



## **MEDIA RELEASE**

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### **Vickerman Company Plans Second Expansion in Norwood Young America** **“Turning economic opportunity and community vision into reality”**

**Norwood Young America, Minn., July 18, 2013** – The City of Norwood Young America (NYA) and the Carver County CDA are proud to announce the expansion of Vickerman Company in the Tacoma West Industrial Park. Vickerman Company is an importer and wholesaler of quality seasonal decorations, including traditional and realistic artificial Christmas trees, wreaths and garlands. In addition the company offers other realistic looking holiday foliage, Giant Christmas trees and a full line of unique display trees.

Vickerman Company relocated to NYA from Dahlgren Township in rural Carver County back in the summer of 2007. The company’s first building was just over 36,000 square feet. Over the past few years, the company has experienced substantial growth in sales. In addition, the company acquired a faux plant manufacturing business based in Wisconsin. Last summer, Vickerman Company doubled the size of their first facility and added additional loading docks.

Due to the company’s fast growth, Vickerman Company still had difficulty warehousing its product, despite doubling the size of their facility in 2012. In fact, the company was storing product in semitrailers on its site, as well as on adjacent lots in the Tacoma West Industrial Park during its busy season, which typically starts in July and runs through the latter part of November.

The City of NYA met with Vickerman Company owners in early 2013 to talk about their outside storage needs for the upcoming holiday season. The City recently sold one of the lots that Vickerman Company has previously used to park its semitrailers on to Waconia Manufacturing, Inc. WMI plans to start construction of its new facility in July, which will be challenging and potentially hazardous for Vickerman Company employees to pick product from semitrailers parked on Tacoma Blvd. The only possible solution was a second expansion.

The company owners were cautiously optimistic about jumping into another construction project. They were concerned about the company’s fast growth and the potential for a sudden decline in business, so they looked for ways to keep the expansion space as flexible as possible. The best solution was to build a completely separate facility, adjacent to their existing building with a paved pathway between to drive a forklift. Since the buildings are not physically connected, Vickerman Company will have the ability to sell or lease the space if necessary in the future.

Due to Vickerman Company's quick growth over the past several years, it was difficult for their lender to finance the new building in its entirety. Therefore, the City's economic development coordinator Christie Rock Hantge, reached out to John Sullivan at the Carver County Community Development Agency to provide gap financing.

The Carver County CDA joined forces with the Community Bank of Chanhassen and provided \$150,000 from its Business Loan Fund to help construct the 43,000 square foot building. The CDA makes business loans in Carver County utilizing a portion of its annual EDA levy to reinvest back in growing and successful Carver County companies. According to Sullivan, "Working with Vickerman, the City of NYA, the SBA 504 Program and Community Bank of Chanhassen was a pleasure and we were very excited to support this fantastic industrial project. Filling a needed project gap and working hand in hand with the City of NYA and a local bank and company fits perfect for our loan program."

The Vickerman Company project will retain 8 jobs and create 8 full time equivalent jobs over the next two years. It is a \$2.4 million investment in the community of Norwood Young America. For more information on Vickerman Company, please visit <http://www.vickerman.com/>.

Norwood Young America is located in Western Carver County, approximately 45 minutes from Downtown Minneapolis and 20 minutes from the southwest metro. The community has seen steady population growth over the past 10 years. The Minnesota State Demographer predicts the number of people living in Carver County to increase from over 82,000 today to approximately 154,000 by the year 2030. Norwood Young America is likely to experience a lot of this growth, making it an ideal location for industrial expansion.

The 54 acre Tacoma West Industrial Park is located in the southeast corner of the city, just south of the intersection of U.S. Highway 212 and Tacoma Avenue. The City of NYA acquired the land in early 2006 and completed infrastructure improvements including roads and utilities in the spring of 2007. There are nine shovel ready lots remaining for sale. Lots are selling for \$1 square foot, subject to the developer meeting certain City requirements for lot coverage, building size, building value and job creation.

For more information about the Tacoma West Industrial Park, please contact NYA Economic Development Coordinator Christie Rock Hantge at 952-467-1993, or [crock@cityofnya.com](mailto:crock@cityofnya.com), or Carver County CDA Economic Development Director John Sullivan at 952-448-7715, or [JohnS@carvercda.org](mailto:JohnS@carvercda.org).

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