

Rural Development Helps Business Expand--Creating Jobs and Revenue in Rural Nebraska

Outline Of Need:

Bowie Fertilizer, Inc., a fertilizer, chemical, and feed company, conducted its' business predominantly around the Miller and Riverdale, Nebraska area. In 2002, they expanded into Pleasanton and in 2003 were presented with an opportunity to once again increase their business coverage, this time into Overton. Bowie Fertilizer's existing facilities sold primarily liquid fertilizer. Branching into the Overton market would mean delving into "dry" fertilizer; thus creating more opportunities and larger sales for the business.

"The flexibility of the Business and Industry Loan Guarantee process and the accessibility of the Rural Development staff enabled our financial center to provide appropriate credit structure to our customer's credit facility. Working together with USDA Rural Development, we assisted Bowie Fertilizer with their vision for expansion and provided a business plan with adequate cushions to mitigate key risks to the company."--Phil Landon, Platte Valley State Bank-Kearney

How Rural Development Helped:

Platte Valley State Bank of Kearney provided Bowie Fertilizer, Inc. with an approximately \$1.4 million loan which USDA Rural Development backed with a guarantee through its' Business and Industry (B&I) Guaranteed loan program. The funds were used to assist in the construction of the facility in Overton, as well as for the purchase of needed machinery and equipment. Working capital funds were also included to assist with the start-up costs at the new location.



The Results:

Bowie Fertilizer had built a strong clientele throughout the years by providing quality products and services to area agricultural producers. Tapping into the Overton area increased Bowie Fertilizer's sales by over \$6 million. Nine full-time jobs also resulted in this rural community of 646 residents. The expansion provided Bowie Fertilizer with the opportunity to increase and strengthen their business, as well as to position themselves to be better able to serve Overton and surrounding areas.