



**CITY OF SCOTTSBLUFF
Scottsbluff City Hall Council Chambers
Scottsbluff, NE 69361
LB 840 Application Review Committee**

**Regular Meeting
July 14, 2022
10:30 AM**

1. **Roll Call**
2. **For public information, a copy of the Nebraska Open Meetings Act is posted in the back of the room on the south wall.**
3. **Notice of changes in the agenda by the city manager** (Additions may not be made to this agenda less than 24 hours before the beginning of the meeting unless added under Item 4 of this agenda.)
4. **Citizens with business not scheduled on the agenda** (As required by state law, no matter may be considered under this item unless the committee determines that the matter requires emergency action.)
5. **Closed Session (to consider any of the above matters, where an Executive Session is appropriate).**
 - a) Following passage of motion to enter into executive session, presiding officer must state purpose of executive session.
6. **Approval of Minutes**
 - a) for meeting of May 23, 2022
7. **Reports from Staff, Boards & Commissions**
 - a) Discuss the addition of retail to LB840 Plan
 - b) Discuss appointment of alternate committee member
 - c) Discuss Real Estate Purchase
 - d) Committee to receive Staff Report
 - e) Discuss date and time for next meeting
8. **Adjournment.**

City of Scottsbluff, Nebraska

Thursday, July 14, 2022

Regular Meeting

Item 1

**Following passage of motion to enter into executive session,
presiding officer must state purpose of executive session.**

Staff Contact: Starr Lehl

City of Scottsbluff, Nebraska
Thursday, July 14, 2022
Regular Meeting

Item 1

for meeting of May 23, 2022

Staff Contact: Starr Lehl

CITY OF SCOTTSBLUFF
ECONOMIC DEVELOPMENT APPLICATION REVIEW COMMITTEE
May 23, 2022

A meeting of the Economic Development Application Review Committee was held on May 23, 2022 at 10:00 a.m. at City Hall, 2525 Circle Drive, Scottsbluff, Nebraska.

Present were Committee members Dave Schaff, Marla Marx, Jim Trumbull, Dennis Hadden, and Hod Kosman. Also present were Elizabeth Loutzenhiser, Interim co-City Manager and Finance Director, Adam Hoelsing, Deputy City Attorney, and Starr Lehl, City Economic Development Director.

The meeting was called to order by Member Schaff at 10:00 a.m.

Member Schaff announced a copy of Nebraska Open Meetings Act was posted on the back wall of the meeting room.

It was moved by Member Trumbull and seconded by Member Marx to approve the Minutes of the March 23, 2022 Application Review Committee Meeting. Voting yes: Schaff, Marx, Trumbull, Hadden, and Kosman. Voting no: None.

The next item on the agenda was the consideration and possible action of an Application for Assistance by Skiles Industries, Inc. Present on behalf of applicant was Jerry Skiles. Mr. Skiles stated the Applicant was a manufacturing company started in Atwood, Kansas. It has been in business for approximately 38 years and Mr. Skiles stated it has never had a negative year. Mr. Skiles stated that the business started selling fertilizer tanks and then has moved into manufacturing other products. Currently, the primary product manufactured are fertilizer trailers and other fertilizer equipment associated with such trailers. The business opened its branch operation near Scottsbluff in 2013, with assistance from the Program, and currently employs 20 full-time positions at the manufacturing plant in Scottsbluff.

Mr. Skiles stated the current market for the product is at capacity. Currently, they are sold-out of products and there is five-month delay time from sales to final manufacturing to the market. Mr. Skiles stated that he sees the opportunity to increase production and capture more market share, since the product has been sold-out and continues to be sold-out on a routine basis. The facility in Scottsbluff is not complete and can be expanded for that. Mr. Skiles stated he desires to build an extension on the manufacturing plant in Scottsbluff which will allow for an expanded paint operation as well as an expanded setup and assembly operation. Both expansions will allow for greater efficiency and greater ability to produce and manufacture at a more efficient and productive rate.

Additionally, Mr. Skiles stated the increased production facility will be able to hire five more full-time employees. Mr. Skiles stated the employees typically make between \$13 and \$24 an hour, that the employees are provided regular full-time hours, and that all of the employees receive a benefit package.

Following Mr. Skiles's presentation, it was moved by Member Hadden and seconded by Member Trumbull that the following assistance package be provided to the Applicant:

\$100,000 in assistance be provided to the Applicant. The assistance would earn job credits against the balance at the rate of \$2,000 per full-time equivalent. The job credits would be eligible for enhanced credits for higher paying jobs at the normal rate of the City's Program schedule. The job credit term would be 10 years, beginning October 1, 2022. The base full-time equivalent for the job credits would be 20, and the Applicant would receive job credits for every full-time equivalent above 20. The assistance would be secured by a Deed of Trust on the real estate of the manufacturing plant in Scottsbluff, and the assistance would be guaranteed by the owners and affiliates of the Applicant. Voting in favor: Schaff, Marx, Trumbull, and Hadden. Voting no: None. Abstaining: Kosman.

The next item in the agenda was the report from Economic Director Starr Lehl regarding manufacturing expansion opportunities in the upcoming future. Ms. Lehl mentioned a couple of different projects that could be coming to the committee soon and no action or further discussion was taken regarding those projects.

Thereafter, the Meeting was adjourned at approximately 10:42 A.M.



Starr Lehl, Economic Development Director

City of Scottsbluff, Nebraska

Thursday, July 14, 2022

Regular Meeting

Item Reports1

Discuss the addition of retail to LB840 Plan

Staff Contact: Starr Lehl

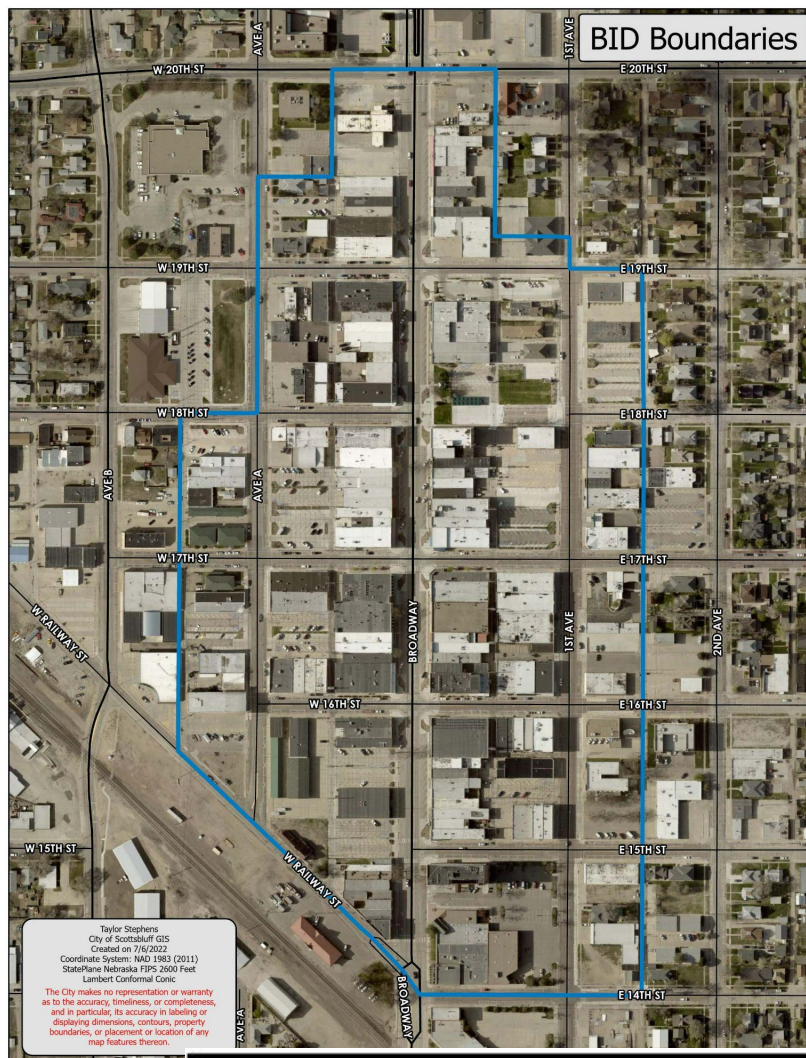
Adding Retail to the City of Scottsbluff's LB840 Economic Development Plan



Retail Includes:

- Clothing Stores
- Food Stores
- Auto Dealers
- Restaurants
- Hardware Stores
- General Merchandise





- What would this look like?
- What applicants would need to do?
- Could apply for up to \$10,000.
- Eligible businesses must be within the Business Improvement District (BID).
- Revisions would be made to the current LB840 Plan and Application adding Retail Sales.
- Application language would state “ Small Business Assistance: loans cannot exceed \$10,000 or 50% of the project. 10% owner equity is required. (Forms of equity could include cash investment, remodeling expenses, equipment expenses, facade and signage, rent and or utilities). Labor provided by applicant may be calculated at \$15/hr. Proposed use of Funds is required (capital improvement projects)”



- Applicants must attach copies of estimates with each application.
- Submit invoices for each payment.
- Applicants would be required to complete the Small Business Training Sessions offered through the Center for Rural Affairs before submitting application.
<https://www.cfra.org/small-business-training>
- If this course is not completed, funds would have limited use and be paid directly to landlord for rent and/or utilities.
- Development of additional courses or offerings if needed can be offered through CFRA.
- Possibility to include Restaurant Retention Strategies (if applicable)
-Bank or some type of other financing is required (PADD, REAP, etc.).

Benefits of adding Retail to LB840 Economic Development Grant Application



- Workforce Attraction and Retention of High Wage High Demand Jobs

- Part-time Job Creation

- Creating a more vibrant Business District.

- Aesthetics are the new Economic Development. Pretty Matters!

- Let's make Scottsbluff a place where people are proud to live, work, and raise their families.

- <https://revitalizeordie.com/blog/the-new-economic-development>

In an article published in the Star Herald on Thursday, July 7th titled:
Downtown Revitalization a must for greater return written by John A. Newby he gives several great statistics and points.

- “Studies show tax and private dollars invested in a communities downtown have approximately 30% greater return than those dollars invested elsewhere throughout the community.”
- “Revitalizing downtown is a magnet for the younger generations because they crave unique experiences ”
- “Revitalization of your downtown creates experiences and gathering spaces attractive to all demographic groups.”

In a recent survey completed by UNL Rural Fellows in the Proposed Creative District business owners were asked what they would like to see added to the community. Here were a few of their responses.

- More Restaurants
- More Variety of Restaurants
- More Retail
- More Variety of Retail
- More Events & Activities
- Empty Buildings Filled
- Downtown Beautification
- Pop-up Shops
- More going on Downtown

- More residents from surrounding communities will come to Scottsbluff to do their shopping.

-Visitors will be attracted to the Business District with the addition of more retail shops.

- Additional Retail Shops would help keep residents in town instead of going to Cheyenne, Denver and other locations.
- Current Businesses in the Downtown area would continue to thrive.

Questions?

City of Scottsbluff, Nebraska

Thursday, July 14, 2022

Regular Meeting

Item Reports2

Discuss appointment of alternate committee member

Staff Contact: Starr Lehl

City of Scottsbluff, Nebraska

Thursday, July 14, 2022

Regular Meeting

Item Reports3

Discuss Real Estate Purchase

Staff Contact: Starr Lehl

City of Scottsbluff, Nebraska

Thursday, July 14, 2022

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Item Reports4

Committee to receive Staff Report

Staff Contact: Starr Lehl

City of Scottsbluff, Nebraska

Thursday, July 14, 2022

Regular Meeting

Item Reports5

Discuss date and time for next meeting

Staff Contact: Starr Lehl