

**CITY OF LA VISTA
MAYOR AND CITY COUNCIL REPORT
AUGUST 17, 2010 AGENDA**

Subject:	Type:	Submitted By:
CDBG APPLICATION FOR FUNDING – GRAEPEL NORTH AMERICA	◆ RESOLUTION ORDINANCE RECEIVE/FILE	ANN BIRCH COMMUNITY DEVELOPMENT DIRECTOR

SYNOPSIS

A public hearing has been scheduled and a resolution prepared to authorize the Mayor to sign an application to the Nebraska Department of Economic Development (DED) for Community Development Block Grant (CDBG) funding in the amount of \$477,000.

FISCAL IMPACT

The project involves a possible CDBG award of \$477,000 from the Nebraska Department of Economic Development to the City, \$5,000 of which is for the City's costs administering the grant (which will be paid to MAPA), the remainder to be provided to the applicant, Graepel North America to offset the cost of equipment purchases associated with the establishment of the La Vista operations.

RECOMMENDATION

Approval.

BACKGROUND

The Nebraska Department of Economic Development (NDED) has been working with the Sarpy County Economic Development Corporation and Toby Churchill to assist Graepel North America in locating a building to serve as its North American manufacturing headquarters. The company currently has a sales office in the metro area and is planning to establish a new location to manufacture sheet metal components for its current North American clients. Graepel manufactures components for heavy equipment, including perforated steps for combines and construction equipment, and CLAAS is one of its key local clients.

The Company has identified the industrial building at 13205 Centennial Road in Interstate Industrial Park as its desired location and would like to lease that space for this purpose. In attracting this business to Nebraska, the DED has offered favorable consideration of an application for CDBG Economic Development funds to the company to offset the cost of associated with equipment purchases associated with the establishment of the La Vista operations.

The application amount is for \$477,000, with \$472,000 to be provided to Graepel in the form of a combination forgivable-repayable loan and \$5,000 to be used by the City for general administration of the project. Conditions of funding for the company are to provide an additional \$1,728,000 in working capital from corporate proceeds and to create and maintain 14 new jobs at the facility for three years from the date of the award. At least 51% of all new jobs at the facility are to be taken by persons from low-to moderate income households. In conjunction

with this project, repayable proceeds are normally returned to DED, but in this case the Department has indicated interest in directing the repayable portion of the loan to a regional nonprofit development organization that will be able to operate similar to a CDBG reuse fund, with a key difference being that following one reuse of funds, future revolutions of that money will not carry federal funding restrictions on them. The state is trying to set up these programs in each of its Economic Development Districts, and the local organization would be operated by the MAPA Economic Development District.

CDBG Program regulations require that units of local government including cities or counties must serve as the applicants for CDBG funding. As this project will be located in La Vista's ETJ, we are being asked to serve as the applicant and to pass through the funding from NDED to the business. Upon approval of the application by NDED, the City will obtain adequate security from NDED and the business to protect its financial interests while serving in this capacity. The project will need to be administered by a certified CDBG administrator, and it is likely that staff from Metropolitan Area Planning Agency (MAPA) will provide this service.

Program regulations require that a public hearing be conducted on the application prior to its approval by the City Council, and that public comments be included with the application materials. A copy of the application, a resolution authorizing the Mayor to sign the application, and a Memorandum of Understanding (MOU) for the project are included in the packet.

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RESOLUTION NO. _____

A RESOLUTION OF THE MAYOR AND CITY COUNCIL OF THE CITY OF LA VISTA, NEBRASKA APPROVING THE APPLICATION FOR A COMMUNITY DEVELOPMENT BLOCK GRANT AND AUTHORIZING THE MAYOR TO EXECUTE ANY RELEVANT DOCUMENTS REFERENCING THE GRAEPEL NORTH AMERICA, INC. PROJECT.

WHEREAS, the City of La Vista, Nebraska is an eligible local government authorized to file an application under the Housing and Community Development Act of 1974 as amended for Small Cities Community Development Block Grant Program, and,

WHEREAS, the City of La Vista, Nebraska has obtained its citizen's comments on community development and housing needs; and has conducted public hearing(s) upon the proposed application to assist with machinery and equipment purchases for a For Profit Business, and Grant Administration Costs,

NOW THEREFORE, BE IT RESOLVED, that the Mayor and City Council of La Vista, Nebraska to hereby approve the application for a Community Development Block Grant and authorize the Mayor to execute any relevant documents referencing the Graepel North American, Inc. project all contracts, documents, or other memoranda between the City of La Vista, Nebraska and the Nebraska Department of Economic Development so as to effect acceptance of the grant application.

PASSED AND APPROVED THIS 17TH DAY OF AUGUST 2010

CITY OF LA VISTA

Douglas Kindig, Mayor

ATTEST:

Pamela A. Buethe, CMC
City Clerk

MEMORANDUM OF UNDERSTANDING

(with respect to a special economic development activity involving
the City of La Vista, Nebraska;
with Graepel North America, Inc., as the benefited business;
with Metropolitan Area Planning Agency, as the nonprofit development
organization carrying out CDBG-assisted activity(ies) on behalf of the City
of La Vista, Nebraska)

This Memorandum of Understanding ("MOU") is entered into among the State of Nebraska, Department of Economic Development ("Department" or "DED"); the City of La Vista, Nebraska ("City"); Graepel North America, Inc. ("Business"); Friedrich Graepel AG, as a guarantor; Metropolitan Area Planning Agency ("NDO") upon the date of signature by all parties.

RECITALS

PART I: IDENTIFICATION OF PARTIES.

Business: Graepel North America, Inc.
13205 Centennial Rd. Suite 4 & 5
Omaha, NE 68138

City: City of La Vista, Nebraska
8116 Park View Blvd.
La Vista, NE 68128-2198

NDO: Metropolitan Area Planning Agency
2222 Cuming Street
Omaha, NE 68102-4328

Department or DED: Nebraska Department of Economic Development, P.O. Box
94666, Lincoln, Nebraska 68509-4666

Guarantor: Friedrich Graepel AG, Zeisigweg 2 49624 Loeningen, Germany

Be advised this MOU is not functioning as a comprehensive agreement between the City and the NDO. The City and the NDO are advised and must be aware this MOU is not intended to, and does not, function as a comprehensive agreement between the City and the NDO regarding the NDO carrying out CDBG-funded activity(ies) on behalf of the City. A separate administrative agreement between the City and the NDO would need to be agreed upon, drafted, and executed by those parties (the City and the NDO) as those parties may require for their own purposes. As examples only, and not intended to be comprehensive of all areas of concern to be addressed by such a separate agreement, would be: addressing responsibility for adhering to all CDBG statutory and regulatory requirements which are the responsibility

of the City (e.g., environmental review) even though the NDO is carrying out the activity(ies); and handling payment for CDBG administrative functions, since the portion of the grant from the Department to the City for CDBG administrative expenses does not include the NDO as being a direct recipient of CDBG administrative expenses from the Department.

Be advised this MOU does function as a comprehensive agreement between the NDO and the Department regarding the disposition of funds received by the NDO from the Business as loan repayments by the Business on the CDBG-funded loan(s) made by the NDO to the Business which are the subject matter of this MOU. Refer to **PART VII**.

PART II: PROJECT SUMMARY DESCRIPTION.

The project involves a CDBG award of \$477,000 from the Department to the City, \$5,000 of which is for the City's costs of administration of the grant, and \$472,000 of which is to be conditionally granted by the City to the NDO, with the NDO then utilizing such conditionally granted CDBG funds to loan \$472,000 to the Business for the purpose of purchasing new equipment associated with the Business' facility in La Vista, Nebraska, (the "Project"). CDBG funding will require the Business to satisfy various job requirements as set forth in §5.01 below.

Graepel is a manufacturer of perforated and stamped sheet metal components and assemblies for the agricultural machinery, construction equipment and truck industry - worldwide.

Graepel products has supplied products to the United States since 1993. In 2006 Graepel North America Inc. was founded as sales office and warehouse to increase business in North America.

Graepel North America, Inc. could successfully grow the business in the North American Market and has significant orders with the strategic customers John Deere, Caterpillar, Navistar and Daimler Trucks for the next years. Most of the sold products require manufacturing and add value in the local U.S. market.

Graepel will set up a manufacturing plant in La Vista, Nebraska to serve its existing and acquired customers in North America.

Graepel will lease a new facility building for the term of 5 years. Production equipment for approximately \$2,500,000 will be installed within the first 2 years (e.g. hydraulic presses, press brakes, laser cutter, welding equipment). Current and upcoming business based on existing customer contracts enable the creation of a total of 14 fulltime jobs by the end of 2012.

Graepel requests the CDBG loan to close a gap in financing in order to set-up manufacturing in the U.S. and invest in the necessary equipment needed to create jobs.

AGREEMENT:

Premised on the *Recitals* above, and in consideration of the mutual promises and understandings of the parties set forth below, the parties agree as follows:

PART III: DEFINITIONS; FEDERAL FUNDING SOURCES and GOVERNING FEDERAL LAW CITED; AND INCORPORATION OF RECITALS.

§3.01 *Full-Time Equivalent Position (FTE)*: An FTE position represents a culmination of 2,080 work hours per annum per position by a person in a permanent position of employment with Business at its facility in La Vista, Nebraska.

§3.02 *Low-to-Moderate Income Person (LMI)*: LMI persons are defined as members of a family (single-person or multi-person) where the family has an income equal to or less than the most recent HUD-established income limits for the family residence location. These income limits may be found generally via the HUD national website. The specific webpage address (subject to change by HUD) at the time of this writing is:

→<http://www.huduser.org/datasets/il.html>←

§3.03 Specifics about how an employment position is considered to be "*held by*" or "*made available to*" an LMI person, and other related definitional matters, may be found in the HUD CDBG regulations in 24 C.F.R. Part 570.

§3.04 The Department has been designated by the United States Department of Housing and Urban Development ("HUD") to administer; and HUD has awarded the Department funds for; the Community Development Block Grant ("CDBG") program. This is the source for funding by the Department for the project which is the subject matter of this MOU.

§3.05 Based on the provisions of this MOU, the City has submitted, or will submit, and the Department will consider, the City's application for funding for the project which will undertake community development activities authorized under the Housing and Community Development Act of 1974, as amended, and as authorized under the federal regulations governing CDBG at 24 C.F.R. Part 570.

§3.06 All provisions of the *RECITALS* above are incorporated as agreed provisions of the MOU.

PART IV: ADDITIONAL TERMS AND CONDITIONS OF THE CDBG FUNDING.

§4.01 CDBG Amount and Program Income Use Requirement.

The amount of CDBG funds to be granted from the Department to the City will not

exceed \$477,000. \$5,000 of the \$477,000 is for the City's costs of administration of the grant, and \$472,000 is to be conditionally granted by the City to the NDO for the NDO to carry out CDBG activity(ies), with the NDO utilizing such conditionally granted CDBG funds to loan \$472,000 to the Business for the purpose specified in **PART II**; associated with the Business' facility in La Vista, Nebraska.

Refer to **PART VII** as to the NDO's role in completing some or all of the CDBG-assisted activities which comprise the Project.

Unless otherwise excepted from such requirement (or otherwise specified as to a limited amount requirement) elsewhere in this MOU, the City acknowledges and agrees that any CDBG program income (defined in the HUD CDBG regulations) available to the City at the time of any "drawdown" request by the City to the Department must be first utilized in the project, thus lessening the amount of new CDBG funding paid from the Department to the City for this project.

§4.02 Sources and Uses of Funds.

SOURCES→	CDBG total from DED and City	BUSINESS	TOTAL
USES (Activities)↓			
0700 Direct financial assistance to for-profit business—to be carried out by NDO	\$472,000	\$2,200,000	\$2,672,000
0181 General Administration	\$5,000	\$0	\$5,000
TOTAL	\$477,000	\$2,200,000	\$2,677,000

The Sources and Uses of Funds table above reflects:

- The anticipated total costs of the CDBG-assisted project.
- The CDBG-assisted activities being funded.
- The sources and amounts of other matching funds required for each activity.
- The maximum authorized CDBG funds for each CDBG-assisted activity.
- The ratio (derived by computation, not expressly shown) of CDBG funds to other matching funds for each CDBG-assisted activity, which ratio is a further limitation upon the maximum authorized CDBG funds which may be paid for each activity. The ratio is invoked as a limitation if the actual total costs of the activity are less than anticipated.

[An example illustrates this point: If the anticipated cost of an activity such as the acquisition of equipment was \$100,000, with \$40,000 to be from CDBG funds as the source, and \$60,000 to be from the benefited business as the source—but the actual cost of the machinery turned out to be \$90,000—then the 40% ratio limits CDBG funding to \$36,000, rather than the \$40,000 originally anticipated.]

- The proportionality (derived by computation, not expressly shown) of funding from all funding sources, for each activity and for the project in total. Disbursement of

CDBG funds will be made only on a pro rata basis with all other funding sources, for each activity and for the project in total. CDBG funds will not be the first funds invested in the project—but rather—CDBG funds will flow into the project in proportion to all other funding sources.

- The timing (of CDBG funds flowing into the project on a pro rata basis) is that CDBG funding is reimbursement funding. Reimbursement after-the-fact of the expense having been incurred is what will be done. This timing may well result in the benefited business having to temporarily carry the costs which are then later reimbursed through CDBG funding.

[An example illustrates this point: If the actual cost of an activity such as the acquisition of equipment was \$100,000, with \$40,000 to be from CDBG funds as the source, and \$60,000 to be from the benefited business as the source—then the benefited business would have to first pay the entire \$100,000 cost of acquisition, and then seek reimbursement of \$40,000 from CDBG funding.]

§4.03 CDBG Loan Terms.

The \$472,000 to be loaned to the Business is for the purpose(s) set forth in **PART II** above, and will be loaned by the NDO to the Business using CDBG funds under the following terms:

- (a) The promissory note(s) evidencing the loan(s) to the Business will be drawn in favor of the NDO, and the payments are to be made by the Business to the NDO.
- (b) Collateral requirements, if any, or loan guarantee requirements, if any, are specified in §4.04 below.
- (c) The loan will bear no interest (0% interest), unless a default event occurs triggering a default remedy which requires the payment of interest.
- (d) One component of the total loan is a \$236,000 portion which bears no interest (0% interest) and is forgivable upon the meeting of certain conditions by the Business with respect to job creation, job retention, job maintenance, and LMI benefit. If the requisite conditions for forgiveness are not met, the principal is repayable in full by the Business (bearing no interest) upon appropriate notice from the NDO, and under factual circumstances supporting such conclusion by the NDO.
- (e) The other component of the total loan is a \$236,000 portion which bears no interest, the principal of which is to be repaid in 35 equal monthly payments of \$6,555.56 and one final payment of \$6,555.40. Monthly payments are due on the 1st day of each month beginning three months after the calendar month of the DED issuance of the Notice of Release of Funds.

These favorable CDBG loan terms are conditioned upon the Business' agreements concerning job creation, job retention, job maintenance, and jobs benefiting LMI persons, all as specified in other portions of this MOU.

City's Obligation to Pursue Loan Collection. If the facts and circumstances are such that it becomes necessary to pursue collection of the CDBG-funded loan made to the Business, the City shall have the initial obligation to do so under this MOU, including the obligation to bear the expenses of pursuing all reasonable and necessary collection actions (including legal actions in the courts) against the Business. This obligation may be contractually shifted to the NDO by the separate agreement between the parties (between the City and the NDO) if they so agree. The Department will continue to look to the City as the party ultimately responsible for pursuing collection, although the Department will take cognizance of any agreement between the City and the NDO concerning this responsibility.

§4.04 Collateral/Guarantees.

The CDBG loan is to be secured by a senior security interest granted to the NDO by the Business in equipment and machinery.

Friedrich Graepel AG is fully and unconditionally guaranteeing the entire amount of the CDBG loan, namely \$472,000. A guarantee instrument evidencing such obligation will be executed by such guarantor as part of the loan closing requirements.

§4.05 Reporting Requirements.

- (a) Employment Reporting. The Business will have each employee for which LMI status is relevant (normally this includes employees for created jobs, and employees for retained jobs, but not employees forming the measuring baseline of present employment by the Business), complete the Department's Employee Certification Form (such form to be provided to the Business by the City). Such form requests information from the employee concerning the employee's income status, race, gender, and handicap status. The information from such forms, and other pertinent employment data reasonably required by the City, will be provided by the Business, at least semi-annually. Such information is for use by the City and the Department in assembling and reporting LMI and other employment data to meet HUD requirements for the CDBG program.
- (b) Financial Reporting. The Business will provide to the City or to the Department, in a timely manner, the Business' financial statements, including balance sheets and income statements, in such form as may be reasonably required by the City or by the Department, following the close of the Business' fiscal year. This obligation will continue so long as there remains outstanding any balance of the CDBG loan, unless waived by the Department.

§4.06 Due on Sale.

Repayment of the entire amount of any outstanding balance of the CDBG funded obligation of the Business may be declared (by the City) immediately due and payable upon any material change in the ownership control of the principal assets of the

Business, or of the Business itself, including mergers and/or consolidations with other persons or entities. This provision exists to protect the interests of the City and the Department in seeing to it that the obligations of the Business as set forth in this MOU are completely fulfilled, as they must be to comply with HUD CDBG statutes and regulations permitting CDBG funds to be used for financial assistance to the Business in the first place.

§4.07 Maintain Location of Project.

Until all the requirements of this MOU are satisfied, the Business agrees to keep its facility in La Vista, Nebraska, located in La Vista. Repayment of the entire amount of any outstanding balance of the CDBG funded obligation of the Business may be declared (by the City) immediately due and payable upon a failure to adhere to this requirement.

§4.08 Prohibition on Use of CDBG Assistance for "Job-Pirating" Activities.

The parties to this MOU recognize and acknowledge that a portion of the federal statutes dealing with CDBG funding, particularly as codified at 42 U.S.C. §5305(h), and implementing regulations issued by HUD at 24 C.F.R. §570.482(h), prohibit the Department from using CDBG funds for activities likely to result in significant job loss in a Labor Market Area (LMA) from which the Business is relocating. The HUD regulations prohibit CDBG funding if the funding will assist in the relocation of a plant, facility, or operation (terms defined in the regulations)—and—if the relocation is likely to result in a significant loss of jobs in the LMA from which the relocation occurs. A "significant job loss" is defined in HUD regulations using the following measurements:

- **500** jobs lost in a LMA is definitionally a significant loss; and thus CDBG funds cannot be used in such cases.
- **25** or fewer jobs lost in a LMA is definitionally not a significant loss; and thus not a job-pirating problem, so CDBG funds can be used in such cases.
- **26-499** jobs lost may be a significant job loss if the lost jobs are equal to or greater than one-tenth of one percent (0.1%) of the total number of persons in the labor force of the LMA from which the proposed business relocation would occur.

The HUD regulations require the Department to obtain from the business assisted with CDBG funds:

- A statement from the assisted business as to whether the CDBG-assisted activity will result in the relocation of any industrial or commercial plant, facility, or operation from one LMA to another, and if so, the number of jobs that will be relocated from the LMA. An "operation" is defined in the regulations as including (but not being limited to) any equipment, employment opportunity, production capacity, or product line of the business.

- If the assistance will not result in a relocation, then the business must certify that neither it, nor any of its subsidiaries, has plans to relocate jobs (at the time the agreement is signed) that would result in a significant job loss.
- An agreement requiring the business to reimburse CDBG funds if a relocation prohibited by the regulations should occur within three years from the date the CDBG assistance is provided to the business. Under the regulations, jobs will be considered to have been relocated if positions are eliminated at an existing operation within three (3) years of the time when CDBG funding assistance was provided to the expansion site operation of the business.

Pursuant to the requirements outlined in this section, the Business hereby states for purposes of this MOU that (check mark and initial one or the other alternative, but not both):

☐ _____ (initials of official executing MOU for the Business). The CDBG-assisted activity will result in the relocation of a plant, facility, or operation from one LMA to another LMA, with the number of jobs that will be relocated from the LMA being as follows: _____ (insert number of jobs).

OR

☐ _____ (initials of official executing MOU for the Business). The CDBG-assisted activity will not result in the relocation of a plant, facility, or operation from one LMA to another LMA. The Business hereby certifies that neither it, nor any of its subsidiaries, has plans to relocate jobs at the time this agreement is signed, that would result in a significant job loss as defined in the regulations.

In a circumstance where neither of the alternatives above is marked and initialed, the second alternative (indicating the activity will not result in relocation) will be deemed to have been selected and agreed to by the Business.

Pursuant to the requirements outlined in this section, the Business further agrees if a relocation prohibited by the regulations should occur within three years from the date the CDBG assistance is provided to the Business, the Business agrees to reimburse the City for all amounts of CDBG assistance provided to the Business, or expended on behalf of the Business, pursuant to this MOU.

PART V: JOB CREATION AND JOB MAINTENANCE REQUIREMENTS.

§5.01 Job Creation and Job Maintenance Requirements.

The Business must:

- (a) create at least 14, new, permanent jobs (on an FTE basis), in the Business' facility in La Vista, Nebraska over and above the agreed baseline of employment

at the La Vista facility which agreed baseline is 2.5 FTEs for purposes of this MOU:

- (1) within 24 months of the date on the Notice of Approval letter from the Department.
- (2) meeting the requirement that 51% or more of all jobs (on an FTE basis) created as a result of the CDBG-assisted project must be held by (or if not actually "held by", then the Business must meet the required regulatory standards so as to be considered to have made the jobs "available to") low-to-moderate income (LMI) persons.
- (b) maintain the minimum required created 14 FTE jobs, and maintain all additional jobs created as a result of the CDBG-assisted project, for 36 months measured from the date of hire for each respective job.
- (c) maintain the 2.5 FTE positions which represent the agreed baseline of employment for 36 months measured from the Notice of Approval letter from the Department.
- (d) pay all employees of the Business a minimum hourly rate of \$13.00 per hour, and provide all employees with an appropriate package of employee benefits.

Only permanent employees (not temporary employees); and only employee positions at the Business' facility in La Vista, Nebraska; will be credited in assessing whether the job creation and job maintenance requirements have been satisfied.

§5.02 Proration of Any Repayment Obligation Arising from Failure by the Business to Meet the Job Requirements of §5.01.

If the Business fails to meet the job requirements set forth in §5.01, the default remedy specified at §6.02 will be mitigated by allowing, in some instances, proration of the principal amount of any repayment obligation which is triggered by such failure to meet such job requirements, as follows:

- (a) CDBG statutes and regulations require CDBG-assisted projects to meet the national objective of principally benefiting low-to-moderate income (LMI) persons. These statutes and regulations require that at least 51% of the created/retained jobs benefit LMI persons. If Business fails to meet the national objective by not having at least 51% of the created/retained jobs benefiting LMI persons, then full repayment of the CDBG funding is required, and no proration is allowed.
- (b) If the national objective (51% LMI benefit) is met, but the job creation/retention requirement (14 jobs in this instance) is not achieved, then a pro rata portion of the CDBG funds will be required to be repaid, equivalent to the ratio of→jobs not created, divided by the number of jobs required to be created.
- (c) If the national objective (51% LMI benefit) is met, but the jobs are not maintained for the required job maintenance period (36 months in this instance), then a pro rata portion of the CDBG funds will be required to be repaid, equivalent to the

ratio of→the required maintenance period in months, less the number of months the jobs were maintained, divided by the required maintenance period in months.

- (d) If the national objective (51% LMI benefit) is met, but there is a failure as to both the job creation/retention requirement and the job maintenance period, then a pro rata portion of the CDBG funds will be required to be repaid, equivalent to→using the number of jobs required to be created, multiplied by the number of months the jobs were to be maintained, resulting in a computational factor of "required job-months"—then using the number of jobs actually created multiplied by the number of months the jobs were actually maintained, resulting in a computational factor of "achieved job-months"—and then subtracting the "achieved job-months" factor from the "required job-months" factor to calculate a "failed job-months" factor—and then establishing the ratio of:

$$\frac{\text{"failed job-months"}}{\text{"required job-months"}}$$

with such ratio (with "failed job-months" as the numerator, and "required job-months" as the denominator), being the required pro rata portion of CDBG funds to be repaid.

An example to illustrate application of this requirement is:

CDBG assistance total = \$250,000

of jobs to be created = 20

of months the jobs were to be maintained = 24

of jobs actually created = 15

of months the jobs were actually maintained = 16

20 x 24 = 480 "required job-months"

15 x 16 = 240 "achieved job-months"

480 – 240 = 240 "failed job-months"

$$\frac{240 \text{ "failed job-months"}}{480 \text{ "required job-months"}} = .50$$

\$250,000 x .50 = \$125,000 to be repaid.

PART VI: OTHER TERMS AND CONDITIONS OF THIS MOU.

§6.01 Events of Default.

In addition to other events or fact settings where debt acceleration or other remedies may be specified elsewhere in this MOU or related documents or available under applicable law, the following are (but are not exclusively the only) events of default, each of which triggers the general default remedy set forth in §6.02 (or the remedies specified elsewhere in this MOU or related documents or under applicable law associated with such event or fact setting):

- (a) Failure by Business to fully satisfy the Job Creation and Job Maintenance Requirements set forth in §5.01.
- (b) A breach of the Maintain Location of Project provisions in §4.07.
- (c) Bankruptcy or insolvency of the Business.
- (d) Failure by Business to provide, in a timely manner, reports and other administrative documentation identified in this MOU.
- (e) Any other failure by the Business to substantially comply with the terms and conditions of this MOU.
- (f) If the Business, or its officers or employees, engage in:
 - 1) material misrepresentation concerning CDBG funds; or,
 - 2) unauthorized use or theft of CDBG funds.

§6.02 General Default Remedy (applicable to events of default where remedies for specific events or fact settings are not specified elsewhere in this MOU).

If an event of default occurs, then CDBG funding will be disallowed, and immediate repayment to DED of the entire amount of any outstanding balance of the CDBG funded obligation of the Business will be required, together with interest computed at 8% per annum (simple interest), from the date(s) CDBG funds were advanced to the Business by the City.

§6.03 Loan Documentation Responsibility.

The NDO shall have the duty to prepare any necessary loan documentation instruments (e.g., a promissory note reflecting the CDBG loan obligation of the Business in favor of the NDO), including (if applicable) any necessary security instruments or guarantees, associated with the CDBG loan. None of the costs of loan documentation for the CDBG loan portion of this Project, including any attorney's fees for loan documentation preparation or review, will be the responsibility of DED, nor of the City unless voluntarily undertaken by the City.

§6.04 Severability, Binding Effect, Counterparts, and Governing Law.

If any provision of this MOU or its application to any person or circumstance is held invalid by any court of competent jurisdiction, such invalidity will not affect other provisions of this MOU.

This MOU will be binding upon, and will inure to the benefit of, the successors, assigns, and legal representatives of the parties.

This MOU may be signed in any number of counterparts, each of which will be an original, but all of which taken together will constitute one agreement.

This MOU will be governed by; construed according to the laws and regulations of; and subject to the jurisdiction of; the State of Nebraska.

§6.05 No Legal Actions.

The Business warrants there are no legal actions, suits, or other proceedings, pending or threatened, before any court or administrative agency, which, if determined adversely to the Business, would have a material adverse effect on the financial condition of the Business nor on the ability of the Business to complete the project which is the subject of this MOU.

§6.06 Authorization of Representative Signing for the Benefited Business.

The Business, by and through the officer or other representative accepting this MOU by signing below on behalf of the Business, has entered into this MOU with the full knowledge and authorization of the Business, under proper procedures prescribed by the articles of incorporation, bylaws, and other organizing documents applicable to the governance of Business.

§6.07 This MOU is NOT a Notice of Approval of the Project.

Project funding approval by DED is neither expressed nor implied by DED's execution of this MOU, and project costs should not be incurred based solely upon this MOU. Additional approval steps beyond the MOU are required before a project receives a Notice of Approval, including satisfying other steps of the application and approval process at DED, and obtaining the approval of the Governor of the State of Nebraska.

§6.08 Conditions Precedent to Drawdown of CDBG Funds.

Certain conditions must be satisfied before any requests for funds (so-called "drawdowns") by the City would be paid by DED, in the event a Notice of Approval for this project is ultimately issued by DED. The conditions are emphasized here so that all parties to this MOU will be aware of, and can appropriately plan for, the requirements for drawdowns, should the project be approved.

- (a) The requirements set forth in §4.02, *Sources and Uses of Funds*, must be strictly observed. These requirements include CDBG-activity maximum payments; the injection of matching funds; and CDBG funds payments being limited and governed by the ratio, proportionality, and reimbursement timing requirements detailed in §4.02.

- (b) Documentation, in such form as DED may prescribe, showing disbursement by other project funding sources for qualified expenditures, will be required by the DED.
- (c) Compliance with the environmental review process pertaining to the project, established by the National Environmental Policy Act of 1969 (NEPA), and other provisions of federal law as specified in 24 C.F.R. Part 58 which further the purposes of NEPA, is required.
- (d) Proper execution, by the Business, of this MOU and any other required documents (e.g., loan documents), is required.

PART VII: AGREEMENT PROVISIONS CONCERNING THE NDO's ROLE IN THE PROJECT.

§7.01 NDO's Status under this MOU, and References to the Enabling and Authorizing Federal Law.

Section 105(a)(15) of the Housing and Community Development Act of 1974 (such federal Act codified at 42 U.S.C. §5301 et seq.), authorizes CDBG grant recipients such as the City to provide funding to the NDO to carry out certain CDBG-funded activities.

The NDO has been previously designated by the Department (after an application and review process) as qualifying as a non-profit organization serving the development needs of communities (such as the City in this particular instance).

Such status for the NDO is an essential qualification to invoke the provisions of Section 105(a)(15) which authorizes CDBG grant recipients, such as the City, to provide funding to the NDO to carry out CDBG-funded activities. The NDO must be, in order to comply with Section 105(a)(15), and will be under the provisions of this MOU, directly carrying out some or all of the CDBG-funded activity(ies) comprising the Project (although the NDO may certainly use subcontractors), and the City must not involve itself in playing a major or controlling role in the carrying out of the activity(ies) which are to be carried out by the NDO. A failure to observe this important separation of roles will jeopardize the "defederalization" of funds process described in §7.02 below.

§7.02 Overview of the Money Flow and Accompanying Responsibilities.

As an overview (not intended to be a comprehensive exposition), all parties to this MOU acknowledge and agree the essential nature of the money flow, and the accompanying responsibilities of the parties, are as follows:

- (a) HUD grants CDBG \$ to DED.
- (b) DED grants CDBG \$ to City which is the unit of general local government eligible to receive CDBG \$. The NDO is not eligible to directly receive CDBG \$. The City is and remains responsible for the use of the CDBG \$ granted in accordance with the Housing and Community Development Act of 1974 and HUD CDBG

regulations, including the responsibility and obligation to utilize the \$ only in CDBG-eligible activities and in a manner which achieves the CDBG "national objective" (so-called) of benefiting low-to-moderate income (LMI) persons, in this instance by the Business creating and maintaining jobs for LMI employees of the Business.

- (c) City conditionally grants \$ to NDO. The grant is conditional because the NDO does not unconditionally control the \$. The NDO must carry out the CDBG-assisted activity on behalf of the City, with the City maintaining a modicum of financial and regulatory control over the Project (not, however, such as to be playing a major or controlling role in the carrying out of the activity(ies) which are to be carried out by the NDO) by use of a conditional grant administrative contract between the NDO and the City. Additionally, the NDO is and will remain subject to the contractual controls in this MOU running in favor of the Department, regarding disposition of the defederalized funds (see (f) below).
- (d) NDO carries out a CDBG-assisted activity on behalf of the City. The NDO carrying out the activity is authorized under Section 105(a)(15) [referenced earlier under §7.01]. The CDBG-assisted activity is to provide direct financial assistance to the Business by lending the CDBG \$ to the Business.
- (e) The Business essentially has to do the following (this is intended as summary language only, and does not modify the more specific requirements for the Business set forth elsewhere in this MOU):
 - 1. Complete the Project which is the essence of this MOU.
 - 2. Satisfy the job requirements, including the LMI benefit, set forth in this MOU.
 - 3. Repay to the NDO the CDBG-funded loan(s) made to the Business by the NDO.
- (f) If and when the Business satisfies the job requirements (including the LMI benefit) and repays the CDBG-funded loan(s), then loan repayments from the Business to the NDO will be so-called "defederalized" funds, and not be subject to CDBG Program Income requirements. See 24 C.F.R. §570.489(e)(2)(ii).
- (g) The funds are defederalized in the sense they are no longer subject to CDBG statutory and regulatory requirements when later reused by the NDO. Note particularly, however, that such later reuse by the NDO must be in accordance with the provisions of the reuse plan earlier submitted to, and approved by, DED when DED officially designated the NDO as being authorized under Section 105(a)(15) to carry out a CDBG-assisted activity. Such funds in the hands of the NDO will remain subject to the control and limitations imposed by DED as set forth in this MOU agreement. The NDO does not have unfettered license to use the defederalized funds. The NDO is agreeing, via this MOU, to the control, conditions, and limitations set forth in this MOU.

- (h) The Department is requiring the NDO and the City to agree that such defederalized reuses of funds are, and will remain, subject to the contractual control of the Department via this MOU. The Department is authorized to override the provisions of 24 C.F.R. §570.489(e)(2)(ii), and is doing so hereby, and the Department is authorized to contractually control reuse of such funds by the NDO, and is doing so hereby.
- (i) The defederalized funds the NDO receives in the form of loan repayments from the Business are subject to this MOU's requirements that a portion of such funds be paid directly to entities so designated herein by the Department and that the remainder of such funds must be in used in accordance with the NDO's Department-approved plan for reuse.

§7.03 Requirements for the NDO to Pay a Portion of Defederalized Funds to Entities Selected and Designated by the Department.

The NDO is required to pay 50% of the funds it receives as loan repayments from the Business (on the CDBG-funded loan which is contemplated in this MOU) to such public entity(ies) or non-profit organization(s) as the Department directs in this MOU, and as such direction to pay may be modified, from time to time, in a separate, written instruction (separate from this MOU) from the Department to the NDO. For present purposes of this MOU, the organization to pay shall be Invest Nebraska Corporation, 4701 Innovation Drive, Lincoln, Nebraska 68521, a non-profit corporation organized and existing under Nebraska state law. Invest Nebraska Corporation shall continue as the entity to be paid unless and until the NDO receives written instruction from the Department directing otherwise.

The NDO is required by this provision to pay, in a timely manner and in no event later than one calendar month following receipt by the NDO of such payments, 50% of all loan repayments the NDO receives from the Business (associated with CDBG-assisted loans) to the entity designated by the Department in the paragraph above.

§7.04 Requirements for the NDO to Reuse a Portion of Defederalized Funds in Accordance with Reuse Plan.

The NDO agrees to reuse all defederalized funds the NDO receives that are not paid out under the provisions of §7.03, in accordance with the terms of this MOU and with the provisions of the reuse plan earlier submitted to, and approved by, the Department when the Department officially designated the NDO as being authorized under Section 105(a)(15) to carry out a CDBG-assisted activity.

A failure to so adhere to the such terms by the NDO will constitute a breach of this MOU contract, with the remedy for such breach hereby agreed by the NDO and the Department to be that the NDO will be required to immediately repay to the Department any and all such defederalized funds which are not reused in accordance with this MOU's requirements.

A failure by the NDO to so utilize defederalized reuse funds within a reasonable time (the parties hereby agreeing this means a time period no longer than two years from the receipt of payments), will trigger the Department's option to require the NDO to return such unused reuse funds to the Department. Any particular waiver by the Department of exercising this trigger will not constitute a waiver of any continuing, future right to exercise this option.

The NDO shall submit reports to the Department, at least annually, and as may be reasonably requested more frequently by the Department, accounting for all loan repayments received from the Business and the disposition of same as either paid pursuant to §7.03 above, or reused pursuant to §7.04 above. The accounting for those funds reused shall include receipts, reuse lending activity, and portfolio balances with loan details.

The NDO shall not assign or transfer any of the reuse funds (or its administrative obligations with respect thereto), without the prior written consent of the Department.

§7.05 Disposition of Funds In the Event of a Failure by the Business to Satisfy the CDBG National Objective.

If the Business fails to satisfy the CDBG National Objective for the Project, then the Project has failed, and the treatment and disposition of loan repayments received by the NDO from the Business is entirely different from circumstances where the CDBG National Objective is achieved and the NDO deals with the then defederalized funds under §7.03 and §7.04.

When the CDBG National Objective is not satisfied, any and all funds received by the NDO which were not paid out to the entity designated in §7.03 must be repaid to the Department by the NDO. Those funds which were paid out to the entity designated in §7.03 will be considered by the Department (when in this scenario of project failure) as having been repaid to the Department by the NDO (because the Department directed such funds to be paid out) and the NDO will be given full credit for having returned such funds to the Department (funds paid under §7.03).

§7.06 Terms and Conditions Survive.

The terms and conditions of this MOU shall remain in effect, and survive for so long as is legally necessary to continue to recognize, and to allow legal enforcement of, the agreements of the parties contained herein. This is particularly applicable to the NDO's obligations to the Department with respect to proper future reuse of the eventually defederalized funds which will flow to the NDO as a result of loan repayments by the Business to the NDO. There is no expiration of such Department control of the NDO's future reuse of such funds, unless expressly waived in writing by the Department. There is no expiration of the Department's control or ability to designate payee organizations as set forth in §7.03.

At such time in the future when only the NDO and the Department remain in privity of contract under this MOU—put another way, when the Project is completed and the City and the Business have completed their respective duties and obligations—the NDO and the Department may modify those portions of the MOU which touch upon and concern the relationship of the NDO and the Department, and may do so with legal effect without involvement of the City or the Business as parties to any such modification.

§7.07 NDO OBLIGATION OF VERIFICATION OF WORK ELIGIBILITY STATUS FOR NEW EMPLOYEES

The NDO hereby agrees to use a federal immigration verification system to determine the work eligibility status of new employees physically performing services within the State of Nebraska. In this context, "new employees" means employees hired on or after the effective date of this MOU. A "federal immigration verification system" means the electronic verification of the work authorization program authorized by the Illegal Immigration Reform and Immigrant Responsibility Act of 1996, 8 U.S.C. 1324a, known as the E-Verify Program, or an equivalent federal program designated by the United States Department of Homeland Security or other federal agency authorized to verify the work eligibility status of a newly hired employee.

This contractual obligation to verify work eligibility status for new employees physically performing services within the State of Nebraska also applies to any and all subcontractors utilized by the NDO in performing its obligations under this MOU. The NDO will be responsible to the Department for enforcing this requirement with NDO's subcontractors.

The NDO is a public contractor in its relationship established with the Department via this MOU, thus a failure by the NDO to adhere to these employment verification requirements is violative of the statutory requirements in Neb. Rev. Stat. §4-114 as well as being a breach of this MOU, and as such will be deemed a substantial breach of this MOU which may result in the Department declaring the NDO to be in default under the MOU. The remedy(ies) for such a breach and default would include forfeiture of the NDO's contractual entitlement to keep, and then reuse, the loan repayments the NDO receives under the terms of this MOU, including in such forfeiture remedy any repayments already received by the NDO from the Business prior to the time of any declaration (by the Department) of default (by the NDO) under the MOU.

These employment verification obligations of the NDO run in favor of the Department (and to no other party to this MOU), since the Department is required to adhere to the requirements of the Nebraska statute cited immediately above. The City will also be contractually required to verify the work eligibility status for its new employees, but that obligation of the City, running in favor of the Department, will be memorialized at a later time, in a different instrument (the administrative contract between the City and the Department) rather than in this MOU. The Business does not have any obligation under this Section 7.07 regarding verification of the work eligibility status of employees

of the Business, nor will the Business have such obligation if and when the Project moves to stages and development beyond this MOU.

ACCEPTANCE PROVISIONS.

The parties acknowledge they have read and understand this MOU and agree to its provisions, and that it will be effective on the date when all parties have signed.

DED—NEBRASKA DEPARTMENT OF ECONOMIC DEVELOPMENT By: _____ (Signature of Director or Designee) _____ (Typed or Printed Name/Title) _____ (Date)	City—City of La Vista, Nebraska By: _____ (Signature of Chief Elected Official) _____ (Typed or Printed Name/Title) _____ (Date) _____ (Federal Identification Number)
Business— Graepel North America, Inc. By: _____ (Signature of Authorized Officer) _____ (Typed or Printed Name/Title) _____ (Date)	NDO— Metropolitan Area Planning Agency By: _____ (Signature of Authorized Officer) _____ (Typed or Printed Name/Title) _____ (Date)
Guarantor— Friedrich Graepel AG _____ (Signature of Friedrich Graepel as guarantor) _____ (Date)	

APPLICATION FOR ECONOMIC DEVELOPMENT CATEGORY

COMMUNITY DEVELOPMENT BLOCK GRANT (CDBG)
Nebraska Department of Economic Development (DED)

DED USE ONLY

Application Number

10-ED-002

Date Received

PART I. GENERAL INFORMATION

2010

TYPE OR PRINT ALL INFORMATION

1. APPLICANT IDENTIFICATION	2. PERSON PREPARING APPLICATION
Applicant Name City of LaVista	Name Jake Hansen
Mailing Address 8116 Park View Blvd.	Address MAPA; 2222 Cuming
La Vista NE 68128	Omaha NE 68102-4328
(City) (State) (ZIP)	(City) (State) (Zip)
Telephone Number (402) 331-4343	Telephone Number (402) 444-6866 x226
Local Government Contact Ann Birch	Federal Tax ID # / SS# 47-0522862
Fax Number (402) 331-4375	Email Address jhansen@mapacog.org
Federal Tax ID Number 47-6050031	Application Preparer (check one) <input type="checkbox"/> Local Staff <input type="checkbox"/> Out-of-State Consultant <input checked="" type="checkbox"/> Economic Development District <input type="checkbox"/> Non-Profit Organization <input type="checkbox"/> In-State Consultant <input type="checkbox"/> DED Staff
DUNS Number (Local Government) 054561071	
Email Address ABirch@cityoflavista.org	
3. DEVELOPMENT CATEGORY <input checked="" type="checkbox"/> Direct Loan <input type="checkbox"/> Job Training <input type="checkbox"/> Spec Building/Park <input type="checkbox"/> Public Works <input type="checkbox"/> Entrepreneur Development	5. FUNDING SOURCES
4. APPLICATION TYPE <input checked="" type="checkbox"/> Individual <input type="checkbox"/> Joint (List other applicants in box #6)	CDBG Funds Requested \$ 477,000
	Matching Funds \$1,728,000
	Other Funds \$ 0
	Total Project Funds \$ 2,200,000
	(Round amounts to the nearest hundred dollars.)

6. PROGRAM SUMMARY: Brief narrative description of the project for which CDBG funds are requested.
The City of La Vista is requesting \$477,000 to provide assistance for equipment purchases to Graepel North America, Inc. which intends to locate a metal fabrication operation in I-80 Industrial Park 2 at 13205 Centennial Road. Graepel will use this facility to serve its existing and acquired customers in North America. Products currently made in Germany for the US will be relocated to the facility, and new products for North American customers will be manufactured at the site. Within two years of project initiation, Graepel will invest approximately \$2.67 million in manufacturing equipment and leasehold improvements at the site, and will create 14 new FTE jobs within three years.

7. CERTIFYING OFFICIAL: Chief elected officer of local government requesting CDBG funds
To the best of my knowledge and belief, data and information in this application are true and correct, including any commitment of local or other resources. This application has been duly authorized by the governing body of the applicant following an official public hearing. This applicant will comply with all Federal and state requirements governing the use of CDBG funds.

Signature in ink _____
Typed Name and Title _____ Date Signed _____

Attest _____
Typed Name and Title _____ Date Signed _____

SUBMIT THE ORIGINAL OF THE ENTIRE APPLICATION (no additional copies are required) TO:

Nebraska Department of Economic Development
Division of Community and Rural Development
PO Box 94666 - 301 Centennial Mall South
Lincoln, NE 68509-4666
(402) 471-3119 (800) 426-6505 Fax (402) 471-8405

Individuals who are hearing and/or speech impaired and have a TDD, may contact the Department through the Statewide Relay system by calling (800) 833-7352 (TDD). The relay operator should be asked to call DED at (800) 426-6505 or 402-471-3119.

PART II. FUNDING SUMMARY

(Round amounts to the nearest hundred dollars.)

Activity Code	CDBG Funds	Matching Funds	Other Funds	Total Funds	Sources of Matching or Other Funds
0010 Acquisition					
0020 Planning ¹					
0070 Public Fac. & Improvements					
0230 Streets					
0250 Storm Sewers					
0270 Sanitary Sewers					
0290 Sewage Treatment					
0310 Water Source/Well					
0330 Water Distribution					
0350 Water Storage					
0370 Flood & Drainage Facilities					
0600 ED Infrastructure Development					
0690 Fixed Assets / Land and Building					
0691 Speculative Building / Park					
0700 Direct Financial Assistance to For-Profit Biz					
0710 Job Training					
0730 Working Capital					
0750 Fixed Assets / Machinery & Equipment	\$472,000	\$1,538,851		\$2,010,851	Graepel
0770 Fixed Assets / Leaseholds Improvements		\$189,149		\$189,149	Graepel
0780 Entrepreneur Development					
0791 Microenterprise Lending					
0181 General Administration	\$5,000	\$0	\$0	\$5,000	N/A
1000 TOTAL PROGRAM COSTS	\$477,000	\$1,728,000	\$0	\$2,205,000	

¹ Only allowable as an Activity when associated with a Speculative Park project.

Exhibit A**Participation Identification and Project Summary****1. Name of Business: Graepel North America Inc.**Address: 9840 S 140th Street #1Omaha, NE 68138(City) NE (Zip)Telephone No. (402) 861-1817Fax No. (402) 894 4952Contact Person: Mr. Mark ZumdohmeDUNS Number (Business) 78-333-5883**3. Business Type**☐ Start-Up☒ Existing☐ Business Buy-Out☐ Spec Building / Park**2. Business Organization**☐ Proprietorship☐ Partnership☒ Corporation☐ Other**4. Business Classification**☐ Administrative☐ Management Headquarters☒ Manufacturing☐ Retail☐ Service Warehouse/Distribution☐ Technology☐ Tourism☐ Transportation**5. Project Location:**☐ Within the City Limits of (Name of City) _____☒ Outside the City Limits, but within the Zoning Jurisdiction of (Name and City) LaVista, NE(The postal address is: **13205 Centennial Rd. Ste 4+5, Omaha, NE 68135**)☐ Outside the Zoning Jurisdiction of (Name of City) _____ in (County) _____☐ Located in county (not in incorporated areas.) _____Zoning Action Required? ☐ Yes ☒ No Project in 100 yr. floodplain? ☐ Yes ☒ No☐ If zoning action is required, please attach an explanation.☐ Attach a legal description of the project's location.☐ Attach a map of the applicant's jurisdiction, identifying the areas in which the project activity will occur.**6. Ownership Identification**

A. Name %

Friedrich Graepel AG 100Zeisigweg 249624 Loeningen Germany

B. Percentage of Company Owned by:

Women 0 %Minorities 0 %Disabled Persons 0 %**7. Affiliated Businesses**A. Does the Company have a Parent or Subsidiary? ☒ Yes ☐ NoIf Yes, Identify Name: Friedrich Graepel AGAddress: Zeisigweg 2City: 49624 Loeningen, Germany State: _____ Zip: _____B. Do the Owners of the Company have an Ownership interest in any Other Company? ☒ Yes ☐ No

If Yes to Either A or B Identify Below:

Company Name	Relationship	% Owned
<u>Graepel STUV GmbH, Seehausen, Germany</u>	<u>Subsidiary</u>	<u>100</u>
<u>Graepel Bozankaya Ltd., Ankara, Turkey</u>	<u>Subsidiary</u>	<u>50</u>

8. Project Participation Identification: Identify All Entities Participating with the Financing of the Project.

A. Financial Institution(s)

Name: Not applicable

Address: _____

(City) (State) (Zip)

Contact Person: _____

Title: _____

Telephone: () _____

C. Source(s) of Equity/Investment Capital

Name: Graepel North America

Address: 9840 S 140th Steet, Ste. 1

Omaha, NE 68138

(City) (State) (Zip)

Telephone: (402) 861-1817

B. Other Local, State or Federal Financing Sources

Name: Not applicable

Address: _____

(City) (State) (Zip)

Contact Person: _____

Title: _____

Telephone: () _____

Name: Friedrich Graepel AG

Address: Zeisigweg 2

49624 Loeningen, Germany

(City) (State) (Zip)

Telephone: +49 5432 850

9. State the project's overall objective, including a brief history of operations to date:

Graepel is a manufacturer of perforated and stamped sheet metal components and assemblies for the agricultural machinery, construction equipment and truck industry - worldwide.

Information about our product range can be found on www.graepel.de

Since 1993 Graepel products are supplied to the United States. In 2006 Graepel North America Inc. was founded as sales office and warehouse to increase business in North America.

Graepel North America could successfully grow the business in the North American Market and has significant orders with our strategic customers John Deere, Caterpillar, Navistar and Daimler Trucks for the next years. Most of the sold products require manufacturing and value add in the local US Market.

Now Graepel will set up a manufacturing plant in Omaha, Nebraska to serve its existing and acquired customers in North America from the US. Products currently made in Germany for the US will be relocated to the US. All upcoming additional products for the US will be made in the US.

Graepel will lease a new facility building for the term of 5 years. Production equipment for approx. USD 2,500,000 will be installed within the first 2 years (e.g. Hydraulic Presses, Press Brakes, Laser Cutter, Welding equipment). Current and upcoming business based on existing customer contracts enable the creation of a total of 16 fulltime jobs by the end of 2012.

Graepel requests the CDBG loan to close a gap in financing in order to set up manufacturing in the US, invest into the necessary equipment needed to create above indicated jobs.

Exhibit B**PROJECT FINANCING AND USE OF LOAN PROCEEDS**

I. Project Financing	Amount	Percent Project Cost	Annual Debt Service	Maturity	Interest Rate	Lien Position
1. CDBG Share of Project Cost	\$472,000	21%	\$ 47,200 (50% forgivable, 50% repayable)	5 years	0%	UCC/Deed of Trust on Equip.
2. Private Sector Financial Institution	\$		\$			
Other (Graepel)	\$1,728,000	79%	\$			
Total Private Sector Financing	\$		\$			
3. Other Federal Sources	\$		\$			
4. Equity Injection			\$			
5. TOTAL PROJECT FINANCING	\$2,200,000		\$			

Job Creation / Retention Information

1. Total full time equivalent positions as of July 2010: 2.5
(date)
2. Total new full time equivalent positions being **created** from the project which will be filled for one year or longer. 14
3. The total number of **retained** FTEs that will result from the project for which notification of lay-off or termination has occurred, or is apt to occur (provide explanation) if the project is not carried out. Classify retained FTEs as follows: 0
 - a. Total jobs known to be currently held by LMI people.
For each employee, submit the Employee Certification Form or _____
 - b. Total number of jobs that can reasonably be expected to become available through turnover to LMI persons within a two year period from an award of CDBG funds. The number of jobs should be based upon the historical turnover rate for each of the past two years converted to FTE positions. _____
4. (For seasonal hiring only). Total new full time equivalent positions being created from the project which will be filled for 3 months or longer. N/A
5. Provide a job description for each new position. Complete all information for each job title and identify the number of positions to be created. (Use the attached list for job titles) See below
6. Describe training and recruitment opportunities that would make the retained jobs available to LMI persons. All CDBG funded projects may use Nebraska Workforce Development for their recruiting of new employees to assist in the documentation of first consideration being given to low and moderate income persons. Nebraska Workforce Development will obtain and keep on file for verification the necessary information about the person to determine low and moderate income status. The distance from residence and availability of transportation to the employment site should also be considered in determining whether a particular low and moderate income person can seriously be considered an applicant for the job.
7. Complete the projected hiring schedule for positions expected to become available through turnover.

Job Descriptions

No. of FTE Positions to be Created / Retained	Job Title	Skills (describe)	Education (indicate HS education, specialized training, 4-yr degree, other)	Experience (No. of yrs)	Wage / Salary	Benefit Package
1	Manager	Production Mgmt	Engineering Degree	10	50,000 /yr	For all employees Health-, Dental-, Eye-insurance, Simple IRA and min 15 vacation days are offerd.
1	Officer	Metal forming / Tooling	Tool and die maker	10	60,000 /yr	
1	Officer	Quality Assurance	Engineering Degree	5	50,000 /yr	
1	Officer	Supply Chain Mgmt	BA Degree	10	50,000 /yr	
1/2	Office	Administration	HS Education	1	18,000 /yr	
1	Craft Worker	Metal forming / Tooling	HS Education	1	35,000 /yr	
1	Craft Worker	Metal forming / Tooling	HS Education	1	35,000 /yr	
1	Craft Worker	Metal forming	HS Education	1	35,000 /yr	
1	Craft Worker	Metal forming	HS Education	1	35,000 /yr	
1	Craft Worker	Metal forming / Welding	HS Education	1	35,000 /yr	
1	Craft Worker	Metal forming / Welding	HS Education	1	35,000 /yr	
1	Craft Worker	Logistic	HS Education	1	30,000 /yr	
1	Craft Worker	Logistic	HS Education	1	30,000 /yr	
1	Craft Worker	Service	HS Education	1	30,000 /yr	

Business Signature – Authorized Person

Date

Typed Name and Title

**STATE OF NEBRASKA
COMMUNITY DEVELOPMENT BLOCK GRANT
EMPLOYEE CERTIFICATION FORM**

For use by Graepel North America to meet the requirements of the Nebraska Department of Economic Development and U.S. Department of Housing and Urban Development (HUD).

Dear Employee or Applicant:

Please provide the information requested on this form by so that we can verify to the Nebraska Department of Economic Development that your employment here is achieving the goals of the Nebraska Community Development Block Grant Program. This information is voluntary. Your response should be based upon the earned family income in the county in which you reside. The information will be placed in your confidential personnel file and is available to only a limited number of company officials. The information is subject to verification by officials from the City of LaVista, Nebraska and representatives of the Nebraska Department of Economic Development.

EMPLOYEE or APPLICANT: Please answer questions 1, 2 and 3:

Find your family size and household income level. Count all family members including yourself living at home.

HUD Income guidelines for WASHINGTON, DOUGLAS, SARPY, CASS CO., NEBRASKA

(Please ask personnel staff for additional tables if you live in a county not listed above)

**Family
Size:**

	1 PERSON	2 PERSONS	3 PERSONS	4 PERSONS	5 PERSONS	6 PERSONS	7 PERSONS	8 PERSONS
Row A	\$14,800	\$16,900	\$19,000	\$21,100	\$22,800	\$24,500	\$26,200	\$27,900
Row B	\$24,650	\$28,150	\$31,650	\$35,150	\$38,000	\$40,800	\$43,600	\$46,400
Row C	\$39,400	\$45,000	\$50,650	\$56,250	\$60,750	\$65,250	\$69,750	\$74,250

1) My household size is _____ persons.

Please check the box below that represents your **TOTAL** household income **FOR LAST YEAR** in relation to the income levels in rows A, B, and C above. **LAST YEAR my total income was:**

- ☐ **LESS THAN THE AMOUNT IN ROW A** ☐ **BETWEEN THE AMOUNTS IN ROWS A AND B**
☐ **BETWEEN THE AMOUNTS IN ROWS B AND C** ☐ **MORE THAN THE AMOUNT IN ROW C**

2) Please Check the Box(es) that identify your race:

Single Race:

- ☐ White
☐ Black/African American
☐ Asian
☐ American Indian/Alaskan Native
☐ Native Hawaiian/Other Pacific Islander
☐ Other

Multi-Racial Identifiers:

- ☐ American Indian/Alaskan Native **and** White
☐ Asian **and** White
☐ Black/African American **and** White
☐ American Indian/Alaskan Native **and** African/American
☐ Other Multi-Racial

3) Please answer these questions:

Do you consider yourself as being of Hispanic ethnicity?

☐ Yes

☐ No

What sex are you?

☐ Female

☐ Male

Do you have a disability that is a substantial handicap?

☐ Yes

☐ No

Are you a female head of household?

☐ Yes

☐ No

Your Name _____
(please print)

Your Signature: **X** _____

Date Signed: _____

TO BE COMPLETED BY THE BUSINESS Please indicate job category for which this employee or applicant is being considered: See attached sheet for description of job categories)

- ☐ Officials or Managers ☐ Professional ☐ Technicians ☐ Sales ☐ Office or Clerical
☐ Craft Worker (skilled) ☐ Operatives (semi-skilled) ☐ Laborers (unskilled) ☐ Service Workers

HUD INCOME GUIDELINES

DODGE COUNTY, NE

**Family
Size:**

	1 PERSON	2 PERSONS	3 PERSONS	4 PERSONS	5 PERSONS	6 PERSONS	7 PERSONS	8 PERSONS
Row A	\$11,950	\$13,650	\$15,350	\$17,050	\$18,450	\$19,800	\$21,150	\$22,550
Row B	\$19,900	\$22,750	\$25,600	\$28,400	\$30,700	\$32,950	\$35,250	\$37,500
Row C	\$31,850	\$36,400	\$40,950	\$45,450	\$49,100	\$52,750	\$56,400	\$60,000

LANCASTER COUNTY, NE

**Family
Size:**

	1 PERSON	2 PERSONS	3 PERSONS	4 PERSONS	5 PERSONS	6 PERSONS	7 PERSONS	8 PERSONS
Row A	\$14,400	\$16,450	\$18,500	\$20,550	\$22,200	\$23,850	\$25,500	\$27,150
Row B	\$24,000	\$27,400	\$30,850	\$34,250	\$37,000	\$39,750	\$42,500	\$45,250
Row C	\$38,400	\$43,850	\$49,350	\$54,800	\$59,200	\$63,600	\$68,000	\$72,350

SAUNDERS CO, NE

**Family
Size:**

	1 PERSON	2 PERSONS	3 PERSONS	4 PERSONS	5 PERSONS	6 PERSONS	7 PERSONS	8 PERSONS
Row A	\$13,650	\$15,600	\$17,550	\$19,450	\$21,050	\$22,600	\$24,150	\$25,700
Row B	\$22,700	\$25,950	\$29,200	\$32,400	\$35,000	\$37,600	\$40,200	\$42,800
Row C	\$36,300	\$41,500	\$46,700	\$51,850	\$56,000	\$60,150	\$64,300	\$68,450

HARRISON, MILLS, POTTAWATTAMIE COUNTY, IA

**Family
Size:**

	1 PERSON	2 PERSONS	3 PERSONS	4 PERSONS	5 PERSONS	6 PERSONS	7 PERSONS	8 PERSONS
Row A	\$14,800	\$16,900	\$19,000	\$21,100	\$22,800	\$24,500	\$26,200	\$27,900
Row B	\$24,650	\$28,150	\$31,650	\$35,150	\$38,000	\$40,800	\$43,600	\$46,400
Row C	\$39,400	\$45,000	\$50,650	\$56,250	\$60,750	\$65,250	\$69,750	\$74,250