Countertop Creations

Justin Haynes started his Springfield, NE-based company, Countertop Creations in 2008. He credits his early success to hard work, being able to adapt, and keeping his customers happy. Initially his work consisted of custom concrete countertops. As the business grew he expanded to patio overlays and eventually included refinishing garage floors.

The work was labor intensive and physically demanding for Justin and his crew. Fast-forward to 2017. The continued success of Countertop Creations allowed Justin to acquire new machinery, transforming his business. The job now no longer takes the physical toll it once did, and although the expense was plenty scary, Justin says taking the risk has already benefited both his workers and business.

In the first year with the new equipment, combined with some strategic relationship-building, Countertop Creations saw a 40% increase in revenue; an increase that grew to nearly 100% over the past year.

Most recently, Countertop Creations was awarded a contract with Keiwit Construction to work on the new HDR headquarters in Aksarben Village. Justin says those are the types of contracts and contractors that can make a real difference for his business. Certainly, if the quality of the work and the focused work-ethic Justin employs are any indication, success will continue.

Today, Chais’s team is comprised of 6 full time and 4 part-time staff who pride themselves on being progressive, hardworking, fun loving, and nonjudgmental individuals. “We’re not co-workers, we’re a work family. You can learn more about their company and find their products at: www.24Ts.net.”

(24 Hour Tees continued)
Effective 2017 Fiscal Year

The Nebraska Enterprise Fund’s most recent fiscal year ending June 30, 2017 provided new growth and impact to the small business eco-system throughout the state of Nebraska. NEF’s outstanding portfolio grew 16.5% to $8,381,522. This growth was achieved by NEF’s disbursement of $4.67M through 131 loans to 91 diverse businesses across the state which in turn impacted 804.5 jobs.

70% of these loans were disbursed to traditionally disadvantaged diverse businesses which in turn provides key capital to entrepreneurs who are seeking to start or expand their businesses which in turn leads to greater opportunities for local employment, wealth creation, and vibrant economic communities.

These loans were provided to small businesses from all sectors of the economy and across the state of Nebraska including loans to The Lamppost 613 in Benkelman to redevelop a Main Street business, Small Beginnings Child Care in Long Pine, and North End Teleservices, the Greater Omaha Chamber’s small business of the year, in North Omaha. These businesses are just a representation of the impact of NEF during the past year and show the depth and breadth of NEF’s work.

The Nebraska Enterprise Fund continued to expand its training, consulting, and mentoring programs as well. NEF staff provided over 853 one to one business consultations to clients and interested entrepreneurs on all aspects of the establishment and growth of businesses. Training and workshops were attended by more than 1,097 entrepreneurs including NEF’s second annual “Start-up to Success” conference and its Business Acceleration workshops. In addition, NEF grew its collaboration with other technical assistance providers including the Entrepreneur Education Collaboration in Omaha.

NEF is proud of the accomplishments it has achieved by connecting small businesses to resources and the impact it makes to the small business ecosystem across Nebraska that allows small and micro-businesses to start, grow, and expand.

**JIM REIFF**
Executive Director
jimr@nebbiz.org

Financials

During the 2016-17 Fiscal Year ending June 30, 2017, NEF grew its total assets by 24% from $9.1 MM to nearly $11.3 MM while increasing its Net Assets by $885,258 to $5,682,024. Total Revenues increased by 71% and Net Loans Receivable grew by $530,000.

**$2,265,099 INCOME**

**$1,379,841 EXPENSES**

**Liabilities and Net Assets (as of 6.30.17) $11,262,856**

NEF continues to have a well-structured and diverse balance sheet allowing for future growth and leverage.

**NET ASSETS 50.5% - $5.7MM**

**LONG-TERM OBLIGATIONS 45.5% - $5.1MM**

**CURRENT LIABILITIES 4.0% - $ .46MM**

**Assets (as of June 30, 2017) $11,262,856**

- **GRANTS RECEIVABLE 1.8%**
- **CASH & EQUIVALENTS 22.5%**
- **REVENUE FUNDS 2.7%**
- **OTHER ASSETS 0.1%**

Looking Forward

As we look to the new year and the focus of providing the needed support of capital and mentoring of new and existing small businesses throughout the state of Nebraska we are excited about the opportunity to serve. We have assembled a team of professionals that are positioned to deliver outstanding support for all of our clients.

The Nebraska Enterprise Fund has worked hard to develop a CDFI Fund award with an additional $775,000 of lending capital that will increase our lending capacity to our target of viable entrepreneurs. Further, we look forward to our growing partnership with the Dawson Public Power District. This partnership increases NEF and DPPD’s capacity to provide loan capital to rural entrepreneurs in Central Nebraska.

The Nebraska Enterprise Fund was just accepted into the Small Business Administration’s Community Advantage Lending Program. This status will allow us to submit applications for small businesses that can qualify for SBA Advantage loan programs. As a preferred lender, this will open up additional avenues for greater funding and guarantee programs.

Our focus will be to continue our efforts to improve the opportunity in the under-served areas of our communities with a emphasis on minority, woman, and rural communities by providing access to capital and resources to ensure a higher level of success. With our team of professionals, we bring years of experience, to help guide our clients to success and growth that will provide employment opportunities in our under-served communities. I am proud to assist them in this highly gratifying endeavor that brings individual dreams to reality.

I look forward to the new year with a focus of assisting even more new and growing small businesses in the coming year.

ANDREW WILLIAMS
Board Chairman
drewscar1@gmail.com

Our Partners
CC-MTDP
GROW Nebraska
HEDC
HCCCC
MLCDC
NED, inc.
NetForce

NENEDD
OSBN
OPPD
REAP/ Rural Investment Corporation
Greater Omaha Chamber’s REACH program

Our Funders
Bank of the West
CDFI Fund
First National Bank Omaha
Great Western Bank
Mutual of Omaha Bank
Nebraska Department of Economic Development
 Omaha Community Foundation

Opportunity Finance Network
Peter Kiewit Foundation
Sherwood Foundation
US Bank
Small Business Administration
US Department of Agriculture
Wells Fargo Bank
Interview with Justin Haynes, Owner of Countertop Creations

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