

THE EXECUTIVE

THE STATE CHAMBER



Nebraska Chamber of Commerce & Industry

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Exmark Manufacturing, Garner Industries Named Nebraska Manufacturers Of 2017

Exmark Manufacturing of Beatrice and Garner Industries of Lincoln have been named Nebraska's manufacturers of the year by the Nebraska Chamber of Commerce & Industry. The companies were honored Thursday, October 12, at the State Chamber's Manufacturing and Distribution Executive Summit held at the CenturyLink Center in Omaha. Garner Industries received the award for mid-sized manufacturers, while Exmark Manufacturing received the award for larger manufacturers.

The Nebraska Manufacturer of the Year award is sponsored by the State Chamber and RSM, a leading provider of assurance, tax and consulting services to the manufacturing and wholesale distribution industries. The award has been presented annually since 2008 to Nebraska manufacturers that successfully implement innovative ways of conducting business through the use of new products, processes, technologies and strategies.

Nebraska Governor Pete Ricketts presented the awards to representatives

of both companies. Here are brief summaries of Nebraska's manufacturers of the year:

- **Garner Industries, Lincoln:** Garner Industries is a diverse manufacturing company with a 64-year history. The company was established in 1953 as a small tool and die company in the Havelock area. In the mid-1960s, the company embarked on development of an automated grain bin level monitoring system, which gave birth to the BinMaster line of level control technologies. In 1992, the company entered the plastic injection molding and mold-building business, providing parts to the communications, defense, aerospace and automotive industries. Today Garner Industries employs more than 130 individuals in its plastic injection molding, mold manufacturing, CNC machining, and BinMaster level sensor manufacturing operations, as the company now sells products in diverse industries, including agriculture, construction, cement, mining, biofuels and food processing. In September of 2017, Garner Industries completed the expansion of its campus at 98th street and Cornhusker highway, as it now occupies a 115,000-square foot facility located on 32 acres.

- **Exmark Manufacturing, Beatrice:** Exmark Manufacturing was incorporated in May 1982 as an independent manufacturer of professional turf care equipment. Today, the Beatrice-based business is the leading manufacturer of commercial mowers for the landscape professional. The company's product line has expanded rapidly in recent years to include spreader-sprayers, slicer

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Above: At the Nebraska Chamber's Manufacturing Summit held at the CenturyLink Center in Omaha, Governor Ricketts presented the Manufacturer of the Year award to Exmark Manufacturing's Vice President & General Manager Judy Altmaier, as well as to Garner Industries owner Philip S. Mullin.

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State Chamber Views...

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of Manufacturers**

Manufacturers Need Bold Tax Reform From Washington

Nebraska's agriculture feeds the nation and the world. But Nebraska is also a manufacturing state, with more than 1,600 companies employing nearly 100,000 workers and contributing almost \$14 billion to the economy.

What if we could make our manufacturing sector stronger, thereby creating new jobs and new opportunities for Nebraskans?

Fortunately, we can.

What if we could make our manufacturing sector stronger, thereby creating new jobs and new opportunities for Nebraskans?

Federal policymakers have a once-in-a-generation opportunity to provide a better life for all Americans, through bold, comprehensive tax reform.

Nationwide, manufacturers employ more than 12 million workers – and for them, tax reform cannot come soon enough. For years, we have been telling Washington officials how our outdated tax system is making U.S. companies less and less competitive in the global marketplace. Our federal tax code drives businesses and jobs out of the United States. While other nations have been modernizing their tax codes to help their companies to compete internationally, our tax code is holding us back.

That's why we must fix this now.

Congress and the Trump administration have come up with a framework to guide the development of bold tax reform. The plan will help manufacturers in the United States grow their companies, expand factories and create new jobs. These changes to our tax code will also help America's working

families by lowering the federal tax bite, thereby helping them build a better life and future.

Across the nation, manufacturers are all in on tax reform. The National Association of Manufacturers' most recent Manufacturers' Outlook Survey revealed that manufacturers have historically high levels of optimism for the future of their companies. If tax reform is enacted, 64.7% of respondents said they will increase investment in equipment and other capital; 64.3% will expand their business; 57.3% will hire more workers; and 52.2% will increase employee wages and benefits.

Tax reform must fix the fundamental problems hindering America's ability to compete. Among the problems are:

- At 35%, the U.S. corporate tax rate is the highest in the industrialized world. Significantly reducing the corporate tax would level the playing field and allow American companies to win new business. The administration has announced a target of a competitive 20% rate; manufacturers have championed a 15% rate and will work with tax writers to ensure the final package has this goal in mind.

- Many small businesses are paying maximum tax rates that can average more than 44% when the ObamaCare taxes are included. It is time we gave small businesses, which create two-thirds of our nation's net new jobs, the support they deserve. Reducing the tax rate on pass-through companies — generally small businesses that pay individual rates — will promote job growth and business creation. Moreover, lowering the corporate rate will also help small businesses since it will mean more customers for them as they supply larger companies.

- U.S.-based companies are double-taxed on overseas earnings

brought back home; foreign-based companies are not. By implementing the same type of territorial tax system used in other industrialized countries, more companies will be able to invest in workers and factories here in America without being penalized for doing so.

- Reform must also include strong incentives for research and development, as well as purchasing new equipment and expanding facilities. All of these will translate into more investment in the United States and more American jobs.

It has been more than 30 years since Congress passed major tax reform. It's time to modernize our tax code. That can happen if Congress commits to ending the partisan bluster that has halted progress in the past and agrees to work with the Trump administration in a constructive fashion.

We urge Congress and the president to focus, get to the hard work at hand and seize this opportunity — for the sake of manufacturing workers, the entire business community and all Americans.



During the Nebraska Chamber's Manufacturing Summit in October, National Association of Manufacturers (NAM) President & CEO Jay Timmons (right) and Ohio Manufacturers' Association President Eric Burkland took time to honor Nebraska Chamber President Barry Kennedy for his 31 years of service to the State Chamber, as well as NAM's State Associations Group. Kennedy recently announced he will retire June 30, 2018, after nearly two decades as president of the Nebraska Chamber.

Nebraska Manufacturers of 2017

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seeders and aerators. In addition to designing, building and marketing quality turf care equipment, Exmark's goal is total customer satisfaction. All Exmark mowers – from walk-behinds to zero-turn riders and out-fronts – are designed to increase productivity while delivering unmatched cut quality, which keeps Exmark in the spotlight and helps the company stand apart from the competition. Exmark employs more than 500 employees at its Beatrice facility.

"We take great pride in honoring Exmark Manufacturing and Garner Industries with this award," said Barry Kennedy, president of the Nebraska Chamber. "Manufacturing is our state's second largest industry and a key to Nebraska's

economic growth. Both of these companies are innovation leaders in Nebraska's manufacturing sector."

Previous winners of the Nebraska Manufacturer of the Year award are:

- 2016: Endicott Clay and Novozymes
- 2015: Lozier and Sargent Pipe
- 2014: Hornady and Lincoln Industries
- 2013: Smeal Fire Apparatus and NUCOR Steel
- 2012: Chief Industries and Orthman Manufacturing
- 2011: Kawasaki Motors
- 2010: Snyder Industries
- 2009: Majors Plastics and Behlen Manufacturing
- 2008: Reinke Manufacturing ■

Economic Development Summit Set For Nov. 29 In La Vista

On November 29, the State Chamber will host an economic development summit at the La Vista Embassy Suites Conference Center (12520 Westport Parkway, La Vista) to spotlight key issues facing Nebraska's business community. The summit will begin at 11:45 a.m. and conclude by 3 p.m.

In addition to remarks from Governor Pete Ricketts, the afternoon will feature experts to thoroughly cover the following:

- Rural Nebraska success stories;

- The importance of business incentives;
- An update on Nebraska's economic outlook; and
- How to enhance Nebraska's workforce housing.

Cost to attend is \$95 for State Chamber members or \$125 for non-Chamber members. Lunch will be provided.

To register, call (402) 474-4422, e-mail Charlie Volnek at cvolnek@nechamber.com or visit www.nechamber.com/events.

Governor, State Chamber Recognize Nebraska's Manufacturing Sector

October was Manufacturing Month in Nebraska. To highlight contributions made by Nebraska's second largest industry, Nebraska Chamber President Barry Kennedy joined Governor Pete Ricketts on October 5-6 to visit manufacturing facilities in western Nebraska. Visits in central and eastern Nebraska were cancelled due to inclement weather and fog.

"Manufacturing is Nebraska's second largest industry and the Nebraska Chamber's largest sector based on membership," Kennedy said following Governor Ricketts' proclamation naming October as Manufacturing Month. "The average manufacturing job in our state pays nearly \$14,000 more a year than what the average Nebraska worker earns. Nebraska's future earnings growth and economic expansion depend heavily on our manufacturing sector."

During the manufacturing site tour, the governor highlighted career and educational opportunities currently available in the manufacturing sector. Stops on the tour included:

- Perrin Manufacturing, Alliance: Perrin Manufacturing designs, tests and builds HVAC systems for off-road, heavy duty vehicles providing the heating and cooling needed for operators to work in comfort.

- Lukjan Great Plains, LLC, Sidney: Lukjan Metal Products manufactures sheet metal pipe, duct and fittings for the heating, ventilation and air conditioning wholesale market. Its flagship plant is in Conneaut, Ohio.

- B & C Steel, Gering: B&C Steel is a steel building manufacturer and a third-generation, family-owned company. B&C Steel has been a premier steel provider since 1946.

Earlier that week, at an October 2 ceremony at the State

Capitol, the governor proclaimed it Manufacturing Month in Nebraska. Representing the Nebraska Chamber at the ceremony was the State Chamber's Joseph Young, who oversees the Chamber's Vision Nebraska initiative and helps lobby to see the Chamber's goals are recognized by state lawmakers.

In his remarks at the ceremony, Governor Ricketts noted that the Cornhusker State is home to more than 1,600 manufacturers who employ nearly 100,000 workers. According to the National Association of Manufacturers, manufacturing contributes nearly \$14 billion annually to Nebraska's total economic output. ■

During the Manufacturing Month fly-around in early October, one of the stops was Perrin Manufacturing in Alliance. Pictured are Department of Economic Development (DED) Director Courtney Dentlinger, Governor Pete Ricketts, Perrin President and Nebraska Chamber board member Dan Koch, State Senator Tom Brewer, Box Butte Development Corporation's Chelsie Herian, and State Chamber President Barry Kennedy.



More Than 1,600 See Chambers Fall Forum Presentation



Speaker of the Legislature Jim Scheer speaks to a large gathering at the Norfolk Chamber's legislative forum on October 9.

The Nebraska Chamber staff has concluded the 2017 legislative forums. Among some of this year's legislative forum highlights are the following:

- More than 1,600 attendees saw the State Chamber's 27 forum presentations held in 25 communities across the state from late August through late October.
- More than 40 state senators and announced legislative candidates attended.
- The forums received coverage from more than 30 news media outlets.

This year's State Chamber forums highlighted pro-business accomplishments from the Unicameral's 2017 session, including new legislation in the areas of regulatory reform, unemployment insurance reform, and workforce housing.

The forums also included an overview of several national comparisons, providing forum attendees a glimpse at Nebraska's competitiveness in key areas such as taxes and overall business climate. The Chamber's presentation also examined the negative impact of previous attempts by state policymakers to shift Nebraska's tax burden by using state funds to subsidize property taxpayers.

For more than 30 years, the annual legislative forums have been a joint effort between the Nebraska Chamber and the local chambers of commerce. ■

State Chamber Annual Meeting, Business Hall Of Fame Ceremony Set For Feb. 1

The State Chamber's Annual Meeting and Legislative Caucus will be held Thursday, February 1, 2018, at The Cornhusker Marriott Hotel in Lincoln. This is one of Nebraska's most recognized and widely attended State Chamber events of the year.

Those attending will have an opportunity to hear from key state lawmakers and policy experts, as well as attend briefings on issues of concern to the business community. Afternoon discussion panels will include the traditional Legislative Leaders panel.

The evening banquet will feature the traditional passing of the gavel to the new State Chamber chairman and an extra special tribute to the newest members of the Nebraska Business Hall of Fame.

For more information about the State Chamber Annual Meeting, call (402) 474-4422 or e-mail Kay Koch at kkoch@nechamber.com. Please see the insert in this issue of The Executive to register.

This special event also presents sponsorship opportunities to get your business recognized before a large target audience. Those interested in sponsoring should contact James Berringer at (402) 474-4422 or jberringer@nechamber.com. ■

State Chamber Welcomes New Investors

Membership in the Nebraska Chamber of Commerce & Industry is an investment in Nebraska's economic well-being. This month, the State Chamber welcomes the following new members. We encourage you to consider doing business with fellow Chamber members.

ELKHORN

Ragtime Holdings
Marc Kaschke

Western Douglas County Chamber of Commerce

Trevor Hudson

FREMONT

Lincoln Premium Poultry
Jessica Kolterman

LINCOLN

Midwest Unlimited
Michael Collins

*Recommended by: Rich Herink,
First National Bank*

Powderhook

Eric Dinger

NORTH PLATTE

NebraskaLand National Bank
Mike Jacobson

*Recommended by: North Platte
Chamber of Commerce*

The North Platte Telegraph

Dee Klein

*Recommended by: North Platte
Chamber of Commerce*

Title Services of the Plains

Gary Byrne

*Recommended by: North Platte
Chamber of Commerce*