

MATTOON – After more than three years of a troubled economy and unsettled business conditions, NCI Building Systems has emerged from a near death experience to reinvent, retool, and reinvest in Illinois. NCI Building Systems, Inc. (NCI) is one of North America's largest integrated manufacturers of metal products for the nonresidential building industry. In 2008 the company's Mattoon location competed with sites in Mississippi and Tennessee for a new product line that would assist NCI's customers in meeting green building objectives. Unfortunately, the construction industry was one of the hardest hit during the recession and NCI was forced to take drastic steps to survive. Not only did NCI abandon the development of new product lines, but the company closed 25% of its manufacturing plants, including the plant in Mattoon which had been a stable employer since 1991. They were also forced to cut 40% of their workforce across the United States. NCI spent the recession paying down debt and securing private equity. Essentially, they fixed their balance sheet and came out of the recession transformed. They were ready to continue the development of the world's leading environmentally friendly building materials and products. After competing with four sites in three states, the Mattoon, Illinois site won the competition to retool the shuttered location for the development of a building product that has an energy efficiency higher than any product on the market.

The Illinois Department of Commerce and Economic Opportunity (DCEO) and Ameren Services worked with Coles Together to attract the \$15 million development to Illinois. The State of Illinois was aggressive in its pursuit of the project which will lead to the creation of 25 jobs immediately with plans to create more than 50 as the company ramps up production. However, even with a \$723,000 incentive package, Warren Ribley, the Director of DCEO pointed out "it's not a hand-out; it's a 20-to-1 return."

The partnership of Ameren Services also helped make Illinois the natural choice for the company's multi-million dollar investment. Steve Warren, Ameren's Economic Development Specialist, brought decades of experience to the negotiations and provided technical and financial assistance. NCI was able to take advantage Ameren's Act On Energy program to replace outdated lighting throughout the plant with energy efficient overhead industrial lighting.

Today NCI is the largest supplier of metal buildings in the United States and Europe. With a link to the company's past, Mattoon is also an essential building block to its future. Without the collaboration of DCEO and Ameren, NCI's future might have been brighter in another state.