



# Nebraska

## INDUSTRIAL OVERVIEW

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### PERFORMARK EXPANDS TO SCOTTSBLUFF



Performark, a Minnesota-based company announced it will expand to

Scottsbluff in a completely renovated industrial building near the airport.

Performark is a leading provider of business-to-business, web-based, and traditional response management services that assist companies, through customized solutions, turn prospects into customers.

The company opened a 100-station call center facility in mid-November beginning with 25-30 employees and growing to a maximum of 100.

“Scottsbluff is fortunate to be a ‘regional center’ for many smaller communities in all four directions. This means Scottsbluff/Gering offers a lot of large city amenities, while still retaining the flavor of a rural community,” said Rawnda Pierce, director, Twin Cities Development Corporation.

Scottsbluff was selected based on many factors, including an available, trained workforce, a proactive business community, and the quality of life expected from a rural community.

### CY MANUFACTURING STARTS IN MILFORD



CY Manufacturing, a start-up business, began manufacturing AirLite Animal Bedding products in Milford.

Source: Milford Times

The business will begin with two employees to start and expand to 10 as the business grows. “We plan to provide jobs in the future. We need to get our feet on the ground,” said Chris Carstens, co-owner.

“This is a hometown business with hometown people. It’s a valuable asset to the community,” said Dean Bruha, Milford Economic Development Committee.

The bedding, made out of cardboard, is better for animal health. Cardboard is more absorbent and dust free as compared to wood chips, shavings, and sawdust, which can cause health problems in animals. It is ideal for show animals because it doesn’t adhere to animal hair.

“This \$25,000 project is an accumulation of several meetings of the Economic Development Committee to facilitate a business start-up,” said Bruha.

## COMPANY'S SECOND CALL CENTER OPENS IN NORTH PLATTE



Source: The North Platte Telegraph

Advantage Direct Communications, Inc., will open a \$1,155,000 call center in North Platte, creating 40 jobs, eventually expanding to 140 jobs. This is the second call center the company has opened in the state; the first opened in Valentine in 2003.

The Virginia-based company conducts phone surveys and fund-raising for corporations and nonprofit and political organizations as well as trade associations.

“Advantage is excited to be locating its operation in the historic central business district of North Platte, and we look forward to partnering with all of our downtown neighbors,” said Jeff Butzke, Advantage Direct cofounder.

A \$505,000 Community Development Block Grant was approved by the North Platte City Council to assist the company in purchasing equipment and providing working capital.

## A1 FIBERGLASS EXPANDS IN AURORA



A1 Fiberglass has purchased the 30,000 square foot speculative building in Aurora. This will allow the company

to expand its current Aurora operations and product lines and add another 12 jobs in Aurora.

The company manufactures parts for water slides, shuttle buses, recreational vehicles, fifth wheels, and semitrucks. The primary manufacturing plant is located in Hastings, Nebraska, with other plants in Fremont, Nebraska, and Montezuma, Iowa. The Aurora plant specializes in molding, tooling, and patterns.

## FIRST TENANT IN BEATRICE BUSINESS CAMPUS



Technology Management of Minneapolis announced an office

location, operating under the name Knowledge Marketing, LLC, in the Beatrice Business Campus.

Knowledge Marketing, LLC, plans to hire 30 to 40 employees during the next three years in this first expansion outside Minneapolis. The Beatrice company will focus on interactive Internet services, such as a guaranteed search engine placement, opt-in email marketing, and other web-related services.

“We love the community, its work ethic, and the vision the Mayor has for Beatrice,” said CEO Duane Crandall. “In addition, its proximity to Minneapolis makes it attractive.”

Gage County Economic Development along with its partners built the 10,000 square foot building on the Southeast Community College campus in 2002 to attract information processing companies. “We have a strong manufacturing base and we want to grow the nonmanufacturing job base in Beatrice,” said Paul Garnett, chairman of Gage County Economic Development. “This helps us achieve that.”

“Our strategy is working. The city was willing to make the investment in a business park, and now we are seeing the return on that investment,” said Mayor Dennis Schuster.

An additional 6,666 square feet are still available in the building, which is expandable. For information on the building or on Beatrice, contact Nebraska Public Power District’s Economic Development Team at (800) 282-6773, Ext. 5534, or visit [sites.nppd.com](http://sites.nppd.com).

## \$7.5 MILLION INVESTED IN YORK



Source: York New-Times

A \$7.5 million investment was made recently by Hamilton Sundstrand in new processes and equipment resulting from the closure of the Denver plant. The York, Nebraska facility is one of the company's 12 plant locations.

The company, a subsidiary of United Technologies Corporation, is among the largest global suppliers of technology advanced

aerospace and industrial products. The company designs and manufactures aerospace systems for commercial, regional, corporate, and military aircraft and is a major supplier for international space programs.

Hamilton Sundstrand opened the York facility in 1982 and expanded in 1987 and again in 1988. This last expansion created a 15,000 square foot mezzanine addition.

"You do so much precise work here, make contributions to this community, and are a big chunk of the labor force in York. Many young people want to come back to their homes across Nebraska but they need an economic reason to do so. This place is one of those reasons," said York Mayor Greg Adams at a recent recognition celebration for employees, the governor, and local officials.

"Congratulations," said Governor Mike Johanns. "You maintain a beautiful plant, which indicates a lot of pride here. And that's what I saw in the people who work here. There is an enthusiasm about what you do. One of the workers told me that the company invests a lot in equipment but they also invest a lot in the people. That's what has helped to create the high quality workforce here," said Johanns.

## LOCATION & WORK ETHIC LEADS TO EXPANSION IN YORK



Fairway Vinyl Systems in Mount Joy, Pennsylvania, established a location for its western division in York in 2003. One of the many benefits of being located in

York is the close proximity of Kroy Building Products, which creates an alternative railing product made of vinyl and is distributed by Fairway. Greg Burkholder serves as general manager of Fairway and has five full-time employees. With the startup of the western division in York, the company has rapidly expanded its wholesale distribution. Today the company markets its products throughout the Great Lakes region, Wisconsin, Minnesota, Chicago, and all markets in Nebraska, Iowa, South Dakota, Missouri, and Kansas as well as servicing Wyoming, Colorado, New Mexico, Arizona, California, Utah, and Idaho.

"The work ethic found in this area is what first drew me here and I continue to be enamored and amazed with the no frills 'roll up your sleeves and get it done' mentality that exists in the employee pool in this area. Additionally, the value that our company brings to York County is an obvious boost to the tax rolls as well as the jobs and opportunity for employment growth," said Greg Burkholder, general manager, Fairway Building Products of York.

"Adding 10,000 square feet would be the next logical step, which would mean we would double employment. We definitely see significant growth ahead of us," said Burkholder.

# NORFOLK, NEBRASKA

[WWW.NORFOLK.NE.US](http://WWW.NORFOLK.NE.US)



Norfolk, with a population of 24,000, is a major trade center in northeast Nebraska in the Elkhorn

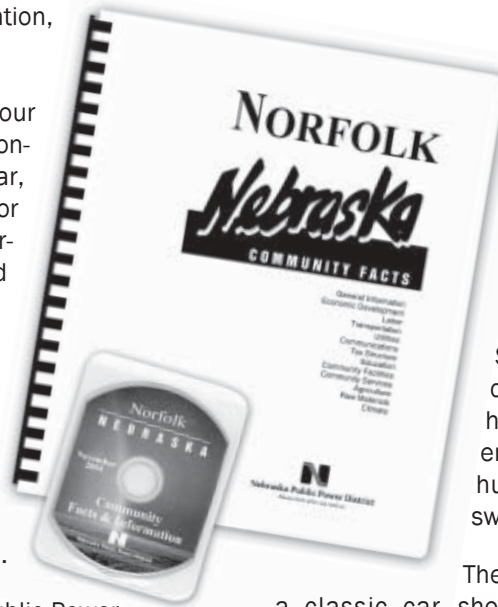
River Valley. Basic economic activities include manufacturing, farming, education, retailing, wholesaling, and services.

Several opportunities are available for your company to join the nationally and internationally known firms in Norfolk including Goodyear, Kendall-Tyco, Affiliated Foods Midwest, Nucor Steel, Vulcraft, Wis-Pak, and Arnold Engineering. Two buildings (20,000 square feet and 145,000 square feet) and five industrial sites ranging from 37 to 268 acres are available.

Norfolk is served by four-lane U.S. Highways 81 and 275, Nebraska Central Railroad, and Karl Stefan Memorial Airport with two 5,800 foot paved and lighted runways and full instrument landing system.

Electric service is provided by Nebraska Public Power District. The system is tied into the statewide grid system and can be fed from five directions. Natural gas service is provided by Aquila. The Norfolk water system consists of two water treatment plants supplied by two well fields. The system has a combined pumping capacity of 8,900 gallons per minute and a storage capacity of 4.8 million gallons. The municipal sanitary sewerage system has a peak capacity of 15 million gallons. Quest Communications provides telecommunication services to the Norfolk area from a digital central office served by fiber.

The main campus of Northeast Community College is located in Norfolk. The Business and Industry Division works with area industries, retail and service establishments, agriculture, and other agencies in planning employee development and training. The Lifelong Learning Center at Northeast Community College serves the business and professional community through a variety of uses. The Learning Center serves as a clearinghouse for education offerings from Wayne State College, the University of Nebraska, and other public and private institutions. Norfolk is also home to the Nebraska Christian College.



Faith Regional Health Services is a 166-bed acute care regional referral center with centers of excellence in cancer, cardiac, physical rehabilitation, and obstetrics. Centers include the Carson Cancer Center, Faith Regional CardioVascular Institute, the Dialysis Center, and RehabCentral.

Recreation activities abound in Norfolk. Skyview Park is Norfolk's largest park consisting of 175 acres of beautiful rolling hills. Go-kart and stock car racing are enjoyed in Norfolk as well as golf, fishing, hunting, miniature golf, sand volleyball, swimming, soccer, tennis, and archery.

The Big Bang Boom Fireworks display in July, a classic car show in August, and "LaVistef" in September are among the many annual activities. The Community Concert Association, Community Theatre Group, Norfolk Arts Council, and Elkhorn Valley Historical Society provide cultural activities in the area.

Visit [www.norfolk.ne.com](http://www.norfolk.ne.com) for further information about Norfolk or request the 54-page detailed community facts book from Nebraska Public Power District, [econdev@nppd.com](mailto:econdev@nppd.com), (800) 282-6773, Ext. 5534, or visit [sites.nppd.com](http://sites.nppd.com).

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