

1st Qtr 2014

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2014 Shows Promise for Economic Development

Hannibal's Enduro Plant Invests Millions in Value-Added Infrastructure Improvements

Over the last year or so, Hannibal's Enduro plant spent \$4 million in upgrades and improvements.

Enduro Industries, LLC, a subsidiary of PTC Alliance, specializes in hard chrome plating/induction hardening for carbon steel bar and tubes for hydraulic and pneumatic cylinder rod applications.

"This is one of the largest yearly investments we've made in the last ten years at the Hannibal plant," said Andrew Moline, Vice President of Operations.

Moline said while the recent recession hit the heavy equipment industry served by Enduro hard, "we rode it out, and are pleased with the immediate outlook."

So much so, that in 2012, Enduro embarked on an aggressive plan to improve its raw steel cost structure and make key process additions to support a successful value-added products strategy.

Among those improvements are an Acme grinding and Eitel straightening system; a Bardons & Oliver CNC machining cell; and a new DeHoff twin-spindle "Deep Hole" CNC machine. These investments provide greater all-around efficiency and increases Enduro's capacity and capabilities to do more cylinder rod work in-house.



An Enduro employee operates the Hannibal plant's new \$1.2 million Bardons & Oliver machining cell, which allows more efficient machining of large OD cylinder rods.

Enduro originally moved to Hannibal in 1993.

"The old Addison (Ill.) plant was very antiquated, and Hannibal provided an educated workforce, and utility costs that were good at the time," he said. "We were able to build the plant we always wanted to build. It's much more synchronized now."

Enduro added nine new employees with the new upgrades, a 10 percent increase that brings its current staff to 80.

"We are the largest chrome plating cylinder manufacturer in Northern Missouri," Moline said.

Enduro's infrastructure investments will only strengthen its successful value-added ventures.

"We try to invest in ways that make us an industry leader," Moline said, noting the company is working to fine-tune a more eco-friendly plating process for making cylinder rods, ECOBAR27.

Moline said over the next five years or so, he expects continuing the pattern of the last 18 months.

"We're going to expand our eco-friendly offerings, continue to expand our value added capabilities, and maybe more vertical integration."

New Testing Lab Serves Road Construction Industry



Lab technician Roy Smith, left, is manufacturing an asphalt gyratory specimen, a process of making a section of pavement representative of all materials used. In the photo above, Joe Schroer, construction material engineer, is preparing a specimen for the AMPT, which helps determine the long-term performance of pavement in a short period of time.

Premiere Testing, Inc. opened its doors last year thanks to \$1 million investment by Bross Construction

Premier Testing Laboratories, Inc., is perched on a hill at the Chester Bross Construction complex, west of Hannibal.

Bross Construction provided the land and financing to get the 7,000-square-foot lab built and the state-of-the-art testing equipment purchased, spending just under \$1 million.

It will meet the needs of a unique market in this region and around the U.S., by providing the tests needed to create the best mix for asphalt or cement being considered for various paving projects. The mandatory tests check for things like the percentages of oil, sand and the size of rock needed to create an asphalt roadway, or aggregate testing of the strength of a concrete mix.

"It can generate test mixes for us and anyone who wants to use it. It's not our lab. It's an independent, certified lab," said Mark Bross, Chief Financial Officer of Bross Construction. "That's what we want it to do. It's not Bross' lab."

The lab's five person crew has spent the last year fine-tuning its operations, and lab manager, Scott Quire says the facility is now ready to take on more clients. In



fact, talk has already started about creating more storage space and adding more employees.

Lab Manager and Civil Engineer, Scott Quire said, Premier Testing is one of only a handful of specialized labs in the United States that conducts the content tests required on most paving projects. He said the lab has been "intensely busy" since it opened. He had previously worked at a lab in Frankfort, Ky., running mix tests for construction clients, including Chester Bross Construction starting in 1996.

"The lab runs all the scenarios and determines what will or won't work depending on the surface specifications. We're not resting on our laurels," Quire said.

Bross acknowledges that having such a lab less than a quarter mile away has its benefits, specifically in time and cost. Bross was previously shipping all of its testing samples to Quire at a lab in Frankfort, Ky.

"The biggest benefit, long-term, is we

have access. It's easier to run up the hill than send out to Frankford, Kentucky," Bross said. That access allows for better preliminary testing, which in turn means more definitive assumptions on costs needed to prepare project bids.

In that sense, Bross said, the proximity "gives us an edge."

Paving mixes require tests to determine their viability, but more and more is going into paving mixes than just a decade ago. Included in these new mixes are recyclable materials, in what Quire said is the industry "trying to go green."

Getting the right mix is crucial to a road's long-term durability.

"There are so many variables," Quire said.

Quire should know. For almost 30 years he's worked on paving projects as varied as highway paving projects to race track work at sites like Homestead Motor Speedway in Miami, Michigan Internal Speedway (Brooklyn, Mich.), and Kern County Speedway (Bakersfield, California). He places the capabilities of Premiere Testing Laboratory in the top 10 percent of the 100 or so similar testing labs around the U.S.

"I know the capabilities of the other labs, and we're north of that," he said.

MACC's Hannibal Area Higher Education Center Opened its Doors to Students in January



Moberly Area Community College (MACC) new Hannibal Area Higher Education Center on Shinn Lane, provides an exciting, quality economic development tool that will benefit Hannibal and the surrounding area.

“Economic development always hinges on a well-trained, well-educated workforce,” said Evelyn Jorgenson, MACC’s former president, who oversaw most of the project. She said community colleges are key to providing affordable education, and keeping students closer to home.

“If people are leaving to go to school somewhere else to get an education, they may or may not come back,” Jorgenson said, noting more education past high school, coupled with retaining those young people, means a stronger community. Plus, potential employers are looking for communities that have a well-educated work force.

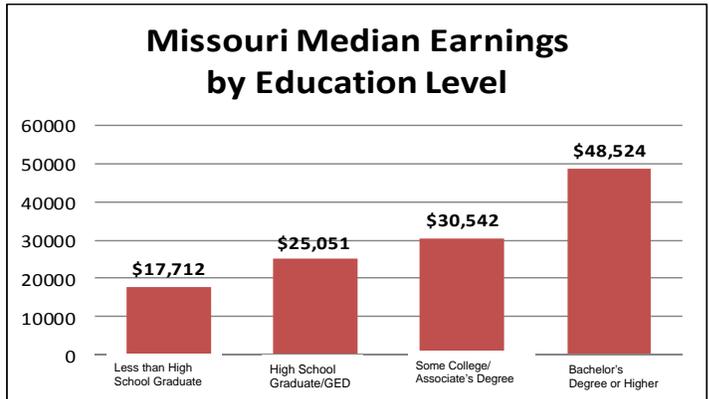
Enrollment is expected to double at the new campus, thanks to more space and better facilities, including science labs. The college will offer two-year degree programs, general studies, state-of-the-art technical training, and life-long learning opportunities. Enrollment previously was about 400 full- and part-time students.

Jorgenson said the \$3.5 million facility has been in the works for almost 10 years. Community support came through public and private donations, grant money, and a \$60,000 zero-percent interest loan by the Ralls County Electric Cooperative (RCEC).

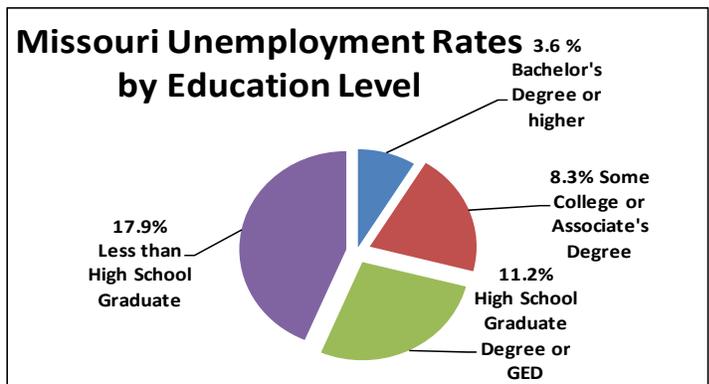
The loan stems from a USDA Rural Development grant provided to the rural utility company, which also was accompanied by a \$300,000 grant. That grant was matched by \$60,000 from RCEC.

Once the loan is repaid, that \$300,000, plus RCEC’s match money will be available for future projects that would benefit this rural area.

“It’s a great resource to get the Hannibal campus constructed



Sources: 2010 American Community Survey, U.S. Census Bureau



now, and it’ll be a great resource for the rest of the area,” said Branson Wood, president of Affordable Community Education, a group central to raising funds for MACC’s Hannibal branch.

Anyone wishing to donate to the campus fund may contact Wood at (573)221-4255.

It's Been a Busy, Busy Year



With New Construction Breaking Out All Over the Place ...

17 New Retail Spaces Under Construction, Adding 50,000+ Square Feet

All four sites shown here are completed or under construction along the U.S. 61/ McMaster Ave./Stardust corridors.

Marx Properties has completed construction of the "Plaza 61" center (above), a five-store, 6,000-square-foot addition to its Steamboat Bend Shopping Center and celebrates the opening of its first tenant, Jimmy John's sandwich shop.

Marx has also begun construction of its new "Shoppes on Stardust" center (shown at top) located on Stardust Drive be-

tween Aldi and Lowes. This center will feature 10 stores of varying sizes totaling 40,400 square feet.

A new Casey's convenience store (shown to the right) will soon replace the previous family owned Martin's True Value building.

CVS celebrates its grand opening as it completes the final exterior details of its new store which replaces an old landmark motel originally known as "Ahlers Motel and Restaurant" at the busy corner of US 61 and West Ely Rd.





County Market

Neimann Foods, spent \$2 million and much of the spring remodeling it's Hannibal store. That included a whole new deli area that features an Asian Wok.

... and Expansions and Renovations Putting Fresh Faces in Familiar Spaces

Goody's clothing retailer is back in Hannibal at the Huck Finn Shopping Center. Sears remains at the Huck Finn Shopping Center as well, moving over to fill part of the former Kroger store; while Rue 21, clothing retailer, is a new addition taking up another section of the former grocery store. And at the bottom right, Aldi built a 2,400-square-foot expansion to it's McMasters Avenue store.



Work on Doyle Manufacturing Plant “Moving Along”



The walls are taking shape at the new Doyle Manufacturing facility on U.S. 61 in this photo taken in October. The agricultural equipment manufacturer is moving to Marion County from Quincy, Ill.

A cold and wet spring meant only some minor set backs to the start of construction of the new Doyle Enterprise, LLC facility north of Palmyra on U.S. 61.

Doyle, makers of blending, conveying, tending and spreading equipment, an-

nounced in 2011 plans to leave Quincy, Ill., and move production to Marion County. The company broke ground late last summer on the \$9 million project, which took five years to come to fruition.

“Construction is moving along at a fair

pace (The facility is) remaining on schedule. Contractors are doing a fine job” said Mark Bagget, Doyle’s office manager. Bagget said a progress report and more information will be released at a later date.

Almost 100 employees will move to northern Marion County to operate the 165,000-square-foot facility, which anchors the new industrial park created by Doyle.

Doyle Enterprise, LLC, has been the leading manufacturer of bulk blenders used for dry fertilizer since 1961, and exports its products around the world.



Work In Progress

Site work is underway in the aerial photo (far left), taken on May 7, 2013. Also visible are some of the parameters of Doyle Enterprise’s new industrial park. By the end of May, (near left) work has started on the walls of the new Marion County facility.

HRHF Builds Fitness Trail

The Hannibal Regional Hospital Foundation's *Healthy Way Campaign* recently finished raising more than \$180,000 for the creation of a community fitness trail on the Hannibal Regional Healthcare System campus.



The trail's foundation was completed in December and it is now open for use. The remaining elements, mile-markers, benches and more, will be finished this spring.

The trail, over 1.5 miles long, is easily accessible and safe, and a great asset to the community. The Foundation offers its appreciation of the abundant community support of the trail and looks forward to

the trail serving in assisting our community in their quest for optimal health.

"This project enables us to live our mission in a very visible and meaningful way. Walking is an effective, no-cost way to choose a healthier lifestyle and this new trail system encourages our community, patients, families and team members to adopt this healthy practice," said Todd Ahrens, President and CEO of Hannibal Regional Healthcare System.

The trail will offer a safe, secure place to exercise for community residents as well HRHS and its partners' team members.

"Hannibal Regional Healthcare System is committed to the health and well-being of our community. We thank our many donors and partners for their support of this campaign which is creating healthier tomorrows for our community," Ahrens said.

The fitness trail connects all campus loca-



Construction through the fall and early winter completed the 1.5 mile fitness trail.

tions, from the soon-to-be-opened Moberly Area Community College's Hannibal Education Center to the Hannibal Medical Campus. It will have rest areas and landscaping, and will be used for various events throughout the year.

For more information on the Healthy Way, contact the Hannibal Regional Hospital Foundation at (573) 629-3577 or www.hrhf.org.

Lookin' Good: Downtown Improvements Done

It's been almost 10 years in the making, but improvements to Hannibal's downtown sidewalks and streets are done.

City Engineer Mark Rees predicted the work on new sidewalks and milling and repaving the street would be done by mid-to late-October. And so they were.

Bleigh Construction crews worked steadily all summer, excavating and rebuilding small sections of sidewalks and crosswalks at a time. And they did so in between big events like National Tom Sawyer Days and the Folklife Festival.

The project replaced four blocks of sidewalks between North Street and Broadway, as well as installed decorative crosswalks. The second part of the project— milling and overlaying Main Street— extended from North Street to Warrant Barrett Drive.

Rees said a rough estimate on the final cost is about \$1 million with funding coming from various sources, including a bond issue, the city's ½-cent sales tax, participating merchants, and a \$350,000 grant from the Missouri Department of Transportation.



This photo looks from south to north on Main Street in Hannibal, taking a look at the newly completed sidewalk and street improvements. The inset photo, taken June 20, 2013, shows workers from Bleigh Construction set frames for new sidewalks at the corner of Main and Hill Streets. Crews worked reconstructing the sidewalks one section at a time.

Economic Development:

Economic Development can seem to move at a snail's pace.

However, the Northeast Missouri Economic Development Council (NEMO EDC), which serves Marion and Ralls counties and their communities, has helped steer—through direct involvement or by providing assistance—some pretty substantial economic growth and development to this region in the last 10 years or so.

NEMO EDC has worked with local individuals, those with out-of-town interests, and business and industry large and small, to grow new economic development. NEMO EDC also has worked with local, state and federal governments to find funding improvement projects, or to find ways to fill empty spaces.

New construction, along with facility expansions and improvements and new businesses, means more jobs during and after the construction. Two new Enhanced Enterprise Zones (EEZs) - in Hannibal and Palmyra—help pave the way for new businesses.

All that adds up to economic development. But it does more.

It illustrates a community—every-day people and civic leaders, as well as those heads of business, industry and government—doing the diligent and detailed work it takes to develop new employment, as well as grow and improve what's already here.

Take a look at a rough list below of what's happened.



Construction/New Business:

Moberly Area Community College's Hannibal Education Center, The Wal-Mart Supercenter, Lowes, B&B Theatre, Marion County 911 Center, Hannibal Clinic, Hannibal Regional Medical Group, James E. Carey Cancer Center, HRH Emergency room, Cardiovascular Institute Center for Child Success, Midwest Orthopedic Specialists, Social Security building, Veterans Elementary School, Stowell Elementary School, Mark Twain Elementary School, Early Childhood Center, Swiss Colony, Quality Inn, Airport Terminal, Hangar and runway, Probation/Parole building, Hannibal Housing Community Center, Hannibal Council on Alcohols & Drug Abuse dorms, Hannibal Home Store, Hannibal Street Department facility, NECAC building, Pleasant View Assisted Living, Advanced Physical Therapy, and Hannibal-LaGrange University's new dorms, library and fine arts building.

New Businesses/Building Improvements and Expansions:

Spartan Light Metal Products, Mark Twain Hotel, General Mills, Bear Creek Warehouse, Hannibal High School renovations and additions, Hannibal Housing Authority, Hannibal Fire Department station renovations and new administration building, Hannibal's YMCA, County Market, Farm & Home, Continental Cement, Levering Regional Health Care Center, Buckhorn Rubber, Huck Finn Shopping Center, Steamboat Bend Shopping Center, Printex, Continental Casting, Consolidated Machine and Welding

New Infrastructure/Infrastructure Improvements:

Grand Avenue, Main Street Bridge, Mark Twain Bridge, U.S. 36/72, U.S. 61—The Avenue of the Saints, Stardust Lane, Main Street, Lock & Dam 22 at Saverton, Red Devil

Jobs and so much more

*“Economic Development can be defined as a program, group of policies or set of activities that seeks to **improve the economic well being and quality of life for a community** by creating and/or retaining jobs that facilitate growth and a stable tax base.*”



Road, Veterans Road, BASF improvements.

Cultural and Social Additions/ Improvements:

Hannibal Baseball and Clemens Field, Riverfront Park, Tom & Huck Statue and Lighthouse renovations, Skate Park, Dog Park, Hannibal Aquatic Center, new baseball fields, Glascock Landing, sand volleyball courts, Riverview Park Trails, Mark Twain Lake’s new Visitor Center.

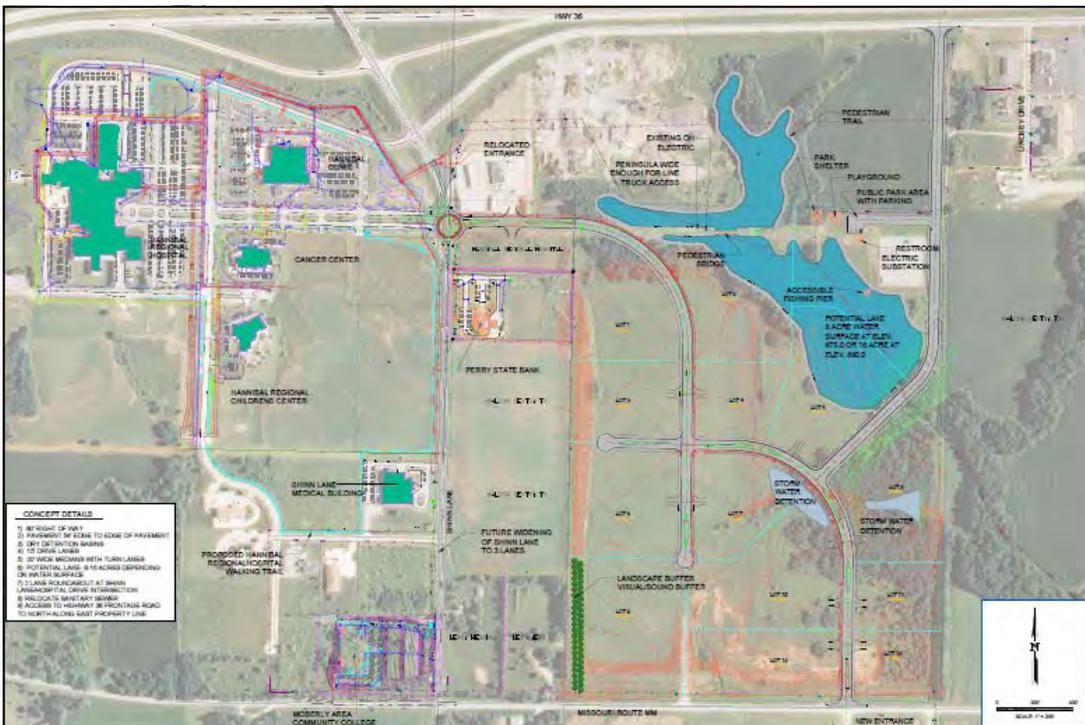


Major new construction in Hannibal includes the new airport terminal, shown on the opposite page; the new B&B Main Street Theatre, at top; the new Hannibal Regional Medical Group facility, above; and the multiple additions to the Hannibal Clinic, left.

Color Ride Marks Completion of MO 79 Improvements



MoDOT Northeast District Engineer Paula Gough and Hannibal Mayor Roy Hark, at right, cut the ribbon on Oct. 2, 2013, on Highway 79 to officially recognize the completion of the roughly \$5 million resurfacing and improvement project, and dedicate the new bicycle lanes between Hannibal and Saverton. More than 30 cyclists, walkers and runners, enjoyed this year's Highway 79 Color Ride. (Photo Courtesy of MoDOT Northeast District)



I-72/US36 Business Park Concept Plans Underway

Klingner & Assoc.P.C. is working to develop an overall concept plan for the certification and development of our newest business park. Still in preliminary design stage, the immediate next step is the completion of a comprehensive traffic study of Shinn Lane from the Route MM intersection to just north of the U.S.36 interchange. This survey will be completed in April and May with a parallel step being the achieving of Missouri Certified Site status later this year.