



SUCCESS STORIES

2013

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



With the national unemployment rate hovering around 7 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 4-5 percent and the economy is stronger 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 70 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

These economic development building blocks create a continual cycle:

The first two tiers provide a foundation for the third and fourth tiers. The third and fourth tiers generate wealth and create dollars for investing in tiers one and two. Most economic development professionals work on developing all tiers simultaneously.

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 BUSINESS & 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

**Dan Furphy, President and CEO
Laramie Economic Development
Corporation (LEDC)
www.laramiewy.org**

Name & Location of Business Helped:

HiViz Shooting Systems
1941 Heath Parkway #1
Fort Collins, CO 80524
1-970-407-0426
www.hivizsights.com

***Business/Economic
Development Activity:***

HiViz Shooting Systems, a manufacturer of firearms accessories currently located in Fort Collins, Colorado will relocate their facility to Laramie in the summer of 2014. The company will construct a 20,000 square foot facility that will include a 15,000 square foot manufacturing/warehouse space and a 5,000 square foot office space. The new facility will be located in Laramie on five acres owned by the Laramie Economic Development Corporation (LEDC). HiViz will lease the new facility with an option to purchase.

Assistance Received:

The Wyoming Business Council Board of Directors recommended and the State Loan and Investment Board approved a \$2.4 million Business Ready Community (BRC) Business Committed Grant and a \$519,477 BRC Business Committed loan to assist in the relocation.

Number of Jobs Affected:

The company will employ a minimum of 20 employees during the first three years of operation in Laramie. It also plans to invest \$200,000 in new equipment and machinery that will be housed in the new facility.

Name & Location of Business Helped:

Maverick Ammunition (Ammo Kan)
Snowy Range Dr. • Laramie, WY
720-389-8283
http://ammokan.com

***Business/Economic
Development Activity:***

Ammo Kan is a Colorado-based company that manufactures and sells ammunition and other products for shooting sports. The company will be relocating to a facility in Laramie and will begin manufacturing target-grade ammunition under the name of Maverick Ammunition. The company will also manufacture tactical-grade ammunition for use in law enforcement. Ammo Kan is working to remodel an existing building it leased in Laramie to fit the needs of Maverick Ammunition.

Maverick Ammunition will start by making range ammunition to meet unprecedented demand for that product. The company expects to produce 1.8 million rounds per week by the second half of 2014. Maverick also has plans to expand to produce other ammunition, firearm components, and to open a showroom in Wyoming.

Assistance Received:

The company is working with the Wyoming Department of Workforce Services to set up training for Wyoming workers.

Number of Jobs Affected:

The company expects to hire as many as 50 employees with positions ranging from entry-level manufacturing to experienced warehouse and distribution managers.

CONTACT/ORGANIZATION

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

Name & Location of Business Helped:

Sarah Pruis
Eden Health, LLC
211 S. 3rd St. • Laramie, WY 82070
(307) 745-8898
www.born2nurse.com

***Business/Economic
Development Activity:***

Sarah Pruis started her holistic health and pregnancy wellness business in her home in 2010 with limited retail sales and consulting. Sarah's consulting is related from being a Certified Clinical Nutritionist, ICEA Childbirth Educator, ICEA Doula, Certified Lactation Counselor, Student Midwife combined with the experience of raising four children, the youngest born while she started this business. Sarah's business holistically helps moms and moms-to-be have the best possible experience. Her mission is to provide quality continuity of care and information of options to women in their childbearing years.

Assistance Received:

Sarah initially contacted the SBDC for guidance in starting her business, which then became help with growing her business and ultimately to the opening up her storefront in downtown Laramie in March of 2013. In the new location, Eden Health, LLC, is doing very well. Sarah has been able to expand with services and retail products for her customers.

Investment:

Sarah has bootstrap financed her business from the start and through careful savings and reinvestment she was able to make the jump from a home-based business to a downtown location when it became prudent. Sarah is investing almost all of her profits back into her business making it difficult to assess a specific value, especially in this first year of opening the downtown storefront. Her customer base is growing fast and she has also formed partnerships with others offering complimentary services and products, expanding the business' offerings. Sarah's business is quickly becoming a must-see for those expecting to have children in the near future.

How Business Affects the Community:

As a center for pregnancy, health and wellness Sarah's business is providing important services and products for women in and around the Laramie area. At the same time she is helping other self-employed women with their related businesses. Sarah teaches many of the classes; she also allows others to use her space for their classes, for example prenatal yoga, and she stocks their products for sale in her business retail area.

CONTACT/ORGANIZATION

**Kalie Spurgas, Information Specialist
Wyoming Entrepreneur Market
Research Center (MRC)
www.wyen.biz**

Name & Location of Business Helped:

Bright Agrotech, LLC
Nate Storey and Paul Bennick
1938 Harney St., Suite 152
Laramie, WY 82072
(307) 766-6538
www.brightagrotech.com/

**Business/Economic
Development Activity:**

Bright Agrotech, LLC was founded in 2010 by Nate Storey and Paul Bennick to help farmers reduce costs, farm sustainably and grow the highest quality produce for their consumers. The company won the University of Wyoming's 10K competition in 2011. The business has office space at the Wyoming Technology Business Center (WTBC) in addition to a greenhouse location and a manufacturing location in Laramie, Wyoming. The company manufactures and sells vertical hydroponic towers for greenhouse vegetable production. These towers allow producers to dramatically increase production as a function of floor space. Products are available for both commercial and hobby growers.

Assistance Received:

Bright Agrotech, LLC works closely the UW Research Products Center to learn how to get the most out of the patents held for the company's products. The

business utilizes the advising services of the WTBC, where their office space is located. In the past, the company has worked with the Small Business Development Center and the Market Research Center and has received engineering consulting from Manufacturing-Works.

Investment:

The company had a successful Kickstarter campaign at the end of 2012. The project was to finance the manufacturing of a spring system vertical gardening tower, with a goal to raise \$20,000. It was a risk-free way to gather the funding to support this endeavor. Ultimately \$28,926 was raised.

Number of Jobs Affected:

The business currently has four full-time employees, is experiencing great growth and expects to double the number of jobs to eight in 2014.



CONTACT/ORGANIZATION

**Sue Taylor, CEO
Lovell, Inc and Grow Big Horn County
www.lovellinc.org
www.growbighorncounty.com**

Name of Entity Helped:

Big Horn County Municipalities

**Business/Economic
Development Activity:**

Big Horn County Commissioners sponsored a grant in the new planning category of the Wyoming Business Council's Business Ready Community program to produce a county-wide comprehensive economic development strategic plan.

Investment:

The total project cost is \$50,000 with a \$12,500 cash match being provided by the County and the towns of Basin,

Greybull and Lovell. At least three of the smaller communities may also contribute to the cash match in order to reduce the initial commitment by the County. The municipalities were asked to provide a cash match in the amount of \$1.25 per capita.

**How this Project Affects
the Community:**

Historically, the County has struggled with a cohesive, consistent economic development effort and the nine incorporated communities within the County realize that the best way to grow the region is by working together and sharing resources wherever possible. The Mayors, Clerks and Commissioners began to meet on a regular basis to share and network with each other and all were in agreement that the creation of a county-wide plan to address possible strategies for economic development would benefit all parties involved.

Since the grant award announcement, a Request For Qualifications was issued to 15 firms and on October 1, 2013 the Commissioners awarded the contract to Community Builders, Inc. (CBI) of Douglas. The scope of work includes: multiple on-site meetings; review of existing documents and data, including zoning codes and housing studies; evaluation of economic and demographic conditions; target industry and labor analysis; deliberate public and stakeholder participation; SWOT analysis; development of goals; and the development of an action plan, including the establishment of performance measures. The project end date is slated to be May 31, 2014.

Name of Entity Helped:

Lovell Business Incubator
3rd St. • Lovell, WY 82431

**Business/Economic
Development Activity:**

Creating cowork space in the 3rd Street Business Incubator Facility

Assistance Received:

The Town of Lovell was awarded a Wyoming Business Council Business Ready Community grant in early 2010 to remodel an existing office building into a business incubator. The remodel was completed at the end of 2011 and has struggled to find compatible tenants. Many of the clients who request assistance from the program do not really need to occupy incubator space, but work from home or move directly into a permanent space.

To make better use of the space, Lovell, Inc is in the process of creating a cowork space in two of the tenant spaces as well as a small flex area. Cowork space is typically an open room furnished with chairs, desks, tables and a few soft furnishings. Entrepreneurs – typically those who work from home – make use of the space to network, socialize and often to collaborate on projects. They buy a membership for the space on a daily or month-to-month basis. Lovell, Inc is currently working on the installation of security cameras and 24/7 access to the space along with a copier/printer that is of better quality than a home-based worker is likely to have in their home office.

In addition to home-based workers living in the area, this type of space may be utilized by people visiting the area who need a quiet workspace during their stay. In this case, the hotel would purchase the membership to allow access for their guests. Local hotels offer Internet service, but not usually printing capabilities. They often refer guests to the Library, but it is often not available during the hours the guests have need of the space or service. The Town of Greybull is also looking at options for a cowork space.

Investment:

The Wyoming Business Council Business Ready Community project cost was \$405,844 with a local cash and in-kind match of \$75,245 and grant of \$330,599.

How this Project Affects the Community:

Establishing an incubation program and creating incubator space and cowork space all contribute to an improved business atmosphere to support existing businesses, assist new businesses and attract firms with a desire to relocate to the area.

Name of Entity Helped:

Big Horn Basin Food Hub
3rd St. Lovell, WY 82431

Economic Development Activity:

Grow Big Horn County has been recently approved to receive an AmeriCorps VISTA member for up to two years to help determine if we have, or can find, all the necessary ingredients to build a sustainable Food Hub, or an alternate local food network for the Big Horn Basin. The VISTA member will be based in Lovell and have an office in the 3rd Street Business Incubator. The primary goal of the project is to determine the type of local food network to build to best serve the needs of existing producers, based on available markets and distribution methods. Secondary goals include: the development of educational messages that will highlight the benefits of buying locally grown food products; increased communication between the producers and potential markets; and the development of a more comprehensive value-added agriculture program, including a farm-to-plate component.

How this Project Affects the Community:

The economic development organizations within the Big Horn Basin knew of pockets of activity in this area and identified the need for the development of a local food network, but none were in a position to take on the project with their existing human or financial resources. The Corporation for National Community Service (CNCS) program proved to be a good solution in terms of providing a resourceful, full-time person whose sole responsibility will be

the development of a food network. We plan to have this person in place during the first quarter of 2014.

The CNCS is the organization that governs the VISTA program and the VISTA member receives a monthly stipend for their work. The member works full-time for a year at no cost to the local organization, unless the organization opts to participate in a cost-share program with CNCS. At the end of their year of service, the member is eligible for either a student loan reduction or a cash disbursement. The member may also be eligible for a childcare allowance, health insurance, and hiring points for federal job openings.

The four counties which make up the Big Horn Basin were settled by farmers and ranchers determined to build a life here and provide for their families by working the land. Much of the land is still being used in the same manner, and while many things have changed for all of us in the past 100 years, our farmers and ranchers are still determined to build a life and provide for their families, even though it has become increasingly difficult to do so on a family-farm level. The establishment of a Big Horn Basin Food Hub will allow local producers to distribute their products to a wider range of markets, connect to each other, strengthen community food security, educate the consumer as to the importance of buying locally-produced goods, and greatly increase the revenue potential for family farms.

CONTACT/ORGANIZATION

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

Name & Location of Business Helped:

The Burlington Place
Michael and Melissa Harrington
100 S. Main St. • Burlington, WY 82411
307-762-3800
www.facebook.com/TheBurlingtonPlace

Business/Economic Development Activity:

Pizza parlor and bar

Assistance Received:

In January of 2013, Michael and his wife, Melissa, began looking into the purchase of a small town bar with the idea of renovating it and turning it into a pizza parlor, while retaining the beverage service. The Burlington Bar, in Burlington, was for sale and the couple set their sights on the acquisition. The community has very limited access to dining out and they felt a good addition would be to turn the business into a more family-friendly atmosphere. The Harringtons approached the Small Business Development Center and worked with two SBDC advisors, since they were living in Laramie at the time and the business is located in the north-west part of the state. They were assisted with business planning and financial projections, which were ultimately utilized when they approached a lender for financing. The couple closed on the property in late March and began the renovations. The Burlington Place officially opened for business on June 19th, 2013.

The Burlington Place menu features many innovative pizza combinations and toppings, including rattlesnake. The business is very active on Facebook and solicited pizza ideas from Facebook friends as they built their menu. The Harringtons hope to eventually add a microbrewery to the property.

Investment:

Two loans were obtained - one to secure the real estate; the second to fund renovation, equipment and start-up working capital. Additionally, the owners contributed both cash and their own effort to the project.

Number of Jobs Affected:

The business created two full-time positions.

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Name & Location of Business Helped:

Rose City Lanes, LLC
Mike and Paula Verdetto, III

127 E. 3rd St. • Lovell, WY 82431
307-548-7732
rcl@tctwest.net
www.facebook.com/#!/groups/rosecitylanes/

Business/Economic Development Activity:

Bowling center and Hot Stuff Pizza franchise

Assistance Received:

A local bank referred Mike and Paula to the SBDC; they were interested in purchasing the community bowling alley, Victory Lanes. The SBDC assisted with business planning and financial projections, based on historical records and the couples' plans for change. Verdettos are avid bowlers and they envisioned changes to better accommodate league bowlers (the bread and butter of the business) and to enhance usage of the facility. A business valuation was performed by the SBDC business valuation specialist, as part of the process in order to substantiate the asking price. The sale was completed on November 1, 2012, just as season league play was beginning, which is a busy time for the establishment. The Verdettos have changed the business name to Rose City Lanes, LLC and they have filled the league schedule, added digital music and Wi-Fi, an ATM, a presence on Facebook and enhanced the beverage selection. Additionally, they have remodeled some of the facility to include cool air for the summer. The business has hosted numerous school groups and tournaments. The couple has more plans for their business; those improvements will come with time and cash flow.

Investment:

The final structure involved an SBA 7(a) loan through a local lender, a home equity loan the buyers used as their down payment and seller financing.

Number of Jobs Affected:

Currently, the business supports two full-time and two part-time positions.



CONTACT/ORGANIZATION

**Mary Melaragno
Campbell County Economic Development Corporation (CCEDC)
www.ccedc.net**

Economic Development Activity:

Partners in Prosperity Funding Campaign

The Campbell County Economic Development Corporation (CCEDC), a non-profit organization designed to promote business retention, expansion and recruitment, recently announced it has successfully completed its \$2 million Partners in Prosperity Funding Campaign.

Economic development organizations throughout the U.S. customarily conduct funding campaigns every five years to secure financial backing from their communities. CCEDC is pleased the \$2 million goal was achieved thanks to the local business community, the City of Gillette, Campbell County government, and the educational sector, including the University of Wyoming, Gillette College, and Campbell County School District (CCSD.)

The Partners for Prosperity Campaign was Chaired by Scott Durgin, Senior Vice President of Powder River Basin Operations, Peabody Energy, D.G. Reardon, General Manager, JoyGlobal, Inc., and Sam Saunders, President, First National Bank. The following core group of community professionals assisted the Co-Chairs during the Campaign: Dr. Richard Strahorn, CCSD; Dr. Mark Englert, Gillette College; Mayor Tom Murphy; County Commission Chairman Dan Coolidge; Brent Berg, Cameco Resources; Larry Sjolin, Wyoming Machinery; Dr. Olin Oedekoven, Peregrine Leadership Institute; LLC; Ken Barkey, The Prime Rib Restaurant & Wine Cellar; and Les Mahon, First Interstate Bank.

Funding/Assistance Received:

“I am pleased the Partners in Prosperity Campaign was a success. CCEDC’s current and new investors have shown outstanding support to sustain the region’s business and economic development needs. Peabody Energy is a proud contributor of CCEDC and the campaign,” said Co-Chair Scott Durgin. Sam Saunders, Co-Chair added, “We’re happy to see the community come together to support CCEDC. It is exciting to see growth of existing companies, new businesses, startups and the plans that are taking place to increase our economic development infrastructure.”

Co-Chair and current CCEDC President D.G. Reardon stated, “The campaign money raised helps achieve the goals and objectives of the current economic development strategic plan in the areas of economic development, workforce development and community development. Reardon added, “Without the financial commitment from our investors, the City of Gillette and the County this would not be possible.”

CONTACT/ORGANIZATION

Farrah Rhea
Director of MicroLending
Wyoming Women’s Business
Center (WWBC)
www.wyomingwomen.org

Name & Location of Business Helped:

Building Construction
Brandy Chauvin
3897 N. Garner Lake Road
Gillette, WY 82716
307-696-3578
bc.office@rocketmail.com

Business/Economic Development Activity:

Building Construction LLC is a woman-owned limited liability company owned by Brandy Chauvin. Building Construction specializes in steel and pre-cast concrete erection services. They have completed projects

in Cheyenne, Sheridan, Casper, as well as projects in North Dakota and South Dakota. Projects include schools, public utility buildings, a student Union, office buildings and a courthouse.

Assistance Received:

The Wyoming Women’s Business Center (WWBC) provided both financing and technical assistance to Building Construction during its initial year of operation. Building Construction was unable to obtain traditional financing due to being a start-up and the WWBC was able to provide much needed funding for equipment and working capital.

Investment:

The WWBC provided 3 separate loans to Building Construction for equipment and working capital needs. Building Construction has successfully repaid 2 out of 3 loans and has since qualified for a line of credit through a traditional lending institution.

Number of Jobs Affected:

Building Construction maintains 7 full-time employees and can have as many as 15 employees depending on the projects in process. Building Construction earned \$1.3 million in profits in 2012. They have completed projects ranging from 10,000 square feet to 200,000 square feet (equivalent to 50 to 1,000 tons of steel material) in size. They continue to have projects lined up well in advance of the coming year and are receiving calls from general contractors rather than Building Construction seeking them. They are well on their way to reaching their goal of “becoming the premier steel building erector in Wyoming” thanks to a helping hand and guidance from the Wyoming Women’s Business Center.

CONTACT/ORGANIZATION

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

Name & Location of Business Helped:

“A” Car/Cab
Patricia A. “Sam” Adams
6501 S. Douglas Highway, #23
Gillette, WY 82718
307-680-3181 or 307-680-3182
<http://acarcab.weebly.com/>

Business/Economic Development Activity:

When you call “A” Car/Cab for a ride in Gillette or Jackson, you’ll likely be greeted by a smiling lady driver with a delightful southern accent, dressed for the occasion in flashy, attractive attire driving a shiny, clean vehicle...a bit outside of the typical experience of a taxi ride in Wyoming!

Patricia “Sam” Adams moved to Gillette in 2012 with her truck, her dog Spidey and the drive to make a new life. She was working for a local cab company and knew she could run a better business. Sam found a funding partner, sold her truck and purchased two late-model Chrysler Town & Country vans. Her LLC was formed in March of 2013 and she has secured contracts with the Campbell Co. Airport and local hotels. Sam is also licensed in Jackson, where she will place one van during ski season. She prides herself on the cleanliness of her 2010 and 2012 vans (non-smoking). Sam is available 24 hours a day, 7 days a week and works holidays and week-ends. She can also travel and transport between states (interstate).

Assistance Received:

Sam worked with the Wyoming Entrepreneur SBDC to research WYDOT requirements and to develop a business plan and financial projections.

Investment:

“A” Car/Cab was funded with owner and private investment.

Number of Jobs Affected:

“A” Car/Cab has two employees in Campbell County and offers a clean, stylish ride with the flair of an ambitious entrepreneur.

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Name & Location of Business Helped:

Family Furniture 4 Less, LLC
Joan Kimbley, Owner
2701 S. Douglas Highway, Suite B
Gillette, WY 82718
307-257-7818
jkimbley@q.com
www.facebook.com/FamilyFurniture4Less

**Business/Economic
Development Activity:**

After working in the furniture industry for many years, Joan Kimbley spent a couple of years saving and planning and finally realized her dream of opening her own store. Family Furniture 4 Less, LLC opened their doors in December of 2012. The Gillette store belongs to a larger furniture cooperative that allows them to offer new furniture at affordable prices. She remodeled a space that showcases her merchandise in a warm, family setting. She advertises via Facebook and print media and she is gaining a loyal customer base in the competitive market.

Assistance Received:

Joan worked with Wyoming Entrepreneur SBDC to develop her business plan, financial projections and loan proposal. The Wyoming Women's Business Center assisted with a business plan review and startup funding.

Investment:

Joan funded her store with private funds and a microloan from the Wyoming Women's Business Center.

Number of Jobs Affected:

Family Furniture 4 Less has created one full-time and one part-time job in Campbell County.

CONTACT/ORGANIZATION

Brandi Beecher
Town of Wright
www.wrightwyoming.com

Name of Entity Helped:

Campbell County Convention & Visitors Bureau

1810 S. Douglas Highway, Suite A
P.O. Box 1393 • Gillette, WY 82718
307-686-0040 Cell 307-299-2838
www.visitgillette-wrightwyo.org

**Business/Economic
Development Activity:**

The Wright Visitor Center held a grand opening in May 2013, thanks to a partnership between the Wyoming Department of Transportation, Campbell County Convention and Visitor Bureau, the Town of Wright, and various companies in the minerals industry.

The Center started as a tourism project but has created a local attraction explaining the economic impacts of the region. Several companies provide information and videos about their industry and workforce, including Peabody Energy, Arch Coal, Devon Energy, Cameco Resources and the Durham Ranch.

The new center includes about 1,000 square feet of interpretive space, showcasing minerals extraction in the region including coal mining, oil and gas extraction, in situ uranium mining, as well several wild game mounts provided by Wyoming Game and Fish.

Investment:

The \$1.1 million project was funded with a \$550,000 TEAL grant from WYDOT and the remaining expense was budgeted by the Town of Wright. The new center replaced a small rest area. Tourist numbers have significantly increased since the construction of new center. In 2013, 4,234 visitors stopped at the center compared to 1,310 visitors in 2012.

Jobs Affected:

The Center is staffed by the Campbell County Convention and Visitor Bureau. The center was open during the tourist season, from Memorial Day to Labor Day. With the new building, staff hours were extended due to demand during hunting season. The Center has one full-time employee and two part-time employees who refer travelers to local businesses and the Wright Museum.



CONTACT/ORGANIZATION

Carbon County Commissioners
**Carbon County Higher Education
Center**
David Throgmorton, Rawlins
www.cchecc.org

Name of Entity Helped:

The new road construction project supports Carbon County and customers of the Carbon County Higher Education Center for workforce development.

Investment:

Carbon County received \$849,715 from the Wyoming Business Council's Business Ready Community - Community Readiness Program, which leveraged \$8.1 million in match for the construction of a road to the new Career and Technical Education Campus in Rawlins.

**How this Project Affects
the Community:**

The road will provide access to Rawlins' new Career and Technical Center that will provide training for the Carbon County workforce including welding, auto mechanics, construction trades, electricity and instrumentation, nursing and pre-engineering.

CONTACT/ORGANIZATION

Cindy Wallace, Executive Director,
Carbon County Economic Dev. Corp.
(CCEDC)
www.ccwyled.net

Name & Location of Business Helped:

Little Rascals Pre-School and Daycare
PO Box 366; 350 Whippoorwill Dr.
Baggs, WY 82321
(307) 383-7300
littlerasc@dteworld.com

Business/Economic Development Activity:

New construction and expansion of day care and preschool for the Town of Baggs.

Assistance Received:

Wyoming Business Council Childcare grant program with partnerships from Wyoming Business Council South Central Regional Director, Wyoming Small Business Development Center and Carbon County Economic Development Corporation.

Investment:

- \$749,003.00 Wyoming Business Council Child-Care grant
- \$133,285 local contribution/cash match and \$42,500 ineligible project costs

Number of Jobs Affected:

There are 5 current employees - 3 full-time and 2 part-time. When enrollment increases they will need to add 2 full-time and up to 4 part-time employees. The present facility can only serve 32 children at one time and has a waiting list. This is the only preschool and day care facility in Baggs. A feasibility study showed an increased enrollment of 63-74 children in the future, thus the need for a new facility. The whole community of Baggs came out in support of the new construction and expansion of a preschool and day care facility, providing either in-kind or cash donations to help with the match requirements. Employers in the area will benefit knowing they can recruit or retain employees by having quality childcare available in the area. Ground-breaking should begin spring 2014.

CONTACT/ORGANIZATION

Mayor Morgan Irene
Town of Elk Mountain
www.elkmountainwyoming.com

Business Activity:

Town of Elk Mountain Community Center Feasibility Study

Assistance Received and Investment:

The Town received a Wyoming Business Council Business Ready Community Planning Grant in the amount of \$15,000,

matched by \$5,000 from the Town of Elk Mountain, to determine the feasibility of building a Community Center.

How this Project Affects the Community:

The study looked at the environmental issues of an existing building; cost of partial demolition and reconstruction; and possible community uses.

CONTACT/ORGANIZATION

Pam Thayer
Rawlins DDA/Main Street
Executive Director & Rawlins
Tourism Chair
www.rawlinsmainstreet.org

Lisa Howell
Carbon County Visitors Council
www.wyomingcarboncounty.com

Kristin Phipps
WY Office of Tourism
Destination Development Manager
www.wyomingtourism.org

Community/Economic Development Project:

Rawlins recognized as "Affiliated Tourism Community"

In November 2014 Rawlins was officially recognized as an Affiliated Tourism Community through the Wyoming Office of Tourism (WOT) Certified Tourism Community Program. Entering the program in August of 2011, Rawlins established a local tourism committee and has worked closely with WOT to effectively move forward on strategic tourism development initiatives. In August of 2012, Rawlins was recognized as the first Wyoming community to complete the Tier 1: Aspiring Tourism Community requirements, and in November 2013 was recognized as Wyoming's first Affiliated Tourism Community.

Tier II requirements included the completion of an annual lodging survey, the development of a short-term marketing plan and short-term strategic plan, and industry-wide participation in the WOT Destination Marketing

Specialist training program. Through improvements in workforce development, civic pride, multi-organizational collaborations, and visitor services and retail operations, Rawlins is growing into a place people are excited to live and visit.

How Project Affected the Community:

A healthy tourism economy contributes to business sustainability and strengthens the industry's job and income generation capacity. In order to achieve this goal, WOT partnered with the Wyoming Rural Development Council (WRDC) to develop the Certified Tourism Community (CTC) Program to help support communities that are interested in pursuing tourism as an economic development priority. Visitor-friendly destinations are built mainly through local commitment, initiative and follow-through. Communities that have identified tourism as a top economic development opportunity during a Community Assessment through the Wyoming Rural Development Council are eligible for this program. Once an assessment has been completed, a tourism report with recommendations for tourism development is provided to the community. Each tier offers differing levels of support and assistance from the WOT program, according to the varied resources and needs of each individual community.

CONTACT/ORGANIZATION

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

Wyoming Workforce Development
Council

Department of Workforce Services,
Rawlins Field Office

Name & Location of Business Helped:

Saratoga Forest Management
Gary Ervin
Saratoga, WY 82331
307-326-3082
gary.ervin@saratogafm.com

Business/Economic Development Activity:

In 2003, the town of Saratoga was jolted by news that Louisiana Pacific was closing its sawmill, suddenly throwing nearly 200 people out of work – a tremendous blow to a town of only 1,700 residents. Many workers moved away and some local businesses that depended heavily on the mill shut their doors as well.

Today, the sawmill is open again and buzzing with the sound of timber being turned into lumber. There are 80 workers on site and another 30 people employed as loggers. Initially Carbon County Economic Development Corporation (CCEDC) worked with Gary Ervin, owner of the mill, on financing and training program options. We were the initial contact concerning the vacant mill and supplied information about the building and the area and had several meetings with the owner concerning the property. We also assisted Saratoga Forest Management on rail issues and tried to identify rail sidings where they could ship their product via rail. Saratoga Forest Management bought the mill in 2011 and installed state-of-the-art equipment that required customized training for its new workforce.

Modern sawmills use a variety of computerized machinery, and a Workforce Training Grant helped the new hires learn how to operate equipment that determines the amount of board feet that can be obtained from raw logs; precisely gauges how much of each log is usable; and actually cuts the logs. In addition, workers were trained to operate the boiler computer and other equipment that turns waste material from the logs into steam, which, in turn, dries the final wood products.

A vast majority of Saratoga Forest Management's employees had little or no sawmill experience when they started, but company officials said the trainings improved effectiveness and efficiency of employees and gave them a deeper understanding of the technology needed to operate the mill. The main result of the training has been an increase in productivity as well as a more highly trained and skilled workforce.

Assistance Received:

That training was made possible by a Workforce Training Grant from the Wyoming Workforce Development Council. The Council, a 32-member public-private entity appointed by the Governor, is charged with bolstering the skills of the state's workforce. The \$27,500 state grant, which originated from the Wyoming Department of Workforce Services, was used to train sawmill employees to use computerized machinery.

Number of Jobs Affected:

Eight sawmill employees furthered their training in highly specialized trades.



CONTACT/ORGANIZATION

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

Economic Development Activity:

A successful effort to support an Eastern Wyoming College (EWC) tax issue for a new facility and two library upgrades in Converse County.

How this Project Affects the Community:

Eastern Wyoming College has been providing educational services to Converse County for over 20 years. During this time, the College has had the opportunity to forge many partnerships. Partnerships with the Converse County School Districts allow high school students to enroll in college courses at no expense to the student. EWC also works with the Wyoming Law Enforcement Academy by providing college credit for courses and guest instructors. A newly formed partnership with Converse County Memorial Hospital will allow the College to work with hospital administrators on the development of health technology programs that serve the needs of the county.

The new Eastern Wyoming College campus will be located in the Douglas Business Park on land donated by the City of Douglas and CANDO, adjacent to I-25 on the southwest side of Douglas.

"The College is pleased to report that the many hours of dedicated individuals paid off in the successful election of the one-cent tax proposal. Next steps will include continuing to work with our community partners as we move forward to secure architectural services for the new facility," shared EWC President Dr. Tom Armstrong. "Many individuals helped us spread the word about this project and we are so grateful for the help and support in Converse County."

The one-cent tax is also providing funds to expand and improve the two County libraries in Douglas and Glenrock.

The value of partnerships was definitely proven as additional groups jumped in to support a one-cent tax initiative. Converse County, the City of Douglas, the City of Glenrock, Cando, the Douglas Chamber of Commerce, the Glenrock Chamber of Commerce and numerous private businesses and individuals, joined together to make the dream a reality by donating their time, talents and funds to support the tax election campaign.



CONTACT/ORGANIZATION

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

Name & Location of Business Helped:

Black Hills Reiki and Author
Katie Allen, Owner
113 S. West St. • P.O. Box 1482
Sundance, WY 82729
307-670-0885
www.facebook.com/BlackHillsReiki
www.blackhillsreiki.com

Business/Economic Development Activity:

In her personal journey for relief from the chronic pain of Ankylosing Spondylitis, Ulcerative Colitis and Crohns disease, Katie Allen found her answer in Reiki, a Japanese technique for stress reduction and relaxation that also promotes healing. She became certified as a Master/Teacher and now offers classes at her business, Black Hills Reiki. She is the co-owner of Black Hills Holistic Health & Healing Center in Sundance, sharing the space with massage therapist Chandra Pollat. Katie explains the Reiki experience, "While laying on a massage table fully clothed, I'll guide you to a relaxed state with some guided meditation while you enjoy soft music. You will feel soothed with an individualized treatment that may provide physical, emotional, and spiritual healing. We will help you discover what already exists inside you and guide your healing." Katie has worked with people to help reduce physical illness relating to blood pressure and anxiety issues and they report an overall increase in well being. She offers classes in Reiki, meditation and mindfulness and she provides spiritual guidance in the form of coaching and support. She also leads bi-monthly discussion groups centered around a specific book of a spiritual nature.

Katie is personally realizing the benefits of her own program. She overcame incredible odds and completed the 13.1 mile Deadwood Mickelson Trail Half Marathon in June 2013! Currently, Katie is taking Black Hills Reiki in new directions and is writing blogs, authoring a book and had an article published in the fall issue of "Spondylitis Plus." She is temporarily scaling back her hours from her traditional job to focus on revising her business plan and completing the first draft of her book.

Assistance Received:

Katie has worked with the Small Business Development Center to register her trade name, develop a business plan and explore marketing

strategies. She took part in the SBJA-funded Business Fitness courses on budgeting, marketing and defining goals for her business. She has also utilized information from the UW Market Research Center.

The owners of their facility have also been instrumental in their success. The building is a beautifully re-done house, converted into commercial space, which really functions as an incubator space. They started off with one room and now occupy half the building. After just one year, they have grown their square footage at a very low financial cost. Katie remarked, "If it weren't for their generosity we would both still be running our businesses out of our homes."

Investment:

Black Hills Reiki was funded by the owner.

Number of Jobs Affected:

Black Hills Reiki has created one new job in Crook County.



CONTACT/ORGANIZATION

Gary Michaud
Community Resource Coordinator
City of Lander
www.landerwyoming.org

Name of Entity Helped:

City of Lander – Rebuilding Lander's Community and Convention Center after a fire demolished the historic community center.

Business/Economic Development Activity:

- Generating additional business revenues.
- Advancing private enterprise.
- Making productive use of local resources.
- Increasing the tax base.

Assistance Received:

State of Wyoming County Consensus Funds - \$455,000

State of Wyoming State Loan & Investment Board (SLIB) - \$500,000

Wyoming Business Council Community Enhancement Grant - \$500,000

Wyoming Business Council Loan - \$150,000

Wyoming Association of Municipalities Energy Efficiency Loan - \$100,000

Investment:

In addition to the state programs listed above, the residents of Lander are raising \$1.5 million in private capital and the City of Lander is providing almost \$3 million in capital.

How this Project Affects the Community:

The Lander Community Center has historically attracted large community events on a weekly basis and operated as an emergency reserve location for a command center, the hospital, county jail and health outbreaks. The new center will also provide conference rooms to attract attendees and their dollars to statewide conferences in Lander's central Wyoming location. The new center will generate revenues for local business, especially in the lodging and restaurant industries.

Name of Business Helped:

Benjamin W. Ide
G.A. Haan Development / NLR
Property Management
P.O. Box 556
380 Franklin St., Suite 104
Harbor Springs, MI 49740
G.A. Haan Office: (231) 526-7380
NLR Office: (231) 242-7513
(517) 980-0494

Business/Economic Development Activity:

The City of Lander and Haan Development partnered to construct the Blue Ridge Housing Development for low-income and workforce housing.

Investment:

The City acquired over \$400,000 in CDBG funds from the Wyoming Business Council to upgrade the water and

sewer lines, while Haan Development invested over \$6 million to construct 40 low-income and workforce apartments.

How this Project Affects the Community:

The new apartments will provide workforce housing for 40 families in Lander. This project enables the parents to live, work and contribute to Lander's economy.

CONTACT/ORGANIZATION

Brett White
Wind River Development Fund (WRDF)
Wind River Indian Reservation
www.wrdf.org

Name of Business Helped:

Painted Pony, Inc.,
14631 US HWY. 287, PO Box 661
Fort Washakie, WY 82514

Business/Economic Development Activity:

Painted Pony, Inc., the Wind River Development Fund's wholly-owned for-profit subsidiary, established a cloud-based applications development team in 2012 and has reached the point of employing seven people. Its first product, called iiCredit, is an application allowing lenders (such as WRDF) to manage their loan portfolios.

Historically, WRDF used a non-cloud based software that cost in excess of \$30,000 per year, was excessively complicated and worked only upon occasion. With iiCredit, any sized portfolio can be very simply managed while easily integrating with almost any accounting software. And given the power of the cloud, the software is both less expensive and constantly being refined, updated and developed with instantaneous access by all of its users. In 2013, Painted Pony made this product available to a small subset of lenders from around the country and the response has been remarkable.

In 2014, Painted Pony, Inc. will see the widespread introduction of iiCredit to the broader lender marketplace,

the introduction of a second product targeted at community foundations and institutions, and the syndication of an investment group composed of other community development financial institutions interested in owning a portion of this business.

Number of Jobs Affected:

Five full-time employees and two full-time contractors

Community/Economic Development Program:

Bachelor of Arts degrees on the Wind River Indian Reservation

How this Program Affects the Community:

While the Wind River Indian Reservation has had access to post-secondary education through both Central Wyoming College and the Wind River Tribal College, access to baccalaureate education has solely been the domain of the University of Wyoming. Laramie is, for many Shoshone and Arapaho people, a world away that is nearly impossible to reach for myriad financial, cultural and social reasons. As a consequence, it is not uncommon to find individuals with multiple Associates degrees without the ability to proceed any further.

In response, the Wind River Development Fund (WRDF) has entered into Articulation Agreements with both the University of Wisconsin-Oshkosh, and with The Evergreen State College in Olympia, Washington to bring accredited baccalaureate degrees to the reservation. In the fall of 2013, the first cohort of 17 students began pursuing their Bachelor of Science degrees in Human Services Leadership through Oshkosh. These are not remote, on-line courses. Certified instructors from around the region are joined by faculty from Oshkosh, who fly in every four to six weeks, to conduct intensive seminars, workshops and classes. The participants are enrolled students in the University of Wisconsin-Oshkosh, and have all of the same rights

and responsibilities as those studying on campus.

In 2014, a Bachelor of Arts degree in Tribal Leadership will begin in Fort Washakie, to be followed by a Business Management Degree program in 2015. Combined, these programs open an entirely new world of opportunity to tribal members, whether they stray far from home or stay close by.

Business/Economic Development Activity:

Convertible Secured Loan financial tool

As a community development financial institution (CDFI), Wind River Development Fund (WRDF) is acutely aware that much of the time, the hardest part of small business development lies not in securing debt, but in committing sufficient equity to address loan-to-value (LTV) requirements and to satisfy the lender's desire to assure that there is "skin in the game." For many people, this expectation is difficult to fulfill. In low-income communities, it can be near impossible.

In response, the WRDF has created a new financing tool – a Convertible Secured Loan. While this tool will not be appropriate for many transactions, select firms (whether start-up or a growing enterprise) may qualify to use this tool. By combining term and subordinated debt with preferred equity, this instrument provides businesses with the chance to benefit from the flexibility of a loan, along with the long-term, patient capital associated with ownership.

"Our Convertible Promissory Note is not the correct tool for most people, but for a select few, it really provides the best of both worlds," says Kathy Hill, loan officer at WRDF. "We are excited by the prospect of bringing equity investment to the Wind River Indian Reservation and our neighboring communities. This is the first of what we expect to be many such new tools for local entrepreneurs."

CONTACT/ORGANIZATION

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

Name of Businesses Helped:

Legacy Injection Molding, Bealls, Smiths, entire Riverton Community

Investment:

Several years ago a major retailer in Riverton closed the doors to their store leaving a 44,000 square foot building empty. The building owners did not live in Wyoming and had very little interest in finding a new tenant. The building sat empty for over ten years. Over that period of time IDEA Inc. attempted to work with the owners to get the building occupied, but the owners constantly required extremely high lease rates and every possible tenant decided to find something else. In July of 2008 IDEA Inc. contacted the owners and offered to buy the building contingent upon receiving a Wyoming Business Council Community Readiness/Business Ready Community Grant. After applying for the grant IDEA Inc. was approached by Legacy Injection Molding Company. Legacy was losing their lease on their local facility and wanted to stay in Riverton, but was unable to find a suitable building. Legacy's options were to find someplace in Riverton or move to Colorado where they had an option to lease on an available building. Legacy's lease expired on May 31, 2009 and they had to be moved out and in their new manufacturing facility by June 1, 2009. The Business Ready Community Grant application proceeded on schedule and was approved by the Wyoming Business Council board and the State Lands and Investment Board (SLIB).

How this Project Affects the Community:

Riverton's IDEA, Inc. took possession of the building in February 2009. Due to the amount of work required to get the building back in shape to be occupied and to be prepared for Legacy

Molding, IDEA, Inc. had completed a lot of work in advance of the purchase. Working to a very tight design and construction schedule all of the required work had been designed, bid and contracts prepared prior to the closing on the building. Immediately after closing on the building and after taking possession of the building several things happened. The Lease with Legacy was signed, the contracts with all of the subcontractors were let and signed, the parking lot was cleaned up of several driving hazards and work started on bringing the building back into operation. The work was all completed on schedule and within budget; Legacy moved in, started operations and stayed in Riverton. One of the items of work was the resurfacing of the parking lot. There had not been any work or maintenance done on the parking lot since the original tenant had moved out. The parking lot was in horrible condition and instead of trying to patch it IDEA decided to completely replace it. Upon completion IDEA received more positive comments on that one part of the project than all other comments from all of our previous projects combined. It was a very visible improvement appreciated by the entire community. As a result of bringing the building back into use, the entire shopping center has been revitalized. There are new businesses, new building, added construction and a completely new feel to the center.

Number of Jobs Affected:

This project retained all of the jobs at Legacy Molding (8) and added 8 new jobs at the Bealls clothing store, which has been a tenant of the building since 2011.

CONTACT/ORGANIZATION

Margie Rowell and Bruce Morse, Regional Directors, and Cindy Unger, Business Advisor
Wyoming Entrepreneur Small Business Development Center (SBDC)
www.wyen.biz

Department of Workforce Services
www.wyomingworkforce.org

Name & Location of Business Helped:

The Bike Mill
109 Main St. • Lander, WY 82520
(307) 335-5435
www.thebikemill.com

Business/Economic Development Activity:

The Bike Mill is a retail bike store located in Lander.

Assistance Received:

With just over six months of business under their belts, Bike Mill owners Rio Rose and Nyssa Whitford have created an intimate, service-oriented bike store – Lander's second. At 450 square feet the store is not large, but its inventory is creatively installed and displayed. The store carries all types of bikes, including BMX, road, mountain and fat bikes along with cutting edge gear not readily available elsewhere. They have rentals, consignments and classes to round out their seasons.

Prior to opening their shop, Nyssa and Rio did their homework and received considerable help from the Small Business Development Center (SBDC). According to Nyssa, "We would not be where we are now without them." They attended a seminar on how to start a business. The Regional Director consulted with them on QuickBooks, how to keep their costs low and how to file taxes. Nyssa said, "She's been with us every step of the way." In addition, Nyssa and Rio are using the SBDC's payroll manual, which was developed for Wyoming employers by the SBDC. Nyssa attended a two-day Profit Mastery class to assist her with preparing financial forecasting reports and enable her to analyze cash flow and inventory. Her class fee was paid with funds secured from a Wyoming Workforce Training Grant. Profit Mastery helped her see what should be tracked to yield the best financial analysis.

Although both owners have retail experience, this is their first venture into an ownership situation. According to Nyssa, "We have been so blessed between Margie, the SBDC-Wyoming Entrepreneur and our friends in Lander. The whole community wants us to succeed."

Number of Jobs Affected:

The Bike Mill employs two full-time and one part-time employee.

CONTACT/ORGANIZATION

**Margie Rowell, Regional Director
Wyoming Entrepreneur Small
Business Development Center (SBDC)**

Name & Location of Business Helped:

Homespun Electrical, LLC
Wind River Indian Reservation
Jesse Dorothy
307-851-2079

**Business/Economic
Development Activity:**
Electrical Contractor

Assistance Received:

When he started his business three years ago, master electrician and enrolled Northern Arapaho member Jesse Dorothy never dreamed about the directions it would go. As a sole proprietor, Jesse was responsible for doing the work, soliciting new work and keeping the books. Overwhelmed, Jesse feared he might have to give up his business and felt tremendously burdened by handling the various aspects of the business. Last January he met with the SBDC director for his region at the Frank B. Wise Center in Ft. Washakie and asked her for help. The SBDC provided QuickBooks training to his daughter, who quit her job as a lawyer’s assistant to work for Jesse full time. “This was a huge hurdle for me. Without Margie’s help, within a couple of years, I’d be in trouble with the IRS.” Now, Jesse can show his cash flow and stay in the black.

Another result of the SBDC’s help is Jesse was able to hire two full-time electricians – one a Shoshone Tribal Member – one a Northern Arapaho Tribal Member. He applied and was awarded a Workforce Development Grant for his employees. This freed him up to focus on acquiring more work. With these new systems in place, he’s gotten contracts with the Bureau of Indian Affairs to wire houses for the Arapaho and Shoshone Tribes. He also was awarded an electrical contract for

two HUD houses being built for the Northern Arapaho Tribe. Jesse is pursuing maintenance work for the Shoshone Rose Casino and senior centers, as well as bidding on the electrical work for a \$14 million renovation of the Wind River Casino. He plans to expand into the oil fields in the near future. “Margie gave me that little boost I needed - the confidence - to do things correctly. I now have peace of mind.”

Number of Jobs Affected:

Three new full-time jobs were created.



CONTACT/ORGANIZATION

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

Name & Location of Business Helped:

Bomgaars
6616 US Hwy 85
Torrington, WY 82240
307-532-4155
www.bomgaars.com

**Business/Economic
Development Activity:**

Goshen County Economic Development Corporation purchased 66 acres in 2009 using local economic development sales tax funds and obtained a Business-Ready Community Grant from the Wyoming Business Council to develop sites with infrastructure to attract business investment and stimulate job growth.

Bomgaars will be the first business to locate in the Cold Springs Business Park. The company plans to double the size of its existing store, which it has operated south of Torrington on US Hwy 85 since 2010. Bomgaars currently employs 12 and will expand its workforce when the new store opens in the spring of 2014.

“Bomgaars is glad to take this opportunity to reinvest in our Torrington

store, as well as the community, and is one way for us to show our thanks and appreciation for all the support we receive,” said Aaron Bomgaars, Vice President of Store Development. “This new growth and development will help pave the path for existing businesses to reinvest and for new ones to come to town.”

Bomgaars is a family owned and operated supplier with 66 stores in Iowa, Colorado, Nebraska, Minnesota, South Dakota and Wyoming, employing approximately 1,500 people. The company is opening its second Wyoming store in Gillette in June.

The corporate office and distribution center are located in Sioux City, Iowa, where the company began in 1952. Bomgaars stocks more than 50,000 items in 10 major departments, including Farm, Pet supplies, Lawn and Garden plus Nursery, Clothing and Footwear, Automotive supplies, Paint, Hardware, Tools, House wares, and Toys. The company has 2,500 vendors and also commercial/industrial sales.

With Bomgaars as the anchor tenant, Goshen County Economic Development plans to market the business park to agriculture manufacturers, agriculture technology businesses, food companies and other small manufacturers.

“We want to capitalize on agriculture and technology to develop new opportunities and attract growth companies to the Cold Springs Business Park,” said Lisa Johnson, economic development director for Goshen County.



CONTACT/ORGANIZATION

**Leah Bruscano
Wyoming Business Council,
Northwest Regional Director
www.wyomingbusiness.org**

Name of Entity:

Hot Springs County WyoNAHRO
Award Winners

How this Project Affects the Community:

Three Hot Springs County entities were recently recognized for their community development work through the Wyoming Chapter of the National Association of Housing and Redevelopment Officials (WyoNAHRO) at its annual conference in Casper.

The collaboration among Hot Springs County, the Owl Creek Water District, and the South Thermopolis Water and Sewer District to secure nearly \$10 million in funding to improve the housing infrastructure in 90 homes for more than 200 Hot Springs County residents resulted in receiving WyoNAHRO's first-ever Outstanding Community Development Award.

Assistance Received:

The three entities were able to secure \$9,727,898 in funding from the Wyoming Business Council through its Community Development Block Grant program, the U.S. Department of Agriculture Rural Development office, and the Wyoming Water Development Commission to improve fire flows and sewer service, increase water pressure and to provide better potable water to homeowners. In addition, areas of Hot Springs County northwest and south of Thermopolis will be capable of pursuing additional housing, community and economic development in their area.

"Water and sewer projects are not the types of community development projects that make many headlines," said Sandy Quinlan, the Community Development Block Grant program manager for the Wyoming Business Council. "But they are the types of projects that are the most fundamental to providing sanitary and safe housing for residents, and this infrastructure work can spur other community and economic development efforts down the road. We're very happy to see these deserving folks win this award."

Sandy Quinlan and Julie Kozlowski of the Wyoming Business Council nominated the Hot Springs County groups for this award.



CONTACT/ORGANIZATION

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

Name & Location of Business Helped:

Clear Creek Brewing Company, LLC
Owners: Chris Jones, Michael Engling,
and Robert McCorkle
48 South Main
Buffalo, WY 82834
307-278-0043
chris@ccbrewco.com
www.facebook.com/ccbrewco
www.ccbrewco.com/

Business/Economic Development Activity:

Clear Creek Brewing Company, LLC (CCBC) is a community-driven, craft brewery located at the foot of the Bighorn Mountains in Buffalo. CCBC just celebrated their first year anniversary of brewing notable beer and providing a great community gathering place! Three friends, Chris Jones, Michael Engling and Robert McCorkle, met in 2009 and soon after they began brewing together. According to the trio, "It was only a matter of time before the three hatched their plan to save Northern Wyoming from the dystopian beerscape it was." Chris, Mike and Rob started putting their business idea together in 2010; they leased a historic building on Buffalo's main street and began remodeling. They partially exposed the original brick, poured a new floor, created an outdoor patio room, started brewing beer and officially opened their doors September 2012. The brewery has added new life to downtown Buffalo. The team is already working on an expansion, they've leased space next door and soon CCBC will have increased seating and beer storage.

Assistance Received:

The CCBC team has utilized many Wyoming resources to develop their business. They worked with the Wyoming Entrepreneur SBDC to create their business plan and learn about the tools available for their business. They obtained grant dollars from the Workforce Training Fund to attend a craft beer conference in Washington D.C. where they participated in three days of seminars and classes. The Wyoming Business Council provided a Trade Show Incentive Grant for CCBC to host a booth at the recent Great American Beer Festival in Denver, CO. The event attracted nearly 40,000 patrons, showcased 700 breweries and had 85 beer categories with approximately 4,800 entries. It was an amazing opportunity to expose CCBC's brews to the world of serious brewing competition.

Investment:

The CCBC team successfully utilized the crowdfunding website "Kickstarter" to fund their effort and get their community and friends involved. The endeavor raised \$28,661, which was \$3,661 over their \$25,000 goal! The project may be viewed at <http://www.kickstarter.com/projects/ccbrewco/clear-creek-brewing-company-start-up-from-the-grou?ref=live>. They also obtained a federal Small Business Administration guaranteed loan from the bank and utilized private funds to start the business.

Number of Jobs Affected:

CCBC currently has 9 employees (counting the three owners' wives, who say they work there for the fun of it!)



CONTACT/ORGANIZATION

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

Name & Location of Business Helped:

Green House Data
304 Progress Circle
Cheyenne Business Parkway
Cheyenne, WY
www.greenhousedata.com

Business/Economic Development Activity:

Green House Data, a cloud hosting and colocation data center service provider, in partnership with 1547 Critical Systems Realty, broke ground on an expansion at its Cheyenne facility in early fall 2013. Green House Data located in the Cheyenne Business Parkway in 2007 with a 10,000 sq. ft. facility and since that time has continued to see success. The new 35,000 sq. ft. 5 megawatt concurrently maintainable facility is designed to house wholesale, retail and cloud colocation services for high-power-density customers. The expansion will join the existing facility to form the core of a planned multi-building data center campus.

Assistance Received:

The project received a \$2.25 million Wyoming Business Council Managed Data Center Cost Reduction Grant. This grant will assist with the expansion focusing on the reduction of utility costs for electricity and broadband while the business continues to grow.

Investment:

- Green House Data and partners - \$100 million
- Wyoming Business Council Managed Data Center Cost Reduction Grant – up to \$2.25 million

Number of Jobs Affected:

The Green House Data expansion is expected to add 25 more jobs to the local economy.

Name & Location of Business Helped:

Microsoft Data Center
North Range Business Park
Cheyenne, WY

Business/Economic Development Activity:

Microsoft Corp. has made an additional approximate \$66.5 million capital

investment in a building and infrastructure for a second phase of their data center in Cheyenne LEADS' North Range Business Park located west of Cheyenne. The total capital investment from Phase I and Phase II is estimated to be at least \$178.5 million.

Assistance Received:

Last year the project received a Governor's Data Center Recruitment Grant for up to \$5 million to prepare the site and extend basic infrastructure, conduct soil testing, and build an access road to the property.

Additionally, the first phase of the project received a \$5 million Managed Data Center Cost Reduction Grant through the Wyoming Business Council. This will be used to reimburse the company for actual electricity and broadband costs after the data center is constructed and operational, provided that certain benchmarks are met. As a result of the additional employees and capital investment, Microsoft became eligible this year to receive a second Cost Reduction Grant for their second phase for \$2.25 million.

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
- 2012 Managed Data Center Cost Reduction Grant (Phase I) – \$5,000,000
- 2013 Managed Data Center Cost Reduction Grant (Phase II) – up to \$2,250,000
- Microsoft Corporation – at least \$178.5M for Phase I & II

Number of Jobs Affected:

The Microsoft Data Center will create employment at 150% of the county average wage or greater. Phases I and II of the data center project will create 27 new jobs. At full build-out in 10 years it is estimated that Microsoft will employ up to 40 people at wages over \$30 per hour.

Payroll:

Estimated wages at \$30.00 per hour or greater.

CONTACT/ORGANIZATION

**Dave Curry, Manager, Technical Studies Program Development
Laramie County Community College
www.lccc.wy.edu**

Name & Location of Businesses Helped:

Dyno Nobel
Douglas Chandler, Plant Manager
8305 Otto Rd. • Cheyenne, WY, 82001
307- 771- 5623

Holly Frontier
Kevin Burke, VP and Refinery Manager
300 Morrie Ave., Cheyenne, WY 82003
307-771-8915

Business/Economic Development Activity:

The Wyoming Process Technology Industry needed a customized training program to develop a skilled workforce specifically for their industry. Three Wyoming Community Colleges (Laramie County Community College, Western Wyoming Community College and Casper College) worked in partnership with the Wyoming Refinery Safety Alliance (WRSA) to develop a program customized for entry level positions in Wyoming refineries. The pilot project launched in Laramie County, but will become a statewide program as the entire training program rolls out.

The Wyoming Department of Workforce Services provided funding for this effort and Laramie County Community College launched the first course in August 2013. Dyno Nobel and Holly Frontier provided any equipment needs Laramie County Community College was missing. In addition, these two companies served on LCCC's advisory board and provided feedback as the first course piloted. Upon completion, each program graduate earned 17 college credit hours in 11 weeks, achieved a credit certificate, and was guaranteed an interview with both companies.

Assistance Received:

This true partnership effort between the Process Technology Industry, Wyoming Community Colleges and the Wyoming Department of Workforce Services yielded an intensive and customized training program for this industry, and employees prepared to join its workforce.

Investment:

\$132,730 in grant funding from the Wyoming Department of Workforce Services for training for two initial pilot cohorts.

Number of Jobs Affected:

A minimum of 60 jobs will be affected each year in Wyoming.

Payroll:

Starting salary for these positions is approximately \$20 per hour. This impacts not only the new employee by placing them in a sustainable career, but the local economy and industry by having employees better prepared for productivity on the job.

CONTACT/ORGANIZATION

Caryn Miller, MPA
Town of Pine Bluffs
www.pinebluffswy.gov

Name of Entity Helped:

Town of Pine Bluffs
PO Box 429 • Pine Bluffs, WY 82082
307-245-3746
cmiller@rtconnect.net

Description of Project:

Town of Pine Bluffs Infrastructure Development and Planning

How these Projects Affect the Community:

Since 2006, the governing body has been successful through grants, loans and 6th penny sales tax dollars to make many improvements to our infrastructure and amenities in an effort to encourage economic growth in the Town. Below are examples of those projects:

- A Business Park on the East side of the Town was completed as a private/public partnership. The Town also appropriated the funding for the

electrical system in the Park. It is now privately owned with several parcels still available for development.

- The Downtown Commerce Building was built at the site of the fire that destroyed several buildings in 2006. It has four 1,600 square foot units that have been occupied by offices and a beauty salon. Construction of the project was facilitated and funded through a partnership with the Wyoming Business Council.

- The Town Day Care was moved to a historical building downtown in 2009. The Henderson Building was completely renovated and now houses a Day Care that is state of the art and the best in the area. It services approximately 52 children and provides early learning for preparation for Kindergarten as well. It is not filled to capacity yet, which open up spots for new people who will move into Town in the future. The Town investment was \$1,200,000.

- The Community Center was completely renovated and a Fitness Center was added in 2009. This facility is open to the public any time and has hosted many sporting events, weddings, parties, and small conventions/events. The Town investment was \$1,646,000.

- Enhancements to the public pool were made in 2009 at a cost of \$120,000. Additional enhancements and an extension of the pool deck were completed the spring of 2013.

- Sewer line replacement took place in 2008-2009 at a cost of \$1.7 million. In the spring of 2013 a lift station and the lagoon valves will be replaced at a cost of \$200,000.

- Two new wells were dug between 2009 and 2011, as well as the design developed for the water line replacement project. The wells cost the Town \$500,000, the design costs for the replacement project were \$160,000 and repairs to two wells were also accomplished at a cost of \$250,000. Currently, the Town is planning to replace one of the water tanks within the next two years.

- Construction began in 2012 on a \$2.55 million project to replace aging water lines. The project is due for completion in 2014.

- The Town has invested \$2.8 million in improvements, which were completed in 2013. These include the paving, curb and gutter, and storm water improvements of two streets, renovation of Reher Park to include soccer fields and expansion of the pool, and looping our water system to avoid dead ends. In addition, there will be improvements to the Archaeological Dig Site in the amount of \$150,000 and repairs to a lift station and our lagoon system.

- The City Park is undergoing a revitalization project that includes the undergrounding of utilities, new sidewalks and curb and gutter, a new shelter, bathrooms and decorative lighting. The cost of the project is \$450,000.

- A \$160,000 improvement to the storm water system on East 10th Street began in the fall of 2013.

- The Airport now houses a permanent business at one of its hangars. We have invested in 6 new hangars at a cost of \$450,000. This has been a partnership with the Federal Aviation Authority (FAA) and WY Dept. of Transportation (WYDOT). There is a 5-year Master Plan that includes a new runway and expansion of the runway in the near future.

- Currently the Town updated its 5-Year Plan as well as its Downtown Redevelopment Master Plan. Plans are to apply for funding for the engineering of the Master Plan so we are shovel-ready if additional funding is available for construction.

Assistance Received:

All of these improvements have been made possible through grant funding from the State Loan and Investment Board (SLIB), the Wyoming Water Distribution Commission, Wyoming Business Council, and Community Development Block Grant funds, as well as local 6th penny sales taxes.



LINCOLN

CONTACT/ORGANIZATION

**Ken Schaible
Chairman, Board of Trustees
Star Valley Community Complex**

Name of Entity Helped:
Star Valley Community Complex
107736 Hwy. 89 • Etna, WY 83116
307-880-4969

Description of Project and Assistance Received:

Lincoln County was awarded funds in 2010 through the Wyoming Business Council for the renovation of the elementary school as well as ARRA Energy Efficiency Retrofit grant. Lincoln County pursued the grant funding after a group of citizens from the northern part of the Star Valley demonstrated the need for a community center in this area. In February of 2012 the Star Valley Community Complex in Etna Wyoming had its inaugural open house. The former grade school had been converted to a community center with the help of local citizens, Lincoln County, and the state of Wyoming. At the time of the open house the facility had no scheduled usage. In the ensuing 20 months the usage has increased to approximately 2,000 visitors per month. The facility has five full time lease tenants. Three of these are new business start-ups. The businesses include a surveyor, a teacher of martial arts, a sewing and gear repair business, Cross-fit training, and a bee keeping supply and home-decor business. Two other businesses rent room space by the hour on a regular schedule to hold fitness classes. Auctions have been held and have hosted two very successful Art and Craft Festivals.

There continues to be one-time rentals for various events ranging from birthday parties to business meetings and luncheons. The facility is also available for many

community events. The local Bountiful Baskets group has the weekly Saturday morning pick up in the building. A portion of the parking lot is used for riders of the local Start Bus operation. Local boards, 4H groups, and scout troops hold meetings in the facility. An interdenominational faith group and a church based addiction help group are using the facility on a regularly scheduled basis. Various governmental entities have held public meetings in the building.

How this Project Affects the Community:

The renovation and repair of the former Metcalf Elementary School for a community center now has five full time lease tenants. Of the five, three of these are new business start-ups. The Board of Trustees has started a New Business Competition program. The purpose of this program is to encourage business start-ups in Star Valley. As a prize they are offering a room in the facility rent free for 12 months to the winner of the competition. All competitors are required to attend eight business-related classes. Each class covers a different aspect of starting and operating a business. All classes are offered free of charge and are open to the public. The classes are taught by prominent local business owners. At the completion of the classes each competitor will have a completed business plan. They will submit this business plan and make an oral presentation to the judging panel. The judging will take place on February 25, 2014 and the winner will be awarded their rent free room for one year. A mentoring committee will be in place to assist the winner in their first year of operation. The board feels everyone who participates in the competition will be a winner because of the knowledge gained. Their new business will have a better chance of success because of this knowledge. There are six competitors.

CONTACT/ORGANIZATION

**T. Deb Wolfley
Lincoln County Commissioner
www.lcwy.org**

Name & Location of Business Helped:
Shopko
679 S. Washington St.
Afton, WY 83110
(307) 885-9804
www.shopko.com

Business/Economic Development Activity:

Founded in 1962 and headquartered in Green Bay, Wisconsin, Shopko Stores Operating Co., LLC operates over 330 stores in 21 states throughout the Midwest, Mountain, North Central and Pacific Northwest regions. Shopko provides quality name-brand merchandise, pharmacy and optical services in small to mid-sized cities. Shopko Hometown is a smaller concept store developed to meet the needs of smaller communities.

Shopko Hometown completed a building project for a new 35,000 square foot store in Afton. A grand opening was held on Nov. 15, 2013. The store will enhance the retail opportunities for local shoppers and people traveling through Star Valley.

Assistance Received:

A Wyoming Business Council Business Committed grant provided street access and sewer to the location for Beyond Home, an assisted living center, and created opportunity for other businesses, including Shopko, to move into this area.

Number of Jobs Affected:

Approximately 23 new jobs were created as a result of this project.



NATRONA

CONTACT/ORGANIZATION

**Bill Edwards
President & CEO
Casper Area Economic
Development Alliance (CAEDA)
www.caeda.net**

Business/Economic Development Activity:

This project is an electric capacity feasibility study for 11 industrial sites within Natrona County. The study will determine current electric capacity, as well as the requirements needed to upgrade capacity to 3 megawatts and also to 5 megawatts.

Assistance Received:

Funding for this project came from several entities. First, the Casper Area Economic Development Alliance (CAEDA) submitted a Business Ready Community (BRC) Planning Grant to the Wyoming Business Council for \$25,000. The remaining \$25,000 for the project came from several local entities, including: South-South Property, Granite Peak Development, Eastland Development, Refined Properties, Casper/Natrona County International Airport, CAEDA, and the Casper-Natrona County Economic Development Joint Powers Board (EDJPB).

How this Project Affects the Community:

These studies will enable CAEDA and Natrona County to respond quickly to companies looking to relocate and/or expand. It will also enable CAEDA to target and recruit high-energy consumers that would likely create a significant number of primary jobs.

Business/Economic Development Activity:

This project is a study to determine the feasibility of constructing a fiber optic route from Casper to Rawlins. KLJ Engineering has been selected as the consultant who will conduct this study and create a report.

How this project affects the community:

Funding for this project came from two entities: CAEDA and the Casper-Natrona County Economic Development Joint Powers Board (EDJPB).

This study could possibly enable CAEDA to apply for a Wyoming

Business Council grant to construct a fiber ring between Casper and Rawlins. The fiber ring has the potential to fill the broadband gaps within the region. Furthermore, it would assist in attracting the types of businesses and industries looking for large capacity, redundantly routed fiber access.

Name of Entity Helped:

Wyoming High School Activities Association (WHSAA)
6571 E 2nd Street
Casper, WY 82609
307.577.0614
www.whsaa.org

How this project affects the community:

The Wyoming High School Activities Association (WHSAA) is responsible for both athletic and non-athletic activities at the state level for all 71 high schools located throughout Wyoming. Thus, WHSAA promotes, coordinates, regulates and sanctions 25 activities.

WHSAA, Granite Peak Development, and the Casper Area Economic Development Alliance (CAEDA) entered into a collaborative effort that resulted in a new, 7,000 square foot office building for WHSAA within Casper, WY. Granite Peak Development donated land within the Creek Side Professional Plaza, and CAEDA provided partial funding for the building construction. It is the intent of all parties that the WHSAA office and its statewide operations will be located in Casper for at least 15 years.

This is an excellent community and economic development project for Casper and Natrona County. The historic economic impact of WHSAA being located in Casper has been approximately \$3,500,000 per year. In the past four years, the economic impact has been \$13,500,000.

Number of Jobs Affected:

A commissioner, an associate commissioner, and 4 full-time supporting personnel were retained in Casper by keeping the WHSAA office and operations in the community.

Name & Location of Business Helped:

Casper Crude to Rail (CCR)
CCR will be located at the C-Tran Industrial area, located next to the Casper/Natrona County International Airport.

Business/Economic Development Activity:

Casper Crude to Rail (CCR) is a large multimodal petroleum transport facility.

Assistance Received:

The Casper Area Economic Development Alliance (CAEDA), in conjunction with Natrona County, the Casper-Natrona County Economic Development Joint Powers Board (EDJPB), and Granite Peak Development submitted a Business Ready Community (BRC) Committed Business grant application to the Wyoming Business Council. This grant application was for the construction of the necessary water and sewer infrastructure within the C-Tran Industrial area. This infrastructure will not only support the committed business, Casper Crude to Rail, but will also support the Casper/Natrona County International Airport.

Investment:

Estimated total project cost is approximately \$3 million. \$1.5 million of that will come from the Wyoming Business Council's Business Ready Community grant program. The remaining \$1.5 million will be a cash match from Granite Peak Development, CAEDA and the EDJPB.

Furthermore, CCR investments will exceed \$20 million and could quickly come close to a \$50 million capital expenditure.

Number of Jobs Affected:

Job creation of 20 to 55 employees is expected, above the County mean and median wages.

Economic Impact:

In addition to the job creation, there will be an increase in property tax of approximately \$200,000/year.

CONTACT/ORGANIZATION

**Kim Rightmer, East-Central
Regional Director
Wyoming Business Council
www.wyomingbusiness.org**

Name of Entity Helped:

Town of Mills
704 4th St. • Mills, WY 82644
(307) 234-6679
www.millswy.com

***How this Project Affects
the Community:***

In 2011, the Town of Mills received \$500,000 in Community Development Block Grant (CDBG) Housing Infrastructure and a private developer committed funds totaling \$204,751 to eliminate a cul-de-sac and build infrastructure on 3rd Avenue. This resulted in improved accessibility for emergency vehicles and general traffic flow, as well as the construction of 22 low-to-moderate income homes. It also opens the door to construction of more than 100 homes in coming years.

The developer had purchased the property with the intent of some day developing it. In 2010 both he and the Town of Mills realized the need for affordable housing was increasing due to the rebounding economy and lack of new, reasonably priced homes for young couples and individuals just entering the workforce. Together, they joined forces to address this issue by developing this parcel of property – the only available land within the Town's boundaries.

Numerous construction jobs were created for both the infrastructure and housing phases and 22 affordable homes were built for working individuals whose incomes did not exceed the Natrona County Moderate Income Limit.

CONTACT/ORGANIZATION

**Brett Housholder, Program Manager
Wyoming Entrepreneur Procurement
Technical Assistance Center (PTAC)
www.wyen.biz/ptac/**

**Deb Farris, Business Opportunity
Specialist
U.S. Small Business Administration,
Wyoming District Office
www.sba.gov/wy**

Name & Location of Business Helped:

Haass Construction
Colleen Haass, President
1302 E. "C" St. • Casper, WY 82601
307-265-9064
haass@tribcsp.com

***Business/Economic
Development Activity:***

Haass Construction has built everything from custom homes to the First Interstate Bank in Mills, Wyoming. They've completed remodeling jobs at federal buildings and completely demolished a bridge for the United States Department of Agriculture (USDA).

Assistance Received:

The woman at the helm of Haass Construction, Colleen Haass, started the company in the late 1970s in her garage because she wanted the freedom and opportunity to show what she was capable of doing despite the fact (and perhaps even because of) she is deaf. Although Colleen was born deaf, she wasn't diagnosed with profound sensorineural hearing loss until she was ten years old. Determined to succeed in life, Colleen taught herself to speak and rather than learn sign language, she has developed her lip reading ability almost to a fine art.

Haass Construction developed at a slow pace in part due to the fact that many people grew impatient when trying to communicate with Colleen or chose not to use TTY phones or relay operators because of the perceived inconvenience. In 2004, Colleen applied for and was accepted into the U.S. Small Business Administration's 8a Business Development Program for socially and economically disadvantaged individuals. As a result of Haass participation in the program and Colleen's participation in the Wyoming Entrepreneur PTAC's annual GROBiz Conference, the company has been awarded numerous federal contracts.

Colleen's bidding and estimating ability has been honed to allow Haass to be more viable in all competitive opportunities for small businesses.

The PTAC team assisted the firm in completing required government registrations like the System for Award Management and a Dynamic Small Business Search profile to help market the business to government agencies. Colleen also received PTAC assistance in submitting documentation for an Economically Disadvantaged Woman-Owned Small Business certification through the Small Business Administration.

In November 2013, Haass Construction successfully graduated from the 8a Business Development Program. The program served as a catalyst for Colleen's determination and Haass Construction's reputation for quality work. Colleen said, "Participating in the 8a business development program has provided me another tool to expand and grow my company. I would strongly recommend that any small business that believes they are socially and economically disadvantaged apply."

Number of Jobs Affected:

Haass Construction employs five individuals full time.

CONTACT/ORGANIZATION

**Candy Lane, Project Coordinator
Wyoming Entrepreneur Small
Business Development Center (SBDC)
www.wyen.biz**

Name & Location of Business Helped:

Rodolph Brothers, Inc.
Aaron Rodolph, President
1992 Burlington Ave.
Casper, WY 82601
307-259-2177
aaron@rodolphbrothers.com
www.rodolphbrothers.com

***Business/Economic
Development Activity:***

Aaron's story is exemplary of the American entrepreneurial spirit. From a young boy with a paper route and odd mowing

jobs to a husband and father leading a successful business enterprise, Aaron has grown his business around doing what he loves and doing it well. His is a business seeded by a passion, rooted in values and nurtured through integrity, determination and concern for others.

Aaron's company began as a lawn care business in 1997 with two partners. The business had a 1962 Ford and a utility trailer. In 1998 Aaron and his elder brother, a partner, bought out their third partner, and in 2001 Aaron purchased his brother's shares. In 2003, just as he was about to finish his pre-law degree at UW, Aaron was led to continue doing what he loved to do, rather than becoming an attorney. The very next day he dropped out of college, much to the surprise of his new wife, Nicole, and the rest of his family.

Aaron secured a loan to invest in the company and began focusing full-time on the growing business. He diversified into a full-service landscape design and build, mowing, irrigation, tree trimming, plant health care, lawn care and snow-removal company; incorporating in 2007. Subsequently, the business purchased the leased building it occupied from the previous owner's estate, did a complete remodel, acquired 10,000 square feet next to the building, graded and installed new fencing. In 2009 the building Aaron purchased for his shop flooded. Aaron said the effect on the business was mostly burdensome; he recalled feeling disheartened as he sat knee-deep in water at his desk. In the fall of 2010, Aaron hired a green industry consultant to learn the business and help develop a five-year growth strategy. The company felt growing pains in 2011, achieving only 2.6% profit. The company has doubled in the two years since then.

In 2012 a new 40' x 80' two-story building was constructed. It houses offices and a meeting room; a shop, complete with a wash bay; a fabrication shop; a completely self-contained chemical shop. They also and achieved \$2.2 million in sales that year. Aaron invests in his employees, helping them grow through specialized training and certifications, which result in tangible benefits

for the company and his employees. Aaron has implemented a strategy of managing systems, not people. His fleet systems, for example, include dispatch, service, maintenance and the utilization of new technologies; the company operates a fleet of 19 trucks and nine trailers. Aaron's goal for Rodolph Brothers, Inc. is now to sustain growth and create a new five-year plan.

Rodolph Brothers, Inc. is defined by reliability, honesty and hard work. Aaron believes in treating his employees and clients with respect and in doing every job, big or small, to the very best of their ability. Success is not always measured in dollars, but also by belief in convictions, in building relationships and persistence through trials. These virtues led Aaron to recruit members of his staff, family and others on a tree-trimming mission after the devastating storms in Joplin, MO in 2011. The company financed his team's contributions to the relief effort. Aaron knew he had a great crew of men and a lot of tree trimming equipment, so they headed out to help. Though challenging, Aaron expressed "it was rewarding for me and my crew to be part of making that tragedy better".

Assistance Received:

Aaron and his wife, Nicole, came to the SBDC in 2004 seeking advice and guidance regarding the purchase of an existing local greenhouse business, which was for sale. Over the course of a couple of months an SBDC Regional Director advised Aaron in developing personal and business financial statements, a solid business plan, a valuation of the business for sale and cash flow projections. Aaron worked closely with his lender and with the SBDC during this time. Aaron expressed the assistance he received was invaluable in helping him and his lender make an informed decision; a decision not to pursue the purchase of the greenhouse business. Aaron's leadership and growing company is an ideal picture of what the SBDC is designed to do, to advise the small business person, at no fee to them, assist and guide them in areas they are not familiar with, nor skilled to do; helping

them get to a point where they can hire the professional assistance they need, which is what Aaron has done.

In January 2013 the SBDC nominated Aaron for the Small Business Administration's Small Business Person of the Year award. Aaron was named the Wyoming Small Business Person of the Year by the SBA Wyoming District Office. The recognition highlights the impact of outstanding small business owners working to create jobs and drive innovation. Criteria which had to be met included staying power, growth in employees, increase in sales, current and past financial performance, innovation, response to adversity and contributions to the community. Aaron and Nicole participated in the National Small Business Week events held in Washington D. C. in June.

Investment:

Total investment for the company is \$1,756,000.

Number of Jobs Affected:

The company has created 22 full-time employee positions, plus 8 – 10 seasonal employees, since 2001.

Payroll:

Rodolph Brothers, Inc. currently supports a payroll of \$968,000.

CONTACT/ORGANIZATION

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

Name & Location of Business Helped:

Girl in Air
Michell Kaul
134 E. Midwest Ave. • Casper, WY 82601
(307) 337-3926
girlinair@hotmail.com
www.girlinair.com

Business/Economic Development Activity:

Girl in Air is a crafts shop with a number of different objectives: sell supplies and machines to help customers make their own creations; hold classes on how to make craft projects; rent studio time

and provide the equipment, giving customers the opportunity to try out a machine prior to purchasing; and make the item desired for the customer. In addition, they sell various craft products on consignment made by local artists. Currently they are working with 26 different artist-vendors, providing them with an outlet to sell their work and provide an income.

Assistance Received:

Michell has worked with three SBDC advisors. She initially worked with an advisor to determine the terms and documents necessary to form a partnership. She used the SBDC Payroll Manual to register with the appropriate agencies prior to hiring an employee, and also worked with a regional director on payroll issues. Michell discussed her needs in terms of an accounting/POS system with yet another SBDC advisor.

Investment:

Michell obtained an \$8,000 commercial bank loan with an additional \$8,000 owner equity investment.

Number of Jobs Affected:

One full-time job and two part-time jobs were created. In addition, she is currently working with 26 local vendors who sell their crafts on consignment in her shop. Many of these vendors are stay-at-home moms or retired. Girl in Air has become their sales outlet, and these sales provide these 26 vendors with income for their efforts. She also uses several independent contractors to create custom signs.

Payroll:

\$20,000



CONTACT/ORGANIZATION

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

Name of Business Helped:

George Farms
Seth George
115 Rd. 17 • Cody WY 82414
208-521-4690

**Business/Economic
Development Activity:**

George Farms is a local, family owned dairy that has been located in Park County since 1947. In 2012, the George family approached Forward Cody with concerns over the market for their raw milk. The Georges wanted to look at additional product options for their raw milk.

Assistance Received:

Forward Cody assisted the George family in approaching USDA and the Wyoming Business Council for financial help in doing a feasibility study. The project has received assistance from both sources and with local matching funds for a total of \$70,000 to complete the study. In conjunction with consulting firm Ady Voltedge, Forward Cody has assisted in market research for the project. Several focus groups provided participants an opportunity to taste some of the products the Georges are considering making. There has been a lot of positive feedback on having local dairy processing. An online survey for the surrounding area has had over 500 responses. The next step for the project is the assessment of market data, followed by determination of the plant and equipment needs. If the study shows promise, a business plan will be developed to initiate what may be the only dairy processing facility in the state.

Number of Jobs Affected:

When this project is completed there will be approximately 60 jobs retained and created in Park County.

CONTACT/ORGANIZATION

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

**Mike Lambert, Manager
Wyoming Entrepreneur Market
Research Center (MRC)**

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

**Leah Bruscano, Regional Director,
Wyoming Business Council (WBC)
www.wyomingbusiness.org**

Name & Location of Business Helped:

Wyoming Authentic Products, LLC
David Fales, CEO
2517 LT. Childers Street – Office &
USDA Plant Location
Cody, WY 82414
307-587-9841
dfales@wyproducts.com
www.wyproducts.com

**Business/Economic
Development Activity:**

David Fales has always loved Wyoming and always loved cattle! Remembering the delicious beef he ate when he was growing up, David was passionate about providing the same, consistently great-tasting, nutritious beef to others. He became increasingly intrigued with the idea of launching the “Wyoming Gourmet Beef” branded, specialty beef business to leverage the rich Western heritage of the state’s ranching industry, while addressing consumers’ concerns about the origin, quality and safety of their food. David’s dream has now become a reality as his products are now being sold throughout the region.

Assistance Received:

David approached Forward Cody in 2011 with the idea of developing Wyoming branded meat products. With David’s experience in marketing food products for the Chiquita, J.R. Simplot and Columbo brands, it seemed likely he had the unique capability to make Wyoming Authentic Products a success.

Since 2010/2011, when he started writing his business plan and he conducted his Phase I Test Market with 100 head of cattle, David has utilized the Wyoming Entrepreneur Market Research Center (MRC) to gain insight into trends in the industry, competition, potential customer contacts, product mix, financial data and other key components

to help complete his marketing plan. In addition to the MRC, David also worked with Small Business Development Center (SBDC) and Wyoming Business Council (WBC) regional directors and Forward Cody to fine tune his plan and to apply for grants from the Wyoming Business Council. By mid-October, 2013 Wyoming Authentic Products, LLC opened its 6,000 square foot, value-added meat processing facility in Cody, achieved USDA plant approval and started producing high quality "Wyoming Gourmet All Natural Angus Beef" products including All Natural Beef Jerky and Beef Sticks. The plant will also produce pre-cut All Natural Angus Steaks, Burgers, Roasts and more for US and International distribution.

Investment:

Forward Cody worked with the Wyoming Business Council to obtain a \$1.2 million Business Ready Community - Business Committed Grant while David raised over \$2.5 million in equity funding and \$1.4 million in financing for cattle purchases and equipment to help build the Cody plant. This is the first USDA approved meat processing plant in Wyoming's history.

Number of Jobs Affected and Payroll:

This project will have a lasting effect in Cody as it will provide additional jobs as the company gains more contracts. Wyoming Authentic Products began as a start up with two people, David and Christine Fales. The company currently employs a staff of 9. When the facility is fully operational 18 full time positions are estimated, with an annual payroll of \$835,000.

CONTACT/ORGANIZATION

**Angela R. Johnson, Clerk Treasurer
Town of Meeteetse
www.townofmeeteetse.org**

Name of Entity Helped:

Town of Meeteetse
2044 State St. • PO Box 38
Meeteetse, WY 82433
meeteetse@tctwest.net
www.townofmeeteetse.org

Community Development Project:

Phase II Community Assessment: In 2011 the Wyoming Rural Development Council conducted a Phase II Community Assessment. The Community Assessment led the Town of Meeteetse to prepare a Strategic Plan. From the strategic planning process the committee determined that Meeteetse was in need of reviewing and updating the master plan. The Town of Meeteetse applied and received a Community Development Block Grant from the Wyoming Business Council and is currently in the process of reviewing and updating the master plan.

How this Project Affects the Community:

The Phase II Community Assessment, Strategic Plan, and Master Plan have enabled the community members become involved or remain involved in the planning for Meeteetse. The diversity has allowed for the Town of Meeteetse to move forward and prepare for the future with a clear vision.

Name & Location of Business Helped:

Busy B's Auto
2237 State St. • PO Box 222
Meeteetse, WY 82433
307-868-9245

Business/Economic Development Activity:

The Town of Meeteetse has established a Community Development Loan Process. The purpose of the Community Development Loan Program is to provide further economic development for the Town and the surrounding rural areas near Meeteetse. Consideration of loan applicants include:

- a. Creating new or additional employment opportunities;
- b. Expanding the tax base and increasing sales, property or other tax revenues to the Town of Meeteetse;
- c. Maintaining and promoting a stable, balanced and diversified economy among agriculture, nature resource development, business, commerce and trade.

The Town is budgeting a specific dollar amount annually to loan to applicants that are eligible. This year Meeteetse provided a loan to Busy B's Auto and Wrecker Service. The community of Meeteetse is in need of business and determined that the business of auto repair will be a consistent need for the community.

Assistance Received:

Funding provided by the Town of Meeteetse was used by Busy B's Auto and Wrecker Service to purchase a wrecker.

Investment:

A combination of owner equity and Town of Meeteetse financing funded the wrecker purchase.

Number of Jobs Affected:

2 jobs retained

CONTACT/ORGANIZATION

**Brett Housholder, Program Manager
Wyoming Entrepreneur Procurement
Technical Assistance Center
http://wyen.biz/ptac/**

**Deb Farris, Business Opportunity
Specialist
Small Business Administration
(Wyoming District Office)
www.sba.gov/about-offices-content/
2/3160**

Name & Location of Business Helped:

Triple A Building Services, Inc.
Anthony Aguirre
976 Lane 11 • Powell, WY 82435
307-272-5399
tabs@tctwest.net

Business/Economic Development Activity:

Triple A Building Services, Inc. provides general construction services including facilities and structures for both government and private sector customers. It also provides housing construction, water and sewer line services, pipeline construction, street and road construction and concrete work.

Assistance Received:

Anthony Aguirre has used his entrepreneurial drive to advance his career from part-time employment in construction to owning his own construction firm that has grown steadily for the past several years. After working as a small one-to-two man operation for most of the business's existence since 1995, Anthony began to expand his business in 2009, adding a staff of six to eight regular workers, depending on the needs of the firm's projects.

In addition to Triple A Building Services' private sector work, the company has also recently completed federal government projects such as reconstruction work on a bridge for the U.S. Forest Service and local municipal and Department of Transportation work through the local school district for the Safe Routes to School Program, an initiative designed to encourage students to walk or bicycle to school by building and maintaining sidewalks and paths in local communities.

As Triple A Building Services expanded into the government market, Anthony worked with the Wyoming Entrepreneur Procurement Technical Assistance Center (PTAC) to receive assistance in registering his business to be eligible for government contracts, marketing the company to government agencies and applying for certifications to help Triple A distinguish itself in the government market. In July of 2013, Triple A Building Services was accepted into the Small Business Administration's 8(a) business development program designed to assist socially and economically disadvantaged businesses grow their businesses. 8(a) businesses are eligible for certain contracts available only to firms in the 8(a) program. Anthony attended several GRO-Biz Conference & Idea Expo events and visited with members of the PTAC team and the SBA to learn about government contracting and decide how to transition from a part-time employee to a full-time business owner in the construction industry.

After seeing moderate growth numbers in recent years, Triple A

Building Services anticipates a 300% increase in sales this year, from \$200,000 to approximately \$600,000.

Number of Jobs Affected:

Triple A Building Services was able to hire six to eight employees in order to perform larger projects as the business expanded.

CONTACT/ORGANIZATION

Sharon Nichols, Program Support Assistant
U.S. Small Business Administration (SBA), Wyoming District Office
www.sba.gov/wy

Name & Location of Business Helped:
Wyoming Completion Technologies, Inc.
Scott J. Hecht, President/Director
Janice N. Hecht, Vice President/Director
1110 Rd. 9 • P O Box 46
Powell, WY 82435
(307) 754-5429
hechts@directairnet.com
<http://wct.directairnet.com>

Business/Economic Development Activity:

Wyoming Completion Technologies, Inc. produces down hole tools for established customers in the United States as well as many foreign countries.

Assistance Received:

Several of SBA's Capline/FA\$TRK loans allowed Scott Hecht's business to grow and ship fifty percent of his annual sales outside the U.S. With the guaranteed SBA loans, Scott had the seasonal cash/credit on terms he needed to pursue his dream and expand Wyoming Completion Technologies (WCT.) Scott said, "Without SBA we never would have been around today; we will never forget you." WCT was presented SBA's Wyoming Exporter of the Year award in 2004. Over the last ten years WCT has increased their exporting and currently approximately fifty percent of its sales are international.

Number of Jobs Affected:

Scott says, "We currently deliver tools around the world and are in the process of a company expansion to increase our

manufacturing capacity. We have our own design team and licensed professional engineers and are able to customize tools based on individual customer needs."

Looking back, Scott and his wife Janice started the business with one CNC lathe and one mill and the two of them. Now they have five lathes, two mills and created 15-20 new jobs for individuals in the area. Also, in July 2013 they added a third shift in the production of parts.

CONTACT/ORGANIZATION

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

Name & Location of Business Helped:
SM Williams, LLC
dba Frontier Family Dental
Dr. Scott Williams
303 N. Division • Powell, WY 82435
307-754-4554
smwilliamsdds@gmail.com
www.myfrontierfamilydental.com/

Business/Economic Development Activity:

Dental Practice purchase - retention and expansion of local business

Assistance Received:

Frontier Family Dental is the new name of an established dental practice in Powell, Wyoming. It is a full service, general dentistry office and, like all the dentists in this community, they stay very busy!

Dr. Williams was initially referred to the Small Business Development Center by a local lender in March of 2012 as he was negotiating the purchase of an existing dental practice in Powell. At the time, Dr. Williams was finishing dental school on the east coast and began preliminary discussion with the sellers to start the purchase process. He is originally from Idaho and with family in the area he was looking to move back closer to home. The SBDC assisted him with suggestions for fine-tuning his business plan, preparing projections based on the historical numbers of the business, and discussed what he planned

to do moving forward. Dr. Williams completed the purchase in August of 2012 and the sellers agreed to stay on, in a reduced role, for a period of time to ease the transition.

Investment:

Two Small Business Administration loans were obtained from a local lender - one to purchase the practice and one for an initial working capital line of credit.

Number of Jobs Affected:

This transaction initially created two new positions and retained eleven employees. Due to attrition and schedule shuffling, the business currently has a staff of ten.

Name & Location of Business Helped:

Sunlight Psychiatry, Inc.
Krista Blough, APRN
145 N. Bernard St. • Powell, WY 82435
307-764-4130
krista@sunlightpsychiatry.com
www.sunlightpsychiatry.com

Business/Economic Development Activity:

Psychiatric services

Assistance Received:

Krista Blough was finishing her post-masters certificate in Family Psychiatric Mental Health Advanced Practice when she first approached the Small Business Development Center (SBDC) in March of 2012. She wanted to start the process of opening her own practice. She found an older home and was investigating the possibility of purchasing and remodeling it to house her practice. She had a potential job offer but wanted to operate independently and possibly contract with businesses for her services. The SBDC helped Krista work through a business plan, financial projections for the business and possibilities for financing the project; she purchased the property two months later. The facility was nicely remodeled and the new practice opened the October 2012. Krista is licensed to diagnose mental illness and provide treatment with therapy and by prescribing

appropriate medications; she addresses psychiatric concerns of patients of all ages. She currently sees patients two days a week in Cody, in addition to providing services in Powell, and stays open late one day per week to accommodate patient schedules.

The World Health Organization lists depression as the number one reason for disability in the world. By increasing access to evidence-based specialty psychiatric medication management, her team can reduce the impact of depression and other mental health illnesses in their community. The real economic impact of this service is to improve the mental health of the community in general.

Investment:

Two loans were obtained from a local lender - one to purchase the property and a second to remodel and provide initial working capital. Krista provided equity and she also contributed labor to the remodel.

Number of Jobs Affected:

This business created two positions – the practitioner’s and one for an office assistant. Krista is contemplating hiring another staff person, preferably a nurse. Krista has partnered with two therapists to provide services in the Powell clinic the two days each week she sees patients in Cody. Additionally, a massage/wellness therapist will rent a room in the facility and see clients two days each week, which will create rental income for Krista’s business and will also provide another related service to patients and the community.

Name & Location of Business Helped:

The Daily Grind
Traci Metzler, Proprietor
815 Lane 11 1/2 • Powell, WY 82435
307-271-1836
tracim8@gmail.com

Business/Economic Development Activity:

Drive-thru Coffee Kiosk and Roasting Business

Assistance Received:

Traci Metzler recently moved back to Powell after being out of the country for several years teaching. She wanted to stay in Powell and began seeking work that would allow her to accomplish this goal. Tracy heard about a coffee business that was for sale and initially visited with a local lender who suggested she talk to the Small Business Development Center (SBDC) for help in developing a business plan and initial projections. She worked diligently on preparing a plan and projections, with feedback and direction from the SBDC. The sale was completed in a very short time frame of approximately 30 days.

Traci is confident in her ability to make this business succeed and she’s willing to put in the time and training necessary. Because of her international travel and exposure to coffee service, she strives to offer the community the flavor of a true barista one might find in another country. Traci understands good coffee and good service and is working very hard to promote her business as the place for discriminating, on-the-go coffee drinkers! The business purchase also included a roasting component. Traci is now roasting beans to her specifications and hopes to further develop the roasting side and eventually sell roasted beans wholesale, retail or possibly both.

Investment:

Private financing provided enough for the business purchase and some initial working capital.

Number of Jobs Affected:

The business supports two full-time positions and one part-time position at this time.

Name & Location of Business Helped:

Wyoming Home & Ranch
Pat & Doreen Shellady
2819 Big Horn Ave. • Cody, WY 82414
307-586-4117
www.wyohr.com
www.facebook.com/Wyoming.Home.and.Ranch/info

Business/Economic Development Activity:
Retail Hardware Store

Assistance Received:
Persistence is the word to describe the Shelladys in their quest to open a business in Cody. They weren't sure what venture to get into and after canvassing the needs of their community, they settled on the idea of a farm and ranch store with an emphasis on hardware.

The Shelladys felt it was not wise to start up a significantly sized operation on their own and partnered with a major distributor, United Hardware (Hardware Hank), as their main supplier. However, there was still the need to research demographics, survey traffic counts and put together a business plan. The Shelladys approached the Small Business Development Center (SBDC) for assistance in research and business plan guidance. The University of Wyoming Market Research Center provided access to the needed information to help keep the project moving forward.

Once the Shelladys were comfortable with the overall plan and their financial projections supported the venture, they began seeking financing. With a plan to purchase the land where the business would be located, they approached community lenders, but ran into problems finding the right lender for the project. The SBDC regional director and the Shelladys discussed a number of different lending options. With assistance from the SBDC they revised their business plan to improve their ratios and soon afterwards financing was obtained from a Wyoming bank.

Giving up wasn't an option for the Shelladys. After months of effort, they broke ground on their project in September of 2012 and the business doors opened on May 3rd, 2013. The Shelladys, along with their employees, look forward to serving the farm, ranch and hardware needs of the community.

Number of Jobs Affected:

The business created 14 new jobs, including both full and part-time.



CONTACT/ORGANIZATION

**Diane Wolverton, Executive Director
Wyoming Smart Capital Network
(WSCN)
www.wyosmartcapital.org**

Name & Location of Business Helped:
Celtic Willow
Victoria Lynn Reiner, owner
871 Gilchrist • Wheatland, WY 82201
307-660-1922

Business/Economic Development Activity:
Victoria Reiner manufactures natural hand and body lotion products that she has been selling online. She wanted to establish a retail location and expand into selling supplements, herbs and natural food products. She jumped on an opportunity to purchase inventory and fixtures of a store that was closing in nearby Cheyenne, to open her own store in downtown Wheatland.

Assistance Received:
Wyoming Smart Capital Network (WSCN) participated with Platte Valley Bank to finance a loan for inventory, fixtures and working capital. WSCN offered collateral support in the form of a \$25,000 Certificate of Deposit—providing 50% collateral coverage on a \$50,000 term loan. WSCN is funded by the U.S. Treasury's State Small Business Credit Initiative, administered by a consortium of 17 Wyoming municipalities.

Investment:
\$50,000

Number of Jobs Affected:
Two jobs were created.

CONTACT/ORGANIZATION

**Claudia Teeters, Executive Director
Platte County Economic Development
www.pcedwyo.org**

**Guernsey Economic Development and Tourism Board
<http://townofguernseywy.us>**

Business/Economic Development Activity:
Platte County, Platte County Economic Development and Guernsey Economic Development and Tourism Board have had multiple successes this year.

Through the Wyoming Business Council Business Committed Grant and Loan program, they have created three Business Parks throughout the county: Glendo Business Park, Guernsey Industrial Park and the North Park Business Park in Wheatland. All three parks have infrastructure in place and are open for prospective businesses!

Due to the efforts of the Town of Wheatland and the Wheatland Pathways Committee, a system of pedestrian paths will soon connect most of Wheatland's neighborhoods, ball fields, schools and parks. The funding for each section of pathway is applied for through WYDOT funds that are specifically designated for pathways.

Downtown Wheatland has welcomed new businesses Celtic Willow, Red High Heels and a Verizon retail store, as well as an existing expanding business Simply Creative. Bob Ruwart Motors completed a new addition to their existing showroom and service bay areas as well as Drube Supply completing an addition to their building and floor space to better serve the community.

In Guernsey, the community welcomed "The Big Lonely" saddle shop, "Twisters" Luncheon and Coffee Bar, a Barber Shop and the General Store located on Camp Guernsey, which is open to the public.



CONTACT/ORGANIZATION

**Jay Stender, CEO
Forward Sheridan
www.forwardsheridan.com**

Business/Economic Development Activity:

Social Media and Hi-Tech Business Recruitment

How this Project Affects the Community:

Sheridan leaders are developing a strategy aimed at enticing hi-tech business development and relocation to the area. In grappling with the marketing questions such as who's your audience, where do you begin, and what do you already have to work with, the leadership determined that Sheridan has everything it takes to make an immediate and measurable impact.

Forward Sheridan teamed up with Sheridan County Chamber of Commerce, Sheridan Travel & Tourism, Downtown Sheridan Association and North Main Association, as well as the City of Sheridan and Sheridan County to form Sheridan's Economic Development Task Force (EDTF.) The EDTF developed and implemented a marketing strategy designed to identify, seek and engage key decision makers in the Data and Technology industries – the cornerstone of which meant delivering a consistent message utilizing front-line social mediums to accentuate the advantages of Sheridan's economic development climate.

Sheridan's EDTF has taken the social media informational concept from a discussion point to a key functioning element in our community package. The focus is on engaging businesses and entrepreneurs through the distribution of a clear and consistent message: Sheridan is a superior business location. The key has been to help this audience understand why. We realized at the onset that traditional marketing was limited in its ability to engage this audience. It was agreed that this was going to have to be much more innovative and proactive.

In August, the EDTF formulated the initial social media campaign, which began online. The WySheridanWorks.com community blog was established to generate information about certain industry groups, and serve as the pivot-point for all digital interaction. This proved to be a solid platform by incorporating real-time content such as the direct sound bites and interviews generated from the Data

Center Conference, where WY Sheridan Works made its national trade debut.

At the same time, our social media efforts were well underway with the development of the WY SheridanWorks Facebook page. By capitalizing on the audience already established by various community partners such as the Chamber of Commerce, Forward Sheridan, Travel & Tourism and city and county government, we were able to further leverage our efforts with an immediate audience to complement our focus on reaching the industry directly. These efforts have consistently gained momentum.

Over the last several months we have developed a dedicated following of participants, and have served to reinforce various other digital mediums that we added to the marketing arsenal. Recently, we initiated a successful e-newsletter campaign and developed a relationship with PitchEngine - a digital PR firm from Wyoming – to further enhance our exposure and continue to develop our social audience.

Along with the community partnerships, the digital marketing campaign represents the passion of our local growing technology industry, with such vested partners as SkyTrail Communications, Wyolution, Flood Marketing, Sheridan Programmers Guild, PB Consulting & IO Services. These businesses all have their fingers in some sector of the developing information age, and are dedicated to Sheridan's digital prosperity.

How this Project Affected the Community:

The social media statistic results have been nothing short of incredible.

- Website/Blog – Number of Unique Visitors – 1,600
- Facebook – Number of Likes - 600
- Pitch Engine – Number of Impressions – 6,000

CONTACT/ORGANIZATION

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

Name & Location of Business Helped:

Groom-N-Vroom, LLC
Melissa Petzold
491 Cat Creek • Sheridan, WY 82801
307-737-2547
www.groom-n-vroom.com/
www.facebook.com/GroomNVroom

Business/Economic Development Activity:

After serving in the military and supporting her husband who served in the Air Force, Melissa Petzold and her family moved back to their hometown of Sheridan, WY. She opened a mobile pet grooming business, Groom-N-Vroom, LLC Pet Grooming. Melissa is certified with the National Dog Groomers Association of America (NDGAA) and she is Wyoming's first, and the North Central Region's only, National Cat Groomer Institute of America - Certified Feline Master Groomer (CFMG). She is one of less than 200 world wide and one of less than 170 in the United States! Melissa's mobile grooming unit, nicknamed "Dug," was custom-built and sports a colorful graphic wrap. The interior offers a lift, dog and cat washing/grooming station and state-of-the-art grooming equipment. Melissa set aggressive goals and has been pleased with the response from the community. She has an active Facebook page and takes part in community events, such as the Sheridan Rodeo Parade, 4-H pet projects and grooming for the local pet shelters.

Melissa commented about Wyoming's resources, "I've been telling businesses who are struggling to use their SBA program, and anything else offered in their area. But, I have found that our SBDC program is unique in how well it runs and our state is unique in offering the Workforce Development Training Grants."

Assistance Received:

Melissa worked with Wyoming Entrepreneur SBDC to develop her business plan, which was successfully funded by a SBA 7(a) loan through Wells Fargo Bank. She has worked with the SBDC to set up a QuickBooks accounting system and utilized the services of the University of Wyoming Market Research Center to explore the trends and market

in Wyoming and Sheridan. She utilized a Workforce Training Grant from the Department of Workforce Services to attend a prestigious cat grooming school, where she received her certification as a Feline Master Groomer (CFMG).

Investment:

Melissa financed her business with personal funds and a loan guaranteed by the SBA 7(a) loan program.

Number of Jobs Affected:

Groom-N-Vroom has created three jobs in Sheridan County.

Name & Location of Business Helped:

MelkeN, LLC
Ken Huckeba
3477 Hwy 87 • Sheridan, WY 82801
307-763-7322
ken@melkenweatherguard.com
http://melkenweatherguard.com/
www.facebook.com/ken.
huckeba.3?fref=ts&ref=br_tf

Business/Economic

Development Activity:

Ken Huckeba has worked in the building construction business all his life and observed that standard exterior vinyl door seals are actually very sub-standard. They bend and curl and the nails pop out after a season of heat and cold. He had a better idea and developed MelkeN Weatherguard, an aluminum and rubber product that will last the lifetime of a building. Ken built a prototype and is now shipping product to retailers from his facility (remodeled home garage) in Sheridan. The powder coated aluminum component is made in Utah and the rubber seal is manufactured in Minnesota, resulting in a true “made in the USA” product. He has made contacts with major suppliers and the MelkeN Weatherguard door seal is now sold in two large Wyoming building supply stores. Ken has had promising sales meetings with other major retail building supply outlets. The business has become a family endeavor; Ken’s wife, Melissa, develops the marketing strategies and his son, Quienten, assists

with the warehouse and with packaging and deliveries. A part-time bookkeeper has also been hired.

Ken would like to develop other products and eventually build a manufacturing facility in Sheridan.

Assistance Received:

Ken initially worked with Manufacturing-Works to perfect engineered drawings of his product. He began working with Wyoming Entrepreneur SBDC in January of 2012 and developed his business plan, pricing model and a marketing plan. Ken has been very proactive and has worked with many other partners including an Inventor Consultant, a patent attorney, the Wyoming Market Research Center, and the Research Products Center. He has also attended sessions and hosted booths at the GRO-Biz Conference & Idea Expo and Senator Enzi’s Inventor’s Conference, all to gain knowledge of business and manufacturing.

Investment:

Ken has funded MelkeN, LLC with owner equity and funding from a private investor.

Number of Jobs Affected:

MelkeN, LLC has created four new jobs in Sheridan County.

Name & Location of Business Helped:

Sackett’s Market, Inc.
Christina Haworth and Paul Sackett
Haworth, Proprietors
2248 Coffeen Ave. • Sheridan, WY 82801
(307) 672-3663
paul@sackettmarket.com or
Christina@sackettmarket.com
www.sackettmarket.com/
www.facebook.com/pages/
Sacketts-Market/137556306257677

Business/Economic

Development Activity:

Paul and Christina Haworth realized their longtime dream of opening Sackett’s Market, an old world meat market and deli, in September of 2010. Their tagline, “Purveyors of Quality Food,” comes from many years of experience in the business. The Haworths continue

the entrepreneurial legacy of Paul’s great-great grandfather, John Henry Sackett, a name familiar to many in the Sheridan/Big Horn area. John was a hunter and guide for the Buffalo Bill show in the 1800s and was fond of travelling through the Big Horn area. He spent a lot of time away from his family in Nebraska, and decided to change his career and move his family to Big Horn. He partnered with Charles Skinner and they started transporting goods from the trains in Cheyenne to Big Horn. They sold provisions out of their wagons until they eventually built The Big Horn Mercantile, still owned by the Skinner family today.

The welcoming staff and old-time photos and decor create an atmosphere reminiscent of days gone by, complete with tables to enjoy meals from the deli, baskets of fresh local produce and display cases containing tantalizing meats and cheeses. The mission of Sackett’s Market is to offer “Back to Basics” quality foods free from all of the chemicals, additives and preservatives found in foods today. They have all natural meats, cheeses, beverages, produce and dairy. Many of their products are farmed, raised, or made in Wyoming and Montana, plus they have developed their own line of spice rubs. Their specialty sandwiches also have a back-to-basics approach. They take great pride in taking care of their customers, whether it is ordering a special item, creating a special cut of meat or delivering orders to a client’s home or business. Sackett’s welcomes wholesale accounts, as well.

Assistance Received:

The Haworths worked with the SBDC since 2009 to develop their business plan and financial projections.

Investment:

Sackett’s Market was funded by owner equity and a loan from a local Sheridan bank.

Number of Jobs Affected:

Sackett’s Market has created four jobs in Sheridan County.



CONTACT/ORGANIZATION

Mayor Jim Robinson - Town of Marbleton, Sublette Economic Resource Council (SERC)
www.sercwyo.com

Name of Entity Helped:

Town of Marbleton and its growing industrial park.

How this Project Affects the Community:

The project extended a waterline to Sleepy Hollow Industrial Park where it connected to eight industrial lots and loops to another existing waterline.

The industrial park is ideal for development from oilfield services companies as it is located near the Jonah Field, the Pinedale Anticline and the future NPL field. The line also alleviates a critical safety issue that includes installing fire hydrants for fire suppression.

When Marbleton zoned the town, industrial businesses were already located in and adjacent to residential areas. Because they had existed, these industrial activities were grandfathered into the regulations. One of the goals for the town is to have these industrial businesses move to areas near the outskirts of town. Currently there are no suitable sites and by construction of this waterline, eight new industrial locations were opened up.

Jobs Affected:

Eight new industrial locations were created. These lots make room for potential job growth and business creation.

CONTACT/ORGANIZATION

Kathy Sandmeier
Boulder Community Citizens Center

Mary Lankford
Sublette County

Sublette Economic Resource Council
www.sercwyo.com

Name of Entity Helped:

The Boulder Community Center
kathysand@centurytel.net

How this Project Affects the Community:

Sublette County received a Wyoming Business Council Community Facility grant in the amount of \$949,740 for the renovation of the former Boulder School house, currently known as the Boulder Community Center. The completion and upgrade of this community center will allow for a year-round facility with reduced energy costs. The renovated facility will provide a community gathering place for reunions, business meetings, holiday parties, youth activities, weddings and related activities. The solar component will reduce the ongoing operating costs and provide a green component to the project. When the facility is not in use, the excess electricity will be sold back to the power company through a net metering agreement, providing another income source for the facility.



CONTACT/ORGANIZATION

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

Name & Location of Business Helped:

The Wild Calls
Timothy Chilcott, Owner
2230 W. Teton Blvd.
Green River, WY 82935
www.thewildcalls.com
(307) 354-8601

Business/Economic Development Activity:

The Wild Calls, owned by Tim Chilcott, offers educationally-themed vacations and charters under the direction of Wyoming native, Professor Charlie Love, a geologist and educator of 40 years. Tim, a former student of Charlie

Love, created The Wild Calls to give others the opportunity to learn about geology, archaeology, paleontology and many other subjects from the same great mentor he had. The Wild Calls' participants are treated to a luxury tour aboard a 2014 custom motor coach, while enjoying an earth science package using a hands-on approach. Tours include all of Wyoming, Yellowstone National Park, Flaming Gorge, Grand Teton National Park and more. The business also facilitates winter trips for popular educational adventures to Hawaii, Easter Island, the Yucatan and Peru. Tim stated, "The Love family are not only Wyoming treasures but national ones as well. Our trips are designed to share their legacy with as many people as possible."

Assistance Received:

The Market Research Center provided The Wild Calls with Wyoming tourist statistics and performed a website optimization for www.thewildcalls.com. The Small Business Development Center helped with business planning and start-up assistance.

Number of Jobs Affected:

The Wild Calls has four full time employees and has hired one part time person. The business gives tourists a premier opportunity to learn about Wyoming and the world.

CONTACT/ORGANIZATION

Mayor Hank Castillon
City of Green River
www.cityofgreenriver.org

Community Development Project:

Green River Main Street/Urban Renewal Authority
hcastillon@cityofgreenriver.org
307-872-0500

Investment:

The City of Green River received \$162,500 from the Wyoming Business Council's Business Ready Community – Community Enhancement Program, match by \$162,500 of City funds, to redevelop public space in downtown Green River.

How this Project Affects the Community:

This creates a gathering space for events and activities that will support downtown businesses and the Green River Main Street program.

CONTACT/ORGANIZATION

**Diane Wolverton, Executive Director
Wyoming Smart Capital Network
(WSCN)
www.wyosmartcapital.org**

Name & Location of Business Helped:

Wyoming Trucks & Cars, Inc.
Martin & Veronica Goicoechea
1503 Dewar Dr.
Rock Springs, WY 82901
800-941-0112
www.wytrucks.com

Business/Economic Development Activity:

Wyoming Trucks and Cars, Inc. in Rock Springs is Wyoming's largest pre-owned automobile dealership. The owners wanted to finance their buildings and inventory on more favorable terms to greatly improve cash flow and the capacity to expand inventory.

Assistance Received:

Wyoming Smart Capital Network (WSCN) participated with First Bank of Rock Springs to facilitate financing of the building and inventory for more favorable terms. WSCN offered collateral support in the form of a \$560,000 Certificate of Deposit—providing 22% collateral coverage on a \$2,498,378 term loan. WSCN is funded by the U.S. Treasury's State Small Business Credit Initiative, administered by a consortium of 17 Wyoming municipalities.

Investment

\$2,498,378 term loan

Number of Jobs Affected:

The owners project that three jobs will be created and 17 retained.



CONTACT/ORGANIZATION

**Margie Rowell, Regional Director
Cindy Unger, Business Advisor
Bruce Morse, Regional Director
Wyoming Entrepreneur Small
Business Development Center (SBDC)
www.wyen.biz**

Name & Location of Business Helped:

Sue Muncaster
Teton Ice and Adventure Parks
Jackson, WY 83002
www.tetonice.com
www.tetonadventurepark.com
307-690-3509

Business/Economic Development Activity:

Ice climbing park and aerial adventure course at Snow King Mountain.

Assistance Received:

The Teton Ice Park will open this winter for its second year at Snow King Mountain, a venue perfect for learning basic skills, practicing more advanced techniques and honing physical fitness for bigger projects in the mountains. There are currently ten established routes for athletes of all abilities.

The Teton Ice Park is one of two projects created by Aerial Boundaries Mountain Guides at Snow King. The second is the Teton Adventure Park, which will feature a series of physical challenges, including ropes courses and treetop challenges, when it opens in summer of 2014. Embrace your inner child and think swinging bridges, Tarzan swings, pirate nets, zip lines and other aerial activities.

The new course will offer a physical challenge for athletes of all ages and abilities along with natural history education and opportunities for personal growth. Not a passive zip line or simple high ropes experience, Teton Adventure Park clients take responsibility for their

own adventures by clipping and unclipping their safety equipment and trolleys as they move through the course with assistance from highly trained personnel.

As the only course of its kind in the Greater Yellowstone Region, Sue Muncaster and her husband, Christian Santelices, co-owners of Aerial Boundaries, did their homework and engaged the Small Business Development Center (SBDC) to launch their idea. "We totally took advantage of the SBDC. It's a great resource," Sue said.

They wrote a business plan and received feedback from Cindy Unger, particularly on the marketing and demographic information. And, while Sue had been a self-taught QuickBooks user for five years, the two training sessions she received from Margie Rowell helped her upgrade her skills and prepare to go from a shoestring operation to a much bigger venture. Sue also received a Workforce Development Training Program grant to take the Profit Mastery class in Riverton, instructed by Bruce Morse. She said, "It gave me skills to be more comfortable planning and preparing financial documents to get investors. Anybody thinking of starting a business should start with the SBDC. The services are good and very professional."

From their hard work the couple found a partner and an angel investor to help them get their concept, literally, off the ground.

Number of Jobs Affected:

Teton Adventure Park will create 7-10 fulltime jobs during its season from mid-May to mid-September, and 4-5 part-time jobs.



CONTACT/ORGANIZATION

**Mieke Madrid, Grant Writer-EDFP
City of Evanston, WY
www.evanstonwy.org**

Name & Location of Entity Helped:

Evanston-Uinta County Airport
(Burns Field)
2160 County Rd. 111
Evanston, WY 82930
(307) 789-2256
www.evanstonaviation.com

Business/Economic Development Activity:

The economic development activity included the creation and completion of a conceptual plan for the local airport, which specifically outlines future utility extensions and costs, a prospective adjacent business park, and other schematics and concepts to enhance the use and growth of the entire site.

Assistance Received:

The City of Evanston and Uinta County partnered through the Evanston-Uinta County Airport Board to obtain Community Development Block Grant planning funds through the Wyoming Business Council. Both the city and the county supplied matching funds to complete the project.

Investment:

The total cost of the project was \$55,995, with \$44,796 in CDBG funds and \$11,199 in matching funds from the Evanston-Uinta County Airport Board.

How this Project Affects the Community:

This project will have an overall positive impact on the community, as it provides a fundamental guide to growing and developing the Evanston-Uinta County Airport in coming years. The airport is located just three miles west of the City of Evanston and was first activated in March 1985. In the fall of 2006, the final phase of the Federal Aviation Administration (FAA) improvements project was completed, including the construction and paving of a runway, full-length taxiway, and the installation of an instrumental landing system.

This new plan will build upon the work performed by the FAA and spearhead the next growth phase of the airport. Presently, the airport does not contain all of the necessary utilities, such as water, sewer, natural gas or fiber

optics. This plan demonstrates the work involved and the associated costs to extend these utilities to the site. In addition, the airport contains a sizeable bordering property that has been identified as a suitable location for a business park. The plan illustrates how the business park, as well as areas surrounding the airport, can be developed in the future. The plan also identifies potential access points to the airport and way-finding signage and designations, along with the correlated expenses. Ultimately this plan will profoundly "pilot" the imminent destination of the Evanston-Uinta County Airport for many years to come.

CONTACT/ORGANIZATION

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

Name & Location of Business Helped:

Jane & Main
Heidi Gregory, Owner
106 S. Main St. • Lyman, WY 82937
www.facebook.com/janeandmain
(435) 881-3363

Business/Economic Development Activity:

Jane & Main, owned by Heidi Gregory, provides home décor, gifts and fresh floral items to the Bridger Valley. Heidi was the only child in her family without a middle name and was always called Heidi Jane. She was raised in Lyman in an old ranch house with wool floral carpeting. At the age of fourteen Heidi discovered hard wood floors under the carpet in her bedroom and she ripped out the carpet to expose the original hardwood floors. At that moment, Heidi foresaw her destiny to help others with interior design. Twenty-two years later she opened her own business in Lyman, on Main Street, incorporating her justified middle name, Jane. Jane & Main has become a community gathering place, bringing life to downtown Lyman.

Assistance Received:

The Small Business Development Center (SBDC) provided start-up assistance

and helped Heidi establish an effective business plan for Jane & Main. The Wyoming Market Research Center (MRC) provided industry trends, expected expenditures and sales data from comparable businesses for Heidi to integrate into her business plan. Heidi best expressed her appreciation by stating, "The Small Business Development Center totally got me headed in the right direction and they helped give me the courage to start my business."

Number of Jobs Affected:

Heidi works full time and has hired three part time employees. Her business has helped give the residents of Lyman a reason to spend money within their city, helping to grow the local economy.



CONTACT/ORGANIZATION

**Washakie Development Association
(WDA)
LeAnn Baker Chenoweth,
Executive Director
www.washakiedevelopment.com**

Business/Economic Development Activity:

Washakie Development Association (WDA) is pleased to have under construction a building to be used for the expansion and retention of an existing business or the attraction of a new business to the community. The building serves as the anchor building for the newly completed Fair View Industrial Park. The building consists of a large shop area that can be divided in two, along with two sets of office space for support staff. The versatility of the facility allows for a number of configurations. WDA ownership of the building allows flexibility towards lease terms or the sale of the facility and to operate at the speed of business for the attraction of new industry and job creation.

Assistance Received:

Washakie County partnered with WDA for a Business Ready Community Grant from the Wyoming Business Council for \$618,507 with WDA providing a match of \$109,000, plus \$65,000 extra from the WDA's share of an optional 1% General Purpose Sales Tax.

How this Project Affects the Community:

WDA and Washakie County are hopeful that this facility will be an asset to the inventory available for businesses looking to relocate to, or expand, in Worland. The cost of development - added to the risk - makes a project like this difficult for private investors and there are no similar existing buildings. By having a building under the control of the local economic development organization (EDO) in an industrial park also owned by the local EDO, it will make Washakie County more competitive to showcase the business potential and recruit jobs and families!



CONTACT/ORGANIZATION

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

Name & Location of Business Helped:

Weston County Veterinary Service, LLC
Alicia Vigil, DVM, Owner
11 Kenwood Dr.
Newcastle, WY 82701
(307) 941-1428
sunnydvm@yahoo.com

Business/Economic Development Activity:

Alicia Vigil, DVM, is a veterinarian who started a mobile large animal practice in Newcastle, WY in September 2013. Although new to her own business, she has worked in the area for several years. She started with doing ultrasounds on cattle. Alicia anticipates purchasing

a truck and will be offering animal acupuncture and dentistry, along with traditional services.

Assistance Received:

Alicia has worked with the Small Business Development Center (SBDC) to develop a business plan and loan proposal. She enlisted the assistance of the Market Research Center to determine industry trends for mobile veterinary services, including acupuncture and dentistry.

Investment:

Dr. Vigil has funded her business with private funds, to date.

Number of Jobs Affected:

Weston County Veterinary Service, LLC currently has one employee.

CONTACT/ORGANIZATION

Diane Wolverton, Executive Director Wyoming Smart Capital Network (WSCN) www.wyosmartcapital.org

Name & Location of Business Helped:

Western Bar & Café
Richard Anthony Drexler, owner
Joni Lee Rikke, owner
702 US Hwy 116 • Upton, WY 82730
307-468-9257

Business/Economic Development Activity:

Rick Drexler and Joni Rikke renovated and reopened a 73-year old historic restaurant in Upton, Wyoming. The renovation included restoration of seven murals that were painted in the early 1950s by artist J. W. Benson. The bar and café now serves local residents as well as visitors and travelers along Highway 116.

Assistance Received:

Wyoming Smart Capital Network (WSCN) participated with Sundance State Bank to finance a revolving loan for inventory and working capital. WSCN offered collateral support in the form of a \$20,000 Certificate of Deposit—providing 50% collateral coverage on a \$40,000 loan. WSCN is funded by the U.S. Treasury's State

Small Business Credit Initiative, administered by a consortium of 17 Wyoming municipalities.

Investment:

\$40,000 loan

Number of Jobs Affected:

Five full time and five part time jobs were created.



Platte, Laramie, Goshen and Albany

CONTACT/ORGANIZATION

Karen L. Guidice, Executive Director Southeast Wyoming Economic Development District www.southeastwyomingedd.org

Name of Businesses Helped:

Numerous businesses will benefit within these counties.

How this Project Affects these Counties:

Southeast Wyoming Economic Development District received a planning grant from the Department of Commerce Economic Development Administration and from the Wyoming Business Council for a broadband project in the counties of Platte, Goshen, Laramie and Albany. The study will look at a route that will be beneficial to the counties and the communities within those counties. Fail Engineering from Mississippi was hired as the engineers for this project. The engineers will produce a project or projects that are realistic and will create an RFP to proceed with the project. This project is an answer to areas that have been determined to be under-served or not served with respect to telecommunications/broadband by the LinkWyoming project. This project is critical for the sustainability of the region. It will make the region competitive for data centers; it will diversify the agricultural industry; and it will help sustain and create jobs in the region.