

SUCCESS STORIES



WYOMING ECONOMIC DEVELOPMENT ASSOCIATION

W E D A

2004

WEDA's Mission: To provide leadership support and foster economic development in Wyoming.

WEDA believes that economic development happens at the local level. The following success stories have improved Wyoming's economy in 2004, or will improve our ability to compete in the economic arena in the future.

These 73 economic development success stories submitted by WEDA members around the state include existing businesses that have expanded or been retained, new businesses that have been recruited and relocated, community infrastructure projects, workforce and leadership programs, grants, capital investments, and more. Most economic development has happened because important partnerships were formed that focused on providing jobs and improving the quality of life for Wyoming citizens.

While these stories represent only a fraction of economic development that occurred in 2004, we hope they help communicate our successes at the local level, and illustrate how all of our partners, especially the Wyoming Business Council, have been key players.

Albany County



Contact/Organization:

Tim Stamp, Laramie Economic Development Corporation

Name & Location of Business helped:

The Blue Sky Group/Welldog, 1482 Commerce Drive, Suite T, Laramie

Type of Business/Economic Development Activity:

The Blue Sky Group/Welldog is a technology and research company that has recently invented a chemical sensor that detects the amount of natural gas and coal located in a site. This invention can also determine which well will produce the most with the least amount of water.

Assistance Received:

LEDC has worked with Welldog for many years. They are a past participant of the Revolving Loan Fund. This year they received \$1.5 million in Venture Capital. LEDC also assisted Welldog to apply for a Wyoming Business Council Tradeshow Grant and Workforce Training Grants.

For more information about WEDA, please contact:

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Investment:
\$3.5 million

Number of Jobs Affected:
25

Payroll:
\$1,000,000 estimated
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Name & Location of Business helped:
The City of Laramie, 406 Ivinson Avenue, Laramie

Type of Business/Economic Development Activity:
The City of Laramie has continued to develop its property known as the Turner Tract. This property has recently hosted the new opening of the Mountain West Farm Bureau Corporate Headquarters, Laramie Ice Arena, and the Laramie Recreation

Albany County continued page 2

Albany County Continued...

Center as well as a new development in the works for the Laramie County Community College, Albany County Campus. The property master plan is being subdivided to include corporate offices, business parks, housing, and a small section of neighborhood retail. The City of Laramie received \$1.5 million in Business Ready Community grant dollars from the Wyoming Business Council for infrastructure use on the Turner Tract.

Assistance Received:

Assisted in Business Ready Community grant preparation.

Investment:

\$1.5 million

Name & Location of Business helped:

Health Management Worldwide, 1604 Grand Avenue, Laramie

Type of Business/Economic Development Activity:

Health Management Worldwide provides corporate services for companies around the United States. In August of 2004, the company relocated its corporate headquarters from Washington State to Laramie. This company will be hiring 70 full-time employees in January of 2005 and continue to expand every 3 months.

Assistance Received:

LEDC has helped Health Management Worldwide to find their current location and will work closely with the owner to locate building options as the business expands. Laramie County Community College opened a class for Sales and Customer Service to help train employees of Health Management Worldwide. LEDC also

assisted in applying for a Workforce Training Grant to begin training the new employees.

Investment:

\$300,000

Number of Jobs Affected:

70

Payroll:

\$2,322,000

Name & Location of Business helped:

Magnetic Ray's, P.O. Box 2355, Laramie

Type of Business/Economic Development Activity:

Magnetic Ray's is a new company in Laramie that manufactures fly fishing equipment made with magnets designed not to destroy clothing or flies. Magnetic Ray's is a small start-up manufacturing business that will eventually grow to employ 5 to 10 people.

Assistance Received:

Magnetic Ray's was the recipient of the 2003-2004 New Business Challenge Award. Magnetic Ray's received in-kind services valued at \$7,500 from Nexa, First National Bank, The Laramie Daily Boomerang, Mader Tschacher Peterson & Co., Insurance Unlimited, and Prudential Financial. With this award, Magnetic Ray's also received a \$1,500 start-up grant from the Wyoming Business Council and \$1,500 from the Laramie Area Chamber of Commerce. In addition LEDC supported Magnetic Ray's application to receive a Wyoming Business Council Tradeshow Incentive Grant.

Investment:

\$10,500

Number of Jobs Affected:

One employee now, and eventually expanding to 5-10 employees

Name & Location of Business helped:

Wyoming Technology Business Center, University of Wyoming, Laramie

Type of Business/Economic Development Activity:

The University of Wyoming, the City of Laramie, and LEDC joined forces to help create The Wyoming Technology Business Center, which will act as an incubator for companies being created out of University of Wyoming research. These companies will eventually move out into the communities around Wyoming.

Assistance Received:

LEDC assisted in preparing the federal grant received from the Economic Development Administration. LEDC helped to procure the appropriations from U.S. Department of Housing and Urban Development. LEDC has also helped to fundraise private sector dollars to support the Wyoming Technology Business Center.

Investment:

\$9.4 million

Contact/Organization:

Diane Johnston, WIDC/Frontier CDC

Name and Location of Business:

CBM Associates, Inc., 920 Sheridan, Laramie

Type of Business/Economic Development Activity:

CBM Associates, a water resource management firm, specializes in hydrologic and environmental solutions. A majority of their work is related to coal bed methane exploration and services. Funding provides financing for purchase of an office building in Laramie, and construction of an office building in Gillette.

Assistance Received:

SBA 504 loan – Total project: \$620,000 for Laramie location

Number of Jobs:

Approximately 50 between the Laramie and Gillette locations

Name and Location of Business:

Kids Connection, 506 South 21st Street, Laramie

Type of Business/Economic Development Activity:

This daycare operation has been in operation since 1991. The owners have been leasing their space during that time. Funding for this project will provide for the purchase and renovation of the building that is now being leased, resulting in considerable savings for the owners.

Assistance Received:

SBA 504 Loan – Total Project: \$227,500

Number of Jobs:

20

Name and Location of Business:

Tommy Jacks, 221 Grand Avenue, Laramie

Type of Business/Economic Development Activity:

Funding was provided for the purchase and renovation of a building in Laramie to open an upscale Cajun-style restau-

rant and bar. The owners opened Tommy Jacks Cajun Grill in Cody, Wyoming in 2001. They were approached to sell their idea and become a corporate chain. To do this, they had to have two successful operations. After research, they recognized the need in Laramie and formed Crazy Crawfish, LLC. There have been extensive renovations and improvements made to the building in Laramie and the restaurant can seat up to 120 patrons.

Assistance Received:

SBA 504 Loan – Total Project: \$507,916

Number of Jobs:

50

Contact/Organization:

Rosemary Bratton/Wyoming Women's Business Center

Name & Location of Business Helped:

Ballooney Bin, Laramie

Type of Business/Economic Development Activity:

Costume Shop

Assistance Received:

Naomi has enjoyed making people smile all her life. Naomi started her business with signing telegrams. Her business slowly grew into offering costumes and party wear. Naomi contacted WWBC after she purchased a building and her business started to decline with the economic downturn. WWBC agreed to help in the form of financial and technical assistance. WWBC has been working monthly with Naomi to redirect her business efforts to change with the needs of her customers including offering costuming services to schools and theatre groups in the Tri-State area for their productions.

These programs and funding have been made possible through technical assistance grants from the Wyoming Business Council, USDA Rural Business Enterprise Grant (RBEG), and Small Business Administration.

Investment:

\$1438 in technical assistance

Number of Jobs Created:

1

Name & Location of Business Helped:

Dancing Woman Ventures, Laramie

Type of Business/Economic Development Activity:

Women's Prayer Flags/Women's Voices. The owner hand creates and silk screens her prayer flags and has written women's voices to coincide with each flag. Her voices are inspirational, offering words of encouragement to women while promoting women's well-being.

Assistance Received:

The owner has received assistance in website development, marketing, pricing strategies, and accounting training assistance. These programs and funding have been made possible through technical assistance grants from the Wyoming Business Council, USDA Rural Business Enterprise Grant (RBEG), and Small Business Administration.

Investment:

\$1,352

Number of Jobs Affected:

1 created

Payroll:

\$31,200

Albany County continued page 4

Albany County Continued...

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Name & Location of Business

Helped:

Secular Nought, Laramie
www.secularnought.com

Type of Business/Economic Development Activity:

Online comic and related products

Assistance Received:

Lance received a vision to create a new way to spread the word to young teens. He created a high-tech way for teens to learn Christian teachings. WWBC initially helped get the original effort off the ground. Lance has been working with WWBC to expand his message to reach millions around the world. WWBC is working with him to develop a business model to present to venture capitalists.

These programs and funding have been made possible through technical assistance grants from the Wyoming Business Council, USDA Rural Business Enterprise Grant (RBEG), and Small Business Administration.

Investment:

\$2370 in technical assistance

Number of Jobs Affected:

1 created
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Big Horn County



Contact/Organization:

Paul Thares/Big Horn County Economic Development, Inc., (BHCED, Inc.)

Type of Business/Economic Development Activity:

Airplane Service and Maintenance

Assistance Received:

Big Horn County was awarded a \$1.3 million Economic Development Administration Public Works Grant to assist with building a new 27,000 plus square foot hanger at the county's south end airport. This hanger project is to help facilitate new job growth in the area of airplane service and maintenance.
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Type of Business/Economic Development Activity:

In June 2004 BHCED, Inc. brought in Dr. Kjell Knudsen and Dick Braun as part of a three-day visitation from the University of Minnesota Duluth (UMD). Dr. Knudsen is the Dean of the School of Business and Economics and Dick is an "Entrepreneurial/Business Development Specialist" with the UMD Center for Economic Development. Kjell was the guest speaker for the non-profits June meeting, and then spent the next two days meeting with various members of the business community and also spoke to the Basin Chamber of Commerce. During this same time Dick put on a 1 1/2 day entrepreneurial/business plan workshop.

Assistance Received:

This visitation was paid for in part by a grant from the Wyoming Women's Business Center and through a Rural Community Assistance Grant from the US Forest Service.
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Type of Business/Economic Development Activity:

Leadership Big Horn County (LBHC) kicked off in October 2004. Twenty-three participants representing six communities within the county are enrolled in the seven-month course.

Classes alternate between the different Big Horn County communities to give exposure on resources and issues to participants countywide and develop greater intra-and inter-community cooperation.

Assistance Received:

LBHC was awarded a \$2,000 grant from PacifiCorp to achieve the course objectives. Diane Wagner, Town of Frannie Clerk and BHCED executive director Thares co-submitted the grant.
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Type of Business/Economic Development Activity:

In spring 2004, five people graduated from the MedQuist medical transcript-training program that BHCED, Inc. brought into the county.

Jobs Affected:

This will provide new job opportunities for the 5 graduates.
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Type of Business/Economic Development Activity:

In June 2004 Big Horn County Economic Development, Inc. announced the winner of their first Business Challenge Program, which is a business plan contest to promote entrepreneurship. The recipient of this award is a new start-up business called Stone Quest Quarries located in Lovell.

Assistance Received:

Leah Bruscano, Northwest Regional Director for the Wyoming Business Council, provided \$2,500 cash to match with money raised for the program.

Number of Jobs Affected:

Currently this new business has 4 full-time employees, and is planning to expand to 10 full-time employees over the next couple of years.
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Contact/Organization:

Diane Johnston, WIDC/Frontier CDC

Name and Location of Business:
Tommaron, Inc., Burlington

Type of Business/Economic Development Activity:

Landscaping and Sprinkler business - Funding provides for the purchase of an existing 7,500 square foot building consisting of a warehouse and office space. Thomas Davidson started Davidson Sprinkler in 1993. He has done landscaping and sprinkler systems for several businesses, the Parks Department, several municipalities and WyDOT. Some of his jobs include the landscaping on the Lusk Rest Area, Red Gulch Dinosaur Track-Site Visitors Center, Boysen State Park, Orin Junction Rest Area, Independence Rock Rest Area, and Gillette CAM-PLEX.

Assistance Received:
IRP Loan – Total Project: \$80,000

Number of Jobs Affected:
2
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Campbell County



Contact/Organization:

**Judith Semple, Wyoming Small Business Development Center
Mike Lambert, Market Research Center**

Name and Location of Business:
Keyhole Broadcasting, KOAL 103.9 and KXXL FM, Gillette

Type of Business/Economic Development Activity:

Commercial FM Radio Station

Assistance Received:

While the new broadcast company was still a gleam in the owner’s eye, the manager approached the WSBDC for assistance. They needed demographic information about the community, programming trends, and some indication that the community could support another radio station. This challenge was forwarded to the Market Research Center and Mike Lambert. The information Mike provided was instrumental in the final decision to open the station. KXXL started broadcasting December 28, 2004

Number of Jobs:

The station created 7 jobs with an average payroll of \$18,000/month.
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Contact/Organization:

Judith Semple, Wyoming Small Business Development Center

Name and Location of Business:
Downtown Java Jae’s, 300 Gillette Ave. Gillette

Type of Business/Economic Development Activity:

Coffee, Lunch and wireless Internet

Assistance Received:

Jaelene knew exactly what she wanted to develop and came to the Small Business Development Center for information and assistance to develop a business plan. She used the plan to obtain a loan and also to convince the landlord that she had a chance to succeed. The downtown coffee shop that opened in July 2003 has been very successful, doing far better than

she had dared project when she put together the cash flow. Jaelene conferred often with Judith in the SBDC office as she built her business on paper. In addition to breakfast, sustenance for a mid-morning break, lunch and an after school snack, Java Jae’s is open week-end evenings with open mike entertainment. Jaelene is a staunch supporter of the WSBDC, sending several of her friends for business counseling.

Number of Jobs:

11 people, creating 5 full-time jobs.

Investment:

\$150,000
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Contact/Organization:

Diane Johnston, WIDC/Frontier CDC

Name and Location of Business:

North Platte Physical Therapy Services, Inc., 4 J Business Park, Gillette

Type of Business/Economic Development Activity:

Physical Therapy Business - Funds provided for the purchase of a new building. This new building will provide expanded therapy services with additional workout facilities for their patients.

Assistance Received:

SBA 504 Loan – Total Project: \$1,262,005

Number of Jobs:

6
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Campbell County continued page 6

Campbell County Continued...

Name and Location of Business:

Hong Kong Restaurant, 1612 W. 2nd Street, Gillette

Type of Business/Economic Development Activity:

Restaurant - The new owners have operated a restaurant in Pierre, South Dakota for several years. Funds were provided to purchase the existing Chinese/American restaurant in Gillette.

Assistance Received:

SBA 504 Loan – Total Project: \$950,000

Number of Jobs:

24

Name and Location of Business:

Sol Domus, Inc., 2805 Cedar Street, Unit B, Gillette

Type of Business/Economic Development Activity:

This is an assisted living facility for mentally and physically disabled persons. In addition to the 24-hour residential care, the company provides day care for those clients not requiring 24-hour care in the way of supervision, activities and rehabilitation. Funding for this project is for the purchase of a larger, existing building located at the Lakeway Cedar Street Condominiums for day care clients.

Assistance Received:

SBA 504 Loan – Total Project: \$500,000

Number of Jobs:

36

Name and Location of Business:

CBM Associates, Inc., 345 Sinclair, Gillette

Type of Business/Economic Development Activity:

CBM Associates, a water resource management firm, specializes in hydrologic and environmental solutions. A majority of their work is related to coal bed methane exploration and services. They have locations in Gillette and Laramie. Funding provides financing for construction of an office building in Gillette.

Assistance Received:

SBA 504 loan – Total project: \$1,062,000

Number of Jobs:

Approximately 50 between the Gillette and Laramie locations

Converse County



Contact/Organization:

Paula Flynn, Glenrock Economic Development

Name & Location of Business Helped:

Glenrock Paleon Foundation, Glenrock

Type of Business/Economic Development Activity:

Educational program providing all ages with training in Paleontology (the study of fossilized materials). The program is expected to attract national attention and draw several thousand visitors to the community throughout the year.

Assistance Received:

The Glenrock Paleon Foundation has been contracted by the State of

Wyoming Department of Education to plan educational programs for all ages of learning. These programs are intended to integrate with the public schools of the state and assist in “credit recovery” and with “gifted and talented” students. The initial set up of the programs will give students hands-on training in excavation and lab techniques used within the field of Paleontology, coupling them to meet state standards.

Contact/Organization:

Rosemary Bratton, Wyoming Women’s Business Center

Name & Location of Business Helped:

Rolling Hills Services, Glenrock

Type of Business/Economic Development Activity:

Rural Trash Service

Assistance Received:

The owner used a Microloan to fund her start-up. Training has been provided for accounts receivable collection techniques. Expansion feasibility studies have been performed along with assistance working with state and county officials regarding closure of the local landfill. These programs and funding have been made possible through technical assistance grants from the Wyoming Business Council, USDA Rural Business Enterprise Grant (RBEG), and Small Business Administration.

Investment:

\$535 in technical assistance.

Number of Jobs Affected:

2 created. The owner employs disabled persons exclusively.

Fremont County



Contact/Organization:

Margie Rowell, Small Business Development Center/Fremont County Center

Name and Location of Business:

Wild West Mountain Sports, 10655 N. Federal, Riverton

Type of Business/Economic Development Activity:

Snowmobile/ATV business

Assistance Received:

Dawn and Lee Rohn purchased an existing snowmobile/ATV business and building in April 2004. In the first five months of business, they had sales of 80% of total sales for the year 2003. Dawn had a very successful dog grooming business prior to their new endeavor. She came to the SBDC in November 2003 wanting to know about loans and how to purchase an existing business. Margie Rowell explained the process of financing a business (SBA 504 loan) along with a discussion on business plans. Margie gave her the web address for Active Plans and also discussed cash flow, structuring the transaction and business entity. Dawn did all the paperwork herself for forming a corporation, completed the business plan, financials, and obtained an SBA loan from Community 1st Bank in Riverton.

Investment

\$235,000

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Contact/Organization:

Sandi Thomas, City of Lander

Type of Business/Economic Development Activity:

Creation of a new Downtown Business Park

Assistance Received:

A grant from the Wyoming Business Council was received for demolition of the old Lander Valley High School and installation of infrastructure for the creation of a new business park. A partnership between Fremont County School District and the City of Lander was established and a Joint Powers Board was formed to facilitate activities at the new business park.

Investment:

Approximately \$2,000,000 will be invested in this project at this point in time. An additional \$1,000,000 is being sought to complete the project.

Number of Jobs Affected:

It is anticipated that this project will create approximately 125 jobs over the next few years.

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Johnson County

Contact/Organization:

Diane Johnston, WIDC/Frontier CDC

Name and Location of Business:

Ouray Sportswear Wyoming, Inc., 1311 Fort Street, Buffalo

Type of Business/Economic Development Activity:

Manufacture and Sales - Ski Country, Inc. is a family owned business begun in 1965 by Bill Musselman to serve America's young ski industry. Bill set out to import ski accessories from Europe's ski country - Switzerland, Germany, Austria, Spain and Italy - and sell them to the ski resorts that were beginning to spring up along the Colorado Rockies. To drive sales for the young business, Bill filled the family station wagon with samples of ski and resort accessories and drove from ski area to ski area, finding customers.

The company grew and matured with Colorado's ski industry. In the early 1980s ski areas and resorts began to offer clothing and hats displaying their name and logos. SCI added embroidered baseball hats and garments to its line of products. Initially, the company contracted the embroidery of these products out to other companies. Shortly after adding these products to its line however, the company purchased its first embroidery machine to control the quality of the embroidery and product distribution. In the 30 years that the company has been in the embroidery business SCI has grown to become one of the largest volume embroiders in the county.

In early 1990, SCI made a conscious decision to expand its customer base beyond winter ski resorts to include resorts that serve summer clientele, marketing and promotional companies in the Advertising Specialty Industry (ASI) and corporate customers. At that time, the company abbreviated its name from Ski Country Imports to SCI to indicate its expanding and increasing diverse customer base.

Johnson County continued page 8

Johnson County Continued...

In 2001 the company expanded into Wyoming and created Ouray Sportswear Wyoming. The expansion proved to be very profitable for the company and in 2004, they built a 25,000 sq. ft. building in Buffalo. Total employment has increased to 45 employees in the rural town of Buffalo.

Assistance Received:

IRP Loan – Total Project: \$20,140
Funding provided for the purchase of additional equipment for the expansion facility in Buffalo.

Number of Jobs:

17 jobs created

Laramie County



Contact/Organization:

Randy Bruns, Cheyenne LEADS

Name & Location of Business Helped:

Future companies looking to relocate or expand to Cheyenne.

Type of Business/Economic Development Activity:

New West I-80 Business Park — purchase of 612 acres for business park development along I-80.

Cheyenne LEADS purchased 612 acres of land for business park development along I-80 west of Cheyenne with proximity to I-25 and has successfully rezoned it to Light Industrial. An I-80 interchange will be constructed and a master plan is being

prepared for the development. LEADS saw the need to be ready when companies looked to Cheyenne to relocate or expand. This land purchase was facilitated by unprecedented community support for the economic growth initiative, Progress & Prosperity II. The initiative was a community-wide fundraising campaign that was successfully completed in January 2004, which surpassed its \$2.8 million goal by nearly \$1 million.

Assistance Received:

Progress & Prosperity grant; Wyoming Investment Ready Communities Grant administered by the WBC.

Name & Location of Business Helped:

JELD-WEN, Cheyenne

Type of Business/Economic Development Activity:

Window and door manufacturer expanding — to build on 14 acres in LEADS' Cheyenne Business Parkway.

JELD-WEN, the world's largest manufacturer of doors and windows, outgrew its 49,000-square-foot facility in Cheyenne and began a search of the Cheyenne and Northern Colorado area to find a location to build a new, larger facility. Working with Cheyenne LEADS, the company chose to remain in Cheyenne. As a result, 200 jobs were kept in the area and 100 new jobs are projected within the next two years as a result of the expansion. The new 138,000-square-foot facility is nearing completion in LEADS' Cheyenne Business Parkway.

Number of Jobs Affected:

200 current jobs retained with up to 100 new jobs created over the next two years.

Contact/Organization:

Rudy Nesvik, GRO-BIZ (Government Resources and Opportunities for Business)

Name and Location of Business:

Sheets and Such, Cheyenne

Type of Business/Economic Development Activity:

Laundry Services

Assistance Received:

Conee Sheets, owner of Sheets & Such of Cheyenne contacted Rudy Nesvik with GRO-Biz with an interest to bid on the laundry contract at F.E. Warren Air Force Base. The present contract was due to expire and the new contract was for a base year plus two option years. GRO-Biz provided approximately 80 hours of counseling assistance which included the preparation of a proposal submission. GRO-Biz served as the liaison between Conee and Air Force contracting officials. Conee was referred to the SBDC for continued business counseling. As a result of receiving a \$454,000 contract award, Conee was able to purchase new equipment and move to a new location.

Number of Jobs Affected:

6-8 full-time individuals

Contact/Organization:

Diane Johnston, WIDC/Frontier CDC

Name and Location of Business:

Cheyenne Freightliner, Sterling, Western Star, Inc., 221 West Deming, Cheyenne

Type of Business/Economic Development Activity:

Truck Sales and Service - Mark and Karrie Gillam purchased a building in Cheyenne in 2002 through the SBA 504 loan program. They handle all sales and service for Freightliner, Sterling and Western Star Trucks in the Cheyenne area.

Assistance Received:

SBA 504 Loan – Total Project: \$650,518

The business has grown considerably and this new funding provides for the construction of six additional bays to the existing building.

Number of Jobs:

22
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Name and Location of Business:

Sanfords Grub & Pub, 115 E. 17th Street, Cheyenne

Type of Business/Economic Development Activity:

Restaurant - The company began in 1992 when the owners opened bar/restaurant facilities in Gillette, Wyoming known as Humphrey's and Mingles. They later opened another restaurant in Spearfish, South Dakota and with the success of that operation, they formed Sanford's Grub & Pub of Wyoming and opened at a Sheridan location in 1994. Since then they have Sanford's locations in Casper and Cheyenne.

Assistance Received:

SBA 504 Loan – Total Project: \$680,657

Funding for this project provides for the purchase and renovation of the leased building in Cheyenne.

Number of Jobs:

10 jobs to be created
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Contact/Organization:

Rosemary Bratton/Wyoming Women's Business Center

Name & Location of Business Helped:

I Am Beautiful, Cheyenne, <http://www.iambeautifulllc.com>

Type of Business/Economic Development Activity:

Mastectomy Products

Assistance Received:

The owner had a vision to be able to help women after breast cancer surgery regain their confidence and self esteem. I Am Beautiful has opened a boutique specializing in mastectomy products with the help of a WWBC loan. We are currently working with the owner to test the feasibility of expansion to blouses, hair pieces, and swimwear. These programs and funding have been made possible through technical assistance grants from Wyoming Business Council, USDA Rural Business Enterprise Grant (RBEG), and Small Business Administration.

Investment:

\$3741 in technical assistance

Number of Jobs Affected:

1 created.
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Name & Location of Business Helped:

Idle Thyme Farms, Carpenter idlethymefarm@aol.com

Type of Business/Economic Development Activity:

Organic Farm

Assistance Received:

The organic farm is operated as a cooperative. Shares of vegetables, free range poultry, and eggs are sold at the beginning of each year. The business has been steadily growing for the past three years. Because of the short growing season in Wyoming; the owner has constructed homemade greenhouse tunnels to start her plants in early March. The volume of interest in the organic vegetables has grown to a point the farm needed to purchase a 20 x 96 foot tunnel to meet her customers' needs. WWBC worked alongside the owner to finance the tunnel and drip irrigation system. The technical assistance needs are more governmental at this point. The farm has been unable to obtain its "farm" number. The owner was told by the agency involved to "call them when she grows up and has a real farm". Shelly has been guest speaker at many symposiums, she also currently works with a local botanical garden for weekly radio shows. Two universities are conducting research on her farm. The farm has "grown up" and we recently received word it has received its "farm" number thanks to the diligence of the Wyoming Business Council. These programs and funding have been made possible through technical assistance grants from Wyoming Business Council, USDA Rural Business Enterprise Grant (RBEG), and Small Business Administration.

Investment:

\$381 in technical assistance

Number of Jobs Affected:

1 created.
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Laramie County Continued...

Name & Location of Business

Helped:

Elan Vitale Wellness Center, Cheyenne

Type of Business/Economic Development Activity:

Wellness center providing quality alternative/complementary health services and products. They offer health and wellness consultations with naturopathic Dr. Pia Minard, bioenergetic evaluations, therapeutic massage, nutritional counseling, light therapy, magnet therapy, reflexology, reiki, aromatherapy, etc. The center carries vitamins, minerals, supplements, herbs, homeopathics, and professional supplement products.

Assistance Received:

Wyoming Women's Business Center has assisted Elan Vitale in branding, marketing and a Microloan. These programs and funding have been made possible through technical assistance grants from Wyoming Business Council, USDA Rural Business Enterprise Grant (RBEG), and Small Business Administration.

Investment:

\$185 in technical assistance

Number of Jobs Affected:

4 new jobs created.

Lincoln County



Contact/Organization:

Bill Ellis, WSBDC

Name & Location of Business

Helped:

Mark & Linda Hunter, Hunter's Maytag Home Appliance Center 828 S. Washington, Afton

Type of Business/Economic Development Activity:

Start-up business assistance and business plan development.

Assistance Received:

Interest in business started at an early age for Mark Hunter. As a senior in High School Mark won his state DECA contest and went on to the nationals in Houston and where he received honorable mention at the national contest level. At age nineteen he became self-employed and has been so ever since. Mark has started five different businesses in a 24-year span and has experienced great success as well as disappointment.

He has three U.S. Patents and enjoys marketing. One of his latest ventures is opening a new Maytag Home Appliance Center in Afton. After much consideration Mark and his wife Linda decided to combine their skills and work closely together to see this business enterprise through. After several months of market research he and his wife launched it in May, 2004. They have enjoyed great success. By month four their sales surpassed the 9-month sales of the other similar appliance centers in their three-state region.

Bill Ellis of the SBDC reviewed their business plan and made some suggestions, which were put into action. This help was key in acquiring the needed capital to implement their venture from a regional bank. The SBDC has been a great asset since 1994 to Mark. Diane Wolverton, the now State Director of the SBDC, was instrumental in providing contacts, information,

and training to Mark early on. But most of all the SBDC has provided the encouragement to turn over every stone of opportunity regardless of the size.

Number of Jobs Affected:

2 jobs created

Contact/Organization:

Diane Johnston, WIDC/Frontier CDC

Name and Location of Business:

Aviat Aircraft, Inc., Afton

Type of Business/Economic Development Activity:

Aircraft - The company was formed in 1940 as a builder of light aircraft and has gone through several ownerships. Stuart Horn purchased the business in 1996 and has built the company into a very successful aircraft manufacturing entity. They currently manufacture and services five different aircraft - the Husky A-1, A-1A, A-1B, Pitts Special S-2C, an aerobatic plane and a kit plane called the Eagle II.

Assistance Received:

SBA 504 Loan \$2,362,000
Funding will be provided for three different projects: construction of a production facility, purchase of additional equipment, and additional space to an existing building.

Number of Jobs:

68

Natrona County



Contact/Organization:

Chris Manegold, Casper Area Economic Development Alliance, Inc. (CAEDA)

Name & Location of Business Helped:

Northwest Airlines, Natrona County International Airport, Casper

Type of Business/Economic Development Activity:

The Casper Area Economic Development Alliance (CAEDA) embarked upon a major Community/Infrastructure Development project last spring in their courtship of Northwest Airlines to the Natrona County International Airport. Bringing Northwest air service to Casper was meant to fulfill several objectives. Improved national and international connectivity for central Wyoming was one priority. Opening up a new region of the country for business attraction was another.

Assistance Received:

CAEDA applied for and was granted \$1.8 million dollars by the Wyoming Business Council with the recommendation of the Aeronautic Commission for an Air Service Enhancement grant. Beyond the State's grant money, CAEDA created the Forward Casper Air Service campaign, which garnered almost \$400,000 in local support for the new air service. In addition, the Economic Development Joint Powers Board and Forward Casper pledged \$425,000 towards a revenue guarantee to Northwest for the first year of air service. Forward Casper also commit-

ted \$20,000 to the advertising campaign for the first year marketing strategy, and an additional \$25,000 for consulting fees and travel bank promotions.

Investment:
\$2,670,000

Number of Jobs Affected:
11 full and part-time jobs were created

Payroll:
\$256,000

Contact/Organization:

Diane Johnston, WIDC/Frontier CDC

Name and Location of Business:
Fabrication Technologies, Inc., 1450 N. 7 Mile Road, Casper

Type of Business/Economic Development Activity:

Manufacturing - Fabrication Technologies was formed in January 2000 as a result of the closing of National Oilwell's fabrication division. They specialize in the design, fabrication and servicing of pump packages for all types of fluids. They also design portable flood systems including piping and control systems.

Assistance Received:
SBA 504 Loan – Total Project: \$800,000
Funding was provided for the purchase of their existing building, which had been leased previously.

Number of Jobs:
45

Name and Location of Business:
Family Medicine of Casper, P.C., 2546 East 2nd Street, Casper

Type of Business/Economic Development Activity:

Medical - This business is well established and has provided services in the field of family medicine in the Casper area since May of 1997.

Assistance Received:
SBA 504 Loan – Total Project: \$662,000

Funds were provided to purchased a new 8,000 square foot building in the new Hilltop Professional Plaza to house the existing medical practice.

Number of Jobs:
12

Name and Location of Business:
Homax Oil Sales, Inc., 605 South Poplar Street, Casper

Type of Business/Economic Development Activity:

Sales - Homax Oil Company was formed in 1978 in Casper as a Conoco light oil and lubricant distributor. In 1983 they built their first C-store and later opened two more stores; all are located in Casper. The Homax growth is the result of the expanding industrial market.

Assistance Received:
SBA 504 Loan – Total Project: \$1,892,500
This loan provided funds for the purchase of real assets of the company consisting of five separate properties.

Number of Jobs:
48

Natrona County Continued...

Name and Location of Business:
Tire Professionals, Inc., 58 Casper
View Court, Mills

Type of Business/Economic Development Activity:
Sales and Services

Assistance Received:
SBA 504 Loan – Total Project:
\$812,000
The owners have been operating the business in a leased building for several years. This funding will provide for acquisition of land and construction of a new building as well as purchase of machinery and equipment.

Number of Jobs:
9
.....

Name and Location of Business:
Trout Machinery, Inc., 3250 E.
Yellowstone, Casper

Type of Business/Economic Development Activity:
Sales and Service - Trout Machinery started in 1992 as a sole proprietorship. The company purchases trucks and industrial equipment nationwide and sells regionally. They fill a niche in marketing used equipment primarily associated with service providers at reasonable prices.

Assistance Received:
SBA 504 Loan – Total Project:
\$525,000
Funding was provided for purchase of property including a building, lot and equipment adjacent to their present location.

Number of Jobs:
3
.....

Name and Location of Business:
Wyoming Investment Partners, 455
Thelma Drive, Casper

Type of Business/Economic Development Activity:
Fitness Center - The Club has two fitness centers in the City of Casper, east and west. Both locations offer various types of fitness equipment and the east facility houses a swimming pool and indoor tennis courts.

Assistance Received:
SBA 504 Loan – Total Project:
\$2,186,651
Funding for this project will provide for the purchase of the existing Wyoming Athletic Club in Casper.

Number of Jobs:
100
.....

Name and Location of Business:
Western Environmental Services &
Testing, Inc. (WEST), 913 Foster
Road, Casper

Type of Business/Economic Development Activity:
Environmental – WEST specializes in environmental testing for companies in the mining, oil and gas business as well as power plants throughout Utah, Colorado, Nebraska, Wyoming with some operations overseas.

Assistance Received:
SBA 7(a) and SBA 504 Loans – Total Project: \$1,500,000 and \$450,000, respectively.
The 7(a) loan will provide funding for fourteen employees of WEST to purchase the company stock from the current owners. The 504 loan proceeds will be used to purchase the building now owned by the current stockholders of WEST.

Number of Jobs:
14
.....

**Niobrara
County**



Contact/Organization:

Leonard Holler, Wyoming Small Business Development Center, Region #3

Name and Location of Business:
Lusk Car Care, LLC, Lusk

Type of Business/Economic Development Activity:
Car Wash

Assistance Received:
Darin and Marcia Hanson sought assistance from the WSBDC regarding the startup of a car wash in Lusk, WY. The Region 3 SBDC staff assisted with the development of a business plan and worked with them to determine financial resources that were available to them in the Lusk community. The Hansons used Active Plan, the on-line business planning resource available through Wyoming SBDCs. The SBDC counselor worked with them by phone and email. The Hansons revised their plans several times and were able to get financing through a local economic development organization, a local bank and personal equity.

Investment
\$134,000
.....

Park County



Contact/Organization:

Gene Bryan, Cody Chamber & Economic Development Council

Name & Location of Business

Helped:

A variety of businesses in Cody, beginning with Fremont Motors

Type of Business/Economic Development Activity:

Infrastructure improvements

Assistance Received:

A Business Ready Community Development Grant (Business Committed) was awarded to the City of Cody for an infrastructure project in support of Fremont Motors' plans to build a new and expanded facility

Investment:

\$197,842 Business Ready Community Development Grant

Number of Jobs Affected:

Fremont Motors will add 10 employees when the new facility opens early in 2005. Neighboring business Crum Electric has utilized the infrastructure improvements to double their capacity. Four new building permits have been issued as a result of the new infrastructure, and three existing businesses (Woodward Tractor, Theil Cabinet Company and Filner Construction) are planning expansions as a result of Fremont Motors' vacating their old facility.



Contact/Organization:

David Reetz, Powell Valley Economic Development Alliance

Name & Location of Business

Helped:

Allied Seed Inc., Agway Inc., Fremont Beverages and Tri-County Pump, Powell

Type of Business/Economic Development Activity:

Successful economic development does not consist of a one-time event and isn't always easy. It must be executed with persistence and a never-quit attitude even when reversals occur. In 1998, the Powell Valley Economic Development Alliance built a 20,000 sq. ft. plant for Allied Seed under a lease/purchase contract. Allied Seed Inc. was bought by a Henderson, Nevada investment group that eventually declared bankruptcy.

The Alliance then helped new principals re-establish the company with a new business plan with the new owners buying the company out of bankruptcy and resuming operations. But disaster struck again when Agway Inc., the major investment partner in the second transaction and the largest cooperative in the northeast United States, declared bankruptcy. In early 2004, the Powell economic group landed on its feet by selling the building to Fremont Beverages, a large family-owned company from Worland, for a new Pepsi facility. The 20,000 sq. ft. building almost doubled the size of the Pepsi facility, which now has 13 employees based out of the Powell operation.

The Powell group paid off the Challenge Loan, which was one of the first Challenge Loans booked by the Wyoming Business Council. In the

meantime, another Powell company, Tri-County Pump, needed a larger facility. It acquired the old Pepsi building and now has needed room for expansion. The Powell group kept three acres of the original Allied Seed site in the Fremont Beverages sale and then sold these acres to a long-standing local family business that is now constructing a new facility on the site, with the intention for additional businesses on the site.

Assistance Received:

Wyoming Business Council Challenge Loan



Name & Location of Business

Helped:

Watertower West Park, Powell

Type of Business/Economic Development Activity:

This new large park at the west end of Powell has two phases of commercial development and two large housing subdivisions currently under development, plus three other housing projects in the city. This project has contributed to one of the strongest and largest growth spurts in the history of the community.

Assistance Received:

The community's non-profit land development group, Target Powell Valley, purchased the 169-acre tract of land, obtained planning services from a professional planning company and developed an attractive and functional mixed-use plan that provided for retail, commercial and residential aspects in the park. Two Wyoming Business Ready Community grants helped Phase 1 and Phase 2 develop. The residential phase of the project has been highly successful, with 125 lots currently developed and offered

Park County continued page 14

Park County continued...

for sale, with 31 homes already constructed and eight under current construction.

In addition, the City of Powell received a major grant to provide a well-landscaped greenbelt to the length of entire project. This project added trees, planting, grass, and a meandering sidewalk, which makes the west entrance to Powell not only beautiful but attractive to businesses locating in the area. Added to this, a veterans' memorial designed by Powell High School students has been built at the edge of the gateway property, which again demonstrates the spirit of the community and a desire to make Powell, and this park, an attractive location for businesses and homes.

The economic group and the City of Powell have contracted for an updated housing study, with results to be unveiled in January of 2005. This study is expected to provide valuable information to the private sector in the continued development of the residential portion of this impressively sized project.

Investment:

Total investment, not including Business Community Grants, is \$1.4 million.

Jobs Affected:

Six of the business lots in Phase 1 have already been sold, with a high-end day care center now fully operating, a large physical therapy center now under construction, a mental health center scheduled for construction this spring and other businesses now being planned for the two other lots. Commercial lots in Phase 2 are expected to be available next fall following completion of construction.

Contact/Organization:

Beth Hink/Sharon Nichols, US Small Business Administration

Name & Location of Business

Helped:

Specialty Electrics Incorporated, 846 Road, Bldg C & D, Powell

Type of Business/Economic Development Activity:

Energy transmission - Specialty Electrics Inc. (SEI) moved to Powell from Hailey, Idaho, four years ago. The California energy catastrophe opened doors to businesses that make energy transmission possible. Eric Schroeder capitalized on their abilities to do just that and Specialty Electrics Inc., which manufactures equipment that controls the transmission, capitalized on the boom in this industry.

As a result, SEI takes pride in quality of workmanship, flexibility, engineers working for them and meets the demands of their contracts. Their background knowledge in design, protective relaying and field testing improves their ability to interface with client engineers and develops the quality and precision of their product. Having the ability to identify possible mistakes and miscalculations in the designs prior to project completion saves clients time and money. All products are manufactured in accordance with ANSI/IEEE standards. SEI is a UL listed company capable of providing certified electrical equipment if necessary. They use state-of-the-art equipment and procedures to achieve the level of quality the industry demands.

The decision to move to Powell came about because Hailey, Idaho, no longer fit requirements for this growing company. Powell economic

development individuals, First National Bank of Powell (Lloyd Snyder), the Wyoming Small Business Development Center (Dwane Heintz) and a Small Business Administration loan provided the help needed for the small, high-tech manufacturing firm.

SEI is a good fit for the Powell area, which had worked for a number of years to diversify the local agricultural-based economy with other technology-based businesses. They provided channels for purchasing raw metal for production, local machine shops capable of providing that and supply outlets needed for metal fabrication. They are proud of the value-added engineering service provided by their well-qualified engineers. They continue to look for ways to expand their borders and have bid on contracts in Africa, Iraq, and South America.

Assistance Received:

Powell economic development individuals, First National Bank of Powell, the Wyoming Small Business Development Center and a Small Business Administration loan.

Number of Jobs Affected:

They currently employ 7 to 8 full-time employees



Name & Location of Business

Helped:

St. Nick Inc. dba The Reindeer Ranch, www.reindeer-ranch.com, Cody

Type of Business/Economic Development Activity:

Retail gift shop, manufacturing of collectibles

Assistance Received:

Reindeer Ranch owner Jody Hovarth

completed the NxLevel class offered from the Wyoming Small Business Development Center in Powell, by Dwane Heintz. Jody says the class taught her that many of her ideas weren't practical, pointed her in the right direction and helped her to focus on her business plan.

Number of Jobs Affected:

Two part-time employees from January to May, and during the summer, the Reindeer Ranch ranges from 6 to 12 part-time workers.

Contact/Organization:

Deb Farris, Small Business Administration

Name & Location of Business Helped:

Yellowstone RV, 124 West Yellowstone Ave., Cody

Type of Business/Economic Development Activity:

Janice Turmaine found herself totally responsible for a business that she knew only superficially. It was the middle of the summer and the business was fighting for its life. A change in family status had left Janice facing a daunting challenge. She met with the head mechanic and with the store manager and convinced them to remain with the business. She repaired communications problems with employees and built working relationships. Good work ethic and great staff are two of their business strengths. A key storefront person, excellent mechanic/technical person and bookkeeper work together to make the business a success. Yellowstone RV is listed in all the Big Horn Basin Travel Guides and Campgrounds in the local area.

Assistance Received:

Janice used a U.S. Small Business Administration Disaster loan to overcome obstacles created by the closing of the Yellowstone Park gates due to forest fires in 1991. The gate closure caused a significant decrease in her sales and income. She was successful getting Yellowstone RV back on track with hard work and assistance from First National Bank and Trust Company. She also completed the twelve-week NxLevel Entrepreneurial Class, offered through the WSBDC, that provided her the tools and knowledge needed to operate a successful business.

Number of Jobs Affected:

4

Contact/Organization:

Rosemary Bratton/Wyoming Women's Business Center

Name & Location of Business Helped:

Cowlick & Hooves, cowlick@tritel.net, Powell

Type of Business/Economic Development Activity:

Spa and Salon

Assistance Received:

Marla opened her salon in 1996 and has been adding spa services designed for Wyoming Women ever since. Her salon now offers massage therapy, sauna packages, nails, and ear candling in addition to her full range of salon services. All of Marla's products are natural and safe for the user and the environment. As their motto says "We Got Ya Covered from Your Cowlick to Your Hooves". WWBC has been working with Marla to develop a marketing plan to increase

her business enough to purchase a larger building. These programs and funding have been made possible through technical assistance grants from Wyoming Business Council, USDA Rural Business Enterprise Grant (RBEG), and Small Business Administration.

Investment:

\$412 in technical assistance

Number of Jobs Affected:

4 created.

Platte County



Contact/Organization:

Linda Fabian, Wheatland Area Development Corporation

Name/Location of Business:

Platte County Memorial Hospital and Nursing Home

Type of Business/Economic Development Activity:

Campaign to create a Hospital District

Investment/Assistance:

WADCO was the lead agency for a countywide Hospital District campaign in partnership with the Platte County Hospital Board of Directors, Banner Health and the Platte County Commissioners. The campaign was successful in November by a 2-to-1 margin.

The county, with the assistance of grant writer Candy Wright, has since received a grant of \$1 million from the State Lands and Investments

Platte County continued page 16

Platte County continued...

Board with the opportunity to receive another \$3 million over the next two years. Banner Health has committed \$1 million to the project and the county will be selling \$3 million in revenue bonds for the project. The County Commissioners and the Hospital District board of Trustees have selected an architect to design the renovation project.

Number of Jobs Affected:

Many healthcare jobs were potentially saved.

Name/Location of Business:

Rock It Wash, Rick Kumpf, Proprietor, Wheatland

Type of Business/Economic Development Activity:

Rock It Wash is one of Wheatland's newest businesses and was the dream of Rick Kumpf. After having worked for Frank Implements for five years, Rick found himself out of a job when that business closed. He started to think about what kind of services were lacking in Wheatland and Platte County and found himself researching the power wash industry. Rather than just go out and start a power wash business, Rick discovered that professional certification would add value to his business. "Professional training is critical if a person wants to be considered competent in their chosen field," he said. He also found out that there is only one other person in the state of Wyoming that is certified, and he is in the far southwest corner of the state.

To become certified, Rick had to attend specialized training in Texas. WADCO assisted him to receive a Workforce Development Training Fund grant, and also a revolving loan that would provide him with the capital necessary to buy specialized

equipment. Rick said the training was very detailed and taught him effective and industry-acceptable techniques for cleaning exhaust systems, specifically ventilation control and fire protection of commercial cooking operations. The coursework also included an understanding of fire prevention regulations and environmental issues that pertain to the industry.

WADCO executive director Linda Fabian said Rick was a very dedicated new entrepreneur and really did his homework. "Rick was more than willing to do the research necessary to start a new business. We connected him to Leonard Holler, our regional Small Business Development Center representative, and also worked with him to get through the paperwork necessary at the state level. Rick's business plan is probably one of the most complete I've ever seen." Fabian added that Rick expects to add two or more employees within the first year of business.

Kumpf first made contact with WADCO in May. During these six or seven months he met with WADCO staff and Leonard Holler (SBDC) numerous times; conducted intensive research into the industry; completed an extensive business plan; found appropriate schools; filled out necessary paperwork, saw to minute details and has now hit the pavement running with his new business.

Investment/Assistance:

WADCO, the Wyoming SBDC and the Wyoming Workforce Center assisted Mr. Kumpf with his research, his business plan and in receiving a Workforce Development Training Grant.

Number of Jobs Affected:

One full-time job was created at the beginning and it is anticipated at least two more will be added within a year.

Name & Location of Business Helped:

Wheatland Fire Equipment, 2020 South Street, Wheatland

Type of Business/Economic Development Activity:

Wheatland Fire Equipment (WFE), a business operating in Platte County since 1983, recently announced a major expansion that will result in new jobs to the community. Their recent purchase of property at 2020 South Street gives WFE the square footage it needs to meet the growing demands of their business.

WFE is family owned and employs 18 people locally and 12 throughout six states (Wyoming, Colorado, Washington, Montana, Oregon, and Idaho). They market their respiratory protection, protective clothing and hydraulic rescue products primarily to fire departments and law enforcement agencies throughout the nation. Projections for 2004 are anticipated to reach up to \$15 million in sales.

Assistance Received:

WADCO and the Town of Wheatland were one of the first in the state to receive a Business Ready Communities grant that we aptly titled "Planning for Platte County Positives." The grant funds (\$418,500) allowed the town to purchase an investment-ready property and convey it to WADCO for marketing purposes. WADCO sold the building to WFE for their expansion project, taking cash and their facility at 1851 Oak in trade as part of the negotiations. That facility has been sold to Whitehead Construction, Inc. out of Elizabethton, Tennessee so they can open a hub in Wheatland. The funds generated through the sale of these two properties will be used by WADCO to create new, long-term jobs.

WADCO, the Town of Wheatland, the Wyoming Business Council, First State Bank and the Small Business Administration were instrumental in this project. Wheatland Fire Equipment received no incentives in this process.

Number of Jobs Affected:

The expansion project will yield 14 new full-time jobs within the next three years.

Name/Location of Business:

Whitehead Construction, Inc., 1851 Oak Street in Wheatland, headquartered in Elizabethton, TN

Type of Business/Economic Development Activity:

Whitehead Construction, Inc. (WCI) officially opened their doors at 1851 Oak Street in Wheatland. Headquartered in Elizabethton, Tennessee, the new office will service customers in the western region of the United States.

Mike Whitehead, president, said they are very excited about this opportunity that allows them to expand and create new jobs, and spoke highly of the cooperation he has received from everyone involved, including Marlin Johnson, the city/county planner, the Town of Wheatland and Doug Weaver, WADCO's attorney. "This has not been an easy task," Mike said. "There are many, many details that must be dealt with in a transaction of this nature – not only from a bottom-line planning point, but also to making sure that this is the right move for an already successful business." Whitehead added that WADCO was on top of everything throughout the process and helped grease the wheels to keep the process moving forward.

WCI will create quality jobs for Platte County residents and hired office

manager Mary Martinez, a displaced worker as a result of an existing business closing its doors. They also hired five laborers to work on a project in Iowa, and look forward to creating many more opportunities in the area.

Assistance Received

WADCO, the Town of Wheatland and the Wyoming Business Council were instrumental throughout this process. WCI and WADCO entered into a job creation incentive that will provide WCI with rebates for jobs created over a five-year period.

Number of Jobs Affected:

WCI has the potential of creating up to 50 or more jobs within five years.

Sheridan County



Contact/Organization:

Diane Johnston, WIDC/Frontier CDC

Name and Location of Business:

Double Eagle Hospitality, Sheridan

Type of Business/Economic Development Activity:

Hotel - Funding provides for the construction of a new 66-unit Wingate Inn. The hotel will include five suites, a swimming pool, meeting rooms and a breakfast area.

Assistance Received:

SBA 504 Loan – Total Project: \$4,779,000

Number of Jobs:

15 jobs to be created

Name and Location of Business:

Emit Water Discharge Technology, LLC, Sheridan

Type of Business/Economic Development Activity:

Manufacturer - EMIT is in the business of manufacturing and operating skid-mounted water treatment facilities used for treating water produced from coal bed methane wells. It began in 2002 as part of an existing water disposal entity. The company provides overall environmental solutions and ongoing technical expertise within the oil and gas industry.

Assistance Received:

SBA 504 Loan – Total Project: \$5,000,000

Funding is provided for the manufacture of water treatment units used in drilling coal bed methane wells.

Number of Jobs:

16

Name and Location of Business:

G & D Trucking, Lot 1, Arrowstar subdivision, Sheridan

Type of Business/Economic Development Activity:

Trucking - The owner has had a successful trucking business in the area for many years. His inventory consists of logging trucks, trailers and a truck mounted loader. The company provides private trucking service in the local area and contracts with Wyoming Sawmills for their hauling requirements.

Assistance Received:

SBA 504 Loan – Total Project: \$294,337

This funding will provide for the

Sheridan County continued page 18

Sheridan County Continued...

purchase of land and construction of a new building in Sheridan.

Number of Jobs:

6
.....

Name and Location of Business:

Prime Time Dining, Sheridan

Type of Business/Economic Development Activity:

Restaurant - The owners have owned and operated the Golden Steer in Sheridan for many years.

Assistance Received:

SBA 504 Loan – Total Project: \$246,888

Funding for this project will provide for construction of a new restaurant with plans to seat approximately 80 patrons and accommodations for up to 100 people for private parties.

Number of Jobs:

13 jobs to be created
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Sweetwater County



Contact/Organization:

Pat Robbins, Sweetwater Economic Development Association (SWEDA), and partnering organizations: Western Wyoming Community College, Southwest Wyoming Workforce Alliance, The Sweetwater County Events Complex, Sweetwater County Road and Bridge, Center for Transportation Safety, and the Wyoming Department of Transportation.

Name & Location of Business

Helped:

Halliburton, Western Wyoming College and the Sweetwater County Events Complex, all of Rock Springs.

Type of Business/Economic Development Activity:

To enhance economic development and further education by providing a facility where students taking the oil-industry-specific commercial driver's license (CDL) course could get behind-the-wheel practice. The CDL course was offered this September at Western Wyoming College in response to a request from Halliburton. The project also improved the Sweetwater County Events Complex (SCEC) by paving the parking lot.

Assistance Received:

Ray Sarcletti of the Southwest Wyoming Workforce Alliance enlisted the support of SCEC Director Larry Lloyd to waive the fee for use of the SCEC parking lot as a practice facility for the CDL course. The Sweetwater County Road and Bridge Department under Superintendent Cliff Gibbons paved the dirt lot using surplus roto-milled asphalt donated by WYDOT through district engineers John Eddens and Leslie Ranta. The entire SCEC lot was paved, making it more suitable for parking during county fairs, rodeos and other special events. In addition, the Denver-based Center for Transportation Safety, which is providing a CDL instructor, has opened an office in Green River.
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Contact/Organization:

Pat Robbins, Sweetwater Economic Development Association (SWEDA)

Name & Location of Entity Helped:

City of Green River

Type of Business/Economic Development Activity:

SWEDA applied for a Community Development Block Grant for Planning Only on behalf of the City of Green River. The grant will be used to conduct a feasibility study on the potential for expansion and growth of the city at the east Interstate 80 interchange.

Assistance Received:

The CDBG grant, managed by the Wyoming Business Council, was awarded for \$25,000.
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Name & Location of Business

Helped:

Halliburton Energy Services Group, Rock Springs

Type of Business/Economic Development Activity:

Expansion of one of the county's largest employers into a new 260,000 sq. ft. state-of-the-art building. Locating to the new center will leave Halliburton's existing building available for other natural gas-related companies that are seeking to relocate in the county. Additionally, the new facility is spurring increased interest in the property adjacent to the center.

Assistance Received:

The new building was built and is owned by Ben Doud, from Colorado, who leases it to Halliburton. Doud consulted the Wyoming Business Council throughout the process but found private funding. The Sweetwater Economic Development Association advocated for the zone change on the property so the project could proceed.

Number of Jobs Affected:

The new facility has the potential to accommodate an additional 75 employees. In addition, Halliburton has just announced plans to build a \$3.9 million sand and cement plant next to their new facility, which will provide additional

jobs. Also, one of Halliburton's chemical suppliers is building a new building next to their site.

Name & Location of Business

Helped:
Hettinger Welding, Rock Springs

Assistance Received:

Sweetwater Economic Development Association applied for a Community Development Block Grant for Infrastructure on behalf of the Sweetwater County Commissioners and Hettinger Welding. Amount of grant received was \$300,000.

Number of Jobs Affected:

The funds were used for the extension of the water lines west of Rock Springs for the purpose of constructing a welding shop with projected employment of 65 full-time employees. Construction of the water line will also allow the adjoining property, L & H Industrial, to expand their employee base by an additional 25 employees.

Contact/Organization:

Diane Johnston, WIDC/Frontier CDC

Name and Location of Business:

Inn at Rock Springs, 2518 Fort Hills Boulevard, Rock Springs

Type of Business/Economic Development Activity:

Motel – The motel consists of 140 rooms and an indoor pool, recreation area, restaurant/lounge and meeting space. The new owners have been in the hotel business for many years and have owned and operated the Days Inn in Riverton, Wyoming for the last three years. Funding provided for purchase of an existing motel, built in 1980.

Assistance Received:

SBA 504 Loan – Total Project:

\$3,250,000

Number of Jobs:

40

Name and Location of Business:

Wingate Inn, 518 Gateway Blvd., Rock Springs

Type of Business/Economic Development Activity:

Hotel - Demand for rooms in the Rock Springs area has increased considerably and this new 66-unit facility will provide the much-needed space for tourists and business travelers. The hotel will provide a continental breakfast and the property will include an indoor pool, whirlpool, fitness room, business center and meeting room, and guest laundry. Funding provides for construction of a new hotel.

Assistance Received:

SBA 504 Loan – Total Project: \$4,226,180

Number of Jobs:

19 jobs to be created

Uinta County



Contact/Organization:

Joe Locurto, Uinta County Economic Development Commission; Peggy Rounds, Evanston Chamber of Commerce; Tom Anderson, Bridger Valley Chamber of Commerce; Ray Sarcletti, Wyoming Business Council; Bill Ellis, Wyoming Small Business Development Center, Region 1

Type of Business/Economic Development Activity:

Launched the first Uinta County Business Challenge in December 2004. Plans are for an annual Business Challenge. This county-wide Business Challenge is a business plan competition for start-up and existing small businesses. Businesses enter a business plan and other entry materials for review by a panel of judges. Judges determine a winner based on the business plan, originality of business, feasibility, presentation, job creation or retention and positive community impact. The winning entry will receive a prize package consisting of cash and in-kind businesses services for utilization by the business. The prize package was donated by area businesses. Businesses may submit entries through March, with the winning entry announced in April 2005.

Assistance Received:

The Uinta County Business Challenge is patterned after the original Wyoming Business Challenge held by the Greater Cheyenne Chamber of Commerce, in cooperation with the Wyoming Business Council, in 1999. Seeing a need for a similar program in Uinta County, the program was launched and sponsored by the Uinta County Economic Development Commission, Evanston and Bridger Valley Chambers of Commerce, Wyoming Business Council and the Wyoming Small Business Development Center. Assistance was also received from other communities that had previously sponsored Business Challenges.

Investment:

The initial investment by prize package donors was \$14,600. Additional donors may still contribute throughout December.

Uinta County continued page 20

Uinta County continued...

Number of Jobs Affected:

The ultimate goal of the Business Challenge is to foster a spirit of entrepreneurship in Uinta County that encourages people to start small businesses, expand small businesses, create jobs and give back as community leaders. This spirit will enhance the business environment for job creators and help grow the economy of the county from the inside.

Teton County



Contact/Organization:

Diane Johnston, WIDC/Frontier CDC

Name and Location of Business:

Elkhorn Designs, 31 & 28 East Broadway Streets, Jackson

Type of Business/Economic Development Activity:

Manufacture and sales - Elkhorn Designs manufactures and sells unique interior design items and specializes in design of western rustic furniture and accessories. Denton and Yvette Kanouff purchased the business in May 2003.

Assistance Received:

SBA 504 Loan – Total Project: \$2,100,000

Funding was provided to the owners to purchase the 4,307 sq. ft. building.

Number of Jobs:

10

Name and Location of Business:

Sidewinder Tavern, 945 West Broadway, Jackson

Type of Business/Economic Development Activity:

Restaurant/Sportsbar - The owners have operated the Merry Piglet Mexican Cantina in Jackson since 1989. In 1993, utilizing the SBA 504 loan program, they purchased a building to expand and double the seating capacity of the restaurant. This new funding was provided to purchase and improve condominium units at the Hillside Condominium Development to house the bar/restaurant and liquor store.

Assistance Received:

SBA 504 Loan – Total Project: \$3,040,000

Number of Jobs:

120

Washakie County



Contact/Organization:

Heather Stephens, Washakie Development Association

Name & Location of Business Helped:

Seven businesses on the northern edge of Worland: Black Hills Bentonite, Halliburton Energy Services, L K Trucking, P.E. Grosch Construction, Swing Trucking, 3 J's Welding Service, and Washakie Garage.

Type of Business/Economic Development Activity:

Business Retention

Assistance Received:

Washakie County received a Business Ready Community (BRC) Business Committed Grant to help fund construction of a new access road to retain the seven businesses. Closure of three private railroad crossings threatened to cut off the seven businesses from the highway. This access road ensured the businesses will remain in Washakie County.

Investment:

The total investment in this road is approximately \$830,000. Of this, the BRC grant provided \$394,553. Other funding for the road came from WYDOT, BNSF Railroad, the City of Worland, and Washakie County.

Number of Jobs Affected:

84

Payroll Retained:

Wage data is available for 73 of the 84 jobs. These 73 jobs have a combined annual payroll of \$2,558,720. Average annual wages are about \$35,050 per worker.

Weston County



Contact/Organization:

Diane Johnston, WIDC/Frontier CDC

Name and Location of Business:

The Pines Motel, 248 East Wentworth, Newcastle

Type of Business/Economic Development Activity:

Motel - The property includes the manager's quarters with garage and carport as well as twelve rental units, two of which have kitchenettes, and a two-bedroom cottage. The buildings have undergone extensive remodeling in recent years. Funding was provided for the purchase of an existing motel by one of its employees.

Assistance Received:

SBA 504 Loan – Total Project: \$395,000

Number of Jobs:

4

