

**LINCOLN CHAMBER OF COMMERCE
BOARD OF DIRECTORS
CONSENT AGENDA
June 10, 2010**

PUBLIC POLICY
JUNE PUBLIC POLICY MEETINGS

- Wed. 6/2, 8:00 – 9:00 am Chamber Coffee
Sponsored by: Black Hills Energy
- Tues. 6/8, 7:00 – 8:30 am Business Executive Roundtable meets to discuss common issues faced by business owners and develop/share best practices and approaches toward solutions.
- Wed. 6/23, 8:00 – 9:00 am Public Policy Forum (Summer School Special)
Topic: Featured guest speakers and UNL colleagues at the UNL College of Business Administration, **Dr. John Anderson and Dr. Eric Thompson**, will present on the estimated impacts of the federal stimulus on employment and output and provide an updated Business in Nebraska economic forecast, respectively.
Sponsored by: Grubb & Ellis Pacific Realty

LOCAL ISSUES:

Haymarket Arena Development – The City is moving forward with construction plans for the arena. On June 14th, the City Council will consider approving a \$50M line of credit that would be used to purchase and move the rail tracks currently running through the site. The initial line of credit would then be paid back when the Joint Public Agency issues its first set of bonds. It looks like the current plan is to pass the occupation taxes later this year so that they could take effect on Jan. 1, 2011. It is still unclear when the redevelopment agreement between the Traction Partners and the city will be finalized. As indicated by a Lincoln Journal Star article on 6/1/10, the city will use a “construction manager-at-risk” concept for construction. This approach is supposed to allow for a faster construction timetable and possible cost savings.

Impact Fees – Chamber staff continues to consult with partner business associations and Chamber members regarding possible changes to Lincoln’s Impact Fee ordinance. Although it is unknown at this time when (or if) the city administration would bring forward any changes, the Chamber would like to be ready to work with our members, partners, and city staff to ensure consensus on the changes rather than create a public disagreement.

Labor Union Negotiations – The Lincoln City Council, the City’s administration and negotiators continue to meet in executive session as they try to hammer-out labor contracts with the City’s remaining unions. Although the negotiation are taking place behind-closed-doors, City officials have made it clear they would like to negotiate reduced labor costs with the city unions not currently under contract. What ever the cost increases the final agreements generate, those costs will be reflected in the City’s 2010-2011 budget.

City Budget – The Mayor’s office is currently formulating a budget for the upcoming fiscal year. By City Charter, the city must have a balanced budget. It appears that property and sales tax growth alone will not be enough to cover cost increases from Union Contract negotiations, inflation, and overall operating increases. Lincoln Chamber Staff will continue to follow the budget process throughout the

summer. A public hearing on the Mayor's budget and proposed Council changes will take place in late August.

Lancaster County Budget – Lancaster County Commissioners don't anticipate a tax increase for the upcoming budget year. If there is ultimately an increase, it will be due to increased operating costs associated with the opening of the new jail. Although the facility doesn't open for two more years, the Dept. of Corrections could choose to "ramp-up" the cost over several years, rather than show a double-digit budget increase for the first year of operations.

Lincoln Public Schools Budget – It appears the Lincoln Public Schools Board will increase their operating budget by a half-cent or more. Currently, their operating levy is under \$1.04... but, by raising that levy over \$1.04 they generate more than one-million dollars in potential state aid. There is a concern with the majority of the board that it is poor policy to leave that potential state aid – for which the district is eligible – uncollected. Despite this increase in the operating levy, LPS's overall levy request would be slightly lower than fiscal year '09 – '10. This is due to refinancing some outstanding bonds at lower interest rates. The Lincoln Chamber's Public Policy Steering Committee discussed the School's budget during its May meeting. Chamber Board Chair Nick Cusick and staff member Kyle Fischer testified at the Board's public hearing.

Transportation and Public Works Forum – The Chamber's May Transportation & Public Works Forum featured the Lincoln Electric System. LES would like to relocate a main 115kv transmission line that currently runs from south to north thru the downtown area. The current transmission line is a buried cable that is rapidly aging and along a route that is no longer most efficient. The replacement line can also be underground or can be relocated to overhead towers. The utility will hold public meetings across the affected area with several proposed routes and options for the public to consider. LES will then take the feedback they receive and formulate a relocation plan. There will be no T & PW forum in June due to its coincidence with LPED's annual lunch.

STATE ISSUES:

Sen. Danielle Conrad to lead Task Force on Innovation and Entrepreneurship –

Senator Danielle Conrad was recently named Chair of the Legislature's Task Force on Innovation and Entrepreneurship. Sen. Galen Hadley was named Vice-Chair. Other members will include Senator Ken Schilz, Senator Rich Pahls, Senator Heath Mello and Senator Deb Fischer.

One of the main purposes of the task force is to conduct a study for the development of statewide strategic plan "to cultivate a climate of entrepreneurship that results in innovation and high wage employment." The task force was created through legislation, LB 1109, which was sponsored by Senator Conrad and supported by the Lincoln Chamber of Commerce. Task Force members will hold their first meeting on June 3rd at the Capitol. Chamber staff will attend and continue to be involved in the task force as it develops its report due in December.

2010 Legislative Interim Studies and those being conducted within the Executive Branch –

The Chamber is staying involved in several interim studies over the summer, as well as other studies being conducted within the executive branch. We are most involved in studies, as mentioned above, which relate to innovation and high-impact economic development; developing adequate state funding for our road infrastructure needs; developing solutions for CIR reform; and protecting against expansive state level taxes or storm water impact fees. The DED has contracted with Battelle Foundation for a comparative competitiveness study that will include a new strategic plan for statewide economic development, and is also undertaking an assessment on the specific issue of developing bio-science jobs in the state.

Legislative Outreach – Chamber staff will be visiting legislators and legislative candidates in their home districts through out the summer and fall interim period. These outreach activities give the legislators and

candidates a chance to talk about what is happening in their communities and give us a better understanding of some of the common areas of interest we can work together on.

Nebraskan's for Workers Comp Equity & Fairness – Bruce is a member of the Board of Directors and works closely with the NWCEF on workers compensation issues impacting business. The NWCEF will hold a Board meeting in July.

Business College Professors to Speak at June Public Policy Forum – UNL colleagues at the UNL College of Business Administration, Dr. John Anderson and Dr. Eric Thompson, will present on the estimated impacts of the federal stimulus on employment and output in NE and also will provide an updated Business in Nebraska economic forecast, respectively.

Chambers Leaders Policy Roundtable II with Governor Heineman – The Lincoln Chamber will again participate in the second installment of the Chamber Leaders Business Roundtable with Governor Dave Heineman. The first meeting, organized and sponsored by the Lincoln Chamber, was held March 12th at the Governor's Residence, and included leaders from Omaha and NE Chambers. The first meeting discussion centered on development of a statewide economic development strategy. The follow up meeting will ask participants to drill down into specific proposals aimed at accomplishing some of the key objectives identified in the first meeting, i.e. competitive tax incentives, infrastructure investment, fiscal discipline, and CIR reform. The genesis for this successful collaboration amongst the three Chambers came from our earlier Lincoln Chamber leaders' roundtable with Governor Heineman.

Public Policy Forum – The Chamber's May Policy Forum featured Sen. Chris Langemeier. Sen. Langemeier is the Chairman of the Legislature's Natural Resources Committee. The Senator discussed the future of wind energy in Nebraska. As Chair of the Natural Resources Committee, Sen. Langemeier undertook the passage of LB 1048. That bill paves the way for private companies to invest in wind power generation in Nebraska. The positives, says Sen. Langemeier, are that private entities can now build a 100-megawatt facility in Nebraska that generates tax dollars and doesn't add any burdens onto our public.

FEDERAL ISSUES:

Senate Passes Financial Services Overhaul – NE Senators Split Votes

The Senate recently approved on a 59-39 margin the Restoring American Financial Stability Act of 2010. Nebraska's U.S. Senators parted company on the vote.

Senator Ben Nelson voted with the majority for the financial services overhaul legislation and released a statement that, "These historic financial reforms cap weeks of public bipartisan debate, include many bipartisan improvements and send a strong message: Wall Street's misdeeds and runaway greed that led our economy to the brink of collapse are over," said Senator Nelson. "Wall Street and its advocates like the American Bankers Association fought hard against this bill, but in the end Nebraskans won. "The bill has been improved to better rein in Wall Street, while making sure Main Street isn't adversely affected. It now addresses many concerns I heard from Nebraska community bankers, utility consumers, dentists, farmers and business owners. Taken together, the bill protects Main Street businesses that didn't cause the economic crisis, provides more transparency for America's taxpayers and consumers and puts an end to costly bailouts," Senator Nelson said. Senator Nelson noted that several key Nebraska groups welcomed the passage of the bill, with support offered by: Jay Holmquist, General Manager of the Nebraska Rural Electric Association; John Hansen, President of the Nebraska Farmers Union; and Tim Keigher, Executive Director of the Nebraska Petroleum Marketers & Convenience Store Association."

Senator Mike Johanns voted with the minority against the financial services overhaul legislation and released a statement that, "[it] will not bring needed reforms." Senator Johanns continued, "This legislation fails to address some of the root causes of the financial crisis and does not bring about meaningful reform, so I could not support it. This bill wreaks havoc on

legitimate risk management, ignores the ongoing problems with Fannie Mae and Freddie Mac, and creates a massive new bureaucracy that will restrict credit for those that had no role in the crisis. The bill's blanket approach will punish community banks, small businesses, and agriculture. These new burdens will limit growth and lead to higher prices and borrowing costs for customers. Financial regulatory reform is necessary, but it must actually address the causes of our last crisis, not punish those who had nothing to do with it."

Sen. Ben Nelson Asks for Teamwork on NE Earmark Funding –

Sen. Ben Nelson recently expressed disappointment that his colleagues in the Nebraska congressional delegation would not join him in requesting federal appropriations support for Nebraska earmark projects. "Nebraska suffers when it doesn't fight full-force for funding it rightfully deserves," Nelson said. Included in Senator Nelson's requests is \$60.6 million for a U.S. Department of Agriculture Research Services (ARS) center that could prove a vital catalyst for development of the University of Nebraska's Innovation Campus. The Lincoln Chamber of Commerce has and will continue to support Senator Nelson's efforts for worthy NE earmarks, such as the ARS.

Fortenberry Drops Earmarks from "To Do" List for Now

Rep. Jeff Fortenberry announced late last month that he has decided not to seek appropriations earmarks for Nebraska projects this year because of "severe budgetary constraints." In making his decision, Rep. Fortenberry said, "Congress must demonstrate fiscal responsibility" in the face of its fiscal challenges. "The responsible use of earmarks can have public benefits," he said in a written statement released in response to a request from the Lincoln Journal-Star for his current view. This year, Fortenberry said, he decided to suspend requests, not only because of budget pressures, but also the need for reforms, including increased transparency and project auditing.

"Considering community support and cost-benefit analysis, I have supported earmarks for projects of high public purpose involving such areas as higher education, alternative energy, transportation, medical research and military infrastructure," said Fortenberry. To view a list of requested appropriations earmarks Rep. Fortenberry has listed on his website, go to [First District Earmark Requests | Congressman Jeff Fortenberry, Representing the 1st District of Nebraska](#).

Fortenberry Charts Federal Fiscal Condition

Rep. Jeff Fortenberry is well known for his charts and graphs presentation at the weekly Nebraska Breakfast congressional briefing in Washington, D.C. Please follow the link provided for an informative view on the projected *federal budget deficit* of \$1.267 TRILLION under the FY2011 Budget proposal. On top of this, our current debt is nearly \$13 TRILLION and is projected to reach nearly 19.7 TRILLION in the next five years.

[Congressman Jeff Fortenberry Budget Deficit/Debt/Spending Charts](#)

Senator Nelson Information –

For a review of federal issues Senator Nelson is working on and a review of his positions, podcasts, video clips, statements, etc, go to:

[Ben Nelson, U.S. Senator for Nebraska: Press](#)

Senator Johanns Information –

For a review of federal issues Senator Johanns is working on and a review of his positions, podcasts, video clips, statements, etc, go to:

[News Room - U.S. Senator Mike Johanns for the State of Nebraska](#)

Representative Fortenberry Information –

For a review of federal issues Rep. Fortenberry is working on and a review of his positions, podcasts, video clips, statements, etc, go to:

[Press Releases | Congressman Jeff Fortenberry, Representing the 1st District of Nebraska](#)

2010 Federal Legislative Summit – John Engler confirmed as keynote luncheon speaker!

The 2010 Federal Fly-Back will be August 19th and will again be held at the Strategic Air & Space Museum. Former Governor John Engler, who now serves as President of the National Association of Manufacturers, recently accepted our invitation to be our keynote luncheon speaker. The Lincoln Chamber again is taking the lead to organize this informative event that last year drew over 750 business leaders from Lincoln, Omaha, and across the state to hear about federal issues from our elected federal officials. More details will follow in the coming months.

U.S. Chamber Report - Critical Employer Issues in the Health Care Overhaul – For a comprehensive look at the myriad employer-related provisions in the new Health Care law, please take a moment to look at the linked report below. The report is lengthy but I suspect it will be of great interest to most our business members. You can follow the attached link to view the full report. Here's the link:

<http://tinyurl.com/emprimer>

Chamber Board Adopts 2010 Federal Opportunities Agenda –

The Lincoln Chamber Board of Directors recently adopted by unanimous vote the following 2010 Federal “Opportunities Agenda” identifying major federal objectives on which we will concentrate our efforts. The Chamber added a new section on fiscal responsibility this year, calling for our delegation members to support greater fiscal discipline, focused and productive expenditures, and spending restraint in the adoption of federal budgets in order to create a more competitive climate for private sector job growth. Infrastructure funding remains a primary focus of our federal efforts.

2010 Federal “Opportunities Agenda”

The Lincoln Chamber’s key federal objectives for 2010:

INFRASTRUCTURE FUNDING The Lincoln Chamber of Commerce views the shortfall in infrastructure funding as one of the biggest obstacles facing communities across Nebraska, as well as across our nation. Failure to address this funding shortfall will have serious economic implications for our state and nation, including its major cities. The Chamber will work cooperatively with the City of Lincoln, Lancaster County, and other organizations & coalitions to develop and advance solutions. This will be a primary focus of our federal policy efforts. We recognize our federal delegation for their leadership and call upon them to continue to prioritize and work diligently toward funding solutions as they approach reauthorization of the federal highway bill.

RESEARCH & ECONOMIC DEVELOPMENT The Lincoln Chamber will place particular emphasis on supporting research-related federal requests that are complimentary to the strategic plan adopted by the Lincoln Partnership for Economic Development. The Lincoln Chamber of Commerce is certain that significant opportunities exist for University of Nebraska campuses to benefit from grants and other sources to fund research and development projects. Further, the Lincoln Chamber of Commerce believes innovation is essential to job and investment growth in today’s economy, and that university research provides a base for such innovation. Capitalizing on opportunities for public/private partnerships that leverage such research to create high-quality jobs and build our capacity for innovation will be essential for Nebraska’s future growth. The Chamber will work cooperatively with the University of Nebraska, 2015 Vision, the City of Lincoln and other organizations and coalitions to secure federal research, facilities, and economic development funding.

CVB AND EVENT FACILITIES NEEDS The Lincoln Chamber of Commerce will work to support and assist the Lincoln Convention and Visitors Bureau in working to execute its mission of bringing more visitors, events, and conventions to the Lincoln area. We will support efforts to gain federal funding for

the development of a new arena, sports fields, environmental assessments, infrastructure, and planning for the West Haymarket sports triangle.

ENERGY POLICY The Lincoln Chamber of Commerce believes our economic future and competitive position are closely tied to our national energy policy. Federal policy initiatives should support a) the vital role agriculture plays in developing sustainable energy, b) implementation of a market-based, long-term plan to create more available and affordable energy; and c) a rational & economic-based approach on energy mandates (for example: cost-efficient technologies used for controlling carbon emissions must exist prior to considering mandates on coal powered power plants). In addition, energy policy should include proper allocation of funds to energy assistance for those citizens in need.

FISCAL RESPONSIBILITY The Lincoln Chamber of Commerce believes federal elected officials must address entitlement reform and federal spending discipline as a serious issue facing our country. Health care reform legislation was enacted this year with a promise the new entitlement would produce substantial deficit reduction. The promised deficit reduction will require a dramatic change in the way Washington, D.C. operates. We call on all NE federal delegation members to support greater fiscal discipline, focused and productive expenditures, and spending restraint in the adoption of federal budgets in order to create a more competitive climate for private sector job growth.

LINCOLN PARTNERSHIP FOR ECONOMIC DEVELOPMENT

Open Projects

I. Summary

- | | |
|--|----|
| • Leads generated in 2010 (New Companies) | 13 |
| • Leads generated in 2010 (Existing Companies) | 3 |
| • Site visits in 2010 | 7 |
| • Current open projects | 42 |

II. Activity Trends

Leads are on the same pace as in 2009. However, site visits (7) have already surpassed the 2009 total of six. Additionally, the quality of projects is increasing as companies are more serious about locating soon. Lincoln has been shortlisted on three recruitment projects in the past six months. Two are still open and one was lost because of the availability of the required facility.

Business Retention & Expansion (BRE)

I. BRE Surveys

During the survey process, 100 businesses with the Lincoln MSA were interviewed. The majority (91) of the businesses participating in the survey process are primary employers. Primary employers are those businesses exporting the majority of their products and services outside of the Lincoln economy. The non-primary employers were surveyed either because of their impact on the economy (number of employees) or they were considered targets (health care, financial services, etc.)

Some 15 business sectors are represented, the majority in the primary or export oriented fields. According to the distribution of all businesses with employees in Lancaster County, the concentration of the interviewed businesses was highest in Advanced Manufacturing and Technology/Information.

Business Sector	
Advanced Manufacturing	18
Technology/Information	16
Finance, Insurance, & Real Estate (F.I.R.E.)	14
Health Care & Pharmaceuticals	9
Business Service	8
Building & Construction	6
Consumer Goods Producer	6
Industrial Goods	5
High End Business Service	4
Retail Related Operations	4
Durable Goods Producer	3
Convention/Tourism	2
Telecommunications	2
Transportation	2
Communications	1
	100

One of the economic development team's goals is to be proactive in finding ways to provide business assistance. Performing business retention and expansion surveys provides an opportunity to assist businesses with project planning, infrastructure concerns, and fulfilling informational needs. During 2009-10, services were performed for 30 businesses, some of which required more than one follow-up activity. There were 40 follow-up activities and they were in the following categories:

Number of Businesses

Surveyed	100
Assistance Category	09-10

Incentives	4
Regulatory	19
Site Location	1
Infrastructure	5
B2B Linkage	1
Workforce	2
Technical	3
Finance	3
Other	2
Total	40

II. Headquarter Calls

In continuing the Partnership's efforts to work with the Mayor's office on headquarter calls, Mayor Beutler, Wendy Birdsall and Jason Smith made calls on Pfizer, Allstate, Fiserv and Rexnord as part of a trip in May to Chicago and Milwaukee. The Allstate call was made with Gov. Dave Heineman and Richard Baier, Director of the Nebraska Department of Economic Development. Additionally, the Partnership along with Mayor Beutler hosted Mr. Yasufuku for a lunch during his April trip to Lincoln. Mr. Yasufuku offices at the headquarters in Kobe, Japan.

Business Attraction

I. Marketing Events

Trade Shows and Conferences, Spring 2010

CoreNet – The largest international real estate executive organization in the United States held its fall conference in New Orleans. The Partnership had a representative at the event that made 19 contacts with real estate professionals.

IAMC – The Industrial Asset Management Council is a national industrial real estate organization. Lincoln had a representative at the conference and Nebraska event this fall in Colorado Springs. The State hosted an event that attracted 14 national corporate real estate executives.

Area Development – Lincoln will participate in this event in June with the State of Nebraska which features one-on-one contacts with national site selection specialists.

Bio International – At the request of UNL and BioNebraska, the Partnership participated in this event, the largest Biotechnology show in the world, in the State of Nebraska pavilion. While at the show, the Partnership worked with UNL promoting technology, research and Innovation Campus. LPED staff made 40 personal contacts and Nebraska made well over 400 at the pavilion.

Site Selector Event (Data Centers) – The Partnership is supporting the state in June hosting 16 site selection specialists which are experts in data center locations. The group will tour two sites in Lincoln and spend one night in Lincoln.

Chicago Call Trip – The Partnership coordinated a call trip in May focusing on current projects, site selectors and headquarters in Chicago and Milwaukee. Mayor Chris Beutler and Wendy Birdsall attended as well as Jason Smith, Gov. Dave Heineman, University of Nebraska President J.B. Milliken and Nebraska DED Director Richard Baier. While in Chicago, the group met with 17 site selectors, 12 foreign consulates and called on representatives from Pfizer and Allstate. In Milwaukee, Mayor Beutler, Wendy and Jason called on Fiserv and Rexnord.

II. Marketing Materials

The Partnership is currently in the process of a complete overhaul of its marketing materials. The most recent product is the Lincoln rankings brochure which features many of the national rankings from various publications. This is the third major project following the first impression brochure and a new community profile.

III. Research & Information

The Partnership recently formalized an agreement with Eric Thompson of the Bureau of Business Research to complete research projects for 2009, 2010 and 2011. The move was necessary in light of the change in personnel. Eric will update all of the Partnership's required demographic materials, update all target industry reports, complete quarterly economic indicators for LPED investor meetings and will compile an annual business conditions report that will be included in the BRE survey results. The cost to contract with Eric for the same information is roughly 40% of a full-time staff person to complete the same work.

Technology Enterprise Development

I. Regional Innovation Grant Update

The final piece of the Regional Innovation Grant process will take place June 16th when the final strategic plan is released. This will be part of the second Southeast Nebraska Economic Development Summit. The Partnership has assisted with the administration of the Regional Innovation Grant, a planning

program through the U.S. Department of Labor to facilitate a regional economic development strategy that integrates community and regional economic development agencies, workforce development and education. The Partnership facilitated the process with the contractor AngelouEconomics. The final Angelou recommendations, along with other information is available online at www.lincolnearig.com.

II. University Relations and Tech Transfer

NU Tech Ventures & YPG Entrepreneurship Group – The YPG Entrepreneurship Group partnered with the NU Tech Ventures office to hold a new type of entrepreneurship training on April 28th. The event was focused on business idea evaluation and revenue generating potential. It included brief presentations followed by small, working group interactions based on developing a product(s) to solve real-world problems. Approximately 25 people attended and provided an opportunity for LPED to have some interaction with new and pre-venture companies and entrepreneurs.

Student Quick Pitch Competition – Entrepreneurship Week 2010 – The UNL Center for Entrepreneurship and the SCC Entrepreneurship Center partnered to hold a quick pitch competition for high school and college students on February 25th, recognizing 2010 Entrepreneurship Week. The Partnership was a sponsor for one of six rooms for the college track. Additionally, many members of the YPG Entrepreneurship Group participated as judges for the event.

Marketing Innovation Campus – In preparation for the eventual development of Innovation Campus, members of the Office of Research have met on numerous occasions with the Partnership to discuss business attraction. The site selection process, RFI submission materials, and marketing materials were discussed. Most recently, new marketing materials have been developed, providing the partnership an opportunity to discuss the development with potential occupant businesses.

Yasufuku – The Lincoln Partnership for Economic Development was contacted by representatives from Yasufuku in March regarding ongoing research and development efforts. Yasufuku requested interaction with local research facilities and information about industry R&D partnerships. This led to Yasufuku representatives touring the Nebraska Center for Excellence in Electronics and relevant University of Nebraska – Lincoln research facilities.

UNL Research Fair – Jason Ball attended numerous functions for the 2010 UNL Research Fair. The two day event was highly focused on entrepreneurship in the areas of green energy and life sciences.

III. Entrepreneurship

NxBizSuccess – The Lincoln Partnership for Economic Development is partnering with Community Development Resources and the Nebraska EDGE program to develop the NxBizSuccess website (www.nxbizsuccess.com). This website was built over 2009 and made public in November. It is an online community for entrepreneurs, business owners, service providers and business organizations. The Partnership will be developing a confidential forum community which can be used for smaller groups of business owners to connect and trade information such as business contacts or help with challenging issues.

Benchmarking Study – The Lincoln Partnership for Economic Development is beginning an initiative to further evaluate the level of new venture activity in Lincoln and develop new recommendations for resources and programs. This initiative has begun with a benchmarking study to compare Lincoln to six other MSA's which also have major research institutions. Criteria include measures of innovation, new venture activity, equity invested, and workforce. This study will form the basis for further new business initiatives.

Deckerton – The Partnership has been in contact with entrepreneur Lateef Johnson, who launched a new web software business, Deckerton, in April. The firm is a referral service for sales staff in any industry and is built to interact with Web 2.0 sites including Facebook, Linked In, and Twitter.

Nebraska Global – The Partnership has been interacting with Steve Kiene as he has been raising capital and begun business operations of Nebraska Global. This unique business structure, which will have strong ties to the UNL Jeffery Raikes program, is both an investment fund and a software developer. It is

anticipated to lead to the development of numerous software applications for a broad range of industry uses.

Community Competitiveness

I. State Report

The Partnership is actively participating with the State of Nebraska on the Battelle Report which will benchmark Nebraska against other states for economic development projects. Additionally, BioNebraska will have a component as part of the study that focuses on life sciences. Jason Smith is on the advisory committee for DED that is working on the report.

II. Airpark

The Airport Authority has hired Greyhill/Trinity Works to oversee the strategic plan for developing Lincoln Airpark. The ultimate goal is to better utilize the industrial park for jobs projects.

III. Manufacturing Focus Program

The Partnership is working with local manufacturers to gauge the interest in beginning a manufacturing/trades focus program at Lincoln Public Schools. This issue will be one discussed immediately with the new Superintendent.

OPERATIONS/YOUNG PROFESSIONALS GROUP

Young Professionals Group Areas of Focus

Marketing Committee

The marketing committee will be working on the bi-weekly email this month. Current projects include copy and email for the Special Olympics pep rally, getting a definition and icon set for the Ambassador program, "YPGreeter", sending the YP Greeter email and reminder emails for June Netquirting, golf, Wisdometry and Council applications. The committee sent a list of word/name ideas to Netquirting for the morning networking events. The next Scoopworthy newsletter will be sent in July.

Education

Applications for Wisdometry (mentoring program) are currently available online. All committee members were encouraged to seek applicants for mentors and mentees. The deadline for applications is July 15th. The committee discussed whether or not participants in the program needed to be members of the organization. The group members all agreed that membership in ypg should be a requirement for participation in the program.

Entrepreneurship

Final confirmation from Dave Hall, Restore a Muscle Car, that June 22nd, 5:30-7pm will be the next Entrepreneurship forum. Dave was a programmer with I2RD when he decided to leave and follow his passion for muscle cars. In the five short years they've been around they have climbed the ranks of the car restoration world. They now build show cars for people like Burt Reynolds and work with the big names in the industry such as Chip Foose. The event will be located at their 15,000 sq ft facility on the North side of Lincoln.

Membership

The membership committee met on May 27 and reviewed the strategic membership goals for 2010. The next new member orientation will be Wednesday, June 9th at 7:30am. The other membership orientation for 2010 will be on September 14 at 11:30.

Renewal update: We currently have approximately 60% of our members who have renewed. Invoices were sent out on April 22. Please remind all of your committee members to renew by June 4th in order to

pay \$35. After the 4th, the renewal rate will be \$45. This needs to be clearly defined. We are currently contacting all corporate sponsors and setting up presentation dates for their organizations. Total membership number stands at 952 for May.

Our committee will continue to brainstorm and act upon what it looks like to partner with the colleges around town, providing presentations and opportunities for students and graduating students to get plugged into YPG. Discussed possible option of a student membership fee.

Will likely have a table or sponsor a golf hole at the YPG golf outing on June 18 – promoting membership in YPG to the golfers participating in the event.

Political Voice

The PVC had its monthly lunch with Sen. Johanns' Press Secretary, Chris Hunt. We are adjusting our event schedule and holding a joint event with Joe Kelly and Rick Boucher in August. We have also begun pulling together a statewide YP focus program in the afternoon on August 19th, during the Federal Fly Back. We are also looking at having two separate events with Mark Lakers, candidate for Gov. and Gov. Heineman, both to be held in September, two weeks apart. The June monthly meeting will feature a 'How did that happen' session with Jennifer Brinkman of RichtersBrinkman. She will discuss the political process from state to finish and give details of voter turnout for the Arena vote. Time/place TBD.

Netquirting Committee;

The Netquirting Committee met on 5/17. Our upcoming events are: 6/3 at the Wick Alumni Center, our annual golf outing on 6/18 at Yankee Hill. a family-friendly event with the Salt Dogs on 7/1, and 9/2 at Toast. We are waiting to hear back from Telesis on an 8/5 event at Fireworks.

The Annual Golf Outing is 6/18 at Yankee Hill. Cost is \$75 for golfers and \$250 for hole sponsors. We still need more of both and are working to recruit. Philanthropic beneficiary from mulligan sales will be the Academy of Rock and other Northeast Family Center programs.

The first family-friendly (kids are welcome) Netquirting will be 7/1 at Haymarket Park with the Salt Dogs. There will be a \$6 fee to attend that will include a general admission game ticket, refreshments, and inflatable tickets for the kids. The picnic area will be roped off for a 6 PM private tailgate for the YPG and the game will begin at 7:05.

The new YPG Ambassador program now has a name: "YPGreeter" - Marketing is working on a logo and definition and once that's completed, badges will be ordered. Our committee will coordinate its members and others from Membership to make sure that YPGreeters are in attendance at all YPG events.

Philanthropy / 2010 Special Olympics

2010 Special Olympics Update:

Pep Rally Event: Angie Loomer shared with the committee that the event will be June 29th, 5-7pm at Sun Valley Lanes with free bowling. The committee decided that an RSVP is not necessary and that we'll treat it like a Netquirting event, an open house.

Fans in the Stands: Angie Loomer told the committee about Clover Frederick's idea to select a few sports and to ask attendees at the Pep Rally to choose an event to be a fan at. The committee decided on the following.

Power Lifting @ Kimball Hall – Tuesday July 20th 11:00am to 1:00pm

Gymnastics @ The Coliseum – Wednesday July 21st 4:00pm to 6:00pm

Softball @ Fleming Fields – Thursday July 22nd 3:00pm to 5:00pm

We will remind everyone that Special Olympics Town at Pershing is open until 10:00pm each night.

Drawings for volunteers: Angie Loomer shared the Philanthropic Committee is helping in collecting prizes for Pep Rally.

YPG Golf Tournament Mulligan Sales: Angie Loomer shared Northeast Family Center's (NFC) plans to support the Mulligan Sales and YP's on behalf of the Center and its Board of Directors. Angie shared that the Board of Directors reached into their pockets to purchase Golf Tees from a local vendor, who is donating a large portion of the costs, to give out to the YPG golfers. NFC will also have brochures available for golfers sharing the Center's goals, programs and their efforts to support the community. Academy of Rock (AOR) will play an acoustic set in the morning during sign in, if approved by the course. The committee decided that it would good to have AOR play during the time between golfers finishing up and lunch and awards (around 12:30pm set up and 1:00pm play time). This also needs to be approved by the course. The committee decided that Mulligans will cost \$5 for 1 and \$10 for 3. Committee would like to have 2 carts available to sell Mulligans on the course, one on the front 9 and one on the back 9. NFC will provide volunteers to ride with Philanthropic Committee volunteers that day.

Future Events: Jason McCown reminded the committee that he taking nominations with visions for the Co-opetion event. Clover Frederick reminded the committee of the importance of their visions for the event with the non-profit agency due the fact that this is the event that takes the most planning for the committee each year.

All event & membership information can be found at www.lincolnypg.com

Chamber Services & Events

Small Business Network

Tiger Rock Academy
5900 S 85th Street
June 11, 7:30 a.m.

Business After Hours

April 22, 4:30 - 6:30 p.m.
Sponsored by MadonnaTherapyPlus & The Grand Manse
Hosted at the Jasmine Room
129 North 10th Street

Registration information for all events can be found at www.lcoc.com

MEMBERSHIP

Membership numbers for the year are trending similar to past years, and continue ahead of 2009. Several events and new directions are planned to accomplish membership growth in 2010.

The annual membership drive scheduled every October will create a boost at the end of the year. We also see the Chamber's role in the Lincoln Haymarket Arena Campaign and upcoming National Special Olympic Games as an opportunity for membership growth now. For that reason, we have designed a mini-membership drive to commence on June 14 and run through July 16. Volunteers from the Ambassadors and President's Council will work as a team to refer and recruit new businesses.

A second individual is now positioned in the business community to educate owners about our work. Dave Bonicatto, a long-time volunteer and President's Council member, has been contracted to independently recruit new businesses.

CONVENTION AND VISITORS BUREAU

Organization

The 7th annual BE A TOURIST campaign kicked off in May as a “vacation alternative” for Lincoln area residents. Passports can be picked up at the Lincoln CVB Visitors Center at 7th and P, at participating attractions, CVB website or at the main offices at 1135 M St. With the cost of travel and more families seeking opportunities closer to home, the campaign can be packaged with an overnight stay in Lincoln, giving families a fun vacation in their own community! Over 4,000 passports will be distributed this year for those interested in being part of this fun, summer program.

Program highlights include:

- Program runs May 26 – August 14 and features a passport program to area attractions
- 19 area attractions featured, 3 events and the opportunity to visit any statewide or local attraction not featured on the passport.
- 25 different prizes awarded at end of summer, with gold and silver level prizes based on the number of attractions you visit. Winners will be invited to a prize celebration at the Grand Manse (food provided by Texas Roadhouse)
- Other prizes will be given for best photo, name the tourist and for those that have family visiting this summer, a prize for farthest distance traveled.

The HOT ROD SUPERNATIONALS rolled in to a new venue this year at the Lancaster Event Center. The event took place over Memorial Day weekend and participants and spectators were treated to a great event showcasing custom cars from across the country. With over 1,200 pre-registered cars, early estimates have over 2,000 participant cars over three days and over 24,000 people in attendance at this event. The event will return to Lincoln in May of 2011. Lincoln continues to be a popular destination for motorsports related events and thanks to the many sponsors, local hot rod associations and the Lincoln community, we continue to enjoy playing host to these events.

National Tourism Week was celebrated in May. A proclamation by the Lancaster County Board of Commissioners proclaimed May 8-16, 2010 as tourism week in Lancaster County. Our staff, including those at the Visitors Center kicked off the week’s activities by presenting to the various lodging/attraction venues throughout the city, a cover letter, dish of candy accompanied by a tent card announcing National Tourism week to their guests. The card suggested travelers stop down at the Visitors Center to receive a choice of various gifts and to sign up for a prize. The grand prize offered this year was a one-night stay at Country Inn & Suites (N. 27th St) and a gift certificate valued at \$35 to their onsite restaurant, Beacon Hills. The Visitors Center also provided bottled water to those visiting during that week. A total of 73 entries were turned in, which was nearly 3 times the number from our 2009 program. The grand prize winner was from Omaha.

Staff attended the Brochure Swap in Hastings, NE. This event is the primary distribution event for brochures and tourism related materials to visitor information centers along I-80, CVB’s, and attractions across the state. 3,000 guides were distributed, which is down from last year, as the state has fewer staffed centers this year along I-80. Information was also delivered separately to the NOTIC center adjacent to Rosenblatt Stadium in Omaha, in anticipation for the College World Series in June.

The NSAA State Baseball and Class A State Golf were in May. Finals for State Baseball were moved to Sherman Field due to rain-outs earlier in the week and UNL had a weekend Big 12 series. Official attendance numbers are not out. State Baseball also featured the popular Valentino’s pizza feeds.

The Sports Car Club of America (SCCA) held their ProSolo divisional the first weekend in May. Attendance was down slightly, a trend they are seeing nation-wide. SCCA is looking to add a national tour to make this a weeklong event in 2011 to get increased participant counts.

The Lincoln Children's Museum, with assistance from a recent Visitors Improvement Grant, unveiled the "Dr. Frequency's Astounding Sounds laboratory". Visit *Dr. Frequency's Astounding Sounds* laboratory and use Dr. Frequency's experiments to create and capture some of the most unique sounds in the world! CVB staff was in attendance

The CVB, Chamber, LPED staff, along with numerous volunteers once again staffed the mile 3 water station at the Lincoln Marathon. We team with Paragon Sanitation to make this event happen every year. The event is a great tourism draw for the city of Lincoln, as many runners come from all over the country.

Sales/Marketing

The CVB issued 17 sales leads in May with the potential of 4,246 hotel room nights. A total of 5 events were booked which resulted in 2,248 room nights for Lincoln hotels with an estimated economic impact of \$642,928. Throughout the month, the staff conducted 23 visits with clients, contacted 41 prospective organizations and reached out to 155 events which currently or previously met in Lincoln. Services were provided to 23 organizations hosting their events in the Lincoln community.

The Retail and Restaurant Committee met and focused its attention on three projects. In preparation for a busy year of events, the committee will update a reference manual established in 2009 to educate front-line employees about area attractions, retail, and other tourist areas. Additionally, for the third straight year, the committee is printing a coupon book to provide visitors to Lincoln with the goal of increased traffic by these visitors to the retail/restaurant sector. The third project will focus on providing attendees/spectators of the 2010 National Games of the Special Olympics deals and promotions to engage them in the Lincoln community during their stay.