

Success Stories



WYOMING ECONOMIC
DEVELOPMENT
ASSOCIATION

W E D A

2005

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 2005, or will improve our ability to compete in the economic arena in the future.

These 62 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 2005, 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:

**Mike Lambert,
Wyoming Market Re-
search Center (WMRC)
Tim Stamp, Laramie
Economic Development
Corporation (LEDC)**

Name & Location of Business:

Rick Cox, DeltaNu, LLC. 628 Plaza Lane, Laramie
www.deltanu.com

Type of Business Activity:

Manufacturer of Raman Spectroscopy Systems

Assistance Received from WMRC:

DeltaNu is a world leader in small footprint and handheld Raman spectrometers. Their flagship technology (Raman spectroscopy) has been launched into several niche markets over the past two years. Mike Lambert, WMRC, provided a market study in spring 2005 for the Oils and Fats market. This study helped DeltaNu define the strengths, weakness, opportunities and threats for launching a handheld instrument into this market. Further, Mike provided a

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breakdown for the total Raman spectroscopy market. This information allowed DeltaNu to conduct a more thorough market evaluation on Raman microscopy. In October 2005, Mike provided a more elaborate market study on microscopy, which will be used to help launch a Raman microscope to key market sectors in the spring of 2006.

Assistance Received from LEDC:

In 2005, DeltaNu partnered with Smith Detection to introduce Raman Hand-Held Chemical Analyzer for emergency responders. The new system, called the ResponderR, is designed to identify unknown substances through glass or clear plastic containers. It will enable emergency responders to quickly identify hazardous materials and is the first instrument of its kind designed to work in the hot zone.

Albany County continued page 2

Albany County Continued...

DeltaNu earned a place in the prestigious "R&D 100" by R&D Magazine. This journal is dedicated to inventions and innovations throughout the U.S. DeltaNu won their award for their work in Raman Spectroscopy. "The Investigator" is an instrument that is used to follow high-speed chemical reactions that are accelerated by microwaves. The primary market for these reactors is drug discovery, where large pharmaceutical companies want to develop new drugs quickly. This project took over a year to complete and is just one of the many products that DeltaNu has developed around their Raman Spectroscopy.

Tim Stamp, President of LEDC, stated, "This type of success story makes it clear that the businesses aided by the Business Incubator system at the University of Wyoming and are able to use tools such as the Small Business Innovative Research Grants, Revolving Loan Fund, the Business Ready Community Grants, or some of the other financial tools we have available, are an excellent use of our time, energy and money. It shows that, with continued care, these companies are capable of great things in terms of growth, but also in terms of making a difference in our lives."

- \$273,150 in Revolving Loan in cooperation with LEDC, Wyoming Business Council and American National Bank
- 2005 Workforce Development Training Funds
- Wyoming Business Council Trade Show Grant

Number of Jobs Affected:

7 new jobs this year

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Contact/Organization:

Tim Stamp, Laramie Economic Development Corporation

Name & Location of Business:

WellDog, Inc., 1482 Commerce Drive, Laramie
www.welldog.com

Type of Business/Economic Development Activity:

Raman spectrometry applications for identification of energy reservoirs. WellDog is the quintessential example of the University of Wyoming Technology Transfer success story. They have made use of the different types of grants and economic assistance programs, and are on their way to making a major difference in the area of reducing energy costs. WellDog delivers comprehensive, accurate information from data measured directly in the wellbore, including Critical Desorption Pressure, Gas Saturation & Gas Content, within a three-day time period. This translates into lower costs in producing energy, which means lower costs to the consumer.

WellDog, a product of the University's research department, has received a Business Ready Communities Grant. WellDog learned in early November that it was awarded \$1,086,000 by the State Land and Investment Board. LEDC provided the land in their portion of the matching grant necessary for the BRC grant application. "We have so many fine examples of good, innovative companies coming out of the University and the BRC Grants are an excellent way to help these companies grow as they go through periods where their growth out distances their cash flow. This is a great deal for everyone involved; the city, LEDC and WellDog and the community of Laramie. It is a win-win

situation due to the 38 high paying new jobs they will be filling as their company continues to grow," stated Tim Stamp.

Assistance Received:

- Revolving Loan Fund with LEDC
- Wyoming Business Council BRC Grant \$1,086,000
- Wyoming Business Council Trade Show grants
- Workforce Development Grant

Investment:

- \$1,086,000
- Matching portion of grant by contributing land in Laramie River Business Park II
- Trade Show Grant

Number of Jobs Affected:

38 new jobs

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Name & Location of Business:

Trihydro, LLC, Laramie
www.trihydro.com/

Type of Business/Economic Development Activity:

Environmental Consulting. Trihydro is an environmental consulting business that received assistance from LEDC with reduced cost in land. Trihydro, which moved into their new 23,000 square foot building last year, is now on the list of major consulting firms in Wyoming. Trihydro was recently named "fastest growing" company list by the Zweig Letter Hot Firm List for the second year in a row.

The new Trihydro offices, located in the Laramie River Business Park I, are built to save energy. Trihydro's corporate office is the first privately owned building in Wyoming to earn the ENERGY STAR label, which the US Environmental Protection Agency gives to the most energy efficient buildings in the nation. Designed by Hawk Architecture of Colorado and

built by Delta Construction of Laramie, this is one of over 2000 buildings nationwide that qualify for this honor. Jack Bedessem, President of Trihydro said he hopes to set an example for other businesses in the state that are considering similar projects. Recently another architectural firm that heard about the Energy Star Label has contacted them.

Assistance Received:

LEDC provided land for their building at a reduced rate in Laramie River Business Park I.

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Contact/Organization:

**Diane Johnston,
WIDC/Frontier CDC**

Name & Location of Business:
Amerihost Inn, Centennial Drive,
Laramie

Type of Business Activity:
Hotel

Assistance Received:
SBA 504 loan funding for construction of a 73-room, three-story, interior corridor inn located on 1.75 acres at Westfield Village in Laramie. Amenities will include a large indoor pool with whirlpool, outdoor patio and complimentary continental breakfast. VIP suites will be available with microwaves and refrigerators.

Investment:
Total Project: \$4,446,456

Number of Jobs Affected:
31
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Name & Location of Business:
Corona Village, LLC, 513 Boswell Drive, Laramie

Type of Business Activity:
Restaurant

Assistance Received:
SBA 504 loan funding for construction of a new restaurant. Corona Village is an authentic Mexican restaurant that has been operating in rental space since 1997. The new building will offer more up-to-date facilities and increased seating space including room for large groups and banquets.

Investment:
Total Project: \$1,950,000

Number of Jobs Affected:
35
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**Bighorn
County**



Contact/Organization:

**Barbara Greene,
Big Horn County Economic Development, Inc.
Leah Bruscano, Regional Director, Wyoming Business Council**

Name & Location of Business:
The Henne Group, 116 New Montgomery St, Ste. 640, San Francisco, CA
www.thehennegroup.com

Type of Business/Economic Development Activity:
Data collection for research purposes; central telephone bank, focus group suite

Assistance Received:
Business Committed Project through the Business Ready Community Grant and Loan Program

Investment:
\$532,000

Number of Jobs Affected:
Created 3 full-time and 30 part-time positions in December 2005. Will create an additional 5-10 full-time and 30-50 part-time positions in 2006.
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**Campbell
County**



Contact/Organization:

**Susan Bigelow,
Campbell County Economic Development Corporation**

Name & Location of Business:
Gillette Campus of Northern Wyoming Community College, Gillette

Type of Business/Economic Development Activity:
Campus Expands Training Capacity with \$2 Million Grant Award.
The Gillette team, which included Campbell County EDC, Gillette Campus of Northern Wyoming Community College, Campbell County School District and the Employment Center, wrote a winning proposal and were awarded \$1,997,385 for a three-year training and capacity building project. President George W. Bush and the U.S. Department of Labor recognized the importance of linking local training capacity and employers to growing the economy. The President's Community-

Campbell County continued page 4

Campbell County Continued...

Based Job Training Grant program identified 14 industry targets, including energy, for grant applications submitted in July 2005.

According to the Department of Labor, by expanding the local workforce system's capacity to be market-driven, responsive to local economic needs, and a contributor to the economic well being of the community, the Employment and Training Administration is promoting workforce quality, enhanced productivity, and economic competitiveness.

According to Dr. Paul Young, Dean of the Gillette Campus, they propose to reach and recruit new candidates for technical certificate and degree programs by (1) early and more aggressive recruitment for emerging workers; (2) by providing innovative and flexible training opportunities for incumbent workers; and (3) by deploying new outreach activities to draw untapped workers into basic skills training and start them on the way to technical certification and/or degree achievement. Second, the Campus proposes to expand the college's capacity to assess, enroll, train, certify and place workers in the critical high-demand skill areas of welding technology, diesel technology, and industrial electronics.

Assistance Received:
\$2 million grant award from the Employment Training Administration of the Department of Labor

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Contact/Organization:

**Diane Johnston,
WIDC/Frontier CDC**

Name & Location of Business:
CBM Associates, Inc., 345 Sinclair, Gillette

Type of Business Activity:
CBM Associates is a water resource management firm specializing in hydrologic and environmental solutions. They currently have an office building in Laramie and a building in Gillette.

Assistance Received:
SBA 504 loan funding for expansion to the CBM warehouse in Gillette

Investment:
Total Project: \$546,066

Number of Jobs Affected:
100
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Name & Location of Business:
North Platte Physical Therapy Services, Inc., 4 J Business Park, Gillette

Type of Business Activity:
Physical Therapy

Assistance Received:
SBA 504 loan funding for the purchase of a new building in order to provide expanded therapy services with additional workout facilities for patients.

Investment:
Total Project: \$1,262,005

Number of Jobs Affected:
6
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Name & Location of Business:
Super 8 Motel, 208 Decker Court, Gillette

Type of Business Activity:
Hotel

Assistance Received:
SBA 504 loan funding for purchase of the existing Super 8 Motel. Nasima Khan grew up in Gillette and she and her husband worked with her father, Mumtaz Khan, at the Arrowhead and Motel 6 properties. More recently, they operated the EconoLodge in Ogallala, Nebraska. They have returned to Gillette to operate the Super 8.

Investment:
Total Project: \$1,700,000

Number of Jobs Affected:
16
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Name & Location of Business:
Winland Car Wash, 5489 South Winland Drive, Gillette

Type of Business Activity:
Car Wash

Assistance Received:
SBA 504 loan funding for purchase of land and construction of a new car wash consisting of four oversize self-serve bays and one touch free automatic bay. The facility will accommodate RVs, vans, trucks, boats and trailers and any portable and washable items.

Investment:
Total Project: \$808,500

Number of Jobs Affected:
4
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Contact/Organization:

Jill Kline, Wyoming Small Business Development Center, Region 5

Name & Location of Business:
The Peregrine Leadership Institute,
801 E. 4th Street, Gillette

Type of Business Activity:
The Peregrine Leadership Institute supplies training to support local businesses. By providing training in town, the cost of training employees for local employers declines, allowing businesses to save money to run their businesses and keep the money in the area.

Assistance Received:
Wyoming Small Business Development Center counseling services

Employees:
1

Carbon County



Contact/Organization:

Diane Johnston, WIDC/Frontier CDC

Name & Location of Business:
Comfort Inn & Suites, near eastern I-80 exit, Rawlins

Type of Business Activity:
Hotel

Assistance Received:
SBA 504 loan funding provides for construction of a 65-room Comfort Inn. The inn will include 15 suites, 5 single room and 15 double rooms. All rooms will offer free high-speed

Internet and wireless cable. Other amenities include meeting rooms, swimming pool, fitness center and complimentary breakfast.

Investment:
Total Project: \$4,097,056

Number of Jobs Affected:
36

Converse County



Contact/Organization:

Diane Johnston, WIDC/Frontier CDC

Name & Location of Business:
Holiday Inn Express, 900 W. Yellowstone, Douglas

Type of Business Activity:
Hotel

Assistance Received:
SBA 504 loan funding for construction of the three-story, 42,698 square foot building on 3.3 acres. The hotel consists of 26 king suites, 42 double queen rooms, 4 double queen suites and 4 handicapped rooms, continental breakfast, swimming pool, Jacuzzi and meeting rooms.

Investment:
Total Project: \$3, 650,000

Number of Jobs Affected:
23

Fremont County



Contact/Organization:

Sandi Thomas, City of Lander, Economic Development

Name & Location of Business:
Wyoming Catholic College, Hwy 287, Lander
www.wyomingcatholiccollege.org

Type of Business/Economic Development Activity:
Higher Education/Recruitment of the new Wyoming Catholic College

Assistance Received:
Partnerships were created within the Lander Community to show overall community support for the college. All funding incentives were leveraged locally.

Investment:
Approximately \$1,300,000 was invested from the Lander Community to solicit the Wyoming Catholic College.

Number of Jobs Affected:
Course work is slated to begin at the interim site Fall 2007. Initial staff will be comprised of approximately 6-7 individuals. At full build-out, the college will house 400 students with staff to reflect student body. It is anticipated that the college will ultimately employ up to 70 with jobs ranging from grounds maintenance and food service to professorships and administrative positions.

Fremont County Continued...

Payroll:

Initial staff salaries have not yet been established, however, initial jobs created will be professorships and administrative staff.

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Contact/Organization:

**Phil Christopherson,
Manufacturing-Works
and IDEA Inc.
Roger Bower, Regional
Director, Wyoming Busi-
ness Council**

Name & Location of Business:

Pertech Resources, 860 College View Drive, Riverton
www.pertechresources.com

Type of Business/Economic Development Activity:

Printer manufacturer, electronics design and assembly, contract manufacturing.

Pertech Resources, Inc., located in Riverton, is the culmination of many business transitions over the past 34 years. The business originated as LRC in the early 1970s, became Eaton Printer Products in 1979, DH Print in 1988, Axiohm in 1997 and TPG in 2003. In late 2003, it was purchased by present and previous employees and became Pertech Resources, Inc. Pertech has exceeded cash flow, revenue, profit and employment targets over the past two years. This success has enabled Pertech to invest in new product developments, which are critical to the company's future success.

Pertech successfully launched a new line of banking teller transaction printers in 2005, called The Sunlight 5300 Sunlight family. Pertech special-

izes in best-in-class custom printing solutions for the banking, gaming, money order, kiosk, and other niche markets. Pertech is an employee-owned, customer-focused company that adds value to its customers' solutions. In addition to OEM manufacturing, Pertech offers contract manufacturing, consumables, technical support, repair, refurbishment and machine shop services. A leader in OEM design, consumables, and transaction printer manufacturing business for more than 34 years, Pertech has hundreds of thousands of quality products in service today. Pertech Resources is effectively able to design, develop, and manufacture electro-mechanical products in the USA.

Assistance Received:

IDEA Inc. provided a \$50,000 loan, matched by a \$50,000 Wyoming Business Council Challenge Loan

Investment:

\$100,000 total loan

Number of Jobs Affected:

Retained 35 jobs when employees purchased company in 2004. Have added 54 jobs since opening; current employment is at 89.

Payroll:

Approximately \$2.8 million annual payroll.

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Contact/Organization:

**Phil Christopherson,
Manufacturing-Works**

Name & Location of Business:

Rosie Ratigan, Heavenly Everlastings & Black Mountain Guest Ranch, 548 North Fork Road, Lander
www.blkmountainranch.com

Type of Business/Economic Development Activity:

Small manufacturer and guesthouse

Assistance Received:

Manufacturing-Works technical assistance.

Heavenly Everlastings and Black Mountain Guest Ranch is a small manufacturer and guesthouse in Fremont County. This small, family-owned and operated business entered the digital age with a website several years ago. When they first set up their website they found a reasonably priced web host and maintenance package to keep their website up-to-date. However, over time the package became more expensive with less support. In 2003 Rosie, the owner of Heavenly Everlastings/Black Mountain Guest Ranch, called Phil Christopherson of Manufacturing-Works to see if they could help.

Manufacturing-Works provides services at very reasonable rates. It is the goal of Manufacturing-Works to support, maintain and build the manufacturers and the manufacturing capabilities in Wyoming. Their federal and state partners require Manufacturing-Works to charge a fee for their services, which is based on the client's ability to pay, the cost to Manufacturing-Works of the service and the economic impact of the service. For Rosie the fee was determined to be free service.

Phil found a new host for Rosie's web site and reduced the annual cost from \$300 to \$75. He also found a program that allowed her to make changes as needed. She had total control of her site with Phil as a backup incase anything went wrong. In mid-2005 something went wrong. Rosie's computer crashed and with it her ability to update her website. She put in an urgent call to Phil, who quickly responded and made the changes that

Rosie needed so that her site was up-to-date for that season's lodging bookings. After Rosie's computer was running again, Phil helped get her program running and established access to her website. While this was a small task performed by Phil at no charge, to Rosie, the service was far from worthless. Keeping their website current is very important to this small Wyoming business.

Rosie wrote, "With completely remodeling the guesthouse in 2005 and your help updating the website with new pictures of our remodeled rooms, we already have eight weeks of bookings for the 2006 season! Thank you so much for helping not only the large businesses in Wyoming, but also the small family owned businesses like Black Mountain Guest Ranch! A lot of small businesses are really on their own to do everything to keep their business successful with marketing, web site updates, brochure design, pricing, accounting and everything else it takes to run a business of any size. With the help of Manufacturing-Works and other state-sponsored groups to assist us in some of those areas, it makes our businesses so much easier to run. With the professional expertise that these groups offer Wyoming businesses, it helps ease the burden that falls on the shoulders of small businesses."

With the services of Manufacturing-Works this small business is still in business and still providing an income to one Wyoming family.

Contact/Organization:

**Diane Johnston,
WIDC/Frontier CDC**

Name & Location of Business:
Days Inn, 909 W. Main Street,
Riverton

Type of Business Activity:
Hotel

Assistance Received:
SBA 504 loan funding for purchase by Milcor WYO, LLC of the existing hotel.

Investment:
Total Project: \$880,500

Number of Jobs Affected:
10

business is performing beyond projections and expectations.

Jobs Created:
4

Name & Location of Business:
James McGilvray, J-3 Productions,
Riverton, WY

Type of Business Activity:
Independent production company

Assistance Received:
Client contacted several banks for an equipment loan and was turned down. Contacted Margie Rowell for assistance in creating a business plan, help with cash flow projections, preparation and information for obtaining a bank loan. Several months later, armed with a well-written business plan and prepared to speak to the banks, Jim was offered a loan by several institutions and was able to negotiate an excellent interest rate.

Contact/Organization:

**Wyoming Small Business
Development Center
(WSBDC)
Margie Rowell,
Fremont County Center**

Name & Location of Business:
Bull's Service and Towing, Dubois

Type of Business Activity:
Service Station-repairs and towing

Assistance Received:
Clients attended WSBDC "Start Your Own Business" workshop in 2005. Mike and Lisa Codevilla met with Margie Rowell to learn about writing a business plan and cash flows. They purchased the business based on their business plan, market research and cash projections. Lisa does the accounting and manages the convenience store while Mike takes care of service, repairs and towing. The

Jobs Created:
1

**Goshen
County**



Contact/Organization:

**Brad Sutherland, Goshen
County Economic Development Corp.**

Name & Location of Business:
Our Clothing Store, Inc., 2042 Main
Street, Torrington

Goshen County continued page 8

Goshen County Continued...

Type of Business/Economic Development Activity:

Our Clothing Store is a community-owned clothing store that raised over \$550,000 in stock sales and donations.

Assistance Received:

Thanks to a \$275,000 CDBG Downtown Development Grant from the Wyoming Business Council, Goshen County EDC was able to purchase a vacant Ben Franklin store. The owner of the building agreed to remodel it before its sale. The store is now leased at just \$1,000 per month for over 10,000 square feet of prime retail space and the store has the option to purchase the building after five years of operation.

Investment:

The local investment was over \$550,000 and the CDBG grant was for \$275,000 in this private/public partnership.

Number of Jobs Affected:

Six full-time equivalent jobs were created, but the store is attracting residents and non-residents to Torrington's downtown, which is helping many of the other downtown businesses.

Payroll:

Payroll is about \$150,000, while additional tax revenue will exceed \$18,000 annually to local governments. The store also makes the Torrington area a more desirable place to live, which will help attract additional people and businesses to the area.

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Hot Springs County



Contact/Organization:

Lorraine Quarberg, Thermopolis-Hot Springs County Economic Development Company

Name & Location of Business:

CAPTEL (National Capital Teleservices, L.L.C.) Western Regional Headquarters: 342 Broadway, Thermopolis
www.captel.net

Type of Business/Economic Development Activity:

CAPTEL is a leading marketing and political communications company specializing in customer and membership telephone marketing for businesses and national associations, and fundraising for some of America's leading public policy and political organizations. The Thermopolis office will house a call center and allow for future establishment of a company data center, which will provide hosted software applications for CAPTEL clients.

Assistance Received:

- CAPTEL expanded to Wyoming because of the recruitment efforts of the Wyoming Business Council.
- Wyoming Business Ready Communities Business Committed Grant
- Financial assistance from the Town of Thermopolis, the Thermopolis-Hot Springs County Economic Development Company and RT Communications
- Workforce Training Funds

Investment:

At least \$460,000

Number of Jobs Affected:

Created 7 new jobs immediately, with plans to expand to 14 in first year. In three years, project employment at 30.

Payroll:

Estimated three-year payroll to be \$695,000

Laramie County



Contact/Organization:

Randy Bruns and Tim Thorson, Cheyenne LEADS

Name & Location of Businesses:

FedEx Freight; FedEx Ground; SOS Staffing Services, 1021 East Lincolnway, Cheyenne, www.sosstaffing.com; AmTex Security, F.E. Warren Airforce Base

Type of Business/Economic Development Activity:

Cheyenne LEADS supported the location and/or expansion of four different companies during 2005, providing economic development services during their search for expansion locations. FedEx Freight expanded to Cheyenne in February, while a related corporate entity, FedEx Ground, expanded in October. SOS Staffing and AmTex Security expanded to Cheyenne in November.

Assistance Received:

Cheyenne LEADS services

Number of Jobs Affected:

FedEx Freight currently has 10 employees and FedEx Ground has 6. SOS Staffing brought 6 new positions to Laramie County while AmTex Security brought 15. These four companies have added a total of 37 positions to the area with a potential for growth from each.

Name & Location of Business:

Help Desk NOW, 6101 Yellowstone Rd., Cheyenne
www.helpdesknow.com

Type of Business/Economic Development Activity:

Help Desk NOW, an inbound call center based in Greensboro, North Carolina, announced its expansion to Cheyenne in May. Help Desk NOW chose Cheyenne as its number one choice for its newest location after months of work with Cheyenne LEADS, along with holding a job fair to assure the proper workforce was available. After negotiating on office space, Help Desk NOW moved into the Qwest Building in October and began hiring 30 local residents, with the possibility of expansion in the near future.

Assistance Received:

The Wyoming Business Council made the initial contact with Help Desk NOW and after the company narrowed it down to the Cheyenne community within Wyoming, Cheyenne LEADS stepped in and provided its services to the company. The Wyoming Department of Workforce Services was a key partner in the job fair and its success.

Number of Jobs Affected:

The Cheyenne Help Desk NOW call center plans to have 40 new positions filled by the end of 2005.

Name & Location of Business:

North Range Business Park, West of Cheyenne on I-80

Type of Business/Economic Development Activity:

The Cheyenne LEADS' second business park, the North Range Business Park (NRBP) started construction in September. The park is located west of Cheyenne, bounded on the south by I-80, on the east by Roundtop Road (State Highway 222) and on the north by Happy Jack Road (State Highway 210). The NRBP consists of 620-acres divided into 18 light industrial sites and two commercial sites ranging in size from 10-acres to 147-acres. In March of 2005 Wal-Mart announced that NRBP would be the site of a \$60 million food distribution center.

Assistance Received:

The acquisition and initial development of the NRBP utilize two Wyoming Business Council Business Ready Community Grants totaling \$3 million, \$1.5 million from the City of Cheyenne, \$.5 million from Laramie County, \$2 million from Progress & Prosperity II and over \$1 million of Cheyenne LEADS funding.

Investment:

Total investment from all sources: \$8 million

Number of Jobs Affected:

600 initially, with the potential of many more within the near future.

Name & Location of Business:

Pine Bluffs Downtown Redevelopment Plan, Town of Pine Bluffs

Type of Business/Economic Development Activity:

Grant-writing and project management for the creation of a community development plan.

Assistance Received:

Cheyenne LEADS obtained funding to conduct a multi-disciplinary redevelopment plan for the Town of Pine Bluffs. This project, led by LEADS and the Town of Pine Bluffs, includes engineering and downtown development consultants and repeated public meetings to gather local input. The project is designed to begin where the community assessment process leaves off and to translate the broad recommendations of the assessment into a specific action plan for the community.

Investment:

Wyoming Business Council CDBG \$25,000; Cheyenne-Laramie County Joint Powers Board \$6,000; Laramie County Commission \$3,000; Wyoming Business Council Regional Office \$2,000.

Name & Location of Business:

Albin Community Development Plan, Town of Albin

Type of Business/Economic Development Activity:

Grant-writing and project management for the creation of a community development plan.

Assistance Received:

Cheyenne LEADS defined the scope of work and obtained state and local funding for the Town of Albin to hire a third-party consultant to create a community redevelopment plan.

Investment:

Wyoming Business Council \$18,180; Cheyenne-Laramie County Joint Powers Board \$4,000; Town of Albin \$2,000.

Laramie County Continued...

Name & Location of Business:

Burnett Land & Livestock, 291
County Road 151, Carpenter

Type of Business/Economic Development Activity:

The Burnett Land & Livestock project was an establishment of a commercial dairy operation.

Assistance Received:

Cheyenne LEADS structured and wrote a \$300,000 Wyoming Business Council Community Development Business Grant on behalf of Laramie County to provide approximately \$656,000 of road improvements around the dairy site. These improvements will allow all-weather access to the site and reduce environmental impacts from the increased traffic to the site.

Investment:

\$300,000 Wyoming Business Council CDBG grant; \$356,000 in-kind from Laramie County

Number of Jobs Affected:

The dairy will eventually provide direct employment of 45 residents. It will also provide a local value-added market for Southeast Wyoming agriculture producers. According to an analysis of this project with the Wyoming Business Council's Regional Project Impact Assessment (RPASS) system, this project will have the following impacts over the first six years of operation:

1. Employ 163 persons, including suppliers and vendors.
2. Cumulative personal income of \$21,448,219 over six years.
3. Gross economic output of \$130,329,686 over six years.
4. Construction of 45,335 square feet of non-residential buildings off-site.

5. Provide support for 360 persons in 141 households with 65 enrolled students.

6. Generate \$715,959 in local tax revenues.

7. Generate \$197,507 in state sales tax revenues.

Payroll:

Cumulative personal income of \$21,448,219 over six years.

Name & Location of Businesses:

Educational Entities:

- College America, 6101 Yellowstone Rd., Cheyenne, www.collegeamerica.com

- Institute of Business and Medical Careers (IBMC), 3425 Dell Range Blvd., Cheyenne, www.ibmcedu.com
- University of Phoenix, 6900 Yellow-tail Dr., Cheyenne, www.phoenix.edu

Type of Business/Economic Development Activity:

Cheyenne LEADS has supported the expansion of three separate educational entities to the Cheyenne area. College America announced their expansion into Cheyenne in May of 2004 and opened its doors in November of 2004. IBMC announced its expansion into Cheyenne in January of 2005 and opened in March. The University of Phoenix opened its Cheyenne facility in May. Each entity provides different degree and certificate programs with both online and on-campus courses, helping to facilitate continued education and target skills training in Cheyenne and Laramie County.

Assistance Received:

Assistance varied from researching office space, feasibility research, and assistance with state licensure and promotion.

Number of Jobs Affected:

College America currently has 20 employees in Cheyenne, IBMC employees 15 local residents, and the University of Phoenix employs 5 in its Cheyenne campus.

Contact/Organization:

Carol Stark-Manufacturing-Works, Steve Roseberry-Wyoming Dept. of Environmental Quality, Dan Clark-Small Business Ombudsman

Name & Location of Business:

Auto Body Inc., dba Missile Drive Auto Body, 1910 Missile Drive, Cheyenne

Type of Business/Economic Development Activity:

Auto body repair, painting and refinishing

Assistance Received:

Pollution Prevention Incentives for States (PPIS) \$1,500 grant through Wyoming DEQ, matched with \$1,500 from Manufacturing-Works, for a \$3,000 total grant

Investment:

\$3,000 Manufacturing-Works and Wyoming DEQ
\$10,000+ capital investment from Missile Drive Auto Body

Number of Jobs Affected:

Missile Drive Auto Body has retained 12 jobs and has added 5 jobs since the April 2000 pollution prevention assessment.

Missile Drive Auto Body located in Cheyenne repairs and paints approximately 1,400 cars per year, operating on one shift per day, five days per

week. The shop is housed in 10,000 square feet and has 17 employees. The company has been in business for 27 years at the present location. In April of 2000, the business accepted Wyoming DEQ/MAMTC grant assistance to provide recommendations for waste minimization. The business successfully implemented several recommendations including the purchase of waste paint/lacquer distillation and gun cleaner equipment. The business also embraced the recommendation to use CCAR-Greenlink, an environmental automotive resource that has trained and certified their employees in environmental and safety skills. In 2005, the business reported that, since the addition of the distillation equipment and through other recommendations, the business has saved about \$8,000, in addition to reducing their hazardous waste generation from 12 barrels to 1 barrel per year.

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Contact/Organization:

Ed Olson, Rocky Mountain Industry Training Center (RMITC)

Name & Location of Business
Laramie County Community College (LCCC), Cheyenne

Type of Business Activity:
Workforce training in integrated systems technology (IST)

Investment/Assistance:
The opening of the Rocky Mountain Industry Training Center at LCCC Sept. 30 was made possible by a grant of nearly \$500,000 from the U.S. Department of Labor and matching funds from the state of Wyoming. Progress and Prosperity and the Cheyenne-Laramie County Economic Development Joint Powers Board each contributed \$75,000. LCCC provided the facility and money to renovate it.

Number of Jobs Affected:
The RMITC staff is working with about a dozen area companies that have requirements for workers with IST skills. The mining industry also is very interested in the program's ability to train workers to meet their needs. The new center provides hands-on training for students and workers from Wyoming, Colorado and Nebraska who need to upgrade their skills or have lost their jobs due to layoffs or plant closures.

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Contact/Organization:

Diane Johnston, WIDC/Frontier CDC

Name & Location of Business:
Sanford's Grub & Pub, Inc., 115 E. 17th Street, Cheyenne

Type of Business Activity:
Restaurant

Assistance Received:
SBA 504 funding to purchase and renovate an existing leasehold building. K&Y, LLC operates Sanford's restaurants in Wyoming, Colorado and South Dakota.

Investment:
Total Project \$680,657

Number of Jobs Affected:
510

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Contact/Organization:

Arlene Soto, Wyoming Small Business Development Center

Name & Location of Business:
Primo's All You Can Eat Pizza, Cheyenne, WY

Type of Business Activity:
Primo's is an All You Can Eat Buffet. Sean Allen, Tracy Allen, and Scott Grauberger are owners. The opening of their restaurant was tremendous and feedback from clients is very positive.

Assistance Received:
Primo's owner stated, "Arlene Soto was very helpful in evaluating our business plan, polishing our financial projections, and pointing us in the right direction in our approach to the loan process. No need for 'fear of the unknown' with her on your side."

Investment:
SBA guaranteed loan for \$175,000 and an equity injection of \$95,000

Number of Jobs Affected:
30 new jobs created

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Lincoln County



Contact/Organization:

Bill Ellis, Wyoming Small Business Development Center (WSBDC)

Name & Location of Business:

Dr. Luke Brog, Lower Valley Vision Clinic
122 Petersen Parkway, Thayne

Type of Business/Economic Development Activity:

Optometric clinic

Assistance Received:

Luke Brog received his Doctor of Optometry degree from Pacific University, Forest Grove, OR in June 2005. He worked extensively on his business plan to create his dream - Lower Valley Vision Clinic in Thayne, Wyoming. Luke grew up in Star Valley and wanted to return to open his optometric practice and vision clinic. Luke contacted Bill Ellis of the WSBDC four months before graduation for assistance in his business plan preparation. Bill encouraged him to use ActivePlans software provided by the WSBDC to create his business plan. He and Bill worked together to fine tune the plan into a finished plan that was successful in obtaining a bank loan to purchase equipment, furniture and fixtures for his new optometric practice.

Investment:

Ten percent of loan.

Number of Jobs Affected:

4 jobs created

Payroll:

\$4,000 per month

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Natrona County



Contact/Organization:

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

Name & Location of Business

Helped:

WY Contractors Association Rocky Mountain Oil and Gas Training Center, Casper
www.rockymountaindrilling.org

Type of Business/Economic Development Activity:

Oil and Gas Training School/
Workforce Training and Development

Assistance Received:

The Construction Careers Foundation of the Wyoming Contractors Association put together a budget in December of 2004 requesting \$1.6 million in equipment and \$400,000 in cash donations to create the Rocky Mountain Oil and Gas Training Center. In February 2005, CAEDA offered a challenge grant of \$100,000 to the new program if the Foundation could solicit cash donations of \$400,000 from stakeholders and industry representatives. In May 2005, the Foundation met their obligation and was able to raise the funds. The McMurry Foundation also pledged \$100,000 in matching money. In addition to their demanding and full course schedule, the Rocky Mountain

Oil and Gas Training Center has been successful in acquiring grants from the Veterans Employment and Training Service to make their school available to veterans and assist with their associated training costs. The training center is working toward completing the second phase of their program by offering CDL training for truck drivers, heavy equipment operators, and crane operators to support the staffing needs of the construction and oilfield support industries. In just seven months, the program has amassed a database of interested workers numbering 1,400. The program has demonstrated a 100% placement rate for the graduates and has a six-month retention rate of 58%.

Investment:

\$100,000 challenge grant by CAEDA

Number of Jobs Affected:

306 graduates in six months

Payroll:

Graduates have been hired in jobs ranging from \$17.75 - \$22.50 per hour.

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Contact/Organization:

Sharon Nichols/Beth Hink, US Small Business Administration

Name & Location of Business:

Chris Chopping, Site4Sure.com, 770 West Collins Dr., Casper
www.site4sure.com

Type of Business/Economic Development Activity:

At the turn of the millennium, Mr. Chopping founded Site4Sure.com, which has grown to be one of Wyoming's leaders in computer and Internet technologies. Site4Sure.com provides a diverse array of services spanning the gamut of information technologies including computer

networking, web site design, full web hosting and complete computer sales, repairs and upgrades for individuals and businesses.

Site4Sure.com first distinguished itself in 2000 when a site it designed, www.crime-stoppers.com, received the third-place award in the world from Crime Stoppers International. Since then, their portfolio has grown, containing nationally known businesses and organizations including Kantex Industries in Kansas City, MO., and the Alpha Xi chapter of Phi Mu Alpha Sinfonia in Urbana, IL. The Site4Sure.com team of web designers is well versed in many Internet standards including HTML, CSS, PHP, Flash and MySQL. In 2002 they began to expand into the arena of web hosting; to accommodate this expansion, Site4Sure.com expanded its office into a new larger location.

Site4Sure.com is dedicated to helping educational programs and helping the community grow; they have built and donated a high quality web site and services maintenance, along with discounted web hosting to the Nicolaysen Art Museum. Other community projects include the Central Wyoming Crime Stoppers and the Casper Humane Society web sites. Site4Sure.com is a member of the Better Business Bureau and the Casper Chamber of Commerce.

Assistance Received:

With the assistance of a 7(a) SBA loan, Site4Sure.com has been able to grow into what it is today. Mr. Chopping has also taught a class for the Small Business Development Center in Casper called "Websites from the Inside Out."

Number of Jobs Affected:

4
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Contact/Organization:

**Diane Johnston,
WIDC/Frontier CDC**

Name & Location of Business:

Casper Animal Medical Center, Valley Road & Wyoming Boulevard, Casper

Type of Business Activity:

Veterinary Clinic

Assistance Received:

SBA 504 loan funding for the purchase of land and construction of a 5,800 square foot clinic with a horse unit, two examination and two surgical rooms as well as a reception area and two offices.

Investment:

Total Project: \$776,500

Number of Jobs Affected:

5
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Name & Location of Business:

Fabrication Technologies, Inc., 1450 North 7 Mile Road, Casper

Type of Business Activity:

Manufacturing - The company specializes 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 funding for expansion of the existing facility, as well as construction of a paint booth with air makeup unit and a powder coating building.

Investment:

Total Project: \$1,475,000

Number of Jobs Affected:

65
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Name & Location of Business:

First Interstate Inn, I-25 & Wyoming Boulevard, Casper

Type of Business Activity:

Hotel

Assistance Received:

SBA 504 loan funding to purchase the 59-room existing motel, a budget limited service facility consisting of 59 rooms and a manager's apartment.

Investment:

Total Project: \$1,045,000

Number of Jobs Affected:

7
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Name & Location of Business:

Karwhite Companies LLC, 3712 CY Avenue, Casper

Type of Business Activity:

Touchless, Full Service Car Wash

Assistance Received:

SBA 504 loan funding to purchase land, machinery and equipment and construct a new car wash on the west side of Casper.

Investment:

Total Project: \$1,461,500

Number of Jobs Affected:

10
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Natrona County continued...

Name & Location of Business:

Protech Electrical, Inc., 6705 Coal Road, Casper

Type of Business Activity:

The company is an electrical contractor specializing in industrial electrical construction. The majority of their work is in the oil and gas industry in the Rocky Mountain Area.

Assistance Received:

SBA 504 loan funding to purchase an existing building and make improvements to relocate the business.

Investment:

Total Project: \$213,280

Number of Jobs Affected:

5
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Name & Location of Business:

Tire Professionals, Inc., 58 Casper View Court, Mills

Type of Business Activity:

Sales and Services

Assistance Received:

SBA 504 loan funding for acquisition of land and construction of a new building as well as purchase of machinery and equipment.

Investment:

Total Project: \$812,000

Number of Jobs Affected:

9
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Name & Location of Business:

Western Environmental Services & Testing, Inc., 913 Foster Road, Casper

Type of Business Activity:

Environmental - Specializing in environmental testing for companies

in the mining, oil and gas business as well as power plants throughout Utah, Colorado, Nebraska, Wyoming, with some overseas operations.

Assistance Received:

SBA 7(a) loan funding for employees of WEST to purchase the company stock. An SBA 504 loan funding to purchase the building owned by other stockholders.

Investment:

Total Project: \$1,500,000 and \$450,000, respectively

Number of Jobs Affected:

14
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Contact/Organization:

Leonard Holler, Wyoming Small Business Development Center (WSBDC) - Region 3

Name & Location of Business:

Tobie's Fine Jewelry, LLC, 242 South Wolcott, Casper

Type of Business/Economic Development Activity:

Jewelry Retailer

Assistance Received:

WSBDC helped with startup counseling, market research, advertising seminar presentation, business plan development, entity selection, lease agreement and financing assistance.

Number of Jobs Affected:

2 jobs created.
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Niobrara County



Contact/Organization:

**Jackie Bredthauer, Niobrara-Lusk Chamber of Commerce
Steve Elledge, Regional Director, Wyoming Business Council**

Type of Business/Economic Development Activity:

The Lusk Car Care opened and has been very successful. Darin and Marcia Hanson wanted to bring a new business to the community that was needed. The family ranches 40 miles from Lusk, and is also busy raising three children. They wanted a business that would be profitable without taking a daily commitment. They saw the need for a car wash and thoroughly investigated the business before taking that first step. They immediately joined the Niobrara Chamber of Commerce and our town is very pleased to have them in the business community.

Rusty Razor's is Lusk's newest beauty salon. Roxie Nelson, owner and operator, went back to school when her youngest child was in high school to achieve her goal of owning her own business. She opened her shop in 2005. Roxie and her husband also ranch and are the proud parents of 4 children. She joined the Chamber and the community is very pleased to have her services.

The Rawhide Lube and Repair opened in May 2005. Bill and Geri Proctor also ranch and were looking for a different business adventure while raising two children. Land was purchased, a new building was built and

Rawhide Lube and Repair became a reality. They are open five days a week and offer car service, oil changes, tire sales and repairs, trailers sales and repair, and sales of bulk oil products. Since opening they have added one other employee and are happy with their success.

Bloomers was opened in 2004 and saw profits in early 2005. Bloomers opened due to demand and supply. Two women, Carrie Bannan and Twila Barnette, were taking pictures for friends and family as a hobby. Carrie had also done some flower arrangements for a family member's funeral. What started as a hobby has since turned into a success story. They now own their business and turn their creative talents into a profit.

Park County



Contact/Organization:

Gene Bryan, Cody Economic Development Council (CEDC)

Name & Location of Business:
John Gallis, Norseman Designs West,
38 Road 2AB, Cody
www.norsemandesignswest.com

Type of Business/Economic Development Activity:
Infrastructure support for a proposed new production facility, office/showroom.

This award-winning western furniture manufacturer is relocating to a new facility that John will own. His goal is to continue to design and manufacture high-end, one-of-a-kind western design furniture plus add a woodworking school that will teach at-risk/

disadvantaged children or single parents a new skill to improve their employability and increase their self-esteem.

Assistance Received:
Community Development Block Grant (CDBG) for Economic Development. City of Cody sponsored the grant, and the CEDC and Northwest Region Director for the Wyoming Business Council wrote the grant.

Investment:
CDBG Grant - \$18,350 for electric and water infrastructure

Number of Jobs Affected:
One full-time craftsman and two part-time jobs to be created. Part-time jobs include a woodworking technician and an office manager/showroom supervisor. The later job would eventually translate to a full-time position as business increases.

Payroll:
Additional \$35,000 to \$50,000 depending on experience.

Name & Location of Business:
Yellowstone Regional Airport,
P.O. Box 2748, Cody
www.flyyra.com

Type of Business/Economic Development Activity:
Public Airport - a critical catalyst for all business development within the region.

The project is being developed in conjunction with the City of Cody, Wyoming Business Council, Cody Country Chamber of Commerce, Cody Economic Development Council and the Bureau of Land Management. Yellowstone Regional Airport will develop and construct a state-of-the-art business park within Park County to accommodate light manufacturing and other targeted businesses and industries to create an estimated 470

new jobs. The proposed land site is adjacent to the only major Commercial Service Airport within a 100-mile radius. The project requires subdividing 34 acres of land and installing infrastructure including water, sewer, telecommunications, natural gas, power, drainage, streets, landscaping, curb, and gutters.

Assistance Received:
Wyoming Business Council Business Ready Community Grant (\$1.5 million), and local match of cash, land and building.

Investment:

- BRC Grant request: \$1,500,000
- Total local match:

| | |
|-------------------------|-------------|
| Yellowstone | |
| Regional Air: | \$ 7,500 |
| City of Cody: | \$ 7,500 |
| Land Match, Yellowstone | |
| Regional Air: | \$1,114,894 |
| BLM building and site: | \$1,200,000 |
| • Total Project Cost: | \$3,829,894 |

Contact/Organization:

David Reetz, Powell Valley Economic Development Alliance

Name & Location of Business:
Ken Witzeling and Jeff Vogt, Target Powell Valley, Powell
Target Powell Valley is the non-profit land development arm of the Powell Valley Chamber of Commerce.

Type of Business/Economic Development Activity:
Target Powell Valley developed "Watertower West Park" providing critically needed mixed-use development space for multiple businesses. Watertower West Park is a 169-acre business park located at the west gateway of the community of Powell.

Park County continued page 16

Park County continued...

The park includes a planned mixed use of commercial/retail, business park and residential development.

Assistance Received:

The project involves a partnership between Target Powell Valley and the City of Powell, with approval of the Wyoming Business Council for two Business Ready Grants. The WBC Regional Office provided valuable assistance in the project, and the Powell Valley Economic Development Alliance is participating in marketing, promotion and business recruiting activities.

Investment:

As a result of the project, 10 of the 12 lots in Phase I have been sold with almost all lots under development at this time. In addition, a \$1 million commercial building was built in the area adjacent to Phase I. Two lots of Phase II have already been sold even without this phase being completed (Phase II completion is expected spring 2006). Over 50 homes and a church are already built or are under construction in the residential portion of the Park. This park has contributed to one of the largest construction booms the community has seen.

Number of Jobs Affected:

Over 55 jobs are associated with the commercial/business park development of Phase I, with almost 25 being new jobs. In addition, 10 new jobs were created in connection with the new business with a \$1 million building constructed in the area adjacent to Phase I.

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Contact/Organization:

**Diane Johnston,
WIDC/Frontier CDC**

Name & Location of Business:

Road Grill, LLC, 525 W. Yellowstone, Cody

Type of Business Activity:

This is a catering company formed in 2002 that provides food service for all types of event. It is currently operated from the owners' home and a commercial trailer.

Assistance Received:

SBA 504 loan funding to purchase and renovate an existing building for expansion of the business. This new larger facility will give the owners the ability to cater more events for their growing clientele list.

Investment:

Total Project: \$668,000

Number of Jobs Affected

6
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Platte County



Contact/Organization:

**Linda Fabian, Wheatland
Area Development
Corporation (WADCO)**

Name & Location of Business:

Angel's Beauty Zone, 851 Gilchrist, Wheatland

Type of Business/Economic Development Activity:

Cosmetology

Assistance Received:

Angel's Beauty Zone was the successful recipient of a Workforce Development Training Grant in the amount of \$557. This training provided Angel with specific skills and techniques allowing her to develop and deliver special services requested by customers. WADCO wrote the grant in partnership with Sarah Reilly of the Department of Workforce Services.

Investment:

A total investment of \$928

Number of Jobs Affected:

1

Payroll:

It was estimated that the trainee would receive an increase in her hourly wage from \$8.65 to \$10.00.

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Name & Location of Business:

Laramie Peak Computers, 609 13th Street, Wheatland

Type of Business/Economic Development Activity:

Information Technology

Assistance Received:

Laramie Peak Computers was the successful recipient of a Workforce Development Training Grant in the amount of \$2,000. This training provided Curtis Cook the opportunity to attend a 12-day boot camp culminating in seven Microsoft Certifications. WADCO wrote the grant in partnership with Sarah Reilly of the Department of Workforce Services.

Investment:

A total investment of \$7,495

Number of Jobs Affected:

1

Payroll:

It was estimated that the trainee would receive an increase in his hourly wage from \$13 to \$25.

Name & Location of Business:

Simply Creative, 755A Gilchrist, Wheatland

Type of Business/Economic Development Activity:

Gift Baskets

Assistance Received:

Simply Creative was the successful recipient of a Workforce Development Training Grant in the amount of \$703. This training provided Genia Vinyard the opportunity to attend a national training seminar designed just for the gift basket industry. WADCO wrote the grant in partnership with Sarah Reilly of the Department of Workforce Services.

Investment:

A total investment of \$1173

Number of Jobs Affected:

1

Payroll:

It was estimated that the trainee would receive an increase in her hourly wage from \$6 to \$8.

Name & Location of Business:

Wheatland Golf Course, Joe Holtzclaw, 409 10th Street, Wheatland

Type of Business/Economic Development Activity:

Community Golf Course

Assistance Received:

The Wheatland Golf Course was the first recipient of WADCO's Challenge Loan created in partnership with local banks. WADCO's Challenge Loan program was an outcome

of our success with last year's Business Ready Communities Grant. While the golf course does not create jobs per se, it is critical to our community's quality of life, and an attractive asset to businesses thinking about relocating. The sprinkler system at the golf course was outdated and in need of replacement. Our challenge loan gave them the opportunity to secure the funds necessary to move forward with this project.

The Wyoming Business Council staff, Steve Elledge and Ben Avery, assisted in developing policies and procedures for our Challenge Loan Program.

Investment:

\$100,000

Contact/Organization:

Diane Johnston, WIDC/Frontier CDC

Name & Location of Business:

Top Drawer Cabinetry, 1956 South Street, Wheatland

Type of Business Activity:

Custom Cabinets and Millwork

Assistance Received:

SBA 504 loan funding for the purchase of the building and equipment of the existing business. They specialize in custom-made items such as crown molding, baseboard, doors and furniture.

Investment:

Total Project: \$375,000

Number of Jobs Affected:

7

Sheridan County



Contact/Organization:

Sharon Nichols/Beth Hink, US Small Business Administration

Name & Location of Business:

Kevin Burgess, Big Horn Valve, Inc., 248 West Works Street, Sheridan www.bighornvalve.com/v2/big_home.html

Type of Business/Economic Development Activity:

Big Horn Valve, Inc. (BHVI) was founded in Sheridan in 1997 by Kevin Burgess to develop a new stemless valve technology called the VOST™ valve. This basic new valve technology was incubated as a result of practical "field" lessons learned during installation, repair, and maintenance of residential irrigation systems. A visit in 1997 with Dave Walrath and Bill Lindberg of the Mechanical Engineering Department at the University of Wyoming resulted in the formation of the basic valve concept that embodies an eccentric venturi to accomplish what other valves do with a stem and handle-turning fluid flow on and off. The concept of a stemless valve is a new platform technology that can solve a number of different problems for industry. For example, more stringent air quality standards require the petroleum and petrochemical industries to reduce emissions from valves.

Sheridan County continued...

Product Development: The principal source of valve emissions in standard valves is the dynamic (moving) seal around the actuator stem. Big Horn Valve has recently developed a VOST™ valve that uses magnets to rotate the valve into the open and closed positions. This eliminates the need for a penetration through the body of the valve and as a result the valve cannot leak to the outside if it is installed properly.

Testing: Field tests have been conducted on the manual valve at the Rocky Mountain Oilfield Testing Center north of Casper. The automated valve was tested at Torque Process and Control, a Casper firm specializing in refinery support services.

Marketing: Big Horn Valve management sees greatest potential in the short run for direct product sales to motivated customers, particularly those that have participated in product development with them. In late 2004, Big Horn Valve established a joint venture partnership with MIC Group in Brenham Texas. MIC possesses a full range of manufacturing capabilities, including foundry, machine shop and valve testing facilities. The company manufactures an array of products, including specialty valves for the petroleum industry.

Assistance Received:

Management and engineering activities will continue to expand at the company headquarters in Sheridan, WY. Continued success in raising capital for manufacturing and recent SBIR awards will allow the company to meet its goals.

SBIR awards received in 2005:

February 2005, Phase 0 award winner \$5,000
August 2005, Phase 0 award winner \$5,000
October 2005, Phase II award winner \$600,000
November 2005, NASA Phase I award winner \$70,000

Number of Jobs Affected:

This partnership will enable BHVI, with 1 full-time and 3 part-time employees, to respond to larger orders without investing heavily in plant and equipment.

Name & Location of Business:

Mr. Kon Ho In,
Star Video Library, LLC
700 N. Main St., Sheridan

Type of Business/Economic Development Activity:

Kon Ho In emigrated from Korea to the USA in 1979. Although he could read and write some English when he arrived, he still had some large obstacles to overcome. He was not fluent in English, and did not understand American culture and customs. Mr. In wanted to start a business in Sheridan, but didn't have the money to do it.

In 1983, Kon Ho In started his first store, Star Video Library, in a rented garage, \$2000 from savings, 10 VCR players, and 100 VHS movies. Along with himself he employed his wife, Sun Ok, and four part-time employees. In the beginning, Mr. In would work in his new business and as a school janitor.

Now Kon Ho In is the owner of four businesses. Star Video Library, Sheridan, is a full service home electronics, movie/video-game rental, and liquor store. Star Video Audio, Gillette, is a full service

home electronics store. Star Computer Depot sells and repairs commercial and home computer equipment. Currently, he has a total of 17 employees in all his businesses. Best is a Real Estate holding company for a 48,500 square foot strip mall and will employ six more people in the Sheridan area.

Kon Ho In has shown us that hard work, honesty, and a helping hand from SBA can help anyone realize the dream of owning and operating a successful small business.

Assistance Received:

He needed funds to expand his business, but had limited cash flow and working capital. He could not get a regular bank loan, and needed an SBA guarantee. Because of the help provided by SBA, Kon Ho In was able to overcome his financial barrier and purchase a much needed building.

Number of Jobs Affected:

17

Sweetwater County



Contact/Organization:

**Patricia Robbins,
Sweetwater Economic
Development
Association (SWEDA)**

Name & Location of Business:

Black Butte Coal Company, Point of Rocks

Type of Business/Economic Development Activity:

Workforce Development and skills upgrade for fifteen employees

Assistance Received:

Workforce Development Training Funds

Investment:

Workforce Development Training Fund Grant in the amount of \$2,943

Number of Jobs Affected:

Fifteen employees were provided training to increase their skill sets and increase productivity at the coalmine.

Name & Location of Business:

City of Green River, 50 E 2 N, Green River
www.cityofgreenriver.org

Type of Business/Economic Development Activity:

Expansion of infrastructure for future development.

Infrastructure grant funding will allow for the expansion of municipal infrastructure on the west end of the City of Green River including water, sewer and streets. This will open over 13 acres of land owned by the City of Green River for future commercial development, as well as possible future expansion of city limits to the west.

Assistance Received:

The City of Green River received a \$1.5 million grant from the Wyoming Business Council’s Business Ready Community Grant Program (Community Readiness) to expand existing infrastructure to allow for future commercial development to the west side of Green River.

Investment:

The total project cost is \$2,145,745 with \$1,500,000 from the BRC Grant and \$645,745 from the City of Green River

Name & Location of Business:

City of Rock Springs, 212 D Street, Rock Springs

Type of Business/Economic Development Activity:

Expansion of existing infrastructure (Gateway Blvd extension) to open up additional land for commercial development. The project was spearheaded by Paul Kauchich, Director of Engineering and Operations for the City of Rock Springs. The extension of an existing boulevard opens up 60.7 acres of highly visible property for commercial development along Interstate 80 as well as alleviating traffic congestion.

Assistance Received:

A Business Ready Community Grant from the Wyoming Business Council in the amount of \$1.5 million was granted to the City of Rock Springs. The city funded \$2.1 million of the project.

Investment:

Total project cost of the road extension was \$3,300,000.

Contact/Organization:

**Diane Johnston,
WIDC/Frontier CDC**

Name & Location of Business:

Farson Feed Store, 3800 N. Highway 191, Farson

Type of Business Activity:

The property is a C-Store/gas station /feed store warehouse, supplying

various agricultural products to the local community.

Assistance Received:

SBA 504 loan funding for purchase of existing store. Dustin Eaton is returning to Farson to operate the store and plans to add an access to increase accessibility for semi truck and start fuel delivery service for ranchers, working with them to learn their farm supply needs.

Investment:

Total Project: \$454,400

Number of Jobs Affected:

9

Name & Location of Business:

KFC/Long John Silvers, Dewar Drive near I-80 Exit, Rock Springs

Type of Business Activity:

Restaurant

Assistance Received:

SBA 504 loan funding to construct a new larger building for the existing Kentucky Fried Chicken (KFC) and Long John Silvers.

Investment:

Total Project: \$1,838,700

Number of Jobs Affected:

86

Uinta County



Contact/Organization:

Rick Lunsford, City of Evanston

Name & Location of Business:

Everett Graphics Inc., 1600 Union Road, Union Center Business Park, Evanston
www.everettgraphics.com

Type of Business/Economic Development Activity:

Everett Graphics Inc. is a 50-year company out of Oakland, California. The company manufactures specialty boxes and cartons with high-resolution graphics, such as a cosmetics box or a pizza box. Everett Graphics will open the new 62,500 square foot facility in Evanston in February 2006.

Assistance Received:

This project was made possible with an 11.2-acre site in the city owned Union Center Business Park. The two-phase \$3,000,000 grant through

the Wyoming Business Council's Business Ready Community Grant and Loan Program was the first BRC grant used as a tool to recruit a business from out-of-state.

Investment:

\$6.5 million total

Number of Jobs Affected:

Approximately 30 jobs initially affected with substantial job growth projected.

Washakie County



Contact/Organization:

Le Ann Baker, Washakie Development Association

Name & Location of Business:

Family Farm Feed and Supply, 1271 Lane 14 Worland

Type of Business/Economic Development Activity:

Business Plan Challenge

Assistance Received:

Washakie Development Association, Worland Ten Sleep Chamber of Commerce and the Wyoming Business Council teamed up to encourage the entrepreneurial spirit in the community and to contribute to a positive, pro-growth attitude to encourage small growing businesses to thrive. Donors included Big Horn Basin Accounting, Security State Bank, Hi Country Printing, The Big Horn Radio Network, KWOR/KKLX, Northern Wyoming Daily News, Northwest College, American National Bank, Pinnacle Bank, Pacific Power, RT Communications, Farm Bureau Insurance and the Wyoming Business Council. The award package valued at \$11,000 consisted of cash, advertising, printing, accounting and banking services.

Number of Jobs Affected:

Ten businesses plans were submitted including both existing and start-up ventures. The diversity was amazing from a center for brain-damaged adults, to an alpaca ranch, from a startup restaurant to a museum-quality taxidermy shop. The winning business plan, Family Farm Feed and Supply, created one to three new jobs while retaining three positions and diversifying their inventory.



WYOMING ECONOMIC DEVELOPMENT ASSOCIATION

W E D A

For more information about WEDA membership: