



SUCCESS STORIES 2012

WEDA'S MISSION IS TO PROVIDE LEADERSHIP AND SUPPORT TO FOSTER ECONOMIC DEVELOPMENT IN WYOMING.



TIER 4

New Business Recruitment

TIER 3

Existing Business Development

Entrepreneur Development

TIER 2

Quality Of Life

Workforce Development

Infrastructure Development

TIER 1

Leadership/Civic Development
And The Role Of Public Policy

With the national unemployment rate hovering around 7-8 percent, there's a lot to be said about job creation as an important indicator of a healthy economy. But new jobs don't necessarily give a complete picture. Successful economic development requires a number of components—building blocks—to ensure the projects and businesses coming online or expanding contribute to the community with livable wage jobs as well as diversify our economy.

Wyoming's unemployment rate is a relatively healthy 5 percent and the economy is strong compared to many parts of the country where people are still unable to find work and businesses are struggling to stay afloat. As this year's edition of the WEDA Success Stories newsletter illustrates, new job creation is just one part of what is helping the state's stability. We've highlighted over 60 businesses and projects from all corners of Wyoming that employed some or all of the building blocks of economic development to help create wealth, generate jobs, and support stable, vibrant communities.

Building Blocks of Economic Development

ECONOMIC DEVELOPMENT BUILDING BLOCKS

TIER ONE LEADERSHIP & PUBLIC POLICY

The foundation of all economic development is leadership. Leaders provide vision, planning, communication, and the ability to bring a community together to think creatively about its future.

Leadership for this kind of cooperation can come from many directions: elected officials, civic organizations, the local chamber of commerce, economic development organizations, and individual business leaders and community members. The critical outcome of this foundational building block is to create a healthy business-friendly climate in which all local businesses can flourish.

TIER TWO INFRASTRUCTURE, WORKFORCE & QUALITY OF LIFE

Wyoming's quality of life is unique: wide-open spaces, small rural communities, low population, and expansive wild lands are just some of its characteristics. For economic development purposes, the important components also include things like access to good health care

and high-quality schools, police and fire protection, affordable housing, cultural and recreational opportunities, and an attractive environment.

Recruiting a well-trained workforce in Wyoming can be challenging because of the state's rural character. Some of this year's successful new and expanded businesses have discovered that locating near and working with Wyoming's institutes of higher education—the University of Wyoming and community colleges—has helped them find highly talented, motivated workers who want to stay in the state.

Infrastructure like land and buildings, as well as water, sewer, gas, electricity, telecommunication services and transportation are also all critical to successful businesses.

TIER THREE EXISTING BUSI- NESS & ENTREPRENEUR DEVELOPMENT

With quality of life, workforce and infrastructure needs in place, communities can address the next tier of economic development, which includes supporting existing businesses and entrepreneurs. Too often, people think recruiting outside corporations is the

only way to grow the local economy, when in fact the majority of new jobs created usually come from the expansion of existing businesses.

Likewise, local entrepreneurs are usually the best at identifying hot new product ideas and business opportunities appropriate for their community.

Many of this year's success stories reflect the power of looking at creative ways to improve existing services and facilities, or to respond to a town's unique needs, as a way to invest in the community and enhance its economic potential.

TIER FOUR NEW BUSINESS RECRUITMENT

Finally, when all the other building blocks are in place, a community is prepared to recruit new businesses.

We've all seen signs of failed economic development efforts—abandoned shopping centers or empty shops along Main Street. To avoid such mistakes it's critical to ensure all the pieces of the puzzle are in place. Building from the bottom up allows communities to attract new businesses and residents with confidence so that they can accurately portray their community and provide critical support so all business endeavors are successful.

WEDA'S ECONOMIC DEVELOPMENT PRINCIPLES

WEDA believes that legislative, local and state economic development efforts should provide a consistent strategy to encourage private sector development of companies that provide higher than average wages, create primary jobs, diversify the economy and generate tax revenue. Legislative and economic development policy and efforts should meet one or more of these criteria:

- > Does it further diversify Wyoming's economy?
- > Does it expand the tax base for state or local government?
- > Does it expand or diversify the workforce?
- > Does it build on strengths that Wyoming already has?
- > Does it create new, quality jobs?
- > Does it generate funds for state and local governments?
- > Does it increase private investment in Wyoming?
- > Does it improve Wyoming's competitiveness?
- > Does it move toward more efficient and/or business-friendly government?
- > Does it create or expand public and/or private infrastructure?

CONTACT/ORGANIZATION

**Gaye Stockman, President & CEO
Laramie Economic Development
Corporation (LEDC)
www.LaramieWY.org**

*Name & Location of Business
Developed:*

Laramie Transload, The LEDC, LLC
PO Box 1250
Laramie, WY 82073
307-742-2212
gstockman@LaramieWY.org

Economic Development Activity:

Laramie Transload was created to accommodate the growth in demand for rail freight services among Laramie employers, while also attracting new industries looking to improve economies associated with shipping by rail and highway. Laramie Transload provides truck-to-rail or rail-to-truck freight shipping options serviced by the Union Pacific Railroad. The Laramie Transload site is located in the southwest region of Laramie with easy access to the I-80 corridor, just outside Laramie's city limits.

Assistance Received:

Costs associated with the distribution of raw materials, supplies and products have a significant impact on the competitive health and prosperity of many industries. Laramie is ideally situated for the interstate shipping of freight by highway or by rail. In early 2010, LEDC planted the conceptual seed for what would become the Laramie Transload site on 5.65 acres of leased Union Pacific Railroad (UPRR) land. According to Gaye Stockman, LEDC's President and CEO, "Its construction and operation was the result of hard work, rigorous study and guidance, as well as determined effort on the part LEDC's Executive Board and many partners."

Investment:

LEDC was awarded an \$805,000 Business Ready Community Grant from the Wyoming Business Council, a \$400,000 Public Safety Grant from WYDOT, and a \$100,000 Industrial Roads Program Grant from Albany County/WYDOT. Railroad Specialties, Inc. provided \$257,000 to partially fund the upgrade of old tracks and to participate in developing the public road grade crossing. Total funding was approximately \$1.8 million.

A new legal entity, The LEDC, LLC, was created for the operations of Laramie Transload. The City of Laramie and Albany County each loaned The LEDC, LLC \$100,000 from their respective Economic Development Funds. The City's loan was provided for lease payment application to the Union Pacific Railroad, and the County's loan was used as a match to the Wyoming Business Council Grant.

Number of Jobs Affected:

During its initial phase of operations, this management function is expected to employ up to three employees in Laramie and have a significantly greater impact on direct primary job creation.

CONTACT/ORGANIZATION

**James Drever, Business Advisor
Wyoming Entrepreneur Small Business
Development Center (SBDC)
www.wyomingentrepreneur.biz**

Name & Location of Business Helped:

Wolf Creek Broadcasting, LLC
1660 North 4th Street
Laramie, WY 82072
307-742-2379
Shawn Faxon, Owner and Founder
www.MyHits106.com

*Business/Economic
Development Activity:*

With years of experience in the radio industry, including family-owned and operated companies, Shawn Faxon saw a market opportunity to start a new radio station in Laramie. In 2011,

Shawn founded Wolf Creek Radio Broadcasting, LLC, which operates KLMI-FM 106.1 as Hits 106. KLMI can be heard across Albany County as well as worldwide through www.myhits106.com. Shawn's focus on music and local on-air voices, as well as his attention to developing content his listeners desire, has led to the success of the company. Shawn developed a detailed business plan and collected the right team members to get the radio station up and running; the company has grown steadily ever since. Wolf Creek Broadcasting, LLC has become a well-known source of information for the community. It supports the community by sharing news and information and connects potential customers with advertisers, thus helping to grow local businesses.

Assistance Received:

SBDC assisted Shawn with developing a business plan, conducting market research and providing training in QuickBooks.

Investment:

Shawn found a combination of private investors and other funding sources to start his business.

Number of Jobs Affected:

Wolf Creek Broadcasting, LLC created—and has retained—three new jobs in Laramie on a full-time and part-time basis. Although Shawn has built a successful business employing other people, he has still kept his day job.

CONTACT/ORGANIZATION

**Diane Johnston, President
WIDC•Frontier CDC
www.widcfrontier.com**

Name & Location of Business Helped:

Gateway Fuel & Gateway Liquor
2471 Jackson Street
Laramie, WY 82070
307-721-0014
www.facebook.com/GatewayLaramie

Business Owners: Gateway and Company, Marty McKinney, Jeff Thelen & Rajeev Patel

Business/Economic Development Activity:

Gateway gas station, convenience and liquor store is a newly developed property and new business at the intersection of Highway 130 and Highway 230 in West Laramie, easily accessible from U.S. Interstate 80. This busy intersection is known as the gateway to the Snowy Range, a major destination for hunters, campers and outdoor enthusiasts, and one of the most heavily traveled highways in south-central Wyoming. Development of the 1.1-acre site includes a 6,000 sq. ft. convenience and liquor store building, four Shell gasoline/diesel pumping stations and a large paved parking area sufficient to accommodate cars, RVs, campers and trucks. Gateway Land Company purchased the land in September 2010 and completed facilities construction in 2012.

Assistance Received:

Funding provided through the SBA 504 Loan Program was used for site development and construction. Participating lenders include WIDC•Frontier CDC and First Interstate Bank.

Investment:

Total Project Investment: \$1,705,000

Number of Jobs Affected:

7 jobs created



CONTACT/ORGANIZATION

Barbara Anne Greene
Basin Area Chamber &
Town of Basin
www.basincc.com

Name of Business:

Town of Basin
209 South 4th Street, PO Box 599

Basin, WY 82410
townofbasin@tctwest.net
www.basinwy.net

Business/Economic Development Activity:

Community Assessment and Master Plan for Town of Basin and Basin Area Chamber

Assistance Received:

In 2011 the Wyoming Rural Development Council came to Basin to do a community assessment. A year later, the assessment was key in helping Basin complete a master plan. We were able to incorporate what the assessment told us about what people wanted, what was needed and how they saw Basin in the future. The major themes from the assessment were incorporated into the master plan. These included:

- Programs and Services • Activities for all age groups • Expanded recycling program • Farmers Market/Local Foods program • Comprehensive community plan infrastructure • Sewer • Water lines • Curb and gutter • Transportation Economic Development • Retail • Services • Lodging • Restaurant/Food service • Downtown • Streetscape • Beautification • Have a reason for people to stop • Recreation • Recreation/Community Center that's multi-age, multi-purpose, with a gym

How Project Affected the Community:

Both the Assessment and Master Plan is helping Basin move forward. It gives elected officials a clear vision of what Basin needs to do to grow. The information from both documents helps us when applying for grants and funding.

CONTACT/ORGANIZATION

Bruce Morse, Regional Director
Wyoming Entrepreneur Small Business Development Center (SBDC)
www.wyomingentrepreneur.biz

Name & Location of Business Helped:

CodeRed Tactical
Steve and Ed Allred, Kate Abbene
411 East Main Street
Lovell, WY 82431

307-548-7154
www.coderedtacticalwy.com

Business/Economic Development Activity:

A retail firearms and sporting goods store.

Assistance Received:

The Small Business Development Center (SBDC) originally met with these clients in July of 2011 to discuss the start-up of a firearms store. Assistance was provided in business planning and preparing financial projections to submit to a lender. A local bank gave CodeRed Tactical a new loan of \$40,500 through the SBA Patriot Express program. The store officially opened in the fall of 2011. In addition to custom firearms and training, they have now added fishing supplies, tactical and survival gear, camping supplies and reloading components to their retail offering.

Investment:

A combination of owner equity and local bank financing funded the business.

Number of Jobs Affected:

Establishment of this veteran-owned business created 2 full-time and 2 part-time jobs. In addition, they contract with three local law enforcement officers to provide training classes.



CONTACT/ORGANIZATION

Matt Melinkovich, Field Engineer
Manufacturing-Works (M-W)
www.manufacturing-works.com

Name of Business Helped:

L&H Industrial, Inc.
913 L & J Court
Gillette, WY 82718
307-682-7238
www.lnh.net

Type of Business:

L&H Industrial, Inc. manufactures aftermarket parts for the mining industry.

Assistance Received:

With the production slowdown in the mining industry, L&H Industrial's profits and growth were slowing as well. Manufacturing-Works (M-W) and L&H Industrial have had an ongoing business relationship for the past 13 years, so they were contacted for current advice.

Manufacturing-Works suggested sales training with long-time partner Tom Reilly. Since L&H Industrial had attended two-day workshops conducted by M-W and Tom Reilly in the past, L&H was eligible for Reilly's new Master's Program, an intense five-day, on site submersion into the principles of selling on value, not price. Thirty employees—including management, sales teams, and engineers—were trained.

L&H Industrial saw tremendous benefits in understanding how to compete on value and not price. Three months after the training, L&H reached an all-time record for sales in one month (\$11 million). Overall sales revenue has increased 17 percent this year. This increase in sales has not only increased L&H Industrial's sales pipeline, but has allowed them to regain their growth goal, move forward on opening a new facility, and land a \$14 million project with a federal agency.

"Tom Reilly Training has changed the way L&H Industrial approaches its business," Jeff Wandler, L&H vice president said. "It has become a culture in our company to add value. We believe it was a good investment to enhance our culture and keep us profitable."

CONTACT/ORGANIZATION

**Susan Jerke, Regional Director
Wyoming Entrepreneur Small Business Development Center (SBDC)
www.wyomingentrepreneur.biz**

Name & Location of Business Helped:
Blue Sky Ice, LLC
700 Axels Avenue
Gillette, WY 82716
307-689-1060
flatta3@hotmail.com

Business/Economic Development Activity:

Business partners Frank and Sue Latta and Tony Knofcynski opened their ice manufacturing facility, Blue Sky Ice, LLC in June of 2012, producing both cubed and block ice. Blue Sky Ice is the only locally owned and operated ice manufacturer and wholesaler in north-east Wyoming. The owners anticipate expanding over the next year to accommodate newly secured contracts with regional markets. Their ice has been analyzed and is highly rated for clarity and lack of impurities.

Assistance Received:

Blue Sky Ice, LLC received assistance from the SBDC to develop their business plan and refine cash flow projections to submit to their lender. Blue Sky Ice presented their manufacturing facility to Campbell County Economic Development Corporation. The company is a member of the Campbell County Chamber of Commerce and hosted an open house and ribbon cutting to introduce the company to the community.

Number of Jobs Affected:

Blue Sky Ice employs three full-time and four part-time workers.

Name & Location of Business Helped:

Manila Asian Store, LLC
107 East 3rd Street, Suite A
Gillette, WY 82716
307-670-8713
manilasianstore@yahoo.com
www.facebook.com/LuManilaAsianStore

Business/Economic Development Activity:

Lucila Lampman moved to Wyoming sixteen years ago from the Philippines, but was frustrated by being unable to find key ingredients to prepare her native dishes. She often traveled to Denver to find authentic spices and Asian staples and brought back additional supplies for her friends in Wyoming. Lucila believed there was a market for an Asian food store in Gillette. She researched suppliers, leased

a location and opened the Manila Asian Store, LLC in June of 2011. Her store has been well received and she continues to increase her product line, including fresh and frozen produce. She also helps her customers learn how to cook with her unique spices and food products. Lucila has created a niche market business and is now attracting new customers, who come to her store from communities across the state.

Assistance Received:

Lucila received startup assistance from the SBDC in areas of business and financial planning, marketing and legal structure. She is also involved with the e2e educational networking program, designed to improve the climate for the start-up and growth of entrepreneurial companies, offered by the Wyoming Technology Business Center.

Investment:

Lucila self-funded her business start-up.

Number of Jobs Affected:

One job was created; Lucila is the sole employee of the store.

Name & Location of Business Helped:

Pizza Carrello, LLC
2606 Sammie Ave., Gillette, WY 82718
307-363-1743
pizzacarrello@gmail.com
www.pizzacarrello.com
www.facebook.com/pizzacarrello

Business/Economic Development Activity:

Pizza Carrello, LLC, a mobile wood-fired pizza oven catering service, lit its oven for the first time on March 25, 2012 and has blown away initial projections by cooking 100 to 150 pizzas each day! The business provides unique, quality food for festivals, trade shows, street fairs and private events throughout Wyoming. Owners Ariane Jimison, Rachel Kalenberg and Briana and Bob Trowe took classes from a wood-fired pizza maker in Boulder, CO and then built their own mobile oven with the oversight of Wyoming Consumer Health Services. They have

continued to grow their business—adding employees, featuring locally grown produce and starting construction on their own commercial kitchen. Pizza Carrello, LLC is dynamic within the community; they took part in the summer's farmers' market by featuring artists in their booth and surprising happy customers with a "Drive-by Fooding", offering free pizzas to citizens driving by their booth. They have an active social media presence, utilizing their website, Facebook and blogs. They are looking forward to expanding their services to a permanent location and possibly into other communities in the region. Pizza Carrello, LLC was honored as the Campbell County Chamber of Commerce Entrepreneurs of the Year for 2012.

Assistance Received:

Pizza Carrello, LLC was helped by the SBDC's regional offices with start-up assistance, business planning, accounting, cash flow management and human resource policies/procedures. The Market Research Center provided the company with website optimization. Members of the company participated in Wyoming Entrepreneur's Business Fitness Program (funded by the Small Business Job Act), which included specific training on Success Business Habits, Financial Recordkeeping, Website Optimization and Developing a Marketing Plan. Their mobile-fired pizza kiln was reviewed and approved by the Wyoming Department of Agriculture Consumer Health Services. Pizza Carrello, LLC is a member of the Campbell County Chamber of Commerce.

Investment:

The owners obtained a personal loan from their credit union and raised the remainder of the start-up costs from friends and family, using "crowd funding"!

Number of Jobs Affected:

Pizza Carrello, LLC employs three full-time and four part-time workers.

Name & Location of Business Helped:

Edge Electric, Inc.
P.O. Box 2645, Gillette WY 82717

307-660-7742
edgeelect@gmail.com
www.edge-electricinc.com

Business/Economic Development Activity:

Edge Electric, Inc. is a locally owned, licensed and fully insured electrical contracting business, which started in Gillette in April of 2012. The owners, Nickolas and Stephanie Freeman, have over 10 years of experience serving Wyoming. The company is gaining new clients and repeat business by serving residential, commercial, industrial, and farm and ranch clients. They also offer 24-hour emergency assistance. Since opening, they have added trailers, as well as trenching and other equipment. Nickolas and Stephanie recognize that clients appreciate prompt, reliable service at a reasonable rate and strive to fill this need.

Assistance Received:

The SBDC helped Nickolas and Stephanie analyze commercial and residential market segments and create a business plan to help focus their efforts. The Market Research Center (MRC) analyzed their website and offered suggestions for increasing visibility. They have participated in roundtables hosted by the SBA and they are members of the Campbell County Chamber of Commerce.

Investment:

Edge Electric, Inc. was opened with owner investment.

Number of Jobs Affected:

Nick works in the field and Stephanie helps with the books. They hire part-time employees on an as-needed basis.

CONTACT/ORGANIZATION

**Susan Jerke, Regional Director
Small Business Development
Center (SBDC)
Gillette, WY
www.wyomingentrepreneur.biz**

**Sharon S. Nichols,
Marketing Assistant and Public**

**Information Officer
U.S. Small Business Administration
www.sba.gov/wy**

Name & Location of Business Helped:

BKS Environmental Associates, Inc.
Brenda K. Schladweiler, President
612 N. Hwy. 14-16, Unit E
Gillette, WY 82716
307-686-0800
bschladweiler@bksenvironmental.com
www.bksenvironmental.com

Business/Economic Development Activity:

A woman-owned small business, BKS Environmental Associates, Inc. has served the energy industry for more than 31 years. Based on state and federal environmental policy and reclamation regulation, BKS recognized the need of coal companies and other energy-related industries in North-eastern Wyoming to have a company that specialized in soils, vegetation and wetlands. BKS established an office in Gillette, Wyoming to better serve the coal mines in the Powder River Basin and quickly expanded to include other types of mining operations including uranium, trona, bentonite, rare earth minerals, gold and gravel as well as engineering, local government, pipeline, coal bed methane and oil and gas companies. BKS is continually seeking ways to become more sustainable and provide services for projects requiring Environmental Site Assessments and Environmental Assessments by the National Environmental Policy Act.

Assistance Received:

The company recently received a grant through the Wyoming Entrepreneur Small Business Development Center's Sustainable Profits program. The grant has allowed BKS to change the lighting in the Gillette office, fix the weather stripping on the doors to be more energy efficient and purchase additional computer monitors to reduce paper usage. BKS is improving business profitability by embracing sustainable business practices.

Investment:

BKS has shown growth over the years, from \$60,000 gross profit the first year to \$932,726 in 2011.

Number of Jobs Affected:

BKS has grown from two employees in 1985 to 11 full time employees and two part-time employees in 2011. During the busy summer field season, BKS typically hires three to four interns to assist with field work.

CONTACT/ORGANIZATION

Diane Johnston, President
WIDC•Frontier CDC
www.widcfrontier.com

Name & Location of Business Helped:

Budget Inn
2011 Rodgers Drive
Gillette, WY 82716
307-686-1989
Business Owners: Muhammad Khan, Ghazanfar Khan and Zulfiqar Khan

Business/Economic Development Activity:

The three Khan brothers have more than 15 years of experience in the hospitality industry, owning and operating multiple properties in Wyoming and adjacent states. The Gillette Budget Inn is 49 unit, three-story property conveniently located close to restaurants, shopping, the Cam-Plex Multi-Event Facility, and Interstate 90. The property offers spacious single and double units, complimentary breakfast, laundry facilities, indoor pool, in-room amenities, and pet-friendly rooms.

Assistance Received:

The Khans utilized the long-term fixed rate financing available through the SBA 504 Loan Program for purchase of this Budget Inn property. Participating lenders include WIDC•Frontier CDC and First National Bank.

Investment:

Total Project Investment: \$2,050,000

Number of Jobs Affected:

11 jobs created and retained

Name & Location of Business Helped:

Destination X
2525 South Douglas Highway
Gillette, WY 82718
307-682-2525
mckim@dxgillette.com
www.dxgillette.com
Business Owners: Cord Mitchell, Donald & Karen Higbee

Business/Economic Development Activity:

Destination X is a recreational motorsport dealership offering the sale and service of Polaris, KTM, Kymco and Sea Doo brands to the regional sports vehicle market. The principals purchased the business in 2009 and continued to operate it in the original location, a leased commercial building on South Douglas Highway. In late 2011, the building became available for purchase. With funding through the SBA 504 Loan Program, Destination X, Inc. purchased the 4,600 sq. ft. building. Now, rather than making lease payments, the corporation is building equity in the building and the business.

Assistance Received:

Project funding provided through the SBA 504 Loan Program; participating lenders include WIDC•Frontier CDC and Yellowstone Bank.

Investment:

Total Project Investment: \$900,595

Number of Jobs Affected:

7 jobs created and retained

Name & Location of Business Helped:

Rodeway Inn
409 Butler Spaeth Road
Gillette, WY 82716
307-682-4757
Business Owners: Skyridge Investments Inc., Robina Khan and Umar Farooq

Business/Economic Development Activity:

Skyridge Investments, Inc., owns and operates multiple hotels/motels in

Wyoming. The principals are active in the management and operation of each of their properties. In March 2012, they purchased the Smart Choice Inn in Gillette, now a Rodeway Inn franchise. The property is a 62-unit, two-story motel with easy access and good visibility from U.S. Interstate 90. Equally popular with tourist and business travelers, this clean, well maintained, budget-friendly motel offers convenient in-room amenities, continental breakfast and vehicle cold weather block heaters.

Assistance Received:

Long-term, fixed rate financing for purchase of the property was provided through the SBA 504 Loan Program. Participating lenders include WIDC•Frontier CDC and First Interstate Bank.

Investment:

Total Project Investment: \$1,270,000

Number of Jobs Affected:

11 jobs created and retained



CONTACT/ORGANIZATION

Cindy Wallace, Executive Director
Carbon County Economic Development Corporation (CCEDC)
www.ccwyed.net

Name & Location of Business Helped:

Saratoga Forest Management
507 E Bridge Street, PO Box 1209
Saratoga, WY 82331
307-326-3082

Business/Economic Development Activity:

Saw mill start-up business.

Assistance Received:

The Carbon County Economic Development Corporation (CCEDC) worked with this company on its rail transportation needs. The Wyoming

Business Council regional representative and CCEDC discussed various state funding options with the company. Saratoga Forest Management will be applying for Workforce Training Grants through Dept. of Workforce Services.

Number of Jobs Affected:

The sawmill had been closed for over nine years, resulting in a loss of 100 jobs. Saratoga Forest Management has created 85 new jobs at the mill and another 30-40 with trucking and logging, thus revitalizing Saratoga.

COUNTY

CONVERSE

CONTACT/ORGANIZATION

**Cindy Porter, Executive Director
Converse Area New Development
Organization (CANDO)**
www.candowyoing.com

Location of Project:

Douglas Business Park
Richards St. and Riverbend St.
Douglas, WY 82633

**Business/Economic
Development Activity:**

Business Park Development and new Eastern Wyoming College-Douglas Campus

Assistance Received:

The City of Douglas purchased a piece of property for \$275,000 and was awarded \$3.4 million in Business Ready Communities (BRC) Community Readiness funds from the Wyoming Business Council for the three completed phases of the Douglas Business Park.

The BRC funds were used to develop the park's infrastructure, including site preparation, water and sewer lines, roads, and an access loop into the business park to improve traffic flow and safety. The City of Douglas also completed a walking path, which extends from the Platte River and completely surrounds the business park.

CANDO is responsible for selling and/or leasing the lots to businesses and organizations wanting to build facilities. Through these sales, CANDO is successfully accomplishing the goals set out under a development agreement between the City of Douglas and CANDO.

Two lots have been previously sold: one to an adjacent local business owner and the other to a private developer to build an office building for the USDA. Two additional lots are occupied by Backcountry Super Cubs and include a manufacturing facility and a grass runway (a Business Committed Grant.)

Granite Peak recently purchased all the remaining developed and undeveloped lots and is pleased that Eastern Wyoming College (EWC) will be an anchor tenant. Granite Peak principals have expressed their desire that future development there be complementary to the mission of the college. Four lots have been set aside for a new EWC campus and were not involved in the sale. Two lots are owned by CANDO and two lots are owned by the City of Douglas. All four lots will be conveyed to Converse County.

The EWC project has now successfully passed on the ballot to be funded by the 1-cent sales tax. The EWC Advisory Board will go before the 2013 Legislature to request matching funds from the State.

**How this Project Affected
the Community:**

Converse County is experiencing a tremendous amount of activity based around the energy sectors. The Business Park was initially designed for light industrial and professional use. With their increased emphasis on workforce development, the Eastern Wyoming College-Douglas campus is a good fit.

It is important to meet the growing needs of the current energy activity, while diversifying our base of jobs to sustain us in the future. In whole, this project helps us to do that.

CONTACT/ORGANIZATION

**Linda Harris, Executive Director
Northeast Wyoming Economic
Development Coalition, Inc.**
www.newedc.com

Name of Communities Helped:

The communities of Glenrock and Rolling Hills conducted a community assessment follow-up.

Assistance Received:

A Wyoming Rural Development Council Assessment Resource Team conducted a five-year community assessment follow-up in Glenrock, Wyoming and Rolling Hills, Wyoming in April 2012.

Linda Harris led the team, consisting of Lorraine Werner, area director with USDA Rural Development; Adam Johnson, field engineer with Manufacturing-Works and Don Threewit, commercial leasing manager with Wyoming Office of State Lands and Investment.

How Project Affected the Community:

The community assessment program empowers communities by giving them the tools to plan for the future in the manner that the residents see best. The assessment is conducted by hosting numerous listening sessions, where everyone in the community has a chance to voice their opinion. After the final priority-setting meeting, the community (namely the town council and mayor) has a clear vision of where the community should focus its efforts. This could be beautification, economic development, community development, retail improvement and expansion, etc. No jobs were affected from the assessment, but there is potential to add jobs depending on what projects are targeted.

CONTACT/ORGANIZATION

**Leonard Holler, Regional Director
Wyoming Entrepreneur Small Business
Development Center (SBDC)**
www.wyomingentrepreneur.biz

Name & Location of Business Helped:
Moore's Heavy Equipment Service

132 Hwy. 59, Douglas, WY 82633
307-358-3601
info@mooresheavyequipment.com
www.mooresheavyequipment.com

Business/Economic

Development Activity:

The Moores specialize in truck and heavy equipment repair and maintenance. Even though they had equipment to provide service in the field, some jobs needed to be done indoors. They needed a larger facility to work on their customers' equipment. Their new building is now completed north of Douglas and is fully equipped to handle all of their customers' repair and service needs.

Assistance Received:

The clients came to the SBDC for business planning advice and for suggestions for financing the expansion of Jay's part-time business to full-time. The SBDC assisted them by providing tools to help them develop a business plan and recommending financing options. SBDC also helped them revise their cash flow projections and business plan and assisted them with bookkeeping and financial reporting. With additional financial support from family members, and a good local bank, they were successful in purchasing land and contracting for the construction of their new facility.

Investment:

The Moores have made significant capital investments in both real property and service equipment, and they have successfully acquired sizeable loans to expand their business.

Number of Jobs Affected:

Three full-time jobs were created by the expansion of this business.



CONTACT/ORGANIZATION

**Linda Harris, Executive Director
Northeast Wyoming Economic**

**Development Coalition, Inc.
www.newedc.com**

Name of Entity Helped:

Pine Haven Harwood Baseball Field

Type of Project:

The local recreation committee was interested in building a baseball field for the local youth.

Assistance Received:

The Town of Pine Haven donated land for this project. Through volunteers, a Wyoming Recreation and Parks grant and local donations, the committee was able to start on the field but was not able to complete it to full use. Linda Harris applied for a Daniels Fund grant to enable the committee to complete the field and bring it to the standards needed to play organized ball. The Daniels Fund awarded a \$50,000 grant in August 2012 to complete the project.

How Project Affected the Community:

Previously, any child wanting to play ball—especially organized baseball—had to travel to neighboring communities to play.

Number of Jobs Affected:

Work is completed by contractors or volunteers.



CONTACT/ORGANIZATION

**Phil Christopherson,
Executive Director
IDEA Inc.
www.rivertonidea.com**

Name & Location of Business Helped:

Pertech Industries (formerly Pertech Resources)
860 College View Drive
Riverton, WY 82501
800-800-6614
info@pertechindustries.com
www.pertechindustries.com

**Business/Economic
Development Activity:**

Founded in 1971, Pertech Industries, Inc. is a privately-held U.S. corporation specializing in the custom design, development and manufacture of scanners, inkjet, impact, and direct thermal printers and printer mechanisms, widely used in the banking, gaming, money order, and kiosk markets. Pertech also offers depot-level repair and contract manufacturing services.

Assistance Received:

Pertech Resources utilized a Wyoming Business Council Challenge Loan and a loan from IDEA Inc. to become an employee-owned business in 2003. In 2012, Pertech Resources merged with the Italian company Seac Banche to form Pertech Industries. Pertech Industries received assistance from Manufacturing-Works, IDEA Inc. and the Wyoming Business Council.

Investment:

Undisclosed amount of owner investment.

Number of Jobs Affected:

Up to 35 jobs retained. Additional manufacturing, design and management jobs will be added over the next 2 years.

CONTACT/ORGANIZATION

**Gary Michaud, Community
Resource Specialist
City of Lander
www.landerwyoming.org**

Name & Location of Entity Helped:
City of Lander's Community Center

**Community/Economic
Development Activity:**

Tragically, the Lander Community Center, a pillar of Lander for almost a century, burned to the ground in late June 2012. The center hosted most large community events, and most notably the annual One Shot Antelope Hunt. The community is working on a replacement facility that will function as a convention center in addition to a community center. The purpose of the

convention center is to utilize Lander's picturesque and central location to attract statewide conventions and the dollars they bring into Lander.

Assistance Received:

The City of Lander recently acquired the services of Plan 1 Architects to design the center, the same firm that designed the Lander Middle School and Gannett Peak Elementary School.

How Project Affects the Community:

The new community center will be located on the same site at the Lander Golf Course and is expected to be 15,000-18,000 sq. ft. in size. The center will provide a large meeting/performance hall with a dinner seating capacity of 750, and include several meeting rooms, as well as a customized kitchen space designed for caterers to host large events.

Name & Location of Entity Helped:

Fremont County government and all city/town governments in the county.

Business/Economic Development Activity:

Passing the Optional 1% Sales Tax: Prior to November 6th, Fremont County was one of three counties in the entire state without an Optional 1% Sales Tax. This left cash-strapped local governments with little ability to provide major repairs on roads, water, and sewer projects. The tax will raise an estimated \$28 million over the next four years to help fix the infrastructure needs.

Assistance Received:

In a historic vote on November 6th, voters passed the Optional 1% Sales Tax by a margin of just over 300 votes. Prior to the election, the City of Lander listed \$17 million in severe street needs and Fremont County listed \$72 million in road and bridge needs. To ensure the voters they were committed to its intended purpose, all local governments passed similar resolutions committing all Optional 1% funds to streets, roads,

bridges, water and sewer projects. The City of Lander will place all funds in a separate account and appoint a citizens' committee to recommend projects to the City Council.

Name & Location of Entity Helped:

Lander Rodeo Grounds

Community/Economic Development Activity:

Lander's rodeo grounds are being relocated in order to create space for more airplane hangars at Hunt Field Airport in Lander, the busiest general aviation airport in Wyoming.

Assistance Received:

The relocation of the Lander Rodeo Grounds continues to forge ahead. In September, the rodeo committee recommended the Shearer site as the most favorable site of 11 submittals to the Lander City Council. The Shearer property is located 1 mile north of town on Highway 287.

The next step in the process is to complete an Environmental Assessment on the property. If the environmental assessment determines the property is feasible, then the city will select the property for the location of the new Lander Rodeo Grounds and begin the property acquisition process. These steps will likely take 10 months to complete.

Name & Location of Entity Helped:

Collaborative Arts and Sciences Center Lander, WY

Community/Economic Development Activity:

Lander has one of the most vibrant arts communities in the state. The town is home to Eagle Bronze, the largest bronze foundry in the United States and winner of the coveted Governor's Arts Award. Another five local artists and arts groups have received that award in the last 10 years.

Assistance Provided:

The City of Lander has formed a working

group of local arts and sciences organizations to plan for a new collaborative Arts & Sciences Center. The primary partners are the Lander Art Center, Lander Children's Museum, Wyoming Shakespeare Festival Company, and Promoting Arts in Lander Schools (PALS).

Currently, the organizations all provide services focused on meeting each entity's specific mission. However, the group believes this has led to fragmented efforts to serve the public. The working group is promoting a more coordinated approach that is intended to improve resource efficiency and delivery of services to the public. The group also strongly believes a collaborative center will be beneficial to the local economy.

CONTACT/ORGANIZATION

Margie Rowell, Regional Director Wyoming Entrepreneur Small Business Development Center (SBDC)
www.wyomingentrepreneur.biz

Name & Location of Business Helped:

Mountain Ledge Baking
Julie Hill
612 West Main, Suite B
Riverton, WY 82501
Jhill3691@msn.com
www.MountainLedgeBaking.com

Business/Economic Development Activity:

When Julie bought the business, it was solely a pie shop. She has expanded Mountain Ledge Baking to include a complete line of dessert and specialty items. She also collaborates with local caterers and special event coordinators.

Assistance Received:

Julie was solely interested in baking when she purchased her custom bakery business. She worked "in the business," not, in the words of Mark Gerber, "on the business." Julie's SBDC advisor gave her Gerber's book, "The E-Myth" to read and also provided assignments on marketing and business planning. As a result, Julie has been improving her products and business structure.

Julie has hired a part-time employee to bake two days a week, enabling her to focus on the concerns of running a business. She spends those days developing advertising and marketing materials and updating her website and social media. Julie was familiar with the Japanese philosophy of Kaizen, continuous incremental improvement, and is now applying the method to her business. Julie focuses on buying as many local ingredients as possible and wants to expand her business into vanilla manufacturing. SBDC has helped with the paperwork necessary to become a member of the Wyoming First Program through the Wyoming Business Council.

Number of Jobs Affected:

Two jobs have been created.

Name & Location of Business Helped:

Scott Robeson Custom Woodworking
17 Shadow Brook Lane
Lander, WY 82520
scottrobesoncustomwood@gmail.com
www.scottrobesoncustomwood.com

Business/Economic Development Activity:

An award-winning custom woodworking and fine cabinetry business.

Assistance Received:

Scott Robeson's fine woodworking skills were nearly lost forever; after twenty years of custom building, Scott was ready to quit and do something else. It seemed no one was interested in his artful, custom kitchens; cabinets could be purchased at lower cost from big-box building stores. Something needed to be done; Scott knew he needed strategies to better appeal to his target market. Enter the Wyoming Entrepreneur crew.

An SBDC advisor helped Scott apply for a Trade Show Grant from the Wyoming Business Council and encouraged him to visit a trade show prior to exhibiting. Scott built an exquisite kitchen, which showcases many of the door styles, stains, knobs, drawers and special features he crafts.

At the Billings Home Show, Scott won second place and he acquired new customers. According to Scott's wife, Lesley, "Margie has helped him believe in himself again." Scott recently won the Cabinet Makers of America's third place award for kitchens under \$25,000.

Lesley has been acquiring training on everything from QuickBooks to photography. This husband-wife partnership makes for a good team. Scott is the craftsman and Lesley is the manager. "None of this would be possible without Lesley. She does all the paperwork and stuff that I would not do," commented Scott.

SBDC advisors also helped Scott develop a brochure and a website. The Market Research Center provided advice on website optimization to improve online searches giving him better exposure to potential clients. With the help they've received from the SBDC, the business is steadily growing.

Number of Jobs Affected:

One job retained

CONTACT/ORGANIZATION

**Wind River Development Fund
Brett A. White, Executive Director
www.wrdf.org**

Name & Location of Business Helped:

AO – a Wind River Development Fund subsidiary
Wind River Indian Reservation

Business/Economic Development Activity:

This new start-up on the Wind River Indian Reservation is attempting to turn another weather phenomenon — clouds — into a different form of green: cash. In this case, the clouds are electronic. Cloud computing—the world where smart phones, i-Pads and Wi-Fi serve as the on-ramp to the Internet—has come to the Reservation.

Jobs Affected:

"Even though we have been 'under the radar', we have so many projects that we've had to add staff, interns and contractors already," says Arum Kone, CIO

for Wind River Development Fund and Managing Director for AO.

How Project Affected the Community:

The Wind River Development Fund, a Fort Washakie-based community development financial institution, established a new subsidiary organization—AO—in mid-2012 with the express purpose of bringing information technology in Indian Country into the 21st century. Pronounced "ow" (rhymes with "cow"), AO is the southern Polynesian word for cloud.

"We are not in the software business," says Kone. "We focus on applying what software does, not on the technology by itself." While still early, the outlook is promising. "We actually have been working on this since last April, but we are just now to the point where we'll talk about it in public," says George Guina, IT Manager for the Wind River Development Fund.

But don't look for an AO marketing campaign just yet. "Under-promise and over-deliver; that is in our DNA," Kone observes. "We don't talk much," agrees Guina. "But our cloud-platform speaks very loudly."

CONTACT/ORGANIZATION

**Sharon S. Nichols, Marketing Assistant and Public Information Officer
Small Business Administration
www.sba.gov**

Name & Location of Business Helped:

Sand Butte Rig Service Inc.
Annette Reid, President
Darrell Reid, Secretary
2615 Sand Butte Road
Pavillion, WY 82523
307-851-0014
SBRs@dishmail.net

Business/Economic Development Activity:

Darrell Reid is a journeyman electrician working for various area contractors in the oil/gas industry. He received his experience by assisting other electricians while completing theory course work. He started out as a floorhand and worked his way up to a derrickhand.

In 2007, Darrell started his business, Sand Butte Rig Service, Inc, an oil field electrical contracting firm that is well respected in the business.

Assistance Received:

When the drilling slowed down a few years ago, Darrell met with Dan Moline, Vice President of Lending for Wyoming National Bank in Riverton, about SBA Express Loans. He ended up needing the Express Loan for two years in a row and repaid the loans consecutively each year. Now, after going through one year, he has applied for another Express Loan, which is being processed at this time.

Number of Jobs Affected:

In 2007, the business had just one other electrician. In addition to Darrell, it now has four electricians.

COUNTY
GOSHEN

CONTACT/ORGANIZATION

Lisa Johnson, Executive Director
Goshen County Economic Development Corp. (GCEDC)
www.goshenwyo.com/

Anya Petersen-Frey,
Regional Director,
Wyoming Entrepreneur Small Business Development Center (SBDC)
www.wyomingentrepreneur.biz

Name of Businesses Helped:

The Goshen Enterprise Center in Torrington, a business incubator, houses the Goshen County Economic Development Corp. (GCEDC) and two businesses in residence:

- Renascent Marketing LLC, DBA Amped Strategies – Colby Ochsner (emerging company)
- Dietzler Construction Corp. and SLP Technology – new industry to Goshen County, planning to expand to other commercial or industrial properties

Additional works:

- E-Club allows businesses flexible use of the incubator facility for training, business meetings, and other project-based work until they require a full-time office. Two E-Club members include Amped Strategies, which added another employee and transitioned to a full tenant; and Farm Girls Boutique, a group of local artisans.
- Monthly business roundtable luncheons with average attendance of 20 entrepreneurs.

How Project Affects the Community:

Goshen County Economic Development Corp. (GCEDC) purchased and remodeled a building downtown for a business incubator. The total capital outlay was \$516,538. GCEDC obtained a Business Ready Community Grant from the Wyoming Business Council for \$499,710. A GCEDC match of \$116,828 was made possible through an optional local sales tax for economic development.

GCEDC obtained a \$49,900 Rural Business Enterprise Grant from USDA-Rural Development to provide technical assistance to tenants and other new and emerging businesses. To date, the projects total \$14,042.

Jobs Affected:

- Amped Strategies started as a member of E-club, with limited use of the Goshen Enterprise Center for meetings, etc. and added one full-time employee, requiring a full-time office at the Center.
- Dietzler Construction Corp. has two full-time employees in Goshen County and eight to twelve employees working on projects at other locations in Wyoming.
- GCEDC added one employee to serve as a common receptionist for the building.

COUNTY
HOT SPRINGS

CONTACT/ORGANIZATION

Elizabeth Parks, Market Research Specialist
Wyoming Entrepreneur Market Research Center (MRC)
mrc.wyomingentrepreneur.biz/

Bruce Morse, Regional Director
Wyoming Entrepreneur Small Business Development Center (SBDC)
www.wyomingentrepreneur.biz

Name & Location of Business Helped:

Merlin's Hide Out
Barb and Merlin Heinze
511 South 7th Street
Thermopolis, WY 82443
307-864-3657
merlinshideout@yahoo.com

Business/Economic Development Activity:

A commercial tannery producing fine fur and leather products, specializing in the tanning and sale of buffalo hides.

Assistance Received:

In 2010, Barb and Merlin purchased part of a Montana tannery (including the website) to enable them to expand their buffalo robe market. When it became clear they had outgrown their small Thermopolis shop, they contacted the SBDC in 2011 with questions about expansion, financials and hiring additional employees. With buffalo hides as their largest market, Barb and Merlin wanted to expand to a global market.

Barb and Merlin anticipate moving into their new 5,000 square foot building in January, 2013 and hiring two to three additional employees. They credit Wyoming's economic development programs with helping them reach 35% growth this year. The MRC helped with website and new markets assistance, including retail and trade show information. Barb used the MRC Economic Gardening program to strategize markets and cultures and obtain GIS maps. A field engineer with Manufacturing-Works assisted with the initial planning of their new shop. The

Wyoming Business Council, SBDC and Manufacturing-Works sponsored the Wyoming ExporTech program, which was invaluable to their business for entering global markets. Barb took part in all five of the recent Business Fitness classes offered by the SBDC: Successful Business Habits, Website Optimization, Marketing Plans, Financial Recordkeeping, and Using Facebook for Business.

Investment:

Funding was provided by a private investor.

Number of Jobs Affected:

The business anticipates the addition of two to three jobs in 2013.

Payroll:

Merlin's has retained a payroll of \$50,000.



CONTACT/ORGANIZATION

**Susan Jerke, Regional Director
Wyoming Entrepreneur Small Business Development Center (SBDC)
www.wyomingentrepreneur.biz**

Name & Location of Business Helped:

Chicken Lips Apps Development
372 US Highway 16E
Buffalo, WY 82834
Bevsp2@gmail.com
307-684-5654
www.chickenlipsapps.com
www.facebook.com/chickenlipsapps

Business/Economic Development Activity:

Founder and director Beverly Kenik, MA, CCC SLP, started Chicken Lips Apps Development to share the knowledge she had gained from many years as a speech pathologist and director of "Beat of a Different Drum", a family retreat for autistic children. Beverly developed iPad apps to assist children and families of children with Autism Spectrum disabilities. Her iPad apps are

also useful in other areas, such as speech and language, apraxia, phonological awareness, early literary awareness and English as a second language.

Assistance Received:

Beverly enlisted the assistance of the SBDC to help write her business plan and explore funding opportunities (including crowd-funding platforms, such as Kickstarter), and also the SBIR program. The SBDC offered assistance to create a Facebook page and utilize social media to market her apps. The Market Research Center helped Beverly with market information and website optimization. She attended specialized training with the help of training funds from the Department of Workforce Services. Beverly participated in the She! Conference, a Virtual Business Conference for Women; the conference was presented by the SBDC.

Investment:

Chicken Lips Apps Development has been funded by owner investment.

Number of Jobs Affected:

One job was created; Beverly is the sole employee of Chicken Lips Apps.



CONTACT/ORGANIZATION

**Randy Bruns, CEO
Anja Bendel, Director of Business Development
Cheyenne LEADS
www.cheyenneleads.org**

Name & Location of Business Helped:

Microsoft Data Center
North Range Business Park
Cheyenne, WY

Business/Economic Development Activity:

Microsoft Corp. will be investing up to \$112 million to build a new data center in Cheyenne LEADS' North Range

Business Park located west of Cheyenne. The first phase will include \$92 million in construction plus \$4 million in servers. An additional \$2 million will be spent on servers each year.

Assistance Received:

The project received a Governor's Data Center Recruitment Grant for up to \$5 million to prepare the site and extend basic infrastructure: soil testing, site work, fiber build-out, and an access road to the proposed site.

Additionally, the project received a Data Center Cost Reduction Grant (Phase 1) of \$5 million for electrical and/or broadband expenses. This will be used to reimburse the company for actual utility costs after the data center is constructed and running, provided that certain benchmarks are met.

Cheyenne LEADS offered 50 acres at no cost and an option on an additional 34 acres in the North Range Business Park.

Investment:

- Cheyenne LEADS property at no charge (50 acres at \$3.00/sq. ft.): a \$6,534,000 value
- Governor's Data Center Recruitment Grant: \$5,000,000
- Managed Data Center Cost Reduction Grant (Phase I): \$5,000,000
- Anticipated Managed Data Center Cost Reduction Grant (Phase II): up to \$2,250,000
- Workforce Development Training Funds (over 10 years): \$750,000

Number of Jobs Affected:

The Microsoft Data Center will create employment at 150% of the county average wage or greater. The first phase will employ 15 to 20 people. At full build-out in 10 years, it is estimated that Microsoft will employ up to 40 people at wages over \$30 per hour. The first phase alone is estimated to have tax benefits in excess of \$14M in the first ten years.

Payroll:

Estimated wages at \$30.00 per hour or greater.

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Name & Location of Business Helped:

Microsoft DataPlant Demonstration Facility
Cheyenne, WY

Business/Economic Development Activity:

Microsoft will be developing a DataPlant Demonstration Facility with the goal of having the first zero-carbon data center that is completely independent of the grid, by using a fuel cell to generate electricity from biogas produced by municipal waste water. Microsoft will test this new data center concept at the Dry Creek Water Reclamation Facility, located on Campstool Road just south of Interstate 80. The DataPlant pilot project, aimed at demonstrating the benefits of integrating collection, treatment, and consumption of biogas, will show:

1. Transformation of waste product into an asset by using it to power a carbon neutral data center
2. Increased overall efficiency in the water reclamation process near biogas and other natural gas sources by reusing waste heat
3. Project site flexibility in locating future data centers

Assistance Received:

The DataPlant Demonstration Facility has applied for a \$1.5 million Business Ready Communities grant through the Wyoming Business Council (WBC). If approved, the \$1.5m will be used to pay for infrastructure owned by the Board of Public Utilities (BOPU). The total project cost is \$8.2 million, with Microsoft and Fuel Cell Energy, Inc. funding the balance through cash investments and in-kind contributions. At the conclusion of the demonstration project, the equipment will be donated to the BOPU for continued energy-saving operations of the Water Reclamation Facility.

Cheyenne LEADS was the primary applicant through the City of Cheyenne. Cheyenne LEADS is providing project management as the local community development organization.

Investment:

\$1.5 million Business Ready Communities (BRC) grant through the Wyoming Business Council.

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Name & Location of Business Helped:

National Center for Atmospheric Research (NCAR)
Wyoming Supercomputing Center (NWSC)
Cheyenne, WY

Gary New, Operations Manger
8120 Veta Drive
Cheyenne, WY 82001
307-996-4335
garyn@ucar.edu

David Hosansky, Head of Media
307-497-8611

Business/Economic Development Activity:

NWSC's supercomputer, Yellowstone, is a highly capable petascale system designed for conducting breakthrough scientific research in the interdisciplinary field of Earth system science. Scientists are using this computer and its associated resources to model and analyze complex processes in the atmosphere, oceans, ice caps, and throughout the Earth system, accelerating scientific research in climate change, severe weather, geomagnetic storms, carbon sequestration, aviation safety, wildfires and many other topics.

Yellowstone's purpose is to improve the predictive power of Earth system science simulation to benefit and advance decision-making and planning for society. First in the queue for Yellowstone is a set of 11 computing-intensive projects approved as part of the two-month-long Accelerated Scientific Discovery initiative. Yellowstone's computing capacity and speed will allow investigation of a wide range of phenomena that affect lives, with more detail than ever before.

Assistance Received:

Construction of the NWSC is a partnership among NCAR, the

National Science Foundation (NSF), the University of Wyoming (UW), the State of Wyoming, Cheyenne LEADS, the Wyoming Business Council (WBC), and Cheyenne Light, Fuel & Power. NCAR operates the NWSC on behalf of NSF and its managing entity, University Corporation for Atmospheric Research (UCAR). Cheyenne LEADS provided 26 acres of land in its North Range Business Park and completed roads, water, sewer and landscaping in support of the NWSC.

Investment:

The NWSC was built with \$50 million from the NSF and approximately \$20 million from UW. The Wyoming Business Council's Business Ready Community Grant program was used for an additional \$4.5 million of infrastructure.

Yellowstone costs an additional \$30 million to purchase and install with funding primarily from the NSF and NCAR.

Number of Jobs Affected:

NWSC is expected to initially employ 15-20 high-tech professionals. Professors and students from the University of Wyoming will be able to utilize the facility. Scientists and researchers from across the United States will access the center remotely via research data links.

CONTACT/ORGANIZATION

Deb Farris, Business Development Specialist
U.S. Small Business Administration, (SBA)
www.sba.gov

Amy Lea, Program Manager
Wyoming Procurement Technical Assistance Center (PTAC)
www.wyomingentrepreneur.biz

Name & Location of Business Helped:

Merrill, Inc.
Jennifer C. Merrill, President
P.O. Box 20519
Cheyenne, WY 82003
307-634-8365
www.merrillincorporated.com

Business/Economic Development Activity:

Merrill, Inc. is a woman-owned Class A General Contracting Company located in Cheyenne, Wyoming. The firm specializes in site excavation, underground utilities, road construction, building construction and more. F.E. Warren AFB is one of Merrill, Inc.'s customers, but it didn't start out that way.

Jeni Merrill founded Merrill, Inc. in 1991 but she kept her day job to pay the bills and worked her business at night. For nearly fifteen years, the firm grew very slowly. During the last five years, the firm's growth has exploded.

Assistance Received:

Jeni took four major steps over a two-year period beginning in 2007 that collectively propelled her business forward. First, she began to work full-time in her business and earned her Class A General Contractors License. Second, she applied to participate in the SBA's 8(a) Business Development Program. Third, she began strategically growing her firm's bonding capacity with the SBA's Surety Bond Guarantee Program. Lastly, Jeni built a relationship with the Wyoming Procurement Technical Assistance Center (PTAC.) The PTAC researched specific contracting questions and provided opportunities for training at the annual GRO-Biz Conference & Idea Expo. Jeni and staff have attended the matchmaking and educational event for the past four years.

Although Jeni had been completing private sector projects for years, she realized her firm was missing opportunities in government markets. She started learning about government contracting processes, certified payroll requirements and bonding. As federal doors began to open for Merrill Inc. the firm faced a larger challenge. It had the ability to bond small projects but its bonding company would not consider projects above \$500,000. Jeni approached Deb Farris, the Business Development Specialist, who provided Jeni with information about the SBA's Surety Bond Guarantee Program. It provided exactly

the financial assistance that Merrill Inc. needed. Jeni said the underwriting process was rigorous but it taught her to work with her CPA firm and carefully manage her firm's financials and work-in-progress schedules. With the SBA guarantee in place, she was able to qualify for a \$750,000 bond and began growing her bonding capacity quickly and strategically. A little over a year later, Merrill Inc. was able to secure the necessary bonding on its own and can now bond projects up to \$5 million dollars.

Number of Jobs Affected:

Merrill, Inc. employed 15 people during the 2008 construction season and 42 people during 2012. Their year-round work force remains steady at 25 people. Over the last year or so, Merrill, Inc. hired more than fifty subcontractors.

Payroll:

By utilizing the help of SBA programs and PTAC assistance, Merrill has increased revenues from \$1.8M in 2008 to \$7.7M in 2012. This company also provided over \$3M dollars in subcontracting opportunities to other firms during 2012. The YTD 2012 payroll for Merrill, Inc. is \$1.13M.

CONTACT/ORGANIZATION

Diane Johnston, President
WIDC•Frontier CDC
www.widcfrontier.com

Name & Location of Business Helped:

Kaiser Corporation Floor Covering & Ceramic Tile, Inc.
210 North American Road
Cheyenne, WY 82007
307-638-9588
troygrif@bresnan.com
www.kaiserfloors.com
Business Owners: Kevin Kaiser, Troy Griffith, William O'Brien

Business/Economic Development Activity:

The principals of Kaiser Corporation Floor Covering & Ceramic Tile, Inc. started the business in November of 2005, providing commercial flooring

materials and installation for commercial buildings, educational and government facilities. In 2009, the company expanded into the retail and new home markets. They offer a wide variety of flooring options, including carpet, vinyl, rubber, wood, solid surface, ceramic and stone. As the business continued to grow and expand, the leased space they occupied could no longer efficiently serve their needs.

Assistance Received:

With funding through the SBA 504 Loan Program, the corporation purchased and remodeled a commercial warehouse/office building on North American Road in Cheyenne. Now, with room to accommodate future expansion, rather than making lease payments, they are building equity in their building. Participating lenders include WIDC•Frontier CDC and First Interstate Bank.

Investment:

Total Project Investment: \$755,294

Number of Jobs Affected:

7 jobs created and retained

Name & Location of Business Helped:

Wyoming Bearing & Supply
206 South College Drive
Cheyenne, WY 82007
307-634-9000
info@wyjobs.com
www.wyomingbearingsupply.com
Business Owners: Jamey Fifield and Trent Keller

Business/Economic Development Activity:

In April 2010, Fifield and Keller started Wyoming Bearing & Supply (WBS), a wholesale distributor of high-pressure hoses, custom hose crimping and cutting, belts, gears and valves to a wide variety of industrial and manufacturing operations throughout the region. The company provides 24-hour technical support and emergency parts delivery to facilities and remote field operation sites. In just two years, WBS has outgrown its existing facility and has

purchased a 2-acre commercial site with three existing industrial buildings. The largest building will be used for a retail store, inventory warehouse and administrative offices. A second building will be used for additional inventory storage; the third building will become a repair shop for trucks and large equipment.

Assistance Received:

Funding for the purchase and remodel of the commercial complex was provided through the SBA 504 Loan Program. Participating lenders include WIDC•Frontier CDC and Tri-County Bank.

Investment:

Total Project Investment: \$729,246

Number of Jobs Affected:

7 jobs created and retained

COUNTY
LINCOLN

CONTACT/ORGANIZATION

**Doran Fluckiger, Regional Director
Wyoming Entrepreneur Small Business Development Center (SBDC)
www.wyomingentrepreneur.biz**

Name & Location of Business Helped:

Fusion Flooring LLC
Alpine, WY 83128
(307) 690-5294

Business/Economic Development Activity:

Fusion Flooring LLC, owned by Dustin DeMello, started business in June, 2005. He received training in Texas to ensure a quality finished product. His company uses epoxies, acrylics and polyurethanes for residential and commercial floor coverings throughout Wyoming.

Dustin uses environmentally friendly products. The wide range of epoxy products he installs protects surfaces from oils, solvents, weather and abrasion. Advantages of seamless epoxy flooring are no more stained grout lines, scratched wood or worn out carpet. Customers

find the floors easy to clean and repair and they love the long lasting decorative look that Fusion Flooring offers.

When it comes to designing a unique floor Dustin says, "The sky is the limit". Custom designs range from an array of dramatic color changes, borders, company logos and art work.

Assistance Received:

Fusion Flooring received business planning, marketing and financial planning assistance from the SBDC as Dustin sought to expand his business.

Investment:

The business has been funded with personal investment of the owner.

Number of Jobs Affected:

Initially, Fusion Flooring operated part-time after work hours. The business is now operating on a full-time basis and has created two full-time positions and adds employees when demand is high.

COUNTY
NATRONA

CONTACT/ORGANIZATION

**Scott Sutherland, President & CEO
Casper Area Economic Development Alliance (CAEDA)
www.casperworks.biz**

Name of Business Helped:

Wyoming High School Activities Association (WHSAA)
Ron Laird, Commissioner of WHSAA
731 East 2nd Street
Casper, WY 82601
307-577-0614
www.whsaa.org

Business/Economic Development Activity:

A new Wyoming High School Activities Association (WHSAA) building will be located in the new Creekside Professional Plaza, which is being built and developed by Granite Peak Development on the east side of Casper. With

the WHSAA's increased responsibilities and the number of groups that want to use the available space, this building will provide benefits statewide.

Assistance Received:

The Wyoming High School Activities Association, Granite Peak Development, LLC (GP), and the Casper Area Economic Development Alliance (CAEDA) have entered into a collaborative effort that will result in a new building for the WHSAA. Granite Peak has donated land for the building, while CAEDA will provide partial funding to assist in the completion of the building.

How Project Affected the Community:

"The WHSAA is truly grateful for the generosity of Granite Peak and CAEDA in assisting us with establishing our roots in Casper for the next forty to fifty years," said Ron Laird, Commissioner of the WHSAA. "We appreciate the fact that these two organizations recognize the economic impact our association brings to this community."

According to Scott Sutherland, President & CEO of CAEDA, "We are excited about this collaboration as it will have a significant, ongoing, positive impact in the community." Figures provided by the Casper Area Convention and Visitors Bureau for State Culminating Events that have been hosted in Casper for the last four years have resulted in approximately \$13,350,000 economic impact. "This is a direct shot in the arm for many of the area retailers and other merchants and will have a positive impact for years to come," said Sutherland.

Jobs Affected/Retained:

The jobs retained and supported by this include the WHSAA staff. The \$13.5 million of community economic impact will be retained in the years to come.

CONTACT/ORGANIZATION

**Sharon S. Nichols, Marketing Assistant and Public Information Officer
Small Business Administration
www.sba.gov**

**Rosemary Bratton, Executive Director
Wyoming Women's Business Center
www.wyomingwomen.org**

Name & Location of Business Helped:

Gegi's, LLC, dba Wyoming Burger Company
Gerchild Scott and Darren G. Herbst, Managers
1775 1st Street
Casper, WY 82604
307- 234-9796
www.gegis.com

Business/Economic Development Activity:

While living in Denver, Gegi Scott decided to change her career to fulfill her longstanding desire to become a chef. She attended the American Culinary Federation's (ACF) three-year apprentice program, where she experienced hands-on education in a professional kitchen, while being paid full-time and working alongside a supervising chef. After receiving her culinary certification, Gegi went on to work for many different restaurants, including the Metropolitan Club, Brown Palace, Occasions Catering Co., and 303.

At the age of 19, Darren Herbst knew he wanted to go to the prestigious Culinary Institute of America (CIA) in New York, where he earned his culinary degree of Chef de Cuisine in 1985. He started out as a line cook, went to a lead cook, then to a sous chef, to chef ole cuisine and finally Chef de Cuisine. He has experience working at the Intercontinental Hotel Miami, Hyatt Denver, Metropolitan Club, and DAC. He has also opened a hotel in Mississippi (Casino Magic).

After her divorce, Gegi moved to Casper, Wyoming where she met Darren. Both were unemployed at the time and soon decided to start a restaurant business known as Gegi's in the Atrium Plaza. When the Platte River Pump House became available, they moved into the riverfront property. Last summer, they opened Wyoming Burger Company, a gourmet burger restaurant, serving burgers made from

all kinds of locally produced meat, including grass-fed beef, bison, lamb, beefalo, and more. They have always believed in chemical-free, local products, and they work with ranchers and growers they know personally. Their honey is from Worland, mushrooms from Shoshoni, yak from the Turkey Hill Yak Ranch between Cody and Powell, lamb from the Barlow Ranch in Gillette and beefalo from Wyotana Ranch.

Assistance Received:

Gegi said "I was frustrated being turned down by banks and other lending institutions. A friend at the U.S. Small Business Administration recommended I contact the Wyoming Women's Business Center in Laramie for help. The WWBC was an inspiration, helping me develop a business plan and ultimately loaning me \$10,000 so I could purchase equipment." Gegi is proud to say, "This loan was just 'paid-in-full.'" Gegi Scott thanks the Wyoming Women's Business Center for helping make her dream a reality.

Number of Jobs Affected:

What started as a four-table restaurant with two chefs in downtown Casper has turned into a retail shop with cooking demonstrations and a bistro that is four times the size of the original space and has eight employees.

CONTACT/ORGANIZATION

**David Haney, Executive Director,
Wyoming Community Development
Authority (WCDA)
www.wyomingcda.com**

Name of Business Helped:

Sunshine Apartments
332 S. Kimball & 403 S. Durbin
Casper, WY 82601
Grimshaw Investments
307-672-2810
www.grimshawinvestments.com

Business/Economic Development Activity:

The Sunshine Apartments have made a valuable impact to an area in Casper that

was once on the verge of destruction. The Sunshine Apartments consist of two separate apartment buildings located one block away from each other. One building, known as Sunshine, sits on the same site where the notorious KC Apartments once were. Those apartments were constructed in 1917 and slowly deteriorated into one of Casper's most crime-ridden neighborhoods. Grimshaw investments turned this dilapidated neighborhood into Wyoming's first LEED-registered multi-family complexes. In fact, the project is expected to earn a Platinum Certification, which not only reviews the design and construction of the project, but also takes into account deconstruction and waste diversion, and, after construction, tenant responsibilities such as recycling and proper maintenance of the property.

Assistance Received:

When the building was condemned, Grimshaw Investments researched available funding options in order to develop the site into affordable housing, through the Wyoming Community Development Authority's Neighborhood Stabilization Program.

The WCDA, Grimshaw Investments, the City of Casper, and the Nicolaysen Art Museum collaborated to create the "The Art of Building Communities" public art concept. The result was a work of public art centered on green space and serving as a gathering place for community members, residents of the Sunshine Apartments, and the Skyline Towers senior housing project. The public art project was the first National Endowment of the Arts (NEA) grant recipient in the State of Wyoming that joined a public art project with affordable housing.

Number of Jobs Affected:

The Sunshine Apartments provide housing to a minimum of 64 very low-income individuals (according to HUD standards) in the city of Casper, contributing to the redevelopment of the Yellowstone District. From demolition to completion, the Sunshine

Apartments also contributed to stimulating the Casper economy by creating or retaining approximately 117 jobs.

How Project Affects Community:

The Sunshine Apartments are innovative in concept and design, but adding a public art piece to the project created yet another aspect of sustainability that transformed this once dilapidated area into a preferred residential neighborhood. The group's vision for the public art project was to create a sustainable community area by uniting education, art, housing, transportation, walkability, multi-generational gathering opportunities, encourage development, re-use and re-develop, and preserve and beautify the area. The result was a giant sundial titled "Confluence of Time and Place" and created by Matthew Deheamers. It incorporates symbols of the surrounding landscape, placement of a geological calendar, recycled glass to fill the sides, and illuminating lights to enhance the piece at night.

CONTACT/ORGANIZATION

**Cindy Unger, Business Advisor
Wyoming Entrepreneur Small Business Development Center (SBDC)
www.wyomingentrepreneur.biz**

Name & Location of Business Helped:

It's Gone, LLC
Zen Petersen
1714 South Fairdale Avenue
Casper, WY 82601
307-237-0680
Itsgone.casper@gmail.com
www.itsgone.biz

Business/Economic Development Activity:

It's Gone, LLC primarily serves real estate companies, helping prepare properties for market. Services include painting, carpet cleaning, carpentry, doors and windows, moving services, junk removal, cleaning services and more. They offer an all-inclusive package of handyman repairs and grounds-keeping services designed to improve any property, and even repair

damaged elements of homes, from broken sinks to sheetrock. It's Gone also works with individual homeowners. Their competitive advantage is that they perform services larger contractors typically won't "take out the tools" for. Because It's Gone offers a complete suite of repair services, they can work with a homeowner to fix-up the whole house. Because they primarily work on homes for sale, their efforts go beyond supporting It's Gone; they also increase home prices and sales in the area.

Assistance Received:

SBDC advised the clients in the areas of business planning and accounting.

Investment:

Personal Investment: \$17,000
Investor Equity: \$13,000, investor owns 10% of company.

Number of Jobs Affected:

It's Gone has created and is supporting eight new jobs.

Payroll:

\$16,000/month

CONTACT/ORGANIZATION

**Diane Johnston, President
WIDC•Frontier CDC
www.widcfrontier.com**

Name & Location of Business Helped:

Hampton Inn & Suites, Inc.
1100 North Poplar Street
Casper, WY 82601
307-235-6668
www.hamptoninn3.hilton.com
Business Owner: JJM Hospitality, Inc.,
Narender and Amita Taneja

Business/Economic Development Activity:

In 2008, JJM Hospitality built the Hampton Inn in Casper, a popular brand hotel serving tourist and business travelers. The hotel features 100 guest rooms complete with Hampton trademarked beds, business center, meeting rooms, breakfast area, fitness center and indoor pool.

Assistance Received:

The original commercial financing for the property was at 2008 high interest rates and included a balloon payment in 2012. With refinancing available through the SBA 504 Loan Program, the principals of JJM Hospitality restructured the property financing. The 504 loan provides long-term, fixed rate financing, resulting in reduced debt service and increased operating funds. Participating lenders include WIDC•Frontier CDC and the Bank of Las Vegas.

Investment:

Total Project Investment: \$12,700,000

Number of Jobs Affected:

35 jobs created and retained

Name & Location of Business Helped:

Hilltop Family Dental
3090 Talon Drive, Casper, WY 82604
307-237-1801
www.hilltopfamilydentalwy.com
Business Owners: Kent Doing, DDS
and David Gallup, DDS

Business/Economic Development Activity:

Dr. Kent Doing has practiced dentistry in Casper since 1980; in 2009, Dr. David Gallup joined Doing's practice. The following year, the two became partners and formed Hilltop Family Dental, LLC. As the practice grew, the space the clinic occupied was no longer suitable to accommodate patient volume, additional staff, new technology and additional services. With long-term, fixed rate financing through the SBA 504 Loan Program, doctors Doing and Gallup purchased commercial land and built a 7,800 sq. ft. dental clinic on Casper's west side. The new clinic features a large reception area and waiting area, 14 treatment rooms, private consulting rooms, administrative offices, staff lounge and lockers, and space for future expansion. Now the practice will continue to grow and the dentists will build equity in their new facility.

Assistance Received:

Project funding provided through the SBA 504 Loan Program; participating lenders include WIDC•Frontier CDC and ANB Bank.

Investment:

Total Project Investment: \$1,800,000

Number of Jobs Affected:

13 jobs created and retained

Name & Location of Business Helped:

SuperFit 24 Hrs and Prana Fitness & Yoga
4225 CY Avenue
Casper, WY 82604
307-267-2014
www.superfit24.com
www.pranafitness.net
Business Owners: SuperFit, LLC, Karri and Jacob Snow

Business/Economic Development Activity:

Jake and Karri Snow opened SuperFit 24 Hrs, a state-of-the-art exercise facility in 2008. This facility provides members 24 hours/day, 365 days/year access to a workout environment featuring free weights, cable machines, elliptical trainers, stationery bikes, treadmills, step-mills, tanning booth, and the availability of a personal trainer. In 2010, the Snows added a new fitness alternative with the opening of Prana Fitness & Yoga. The two businesses were located in adjacent suites in a busy shopping center on Casper's west side. As memberships in both fitness centers expanded, the Snows identified the lack of available space as a factor in limiting their growth. With funding through the SBA 594 Loan Program, they purchased land adjacent to the shopping center, where they will construct an 8,000 sq. ft. building dedicated to the current and future needs of their dual enterprises. Now, as their businesses continue to grow, they are building equity in the land and building located in one of Casper's fastest growing commercial areas.

Assistance Received:

Project funding provided through the SBA 504 Loan Program; participating lenders include WIDC•Frontier CDC and Jonah Bank.

Investment:

Total Project Investment: \$1,450,000

Number of Jobs Affected:

2 jobs created and retained



CONTACT/ORGANIZATION

**Linda Harris, Executive Director
Northeast Wyoming Economic Development Coalition, Inc. (NEWEDC)
www.newedc.com**

Name of Entity Helped:

The community of Lusk, Wyoming

Assistance Received:

A Wyoming Rural Development Council Community Assessment Resource Team conducted a five-year community assessment follow-up in Lusk, Wyoming in August, 2012. The team was made up of the NEWEDC, the Wyoming Rural Development, City of Cheyenne Planning Office; the Buffalo Downtown Association; and USDA Rural Development.

How Project Affected the Community:

The community assessment program empowers communities by giving them the tools to plan for the future in the manner that the residents see best. The assessment is conducted by hosting numerous listening sessions, where everyone in the community has a chance to voice their opinion. After the final priority-setting meeting, the community (namely the town council and mayor) has a clear vision of where the community should focus its efforts. This could be beautification, economic development, community development, retail improvement and expansion, etc.

Number of Jobs Affected:

No jobs were affected from the assessment, but there is potential to add jobs depending on what projects are targeted.



CONTACT/ORGANIZATION

**James Klessens, CEO/President
Forward Cody
www.forwardcody.com**

Name & Location of Business Helped:

Wyoming Authentic Products
P O Box 2212
Cody, Wyoming 82414
307.587.9841
info@WYproducts.com
www.WYproducts.com

Business/Economic Development Activity:

David Fales' extensive experience in the food industry and connection with a high-caliber group of Wyoming cattlemen were solid footing on which to build a business plan. After a test season in 2011 in a selected group of restaurants and outlets, Wyoming Authentic Products believed that the market was receptive, not only in Wyoming but throughout the west. Mr. Fales retooled his plan to scale up his initial model, including the development of a value-added products facility. The proposed facility will take Wyoming beef and process it into hamburgers, beef franks, jerky and other specialty products. Initially, distribution will be through Sysco and US Foods.

The plant is in final design stages and should be completed in mid-summer. By the summer of 2013, customers should be seeing Wyoming Authentic Products at their favorite restaurants and on selected grocers' shelves.

Assistance Received:

In the fall of 2010, Mr. Fales approached Forward Cody to discuss the concept of a branded Wyoming Beef product line.

The City of Cody and Forward Cody applied for a Wyoming Business Council Business Ready Community-Business Committed grant of \$1,223,178 to assist in the construction of a 6,000 square foot facility in Cody.

Investment:

Additional capital contributed by the company was \$890,908.

Number of Jobs Affected:

Wyoming Authentic Products will start with 7 positions and grow to 17 in three years.

Payroll:

\$981,000 in the third year.

CONTACT/ORGANIZATION

**Powell Economic Partnership, Inc.
Anna Sapp, Executive Director
(Interim)
www.pepinc.org**

Name of Entity Helped:

Powell Economic Partnership is moving forward, celebrating its first year as a community-driven economic development organization.

Economic Development Activity:

As organizers of Powell Economic Partnership, Inc. began discussion of a local economic development organization, they knew they wanted to ensure local decision making and community well-being by engaging as many local citizens in the economic development process as possible. They created a partnership-based organization designed to include the entire community, rather than a dues-based economic development organization representing the interests of only those financially able to participate.

Powell Economic Partnership, Inc. founders openly invited all community residents to become part of an advisory board to guide the activities of the organization. This board now has over 30 volunteer members of the community who represent every economic sector of the Powell valley. The Advisory Board provides input and information to the Board of Directors who, in turn,

represent them in the decision-making process. These Advisory Board members have become the driving force behind the organization.

Assistance Received:

To execute the mission of Powell Economic Partnership, Inc. the Board of Directors and Advisory Board approved a plan to raise \$600,000 over a three-year period to help fund operations as well as professional services and development, marketing and other necessary costs to build a successful and sustainable organization. During the first nine months of operation, over \$307,000 has been raised in monetary commitments and outright donations from all sectors of the community.

Number of Jobs Affected:

The economic impact of this economic development community-based partnership has been the creation of full-time professional jobs and part-time employment opportunities. At least two jobs have been retained by businesses that were previously unable to support those positions.

How Project Affected the Community:

Powell, once again, has a "We can do it!" attitude toward economic growth and community development. While still in its start-up phase, Powell Economic Partnership is making a difference. The group has forged partnerships with the City of Powell, Park County Commissioners, Powell Chamber of Commerce and many local civic organizations. Powell Economic Partnership has laid the groundwork to bring one light manufacturing business to town; helped one retail business relocate and expand hours as well as selection; partnered with Vocational Rehabilitation to assist one of their clients in developing a business; and assisted a business start-up. Assistance has been provided to local businesses in developing marketing and business strategies. Five additional businesses are in the exploration and planning process.

CONTACT/ORGANIZATION

**Bruce Morse, Regional Director
Wyoming Entrepreneur Small Business Development Center (SBDC)
www.wyomingentrepreneur.biz**

Name & Location of Business Helped:

Cody Pet Depot
Greg Gorski
556A Yellowstone Avenue
Cody, WY 82414
307-250-1942
cody@petdepot.net

Business/Economic Development Activity:

A retail pet store offering quality food and supplies, Cody Pet Depot stresses product knowledge and bend-over-backward service.

Assistance Received:

Greg approached the SBDC in March of 2011 with the idea to open a pet store in Cody. The SBDC director discussed the business planning process, providing research into the idea and other start-up information, including funding. This client had a good share of needed funds available, but he needed a location and a small amount of capital to start. After about a year of fine-tuning his business plan, locating a suitable building and hunting for additional funding, Greg obtained private financing and opened his doors in March of 2012 in a leased location. The business is going well. Greg is already cramped for space, but plans to remain in his current location and prove the financial viability before looking to expand.

Investment:

A combination of owner equity and private party financing funded this small business venture.

Number of Jobs Affected:

Establishment of this business created 2 full-time and 3 part-time jobs. Greg is looking to hire a full-time groomer; this position remains open due to lack of qualified applicants.

CONTACT/ORGANIZATION

Diane Johnston, President
WIDC•Frontier CDC
www.widcfrontier.com

Name & Location of Business Helped:

Cody Legacy Inn & Suites
1801 Mountain View Drive
Cody, WY 82414
307-587-6067
www.codylegacyinn.com
Business Owners: Bryan & Kellie Edwards

Business/Economic Development Activity:

The Edwards purchased Cody Legacy Inn in 2005, demolished a major portion of the facility and re-opened the newly remodeled 54-room motel in 2006. Seasonal motel guests include tourists visiting Yellowstone National Park or participating in regional winter sports activities, business meetings and conferences and local social events (weddings, parties, reunions, etc.). Open year-round, the facility features an outdoor pool, hot tub and sauna, continental breakfast, and in-room amenities.

Assistance Received:

The original commercial financing to purchase and remodel the property was at a high interest rate with a rapidly approaching balloon payment. With funding through the SBA 504 Loan Program, the Edwards restructured the property financing. Their new loan provides long-term, fixed rate financing, which reduced debt service and increased operating funds. Participating lenders include WIDC•Frontier CDC and First Bank of Wyoming.

Investment:

Total Project Investment: \$3,500,000

Number of Jobs Affected:

8 jobs created and retained

COUNTY

PLATTE

CONTACT/ORGANIZATION

Bruce Heimback, Community Development Coordinator
Guernsey Economic Development and Tourism Corp.
www.townofguernseywy.us

Name & Location of Entity Helped:

Town of Guernsey and community
PO Box 667, 81 W. Whalen St.
Guernsey WY 82214
307-836-2335

Business/Economic Development Activity:

Town of Guernsey's housing shortage was solved through a collaboration with the Wyoming Housing Network (WHN) to build twelve affordable housing units. WHN educates homebuyers and homeowners and works with partners to create and preserve affordable housing in Wyoming.

Assistance Received:

The town of Guernsey owned a parcel of land slated for higher density housing, which it sold at fair market value to WHN. Working with the Wyoming Community Development Authority (WCDA) and other private investors, the WHN and its partners put together a funding package that resulted in the project becoming a reality. The town helped by issuing building-permit waivers.

In working together, the groups conducted a housing study, which indicated a need for at least twelve units, consisting of one-, two- and three-bedroom apartments. The groups broke ground in May of 2012, and tenants started moving into the units in November 2012. Only six months passed from ground breaking to move-in day, adding to the success of this project.

How Project Affected the Community:

This project serves twelve families.

Since the new housing frees up housing in other areas, there's a ripple effect. In all, a little over 1% of the town's population is affected.

COUNTY

SHERIDAN

CONTACT/ORGANIZATION

Jay Stender, Executive Director
Forward Sheridan
www.forwardsheridan.com

Name of Business Helped:

Apollo Telemedicine, LLC
Tom Richards, MD/MS
1998 Sparrowhawk Road
Sheridan, WY 82801
trichards0445@me.com
307-521-1665
www.healthlinknow.com

Business/Economic Development Activity:

During the past two years, Dr. Tom Richards, owner of Apollo Telemedicine, developed his role in a statewide telemedicine project. In this time, Dr. Richards contacted many health care institutions to get a more complete understanding of some of the challenges and opportunities within our state. Dr. Richards established a working contract with HealthLink Now to build his business.

Assistance Received:

Apollo Telemedicine was one of the Sheridan Technology Incubator's first clients and provided an opportunity to collaborate with UW's Technology Business Center and the Wyoming Business Council.

How Project Affected the Community:

HealthLink Now operates in Wyoming and Montana under a CMS (Center for Medicare and Medicaid Services) Innovation Grant to further implement telehealth, using mobile devices such as cell phones and tablets. This \$7.7 million grant has specific outcomes to

improve healthcare in rural areas. The Sheridan Technology incubator's tag line is "innovation to industry," and this project clearly demonstrates that entrepreneurs in Wyoming can leverage the incubator setting to build their business and broaden their reach.

Jobs Affected:

HealthLink Now is looking for several positions that will operate in Wyoming, ultimately employing 24 people. The goal is to have 4-6 of these positions in Sheridan.

Name of Business Helped:

Clean Source Coal
Jay Gefaell and Chris Gefaell
1981 Double Eagle Drive, Unit A
Sheridan, WY 82801
jay@tallgrasspartners.net
chris@cleansourcecoal.com
www.cleansourcecoal.com

Business/Economic Development Activity:

Clean Source Coal (CSC) has used baseline coal information from Wyoming to build an early-state company, with contracts, to salvage poor and waste coals for a higher beneficial use and a "green use" to optimize existing coal resources. The mission is simply stated: Creating Saleable Coal from Coal Waste Streams.

CSC has located and developed a proprietary coal technology that enables waste coal to be incorporated into a product called AUSTIN BLACK™, which has markets in tires, plastics, paints and coatings. CSC has secured contracts in West Virginia and currently is in prototype operations. The developing technology has direct application for the Wyoming coal industry as value added, enhancements.

Assistance Received:

Clean Source Coal (CSC) is a Sheridan Technology Incubator client that has broadened its reach from the initial business efforts at Sheridan. CSC is an offshoot of Tall Grass Partners – a group that has its origin at the Sheridan

incubator with a focus on finding innovative technologies to utilize waste coal products.

Jobs Affected:

Once the technology matures, there is potential to develop a physical plant and to partner with coal companies in northeast Wyoming.

CONTACT/ORGANIZATION

**Susan Jerke, Regional Director
Wyoming Entrepreneur Small Business Development Center (SBDC)
www.wyomingentrepreneur.biz**

Name & Location of Business Helped:

Balanced Living Health & Wellbeing Consultants, LLC
Teresa (Teddy) E. Araas, PhD, CHES, CYT-300, RYT-200
1030 North Main, Suite 101
Sheridan, WY 82801
307-763-0017
theyogaqueen@gmail.com
www.balancedlivingconsultants.com

The Studio, LLC

Callie A. True, CMT, CYT-300
1030 North Main, Suite 101
Sheridan, WY 82801
307-675-1918
thestudio1918@gmail.com
www.amtamassage.org/famt/TheStudio

Business/Economic Development Activity:

Teresa Araas and Callie True co-located their complementary businesses in the old Taylor School building. As a seasoned health and wellbeing advocate, Teresa focuses on lifelong wellness, empowerment and stress management as key factors in creating greater balance and healthier lifestyles, thus enriching the quality of life. Teresa's business, Balanced Living Health & Wellbeing Consultants, helps her clients bring their lives into balance by focusing on stress management through awareness and relaxation-enhancing practices, including yoga, meditation and breath-capacity enhancement. She offers consulting services and focuses

on education, by giving dynamic presentations, and shares her message through blogs.

Callie, a lifelong practitioner of yoga, offers massage and traditional yogic practice to her clients with her business, The Studio, LLC. Her yoga study informs her own style of massage tailored individually to the needs of the client. She also teaches yoga at Santosha Yoga, also located in the Taylor School building.

Assistance Received:

Teresa and Callie worked with the SBDC as they explored the feasibility and developed market opportunities for their businesses. Each applied for, and received, funding from the Wyoming Workforce Development Training Fund to allow them to attend out-of-state continuing education workshops to rejuvenate and to update their skills.

Number of Jobs Affected:

Teresa and Callie are each sole employees of their respective businesses.

Name & Location of Business Helped:

3G, LLC dba Quick Printing
Nadine and Matt Gale
43 South Main Street
Sheridan, WY 82801
307-674-6277
wyogale@msn.com
www.qpwyo.com
www.facebook.com/QuickPrinting

Business/Economic Development Activity:

Matt and Nadine Gale purchased the family printing business in 2010 and have continued the tradition as a one-stop provider of graphics, logo design and printing services for the Sheridan area. They continue to expand their services and have taken advantage of programs and training offered in Wyoming. They have an interactive website for placing print orders and are active on Facebook.

In addition to their business, Nadine founded the Wyoming Women's Business Network, which meets weekly to

network, share information and business ideas, meet other women and get referrals for their businesses.

Assistance Received:

The Gales worked with the SBDC and the Wyoming Market Research Center (MRC) to develop their business plan and assess the market during the purchase of the family business. They are working with the Wyoming Procurement Technical Assistance Center (PTAC) to explore potential markets for sales to the government. They took part in the SBDC's Business Fitness program (funded by the Small Business Jobs Act of 2010), participating in website optimization, writing a marketing plan and financial recordkeeping.

Investment:

Funding for the business purchase was obtained through their local lender, with an SBA guarantee.

Number of Jobs Affected:

Quick Printing supports three full-time employees.

CONTACT/ORGANIZATION

Diane Johnston, President
WIDC•Frontier CDC
www.widcfrontier.com

Name & Location of Business Helped:

Alamo Motel
1326 North Main Street
Sheridan, WY 82801
307-672-2455
www.alamomotel.net
Business Owners: Muhammad and Ansar Khan

Business/Economic Development Activity:

The Khans purchased the Alamo Motel located in downtown Sheridan in 2006. The property is conveniently located close to restaurants and shopping, with easy access to Interstate 90. The Khans have made improvements to the 1930s-era property while maintaining its charm and appeal. The property offers single and double rooms plus a family

suite, complimentary breakfast, in-room refrigerators and microwaves, and complimentary wireless Internet access.

Assistance Received:

The original commercial financing to purchase and remodel the property was at a high interest rate. With funding through the SBA 504 Loan Program, the Khans have restructured the property financing. Their new 504 loan provides long-term, fixed rate financing, which reduces their debt service and increases operating funds. Participating lenders include WIDC•Frontier CDC and Security State Bank.

Investment:

Total Project Investment: \$675,000

Number of Jobs Affected:

6 jobs created and retained

Name & Location of Business Helped:

Ranchester Western Motel
350 West Highway 14
Ranchester, WY 82839
307-655-2541
westernmotel@qwestoffice.net
www.ranchesterwesternmotel.net
Business Owners: Thomas and Lynda Jolly

Business/Economic Development Activity:

Tom and Lynda Jolly have owned and operated the Ranchester Western Motel since 2010. The motel features 17 units, guest laundry facilities, and lobby breakfast area. The property is conveniently located off U.S. Interstate 90 on U.S. Highway 14 (Dayton Street). This main street through downtown Ranchester is highly traveled by local residents, tourists and hunters traveling into the Big Horn Mountains, and energy industry personnel working in pipeline construction and the nearby coal mines.

Assistance Received:

When the Jollys purchased the property, financing interest rates were high. Now, with funding through the SBA 504

Loan Program, the Jollys have restructured the property financing. Their new 504 loan provides long-term, fixed rate financing which will reduce debt service and increase operating funds. Participating lenders include WIDC•Frontier CDC and First Interstate Bank.

Investment:

Total Project Investment: \$520,000

Number of Jobs Affected:

3 jobs created and retained

Name & Location of Business Helped:

Super 8 Hotel
2435 North Main Street
Sheridan, WY 82801
307-672-9725
Business Owners: Powder Horn Hospitality, Khalid Khan and Rahid Khan

Business/Economic Development Activity:

The Khans are experienced in the ownership and management of motel/hotel properties, having purchased their first motel in 2007. The Sheridan Super 8 Hotel is easily accessible from Interstate 90, near Trails End State Historic Site and convenient to vibrant downtown Sheridan. This pet-friendly property is popular with tourists and business travelers due to the many in-room amenities, ample RV and bus parking and robust continental breakfast. The two-story hotel features 39 rooms, reception and laundry facilities.

Assistance Received:

Funding for purchase of the hotel was provided through the SBA 504 Loan Program offering long-term, fixed rate commercial financing to small businesses throughout Wyoming. Participating lenders include WIDC•Frontier CDC and First Interstate Bank.

Investment:

Total Project Investment: \$1,574,000

Number of Jobs Affected:

15 jobs created and retained

SUBLETTE

CONTACT/ORGANIZATION:

**Sam Bixler, Executive Director
Sublette Economic Resource
Council (SERC)**
director@sercwyo.com
www.sercwyo.com

Name of Organization Helped:

Joint Powers Board of Sublette County
for Senior Housing
PO Box 788
Pinedale, WY 82941
307-367-4161

Economic Development Activity:

In 2009, a group of citizens realized that seniors were forced to leave the county due to the high housing costs resulting from the natural gas boom. While many solutions were proposed, the group consistently found that funding was a challenge. The main hurdle was that the group did not have the expertise to show funding partners that this was a viable project.

Assistance Received:

After many stops and starts, the citizens reached out to the Sublette Economic Resource Council (SERC) to help them write a business plan and perform cash flow analyses. The group met every week and eventually finalized a business plan and presented it to the County Commissioners as well as the town councils of Big Piney and Marbleton. Each town pledged \$1 million, and the County contributed \$2.9 million to the project. Construction will begin in the spring of 2013.

SERC, together with the Joint Powers Board of Sublette County for Senior Housing, has secured \$4.9 million to construct 20 independent living apartments for seniors in Sublette County. The project will include 10 duplexes consisting of one and two bedroom apartments and will rent for below mar-

ket value, allowing seniors, especially those on fixed income, to remain close to their friends and family.

Investment:

\$2 million from Big Piney and Marbleton; \$2.9 million from Sublette County.

SWEETWATER

CONTACT/ORGANIZATION:

**Doran Fluckiger, Regional Director
Wyoming Entrepreneur Small Business
Development Center (SBDC)**
www.wyomingentrepreneur.biz

Name & Location of Business Helped:

Cowboy Donuts
1573 Dewar Drive #4
Rock Springs, WY 82901
307-362-3400
www.facebook.com/cowboydonuts

**Business/Economic
Development Activity:**

Cowboy Donuts, owned by Derek Johnson and Jay Hammond, opened for business in March 2011. After graduating in 2009 with a bachelor's degree in Business Management, Derek moved in with his in-laws, Jay and Penny Hammond. Derek engaged Jay's assistance to fry donuts and cook kolaches as they tested recipes and various types of dough. His quest for quality donuts required him to rewire his in-laws' kitchen to accommodate a fryer, convection oven and dough proofer. After fourteen months of recipe modification and a lot of input from the community, Derek's entrepreneurial venture opened for business.

Today, Cowboy Donuts is growing in popularity and offers a variety of donuts, including their famous cake donuts and maple bars covered with hot bacon. In addition to donuts, they offer kolaches, a pastry filled with cheese, sausage and other savory breakfast ingredients.

Assistance Received:

Derek wanted to find a niche and recognized that Rock Springs is an underserved market. He began working with the SBDC for help with business planning, marketing and financial planning assistance, which helped with his due-diligence during the planning process and initial stages of business. Cowboy Donuts also worked with SWEDA for a training grant, which allowed him to travel to Texas to train with experienced bakers and to learn donut-making trade secrets. Derek stated, "I can't think of a better community to start a business due to the free help to assure businesses are successful."

Number of Jobs Affected:

Cowboy Donuts currently has eleven full-time employees.

TETON

CONTACT/ORGANIZATION

**Margie Rowell, Regional Director
Wyoming Entrepreneur Small Business
Development Center (SBDC)**
www.wyomingentrepreneur.biz

Name & Location of Business Helped:

Turner Fine Art
Kathryn Mapes Turner
Trio Fine Art
545 North Cache Avenue
Jackson, WY 83001
kathryn@turnerfineart.com
www.turnerfineart.com

**Business/Economic
Development Activity:**

Kathryn Turner is a talented, up-and-coming Jackson Hole painter who works in all media and has been in business since 2000. Turner Fine Art is exhibited in local and national shows and galleries. Business is also conducted via online sales.

Assistance Received:

Kathryn's relationship with Wyoming

Entrepreneur started when she heard that a nationally known artist was giving a watercolor portrait clinic. Kathryn's SBDC advisor suggested she apply for a Wyoming Workforce Development Training grant and helped Kathryn complete the paperwork. After taking the class, watercolor portraits have been a mainstay of Kathryn's business.

While it can be particularly difficult for an artist to manage the business side of the company, Kathryn does it well. Kathryn began her business using her own system for bookkeeping. Her SBDC advisor helped Kathryn set up and use QuickBooks, customizing it specifically for her business. Each week, Kathryn and her advisor meet for "Money Mondays" to go over finances, QuickBooks and other aspects of running a business. This established schedule, coupled with homework assigned by her advisor, has made a difference. Kathryn said, "My revenue stream has been remarkable. My business is growing, and Margie Rowell has helped me manage that growth in an effective way. It's like she's a member of my board of directors." After Kathryn works on the enterprise side of her business she meditates, which allows her to switch gears so she can be creative and return to painting. Kathryn commented, "Margie really cares about my success. That's an intangible, but it makes a world of difference."

COUNTY

UINTA

CONTACT/ORGANIZATION

Jim Davis, Director of Administrative Services and Mieke Madrid, Grant Writer, City of Evanston
www.evanstonwy.org/

Name & Location of Business Helped:

NorthStar, Inc.
Mike Calderwood, General Manager
P.O. Box 1342
Evanston, WY 82931-1342

307-789-5088
mcalderwood@northstarlng.com
www.northstarlng.com

Business/Economic Development Activity:

Clean Energy purchased NorthStar Inc., an Evanston company that manufactures Liquid Natural Gas (LNG) stations, in 2010. Clean Energy's aggressive business plan focuses on increased production of LNG stations for wide distribution along the major interstate highway systems in the United States. This plan pressured NorthStar to look at plant expansion. With limited room at their Evanston facility and limited building inventory in the local area, the possibility loomed of moving the business out of state, resulting in a potential loss of 50 jobs.

Assistance Received:

The City of Evanston, along with the Uinta County Economic Development Commission, initiated negotiations to keep NorthStar in Evanston by co-locating NorthStar with Insultech (formerly Everett Graphics) in the City-owned facility in Evanston's Union Center. The project then increased in scope. On May 1, 2012, NorthStar signed a five-year lease with the City of Evanston and moved into the 62,500 sq. ft. facility as the sole occupant. Insultech had moved out on April 1, 2012 and into the new Insultech building, a \$3.8 million building project funded in part by a \$3 million Business Ready Community grant from the Wyoming Business Council.

Investment:

\$3 million Business Ready Community grant by the Wyoming Business Council

Jobs Affected:

As of November 2012, NorthStar employs 75 people. The expansion and relocation project for NorthStar not only saved the 50 NorthStar positions held in 2011, but increased those positions by 25. Today the 62,500 sq. ft. facility is at near capacity and NorthStar is already talking of possible expansion. The good news is the building was

built with expansion room and plans to nearly double the building footprint.

How Project Affected the Community:

The potential loss of 50 jobs to the community would have been devastating. Instead, the project gained 25 jobs.

CONTACT/ORGANIZATION

**Dell Atkinson, Director
Uinta County Economic
Development (UCEDC)**
www.uintacounty.com/

Entity Helped:

Uinta County

Economic Development Activity:

Infrastructure Development: A Wyoming Consensus Block Grant is providing the funding to Uinta County to provide water from the City of Evanston to the new 1,000-acre Uinta County Technical Park, located on the south side of I-80 near Evanston.

Uinta County awarded a contract of \$420,000 to low bidder Allied Construction to furnish and install approximately 4,200 linear feet of 12" PVC water pipe and 240 linear feet of steel casing by means of horizontal directional drilling/boring under I-80 to the Uinta County Technical Park. In addition, the steel casing will provide for future infrastructure growth and development.

COUNTY

WASHAKIE

CONTACT/ORGANIZATION

**Andy Rose, Field Engineer
Manufacturing-Works**
www.manufacturing-works.com

Business/Economic Development Activity:

The Intense Innovation program, sponsored by Manufacturing-Works and the Northwest College Center for Training and Development, focuses

on idea generation and business development. Approximately 25 employees from Worland, businesses from Powell and students from Northwest College received training through the Intense Innovation program in September 2012. Businesses that attended the program included a high-tech fiber internet company, framing shop, Ford dealership, massage therapist, and health care provider. The Mayor of Worland also attended.

The mix of attendees and their various life viewpoints was a highlight of the event. First- and second-year college students who are studying business, agriculture, and technology provided a youthful perspective to the program. Attendees who have started and managed their own businesses gave a “real-life perspective” as to what works and what does not.

Assistance Received:

The format, designed by Manufacturing-Works staff Matt Melinkovich and Adam Johnson was innovative in itself. They provided exercises that brought out the full potential of attendees. The curriculum and format taught the skills of innovation, business growth, and risk reduction.

The training focused on idea generation, the value of diversity, networking, math games or forecasts, and idea assessments. The instructors tactfully made case studies out of the businesses in the room. Mind mapping was used to bring out ideas about what a consumer might want in a pickup truck. They applied similar techniques to a picture framing shop and also physical therapy equipment.

How Project Affected the Community:

“The training gave new insight to the role of innovation in business development and operations. These concepts were reinforced at a national conference in the days following Intense Innovation in Worland,” said Jess Dingman, president of Team Enactus at Northwest College. The participating business owners agreed the new ideas were

beneficial and that innovation is key to creating new opportunities in the Cowboy State.

CONTACT/ORGANIZATION

**Bruce Morse, Regional Director
Wyoming Small Business
Development Center
www.WyomingEntrepreneur.Biz**

**Susan Rezanina, Business
Development Specialist
U.S. Small Business Administration,
www.sba.gov/wy**

Name & Location of Business Helped:

Pascalite, Inc.
Carolina Brewster, President
Jeanne Lockard, Vice-President
306 Lawson
Worland, WY 82401
307-347-3872
pascalite@rtconnect.net
www.pascalite.com

**Business/Economic
Development Activity:**

In Wyoming’s Big Horn Mountains at 8,600 feet lies a secluded valley where Pascalite clay has been discovered. This unique clay has not been found anywhere else. The discovery of this clay was in the 1930s, when a trapper, Emile Pascal, set out his traps near an outcropping of a whitish, cheese-like substance unrecognized by Pascal. Quite by accident, his hands became coated in the substance. When he returned to his cabin and washed his hands, he noticed they were no longer chapped and cracked.

Pascal and his friend Ray Pendergraft of Worland, who had mining experience, became partners and began experimenting with this clay. Ray and his wife Peggie later named this clay—and the company—“Pascalite” in honor of his friend. They devoted the rest of their lives to hand mining Pascalite, using it, promoting it and developing clay products. Pascalite clay has many uses and is the primary ingredient in their hand-made ointment, poultice and bar soap.

Assistance Received:

Pascalite recently purchased the building housing their business with the assistance of Bruce Morse, the Regional Director of the Wyoming Small Business Development Center in Powell. Bruce helped the owners with their business plan and financial projections. Pascalite also sponsors the Worland Business Roundtable each month.

Jobs Affected:

The family originally learned the Pascalite protocol through the guidance of Ray and Peggie Pendergraft. The younger generations have grown up immersed in the Pascalite business. Carolina Brewster (Ray and Peggie’s oldest daughter) is the current president of Pascalite, Inc. with third generation (granddaughter) Jeanne Lockard, serving as vice president and operational manager. Barbara Ruff, (Ray and Peggie’s youngest daughter) and Ray and Peggie’s fourth generation great-grandchildren also help out where needed.



CONTACT/ORGANIZATION

**Susan Jerke, Regional Director
Wyoming Entrepreneur Small Business
Development Center (SBDC)
www.wyomingentrepreneur.biz**

Name & Location of Business Helped:

Fossil Creek Custom Designs, LLC
P.O. Box 746
Newcastle, WY 82701
307-746-5828
ktown_27@yahoo.com

**Business/Economic
Development Activity:**

Kara Lenardson was looking for a business opportunity with a flexible schedule so she could spend more time with her young family. She found an existing embroidery shop in Newcastle owned by a retiring couple that was

moving out the area. As part of the sales agreement, Kara received training on the equipment, introductions to existing clients and access to artwork. She is expanding her market with quality, custom-embroidered products in Weston County.

Assistance Received:

Kara enlisted the services of the SBDC to help her analyze financials and develop her business plan in order to evaluate and negotiate the purchase price of the existing business. After the business purchase, she was also assisted with designing a marketing strategy. Kara is a member of the Newcastle Chamber of Commerce.

Investment:

The purchase was funded by Kara's investment and a note carried by the former owners.

Number of Jobs Affected:

Kara is the sole employee of Fossil Creek Custom Designs.

Number of Jobs Affected:

Sixty-eight jobs have been created or sustained through the revolving loan program since its creation in 2004; eight jobs have been created or sustained in the past 5 months.

ALBANY, CAMPBELL, CARBON, CONVERSE, CROOK, LARAMIE, NATRONA, PARK, PLATTE, SWEETWATER

CONTACT/ORGANIZATION

Diane Wolverton, Executive Director, Wyoming Smart Capital Network
www.wyosmartnetwork.org

Name & Location of Entities Helped:

Participating municipalities are Casper, Cheyenne, Cody, Douglas, Edgerton, Gillette, Green River, Hanna, Hartville, Laramie, Midwest, Pine Bluffs, Powell, Rawlins, Rock Springs, Sundance, and Wheatland. Businesses must be located within one of these communities to be eligible for the program.

Business/Economic Development Activity:

A consortium of 17 Wyoming municipalities, led by the City of Laramie, was recently awarded \$13.2 million in funding from the U.S. Department of Treasury's State Small Business Credit Initiative (SSBCI). The SSBCI program, an integral part of the 2010 Small Business Jobs Act, was implemented to stimulate investment and help create new jobs through small business lending. The Consortium has contracted with Wyoming Smart Capital Network to implement the program in Wyoming.

Assistance Offered through Program:

Wyoming Smart Capital Network will offer two funding programs; the Collateral Support Program (CSP) and the Seed Capital Network (SCN). The Collateral Support Program works in partnership with Wyoming lenders

to support working capital loans by providing collateral on the borrower's behalf for up to 50% of the loan amount. The collateral is provided in the form of a CD deposited in the bank.

The Seed Capital Network is an early-stage capital program that will provide dollars to supplement Wyoming angel funds, as well as management services to facilitate the growth and development of the angel fund industry in Wyoming.

Investment:

The \$13.2 million award is to be used by Wyoming businesses through the programs described above. The project has been organized as an "Evergreen Fund," which means that as loans are repaid, the funds will be recycled and made available for new projects.

Number of Jobs Affected:

Wyoming Smart Capital Network projects that this investment in Wyoming companies has the potential of creating or retaining more than 1,900 jobs over the next five years.

COUNTY MULTI COUNTY

CROOK, WESTON, CAMPBELL, CONVERSE & NIOBRARA

CONTACT/ORGANIZATION

Linda Harris, Executive Director, Northeast Wyoming Economic Development Coalition, Inc. (NEWEDC)
www.newedc.com

Name of Businesses Helped:

Presently helping ten start-up or existing businesses.

Assistance Received:

NEWEDC has a revolving loan portfolio of \$350,000. Loans can be up to \$50,000 at 4% interest, or if creating primary jobs, up to \$100,000 at 4% interest.

CARBON COUNTY & SWEETWATER COUNTY

CONTACT/ORGANIZATION

Cindy Wallace, Executive Director Carbon County Economic Development Corporation (CCEDC)
www.ccwyed.net

Name & Location of Business Helped:

Great Divide Economic Development Coalition
215 W. Buffalo, Room 304
Rawlins, WY 82301
307-324-3836
info@ccwyed.net

Business/Economic Development Activity:

The Great Divide Economic Development Coalition updated its Comprehensive Economic Development Strategy (CEDs) for the Economic Development Administration (EDA) District consisting

WEDA SUCCESS STORIES 2012

of Carbon and Sweetwater Counties. The plan was recently completed in November, 2012 and makes both counties now eligible to receive federal EDA funds.

Assistance Received:

Carbon County Economic Development Corporation (CCEDC) and Sweetwater Economic Development Alliance (SWEDA) applied jointly in 2011 for a CDBG planning grant for \$16,000 to update the Great Divide CEDS plan which had not been done since 2002. The grant was awarded in the summer of 2011, and the process took up to 18 months to complete.

Investment:

The Community Development Block Grant (CDBG) award was \$16,000 with a \$4,000 match divided between Carbon County and Sweetwater County.

How this Project Affected the Communities:

The project affects both Carbon and Sweetwater Counties and their communities, making them now eligible to receive EDA funds. This grant also makes the Great Divide EDA District active after being inactive for about 5 years.

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HOT SPRINGS & WASHAKIE COUNTY

CONTACT/ORGANIZATION

Diane Johnston, President
WIDC•Frontier CDC
www.widcfrontier.com

Name & Location of Business Helped:

Reese & Ray's IGA, in Thermopolis & Worland
www.reeseandrays.com
Business Owners: Wild West Properties, Reese LeaVesseur and Raymond O'Loughlin

Business/Economic Development Activity:

LeaVesseur and O'Loughlin, partners since 2004, own four IGA (Independent Grocers Alliance) grocery stores in

Montana and Wyoming. Collectively the two have more than 80 years of experience in the grocery industry. This year (2012), O'Loughlin is one of seven finalists for the IGA USA Retailer of the Year award. The partners currently own Reese and Ray's IGA in Buffalo, and recently announced their purchase of the Worland and Thermopolis IGA stores. With the purchase of these two stores, LeaVesseur, O'Loughlin and Wild West Properties, will become one of the largest independent retail grocery store chains in the area and one of SuperValu's largest independent purchasers in the region.

Assistance Received:

Financing for the purchase of the Thermopolis IGA and Worland IGA commercial real estate and stores were provided through the SBA 504 Loan Program. Participating lenders include WIDC•Frontier CDC and Pinnacle Bank.

Investment

Thermopolis Project Investment: \$1,200,000
Worland Project Investment: \$1,650,000

Jobs Affected:

Thermopolis - 40 jobs created and retained
Worland - 65 jobs created and retained
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LARAMIE, ALBANY, GOSHEN & PLATTE - HIGH PLAINS ECONOMIC DEVELOPMENT DISTRICT

CONTACT/ORGANIZATION

Karen Guidice, Executive Director
High Plains Economic Development District (HPEDD)
www.highplainsedd.org

Industry Helped:
Oil and Gas Industry

Business/Economic Development Activity:
High Plains Economic Development

District is making resources available to assist with workforce development in the High Plains region, as well as across the state, for the oil and gas industry. We produced a training catalog that identifies pertinent classes that can be taken at the Laramie County Community College, Eastern Wyoming Community College, McMurry Training Center, Sage Trucking and the University of Wyoming School of Energy. A one-page document will be available at oil and gas companies, workforce centers, and schools as a quick resource guide to education. We also produced a job descriptions directory that will be distributed to help job seekers understand what jobs are available in the oil and gas industry, along with the education needed to do those jobs. All of the information is on the High Plains EDD website for downloading and copying.

Assistance Received:

High Plains received funding from the Wyoming Workforce Development Council to form an Oil and Gas Industry Partnership, which assists with workforce development in the oil and gas industry.

