

# TCD works to foster growth in Panhandle



IRENE NORTH/Star-Herald

Sean Overeynder, community development director at Twin Cities Development.

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Twin Cities Development (TCD) has been working in several areas over the first quarter of 2016 to continue expanding businesses and developing growth in the Panhandle.

Sean Overeynder, community development director at TCD updated the Scottsbluff City Council on Monday about some of the projects they are working on to further build relationships with businesses and expand employment.

"I met with existing commercial owners and am also working with the prospect of a new manufacturing facility in Scottsbluff," Overeynder said.

He has also met with a new business that would like to provide mental health service in the area. TCD has continued to build relationships with site selectors to bring their businesses to town. A site selector is a specialist hired by a company to identify the best places for facility locations and help guide the business into the best suited site.

"I've met with existing commercial owners and am also working with the prospect of new manufacturing facility in Scottsbluff," he said.

TCD also hopes to bring in Project AIM. AIM is a project sent to TCD by the state of Nebraska as a potential candidate in Scottsbluff.

"Project AIM is projected to bring in 30 jobs with an \$30,000 to \$40,000 annual salary," he said.

They are looking for 25,000 square feet with 2,000 square feet for office space.

"They wanted a building already built, but they have a little bit of time so if we wanted to build to suit that may be an option," he said. "They have some time and it gives us a little bit of time to work with them if we're the city awarded the company."

TCD has also been working with a small distribution center and adding existing equipment for a graphics design business in town who already manufacture their own signs.

Overeynder said the community has been great in working with TCD over the past year and there is a lot of growth and prosperity in the community "In both industry and retail, there's a lot of room for growth and I'm really excited about that," he said. "There's a lot of industry demands that can be capitalized on in the region."

Overeynder will look at data in March to see what areas can bring most jobs and community wealth.

"We have a lot of resources that a lot of companies don't know about," he said.

Potential company names were not released at this stage because of confidentiality agreements. Overeynder said if a business would like to come to town and word gets out, someone else could potentially purchase the property and inflate the price. If the company really wanted to come to town, they would have to pay the price. There is also the possibility of a business not moving their business to your town and they could tell other businesses that confidentiality was not a priority.

"It puts a bad taste in your mouth if you release that information," he said. "He's going to make a phone call and say 'don't deal with those folks. They will release your information.'"

Overeynder said he also knows other people across the country in similar positions to his and he can call them and ask about company moves. "I might call a buddy in Kentucky and ask who's looking for a new home," he said. "We talk just like site selectors talk."

Overeynder has seen it happen when he worked in Texas and doesn't want to see it happen in the valley. He'll mention there are several retailers looking at coming into Scottsbluff and Gering, but he's not saying who they are.

"We want to keep that relationship," he said. "Keeping their confidentiality is key."