

NGage Annual Report



STAKE YOUR CLAIM
To Economic
Development in
Beatrice and
Gage County!



...quality of life



...opportunity



...expansion



2015

NGage
OPPORTUNITY GROWS HERE

NGage Year in Review

Positive Economic Development Work



2015 was an active year for NGage. I believe we have made positive progress in many ways. NGage's economic development plan involves six key objectives that represent a comprehensive economic development program. We made strides with work on all our objectives. This annual report highlights some of the key activities and outcomes over the past year, including:

- In January, 2015, the City of Beatrice, assisted by NGage, received recertification as a Certified Economic Development Community by the Nebraska Department of Economic Development.
- NGage collaborated with other key organizations in Beatrice and Gage County, including the City of Beatrice, Beatrice Public Schools, Main Street Beatrice and the Beatrice Area Chamber of Commerce on a community/county-wide branding project called "Stake Your Claim". And together we gained more knowledge from Beatrice and Gage County communities through the ECAP Program, facilitated by the University of Nebraska – Lincoln Extension and Rural Futures Programs.
- The YP3 local young professionals group was started as a result from ECAP action planning.
- NGage assisted local companies with applications for incentives to startup or expand, including Rare Earth Salts, Landmark Snacks LLC, Dempsters, NuNebraska and Dawgs Sports Specialties.
- The NGage Manufacturing Advisory Group has continued to work together with area educational entities to enhance opportunities for students to gain workplace readiness and understanding of skilled jobs in this area.
- Together with City and State officials, NGage celebrated the new NEAPCO office expansion and groundbreaking for DaVita Dialysis Center. There are other expansions in progress and new business announcements that will be coming to the area soon.
- NGage has assisted small businesses with one-on-one visits, hosted workshops and training sessions, and has helped with connections to additional resources as needed.
- NGage received NIFA funding to assist with a Gage County Housing Study that is currently in progress. Study results are expected by March, 2016.
- NGage launched its Member/Investor Program, gaining 25 new members by year end. We invite anyone interested in economic development in this area to join NGage. The various membership levels are noted on page 7 of this report.

The NGage Board of Directors is a dedicated group of individuals that volunteer their time to help guide NGage's work. At the beginning of 2015 we began researching outcomes and metrics that we could track. The numbers for 2015 were good, including the fact that 16 new businesses were started in the County for the year with 4 small business closures. Overall, 27 net new jobs were created from positive small business activity. In addition we've seen our major employers maintain or slightly increase their workforce numbers during the year with some expansions currently in the works. In economic development, it's positive business development, expansions, investments, and attracting new businesses that keep our wheels turning. We look forward to assisting with economic development progress in 2016!

Glennis McClure
NGage Executive Director



2015 Board of Directors

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Beatrice Recertified as Economic Development Community

In January, 2015, the City of Beatrice was recognized as a Certified Economic Development Community by the Nebraska Department of Economic Development (NDED). NGage prepared and submitted the certification application with assistance from the City. The certification is good for five years.

Acting NDED Director, Dacia Kruse noted, "The designation as an economic development certified community clearly indicates that Beatrice is prepared for business growth and to meet the needs of companies thinking of new business locations or those that are here and interested in expanding. This designation sets you apart as a community that has the leadership and commitment necessary to successfully compete for jobs."



Left to right- Tobias Tempelmeyer- City of Beatrice Administrator, Stan Wirth- Mayor of Beatrice, Dacia Kruse- Acting Director NDED, Glennis McClure- NGage Executive Director.



ECAP

NGage along with the Beatrice Area Chamber of Commerce and Main Street Beatrice participated as one of eight communities in the Entrepreneurial Community Activation Process (ECAP) program with the University of Nebraska – Lincoln Extension and Rural Futures program. An ECAP survey was completed by over 500 area residents. A series of community meetings were held in Beatrice to create action plans relating to eight entrepreneurial community characteristics. NGage also met on a couple of occasions with a group of citizens from Wymore and Blue Springs to receive their input and interest in action planning.

In Beatrice, action items were noted as part of these four characteristics:

- Sense of Place, including focus on downtown revitalization, improving community entrances, cleaning up the community, and support of the arts.
- Community Vision with a focus on a Beatrice Strategic Plan.
- Leadership with a focus on the start of a Young Professional Group.
- Entrepreneurial Support Systems with a focus on collaboratively bringing more entrepreneurial workshops and trainings to the area and promoting assistance that is available for small business development in the area.



In the Wymore and Blue Springs communities, work began on forming a new development fund group. During 2015, this group identified a fund advisory committee and worked toward affiliating with the Nebraska Community Foundation. The group provided leadership on new community improvement projects and looks forward to advancing its mission and activities into the future in the Blue Springs and Wymore area.

NEAPCO Expansion Celebrated



NEAPCO continued its history of facility expansions in Beatrice with the opening of a 13,000 square foot office addition at the plant in August, 2015. NEAPCO utilized the Nebraska Department of Economic Development Site and Building Fund for \$300,000 of the \$1.3 million dollar expansion. Governor Pete Ricketts and Brenda Hicks-Sorensen, Nebraska DED Director, and a number of local officials and guests were on hand for the ribbon cutting, tours of the facility, and barbeque.

NEAPCO was the first business to locate in the Gage County Industrial Park on the north edge of Beatrice. NEAPCO came to Beatrice in 1981 and has continue to expand over its 34 year history. NEAPCO designs, manufactures, and distributes driveline systems. The Beatrice plant employs 340 individuals and operates three production shifts per day.

New Investment

\$35,866,990 Investment Value

Attributed to Gage County

Growth during 2015



Manufacturing Day

NEAPCO, Precise Fabrication, and Worldlawn welcomed the public and school groups on October 2, during Manufacturing Day 2015, to tell their story and let visitors see what they make or do in their plants. Industrial Maid from Cortland, Nebraska, set up a display and greeted visitors at the Precise Fabrication facility and Ragland Automation from Pickrell participated with NEAPCO.



"It was great to have more companies participate in Manufacturing Day activities this year, and we hope to build on this in 2016. Manufacturing companies are a key component of the area's economy with nearly 900 employees working in the industrial park in Beatrice," NGage Executive Director, Glennis McClure said.

Manufacturing Advisory Group

NGage facilitates a Manufacturing Advisory Group to stay in touch with this important industry in our area. It's a great opportunity for these companies to network and discuss topics of interest such as workforce, training and education, supply chain, and other ways they can work together. During 2015, several meetings included area high school, Southeast Community College, and Educational Service Unit #5 administrators to discuss expanding opportunities for work-placed and career academy education. A group of fifteen industry leaders and area educators toured the Career Pathways Institute in Grand Island, Nebraska.

NGage worked with the group to plan and promote Manufacturing Day activities in October, 2015.



We're Excited About the Flint Hills Biodiesel Plant Under Construction in Beatrice.

Coming Soon

- Landmark Snacks LLC
- DaVita Dialysis
- Scooters Coffee
- Opening of Flint Hills/ Duonix Biodiesel Plant

Beatrice Community Hospital Expansion

The Beatrice Community Hospital (BCH) opened its new facility in February, 2012. It quickly grew its inpatient and outpatient services and announced a \$7.2M expansion which began in 2015. The expansion will include moving the Women and Children's Clinic and the Infusion Center to the first floor. The hospital is the second largest employer in Beatrice with over 500 employees. Tom Sommers, CEO, noted that more patients are coming from outside of Gage County and with the employee-led culture, the physicians are the driving force behind the hospital's growth and development. BCH is truly a huge asset to Beatrice and Gage County and the quality health care available in the southeast Nebraska area.

More Employed

↓ Unemployment Rate dropped from 3.8% to 3.0% by Dec. 2015

Non-Farm Employment grew 2.4% or +223 in 2015 ↑

DaVita Dialysis Center Coming to Beatrice in 2016



In October, 2015, it was announced that DaVita Healthcare Partners, Inc. will be opening a new dialysis center in Beatrice. The center will be open in August, 2016, and expects to bring 7 to 10 jobs to the area over the next few years. The 5,600 square

foot facility for the dialysis center is being built by Ayars and Ayars Construction and will be located on the Northgate Crossings property, just north of the Beatrice Community Hospital.

DaVita officials noted that the new center will have 8 stations and will initially be opened three days a week and will provide two shifts per day. DaVita believes in offering flexibility in treatment for patients so that they can best live the active life that they want and continue to work.



NGage, City and County officials, along with Paul Garnett, Mike Ayars, and Robert Scott took part in the Dialysis Center groundbreaking.

Stake Your Claim

NGage invites you to "Stake Your Claim" to growth and development in Beatrice and Gage County! NGage, in a joint venture with the City of Beatrice, Main Street Beatrice, Beatrice Public Schools and the Beatrice Area Chamber of Commerce launched the "Stake Your Claim" logo as part of a branding project for the community. Stake Your Claim ties to a significant part of the area's history as the first homestead was claimed near Beatrice upon the signing of the Homestead Act of 1862. We think of homesteaders as entrepreneurs, which is a great fit to the mission of NGage as we assist all types of entrepreneurs and businesses with growth and development.



Housing Needs Assessments

- Housing Study NIFA Grant
Awarded \$14,700
- 328 General Citizen Housing
Study Surveys Completed
- 227 Workforce Housing
Study Surveys Completed

"NGaging" with Existing Businesses

50 BUSINESS RETENTION
EXPANSION VISITS



Gage County Housing Study is in progress!

NGage contracted with Hanna:Keelan and Associates from Lincoln, Nebraska, to complete a housing study for Gage County. One of the first steps for the study was to gather citizen and workforce input. Over 550 surveys were completed. The housing study, slated to be completed by March, 2016, will provide statistical and narrative data identifying a housing profile and demand analysis for Gage County, including each incorporated community.

The Nebraska Investment Finance Authority (NIFA) participated in funding the housing study. In October, 2015, NIFA hosted an informational meeting in Beatrice on various housing development programs.



Small Business Workshops and Assistance

In addition to new business attraction to the Beatrice /Gage County area, NGage works with resource partners to assist entrepreneurs and small business start and grow here. Strong small businesses are foundational to our rural economy. NGage offers one-on-one technical assistance and hosts various workshops on topics of interest to small business owners and managers.

During 2015, with promotion assistance from Main Street Beatrice and the Beatrice Area Chamber of Commerce, NGage partnered with REAP to conduct a marketing workshop in Beatrice presented by Dave Buchholz from David & Associates. In the Fall, Southeast Community College Entrepreneurship Center Directors presented a two-part series on Customer Discovery – All In Start-up and Business Canvas, then another REAP sponsored workshop on business financials was held. All the workshops were well received by those that attended. Several of the businesses started talking about how they could continue networking and assisting each other.

Among the sixteen new Beatrice /Gage County businesses added in 2015, NGage was pleased to have directly assisted several of them, including Blue Appliance, Wrenchman, Orange Owl Painting Studio, and Zephyr Towers.



*"I'm thankful that NGage could assist us in business planning as we considered opening our new Wrenchman Auto, Truck, and Diesel service center. NGage also connected with REAP to assist and together they were a good resource team helping me with cash flow projections before starting the business." **Darrell Hurd, Wrenchman Auto Truck Diesel Service***



LAPD Regional Website Launched in 2015

Together with member organizations of the Lincoln Area Development Partnership (LADP), a regional economic development website was launched in 2015, www.lincolnpartners.org. NGage also utilized the LADP membership by engaging in Community Venture Network meetings, Mid-America Economic Development Council conferences, and through participation at the FABTECH Tradeshow - North America's largest tradeshow for fabricating, metal forming, and welding. These activities and events provided an opportunity to network, market, and make connections with site selectors and industry leaders that could assist in business attraction to Beatrice and Gage County.

Launch of the NGage Member/Investor Program

NGage hosted its annual business recognition dinner with 106 guests in August, 2015, and utilized the opportunity to launch its member investor campaign. NGage invites area businesses and individuals to invest in the work of economic development and join as a member. During 2015, 25 new members were added, investing \$16,000 in addition to municipal memberships from Adams and Cortland, along with primary funding from the City of Beatrice and Gage County. Membership levels for NGage are as follows:

Membership Level	Annual Investment	Direct Member Benefits
Leader Membership	\$5,000.00	<ul style="list-style-type: none"> • Voting Rights • Logo and Link on Website • Featured Business • Business Profile* • Video • Up to 5 pictures • 3 quick links • Facebook link
Champion Membership	\$2,500.00	<ul style="list-style-type: none"> • Voting Rights • Logo and Link on Website • Featured Business • Business Profile* • Video • Up to 3 pictures • 1 quick link • Facebook link
Catalyst Membership	\$1,000.00	<ul style="list-style-type: none"> • Voting Rights • Logo and Link on Website • Featured Business • Business Profile* • Two picture • Facebook link
Advocate Membership	\$500.00	<ul style="list-style-type: none"> • Logo and Link on Website • Business Profile* • Facebook link
Associate Membership	\$100.00	<ul style="list-style-type: none"> • Logo and Link on Website • Business Profile*

25 New Member Investors

Founder Members

City of Beatrice
Gage County

Champion Members

Black Hills Energy
Diode Communications

Municipal Members

Village of Adams
Village of Cortland

Catalyst Members

Beatrice Community Hospital Foundation
Casper's Construction
First National Bank of Omaha
First State Bank Nebraska
Precise Fabrication Inc.
Steve and Carolyn Hovendick
World Lawn

Advocate Members

Echo Electric Supply
Edward Jones - Steve Hovendick
Midwest Livestock Systems, Inc.
Nebraska Public Power District
T & T Seed Express, Inc.
Willet and Carothers

Associate Membership

Beatrice Area Chamber
Clabaugh Pharmacy Inc.
Farm Credit Services of America
Great Western Bank
Meyer & Associates
NE Department of Labor
Pickrell Lumber
Schulz & Associates
Schuster's Outdoor & R.V. Inc.

