



## GIX Logistics

308 West 3rd Street

Grand Island, Ne 68801

Tom Pirnie, CEO & Jim Pirnie, President

26 new jobs

\$17.50 per hour

(base salary, commission available based on performance)

Recommending

\$202,800

LB-840 funds

over 3 years

Vertically integrated,  
locally owned  
business

Over 75% of GIX  
customers are  
located outside  
Nebraska,  
generating money  
into the state

Leadership team  
contains nearly 70  
years of experience



Date Application Submitted: May 1, 2015



## Grand Island Area Economic Development Corporation LB-840 Application

The Grand Island Area Economic Development Corporation's mission is to facilitate the creation of jobs and economic opportunities for the regional trade area.

### Part I. GENERAL INFORMATION

#### APPLICANT IDENTIFICATION

Company Name: GIX Logistics

Mailing Address: PO Box 1845

City: Grand Island

State: NE

Zip Code: 68802

Phone: 308-398-8550

Applicant Website: [www.gixlogistics.com](http://www.gixlogistics.com)

Business Classification (select all that apply):

New Business       Expansion of Existing Business       Spec Building       Other

Corporation       Partnership       Proprietor       Other

Is this the business's first venture in Grand Island / Hall County? Yes  No

Is this the business's first venture in Nebraska? Yes  No

Does the business have a parent or subsidiaries?

(separate corporations but same stock holders with GIX Logistics, Grand Island Express, Grand Island Services and T&S Land) Yes  No

If yes, Name of Parent or Subsidiary Company:

Mailing Address:

City:      State:      Zip Code:

#### MAIN CONTACT INFORMATION

Name: Jim Pirnie

Connection to Business: Local

Business Representative

Mailing Address: PO Box 1845

Company Name: GIX Logistics  
Date: 5/1/15

Projected Completion  
5/1/18

Date Application Submitted: May 1, 2015

City: Grand Island

State: NE

Zip Code: 68802

Email Address: jpirnie@gixlogistics.com  
8550

Phone Number: 308-398-

## **Part II. PROJECT INFORMATION**

### ***LOCATION***

Address of proposed project: 308 W 3rd Street Suite 2

The proposed project is located:

- Within Grand Island city limits
- Outside of city limits, but within a two (2) mile jurisdiction
- Outside the zoning jurisdiction of Grand Island

Do you currently own the land of proposed project: Yes  No

Do you currently own the building of the proposed project: Yes  No

### ***JOB CREATION***

Current number of full time employees: 32

Number of new positions being created: 26

On a separate document, identify the employment positions being added, number of employees per position and wage per position.

Supporting documentation submitted: Yes  No

Describe any benefit packages available to new employees: Health Insurance, 401k, Profit Sharing, Dental and Vision Insurance, Paid Vacation, Six Paid Holidays

### ***PROJECT SUMMARY***

On a separate document, provide a brief narrative describing the project for which LB-840 funds are being requested.

Narrative provided: Yes  No

Company Name: GIX Logistics  
Date: 5/1/15

Projected Completion  
5/1/18

Date Application Submitted: May 1, 2015

**PROJECT INVESTMENT**

Land purchase price:	\$ N/A
New facility construction expense:	\$ N/A
Building purchase / renovation expense:	\$1,057,500
New machinery / equipment expense:	\$57,625
Matching project funds:	\$ N/A
Other:	\$ N/A

**TOTAL INVESTMENT: \$1,115,125**

**SUPPORTING DOCUMENTATION**

Please include the following documents as attachments to the LB-840 application. The documents below must be submitted with your application to be considered complete.

Business Plan <input checked="" type="checkbox"/>	3 year pro forma <input checked="" type="checkbox"/>		
Financial Statements:			
Profit/ Loss Summary <input checked="" type="checkbox"/>	Balance Sheet <input checked="" type="checkbox"/>	Cash Flow <input type="checkbox"/>	
Executive summary outlining plans to use Grand Island LB-840 funds. Narrative provided:		Yes <input checked="" type="checkbox"/>	No <input type="checkbox"/>
Include a brief resume of management team to be placed in Grand Island. Narrative provided:		Yes <input checked="" type="checkbox"/>	No <input type="checkbox"/>
Submit a Grand Island Area Economic Development membership application. Application submitted		Yes <input type="checkbox"/>	No <input type="checkbox"/>

**FOR ADMINISTRATIVE PURPOSES ONLY**

Based on new job creation information provided and the EDC's job creation matrix, the applicant is eligible for the following LB-840 funds.

Funds available per new job created:

Total LB-840 funds available to applicant:

**Company Name: GIX Logistics**  
**Date:5/1/15**

**Projected Completion**  
**5/1/18**



Date Application Submitted: May 1, 2015

**PART III. SIGNATURES**

I hereby represent, this application and supporting information is accurate, and may be relied upon by representatives of the Grand Island Area Economic Development Corporations and the City of Grand Island.

I further represent that there is no legal action underway or being contemplated that would impact the capacity of this company to effectively proceed with this project.

Dated this 1st day of May, 2015.

By: 

Its: Jim Pirnie

As the President of the Grand Island Area Economic Development Corporation, I hereby represent that I have received and reviewed this application and its supporting information requesting the City of Grand Island's LB-840 funds.

Dated this 1 day of MAY, 2015.

By: 

Its: DAVE TAYLOR

Date Application Submitted: May 1, 2015

**PART IV. APPROVAL OF AREA AGENCIES**

*Reviewed by the Grand Island Area Economic Development Elected Trustees*

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Date of review: May 14, 2015

Comments:

Approved

Disapproved

Signature of Chairman: \_\_\_\_\_



*Reviewed by the Citizen's Review Committee*

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Date of Review: June 4, 2015

Comments:

Approved

Disapproved

Signature of Chairman: \_\_\_\_\_



*Referred to the Grand Island City Council*

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Date of Review: June 23, 2015

Comments:

Approved

Disapproved

Signature of Mayor: \_\_\_\_\_



Mayor Jeremy Jensen

Company Name: GIX Logistics  
Date: 5/1/15

Projected Completion  
5/1/18

## **Grand Island Area Economic Development Corporation Job Creation**

Below identifies and describes new jobs GIX Logistics (GIX) plans to create through the use of LB840 funds.

**Job Classification:** Freight Manager

**Number of added employees:** 10

**Starting wage per new employee:** \$16.83

**Description of job created:**

The Freight Manager is responsible for coordinating the shipments/transportation of goods between GIX staff, the GIX customer, and the freight driver. The coordination process begins with the Freight Manager identifying a transportation need. The Freight Manager then secures appropriate means of transportation based on shipment and customer needs; this could include, but is not limited to the handling of refrigerated food products, manufactured goods (furniture, automotive parts, etc...), and/or raw goods (steel coils, lumber, sand, etc...). The Freight Manager tracks delivery routes, customer service requirements, and secures a return shipment.

The Freight Manager must be knowledgeable and up to date on Department of Transportation (DOT) requirements and regulations.

**Job Classification:** Inside Sales Representative

**Number of added employees:** 16

**Starting wage per new employee:** \$18.03

**Description of job created:**

The Inside Sales position is responsible for generating new business for GIX utilizing market needs for processing, transporting, and sale of goods or commodities through interstate commerce.

## **Grand Island Area Economic Development Corporation**

### **Project Summary- Use of LB840 Funds**

**Brief narrative describing the project for which LB840 funds are requested:**

GIX not only wants to grow operationally (transportation, logistics, and distribution of goods), but also become a premier employer for the area's talented workforce. The premier employer status will encompass a good paying job and a healthy work-life balance.

GIX has set an internal growth goal of 25%, to be achieved year over year and in an organic fashion. The GIX team plans to recruit, hire, coach and retain the best possible candidates, utilizing area colleges and labor pool. The majority of GIX current employee base has a four-year bachelor's degree in Business Administration, Marketing, Communications, or other related field.

The use of LB840 funds will allow GIX to continue to hire high caliber employees to add new customers to their fast-pace business model, handle the increase in logistically business, and contribute to the overall well-being of the community.



## **Grand Island Area Economic Development Corporation Management Team**

Below identifies management team and experience at GIX Logistics (GIX).

**Tom Pirnie:** Chief Operating Officer  
40 years owning Grand Island Express, Grand Island Services, and  
T & S Land

**Jim Pirnie:** President  
13 years as President of GIX Logistics

**Mike Young:** Vice President  
6 years

**Paula Dush:** Chief Financial Officer  
7 years

**Chris Schwarz:** Director of Operations  
3 years

Position	Number of Employees	Ave. Wage P/HR	Wages P/Year	Consolidated Average Wage	GIX Logistics
Freight Manager	10	\$ 16.83	\$ 350,064.00		
Inside Sales Representative	16	\$ 18.03	\$ 600,038.40		
<b>Totals</b>	<b>26</b>		<b>\$ 950,102.40</b>	17.56846154	
Average Wage	LB-840 Funding	Min. Sustain Wage	Economic Contribution	LB-840 Leverage	GIX Logistics
\$ 15.00	\$ 2,000.00	\$ 9.08	\$ 31,200.00	\$ 12,313.60	
\$ 15.50	\$ 2,500.00	\$ 9.08	\$ 32,240.00	\$ 13,353.60	
\$ 16.00	\$ 3,000.00	\$ 9.08	\$ 33,280.00	\$ 14,393.60	
\$ 16.50	\$ 3,500.00	\$ 9.08	\$ 34,320.00	\$ 15,433.60	
\$ 17.00	\$ 4,000.00	\$ 9.08	\$ 35,360.00	\$ 16,473.60	
<b>\$ 17.50</b>	<b>\$ 4,500.00</b>	<b>\$ 9.08</b>	<b>\$ 36,400.00</b>	<b>\$ 17,513.60</b>	
\$ 18.00	\$ 5,000.00	\$ 9.08	\$ 37,440.00	\$ 18,553.60	
\$ 18.50	\$ 5,500.00	\$ 9.08	\$ 38,480.00	\$ 19,593.60	
\$ 19.00	\$ 6,000.00	\$ 9.08	\$ 39,520.00	\$ 20,633.60	
\$ 19.50	\$ 6,500.00	\$ 9.08	\$ 40,560.00	\$ 21,673.60	
\$ 20.00	\$ 7,000.00	\$ 9.08	\$ 41,600.00	\$ 22,713.60	
\$ 20.50	\$ 7,500.00	\$ 9.08	\$ 42,640.00	\$ 23,753.60	
\$ 21.00	\$ 8,000.00	\$ 9.08	\$ 43,680.00	\$ 24,793.60	
\$ 21.50	\$ 8,500.00	\$ 9.08	\$ 44,720.00	\$ 25,833.60	
\$ 22.00	\$ 9,000.00	\$ 9.08	\$ 45,760.00	\$ 26,873.60	
\$ 22.50	\$ 9,500.00	\$ 9.08	\$ 46,800.00	\$ 27,913.60	
\$ 23.00	\$ 10,000.00	\$ 9.08	\$ 47,840.00	\$ 28,953.60	
\$ 23.50	\$ 10,500.00	\$ 9.08	\$ 48,880.00	\$ 29,993.60	
\$ 24.00	\$ 11,000.00	\$ 9.08	\$ 49,920.00	\$ 31,033.60	
\$ 24.50	\$ 11,500.00	\$ 9.08	\$ 50,960.00	\$ 32,073.60	
\$ 25.00	\$ 12,000.00	\$ 9.08	\$ 52,000.00	\$ 33,113.60	
\$ 25.50	\$ 12,500.00	\$ 9.08	\$ 53,040.00	\$ 34,153.60	
Labor Training	Incentive Per Employee	Number of Employees	Total	Skill Leverage	GIX Logistics
Total Job Creation Dollars	4,500	\$ 26.00	\$ 117,000.00	\$ 117,000.00	
Total Training Dollars	3,300	\$ 26.00	\$ 85,800.00	\$ 85,800.00	
Total Incentive Amount				<b>\$ 202,800.00</b>	