

CITY OF BLAIR

LB840 Application

Please Answer Each Question (If Question Does Not Apply – Mark N/A). Please Type or Print in Black Ink.

Please Note: The Information Contained in this Document is Public Information and will NOT be Considered Confidential.

A. BUSINESS INFORMATION:

Name of Business Applying for Assistance: Henton Worx, LLC

Business Address: 13045 US Highway 30 Blair NE 68008
(City) (State) (Zip Code)

Contact Person: John R. Henton Telephone Number: 402-306-0202

Fax Number: _____ Email Address: hentonoffice@gmail.com

Federal Tax ID Number: 33-3316115

Type of Business: ☒ Start-Up ☐ Buyout ☐ Existing

If Existing, Number of Years in Business: 1.5 years

Business Classification: (Please Choose One)

- | | | |
|---|---|---|
| ☒ Retail | ☐ Manufacturing | ☐ Research & Development |
| ☐ Headquarter | ☐ Telecommunications | ☐ Tourism |
| ☐ Warehouse/Distribution | ☐ Other | |

Business Type: (Please Choose One)

- | | | |
|---|---|--------------------------------------|
| ☐ Proprietorship | ☒ Corporation | ☐ Partnership |
| ☐ Other | | |

Does the Company have a Parent or Subsidiaries? ☐ Yes ☒ No

If Yes, Please List Name: _____

Address: _____
(City) (State) (Zip Code)

Ownership Identification: Please List all Officers, Directors, Partners, Owners, Co-owners and Stockholders.

Full Name	Title	Ownership Percentage
John R. Henton	Owner	100%

Does the business qualify to receive any incentives from the State of Nebraska? ☐ Yes ☒ No

Has the business applied for any incentives from the State of Nebraska? ☐ Yes ☒ No

If yes, please explain: _____

Employee Information: (FTE = Full-Time Equivalent = 2,080 Hours/Per Year)

Number of Existing Full-Time Equivalent Employees: 6

Number of Full-Time Equivalent Positions to Be Created: 6

Will all of the Full-Time Equivalent Positions be Physically Located within the City of Blair, their Two-Mile Extraterritorial Jurisdiction or on Land Held in the Name of the City of Blair? ☒ Yes ☐ No

If no, please explain: _____

Does the Company Employ Any Seasonal Employees? ☒ Yes ☐ No

If Yes, How Many: 1 to 2

(Seasonal employees must work for at least three continuous months and the position must reoccur annually)

B. **PROJECT INFORMATION:**

Please Provide a Brief Project Description:

Use of Funds	Total Project Cost	LB840 Funds Requested	CBDG Funds
Land or Facility Acquisition*	\$ 400,000	\$ 400,000	
Facility Renovation*	\$ 45,000	\$ 45,000	
New Facility Construction*	\$ 160,000	\$	
Machinery/Equipment Acquisition*	\$ 440,000	\$	
Business Recruitment Activities	\$ 5,000	\$	
Business Attraction/Location Expenses	\$ 6,250	\$	
Small Business Development	\$	\$	
Working Capital (Includes Inventory)	\$ 168,000	\$	
Job Training*	\$	\$	
Other (Please Specify)	\$	\$	
Total Project Cost:	\$		
	Total LB840 Funds Requested:	\$	

* ITEMS THAT QUALIFY FOR LB840 FUNDING

C. FUNDING SOURCES AND EQUITY INJECTION:

Name of Lending Institution: Washington County Bank

Address: 1523 Washington Street Blair NE 68008
(City) (State) (Zip Code)

Contact Person: Valerie Reyes Telephone Number: 402-426-2111

Loan Amount: _____ Loan Term (Years): 2 - 5 years max

Interest Rate: 7.25 % ☐ Variable ☒ Fixed

Collateral Required: ☒ Yes ☐ No Equity Required: ☒ Yes ☐ No

If Yes, on Collateral or Equity, Please Specify: Land as collateral, personal guarantee. Equity = 25% down.

Amount Injected Into the Project by Business/Partners/Owners: 25% down payment

D. PROJECT LOCATION:

Within the Blair City Limits? ☒ Yes ☐ No
Within the Blair Two-Mile Jurisdiction? ☐ Yes ☒ No
Land Owned by the City of Blair? ☐ Yes ☒ No

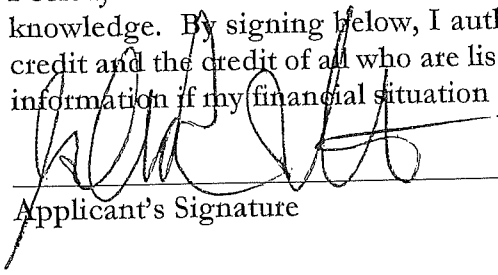
E. ATTACHMENTS: - Please Include the Attachments that Apply to Your Business Status

Please Note: The Information Contained in the Section Will be Deemed Confidential and will not be Available for Public Disclosure.

- ☒ Brief Description of the Business
- ☒ Resumes of all Owners/Co-Owners/Directors/Partners/Stockholders
- ☒ For Existing Businesses – Three (3) Yearly Financial Statements
- ☒ For Existing Businesses – Current Financial Statements (Less Than Sixty (60) Days Old)
- ☒ For Start-Up Businesses – Current Business Plan
- ☒ For Start-Up Businesses – Three Year Projections
- ☒ Personal Financial Statements for all Owners/Co-Owners/Directors/Partners/Stockholders
- ☒ For Existing Businesses - List of Current Obligations (Include Company Names and Amounts)
- ☒ Tax Returns – Previous Three (3) Years – Personal Tax Returns May be Required
- ☒ Letter from Lending Institution
- ☐ Please Note that Other Financial Documents May Be Required

F. APPLICANT SIGNATURE:

I certify that the information contained in this application and all attachments are correct to the best of my knowledge. By signing below, I authorize the City of Blair or their contracted representative to check my credit and the credit of all who are listed within this application. I understand that I must update my credit information if my financial situation changes.


Applicant's Signature

7/31/20
Date

Project Description

The total estimated investment for the Henton Worx project is approximately \$1,224,250. This investment includes land acquisition, site improvements, facility development, and other project-related costs necessary to establish and expand operations at the new location. Through this investment, Henton Worx will create six new full-time jobs while expanding its ability to serve the growing construction needs of Blair, Washington County, and the surrounding region.

The project represents the next phase in the growth of Henton Trenching, Inc., a locally owned company that has served Blair and Washington County since 1977. Through the formation of Henton Worx, LLC, the company is investing in the future by establishing a facility designed to accommodate expanded operations and meet the increasing demand for construction, recycling, and aggregate products throughout the region.

The purchase price of the property is \$400,000, which is the amount being requested through the LB840 program.

The current location has successfully supported the business for many years but no longer provides the space or appropriate zoning needed for continued expansion. The new site will provide adequate room for equipment, material storage, aggregate processing, and future growth while operating under the appropriate heavy industrial zoning classification. This investment will allow the company to improve workflow, reduce operational constraints, and significantly increase overall efficiency.

The expansion is expected to create six new full-time jobs, doubling the company's workforce from six employees to twelve employees. These positions will provide additional employment opportunities while supporting the continued growth of a locally owned business.

The project will also provide meaningful benefits to Blair, Washington County, and the surrounding construction industry. Henton Worx will continue to recycle concrete and other aggregate materials generated by local contractors, transforming construction waste into quality products that can be purchased locally. This service reduces the amount of material entering landfills, minimizes transportation costs, and provides contractors with a dependable local source of recycled aggregate. By expanding operations, Henton Worx will be better positioned to meet the needs of residential, commercial, municipal, and infrastructure projects throughout the area.

As Blair and Washington County continue to grow, local contractors depend on businesses such as Henton Worx for timely access to quality aggregate products and recycling services. Expanding these operations will help ensure those resources remain available locally, reducing project costs, improving efficiency, and supporting continued economic development throughout the region.

Following approval of the necessary authorizations, the project is expected to be completed within approximately **seven months**, including property acquisition, site improvements, construction of the new facility, and relocation of equipment and operations.

The project is contingent upon two approvals:

- Rezoning of the property from Light Industrial to Heavy Industrial.
- Approval from the Nebraska Department of Environment and Energy (NDEE) to relocate the company's existing air quality permit to the new location.

Upon receiving these approvals, Henton Worx is prepared to move forward with the project.

This project is an investment in the future of a long-established Blair business. It will create new jobs, improve operational efficiency, strengthen the local construction industry, expand recycling capabilities, and ensure Henton Worx can continue providing essential products and services that support the growth of Blair and Washington County for decades to come.

John R. Henton

Owner

Henton Trenching, Inc.
Henton Worx, LLC

Professional Summary

John R. Henton has spent his entire professional career with Henton Trenching, the family-owned construction company founded by his father, John M. Henton, in 1977. Beginning while still in high school in 1990, John gained hands-on experience in every aspect of the business before purchasing the company in 2010.

Today, John leads Henton Trenching and Henton Worx, LLC, overseeing continued investment in equipment, employees, and expanded services to support the growing construction needs of Blair, Washington County, and the surrounding region.

Professional Experience

Owner

Henton Trenching, Inc. / Henton Worx, LLC
2010 – Present

Provides overall leadership and management of the company's operations, including:

- Strategic planning and business development
- Financial and operational management
- Equipment acquisition and fleet management
- Project estimating and contract administration
- Employee leadership and workforce development
- Environmental compliance and safety oversight
- Customer relations

Since acquiring the company, John has expanded equipment, aggregate processing, and concrete recycling operations while positioning the business for continued growth.

Operations Manager / Equipment Operator

Henton Trenching, Inc.
1990 – 2010

Worked in every area of the business, gaining extensive experience in:

- Heavy equipment operation
- Excavation and underground utility construction

- Aggregate processing and recycling
 - Equipment maintenance
 - Estimating and scheduling
 - Project coordination
 - Job site supervision
-

Professional Qualifications

- 35+ years of construction industry experience
 - CDL
 - etc
 - etc
-

Community Commitment

Henton Trenching has supported the growth of Blair and Washington County for nearly fifty years. John is proud to continue the legacy established by his father while leading the company into its next generation of growth through Henton Worx, LLC. His commitment remains focused on investing in local jobs, expanding services, and supporting the continued development of the community.

Business Plan

Henton Worx, LLC

Executive Summary

Henton Worx, LLC was formed as the next phase in the growth of Henton Trenching, Inc., a locally owned company that has proudly served Blair, Washington County, and the surrounding region since 1977. Building upon nearly five decades of experience in excavation, underground utilities, aggregate processing, and construction services, Henton Worx has been established to expand operations, increase production capacity, and better serve the growing needs of the local construction industry.

The company is seeking LB840 assistance to purchase property along U.S. Highway 75 in Blair, Nebraska. This investment will provide the space and heavy industrial zoning necessary to accommodate future growth, improve operational efficiency, expand recycling capabilities, and create new employment opportunities. The project aligns directly with the goals of the LB840 program by encouraging business expansion, job creation, private investment, and long-term economic development within Blair.

Company Overview

For nearly fifty years, Henton Trenching, Inc. has earned a reputation for providing dependable, high-quality construction services throughout eastern Nebraska. The company has successfully completed projects for municipalities, developers, utility companies, commercial contractors, and private property owners while building long-term relationships based on quality workmanship, reliability, and integrity.

Henton Worx, LLC was created to expand upon that success by providing additional operational capacity and positioning the company for continued growth. While operating as a separate business entity, Henton Worx builds upon the experience, customer relationships, equipment, and reputation established by Henton Trenching over the past five decades.

The company's services include:

- Excavation
 - Underground utility installation
 - Site preparation
 - Grading
 - Aggregate processing
 - Concrete recycling
 - Construction material sales
-

Market Opportunity

Blair and Washington County continue to experience residential, commercial, and industrial growth. This growth creates increasing demand for excavation services, aggregate materials, and recycling capabilities that support new construction and infrastructure improvements.

Local contractors rely on Henton Worx to recycle concrete and construction materials while providing quality aggregate products that are readily available within the community. Maintaining these services locally reduces transportation costs, shortens project timelines, and supports continued development throughout the region.

As growth continues, demand for these services is expected to increase, making expansion necessary to maintain efficient operations and continue meeting customer needs.

Growth Strategy

The company's long-term strategy focuses on expanding capacity while maintaining the quality and customer service that have defined the business for nearly fifty years.

Key objectives include:

- Expand operations through the development of a larger facility.
- Increase operational efficiency through improved site layout and workflow.
- Grow the workforce from six to twelve employees.
- Expand recycling capacity for concrete and aggregate materials.
- Increase production capabilities to better serve contractors and municipalities.
- Continue investing in equipment and technology that improve productivity and safety.
- Support the continued growth of Blair and Washington County by providing dependable construction services and locally produced aggregate materials.

The acquisition of the Highway 75 property is a critical component of achieving these long-term objectives.

Competitive Advantages

Henton Worx possesses several strengths that position the company for continued success.

- Nearly fifty years of industry experience.
- Strong reputation for quality and reliability.
- Established customer relationships throughout eastern Nebraska.
- Experienced workforce.
- Modern construction equipment.
- Expertise in aggregate recycling and processing.
- Commitment to environmental stewardship and regulatory compliance.
- Ability to provide locally produced aggregate products that reduce transportation costs for area contractors.

These strengths allow the company to remain competitive while continuing to expand its services.

Economic Impact

The proposed expansion will generate measurable benefits for both the company and the Blair community.

The project will:

- Create six new full-time jobs.
 - Increase private investment within Blair.
 - Expand the availability of locally produced aggregate materials.
 - Support local contractors by providing recycling services and construction materials close to their projects.
 - Improve operational efficiency and production capacity.
 - Strengthen the local construction industry.
 - Support future residential, commercial, and infrastructure development throughout Blair and Washington County.
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Future Vision

Henton Worx is committed to remaining a locally owned business that serves the needs of Blair and the surrounding communities for many years to come. Through continued investment in employees, equipment, and facilities, the company intends to grow responsibly while maintaining the quality, integrity, and customer service that have defined Henton Trenching for nearly five decades.

The proposed Highway 75 facility represents more than a new location—it represents a long-term investment in the future of the company, its employees, its customers, and the continued economic growth of Blair and Washington County.

Business Description

Founded in 1977, Henton Trenching, Inc. is a family-owned excavation and underground utility contractor based in Blair, Nebraska. For nearly 50 years, the company has provided excavation, trenching, grading, underground utility installation, aggregate processing, and site preparation services for residential, commercial, municipal, and infrastructure projects throughout Washington County and the surrounding region.

Operating from its headquarters at 13045 U.S. Highway 30, Henton Trenching has built a reputation for quality workmanship, dependable service, and long-term relationships with customers. The company has played an important role in supporting the growth and development of Blair and Washington County while maintaining a strong commitment to safety, environmental stewardship, and regulatory compliance.

As part of its continued growth, Henton Trenching has formed Henton Worx, LLC, an expansion of the company's operations that will provide additional capacity, increased efficiencies, and opportunities to broaden the services offered to customers. The creation of Henton Worx represents the next phase in the company's long-term growth strategy while building on the experience, reputation, and customer relationships established by Henton Trenching over the past five decades.

Together, Henton Trenching and Henton Worx are committed to investing in equipment, employees, and facilities that strengthen the local construction industry, support economic development, and continue providing high-quality products and services throughout Blair, Washington County, and the surrounding communities.

LB840 Funds Requested

Land or Facility Acquisition - \$400,000

Facility Renovation - \$45,000: 2" water service under Highway 75

New Facility Construction - \$160,000: 80' certified scale

Machinery/Equipment Acquisition - \$440,000: \$360,000 for Screen Machine Impact Crusher & \$80,000 for CATERPILLAR Wheel Loader

Business Recruitment Activities - \$5,000: time invested in new product sales & customers

Business Attraction/Location Expenses - \$6,250: Lighted sign on Highway 75

Working Capital (Includes Inventory) - \$168,000: Product inventory on the ground, ready to sell

Total Funds Requested: \$1,224,250