Wyoming Business Council

BOARD OF DIRECTORS MEETING

Wyoming Business Council

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INCREASING WYOMING'S PROSPERITY

Board of Directors Agenda

Laramie, Wyoming • December 5-6, 2018
Holiday Inn Laramie, 204 South 30th Street, Laramie, WY 82070

WEDNESDAY, DECEMBER 5

(Times and order of agenda are tentative and subject to change without notice)

Wednesday dress code is business casual

11:00 a.m. **WBC Board of Directors Executive Session**

4:30 p.m. **Community Reception at Big Hollow Food Co-op Mezzanine**

Held at 112 S 2nd St, Laramie, WY 82070

THURSDAY, DECEMBER 6

(Times and order of agenda are tentative and subject to change without notice)

Holiday Inn Laramie: 204 South 30th Street

Thursday dress code is business attire

8:00 a.m. **Convene Public Meeting** – Co-chair Illoway

- Pledge of Allegiance
- Welcome and Introductions of Board Members
- Introductory Remarks
- Formation of Nominating Committee for 2019 Board Officers
- **ACTION ITEM:** Consideration of approval of minutes from August 31, 2018 Special Meeting by teleconference (Section A)
- **ACTION ITEM:** Consideration of approval of minutes from September 2018 Board Meeting at Cody (Section A)
- **ACTION ITEM:** Consideration of approval of minutes from September 17, 2018 Special Meeting by teleconference (Section A)
- **ACTION ITEM:** Consideration of approval of minutes from October 30, 2018 Special Meeting by teleconference (Section A)

8:15 a.m. **Welcome to Laramie**

8:30 a.m. **CEO Report and ENDOW Update**

- WBC CEO Shawn Reese

9:00 a.m. **Community Grant and Loan Committee** – Chairwoman Kim DeVore (Section D)

CDBG Applications					
Applicant	Project	Type	Request	Staff Recommendations	Page Number
Albany County	Rock River Building Demolition	Community Dev. Block Grant	$ 250,000	$ 250,000	D-7
Town of Basin	Eagle Hall Demolition	Community Dev. Block Grant	$ 280,000	$ 280,000	D-8
Town of Fort Laramie	Water and Sewer Improvements	Community Dev. Block Grant	$ 500,000	$ 500,000	D-9
Sheridan County	Building Remodel for COMPASS Center	Community Dev. Block Grant	$ 500,000	$ 500,000	D-10
City of Torrington	Water System Improvements	Community Dev. Block Grant	$ 420,176	$ 420,176	D-11
Town of Yoder	Water Storage and Distribution Improvements	Community Dev. Block Grant	$ 500,000	$ 500,000	D-12
Total Requests			$ 2,450,176	$ 2,450,176	

- Each project will be presented by staff with opportunities for Board questions and public comment
- **ACTION ITEM:** Consideration of staff recommendations for each project

- Business Ready Communities staff Karen Fate and Brayden Connour will present recommendations on the following BRC projects:

BRC Applications Received September 1, 2018					
Applicant	Project	Type	Request	Staff Recommendation	Page Number
Town of Alpine	Melvin Brewing	Business Committed-grant	$ 3,000,000	$ 2,047,784	D-15
Town of Guernsey	Bunning Transfer Rail Spur Expansion	Business Committed-grant	$ 717,792	$ 717,792	D-19
Sheridan Econ.& Educ.Dev.Authority	Kennon Products	Business Committed-grant	$ 2,850,000	$ 2,850,000	D-23
Sheridan Econ.& Educ.Dev.Authority	Kennon Products	Business Committed-loan	$ 1,510,761	$ 1,510,761	D-23
Campbell County Public Land Board	CAM-PLEX Renovations	Comm.Dev.- Readiness	$ 3,000,000	$ -	D-29
Town of Glenrock	Trail Improvements	Comm. Dev.- Enhancement	$ 72,688	$ 72,688	D-33
Town of Pinedale	Events and Recreation Improvements	Comm.Dev. - Enhancement	$ 179,062	$ 179,062	D-35
Total Requests			$ 11,330,303	$ 7,378,087	

- Each project will be presented by staff with opportunities for Board Questions and public comment
- **ACTION ITEM:** Consideration of staff recommendations for each project

11:00 a.m. **Morning Break**

11:15 a.m. **Personnel, Budget and Audit Committee** – Chairman Mike Easley (Section B)

- Quarterly Financial Report – Accounting Manager Lyndsay Orr
- **ACTION ITEM:** Consideration of approval of quarterly financial statements
- Review of WBC Financial Audit – Wayne Herr, Partner, MHP LLP
- **ACTION ITEM:** Consideration of acceptance of Audit Report

12:00 p.m. **Business Contract and Loan Committee** – Chairman Ron Harvey (Section C)

- Quarterly Challenge Loan report – Economic Development Finance Manager Josh Keefe
- **ACTION ITEM:** Consideration of approval of quarterly Challenge Loan report
- Bridge Loan request from Westward Development LLC
- **ACTION ITEM:** Consideration of staff recommendations

12:15 p.m **Lunch Break**

- Lunch provided on-site for Board and Staff
- Members of the public are encouraged to sample one of the local restaurants

1:00 p.m. **Market Development Advisory Committee**

- Kelly Lockhart, Chair / Ron Gullberg, Staff Lead

1:30 p.m. **Technology Development Advisory Committee**

- Allen Hoopes and Aaron Sopko, Co-chairs / Russ Elliott, Staff Lead
- **ACTION ITEM:** Consideration of approval of Administrative Rules for the Broadband Development Grant Program for adoption
- **ACTION ITEM:** Consideration of approval of Administrative Procedures

1:45 p.m. **Business Development Advisory Committee**

- Ron Kensey, Chair / Brandon Marshall, Staff Lead

2:00 p.m. **Community Development Advisory Committee**

- Jerry Blann, Chair / Kim Porter, Staff Lead

2:15 p.m. **Industrial Development Advisory Committee**

- Cactus Covello, Chair / Sarah Fitz-Gerald, Staff Lead

2:30 p.m. **Southeast Region Update** – Heather Tupper

2:40 p.m. **South Central Region Update** – Rebecca Briesmaster

2:50 p.m. **West Region Update** – Elaina Zempel

3:00 p.m. **Afternoon Break**

3:15 p.m. **Northwest Region Update** – Amy Quick

3:25 p.m. **Northeast Region Update** – Brandi Harlow

3:35 p.m. **East Central Region Update** – Kim Rightmer

3:45 p.m. **Recognition of Outgoing Board Members** – CEO Shawn Reese

- Pete Illoway: 2018 Co-chairman, 2013-2019
- Cactus Covello: 2013-2019
- Mike Wandler: 2010-2019

4:00 p.m. **Other Board Matters**

- Regular Board meetings for 2019:
  - March 6-7 at Casper
  - May 15-16 at Riverton
  - September 11-12 at Sheridan
  - December 4-5 at Cheyenne
- A Doodle poll for an "Introduction to Blockchain" public meeting/webinar to be hosted in January 2019 by Erin Moore is circulating for Board and staff consideration. Please respond if you have not done so. Final details are pending.

4:15 p.m. **Closing Remarks and Adjournment**

DRAFT

SPECIAL MEETING OF THE WYOMING BUSINESS COUNCIL BOARD OF DIRECTORS

For the consideration of the quarterly Challenge Loan report, a Bridge Loan participation with Pinnacle Bank for Mago Well Service LLC, contracts for the Wyoming Women's Business Center and Advance Commercial Provider, LTD, adoption of the Broadband Improvement Plan and Administrative Procedures, reports from the Personnel, Budget and Audit Committee and consideration of adoption of Administrative Rules.

AUGUST 31, 2018 AT 9:00 A.M. IN THE BECKER BOARDROOM AND BY TELECONFERENCE

BOARD MEMBERS PRESENT

Cactus Covello, Kim DeVore, Mike Easley, Megan Goetz, Ron Harvey, Allen Hoopes, Ron Kensey, Jason Kintzler, Kelly Lockhart, Erin Moore, Aaron Sopko

STAFF PRESENT

Warren Appel, Angie Buchanan, Chava Case, Russ Elliott, Ron Gullberg, Josh Keefe, Julie Kozlowski, Colin McKee, Lyndsay Orr, Noelle Reed, Shawn Reese

CALL TO ORDER

Meeting called to order at 9:00 AM by vice-chairwoman Megan Goetz. Roll was called and quorum was established.

BUSINESS CONTRACT AND LOAN COMMITTEE

Economic Development Finance Manager Josh Keefe presented the quarterly Challenge Loan report. There is one past-due loan, the loan loss reserve is adequate, no charge off balances and the account balance is $32,802,610.00.

- **ACTION:** Motion to approve quarterly report by Mr. Covello, second by Ms. DeVore, and no discussion. Motion carried unanimously.

Keefe presented a Bridge Loan participation request from Pinnacle Bank for Mago Well Service LLC. The requested participation is 35% of the $385,125.00 total loan, and WBC would hold a first lien position on new and existing equipment. Staff recommends funding.

- **ACTION:** Motion to approve staff recommendations by Mr. Covello, second by Mr. Harvey, and no discussion. Motion carried unanimously.

Business Development Director Ron Gullberg presented a proposed single-year contract for the Wyoming Women's Business Center in the amount of $154,136.00. Previous contracts were for two years, and it is the intent to work on improvements to the contract over the next year.

- **ACTION:** Motion to approve by Ms. DeVore, second by Mr. Hoopes, and no discussion. Motion carried unanimously.

Gullberg then presented a proposed contract with Advance Commercial Provider LTD of Taiwan to act as the Wyoming Foreign Trade Representative in Taiwan and the Pacific Rim. This contractor comes with substantial experience and solid connections in the region. CEO Shawn Reese provided the Board with additional background on the foreign trade efforts under recent legislation, indicating the selection of a contractor to act as our representative overseas is a crucial step in that process.

- **ACTION:** Motion to approve by Mr. Easley, second by Mr. Kintzler, and no discussion. Motion carried unanimously.

PERSONNEL, BUDGET AND AUDIT COMMITTEE

Human Resources Manager Chava Case presented the quarterly personnel report to the Board.

Accounting Manager Lyndsay Orr presented the quarterly financial report.

- **ACTION:** Motion to approve financial report by Mr. Harvey, second by Ms. DeVore, and no discussion. Motion carried unanimously.

Orr then gave the Board a brief update on the annual financial audit being conducted by MHP, LLP and introduced Angie Buchanan to the Board. Buchanan is the retired CFO from the Department of Workforce Services and is under contract with WBC to assist with the audit process.

Executive Coordinator Warren Appel presented the Board with proposed Administrative Rules regarding access to public records. These rules are the result of past legislation streamlining the process and fees for public records requests, and while the WBC has been operating according to these rules in practice, it is compelled to adopt them formally.

- **ACTION:** Motion to approve and adopt by Mr. Easley, second by Mr. Hoopes, and no discussion. Motion carried unanimously.

TECHNOLOGY DEVELOPMENT ADVISORY COMMITTEE

Broadband Manager Russ Elliott was joined by Broadband Advisory Council Chairman Doug Wilson and consultant Kelleigh Cole to present the proposed Broadband Improvement Plan and Administrative Procedures as required by SF0100. This plan lays the framework for the mapping initiatives and the grants to be issued under the program.

Broadband Advisory Council members Chad Rupe, Randy Miller, Ashley Harpstreith and Erik Rasmussen were present and provided additional context on the process behind the development of these proposals and the efforts to consider Wyoming's broadband needs into the future.

Public comments on the proposed plan and administrative procedures were heard from Brett Glass, Brian Worthen, Marci Shaver, Janet Davis and John Brown.

- **ACTION:** Motion to approve plan and administrative procedures by Ms. DeVore, second by Mr. Kintzler, and no discussion. Motion carried unanimously.

ADJOURNMENT

There being no further business before the Board, Vice-chairwoman Goetz adjourned the meeting at 12:18 PM.

Respectfully Submitted:

_____ _____

Warren R. Appel, Executive Coordinator *Date*

_____ _____

Mike Easley, Secretary/Treasurer *Date*

DRAFT

REGULAR MEETING OF THE WYOMING BUSINESS COUNCIL BOARD OF DIRECTORS

SEPTEMBER 6, 2018 AT THE CODY HOLIDAY INN

BOARD MEMBERS PRESENT

Cactus Covello, Kim DeVore, Mike Easley, Megan Goetz, Ron Harvey, Allen Hoopes, Pete Illoway, Ron Kensey, Jason Kintzler, Erin Moore, Mike Wandler

STAFF PRESENT

Warren Appel, Rebecca Briesmaster, Brayden Connour, Russ Elliott, Karen Fate, Sarah Fitz-Gerald, Ron Gullberg, Brandi Harlow, Julie Kozlowski, Brandon Marshall, Ben Peterson, Kim Porter, Amy Quick, Shawn Reese, Kim Rightmer, Heather Tupper, Elaina Zempel

WELCOME TO CODY

The Board heard welcoming remarks from Cody Mayor Matt Hall, followed by the Real Wyoming: Cody video produced by the WBC Communications team.

CONVENTION AND INTRODUCTIONS

Co-chair Illoway called the meeting to order at 8:00 am and led the group in the Pledge of Allegiance. The Board members introduced themselves and quorum was established. Illoway thanked the City of Cody for the community tour.

- **ACTION:** Consideration of minutes from May 2018 meeting at Gillette. Motion to approve by Mr. Covello, second by Mr. Easley, and no discussion. Approved unanimously.
- **ACTION:** Consideration of minutes from June 7, 2018 call-in meeting. Motion to approve by Ms. DeVore, second by Mr. Easley, and no discussion. Approved unanimously.

CEO REPORT / ENDOW UPDATE

CEO Shawn Reese provided the Board with a brief update on ENDOW including a review of highlights and recommendations from the 20-year plan. Reese also spoke on recent undertakings by WBC staff and the potential necessity for more frequent meetings of the Board in the near term to approve contracts and other staff actions.

BROADBAND UPDATE

Broadband Manager Russ Elliott spoke on the challenges and opportunities for broadband service in Wyoming and the next steps following this Board's recent approval of the Broadband Improvement Plan.

COMMUNITY GRANT AND LOAN COMMITTEE

Committee Chair Kim DeVore recognized members of the audience and thanked the staff for their hard work preparing for today's considerations. Community Development Director Julie Kozlowski provided updates on site visits over the last quarter, the recent audit of the Community Development Block Grant program, and the upcoming audit for the Energy Efficiency program. She also recognized the City of Evanston for the nomination for the Great American MainStreet award. Following a review of the projects for consideration at this meeting as well as an update on the program financials and allocation plan, Kozlowski informed the Board that the projects for consideration at this meeting exceeded the quarterly allocation. BRC Project Managers Brayden Connour and Karen Fate then presented each project.

City of Cody: The city of Cody requests a $3 million Business Ready Communities (BRC) Business Committed grant and a $3 million BRC loan to construct a 36,080 square-foot manufacturing facility for the expansion of Gunwerks firearms production. The proposed facility will incorporate 6,600 square feet of warehouse space, 19,000 square feet of manufacturing, 1,500 of retail space and 9,000 square feet of office space. The building will be built on five acres purchased by Gunwerks and valued at $265,000, on the north side of Cody. The building will be situated on the property to allow for future expansion. Forward Cody, the local economic development organization, will own the building and the land (via a warranty deed). Gunwerks will lease the building and land from Forward Cody and the land value and lease payments will be credited towards the future purchase. Staff recommends funding as requested contingent on Gunwerks securing financing for equipment.

Goshen Care Center Joint Powers Board: The Goshen Care Center Joint Powers Board (JPB) requests a $3 million Business Ready Community (BRC) Business Committed grant to construct a 23,980 square-foot 30-unit assisted living facility on a 3-acre site in Torrington. The city of Torrington owns the property and has donated it to the JPB for this project. The JPB has secured a loan for the completion of the project. The facility will be leased to Welcov Healthcare to operate and maintain. Welcov currently operates the Goshen Healthcare Community and Evergreen Court Living Centers. The project will meet the demand for assisted living as identified in market studies done in 2012 and 2018. Seniors will have the opportunity to continue living in Goshen County where they might otherwise have to seek assisted living in Nebraska or other communities. The project will also provide employment opportunities in Torrington versus those who would commute for those jobs. Healthcare was the fastest growing economic sector in Goshen County at 78% between 2010 and 2014 and is the leading employer in Goshen County. The expanded level of care for seniors will promote a continuum of care which will complement the independent living with assistance at the adjacent Evergreen Court, and skilled nursing and memory care at the Goshen Healthcare Center. The JPB and Welcov propose a total of 15 FTE jobs will be created as a result of this project. Cost estimates were prepared by GSG Architecture and the cost per square-foot is $224. Staff recommends funding as requested.

City of Buffalo: The city of Buffalo has submitted a request for the balance to fund Phase 1 of the Buffalo Tech Park project. The original project request was for $2,844,410 in Business Ready Community (BRC) Community Development Readiness funds. The project was partially funded ($1,000,000) by the State Loan and Investment Board at its January 2018 meeting. The city originally requested $1,844,410. This represented the balance of funds not awarded for the Buffalo Tech Park Phase I project. Recent bids on the project were favorable. Water, sewer and road sub-grade can be completed for $451,756. Paving bids (with asphalt or concrete) with curb and gutter range from $932,662 to $1,188,623. Therefore, the city has reduced its request from $1,844,410 to $800,000. Staff does not recommend funding for this project due to insufficient funding under the allocation plan and a low to-date draw on the previous/existing award.

City of Gillette: The city of Gillette requests a $1,440,256 Business Ready Communities (BRC) Community Development grant to fund expansion of fiber infrastructure. The project will add over 11 miles of new infrastructure installation (blue lines on map), complete approximately 119 miles of raceway infrastructure (black lines on map) and 5 backhaul loops to commercial and industrial zones across the city. Project activities include the installation of underground multi-raceway (7-way) fiber conduits to create fiber backhaul transmission loops. Gillette intends to lease individual raceways to internet service providers (ISPs) with the purpose of providing competitive broadband services to the business community. While some capacity will include current use (city government, hospital, etc.) more than half of the conduit will be available for lease. Staff does not recommend funding pending input from the newly-established Broadband Advisory Council.

City of Powell: The city of Powell requests $2,623,724 Business Ready Communities (BRC) Community Development Readiness funds to construct a 10,000 square-foot conference and community center adjacent to a privately financed 70-80-room lodging facility. The conference center will have the capacity to hold 200-250 people and will contain a commercial kitchen. The facility will be constructed in the Gateway West Business Park which was developed with BRC funds in 2005. The park is currently privately owned. The conference center will be owned by the city of Powell and leased to the lodging facility. The adjacent lodging facility will operate and maintain the facility. Private developer Stephen Wahrlich has been selected to construct the Best Western Plus Clocktower Inn of Powell. Wahrlich owns a 126-room lodging facility in Billings, MT and a lodging facility in northern California. He secured two acres of land and has an agreement to secure another two acres in the same location from a Powell citizen. This project is a public-private partnership that will invest nearly $9 million in Powell and increase Powell's room capacity by 50%. This lodging and conference center will be the only attached hotel and conference location in Powell. There are three other larger spaces to service events in Powell, but none of them offer the opportunity to stay in the same location. Staff recommends funding as requested contingent upon proof of private and investor financing secured by the hotel developer.

Town of Sundance: The town of Sundance requests $300,000 Business Ready Community (BRC) Community Development funds for the shortfall for the Old Stoney Restoration project. The original project request (date) was $2,957,434. (See original project description attached.) The project was ultimately funded at $2,452,104. All bids received on the project were higher than what cost estimates projected and higher than what the city was awarded in grant funds. Value engineering saved $146,564. However, there is no funding available as a contingency. The Crook County Museum Board secured private financing to cover the shortfall and began fundraising to avoid using the debt financing. A Notice to Proceed was issued on March 5, 2018. Fund-raising efforts total approximately $112,000 with donations from Sundance State Bank, Powder River Energy Corporation and Basin Electric. Donations have since tapered off. The requested amount from Sundance will cover contingency funds in event of unforeseeable issues. Fund-raising efforts will continue. Staff recommends funding as requested, with any unused monies being returned to the BRC account.

Big Horn County: Big Horn County requests a $185,600 Business Ready Community (BRC) Community Development Enhancement grant for the purchase and installation of a 250-foot conveyor style surface lift for beginner skiers at the Antelope Butte Mountain Recreation Area (ABMRA). The Antelope Butte Foundation, Inc. (ABF), a non-profit corporation, is working to reopen the Antelope Butte Ski area into a year-round mountain recreation area. This project will create jobs, benefit youth and families by providing year-round recreational, training and educational experiences, and benefit local businesses and communities through increased tourism activities. The area operated as a winter ski area from 1960-2004, until a family bankruptcy forced its closure. The ABF was created in 2011. In 2017, ABF received a five-year Special Use Construction Permit from the U.S. Forest Service to reopen and operate the 500-acre ABMRA. ABF has raised $1.98 million of their $4 million goal. ABF purchased the facility and is now in the process of renovating it and establishing an endowment. ABF has established a successful summer events over the last four years including music festivals, brew fests and more. Trail work contracts have been signed and a bid for the lift work has been accepted. The ABF's goal is to be operational for the 2018-2019 winter season. Staff recommends funding as requested contingent upon the receipt of the executed Resolution of Support from Big Horn County, and further recommends the inclusion of a claw-back provision if ABF is not awarded the 40-year Special Use Permit from the Forest Service.

- **ACTION:** Motion to waive allocation plan and fund projects according to staff recommendations by Mr. Easley, second by Mr. Wandler. Ms. Goetz brought an Amendment to include funding for the Buffalo Tech Park project in the waiver, which was seconded by Mr. Harvey. Following discussion, the amendment was withdrawn by Ms. Goetz and Mr. Harvey. Mr. Easley voted in favor of the original motion with all other opposed. Motion failed.

- **ACTION:** Motion for consideration of individual projects by Ms. Moore, second by Mr. Hoopes. Motion carried unanimously.

- **ACTION:** Motion to approve staff recommendations for the grant to the City of Cody by Mr. Wandler, second by Mr. Harvey, and no discussion. Motion carried unanimously. Motion to approve staff recommendations for the loan to City of Cody by Mr. Harvey, second by Mr. Hoopes, and no discussion. Motion carried unanimously.

- **ACTION:** Motion to approve staff recommendations for the Goshen Care Center Joint Powers Board by Mr. Hoopes, second by Mr. Wandler. Motion carried unanimously with Mr. Covello recused for a pre-declared conflict of interest.

- **ACTION:** Motion to approve funding for Buffalo Tech Park at 90% of the requested amount by Mr. Harvey, second by Mr. Illoway, and no discussion. Motion carried unanimously.
- **ACTION:** Motion to approve funding to City of Gillette by Mr. Wandler, second by Mr. Easley. On discussion, Ms. Goetz recommends waiting on funding this project in spite of its overall merits, to which Mr. Kintzler concurred. Ayes from Messrs. Wandler and Easley with all others opposed. Motion failed.
- **ACTION:** Motion to approve staff recommendations for the City of Powell by Mr. Easley, second by Mr. Kintzler, and no discussion. Motion carried unanimously.
- **ACTION:** Motion to approve staff recommendations for the Town of Sundance project by Mr. Covello, second by Mr. Hoopes, and no discussion. Motion carried unanimously.
- **ACTION:** Motion to approve staff recommendations for the Big Horn County project by Mr. Kensey, second by Mr. Wandler, and no discussion. Motion carried unanimously.

AIR SERVICE UPDATE:

Senator Hank Coe and Nick Agopian from the Air Service Improvement Council provided an update to the Board on recent development with that committee, including a recap of the September 5 meeting of the Joint Transportation Committee at Jackson.

BUSINESS CONTRACT AND LOAN COMMITTEE

Sarah Fitz-Gerald provided a review of SF0118 which created the Startup Wyoming programs, and specifically review the proposed Administrative Rules for the kickstart:Wyoming and SBIR Matching programs. Rules were drafted by a working group of WBC employees and Board members with the process fully advised by representatives from the Wyoming Attorney General's office. The group is seeking Board approval of the proposed rules, approval of the allocation plan and administrative procedures, and a designation for staff to approve applications and make award decisions.

- **ACTION:** Motion to approve and adopt Administrative Rules for both programs and allow for non-substantive changes by Mr. Wandler, second by Ms. DeVore, and no discussion. Motion carried unanimously.
- **ACTION:** Motion to approve and adopt allocation plan and administrative procedures by Mr. Covello, second by Mr. Kintzler, and no discussion. Motion carried unanimously.
- **ACTION:** Motion designating WBC staff to make funding decisions under the programs by Mr. Wandler, second by Ms. Moore, and no discussion. Motion carried unanimously.

MARKET DEVELOPMENT ADVISORY COMMITTEE

Business Development Director Ron Gullberg provided the Board with a preview of the upcoming Beef Processing study, an update on the Foreign Trade Representative in Taiwan and the October 2018 trade mission to Taipei. Also in the works are beef exports to Taiwan and efforts to integrate the Grown in Wyoming/Made in Wyoming programs.

BUSINESS DEVELOPMENT ADVISORY COMMITTEE

Business Development Assistant Director Brandon Marshall spoke on business recruitment projects, including the expansion of HMH Outdoor of Longmont, Colorado into Lander, the upcoming hiring of a recruitment manager and planning for SHOT Show 2019. Marshall also presented an update on NextGen Sector Partnerships.

COMMUNITY DEVELOPMENT ADVISORY COMMITTEE

Community Initiatives Director Kim Porter led the Board on updates with the Placemaking program and successful projects in Rock Springs, Guernsey, Laramie, Rawlins, Lander and Greybull, as well as a pending project in Cody. Porter also discussed the Housing Toolkit and the action plan for the Tourism Toolkit in cooperation with staff from the Wyoming Office of Tourism.

INDUSTRIAL DEVELOPMENT ADVISORY COMMITTEE

Sarah Fitz-Gerald spoke on collaboration with ENDOW on Business Development and Innovation Zones and upstream oil and gas diversification efforts, and further on Opportunity Zones. She also spoke on the growth of the Wind Energy Service Directory website among contractors and providers.

REGIONAL UPDATES

The Board heard brief updates from Northwest Region Director Amy Quick, Northeast Region Director Brandi Harlow, Southeast Region Director Heather Tupper, West Region Director Elaina Zempel, and South Central Region Director Rebecca Briesmaster.

CLOSING REMARKS AND ADJOURNMENT

With no further business, Co-chair Illoway reminded the Board of Advisory Committee meetings during the week of October 29, and the next regular meeting of the Board to be held December 5-6 in Laramie. A Doodle poll with be forthcoming to establish any special meetings required of this group. Illoway adjourned the meeting at 3:55 pm.

Respectfully Submitted:

_____ _____

Warren R. Appel, Executive Coordinator *Date*

_____ _____

Mike Easley, Secretary/Treasurer *Date*

DRAFT

SPECIAL MEETING OF THE WYOMING BUSINESS COUNCIL BOARD OF DIRECTORS

For consideration of a contract with Ady Advantage to conduct an opportunity study for a medium- to large-scale USDA-inspected beef processing plant.

SEPTEMBER 17, 2018 IN THE BECKER BOARDROOM AND BY TELECONFERENCE

BOARD MEMBERS PRESENT

Jerry Blann, Cactus Covello, Kim DeVore, Megan Goetz, Ron Harvey, Pete Illoway, Ron Kensey, Jason Kintzler, Kelly Lockhart, Erin Moore, Aaron Sopko

STAFF PRESENT

Warren Appel, Rebecca Briesmaster, Tom Dixon, Ron Gullberg, Amy Quick, Noelle Reed, Shawn Reese, Kim Rightmer

CALL TO ORDER

Meeting was called to order at 3:05 PM by Co-chairman Illoway. Roll was called and quorum was established.

BUSINESS CONTRACT AND LOAN COMMITTEE

Business Development Director Ron Gullberg presented a proposed contract with Ady Advantage to conduct an opportunity study for the construction of a medium- to large-scale USDA-inspected beef processing plant in Wyoming. Gullberg provided a review of the background and impetus for this study and the current happenings relating to export of Wyoming beef, current opportunities for Wyoming growers, and the barriers for growth and branding of Wyoming-raised beef.

Messrs. Covello and Lockhart expressed concern for this study and whether this is money well-spent considering the construction of a plant in Laramie already underway, as well as the impact of such a facility on several of extant small-scale regional processors with interest in becoming USDA-inspected facilities. Both voiced concern with Wyoming's capacity to support medium- to large-scale facilities.

Public comments on the proposed study were heard from Christine Bekes, Nicole Walker, Brad Tyndall, Kelcey Christensen and Representative Jamie Flitner.

- **ACTION:** Proposal failed due to lack of motion.
- **ACTION:** Motion by Ms. Goetz for a further review of the proposal, to include solicitation and review of public comments and a work session to refine this proposal for reconsideration at a future Board meeting. Second by DeVore, and no further discussion. Motion carried unanimously.

ADJOURNMENT

There being no further business before this Board, Co-chairman Illoway adjourned the meeting at 4:16 PM.

Respectfully Submitted:

_____ _____

Warren R. Appel, Executive Coordinator *Date*

_____ _____

Mike Easley, Secretary/Treasurer *Date*

DRAFT

SPECIAL MEETING OF THE WYOMING BUSINESS COUNCIL BOARD OF DIRECTORS

For consideration of a change in Bridge Loan participation with Security First Bank for the Cheyenne Family YMCA.

OCTOBER 30, 2018 IN THE BECKER BOARDROOM AND BY TELECONFERENCE

BOARD MEMBERS PRESENT

Cactus Covello, Kim DeVore, Mike Easley, Ron Harvey, Allen Hoopes, Pete Illoway, Ron Kensey, Jason Kintzler, Erin Moore, Aaron Sopko

STAFF PRESENT

Warren Appel, Rebecca Briesmaster, Tom Dixon, Amy Grenfell, Ron Gullberg, Brandi Harlow, Josh Keefe, Lyndsay Orr, Shawn Reese

CALL TO ORDER

Meeting was called to order at 11:02 AM by Co-chairman Illoway. Roll was called and quorum was established.

BUSINESS CONTRACT AND LOAN COMMITTEE

Economic Development Finance Manager Josh Keefe presented a request from Security First Bank for a change in loan participation on a Bridge Loan with the Cheyenne Family YMCA. The original loan approved by the WBC Board in December 2015 matured as of September 18, 2018 and the original lender chose not to renew the loan due to restrictive covenants which often put YMCA out of compliance. The loan has performed as agreed, and the WBC's updated participation will not exceed 35% of the final project cost.

Under the new terms, the WBC will participate in the amount of $332,500 representing an increase of $235,635 over the original 2015 loan, and will now have a first lien position on collateral valued at $2,700,000. Staff recommends approval of this request.

- **ACTION:** Motion to approve staff recommendations by Mr. Covello, second by Ms. Moore, and no discussion. Motion carried unanimously by roll call vote.

ADJOURNMENT

There being no further business before this Board, Co-chairman Illoway adjourned the meeting at 11:24 AM.

Respectfully Submitted:

_____ _____

Warren R. Appel, Executive Coordinator *Date*

_____ _____

Mike Easley, Secretary/Treasurer *Date*

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The Michael B. Enzi STEM facility provides 32 teaching labs and represents a $50 million investment in STEM higher education.

Photo: University of Wyoming

WELCOME TO LARAMIE

TECHNOLOGY AND LIFESTYLE ARE DRIVING LARAMIE'S ECONOMY INTO THE FUTURE

Laramie is no stranger to reinventing itself.

The city began life in the late-19th century as a railroad town, site of one of the first major repair depots for Union Pacific. A boom in cattle and sheep ranching was a natural complement for the local economy.

As the rail decreased in importance, the University of Wyoming took up the mantle as Laramie's economic driver. Today, more than 12,000 students attend the state's only four-year university.

In the last half decade or so, Laramie leaders have seen a surge may be the latest industry to bolster the city's fortunes: technology.

"We've had a miniature technology explosion here in Laramie that has only continued to pick up steam," Mayor Andi Summerville said.

Some of those companies were born on the University of Wyoming campus. Others have been spinoffs of successful companies. Summerville gave kudos to the university for bringing makerspaces like the Coe Student Innovation Center to Laramie. Once local leaders and entrepreneurs saw those collaborative models in action, they quickly realized their potential to help fuel new startups.

"What we've seen is a more cooperative and interactive approach," Summerville said. "We have larger tech companies like UL and Happy Jack Software, but then it's companies like those, and the veterans of those companies, who are helping smaller firms get started. It adds value to our tech industry by connecting entrepreneurs to existing expertise."

The UL Technology Center provides software development and support services globally. The Business Council provided a $3.4 million grant and loan package in 2015 to build the facility.

Photo: University of Wyoming

One example is The Durlacher, a coworking space founded by Wyoming entrepreneur and investor Jerad Stack. Stack was founder and CEO of the engineering software company Firehole Technologies, which was purchased by international software company Autodesk in 2013.

The Wyoming native nurtured his company at the Wyoming Technology Business Center, the university's business incubator.

"UW is built on research and development, and private sector ideas like The Durlacher are one way to expand that work into the community," Summerville said.

The city is working with the Laramie Chamber Business Alliance, the local economic development organization, to bring more capital and financing opportunities to community entrepreneurs.

Blockchain may offer new opportunities

New legislation surrounding blockchain and cryptocurrency also has tech industry advocates in Laramie excited.

The 2018 Wyoming Legislature passed first-of-their-kind bills exempting cryptocurrencies from state securities laws, created new kinds of corporations and updated the state's money transmitter laws, among other changes. The hope was to entice the budding industry to set up shop in Wyoming.

The legislation led to the inaugural UW Hackathon, which attracted 400 people and nearly 30 teams of software developers from as far away as Kenya, China, Egypt, Slovakia and Switzerland to compete for $100,000 in cash and prizes.

The two-day competition served as the backdrop to an announcement by ActiveAether, a New York blockchain company, that it was relocating to Jackson and donating $20,000 in computing capacity to the university's computer science department.

In addition Overstock.com CEO Patrick Byrne announced the company would open a development office in Wyoming.

"We have seen a number of inquiries from these kinds of companies wanting to locate where they can be near the university's resources," Summerville said. "At the city, we are pondering how to pilot and use blockchain in our recordkeeping, our software, in gathering community feedback. The hackathon was an important event for generating energy and innovation."

Higher education beyond UW

Laramie's educational environment reaches far

This Grow Wall was built downtown in partnership with Bright Agrotech, an agricultural tech company that develops vertical hydroponic products. The Business Council provided a $2.9 million grant and loan package in 2016 to build the company's headquarters.

beyond the halls of the University of Wyoming.

Laramie County Community College's Albany County campus recently completed a new strategic plan officials hope will make the school a destination. The school has added a new fermentation science program to serve students in the summer months. Students also have new opportunities for experiential learning thanks to community partnerships with both small downtown businesses and major institutions like Ivinson Memorial Hospital.

On the opposite side of Laramie, automotive technology school WyoTech Institute is expecting hundreds of students in fall 2019 after nearly shuttering.

The 2018 Wyoming Legislature directed the Business Council to assess the best way to preserve WyoTech. The agency ultimately selected Jim Mathis for a $5 million loan for the operation of the institution.

Mathis was a former student, instructor and CEO of WyoTech. The school expects to employ 95 workers in the next two years.

"WyoTech is a valuable contributor to the Laramie, Albany County and Wyoming economies, and I look forward to restoring this school to its former national reputation," Mathis said. "I'd like to thank the WyoTech employees, Educational Credit Management Corporation, Laramie County Community College, the Business Council, state legislators, Gov. Mead and many others too numerous to mention for

The Coe Student Innovation Center provides a central hub for students interested in creative, collaborative, innovative projects.

Photo: University of Wyoming

working together and finding a way to keep WyoTech from being shut down."

WyoTech and Laramie County Community College are working on partnership opportunities going forward.

Laramie's front porch

The technology and education sectors each rely on a skilled workforce. Increasingly, those workers are looking for a community first and a job second. Fortunately, Laramie is using its geography and an increased investment downtown to attract newcomers and make current residents feel more welcome.

"The downtown is the community's front porch. It lets people see themselves in this place, and then they get more vested in the community," said Trey Sherwood, manager of the Laramie Main Street Alliance.

The Laramie Main Street Alliance was founded in 2005. The turning point for the organization and the perception of downtown can be traced back to the Laramie Mural project in 2011. That project, which brought in local artists to paint vibrant murals on downtown buildings made people view the potential and power of Laramie Main Street and the downtown in a new light. Returning alumni enjoyed a pleasant surprise, and the locals embraced art downtown.

Since then, Laramie Main Street has built a culture of creative energy that has manifested in new art, beloved events, and strengthened partnerships.

That work has prepared Laramie Main Street for a new challenge – filling in the gaps downtown.

Big Hollow Food Co-op, a fixture downtown for a decade, moved in to a new building this year with the help of a $3 million Business Council grant. The money helped build a 5,000 square-foot, mixed use structure on the site of the former Empress, which was demolished in 2009.

"The Big Hollow expansion project hit so many wins for our community," Sherwood said. "We can nourish our community and support our producers. It's powerful to support our neighbors and their ability to make a living."

With a rousing success under its belt, the Laramie Main Street Alliance now looks forward to rehabilitating both the Wyo Theatre and the former Laramie Vision Clinic, which was destroyed by a 2014 fire.

Community rallies behind outdoor recreation

The influence of small business owners downtown is not limited to the city's core, however. Many small businesses have been critical in supporting another economic driver with direct ties to local quality of life – the great outdoors.

"Quick access to the outdoors is a strength for our community, which has undiscovered, uncrowded trails we all cherish," Sherwood said. "Whether it's Laramie's Basecamp, Atmosphere Mountainworks, the Pedal House, or many others, they are all out there doing trail maintenance, advocating for conservation, celebrating the outdoors and representing their industry and community well."

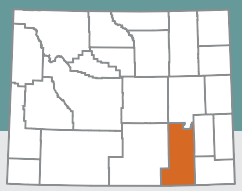
The city is currently working with small business owners, nonprofits and others to purchase 5,500 acres of undeveloped open space east of Laramie that would connect to many of those outdoor amenities.

Along with a bustling downtown and the cultural and educational offerings of the city's post-secondary institutions, that open space will serve as one more irresistible draw for a burgeoning tech workforce in Laramie.

2018

ALBANY COUNTY
HOUSING REPORT

Wyoming BUSINESS COUNCIL



Albany County's housing report is a tool to help the community understand its current housing picture.

Albany County is home to Wyoming's only university. A large student population means Albany has the highest percent of renters and is No. 1 in the state for multi-family housing. The student population explains a high poverty rate and the need for inexpensive housing.

A lack of the right type of housing for the people who live in an area can lead to issues of affordability, quality and suitable space for family size. The chart below is an estimate of demand resulting from these issues.

Area Median Income (AMI) is the middle income in an area. Half of the households in the area make more than the AMI and half make less.

- Most federal housing assistance is available to people who are at 50% or lower of AMI, or half the average income.
- Some assistance is available at 80% of AMI or lower.
- Generally, those families who earn over 120% of AMI have enough disposable income to have housing choices both in quality and cost.
- The missing middle are those families who earn 80-120% of AMI – this is generally referred to as "workforce" housing, keeping in mind that many families who are below 80% of AMI work several jobs to be able to afford housing and work in industries that are vital to our communities, such as accommodations, food service and retail.

RENTER RATE [1]
51.1%

Albany county has the highest percentage of renters in Wyoming.

POVERTY RATE [2]
17.3%

Wyoming 11.1%

Albany County has the 1st highest poverty rate in Wyoming.

HOUSEHOLD INCOME [2]
$3,587/MO.

Wyoming Average: $4,930

Albany County has the 21st highest household income in Wyoming.

UNEMPLOYMENT [3]
2.8%

Wyoming unemployment rate: 4.2%

Want to know more?
Check out the full report at
wyomingcda.com/demographics

HOUSING DEMAND [4]

Affordable housing is spending 30% or less on mortgage or rent.

Percent of Median Family Income	Affordable Monthly Rental or Mortgage Payment*	Shortage Rental Units Needed**	Affordable Housing Purchase Price*	Shortage Units for Purchase
0% - 30%	0 - $521	3,033	$0 - $80,670	483
31% - 50%	$521 - $868	913	$80,670 - $134,400	350
51% - 80%	$868 - $1,389	516	$134,400 - $215,071	379
81% - 95%	$1,389 - $1,649	62	$215,071 - $255,329	187
96% - 115%	$1,649 - $1,996	—	$255,329 - $309,058	49
115%	$1,996	15	$309,058	89

**Estimations by the Wyoming Business Council*
*** No figures indicates no data available.*

[1] US Census Bureau, American Community Survey; [2] US Census Bureau, Quick Facts; [3] Department of Employment, Labor Market Statistics; [4] 2018 WCDA Housing Needs Forecast

590

NET COMMUTER OUTFLOW

Commuting[6]

Outflow indicates a possible lack of jobs that fit the skillsets and needs of commuters.

Commuting Out	
to Laramie Cty., WY	466
to Carbon Cty., WY	123
to Platte Cty., WY	115
to Larimer Cty., CO	59
to Sweetwater Cty., WY	56

Commuting In	
from Laramie Cty., WY	156
from Larimer Cty., CO	93
from Adams Cty., CO	65
from El Paso, Cty., CO	48
from Arapahoe Cty., CO	37

TOP 5 EMPLOYERS[5]

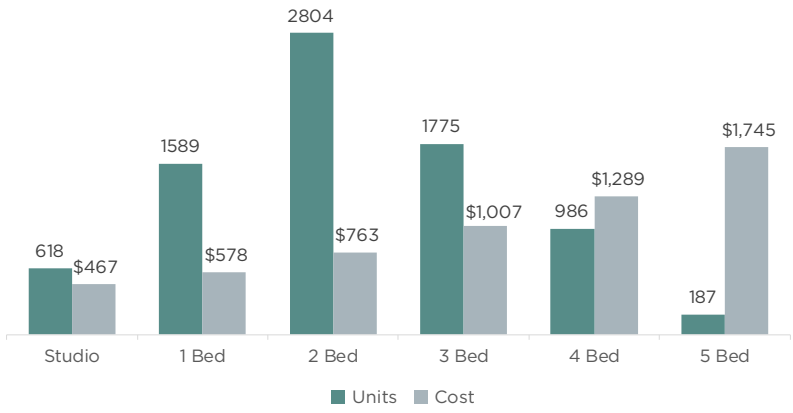
PUBLIC ADMINISTRATION

4,406 EMPLOYEES

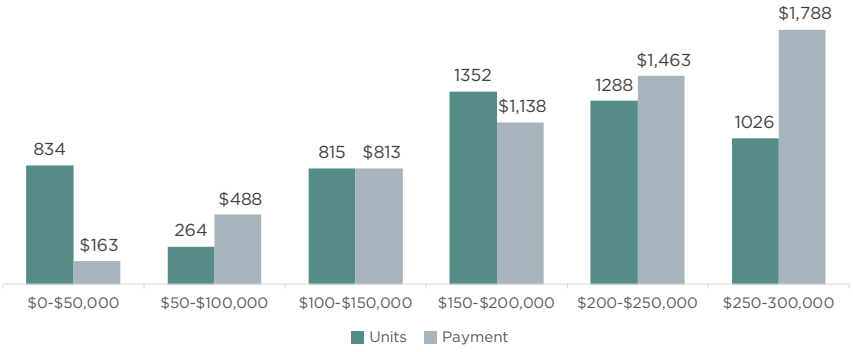
$4,468 MONTHLY WAGE

	EMPLOYEES	MONTHLY WAGE
2. HEALTH SERVICES	2,061	$3,399
3. LEISURE & HOSPITALITY	2,050	$1,228
4. RETAIL TRADE	1,750	$2,038
5. PROFESSIONAL & BUSINESS SERVICES	1,157	$3,984

HOW AFFORDABLE IS RENTAL HOUSING?[7]



HOW AFFORDABLE IS IT TO OWN YOUR OWN HOME?[8]



[5] Department of Workforce Services, Research & Planning, Tony Glover; [6] U.S. Census Bureau, 2012-2016 American Community Survey 5-Year Estimates [7] 2018 WCDA Housing Needs Forecast; [8] datausa.io, housing & living data

Housing Stock

ALBANY COUNTY
AVERAGE HOUSING AGE [9]
42

WYOMING
AVERAGE HOUSING AGE [9]
42

55% of housing in Albany County was built before 1980

Pre-1980 housing may not meet current construction standards.

Albany County ranks tenth in the state for age of housing stock. Older housing stock sometimes brings with it maintenance and aesthetic challenges.

How does Albany County's housing mix compare to other counties? [9]

Unit Type	Number of Units	Percent of Mix
Single Family	8,928	57.4%, (23)
Duplex	723	4.6%, (1)
Tri or Four Plex	1,389	8.9%, (1)
Apartment	3,252	20.9%, (1)
Trailer/Other	1,273	8.2%, (21)

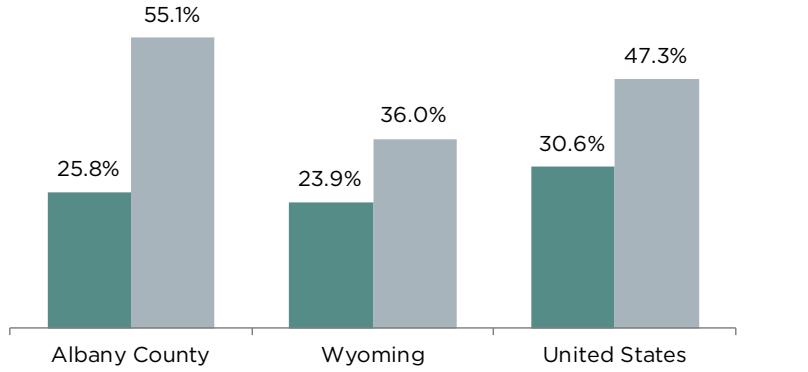
Age of housing [9]

Year Built	Value*	Percent of Mix
<1939	$175,900	15%
1940-49	$178,600	4%
1950-59	$216,200	10%
1960-69	$236,500	10%
1970-79	$207,000	16%
1980-89	$222,000	9%
1990-99	$250,000	13%
2000-09	$266,300	20%
2010-Present	$399,850	4%

Careers and Cost Burden

Albany County is No. 1 in the state for people spending more than half their income on housing (21%) and third for those spending 31-50% of their income on housing (18%). 61% of households spend less than 30% of income on housing. Albany County ranks 23rd in the state for access to affordable housing.

HOUSING COSTS AS A PERCENT OF HOUSEHOLD INCOME, 2016* [10]



** ACS five-year estimates used. 2016 represents average characteristics from 2012-2016; 2010 represents 2006-2010.*

How much can households afford? [11]

Max Monthly Payment	Number of Households
$0-313	2,966
$314-563	2,043
$564-813	1,880
$814-1,063	1,144
$1,064-1,375	2,040
$1,376-2,188	2,945
$2,189-3,438	1,617
$3,439-5,000	930

[9] 2018 WCDA Housing Needs Forecast; [10] Head Water Economics, Populations at Risk 2015; [11] datausa.io, Housing & Living Data

Community Demographics

How much monthly income does a family need to

LIVE WITHOUT ASSISTANCE?[12]

ONE ADULT
$1,603

TWO ADULTS, 1 CHILD
$3,841

Calculate your situation at
wywf.org/self-sufficiency-calculator

20%

OF CHILDREN ARE IN SINGLE-PARENT FAMILIES[13]

Albany County has the 21st highest amount of children in single-parent families.

VULNERABLE POPULATIONS

SUPPLEMENTAL SECURITY INCOME (DISABILITY)[14]
2.5%

CASH PUBLIC ASSISTANCE INCOME[14]
1.1%

FOOD STAMP/SNAP[14]
4.6%

POPULATION OVER 65[15]
4,293

11.2% of Albany County's population is over 65.

LOW INCOME TAX CREDIT UNITS[14]
157

Albany County has the 12th most units per capita.

ASSISTED LIVING BEDS[16]
117

Albany County has the 7th most assisted living beds per capita.

NURSING HOME BEDS[16]
115

Albany County has the 20th most nursing home beds per capita.

[12] Wyoming Women's Foundation, Self-Sufficiency Calculator; [13] County Health Rankings; [14] US Census Bureau, American Fact Finder; [15] US Census Bureau, Quick Facts; [16] Wyoming Department of Health

ALBANY COUNTY

PERFORMANCE

BRC FUNDING	LOCAL MATCH FUNDING	PRIVATE INVESTMENT	JOBS CREATED	BUSINESSES ASSISTED
$47,318,619	$18,201,196	$140,152,172	557	86

BASIC INFRASTRUCTURE

BUSINESS READY ACRES	WATER AND SEWER LINES	BUSINESS ACCESS ROADS	BUSINESS READY BUILDINGS
232	51,083 LINEAR FEET	56,929 LINEAR FEET	177,890 SQUARE FEET

Jobs, private investment and infrastructure data are monitored until project evaluation closeout, which is generally three to five years after construction is complete. Performance data for projects still under evaluation are based on projections.

ALBANY COUNTY	DATE AWARDED	BRC FUNDING	LOCAL MATCH
Pete Lien Phase 2: Well Project Construct and drill a well for the expansion of Pete Lien & Sons lime quarry. ***Jobs: 7; Status: Construction***	2015	$1,459,807	$197,060
Albany County Hospice House The purpose of this project is to enable Albany County Hospice, a much-needed community amenity, to expand and build a new facility. ***Jobs: 16; Status: Evaluation Period***	2014	$1,000,000	3,087,909
Nellie Iles School/ Big Brothers Big Sisters Mentoring Center BBBS programs and services contribute significantly to quality-of-life factors businesses might take into account when considering locating in Laramie. ***Status: Evaluation Period***	2014	$500,000	$832,338
Albany County Events Center Feasibility Study Study the feasibility and need for a county events center. ***Status: Complete***	2014	$25,000	$8,333
Pete Lien Quarry and Lime Plant Roads Construct 9 miles of road for the development of Pete Lien & Sons quarry and lime plant. ***Jobs: 20; Status: Completed***	2007	$3,000,000	$947,380
Facility for Intertech E&E (formerly CBMA) Construct a 14,000 square-foot building in the city-owned Turner Tract Business Park. The building will be used by Intertech E&E, a local technology business. ***Jobs: 27; Status: Complete***	2007	$3,000,000	$300,000
Research Center Manufacturing Facility Building Construct a 50,000 square-foot building to be used for speculative manufacturing space at Laramie Regional Airport. ***Status: Complete***	2007	$1,867,500	$844,015
Sewer Extension Project for Airport Business Park Infrastructure for an estimated 15 parcels of land, some of which will have access to the airfield. ***Jobs: 20; Status: Complete***	2005	$1,467,069	$508,603

LARAMIE	DATE AWARDED	BRC FUNDING	LOCAL MATCH
Empress Lot Redevelopment Construct a 5,000 square-foot mixed use building for the expansion of Big Hollow Food Coop. ***Jobs: 12; Status: Evaluation Period***	2017	$3,000,000	$183,252
HiViz Shooting Solutions Phase II Construct a 20,000 square-foot expansion to be used by Hi-Viz, a Laramie-based firearm accessory manufacturer. ***Jobs: 62; Status: Evaluation Period***	2017	$3,000,000	$361,904
Bright Agrotech (Grant) Construct a 12,150 square-foot building to house Bright Agrotech's headquarters and manufacturing space. ***Jobs: 40; Status: Evaluation Period***	2016	$2,685,750	$675,377
Bright Agrotech (Loan) See Bright Agrotech (Grant). ***Status: Evaluation Period***	2016	$209,250	-
Tungsten Heavy Powder & Parts Construct a 15,500 square-foot manufacturing and office building for Tungsten Heavy Powder & Parts. ***Jobs: 39; Status: Evaluation Period***	2015	$2,935,924	$1,142,723
Underwriters Laboratories Technology Center (Grant) Develop a 2-acre site and construct an 8,000 square-foot technology center for Underwriters Laboratories. ***Jobs: 25; Status: Evaluation Period***	2015	$2,983,879	-

Active Project ***Completed Project***

For more information visit wyomingbusiness.org/brc ▪ Last updated 11.1.18

LARAMIE	DATE AWARDED	BRC FUNDING	LOCAL MATCH
Underwriters Laboratories Technology Center (Loan) See Underwriters Laboratories Technology Center (Grant). ***Status: Evaluation Period***	2015	$391,170	-
Laramie Retail Leakage Analysis/Strategic Plan Quantify the extent of retail sales made outside of Laramie, identify gaps, and plan to expand local sales, establishments, and tax revenue. ***Status: Open***	2015	$50,000	$16,666
HiViz Shooting Solutions Corp. Headquarters (Loan) Attract a business (HIVIZ) to Laramie. The project also positions Laramie to attract other firearms industry-related businesses. ***Status: Evaluation Period***	2013	$518,375	-
HiViz Shooting Solutions Corp. Headquarters (Grant) Completion of the relocation of HiViz Shooting Systems to Laramie. ***Jobs: 29; Status: Complete***	2013	$2,400,000	$762,300
Cirrus Sky Technology Park Create opportunity to grow and recruit technology businesses by providing the build-ready space required for the companies to select Wyoming and Laramie as a place to start-up, expand, and/or relocate. ***Status: Complete***	2013	$5,466,331	$3,033,702
LPCC Electrical System Feasibility Study Evaluate the Laramie Plains Civic Center electrical system so issues with the buildings infrastructure can be identified and fixed. ***Status: Complete***	2013	$16,106	$5,369
Downtown Lighting Loan Project See Downtown Lighting Improvements. ***Status: Completed***	2012	$3,531	$665,134
Downtown Lighting Improvements Enhance the city's downtown and signify to tourists and shoppers that they are in historic downtown Laramie. ***Status: Complete***	2011	$131,431	$690,008
Laramie Trans-Modal Site Refurbish Union Pacific Track 107 and extend to create the South Laramie Trans Modal site. ***Jobs: 5; Status: Completed***	2011	$716,450	$134,659
Basic Beginnings Early Learning Center Construct a 14,000 square-foot building for Basic Beginnings South, a child care business, at a second location. ***Jobs: 29; Status: Complete***	2010	$1,500,000	$656,814
Laramie Regional Airport (LRA) Office Park Development - Phase II Expand infrastructure for the Professional Airpark and Research Center (PARC) to accommodate both aviation and non-aviation-related businesses. ***Status: Complete***	2009	$1,500,000	$316,770
Trihydro Corporate Expansion Construct a 16,000 square-foot office building in the Laramie River Business Park for the expansion of Trihydro Corporation. ***Jobs: 41; Status: Complete***	2008	$1,500,000	$357,058
Downtown Streetscape - Phase II See Downtown Streetscape Phase I. ***Status: Complete***	2006	$244,400	$183,000
WellDog Building - Phase II See Well Dog Building Phase I (below). ***Status: Complete***	2006	$149,337	$417,000
WellDog Building - Phase I Construct a building to lease to WellDog, which was then a quickly expanding technology-based business founded and located in the area. Due to economic downturn, WellDog was unable to fulfill its commitment to occupy the building. ***Status: Complete***	2005	$1,086,000	$240,669
Waste Water Collection Systems Upgrade (UW Convention Center and Holiday Inn) Enables the city of Laramie to handle sewer demands associated with future economic development in the area of the University of Wyoming Conference Center. ***Jobs: 154; Status: Complete***	2005	$1,285,141	663,659
Downtown Streetscape - Phase I Community amenities (both phases): completion of the pedestrian footbridge, construction of the community plaza, demolition and revitalization of the Fox Theater site and installation of historic trains at Depot Park. ***Status: Complete***	2005	$406,250	$653,250
Infrastructure for Turner Tract Office Park Purchase land and construct a facility located in the Turner Tract Area for the expanding technology company CBM Associates. ***Jobs: 31; Status: Complete***	2004	$1,475,920	$316,246

Active Project *Completed Project*

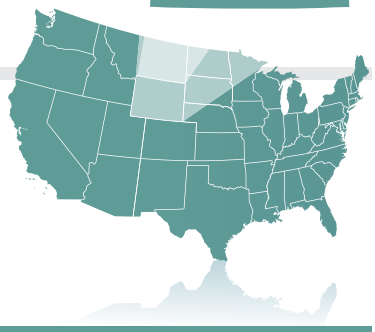
For more information visit wyomingbusiness.org/brc ▪ Last updated 11.1.18

INCREASING **WYOMING'S** PROSPERITY

2016-2026 Strategic Framework for

INCREASING WYOMING'S PROSPERITY

GDP GROWTH **2X**



VISION

- Wyoming's industries are strong, diverse and expanding.
- Small business is a big deal.
- Wyoming is the technology center of the High Plains.
- Communities have the highest quality of life.
- Wyoming knows no boundaries.

STRETCH GOAL

Wyoming will outpace the nation's GDP growth rate by a factor of two.

STRATEGIES

THINK BIG
Industrial Development

- Expand value-added opportunities for at least 3 resource bases
- Increase industrial readiness

THINK SMALL
Business Development

- Grow jobs and profitability of existing businesses with special attention to those that create the highest economic output

THINK NEW
Technology Development

- Wyoming is a technology center of the high plains

THINK LOCAL
Community Development

- Increase livability of communities

THINK GLOBAL
International Development

- Increase investment in Wyoming
- Increase international trade

TARGETS

Think Big

- Increase jobs in advanced industries by 25%
- Increase average earnings per job by 10%

Think Small

- Rank first in number of new business starts per 1,000 employees
- Achieve 1-gigabit-per-second internet service in 75% of municipalities

Think New

- Double number of patents awarded
- Grow technology to be the fourth largest economic sector
- Double SBIR grants awarded
- Increase score on diversity index by 10%

Think Local

- Increase total property and sales tax collections by 35%
- Rank in the top five for well-being
- Increase lodging and tourism related sales tax revenue generated by 35%

Think Global

- Double foreign direct investment in Wyoming
- Increase Wyoming exports by 50%

BUILDING BLOCKS

	KEY INITIATIVES
LEADERSHIP/CIVIC DEVELOPMENT & THE ROLE OF PUBLIC POLICY	Wyoming communities leverage policies and partnerships in an efficient regulatory environment.
INFRASTRUCTURE DEVELOPMENT	Wyoming is connected and business ready.
WORKFORCE DEVELOPMENT	Wyoming's workforce is educated and ready for the future.
QUALITY OF LIFE	Wyoming's communities are destinations where people want to live and work.
ENTREPRENEUR DEVELOPMENT	Wyoming's entrepreneurs innovate, create, and compete in the global market.
EXISTING BUSINESS DEVELOPMENT	Wyoming businesses are growing and thriving.
NEW BUSINESS RECRUITMENT	Wyoming attracts world-class companies through its extensive networks.

Wyoming BUSINESS COUNCIL

WHAT DRIVES US

We communicate and we are a team.

We are flexible, collaborative and get the work done.

We work in an environment of integrity, support and pride.

We make change happen and we are leaders.

SECTION A

ADVISORY COMMITTEES

December 5-6, 2018 · Laramie, Wyoming

Wyoming BUSINESS COUNCIL

Advisory Committees

December 6, 2018

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MARKET DEVELOPMENT

December 6, 2018 · Laramie, Wyoming

Wyoming BUSINESS COUNCIL

National/International Trade and Investment

Current Quarter
FY19Q2 Accomplishments/Goals

1. The Future of Wyoming's Beef Industry
    - 2-4 p.m. Nov. 8 – Perspectives
    - Time TBA, Nov. 16 – Direction and Alignment
    - Dec. 6 – WBC Board meeting (File link)
2. Continued efforts on two large-scale value-added processing facilities. WBC has NDAs for both projects.
3. Hired Andrew Carpenter, international trade manager:
    - Wyoming-Asia Pacific Trade Office
    - STEP program
        - Approximately $190,000 funding for Oct. 1, 2018-Sept. 30, 2019 fiscal year
        - Familiarization of rules
        - Familiarization of reporting process
        - Develop network for assistance/training
        - Revise FY19 plan
        - Plan/schedule trade missions
        - Promote International Market Development Grant opportunities
        - Plan/schedule export-readiness trainings
    - Beef project – Toscana restaurant
4. Wyoming-Asia Pacific Trade Office opened in early September:
    - Taiwan trade mission (first week of October):
        - Beef samples to Toscana restaurant (The Sherwood Hotel, Taipei)
            - Murraymere Farms, Powell
    - Trade mission private business attendees
        - Val Murray – Murraymere Farms, Powell
        - Dave True – True Cattle, Casper
        - Seaton Smith, Forrest Smith – GF Harvest, Powell
        - Chad Brown – Wyoming Malting, Pine Bluffs
            - Met with buyers and importers, visited retailers, gained market intelligence, established networks, visited meat processing plant, met with American Institute of Taiwan, met with U.S. Meat Export Federation, attended U.S. Busines Day conference.
    - Trade mission delegation
        - Gov. Matt Mead
        - Senate President Eli Bebout
        - Sen. Ogden Driskill
        - Reps. Bob Nicholas, David Miller
        - Shawn Reese
        - Brandon Marshall
        - Doug Miyamoto, Wyoming Department of Agriculture
        - Jim Magagna, Wyoming Stock Growers Association
    - Oct. 24, 2018: Introduced new University of Wyoming Vice Provost of Global Affairs Tony Ogden to Chester Chu via video conferencing. Discussed educational and cultural exchange.
        - Team will work on developing a strategy
        - Tony wants to participate in next trade mission to Taiwan
        - Will schedule meeting once Chester's plan to visit Wyoming in January is finalized
        - Andrew Carpenter will start attending UW International Board of Advisers meetings

5. Market Development
    - Coordination/collaboration of resources
        - WBC regional directors
        - Wyoming Economic Development Association
        - Wyoming Business Resource Network
        - Manufacturing-Works
        - Wyoming State Chamber of Commerce
        - Small Business Administration (state and regional offices)
        - Department of Commerce (regional office)
        - Western United States Agricultural Trade Association
        - University of Wyoming
        - Wyoming Department of Agriculture
    - Bi-weekly Market Development Team meetings
    - SalesForce implementation/training
6. SHOT Show preparation (January 2019)

Key Beef-Related Meeting Dates:

- Nov. 8 – The Future of Wyoming's Beef Industry – Perspectives (various presenters hosted by WBC)
- Nov. 16 – Direction and Alignment (hosted by WBC)
- Nov. 20 – 2018 Southeast Wyoming Beef Production Convention, 9:30 a.m.-4:30 p.m., Goshen County Fairgrounds – various topics (WBC presenting on Wyoming-Asia Pacific Trade Office) (hosted by Goshen County Extension)
- Dec. 5-6 – Wyoming Beef Summit, Torrington – hosted by Powell Economic Partnership and Goshen County Economic Development Corporation. Agenda TBA; WBC will be represented
- Dec. 6-7 – Wyoming Stock Growers Association Convention, Casper. Agenda TBA. WSGA and WBC discussing discussion/survey about state-branded criteria (I.e. born and raised vs. born, raised, fed, etc. 100%)
- Dec. 6 – WBC Board meeting

Looking Ahead
FY19Q3 Goals

1. Continued efforts on large processing plants.
2. Continued Wyoming-Asia Pacific Trade Office efforts.
    - Supply of beef to Toscana for Christmas or Chinese New Year's menu
    - Future trade mission planning (STEP)
    - Industry profile/market opportunities reports
    - Continued assistance for Wyoming businesses that went on October trade mission
    - Educational and cultural exchange planning
    - Planning for January visit
3. Finalize four-year action items with ENDOW Sustainable Harvest (as necessary)
4. Continue STEP training/planning/execution
5. Finalize any remaining details in market development program; put plans into action (if haven't already)
6. Successful SHOT Show

Wyoming Products

Current Quarter
FY19Q2 Goals/Accomplishments

1. Migrate Grown in Wyoming website to YourMembership
2. Execute state-branded program enhancement plans
3. Execute web application
4. Begin prep work on 2019 state fair plans: working planning meeting schedule for Dec 19, 2018
5. Continue work with ENDOW Sustainable Harvest Subcommittee

Looking Ahead
FY19Q3 GOALS

1. State Branded Program:
    a. Web application
    b. Member survey
2. Execute 2019 state fair plans
3. Continue work with ENDOW Sustainable Harvest Subcommittee

TECHNOLOGY DEVELOPMENT

December 6, 2018 · Laramie, Wyoming

Wyoming BUSINESS COUNCIL

Broadband Development

DYNAMIC UPDATE

Initiative Summary

Mission

- Enrich lives, enable economic diversification and move Wyoming to a position of leadership in the new digital world by ensuring every citizen and business has access to affordable, reliable, redundant and future-proof broadband.

Vision

- Every Wyoming citizen and every identified business corridor will have the opportunity to access broadband Internet capabilities that exceed standards by no later than 2023

Moonshot

- Leave no Wyoming citizen behind and position every business to compete on a global scale by ensuring they each connect to the rest of the digital world with broadband Internet capabilities that set the standard for all others to follow by 2025.

How We'll Get There

- We will focus on our mission and ensure every time we engage in discussion, the mission is the loudest voice in the room. In partnership with Wyoming incumbent, competitive and Wireless providers, we will focus on the areas that have no service along with continually to enhance those areas that have service. Where the economic model does not make sense for private investment, we will assist in creative approaches to bridge those gaps to ensure our moonshot is realized.

Internal Team

Staff: Russ & Regional Directors

Board: See attached spreadsheet for a listing of the 11 BBAC Board members

Partners and Stakeholders

Attorney General, ENDOW Exec. Council, Governor's Office, UW, BRN, Local partners

Links to Other Initiatives

SEE AGENDA

Immediate Actions/Deliverables

Action/Deliverable	Status	Estimated Date of Completion
Post grant Pre-Application	On track	10/31/2018
Complete Rule making on Defined terms	On Track	December 2018
Mapping Phase 1	On Track	Mid November 2018

What's Next

- Hold first funding round in Q1 2019 timeframe

Continuous Improvement

- Community and Provider outreach

ENDOW Action Needed

- Engage with the Broadband Advisory Council and Broadband Coordinator in identifying state and local policies that are conducive to the development of broadband infrastructure.

Wyoming Broadband Dev. Program — Administrative Procedures
BDPG General Procedures
Pre Application

BUSINESS DEVELOPMENT

December 6, 2018 · Laramie, Wyoming

Wyoming BUSINESS COUNCIL

Business Recruitment

DYNAMIC UPDATE

Highlights and Accomplishments

- ROI Contracted for Prospect Development
- CANWEA Trade Show Recruitment
- Hiring of new Business Recruitment Manager
- Project Genesis RFP

Immediate Actions/Deliverables

Action/Deliverable	Status	Estimated Date of Completion
Network Recruitment Concept Development / Launch	Planning	1/2019
Recruitment Lead Funnel Refinement	On-going	5/2019
Project Cloud Site Visit	Planning	Nov. Or Dec. 2019
Wind Energy Recruitment Follow-up	On-Going	?
SHOT Show Planning	On-Going	1/2019
Recruitment Manager Hiring - Wendy Lopez	Complete	November 2019

What's Next

- Network Recruitment Project – UW Alumni and Foundation Start
- SHOT 2019, January 22-25, 2019 Las Vegas
- Project Cloud In-State Visits
- Continued contact with other projects, Thunder, Pumpkin, Voltage, Industrial, Genesis

Continuous Improvement

- Continued and constant contact with recruitment prospects; continued/more outreach with Local EDO's on recruiting efforts, as well as tying BRE (market development) to recruiting

Board Action Needed

- Continued guidance and collaboration

DYNAMIC UPDATE

Highlights and Accomplishments

- Next Generation Sector Partnerships Communications Team established
- Department of Education becoming more involved in Next Gen efforts
- Next Gen Industry Launches are occurring around the State
- Next Gen Partnership early wins
    - Laramie Co. Bus Tour(s) to Construction & Trade Companies
    - Campbell/Crook/Weston Partnership working with K-12 (adding courses, changing schedules & requirements, etc)
- WY Workforce Development Council (WWDC) Next Gen Committee meeting regularly and discussing Strategic Objectives
    - Obtain and use updated and relevant labor market information to identify trends, identify priorities and drive decision making throughout the workforce development system
- Outdoor Recreation Subcabinet created and meeting regularly
- Aerospace Industry Strategy Initial Discussions taking place

Immediate Actions/Deliverables

Action/Deliverable	Status	Estimated Date of Completion
Laramie Co. Construction/Trades Launch	Complete	8/21/2018
Goshen/Platte/Niobrara Healthcare Launch	Complete	9/10/2018
Campbell/Crook/Weston Financial/Insurance Launch	Complete	9/12/2018
Southwest Regional Manufacturing Launch	Complete	10/4/2018
Park/Big Horn/Washakie/Hot Springs Healthcare Launch	Complete	10/22/2018
WWDC Committee creation of Data Dashboard	Delayed	Spring/Summer 2019

What's Next

- Next Gen Launches
    - Albany Co Manufacturing – January 2019
    - Sheridan/Johnson Manufacturing – Nov 1, 2018
    - Teton/Fremont Healthcare – November 2018
    - Teton/Fremont Technology – January 2019
- Vote at WWDC meeting on Next Gen Facilitator Contract Extension – November 2018
- Work with Higher Education Attainment Task Force on 10-party MOU for data collection
- Continue Aerospace Industry Strategy planning

COMMUNITY DEVELOPMENT

December 6, 2018 · Laramie, Wyoming

Wyoming BUSINESS COUNCIL

Placemaking

DYNAMIC UPDATE

Highlights and Accomplishments

- ROI determined for state
- 11 Trainings
- Desiree Brothe and Katie O'Bryan added to team
- 2019 planning for engaging communities and state fair started
- 18 Projects completed in communities

Immediate Actions/Deliverables

Action/Deliverable	Status	Estimated Date of Completion
2019 plan for community engagement	On-track	12/1/18
2019 Plan for State Fair	On-track	12/1/18
Success Stories booklet	On-track	12/1/18
New application and record keeping	On-track	12/1/18
Updated training	Not started	2/1/19
Develop placemaking webinars	Not started	2/1/19

What's Next

- Best practices manual
- Technical Assistance

Continuous Improvement

- Feedback from communities and regional directors regarding application, process and work to make more efficient
- Better recordkeeping for up-to-date stats easier

Board Action Needed

- Guidance and suggestions

Community Review Process

DYNAMIC UPDATE

Highlights and Accomplishments

- No communities applied for Fall Review, re-working application to meet the needs of communities. Comments that the process was too complicated and funding from community too vague.

Immediate Actions/Deliverables

Action/Deliverable	Status	Estimated Date of Completion
Application complete and out to communities	Delayed	12/1/18
Community selected for spring review	On-track	3/1/19
Ripple Effect Mapping/Asset Mapping	On-track	March/April 2019
Community Review	On-track	April/May 2019

What's Next

- Complete application
- Work with Regional Directors to get word out to Communities

Continuous Improvement

- Feedback form communities regarding application, process and work to make more efficient.

Board Action Needed

- Guidance and suggestions

Housing Toolbox

DYNAMIC UPDATE

Highlights and Accomplishments

- Action planning with Community Builders
- Community Builders Leadership Institute – Lander
- Neighborworks Community Leadership
- WyHoming article published in the Western Rural Development's Rural Connection newsletter

Immediate Actions/Deliverables

Action/Deliverable	Status	Estimated Date of Completion
Planning session with team	On-track	November 2018
Agenda for session	On-track	October 26, 2018
Updated Housing by County and Income Level	On-track	December 15, 2018
State Comparison Report	Not started	January 1, 2019

What's Next

- Action planning session in November with entire team to pull all three planning sessions into one actionable plan. Zoning/ building best practices, education and funding look to be the priorities.

Continuous Improvement

- Bring other key players to the toolbox

Board Action Needed

- Guidance and suggestions

Community Tourism Toolbox

DYNAMIC UPDATE

Highlights and Accomplishments

- Planning meeting with WY Office of Tourism for next quarter goals
- Materials to WDOT for sign brochure

Immediate Actions/Deliverables

Action/Deliverable	Status	Estimated Date of Completion
Sarah Hamlin Google Training plan	On-track	3/1/19
QR Codes/Geofencing best practices	On-track	1/1/19
Sign brochure (WYDOT)	On-track	1/1/19
WBC Tourism Grant	On-track	1/1/19
Develop placemaking webinars	Not started	2/1/19
Develop a process to help screen business success on google/help them get more hits	Not started	3/1/18

What's Next

- Work with Sarah Hamlin for Google Training in Google Destination and Google Trips
- Desiree Brothe (WBC) and Abigail Martin (WOT) – QR Codes/Geofencing Best Practices Sheet
- WOT Resource Guide (Jan2019)
- Sign Brochure – WDOT
- WBC Tourism Grant
- Develop placemaking webinars
- Develop a process to help screen businesses success on google/help them get more hits

Continuous Improvement

- Input from communities

Board Action Needed

- Guidance and suggestions

INDUSTRIAL DEVELOPMENT

December 6, 2018 · Laramie, Wyoming

Wyoming BUSINESS COUNCIL

Business Development and Innovation Zones

DYNAMIC UPDATE

Highlights and Accomplishments

- Pilot Innovation Center planning has begun in Sheridan + Casper, per ENDOW recommendation

Immediate Actions/Deliverables

Action/Deliverable	Status	Estimated Date of Completion
Plan statewide planning kickoff and process	In Progress	4/1/2018

What's Next

- Continued pilot innovation center planning efforts
- Statewide planning efforts for innovation centers, industrial focus zones, regional opportunity areas

Board Action Needed

- Continued guidance and collaboration

Opportunity Zones

DYNAMIC UPDATE

Highlights and Accomplishments

- Draft guidance from IRS issued on October 19, 2018. Public comment is open until January 1, 2019.
- One Wyoming company has started an Opportunity Fund

Immediate Actions/Deliverables

Action/Deliverable	Status	Estimated Date of Completion
Develop interpretation of guidance	Started	11/1/2018
Develop strategy for effective use	Not Started	1/15/2019
Publicize individual zones	Not Started	2/1/2019

What's Next

- Develop strategy for use, implement

Board Action Needed

- Promotion of Opportunity Zones and our strategy when it is developed

Upstream Oil & Gas Diversification

DYNAMIC UPDATE

Highlights and Accomplishments

- ENDOW recommendation to develop strategies and policies to recruit and retain the energy knowledge sector
    - Severance tax incentives for hiring post-secondary educated workers
- UW graduate assistants Cody Worthington and Garrett Dietz developed models that estimate effects of severance tax reductions on revenue given different production growth scenarios

What's Next

- Attend NAPE, industry roundtable

Board Action Needed

- Continued guidance and collaboration
- Help in outreach to O&G execs

Startup Wyoming

DYNAMIC UPDATE

Highlights and Accomplishments

- First round of Kickstart: Wyoming and SBIR matching grants funded within six months of initiative launch
- Vivian Georgalas, our excellent Entrepreneurial Services Coordinator started October 1
- Logo Created
- Website Brainstormed
- Initial planning at Sheridan and Casper Pilot Innovation Center

Immediate Actions/Deliverables

Action/Deliverable	Status	Estimated Date of Completion
Launch Kickstart and SBIR Matching Applications	Complete	10/1/2018
Evaluate Grant Applications	Complete	12/1/2018

What's Next

- Continuous improvement of grant programs
- Statewide Innovation Center planning
- Stand up mentoring, networking, events programs

Continuous Improvement

- Examine contracts, state vendor, rules process and work to make more efficient

Board Action Needed

- Continued guidance and collaboration

SECTION B

BUDGET AND AUDIT COMMITTEE

December 6, 2018 · Cody, Wyoming

Wyoming BUSINESS COUNCIL

WYOMING BUSINESS COUNCIL
FY2019 Comments on Financial Statements
Three months ended September 30, 2018 - UNAUDITED

Budget Summary

- FY2019 is the first of two years in the 2019/2020 biennium which started July 1, 2018.
- General Funds – the % of expenditures and encumbrances ended the quarter at 17% of budget.
- Federal Funds - the % of expenditures and encumbrances ended the quarter at 14% of budget.
- Primary Agency Funds - the % of expenditures and encumbrances ended the quarter at 24% of budget.
- Total Community Development available funds per the Financial Statements as of 09/30/18 are $28.67 million.
- The Business Ready Community Program has $17.25 million in projects approved by WBC board and SLIB but not yet encumbered; as those grants agreements become effective, they will be encumbered. The funds available for BRC projects is $43.55 million.

Cash Balances

- Economic Development fund has $32.70 million in cash after obligations; year-to-date receipts total $91,178 which is comprised of principal and interest payments received on loans and investment income earned through the State Treasurer's office on the cash in the fund.
- Rural Rehabilitation fund has $4.46 million in cash after obligations and year to date receipts of $19 thousand in investment income earned through the State Treasurer's office on the cash in the fund.

Loans Receivable

- Total loans outstanding net of allowances, are $26.66 million as of 09/30/18; total principal and interest received since 7/1/2018 is $181 thousand.

Governor's Office Funds

- The total cash balance in the petroleum violation escrow funds is $3.72 million.

Budgeted Expenditures

- Grants make up 76% of the budget, followed by personal services which make up 10% of the budget.

Line Item Expenditure Summary

- Professional Services ended the quarter at 78% of the budget due to an encumbrance for a contract with the University of Wyoming for the fiscal year of about $2.5 million.

WYOMING BUSINESS COUNCIL

Financial Update

BUDGET SUMMARY - ALL FUNDS (BFY 19/20 appropriation)

FY 2019 - year to date for the period:	07/01/18 - 09/30/2018				OPTIMUM >>> 25%
PROGRAM BUDGET SUMMARY	BUDGETED	EXPENDED	ENCUMBERED	BALANCE	% EXPENDED & ENCUMBERED /BUDGETED
General Funds					
Business Development	$4,911,895	$364,209	$2,888,748	$1,658,938	66%
Strategic Initiatives	$359,823	$66,344	$0	$293,479	18%
Regional Offices	$808,510	$196,511	$2,250	$609,749	25%
Community Development	$492,987	$87,151	$0	$405,836	18%
Business Ready Communities	$31,686,414	$102,610	$2,458,355	$29,125,449	8%
Main Street	$411,079	$49,007	$68,648	$293,424	29%
Executive & Board of Directors	$850,072	$325,699	$98,864	$425,509	50%
Performance & Planning	$612,359	$60,888	$0	$551,471	10%
Communications & Marketing	$414,916	$89,710	$0	$325,206	22%
Human Resources	$227,387	$53,544	$0	$173,843	24%
Finance & Administration	$583,893	$105,032	$33,000	$445,861	24%
	$41,359,335	**$1,500,704**	**$5,549,864**	**$34,308,766**	**17%**
Federal Funds					
CDBG Program	$838,979	$22,382	$82,000	$734,596	12%
State Energy Repurposed ARRA funds	$0	$0	$0	$0	N/A
State Energy Conservation Program	$339,750	$26,833	$31,935	$280,982	17%
State Trade and Export Program (STEP)	$166,968	$8,812	$14,607	$143,548	14%
	$1,345,696	**$58,027**	**$128,543**	**$1,159,126**	**14%**

Primary Agency Funds (See Terms on back for descriptions)						Avail. Cash Balance	Year-to-date Receipts
Economic Loan Development and Large Projects (fund 039)	$570,438	$207,200	$0	$363,238	36%	$32,695,596	$91,178
Wyoming Business Council (fund 085)	$50,000	$1,017	$0	$48,983	2%	$261,742	$4,396
Rural Rehabilitation (fund 499)	$281,509	$9,134	$0	$272,375	3%	$4,464,590	$18,045
	$901,947	**$217,351**	**$0**	**$684,596**	**24%**		
TOTAL	**$43,606,978**	**$1,776,083**	**$5,678,407**	**$36,152,488**	**17%**		

FY2019 BALANCES

Loans Receivable Balances as of 9/30/18	Net Balance
Economic Disaster loans	$6,666,504
Bridge loans	$629,140
Mainstreet loans	$17,444
Amendment IV loans	$76,490
Natural Gas Infrastructure loans	$227,869
WyoTech loan	$4,900,000
BRC loans	$12,182,113
ARRA SEP loans	$815,241
Unallocated allowance	($74,570)
TOTAL	**$25,440,281**

Governor's Office Funds = $3,721,838
Petroleum Violation Escrows

Business Ready Community program has **$17.25 million** in projects approved but not encumbered, and **$43.55 million** in available funds.

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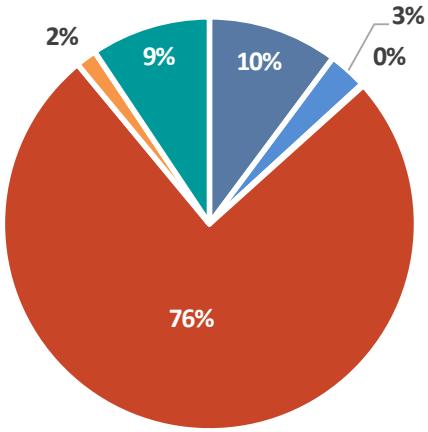
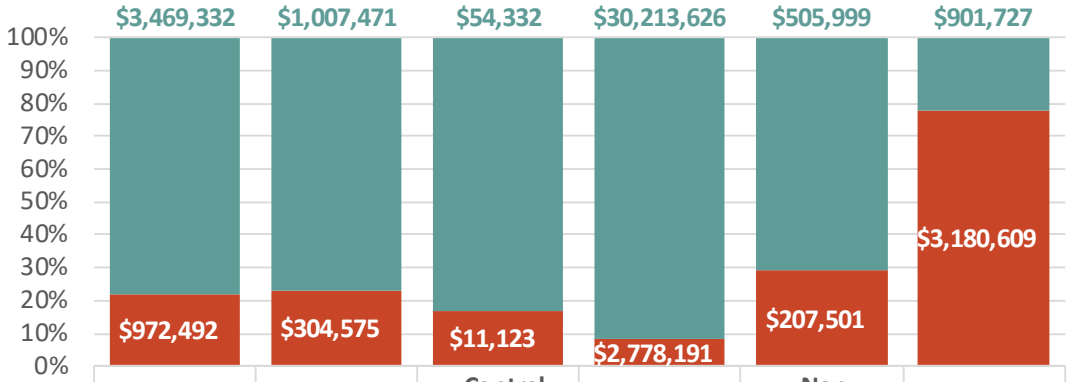
Wyoming BUSINESS COUNCIL

Learn more about Wyoming Business Council Financials at **wyomingbusiness.org/boardbook.**

BUDGETED EXPENDITURES BY FUNDING SOURCE



LINE ITEM EXPENDITURE SUMMARY



	Personal services	Support services	Central data services	Grants	Non-operating expenses	Professional services
Balance	$3,469,332	$1,007,471	$54,332	$30,213,626	$505,999	$901,727
Budget Used to Date	$972,492	$304,575	$11,123	$2,778,191	$207,501	$3,180,609

TERMS

Budgeted - Year one of two in the biennium budget

Encumbered - Funds are committed for a specific purpose

Expended - Funds have been spent

Federal Fund - Department of Energy, Housing and Urban Development, Commerce Funds

General Fund - Appropriated by the Wyoming Legislature on a biennium budget

Agency Funds - Special revenue funds that carry forward year to year

- 039 **Challenge Loan** - Economic Development Loans
- 085 **Shared with Tourism** - selling Wyoming First Program and Tourism sales
- 499 **Rural Rehab** - Farm Home Administration Funding for rural development

LOANS

ARRA SEP loans - for energy efficiency projects

BRC Loans - from BRC to a public entity

Amendment IV Loans - Pre-Challenge Loan Program

Bridge Loans - Participation w/ bank

Economic Development Loans - for industry disasters (excl. natural disasters)

Main Street Loans - Participation w/ bank

Natural Gas Infrastructure - for Natural Gas Fueling Stations

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Wyoming BUSINESS COUNCIL

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SECTION C

BUSINESS CONTRACT AND LOAN COMMITTEE

December 5-6, 2018 · Laramie, Wyoming

Wyoming BUSINESS COUNCIL

AGENDA ITEMS

December 6, 2018

Business Contract and Loan Committee:

C-5 Quarterly Board Report

C-7 Westward Development Loan

BUSINESS COUNCIL
214 W. 15th Street
Cheyenne, WY 82002
Tel: (307) 777-2800 Fax: (307) 777-2838
www.wyomingbusiness.org

Memorandum

To: Wyoming Business Council Board of Directors
From: Josh Keefe
Subject: Challenge Loan Reporting Requirements
Date: December 6, 2018

1. **Past Due Report.** Challenge Loan Policy requires quarterly reporting of all loans 30 days or more past due.

    - There was one loan past due on September 30, 2018 for Weber Ag, LLC. This loan was originated in July of 2017 as part of the Economic Disaster Loan declaration for the Wyoming Sugar Company. Lender has been in contact with borrower both electronically and via telephone. Mr. Weber has stated he will be selling his Wyoming Sugar stock, liquidating real estate and has pledged to pay money towards his WBC loan by the end of the year. The amount past due is $7,021.81. I will continue to communicate with borrower and work to collect the amount due. The WBC Board of Directors did fully allocate the principal amount of the note ($484,950.00) at the last board meeting.

2. **Loan Loss Reserve Analysis.** Challenge Loan Policy requires a review of all loans that are delinquent (over 30 days past due) and a specific reserve will be allocated if the review warrants. There will be an additional unallocated reserve of one-half of one percent of the total portfolio balance.

    - The unallocated reserve is adequate with a balance of $1,267,054. The allocation includes a 10% loan loss reserve for the Economic Disaster Loans originated, plus 0.5% of the total loan portfolio.
    - There are no other identified credits that are not past due but could present collection problems in the future.
    - The resulting available fund balance in the Economic Development Fund is **$32,695,596**.

3. **Charge off balances.**

    - None to report.

Staff Recommendation: Staff recommends acceptance of this report.

Credit Memorandum

Applicant:	**Jonah Bank of Wyoming**	**Client:**	**Westward Developments LLC**
	205 Storey Boulevard		**822 W 23rd Street**
	Cheyenne, WY 82009		**Cheyenne, WY 82001**
Date:	**November 16, 2018**		
Purpose:	**Construction of warehouse/office space to be leased to Warehouse Twenty-One**		

Proposal:

Jonah Bank of Wyoming (JBW) has requested the Wyoming Business Council (WBC) to participate under the "Bridge Loan Participation" provision of the Wyoming Partnership Challenge Loan program to provide a term loan to Westward Developments LLC. The proposed loan would be used to construct a warehouse with office space to be leased to Warehouse Twenty-One (WH21). The loan proposes a twelve-month construction period. The WBC would distribute our participation at the completion of the construction phase for no more than 35% of the final cost. The project has two components with a loan attached to each. The site is being cleared with construction on the north half of the site. The south half will be improved, marketed, and sold. The WBC will only be participating in the construction part of the project.

Total Project	**$2,319,000**
Total Loan(s)	**#1 – $1,896,000** **Bank Portion - $ 1,232,400** **WBC Portion - $ 663,600**
Amount Refinanced:	**$0**
Collateral:	**1st REM on site located at 714 W 20th Street in Cheyenne, WY**
Fee:	**$6,636.00 (1%)**
Interest Rate:	**4% fixed for the first five years, then increases to match the bank note thereafter**
Blended Interest Rate:	**5.24%**
Loan to Value (LTV):	**80%**
Loan Term:	**10 Years**
Amortization:	**20 Years**
Repayment:	**Monthly**
Guarantors:	**Warehouse Twenty-One, Dave Teubner, Dean Dexter**

Project:

Westward Developments LLC is the real estate holding company for WH21 and both are owned by Dave Teubner and Dean Dexter. Dean semi-retired at the end of October, but will continue to be an active member of Westward Developments and WH21. WH21 was formed in 2007 and has grown to be one of the premier marketing/advertising firms in the region. Westward Developments acquired the subject property in 2016 and is in the heart of the "West Edge" of Cheyenne. This area has become one of the focal points of economic revitalization/development in Cheyenne. This will help the company work closer together as they have multiple locations around Cheyenne.

GHPhipps Construction Companies will be the general contractor for the project. GHPhipps has many years of experience in construction management. This experience helps to mitigate risk of cost overruns associated with any construction project. The building will be approximately 8,080 square feet and will be a pre-engineered metal building structure with metal panels and roofing. The project will also include an asphalt parking and loading dock.

Cash Flow:

Based on financials obtained from the borrower and guarantor, WH21 has the capacity to fulfill the lease payment with the proposed and existing debt service due to Jonah Bank. The proposed project will cash flow at 1.10x. This is also a worst-case scenario. With the WBC's participation, this coverage ratio increases to 1.13x. Once the south half of the site is sold, the debt coverage will also increase. There has been some interest in this parcel already. With the WBC's participation, the borrower has an annual debt service savings of $7,854.05.

Bank Risk Rating:

The loan is presented as a pass credit and has been approved by the officer loan committee at Jonah Bank. The loan has adequate cash flow, sufficient collateral, and guarantor support.

Recommendation:

Staff recommends approval from the Wyoming Business Council's Board of Directors to participate in the amount of $663,600 (six hundred sixty-three thousand six hundred dollars and 00/100 cents) as presented in this Credit Memorandum. This participation will be with Jonah Bank of Wyoming in Cheyenne as the lead bank. The loan recipient will be Westward Developments LLC.

Respectfully submitted,

Joshua S. Keefe

Economic Development Finance Manager

Attachment 1

- **Applicable Statute**

Attachment 1

§ 9-12-304. **Criteria for loans.**

Any business may apply to the council for bridge financing as defined in W.S. 9-12-301(a) (vi). "Bridge financing" means a provision of financing for that portion of the total project cost which is calculated by subtracting from the total project cost the sum of ownership debt and equity. The Council shall not consider a proposal in which the bridge financing component exceeds thirty-five percent (35%) of the total project cost or one million dollars (1,000,000) whichever is less; and the business does not contribute more than fifteen percent (15%) of the total project cost. The financing is intended to be a participation with a commercial lender with the lender and state sharing a proportionate first lien position on all collateral. In the event of a default the lender will restructure, or proceed with the appropriate legal remedy with proceeds received to be shared proportionately with the state;

SECTION D

COMMUNITY GRANT AND LOAN COMMITTEE

Dec. 5-6, 2018 · Laramie, Wyoming

Wyoming BUSINESS COUNCIL

Community Grant and Loan Committee

Report and Recommendations to the Wyoming Business Council

Dec. 6, 2018

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BUSINESS COUNCIL

MEMORANDUM

TO: **WBC Board of Directors**

FROM: **Julie Kozlowski, Community Development Director**

DATE: **December 6, 2018**

RE: **Community Development Block Grant (CDBG) Project Recommendations**

The State of Wyoming anticipates an award of approximately $3.1 million this funding cycle from the U.S. Department of Housing and Urban Development, Community Development Block Grant (CDBG) program The funding is available to Wyoming cities, towns and counties excluding Cheyenne as they receive their own CDBG allocation

Projects must meet a national objective:

- Benefit to low- to moderate-income clientele
- Elimination of Slum or Blight
- Urgent Threat

Projects must also be considered an eligible activity under CDBG rules.

To determine eligibility staff reviews a pre-qualification form submitted by applicants early in the program year If the project meets the program guidelines, applicants are notified the project is eligible and they are approved to submit an application by the deadline (this year, June 1st) Complete applications are reviewed, a site visit is conducted and that process results in the recommendations (attached) for your consideration. ‘

Ten applications were received June 1, 2018 and totaled $3,793,817 Four applications were withdrawn.

Staff recommends funding for the following projects:

Albany County (Rock River Building Demolition) **$250,000**

Funds will be used to demolish and dispose of a building located between two privately owned residences The building is in despair It is a significant fire hazard and poses a danger to people, buildings and property within the vicinity Rock River purchased the building from an absentee owner.

Basin Eagles Building **$280,000**

Funds will be used to demolish and clear a blighted building in downtown Basin. The building, previously the Eagles Hall, is collapsing onto the sidewalk and into the adjacent street posing a health and safety risk.

Fort Laramie Water and Sewer Improvements **$500,000**

Funds will be used for phase 3 sanitary sewer and water improvements. The project will continue the process of removing and replacing the sanitary sewer and water distribution pipelines and associated appurtenances. The majority of the town's sewer and water pipelines are outdated, deteriorated and are increasingly becoming maintenance issues as well as a health and safety concern.

Sheridan County (COMPASS Center) **$500,000**

Funds will be used to remodel an existing building that will allow Compass Center for Families the necessary room to safely accommodate the needs of high-risk families in Sheridan County.

Torrington Water System Improvements **$420,176**

Funds will be used to replace aging water infrastructure. This project will provide enhanced fire protection, modernized fire hydrants, rehabilitation of water mains and water service line improvements. This project is combined with a previous CDBG grant on the West C Street Water Improvements project.

Yoder Water Storage and Distribution Improvements **$500,000**

Funds will be used to replace two water storage tanks and to upgrade and extend the water distribution system. The project will address fire protection and increased water pressure and flows.

TOTAL **$2,450,176**

If these projects are funded as staff has recommended there will be an approximate balance of $650,000 which will be used for administration, and repayment of CDBG planning dollars required as a result of the 2016 HUD audit.

Additionally, as the exact amount of the award is not yet known, staff may have to make small adjustments in awards but they will not exceed the application/board approved amounts.

Wyoming BUSINESS COUNCIL

Business Ready Community Grant and Loan Program

ALBANY COUNTY

$250,000 Community Development Block Grant

Rock River Building Demolition

Staff Recommendation:
Fund as requested

	Albany County - Eppson Center for Seniors			
Purpose	Albany County requests $500,000 CDBG funds to support improvements and renovations for the community senior center. The Eppson Center for Seniors has been providing services since 1973. The renovations will focus on: 1. To add additional space in the Eppson Center existing building 2. repair and replace the priortized parts of the infrastructure to assure the building's suitability for the foreseeable future.			
Objectives	National Objective	Benefit to low and moderate income persons		
	Eligible Activity	Suitable Living Environment		
Project Budget	**Projected Grant Expenditure Schedule**			
	Description	**CDBG**	**Match**	**Total**
		$ 500,000	$ 75,000	$ 575,000
Performance Measures	**Measure**		**Quantity**	**Notes**
	Addition construction (NW corner)		1,227 sq. ft.	Estimated cost - $304,296
	Addition construction (NE corner)		192 sq. ft.	Estimated cost - $47,616
Project Benefits	Patrons		1,677	
	Low-Moderate Income individuals		1,531	93.1% LMI benefit
	Sustained Jobs		31	

TOWN OF BASIN

$280,000 Community Development Block Grant

Eagle Hall Demolition

Business Ready Community Grant and Loan Program

Staff Recommendation:
Fund as requested

	Basin Eagles Building Demolition				
Purpose	The town of Basin is requesting $280,000 to demolish the blighted Basin Eagles building in downtown. The building poses a public safety hazard to pedestrians and vehicles traveling on the northside of the building. This street is also where the fire department is located so having the street unimpeded is vital. Collapse of the north wall of the building is immenent and if left unattend will create a public mess in downtown Basin. The lot that the building currently sits would be turned into a parking lot and would serve as the place to hold a farmer's market.				
Objectives	National Objective	Elimination of slum and blight - Spot Basis			
	Eligible Activity	Economic Opportunity			
Project Budget	**Projected Grant Expenditure Schedule**				
	Description	**CDBG**	**Match**		**Total**
			Cash	In-Kind	
	Total Project Cost	$ 280,000	$ 20,000	$ 70,000	$ 370,000
	Measure		**Quantity**	**Notes**	
Performance Measures	Additional Investment		$20,000	Grand Aerie (Eagles) Match	
Project Infrastructure	Building Demolition		2-story building	9,654 square feet with an additional 1,794 square feet of unfinished basement	
Project Benefits	Road Access Improved			Access would open up on C Street and 4th	
	Potential Asbestos Abatement		9,654	Entire building	
	Remediation of a Safety Hazard		1,293	Population of Basin	
	Vacant Lot Space			Use for community oriented projects;	

Wyoming BUSINESS COUNCIL

Business Ready Community Grant and Loan Program

TOWN OF FORT LARAMIE

$500,000 Community Development Block Grant

Water and Sewer Improvements

Staff Recommendation:
Fund as requested

	Ft. Laramie Sewer/Water Lines Replacement Project Phase III			
Purpose	The town of Fort Laramie requests $500,000 CDBG funds for phase 3 sanitary sewer and water improvements. Phase 3 is a continuation to improve the town's sanitary sewer collection and water distribution pipeline infrastructure. The project will continue the process of removing and replacing the sanitary sewer and water distribution pipelines and associated appurtences in Miles Avenue, Bliss Street, Laramie Avenue, Otis Street, and the remaining locations in town. The majority of the town's sewer and water pipelines are outdated and deteriorated and are increasingly becoming maintenance issues as well as a health and safety concern.			
Objectives	National Objective	Benefit to low and moderate income persons		
	Eligible Activity	Suitable Living Environment		
Project Budget	**Projected Grant Expenditure Schedule**			
	Description	**CDBG**	**Match**	**Total**
	Total Project Cost	$ 500,000	$ 956,532	$ 1,456,532
Performance Measures	**Measure**		**Quantity**	**Notes**
	Additional Investment		$956,532	$400,000 - SLIB $556,532 - USDA-RD
Public Beneficiaries	Low - Moderate Income Percentage		71%	
Project Infrastructure	Pipeline		2,800	Pipe installation - linear feet
	Wellhead Water Meter(s)		2	Installed

Wyoming BUSINESS COUNCIL

SHERIDAN COUNTY

$500,000 Community Development Block Grant

Building Remodel for COMPASS Center

Business Ready Community Grant and Loan Program

Staff Recommendation:
Fund as requested

	Sheridan County - Compass Center for Families			
Purpose	Sheridan County requests $500,000 to remodel an existing building that will allow Compass Center for Families the necessary room to safely accommodate the needs of high risk families in Sheridan County. The services that Compass provides include: Court Appointed Special Advocates (CASA); Supervised Visitation and custodial exchanges; Parent Liasons - in partnership with Sheridan County School District #2; Shared Parenting Mediation; Parent Education; High Fidelity Wraparound Services. The current location is no longer suitable and the demands for services far exceed the capacity to serve.			
Objectives	National Objective	Benefit to low and moderate income persons		
	Eligible Activity	Suitable Living Environment		
Project Budget	**Projected Grant Expenditure Schedule**			
	Description	**CDBG**	**Match**	**Total**
	Total Project Cost	$ 500,000	$ -	$ 500,000
Performance Measures	**Measure**		**Quantity**	**Notes**
	Continued support of Sheridan and Johnson County Families in need			
Project Infrastructure	New Construction		approx. 2,300 sq. ft	Donated Building
	Additional Investment		$436,910	Donations
Project Beneficiaries	CASA Children (2017)		147	
	CASA Cases (2017)		84	
	Child visits (2017)		135	
	Family visits (2017)		83	
	Number of visits (2017)		1226	
	Hours of visits (2017)		2207	
	Volunteer hours (2017)		2515	

CITY OF TORRINGTON

$420,176 Community Development Block Grant

Water System Improvements

Business Ready Community Grant and Loan Program

Staff Recommendation:
Fund as requested

	City of Torrington - Water System Improvements			
Purpose	The city of Torrington requests $420,176 CDBG funds to replace an aging water infrastructure. This project will provide enhanced fire protection, modernized fire hydrants, rehabilitation of water mains and water service line improvements. This project is combined with a previous CDBG grant on the West C Street Water Improvements project.			
Objectives	National Objective	Benefit to low and moderate income persons		
	Eligible Activity	Suitable Living Environment		
Project Budget	**Projected Grant Expenditure Schedule**			
	Description	**CDBG**	**Match**	**Total**
		$ 420,176	$ 105,044	$ 525,220
Performance Measures	**Measure**		**Quantity**	**Notes**
	Additional Investment		$105,044	City of Torrington
Project Benefits	Households affected		17	Approximately 40 residents
	Average family size		2.34	
	Low - Moderate Income Percentage		56%	
Project Infrastructure	Pipe - 8" PVC		450 LF	

Wyoming BUSINESS COUNCIL

TOWN OF YODER

$500,000 Community Development Block Grant

Water Storage and Distribution Improvements

Business Ready Community Grant and Loan Program

Staff Recommendation:
Fund as requested

	Yoder Water Storage & Distribution System Extension			
Purpose	The town of Yoder requests $500,000 for the immediate need to replace the water storage tank and upgrade and extend their water distribution system. A single appropriately sized elevated water storage tank would replace both existing storage tanks. In addition, water distribution mains would be installed at the south end of town to complete loops for water quality and redundancy while at the same time completing a necessary expansion of the system to serviceable and developable areas of town. The project will address fire protection and increased water pressure and flows. Yoder currently has two water storage tanks that serve its residents and Southeast School.			
Objectives	National Objective	Benefit to low and moderate income persons		
	Eligible Activity	Suitable Living Environment		
Project Budget	**Projected Grant Expenditure Schedule**			
	Description	**CDBG**	**Match**	**Total**
	Total Project Cost	$ 500,000	$ 899,063	$ 1,399,063
Performance Measures	**Measure**		**Quantity**	**Notes**
	Households assisted		68	Provides improved water flow, reliability and fire protection
	Additional Investment		$899,063	
Project Infrastructure	Water		150,000 gallons 28 LF	Elevated water storage tank 6" and 8' PVC waterline
Project Beneficiaries	Town of Yoder Southeast Schools (K-12)		151 330	Town residents, as well as, school students and staff will benefit from water improvements.
	Low - Moderate Income Percentage		66%	

BUSINESS READY COMMUNITY OVERVIEW

BRC Application and Program Summary

BRC Applications Received September 1, 2018					
Applicant	Project	Type	Request	Staff Recommendation	Page Number
Town of Alpine	Melvin Brewing	Business Committed-grant	$ 3,000,000	$ 2,047,784	D-15
Town of Guernsey	Bunning Transfer Rail Spur Expansion	Business Committed-grant	$ 717,792	$ 717,792	D-19
Sheridan Econ.& Educ.Dev.Authority	Kennon Products	Business Committed-grant	$ 2,850,000	$ 2,850,000	D-23
Sheridan Econ.& Educ.Dev.Authority	Kennon Products	Business Committed-loan	$ 1,510,761	$ 1,510,761	D-23
Campbell County Public Land Board	CAM-PLEX Renovations	Comm.Dev.- Readiness	$ 3,000,000	$ -	D-29
Town of Glenrock	Trail Improvements	Comm. Dev.- Enhancement	$ 72,688	$ 72,688	D-33
Town of Pinedale	Events and Recreation Improvements	Comm.Dev. - Enhancement	$ 179,062	$ 179,062	D-35
Total Requests			$ 11,330,303	$ 7,378,087	

Awards are contingent on the satisfactory execution and administration of previous grants or loans by an applicant Other contingencies, if any, are defined in the project descriptions The office of the Attorney General conducts a review of applications that are Business Committed, that have a loan component, or any extenuating circumstances.

Allocation Plan Discussion:

The entire BRC fund balance is $28,656,649 A total of $3,100,944 has been received this fiscal year in loan payments and de-obligations Guidance to staff in May 2016 was to add the loan payments and de-obligations annually (at the end of the fiscal year).

Staff discussed with the Grant and Loan Committee on November 6th The Committee recommended to the WBC Board that all available funds be included each quarter as opposed to once at the end of the fiscal year This is easily done by staff.

Staff is providing the following four options for consideration: *(Continued on next page)*

Options:

Option 1: Adhere to plan and the board could recommend the two enhancement projects for funding but there would be no funding for other projects.

BRC Project Types	Base Quarterly Allocation	% of Allocation	Carry Forward from Pervious Quarter	Recommendations - Enhancement Only	Total Available
Business Committed	$ 2,297,264	45%	$ (2,018,605)	$ -	$ 278,659
Community Development	$ 2,756,716	54%	$ (2,756,716)	$ 251,750	$ (251,750)
Planning	$ 51,050	1%	$ (51,050)	$ -	$ -
	$ 5,105,030	100%	$ (4,826,371)	$ 251,750	$ 26,909

Option 2: Allocate over 7 quarters without the $3,100,944.

BRC Project Types	Base Quarterly Allocation	% of Allocation	Carry Forward from Pervious Quarter	Staff Recommendations	Total Available
Business Committed	$ 1,842,213	45%	$ -	$ 7,126,337	$ (3,284,280)
Community Development	$ 2,210,565	54%	$ -	$ 251,750	$ -
Planning	$ 40,938	1%	$ -	$ -	$ -
	$ 4,093,716	100%	$ -	$ 7,378,087	$ (3,284,280)

Option 3: Revise the allocation plan to include loan payments and de-obligations received this fiscal year in the amount of $3,100,944 and redistribute the funding over the remaining seven quarters.

BRC Project Types	Base Quarterly Allocation	% of Allocation	Carry Forward from Pervious Quarter	Staff Recommendations	Total Available
Business Committed	$ 2,041,560	45%	$ -	$ 7,126,337	$ (2,841,288)
Community Development	$ 2,449,871	54%	$ -	$ 251,750	$ -
Planning	$ 45,368	1%	$ -	$ -	$ -
	$ 4,536,799	100%	$ -	$ 7,378,087	$ (2,841,288)

Option 4: Consider total funding available including loan payments and de-obligations received this fiscal year and not by quarter

BRC Project Types	Total Annual Funds Available at Beginning of Quarter	% of Allocation	Carry Forward from Pervious Quarter	Staff Recommendations	Total Available
Business Committed	$ 14,290,917	45%	$ -	$ 7,126,337	$ 7,164,580
Community Readiness	$ 17,149,100	54%	$ -	$ 251,750	$ 16,897,350
Planning	$ 317,576	1%	$ -	$ -	$ 317,576
	$ 31,757,593	100%	$ -	$ 7,378,087	$ 24,379,506

The Community Grant and Loan Sub-Committee recommends continuing with the Allocation Plan and suggests Option 3.

MELVIN BREWING

Business Ready Community Grant and Loan Program

TOWN OF ALPINE

PRE-TREATMENT FACILITY/ BREWERY EXPANSION

$3,000,000 Brewery Waste Pre-treatment System/ Brewery Expansion for Packaging and Shipping

Staff Recommendation: Partially Fund

Project Description

The town of Alpine requests $3,000,000 in Business Ready Community (BRC) Business Committed grant funds for a brewery waste pre-treatment system/facility and expansion of the existing Melvin Brewing Company facility. Melvin needs a brewery waste pre-treatment facility due to increasing volumes of wastewater with high concentrations of organic materials and solids, resulting in a nearly twenty-fold increase in the volume of residual waste solids generated by Melvin in their brewing operations. Alpine's water treatment facility is unable to handle the large volume of solids and has been forced to haul the sludge to Afton. Transportation costs are averaging $20,000 per month. The pre-treatment facility will reduce the strength of the wastewater discharged to the Alpine treatment facility to concentration levels below conventional residential waste.

In addition, a 23,000 square-foot expansion will focus on packaging, shipping and office space. The current 20,000 square-foot facility is being overtaken by production equipment, materials storage and finished products. The expansion will also free space to expand kitchen facilities and tasting room space to allow the Melvin facility to grow into a brew pub. The Melvin tasting room has grown to be one of the most popular attractions in Alpine.

The Business

Melvin Brewing Company, a craft brewing operation, started in Jackson in 2009. Jeremy Tofte started brewing Melvin beer in the back of his restaurant, Thai Me Up. Melvin found competition success in 2012-2014, which drove regional and national demand for Melvin beer. Melvin commenced operations in Alpine in 2015 with assistance from the town of Alpine and the Wyoming Business Council The first grant to Alpine resulted in a 20,000 square-foot brewing facility. Melvin shipped their first product in January 2016 and have since grown to the largest craft brewery in Wyoming. In 2017, shipments grew 150% year-over-year to 20,000 barrels, a major milestone in a competitive market. Melvin has won many awards including the 2017 Brewery Group of the Year and Great American Beer Festival's 2015 Brewpub and Brewpub Brewer of the Year.

Project Goals and Public Benefits

Project Goals include:

- Reduce residual solids volumes associated with brewery operations by a factor of five or greater.
- Create 30-35 full-time jobs with above median wage and benefit packages.
- Generate payrolls in excess of $2.5 million annually by 2023.
- Grow Melvin production to more than 80,000 annual barrels.

Public benefits include:

- Recruit underemployed locals and relocate skilled workforce to Alpine.
- Significant reduction in cost to manage residual solids coming from Melvin.
- Eliminate the need to haul waste to Afton, therefore freeing up approximately $20,000 per month.
- Increased exports, increasing the Wyoming GDP.
- Continued growth of the local economy.

Lease and Revenue Recapture

Melvin will pay a triple-net lease on both facilities. They currently have a lease with the town of Alpine on their facility. A new lease will be executed with the option to purchase after ten years. The lease payments will be split, 75% to the Alpine economic development fund and 25% ($925,216) recaptured to the Business Ready Community program fund.

Attorney General Opinion

Pending

Sources		
BRC amount	$	3,000,000
Cash Match	$	1,820,294
Total eligible project cost	**$**	**4,820,294**
BRC % of total eligible project costs		62%
Local % of total eligible project costs		38%
Uses		
Non-Construction Costs		
Architectural and Engineering fees	$	285,433
Other fees (surveys, tests, etc.)	$	5,000
Project inspection fees	$	62,000
Construction Costs		
Site work	$	201,216
Building Components:		
Electrical Systems	$	297,505
Mechanical, plumbing, HVAC systems	$	599,696
Landscaping	$	24,892
Foundation and/or Structural Framing system	$	1,317,812
Interior Finishes	$	202,965
Miscellaneous/Other (Pre-Treatment and Start-Up)	$	1,560,007
Contingencies (6%)	$	263,768
Total Uses	**$**	**4,820,294**

Staff Recommendation

Staff recommends funding the pre-treatment facility at a cost of $2,047,784. Staff believes the pre-treatment facility solves an unforeseen issue from the original grant award in 2015. The pre-treatment facility will eliminate the need to haul waste to Afton, freeing up capital Melvin can use in financing their expansion privately Staff suggests the project be funded in the Community Development – Readiness category. The pre-treatment facility will not necessarily result in job creation.

Project Overview

	Town of Alpine			
Purpose	The town of Alpine is requesting $3,000,000 Business Ready Community (BRC) Business Committed grant funds for a brewery waste pre-treatment system/facility and expansion of the existing facility at Melvin Brewing Company.			
Project Budget	**Projected Grant Expenditure Schedule**			
	Description	**BRC**	**Cash Match**	**Total**
			Cash	
	Non-Construction Costs	$ 219,343	$ 133,090	$ 352,433
	Construction Costs	$ 2,780,657	$ 1,687,204	$ 4,467,861
	Total Project Cost	$ 3,000,000	$ 1,820,294	$ 4,820,294
	Percentage BRC of all cash:		**62%**	
Performance Measures	**Measure**		**Quantity**	
	Businesses Assisted		1	
	Revenue Recapture		$ 925,216	
	County Median Wage		$ 29,700	
	Median Wage of Jobs Created		$ 42,400	
	Jobs to be Created (Years 1-5)		33-35	
	Jobs to be Retained		40	
	Additional Investment		$5.5 million	
Project Infrastructure	Acres Developed		6 acres	
	New Building Construction		23000 sq. ft.	

Business Ready Community Grant and Loan Program

TOWN OF GUERNSEY

GUERNSEY RAIL SPUR EXPANSION

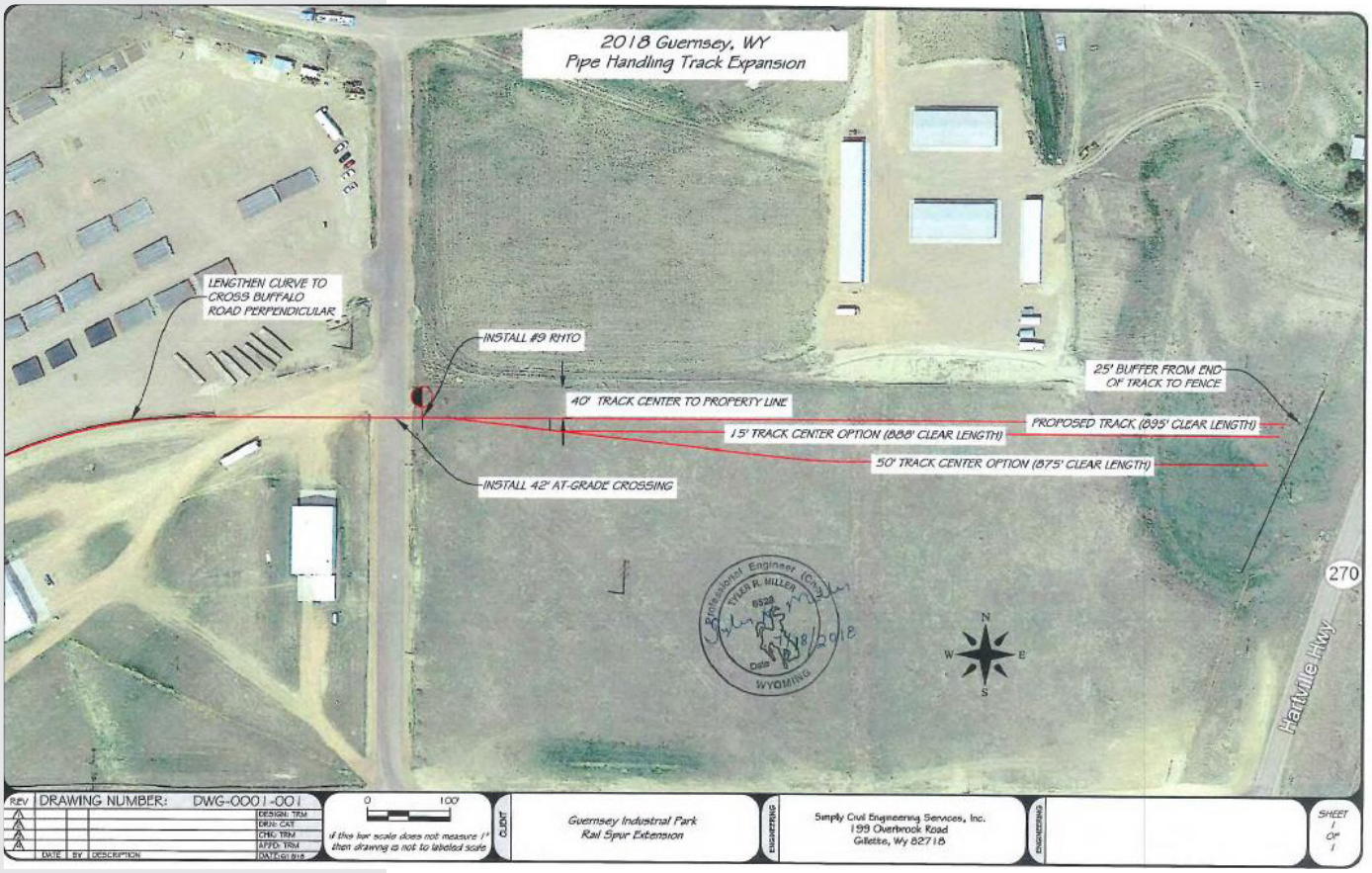
$717,792 BRC
Business Committed Grant

Staff Recommendation: Fund

Project Description

The town of Guernsey is requesting a $717,792 Business Ready Community (BRC) Business Committed grant to extend 260-feet of single-rail across Buffalo Road in the Guernsey Business Park, to a switch that will divide into two new 1,060-foot rail spurs. The new spurs will connect into an existing rail spur on three lots John Bunning Transfer Company (JBTC) has recently purchased.

The Guernsey Industrial Park is an 84-acre site divided into 28 lots Currently, 20 lots have been sold; leaving eight lots for future expansion JBTC's current operations and storage yards and located on four lots. They own a total of seven lots in the park.



The Business

JBTC is a privately-owned transportation and logistics company headquartered in Rock Springs, Wyoming, with branch offices in Grand Junction, Colorado, and Guernsey, Wyoming They have been in business for 123 years and specialize in servicing the oil and gas industries, mining and commodity industries and several other smaller, localized businesses JBTC employ over 150 workers and owner-operators.

JBTC leases the existing rail spur from the town of Guernsey JBTC is expanding their business within the industrial park and is projecting an increase in rail being transferred in and out of the industrial park for the next 10 to 15 years The additional rail will allow JBTC to unload 18 rail cars at a time instead of 6 JBTC employs 19 hourly employees, 3 salaried employees, and 8 independent contractors through their Guernsey Yard operations JBTC expects to create 8 to 10 additional new jobs as a result of the rail spur expansion.

Project Goals and Public Benefits

Project Goals include:

- Expanded rail spur will allow JBTC to grow and create 8 – 10 new jobs.
- Expanded rail spur will better position the town to attract other related businesses to industrial park.
- Guernsey is currently in a position to benefit from growth in rail transportation with wind farm activities beginning to increase in Converse County and increase in pipe being transported from North Dakota.
- Partnerships with the Wyoming Military Department and JBTC underway for off-loading of military vehicles on the expanded rail spur.

Sources	
BRC amount	$ 717,792
Cash Match	$ 37,798
Total eligible project cost	**$ 755,590**
BRC % of total eligible project costs	95%
Local % of total eligible project costs	5%
Uses	
Non-Construction Costs	
Architectural and Engineering fees	$ 5,500
Project inspection fees	$ 2,800
Construction Costs	
Site work	$ 181,500
Other - Track Work	$ 391,700
Contingencies (30%)	$ 174,090
Total Uses	**$ 755,590**

Public Goals include:

- Additional revenues will be generated by increase in per-car fees the town will receive from increased rail cars using the track.
- Attract new businesses into industrial park, which will increase jobs and revenues for the community.
- Lease income from JBTC rail lease agreement will provide additional funds to the town for future economic development efforts.

Lease and Revenue Recapture

The town of Guernsey and JBTC currently have a Rail Lease Agreement for an annual lease of $10,000 that JBTC pays to the town, and a $100 per-rail-car fee that JBTC pays to the town in addition to the annual lease amount During the current year through September, JBTC had 212 cars that used the rail spur for a total amount of $21,200 paid to Guernsey The number of cars is expected to increase by 40 to 80 a month with the new rail spur extension The new lease for the rail spur increases to $20,000 per year with a $100 per-rail-car-fee 25% of revenue recaptured through annual lease payments and per-rail-car-fees will be paid back to the Wyoming Business Council in annual payments over a 22-year period for a total of $721,125.28 The remaining revenue recaptured will be used for future economic development needs within the community.

Yr 1-10	Train Cars Annual Income	Annual Lease Income	Total Income	WBC 25% Recapture
2018-2019	$ 31,250.00	$ 20,000.00	$ 51,250.00	$ 12,812.50
2019-2020	$ 39,062.50	$ 20,000.00	$ 59,062.50	$ 14,765.63
2020-2021	$ 48,828.13	$ 20,000.00	$ 68,828.13	$ 17,207.03
2021-2022	$ 61,035.16	$ 20,000.00	$ 81,035.16	$ 20,258.79
2022-2023	$ 76,293.95	$ 20,000.00	$ 96,293.95	$ 24,073.49
2023-2024	$ 91,552.73	$ 20,000.00	$ 111,552.73	$ 27,888.18
2024-2025	$ 100,708.01	$ 20,000.00	$ 120,708.01	$ 30,177.00
2025-2026	$ 110,778.81	$ 20,000.00	$ 130,778.81	$ 32,694.70
2026-2027	$ 132,934.57	$ 20,000.00	$ 152,934.57	$ 38,233.64
2027-2028	$ 159,521.48	$ 20,000.00	$ 179,521.48	$ 44,880.37
TOTAL	**$ 851,965.34**	**$ 200,000.00**	**$ 1,051,965.34**	**$ 262,991.34**

Yr 11-22	Train Cars Annual Income	Annual Lease Income	Total Income	WBC 25% Recapture
2028-2029	$ 159,521.48	$ 20,000.00	$ 179,521.48	$ 44,880.37
2029-2030	$ 159,521.48	$ 20,000.00	$ 179,521.48	$ 44,880.37
2030-2031	$ 159,521.48	$ 20,000.00	$ 179,521.48	$ 44,880.37
2031-2032	$ 151,545.41	$ 20,000.00	$ 171,545.41	$ 42,886.35
2032-2033	$ 143,968.14	$ 20,000.00	$ 163,968.14	$ 40,992.04
2033-2034	$ 141,088.78	$ 20,000.00	$ 161,088.78	$ 40,272.20
2034-2035	$ 134,034.34	$ 20,000.00	$ 154,034.34	$ 38,508.59
2035-2036	$ 127,332.62	$ 20,000.00	$ 147,332.62	$ 36,833.16
2036-2037	$ 120,965.99	$ 20,000.00	$ 140,965.99	$ 35,241.50
2037-2038	$ 108,869.39	$ 20,000.00	$ 128,869.39	$ 32,217.35
2038-2039	$ 97,982.45	$ 20,000.00	$ 117,982.45	$ 29,495.61
2039-2040	$ 88,184.21	$ 20,000.00	$ 108,184.21	$ 27,046.05
TOTAL	**$ 1,592,535.77**	**$ 240,000.00**	**$ 1,832,535.77**	**$ 458,133.94**
			TOTAL INCOME:	**$ 2,884,501.11**
			TOTAL WBC RECAPTURE:	**$ 721,125.28**

Attorney General Opinion

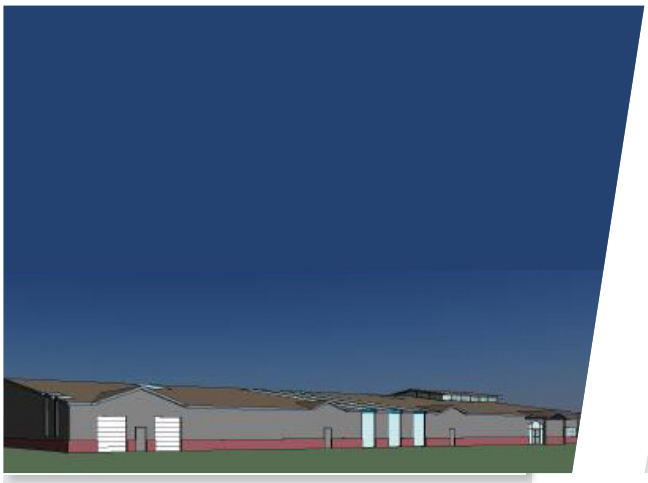
Pending

Staff Recommendation

Staff recommends funding as requested.

Project Overview

	Guernsey Rail Spur Expansion			
Purpose	The town of Guernsey is requesting a $717,792 Business Committed grant to install 260 feet of single rail across Buffalo Road, and two 1,060 foot rail spurs that will connect to an existing rail spur to two lots that John Bunning Transfer is purchasing in the Guernsey Industrial Park.			
Project Budget	**Projected Grant Expenditure Schedule**			
	Description	**BRC**	**Match**	**Total**
			Cash	
	Non-Construction Costs	$ 7,885	$ 415	$ 8,300
	Construction Costs	$ 709,907	$ 37,383	$ 747,290
	Total Project Cost	$ 717,792	$ 37,798	$ 755,590
	Percentage BRC of all cash:		**95%**	
Performance Measures	**Measure**		**Quantity**	**Notes**
	Businesses Assisted		1	John Bunning Tranfer Co.
	Revenue Recapture		$ 721,125.28	Revenue Recapture to WBC over 22 year period.
	County Median Wage		$ 19.74	
	Median Wage of Jobs Created		$ 20.00	
	Jobs to be Created (5 Year Projection)		8 to 10	Full Time Equivalents.
	Jobs to be Retained		30	19 hourly employees, 3 salaried employees and 8 independent contractors.
	Additional Investment		$ 1,459,000	JBTC purchase of 3 lots, future construction of office and shop on new lots, additional equipment.
Project Infrastructure	Acres Developed		4	
	Rail Spur & Extension		2,130	lineal feet



Business Ready Community Grant and Loan Program

SHERIDAN ECONOMIC AND EDUCATIONAL DEVELOPMENT AUTHORITY (SEEDA)

KENNON HIGH TECH BUSINESS PARK PROJECT

$2,850,000 BRC Business Committed Grant and $1,510,761 BRC Loan

Staff Recommendation: Fund

Project Description

The Sheridan Economic and Educational Development Authority (SEEDA) Joint Powers Board requests a $2,850,000 Business Ready Community (BRC) Business Committed grant and a $1,510,761 BRC loan for the construction of a manufacturing facility (up to 40,000 square-feet), offices and parking lot on approximately four acres in the Sheridan High Tech Gateway Subdivision The new facility will allow for Kennon Products, Inc. to expand and increase their capacity to deliver new products to clients and take advantage of emerging opportunities Cost to construct the new facility is approximately $162.87 per square-foot.

SEEDA has been awarded a $2,258,559 Economic Development Administration (EDA) grant from the U.S. Department of Commerce as match for the construction of the “shell” of the building.

Vacutech, a commercial vacuum technology manufacturer and Weatherby, a premier firearms manufacturer, are currently located in the High-Tech business park Of the original 43.5-acres of the park, 13.16-acres remains available If this project is awarded a balance of 9 acres will be available for expansion of current businesses or location of new business in the park.

The Business

Kennon Products, Inc. specializes in the manufacture of protective coverings for high value assets, ranging from aircraft to human life The company was founded in 1984 and relocated to Sheridan in 1989 Kennon employs 39 skilled technical professionals from industrial sewing professionals to research engineers They have successfully deployed a business model that combines research and development with skilled manufacturing Kennon has achieved above-average success in gaining Small Business Innovation Research Program (SBIR) awards and been successful in developing these projects to full commercialization (Phase III).

To date Kennon has received:

- 16 Phase 0 awards totaling $80,000;
- 6 Phase I awards totaling $689,275;
- 3 Phase II awards totaling $3,646,454; and
- 2 Phase III (full commercialization) awards totaling $3,141,860.

Kennon is a multifaceted company that manufactures products and provides engineering services to a multitude of markets including the Department of Defense (DoD), NASA, and behavioral healthcare The company has strong existing product lines and strives to add one to two sustainable products each year These additional products derived from funded engineering projects developed for customers such as Original Equipment Manufacturers (OEMs) and the US Military Sales to the Defense Logistics Agency (DLA) are for pre-approved products having a National Stock Number (NSN) Kennon owns 73 NSNs and continues to add to that portfolio to provide approved aircraft covers to the US Military.

Kennon's two current main manufacturing markets include military aviation with protective aircraft coverings, and behavioral healthcare through the Soft Suicide Prevention Door (SSPD) The company has three significant engineering efforts currently under development; KC-46 Thermal Radiation Shields, emergency life preserver units (LPUs) for the Navy, and the V-22 Composite Armor Systems. All three will begin production in late 2019 and mid-2021 and will represent a 20% growth for the company and will account for $39 million in additional revenue over the next 10 years.

The company plans to hire an additional 39 employees over the next five years in order to staff full production of existing products and those currently under development Kennon currently owns and occupies an 11,000 square-foot facility at 2071 Main Street in Sheridan While this facility served the company adequately in the past, the building is now being used at full capacity and will not accommodate further growth.

Kennon added four storage containers (2,000 square-feet) to store patterns, raw goods and miscellaneous production equipment The company added a second shift in March 2018 to accommodate the increase in production demands Kennon is also leasing 2,200 square-feet of space in a building located a block away from their main facility to house the ballistics and life preserver unit development teams The leased space also houses several pieces of equipment that could not fit at their current facility The equipment includes a CNC laser cutting table, CNC sewing machines, hydraulic press, specialized sewing machine and custom CNC machines developed by Kennon.

Project Goals and Public Benefits

Project Goals include:

- Construction of a new manufacturing facility up to 40,000 square-feet.
- Creation of 39 full-time jobs with above median wage, benefit packages, and eligibility as participants in the company's Employee Stock Ownership Program.
- Increased capacity for company competitiveness on national level contracts.
- Company's committed capital expenditures for equipment and fixtures exceeding $1.3 million.

Public Goals include:

- Leveraging of $2,258,559 in federal EPA funding for coal impacted communities.
- Increasing payroll 23% by year five.
- Estimated $39 million in additional revenue over the next ten years.
- Recruitment of skilled workforce.
- Successful attraction of light manufacturing companies to Sheridan.
- Continued success promoting Sheridan and Northeast Wyoming as a viable location for targeted industries.
- Increasing the Research and Development sector in Wyoming through Kennon's mentoring to those seeking to use the SBIR Program, partnerships with Sheridan/Johnson County Next Generation Sector Partnership working group, and the Northern Wyoming Community College District through exploring opportunities to use Kennon resources and expertise to provide hands-on training in advanced manufacturing.

Sources	
BRC amount	$ 2,850,000
Cash Match	$ 3,769,320
In-Kind Match - Land Value	$ 348,480
Total eligible project cost	**$ 6,967,800**
BRC % of total eligible project costs	41%
Local % of total eligible project costs	59%
Uses	
Land Value	
Land	$ 348,480
Non-Construction Costs	
Architectural and Engineering fees	$ 468,675
Other fees (surveys, tests, etc.)	$ 82,000
Construction Costs	
Site work	$ 886,000
Building Components:	
Electrical Systems	$ 690,000
Mechanical, plumbing, HVAC systems	$ 1,125,500
Foundation and/or Structural Framing system	$ 1,506,600
Interior Finishes	$ 531,000
Fire Protection	$ 155,250
Other - General Conditions/Mobilization	$ 885,210
Contingencies (5%)	$ 289,085
Total Uses	**$ 6,967,800**

Loan Terms

Total Project: $6,967,800

Total Loan: $1,510,761

Total Grant: $2,850,000

Collateral: Land value of 4-acre site $348,480; and constructed facility

Term: 20 years

Interest Rate: 3.5%

Other fees: $2,500 loan servicing fee ($125 per year for a term of 20 years)

SEEDA is proposing that interest not begin to compound on the loan for the first two years of the project SEEDA will repay the loan with lease revenue received from Kennon.

Lease and Revenue Recapture

SEEDA will enter into a 21-year lease with Kennon Products, Inc Kennon will pay a monthly triple-net lease rate of $6.00 per square-foot for the first seven years. The lease will have two seven-year renewals and the lease rate will increase to $6.25 per-square-foot in year eight, then increase by 1.5% each year thereafter.

SEEDA will repay the BRC loan with lease revenue from Kennon Products WBC will recapture approximately $2.1 million in principal and interest on the loan.

SEEDA will recapture approximately $2.5 million in lease payments minus loan repayment (75%) and will use those funds for the following economic development purposes:

- 25% of recaptured funds will be set aside for SEEDA initiatives for development of capital projects, workforce training or job creation initiatives in Sheridan County.
- 25% of recaptured funds to be committed towards the further development and maintenance of project ready property in the High-Tech Business Park or other locations identified by the SEEDA board.
- 50% to be held in reserve for other business recruitment efforts identified by the SEEDA board

Attorney General Opinion

Pending

Staff Recommendation

Staff recommends funding the grant at $2,850,000 and the loan at $1,510,761, as requested.

Project Overview

	SEEDA Kennon High-Tech Business Park				
Purpose	The Sheridan Economic and Educational Development Authority Joint Powers Board requests a $2,850,000 Business Committed grant, and a $1,510,761 BRC loan to construct a 34,000 - 40,000 square-foot manufacturing facility on a 4-acre site located in the High-Tech Business Park for the expansion of Kennon Products, Inc.				
Project Budget	**Projected Grant Expenditure Schedule**				
	Description	**BRC**	**Match**		**Total**
			Cash	In-Kind	
	Land	$ -	$ -	$ 348,480	$ 348,480
	Non-Construction Costs	$ 237,097	$ 313,578	$ -	$ 550,675
	Construction Costs	$ 2,612,903	$ 3,455,742	$ -	$ 6,068,645
	Total Project Cost	$ 2,850,000	$ 3,769,320	$ 348,480	$ 6,967,800
	Percentage BRC of all cash:		**43%**		
Performance Measures	**Measure**		**Quantity**	**Notes**	
	Businesses Assisted		1	Kennon Products, Inc.	
	Return on Investment			**to be determined**	
	Loan Repayment		$ 2,102,833.26	Based on 20 year term at 3.5%	
	Revenue Recapture		$ 2,511,613.23	20 year lease payments minus loan	
	County Median Wage		$ 21.86	Based on 2017 figures	
	Median Wage of Jobs Created		$ 27.46	After year five	
	Jobs to be Created (5 Year Projection)		39	Full time equivalents	
	Additional Private Investment		$ 1,340,000	Additional equipment purchase by Kennon.	
	Additional Public Investment		$ 2,258,559	EDA Grant - awarded October 2018	
	Estimated Capital Expenditures Year One		$ 500,000		
	Estimated Capital Expenditures Year Two		$ 500,000		
	Estimated Capital Expenditures Year Three		$ 150,000		
	Estimated Capital Expenditures Year Four		$ 150,000		
	Estimated Capital Expenditures Year Five		$ 250,000		
	Estimated Payroll Increase Year One		16%		
	Estimated Payroll Increase Year Two		9%		
	Estimated Payroll Increase Year Three		15%		
	Estimated Payroll Increase Year Four		15%		
	Estimated Payroll Increase Year Five		23%		
	Estimated Taxable Sales Year One		$ 8,082,905		
	Estimated Taxable Sales Year Two		$ 9,391,540		
	Estimated Taxable Sales Year Three		$ 10,537,113		
	Estimated Taxable Sales Year Four		$ 11,665,878		
	Estimated Taxable Sales Year Five		$ 14,665,878		
Project Infrastructure	Acres Developed		4	Minimum site size.	
	New Building Construction		34,500	Square-Feet based on conceptual design.	

Business Ready Community Grant and Loan Program

CAMPBELL COUNTY PUBLIC LAND JPB BOARD

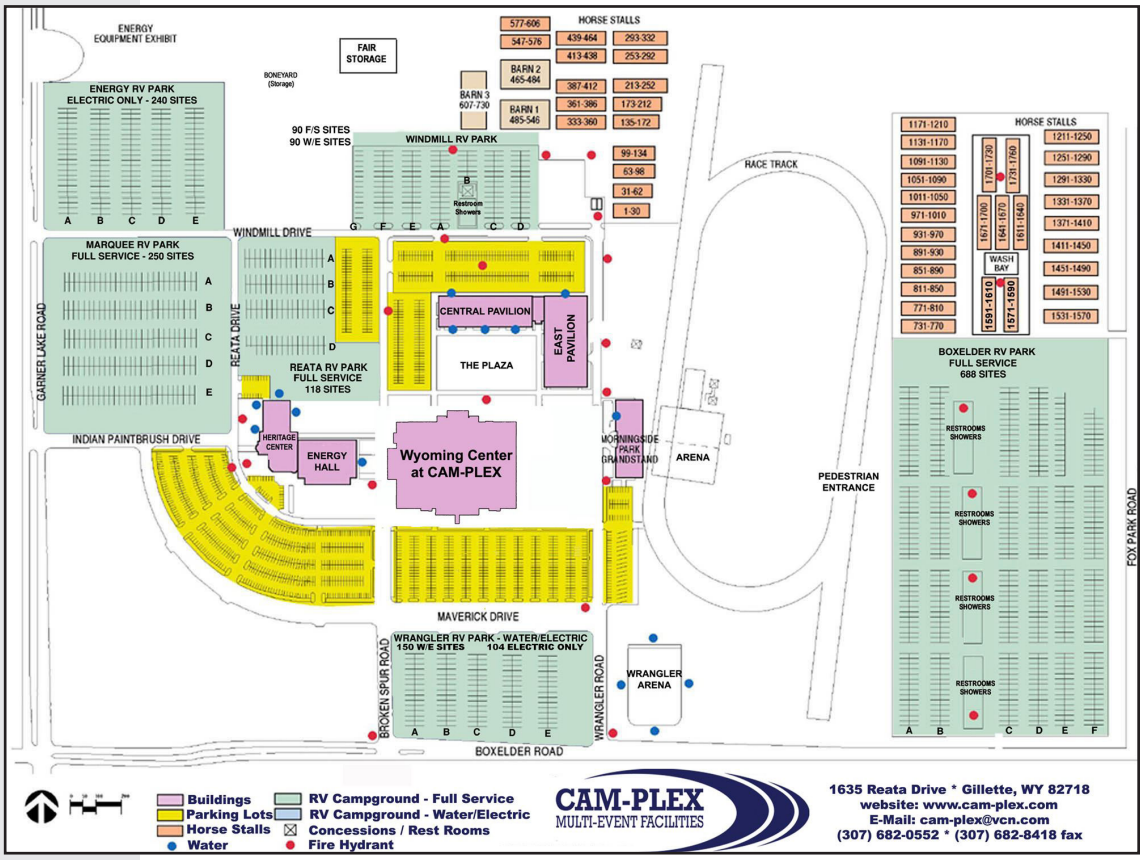
CAM-PLEX HERITAGE CENTER & ENERGY HALL RENOVATION AND REMODEL PROJECT

$3,000,000 BRC Community Development – Readiness Grant

Staff Recommendation: Do Not Fund

Project Description

The Campbell County Public Land Joint Powers Board requests a $3 million BRC Community Development – Readiness grant for the renovation and remodel of the Energy Hall and Heritage Center at the CAM-PLEX Multi-Events Facility in Gillette Renovations will include replacement of flooring, skylights, wall and ceiling finishes, new doors and hardware, replacement of lighting and plumbing fixtures, ADA upgrades, mechanical system upgrades, and other improvements as necessary to approximately 56,500 square-feet of overall 75,000 square-foot combined footprint of both facilities The city of Gillette and Campbell County have committed to providing $1.5 million dollars each towards the match for the project.



CAM-PLEX is an 1,100-acre site that features a fine arts theater, convention/exhibition halls, two multi-purpose pavilions, rodeo grounds, covered stadium seating, a 21-acre park and forested picnic area, and 1,785 Recreational Vehicle (RV) sites with services CAM-PLEX contributes significantly to the economy of Campbell County and the region through hosting conferences, conventions, concerts, theater and dance productions, trade shows, livestock events, rodeos, RV rallies, and much more.

Since the completion of the Energy Hall and The Heritage Center Theater in the 1980s, the facility has been well maintained but has not necessarily been renovated or upgraded Time and years of use have left both buildings in need of updates to prevent the loss of future events Renovations include safety and accessibility upgrades by fixing uneven stairs, low balcony railings for theater stairs, steep wheelchair ramps and the addition of more handicap accessible bathroom stalls and generally making the facility more handicap accessible.

Regaining and maintaining a competitive edge in the event venue industry is a subject of concern Attendees and event organizers complain about the disrepair and outdated buildings and how these facilities are costly to decorate over the deterioration Renovations are necessary for CAM-PLEX to win bids on national large-scale conferences, rallies, performing arts productions and other new events as well as for retaining events that currently use the facilities.

Project Goals and Public Benefits

Project Goals include:

- Removing barriers so that CAM-PLEX Multi-Events Facilities can win bids for national and large-scale events and performing art arts productions.
- Bring more visitors and outside dollars to the community.
- Increase the number of events and participants attending creating higher economic impact through travel spending, lodging, food services, gas stations and retail.

Public Goals include:

- Improve quality of life and generate economic benefit for the region by hosting out of town visitors attending events.
- Leverage additional funding from the city of Gillette and Campbell County in the amount of $3 million.
- Increase economic development in Campbell County and surrounding areas.

Sources	
BRC amount	$ 3,000,000
Cash Match	$ 3,000,000
Total eligible project cost	**$ 6,000,000**
BRC % of total eligible project costs	50%
Local % of total eligible project costs	50%
Uses	
Non-Construction Costs	
Architectural and Engineering fees	$ 171,000
Other fees (surveys, tests, etc.)	$ 35,000
Project inspection fees	$ 4,550
Construction Costs	
Demolition and removal	$ 245,000
Building Components:	
Electrical Systems	$ 1,895,000
Mechanical, plumbing, HVAC systems	$ 400,000
Foundation and/or Structural Framing system	$ 50,000
Interior Finishes	$ 2,297,000
Fire Protection	$ 100,000
Remediation	$ 250,000
Geotechnical recommendations, administrative costs	$ 12,450
Contingencies (10%)	$ 540,000
Total Uses	**$ 6,000,000**

Objectives include:

- Submit eight bid proposals a year for large-scale, national events and performing arts productions.
- Successfully book and host two large-scale, national events and performing arts productions per year.
- Increase in hotel stays.
- Increase in travel spending in Campbell County.

Staff Recommendation

Staff does not recommend funding at this time The project timeline has some flexibility and is not slated to begin immediately Staff understands this project is important to the city of Gillette and Campbell County and suggests phasing the project by addressing the most critical items first and returning to the BRC program in a future funding cycle.

Project Overview

	Campbell Co. Land Board CAM-PLEX Heritage Center & Energy Hall Renovations			
Purpose	The Campbell County Public Land Joint Powers Board is requesting a $3 million BRC Community Development – Readiness grant for the renovation and remodel of the Energy Hall and Heritage Center at the CAM-PLEX Multi-Events Facility in Gillette.			
Project Budget	**Projected Grant Expenditure Schedule**			
	Description	**BRC**	**Match**	**Total**
	Non-Construction Costs	$ 105,275	Cash $ 105,275	$ 210,550
	Construction Costs	$ 2,894,725	$ 2,894,725	$ 5,789,450
	Total Project Cost	$ 3,000,000	$ 3,000,000	$ 6,000,000
	Percentage BRC of all cash:		**50%**	
Performance Measures	**Measure**		**Quantity**	**Notes**
	Businesses Assisted		Multiple	Multiple businesses located near CAM-PLEX and hotel, retail, gas stations benefiting from events held.
	Event Attraction - large-scale multi-day		5 per year	Attract 5 large reoccuring events per year.
	Event Attraction - small multi-day		8 per year	Attract 8 smaller events.
	Population Served		250,000 per year	Increase the number of people attending events.
	Lodging tax		15%	Increase in lodging tax collected for new events.
	Lodging nights		500 - 700	Increase in lodging nights for new events.
Project Infrastructure	Existing Building Construction		56,500	Total space to be renovated

Business Ready Community Grant and Loan Program

TOWN OF GLENROCK

HISTORIC GLENROCK TRAIL

$72,687 BRC Community Development - Enhancement

Staff Recommendation: Fund

Project Description

The town of Glenrock requests $72,687 Business Ready Community (BRC) Community Development - Enhancement grant funds to expand and enhance the walking and biking trail system spanning the town of Glenrock The trail system will encompass portions of the Mormon, California, Oregon and Pony Express trails; Deer Creek Museum and amenities in the downtown area. Enhancements will include pedestrian crosswalk striping, solar powered crosswalk lighting, landscaping, parking area, signage, benches, ADA ramps and bollards. The trail will be constructed along an old railroad right-of-way the town currently owns.

Project Goals and Public Benefits

The town of Glenrock and the residents of the area use the pathway for recreation Walking, running and biking on the path help residents live healthier lifestyles. The construction through town within one block of Glenrock's downtown and main street will be helpful to many small businesses, restaurants and tourist attractions.

Project Goals:

- Extend and enhance Glenrock's historic trail east and west along the railroad right-of-way.
- Create safe crossing across Birch Street (US Highway 20-26-87).
- 200-400 projected users per year within three years

Public Benefits:

- Create a continuous path to provide and promote healthy and safe pedestrian travel through town.

- The path will visit historic sites and crossover an old trestle bridge into the Town Park and will pass through downtown Glenrock within a short distance of small businesses, restaurants and tourist attractions.
- Implement art, history and cultural walk events, promote walking tours to tourists.
- Establish sense of place and public gatherings consistent with the town's Main Street Placemaking.

Sources	
BRC amount	$ 72,687
Cash Match	$ 516,213
In-Kind Match	$ 37,413
Total eligible project cost	**$ 626,313**
BRC % of total eligible project costs	12%
Local % of total eligible project costs	88%
Uses	
Land Value	
Right-of-ways	$ 7,175
Non-Construction Costs	
Architectural and Engineering fees	$ 73,613
Other fees (surveys, tests, etc.)	$ 5,700
Construction Costs	
Building Components:	
Electrical Systems	$ 56,000
Landscaping	$ 67,000
Trails, trailheads, solar powered crosswalks, striping, ADA ramps, permanent traffic controls	$ 362,750
Receptacles	$ 5,000
Contingencies (9%)	$ 49,075
Total Uses	**$ 626,313**

Staff Recommendation

Staff recommends funding as requested. This project has leveraged $516,213 in match with WYDOT TAP grant funds and a contribution from Converse County. This project meets the objectives of the Governor's Bicycle and Pedestrian Task Force, aligns with the findings of the Outdoor Recreation Task Force and many of the findings of ENDOW.

Project Overview

Glenrock - Historic Glenrock Trail

Purpose

The town of Glenrock requests a $72,687 Community Development Enhancement grant for the extension of bike/walking paths east and west along the old railroad right-of-way to create a continuous trail through town, encompassing portions of the Mormon, California, Oregon and Pony Express Trails. Enhancements will include pedestrian crosswalk striping, solar powered crosswalk lighting, landscaping, parking area, signage, ADA ramps and bollards.

Project Budget

Projected Grant Expenditure Schedule

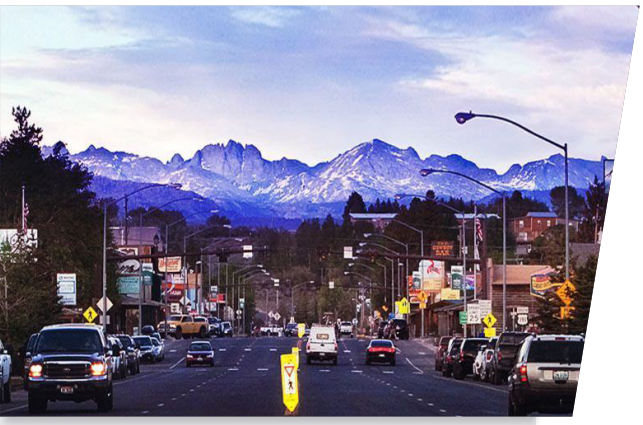
Description	BRC	Match		Total
		Cash	In-Kind	
Land	$ -	$ -	$ 7,175	$ 7,175
Non-Construction Costs	$ 6,057	$ 43,018	$ 30,238	$ 79,313
Construction Costs	$ 66,630	$ 473,195	$ -	$ 539,825
Total Project Cost	$ 72,687	$ 516,213	$ 37,413	$ 626,313
Percentage BRC of all cash:		**12%**		

Performance Measures

Measure	Quantity	Notes
Community events	TBD	Implement art, history and cultural walk events, promote tourism walking tours.
Main Street Placemaking	TBD	Establish sense of place and public gatherings consistent with town's Main Street Placemaking goals.
Increase in individual use of trails	200 - 400	Projected users per year within three years.
Enhancement of blighted properties	2	Properties adjacent to trail that will be improved as a result of project.
Additional Investment	$466,213 $50,000	WYDOT TAP Grant, Converse County Commission.

Project Infrastructure

Trail Construction West (in feet)	2,078	Construction of path west from 3rd Street to 9th Street.
Trail Construction East (in feet)	2,276	Construction of path east from Grant Elementary School to Colt Street.
Trailhead parking	4	Four-car parking spaces at trailhead entry.
Crosswalk signals	4	Solar powered pedestrian crosswalk flashing signals.
ADA Ramps	8	ADA compliant crosswalk ramps.
Traffic control signage	2	Pedestrian stop signs.
Lighting	28	Pathway bollard lighting.
Trees	100	New trees planted along pathway including irrigation system.



Business Ready Community Grant and Loan Program

TOWN OF PINEDALE

EVENTS AND RECREATION INFRASTRUCTURE PROJECT

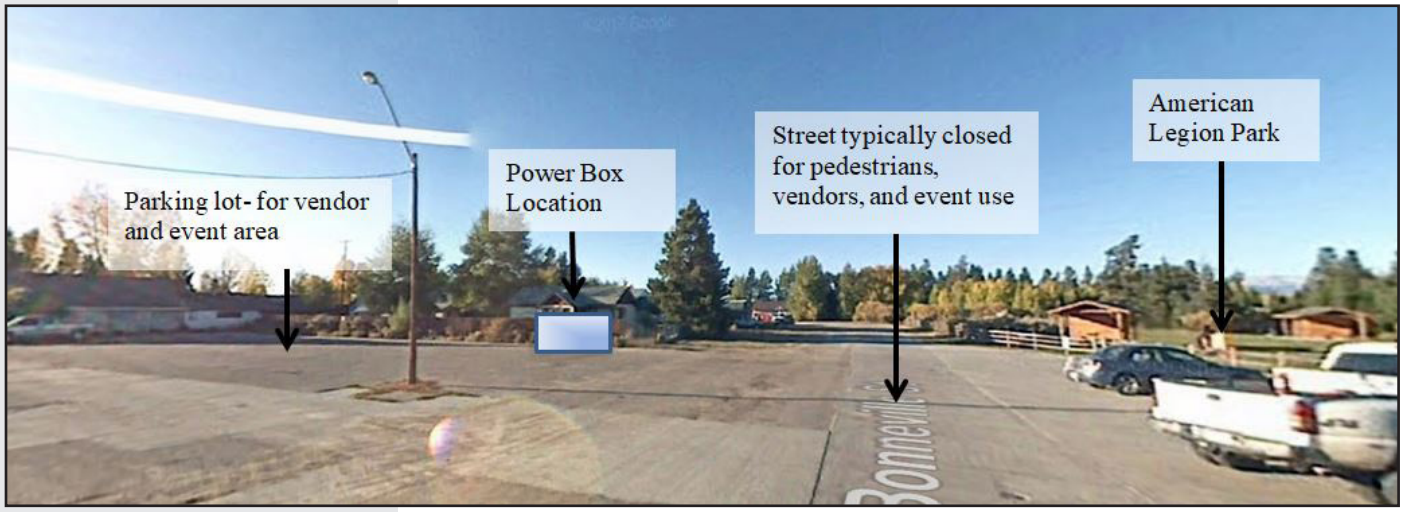
$179,062 Community Development – Enhancement Request

Staff Recommendation: Fund

Project Description

The town of Pinedale requests $179,062 Business Ready Community (BRC) Community Development - Enhancement grant funds to construct a dump and water filling station for recreational vehicles, tour buses and industrial tank trucks adjacent to the Rocky Mountain Car Wash at 957 Pine Street This project is a public/private partnership with the owner of Rocky Mountain Car Wash who has granted the town a right-of-way on the northwest corner of the property to construct the dump and water filling station.

Users of the RV dump station can line up across the street from the car wash with ample space without impeding the flow of traffic. Pinedale proposes an automated system for payment of both the dump and water filling stations, users will pay with credit cards. Bulk water will be available for any user at a competitive price and $15 per use of the dump station, which is competitive with other dump sites located north and south of Pinedale. The location will be marketed in the way of signage throughout town and shared with major tour bus companies that travel through Pinedale on the way to Jackson and Yellowstone. Tour bus use of the site will increase tourist traffic in Pinedale and possibly spur economic growth in the immediate area to cater to travelers.



Funds will also be used to add a power box to the parking lot west of American Legion Park to replace the need for generators at park events. Pinedale's American Legion Park hosts many events during the summer months, such as the Green River Rendezvous, brew fests and other community gatherings. Vendors requiring power sources have been using generators. The power box will eliminate the need for generators and the noise and exhaust fumes that come along with them. WYDOT recently asked Pinedale to relocate their Rendezvous event to the American Legion Park The power box will be an asset to the community especially for that event. Pinedale will charge users $100 per day.

Project Goals and Public Benefits

Project Goals:

- Increase RV tourist stays in Pinedale.
- Increase local business revenue.
- Provide a need desired by locals. Pinedale does not have a dump station.
- Accommodate events and provide clean energy for events at American Legion Park.

Public Benefits:

- Customers take advantage of neighboring businesses including gas stations, repair shops and restaurants.
- Create a revenue source from users.
- Increase community events and draw more visitors to the town.
- Significant decrease of noise from park events to neighbors adjacent to the park.

Sources	
BRC amount	$ 179,062
Cash Match	$ 71,687
Total eligible project cost	**$ 250,749**
BRC % of total eligible project costs	71%
Local % of total eligible project costs	29%
Uses	
Non-Construction Costs	
Architectural and Engineering fees	$ 12,000
Project inspection fees	$ 7,011
Construction Costs	
Site work	$ 56,045
Demolition and removal	$ 3,740
Building Components:	
Electrical Systems	$ 46,400
Mechanical, plumbing, HVAC systems	$ 31,976
Foundation and/or Structural Framing system	$ 14,065
Traffic control, mobilization and bond	$ 17,500
Sani-Star fee, AquaFlow unit, and preparations	$ 55,000
Contingencies (3%)	$ 7,012
Total Uses	**$ 250,749**

Staff Recommendation

Staff recommends funding as requested This project supports outdoor recreation and provides community amenities. Staff suggests allowing Pinedale to retain revenues for maintenance of the facilities.

Project Overview

Pinedale Events & Recreation Infrastructure

Purpose

The town of Pinedale requests a $179,062 Business Ready Community (BRC) Community Development - Enhancement grant funds to construct a dump and water filling station for recreational vehicles, tour buses and industrial tank trucks adjacent to the Rocky Mountain Car Wash at 957 Pine Street and a power box across the street from American Legion Park.

Project Budget

Projected Grant Expenditure Schedule

Description	BRC	Match	Total
		Cash	
Non-Construction Costs	$ 13,576	$ 5,435	$ 19,011
Construction Costs	$ 165,486	$ 66,252	$ 231,738
Total Project Cost	$ 179,062	$ 71,687	$ 250,749
	Percentage BRC of all cash:	**71%**	

Performance Measures

Measure	Quantity	Notes
Dump Station Customers	300 per year	RV users of dump station for a fee of $15 per use.
Commercial use of water filling station	300 per year	At 1,000 gallons per commercial users for a fee of $20 per 1,000 gallons.
Day use of Power Box	25 days per year	Per day use of Power Box for a fee of $100 per day.
Return on Investment by year six	$ 10,394.00	Cumlative total
Return on Investment by year seven	$ 24,923.00	Cumlative total
Return on Investment by year eight	$ 40,269.00	Cumlative total
Return on Investment by year nine	$ 56,472.00	Cumlative total
Return on Investment by year ten	$ 71,117.00	Cumlative total
RV tourist length of stay	TBD	Will track users through guest book at Visitor Center.
Increase in local business revenue	TBD	Will track revenue from RV dump and fill station.
Increased events held at American Legion Park.	TBD	Will track events at park and energy use.

Addendum
Correspondence

TOPIC	PAGE

Letters of public input are in the following order:

Town of Guernsey D-40

Sheridan Economic And Educational Development Authority D-41-49

Campbell County Public Land Board D-50-60

Town of Pinedale D-61-70

Guernsey Economic & Tourism Development Corporation

P.O. Box 856
Guernsey, Wyoming 82214

November 20, 2018

Wyoming Business Council,

It is with great excitement and anticipation that I write this letter of support for the Town of Guernsey's grant proposal in regards to the railroad spur extension in the Guernsey Industrial Park. As the President of the Guernsey Economic and Tourism Development Corporation there are numerous reasons why our corporation would support a project of this nature but the main reasons include the expansion of a cornerstone business in the industrial park, the potential to recruit new businesses to the park and to strengthen a project with a great history with the State of Wyoming and the Wyoming Business Council.

The Guernsey Industrial Park's largest tenant is John Bunning's Transfer Co. Since their arrival to Guernsey nearly 10 years ago, this company has continued to grow in business activity. With its centralized location to a number of oil play regions, the pipe yard has seen significant activity, both in the yard itself and through truck and train traffic. In order for Bunnings to handle the demand of their services, an expanded rail spur is a necessity. By growing a workforce of 4 to a level now at nearly 30, the Guernsey economy has flourished while other nearby areas have been in decline. John Bunning Transfer Co. has not only created jobs, but they have been a strong supporter of our community. Their growth and success are Guernsey's growth and success.

The extension of the railroad spur could attract future businesses to Guernsey as well as allow for current businesses or entities to flourish. There have already been discussions involving potential customers that could use the rail spur to receive and deliver goods. There have been discussions regarding how the Wyoming National Guard could better utilize rail transportation for their needs in regards to military units training in Guernsey. Also, the increased train traffic could increase the need for more jobs with Burlington Northern Sante Fe Railroad. The initial infrastructure is in place, with committed businesses who would welcome the opportunities afforded by a rail extension.

The Guernsey Industrial Park is a wonderful example of how public/private business relationships can succeed. From State monies matched by the Town of Guernsey, The Guernsey Economic and Tourism Development Corporation, and other private businesses, the Guernsey economy has seen steady growth and job creation. An industrial park with 26 vacant lots at its creation, now has numerous industrial businesses, a Rural Fire Department Station, a rail spur, and only 7 vacant lots. Monies profited from sales have been reinvested into the community to help build needed infrastructure for the Town, help bring a needed hotel to Guernsey, support planning documents necessary to "smart growth," and to support quality of life improvements for residents and visitors of Guernsey.

As Guernsey continues to grow a diversified economy, the expansion of this rail spur is a natural fit for expanding the opportunities available. Thank you for your consideration in support of this project.

Sincerely,

Craig Frederick

Craig Frederick
President of the Guernsey Economic and Tourism Development Corporation

November 10, 2018

Julie Kozlowski, Community Development Director
Wyoming Business Council
214 West 15th St.
Cheyenne, WY 82002-0240

RE: SEEDA Application / Kennon Products

Dear Ms. Kozlowski:

Several years ago, Ron Kensey, founder of Kennon Products, flew his plane, and his young business, from California to Wyoming. From humble beginnings Kennon has grown into a world leader in ultramodern research in aviation related products, and an innovative manufacturer with world-wide sales.

The great fit of advanced, niche manufacturing with Wyoming is one of the reasons multiple studies funded by the Wyoming Business Council have identified this industry as a high priority target for economic development.

The application of Kennon, sponsored by SEEDA, currently before the business council is entirely consistent with the economic development strategy so magnificently orchestrated over the years by the Business Council board and staff.

Kennon seeks aid in taking its business "to the next level" with the construction of a state-of-the-art advanced manufacturing facility in Sheridan's High-Tech Business Park. The park itself is the result of great collaboration between the WBC and the City of Sheridan.

If approved, the grant application will help with the creation of added high paying jobs in Sheridan and help move Wyoming on the path to true economic diversification.

I urge your favorable consideration.

Regards,

Dave Kinskey

Representative **Mark S. Kinner**
Wyoming House of Representatives **House District 29**
456 Sumner Street
Sheridan, WY 82801

home (307) 674-4777
email Mark.Kinner@wyoleg.gov

November 12, 2018

Julie Kozlowski, Community Development Director
Wyoming Business Council
214 West 15th St.
Cheyenne, WY 82002-0240

Dear Ms. Kozlowski:

This is in support the Sheridan Economic & Educational Development Authority's application to the Wyoming Business Council for a Business Committed grant and loan to construct a manufacturing facility for lease to Kennon Products, Inc. (Kennon) here in Sheridan.

As a retired Banker of 40 years and as a former Chairman of Forward Sheridan I am aware of the impact Kennon has had in our Community since inception here. This expansion will help a locally owned Company get to the next level creating new skilled jobs while providing opportunities for additional training. With Kennon, the move of Weatherby to Sheridan and the expansion of Vacutech I know these companies will find new ways of collaborating which will result in efficiencies and enhanced growth.

I'm also aware of our States desire to expand our footprint in the Aerospace industry and this expansion by Kennon will help us take a several steps forward in this regard.

Based on my experience with Kennon and my understanding of the many ways Sheridan and Wyoming would benefit I do not hesitate to recommend them to you. I would also encourage your serious consideration for the much-needed grants and loans to accomplish this expansion.

With public and private partners working together I have every reason to be excited about our future here in Wyoming.

Thank you!

Sincerely,

Mark S. Kinner

Mark S. Kinner
Representative, House District 29
Wyoming House of Representatives

EnTech Inc.
Professional Engineers

Transportation
Municipal
Environmental
Water Resources

November 19, 2018

Julie Kozlowski, Community Development Director
Wyoming Business Council
214 West 15th St.
Cheyenne, WY 82002-0240

RE: SEEDA Application for Kennon Products Funding Assistance

Dear Ms. Kozlowski:

I am writing this letter to offer support for the Sheridan Economic & Educational Development Authority's (SEEDA) application to the Wyoming Business Council for a Business Committed grant and loan to construct a manufacturing facility for lease to Kennon Products, Inc. Construction of this manufacturing facility will provide for the expansion of a long-time local business, enabling it to expand into greater opportunities now available, such as research and development of products to be utilized by the U.S. Department of Defense (DOD). Bringing in DOD monies represents a huge win for the Sheridan community. With Sheridan businesses such as EMIT, VacuTech, the new Weatherby firearms facility, and an expanded Kennon Products, our community is becoming a model for economic diversification that is the aim for the entire state's long-term well-being.

Insofar as the proposed Kennon expansion relates to our business, the increased tax base generated by having more employees in the Sheridan area (as well as more of those employees having higher salaries) will enable the City of Sheridan, the towns of Ranchester and Dayton, and Sheridan County to fund necessary additional infrastructure. Our firm prides itself in assisting these local governmental entities in the development of that infrastructure. As part of that assistance, we help in matching the local tax monies with grants and loans from such federal and state agencies as the U.S. Environmental Protection Agency, U.S. National Resources Conservation Service, Wyoming Department of Environmental Quality, Wyoming Water Development Commission, and Wyoming Department of Transportation. The federal and state funds being matched allow for even greater opportunities to develop our local infrastructure. We look forward to these increased numbers of infrastructure projects and the opportunity to provide that local governmental assistance.

We thank the Wyoming Business Council for considering developmental funding to be made available to SEEDA for this important project that will benefit Sheridan in general and our business in particular. We certainly recommend approval of SEEDA's funding application.

Sincerely,
EnTech Inc.

David Engels, PE
President

1949 Sugarland Drive, Suite 205
Sheridan, WY 82801
307-673-1542
Fax 307-673-1547
entech@entechusa.net

First Interstate Bank
4 South Main Street
P.O. Box 2007
Sheridan, WY 82801-2007
307-674-7411
www.firstinterstatebank.com

November 13, 2018

Julie Kozlowski, Community Development Director
Wyoming Business Council
214 West 15th St.
Cheyenne, WY 82002-0240

Dear Ms. Kozlowski:

I am writing this letter to offer support for the Sheridan Economic & Educational Development Authority's application to the Wyoming Business Council for a Business Committed grant and loan to construct a manufacturing facility for lease to Kennon Products, Inc. I am in full support of Kennon and recommend that the Wyoming Business Council approve this project. I believe this project will provide the following benefits.

- Expand and Retain Kennon – providing assistance will help retain and expand a Wyoming business and incent them to utilize Wyoming for operations as they continue to expand in the future.
- Industry diversity – Kennon is not tied to the extraction industry much like the majority of Wyoming's economy. Kennon is entrepreneurial and innovative and utilizes engineers to create new technology and new materials to produce highly desirable products.
- Increase per capita income – Kennon attracts highly skilled employees (Engineers, Researchers, Managers, CNC operators, Manufacturers).
- Expansion of Wyoming's economy in the Defense sector – Kennon has significant opportunity to manufacture several different types of products for the Defense Industry.
- Networking opportunities with national and international businesses
- Help Wyoming grow skilled workforce - Kennon not only has recruited employees from both the University of Wyoming and Wyoming Community Colleges, it has drawn talent from surrounding states.
- Industry Clustering – by putting several manufacturing businesses in the same vicinity it provides a smoother flow of information, skill and ideas. It also creates competition, which pushes companies to improve.

Sincerely,

David Hubert
Northern Wyoming Market President, First Interstate Bank
Vice Chair, Forward Sheridan

SHERIDAN COUNTY COMMISSION

TERRY CRAM • STEVE MAIER • MIKE NICKEL • TOM RINGLEY • BOB ROLSTON

November 13, 2018

Julie Kozlowski, Community Development Director
Wyoming Business Council
214 West 15th St.
Cheyenne, WY 82002-0240

Dear Ms. Kozlowski:

The Sheridan County Commissioners offer support of the Sheridan Economic and Educational Development Authority's grant and loan application to the Wyoming Business Council for construction of a manufacturing facility for lease to a committed business. We welcome SEEDA's opportunity to partner with Kennon Products, Inc. on a project that will bring additional well-paying jobs, further business investment, and result in increased networking opportunities within the aerospace industry and other markets.

Sheridan County strives to encourage the retention and expansion of existing businesses in our community. Kennon has been a stable presence for many years, and that they now have an opportunity to expand in such a significant way is exciting. Kennon offers quality employment in both research and development and skilled fabrication. These are exactly the type of jobs that we want to see in the core of our local economy. Furthermore, Kennon has provided Sheridan County with important leadership in the business community, and we are grateful for their experience competing nationally for contracts and developing high quality products for clients with demanding technical specifications.

We are thankful for the continuing support of the Wyoming Business Council in helping to strengthen the economic health and vitality of Sheridan County. We appreciate your consideration and strongly encourage that this project be fully funded.

Sincerest Regards,
On behalf of the Sheridan County Commissioners

Mike Nickel, Chairman

224 South Main Street – Suite B1 – Sheridan, Wyoming 82801-4855
Phone: 307-674-2900 – Fax: 307-674-2909

WEATHERBY®

307.675.7800 | fax 307.675.7801
201 N Connor St. | Sheridan, WY 82801
weatherby.com | weatherbynation.com

12 November, 2018

Dear Ms. Kozlowski and the Wyoming Business Council:

I'd like to take this opportunity to thank you once again for all your work in leading up to our BRC grant approval last year. Weatherby is extremely grateful to the state of Wyoming and the Wyoming Business Council and we look forward to our grand opening in Sheridan the spring of 2019.

The first time I visited Sheridan, the Wyoming Business Council and SEEDA set up a tour of Kennon Products Inc. I was immediately impressed with Kennon and their team. It was obvious to me that they not only designed and built quality products, but that they truly cared about the local community as well. My visit with the Kennon team that afternoon certainly left an impression on me and I was convinced that they were a great part of the Sheridan community. Additionally, I felt that Kennon was positioned for growth and expansion as they looked toward the future.

Kennon CEO, Joe Wright, recently told me that they are applying for a BRC grant. I wanted to take this opportunity to officially recommend them for grant approval. As the manufacturing sector continues to grow here in Northern Wyoming, I am convinced that businesses like Kennon are crucial for the growth of the Wyoming economy. I look forward to collaborating and networking with Kennon, and the other local manufacturers, as we look toward stimulating the economy through our business growth. The BRC grant truly will enable Kennon to grow and thrive here in the great cowboy state.

Should you have any questions, please don't hesitate to reach out. Thank you for your time and I look forward to being neighbors with Kennon on the north part of town here in Sheridan, Wyoming.

Sincerely,

Adam Weatherby
CEO, Weatherby, Inc.

WEATHERBY

Board of Directors
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David Hubert – Vice Chairman
Anthony Tarver, Secretary
Don Parrott, Treasurer
Aaron Sopko
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Gretta Knapp
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Lynn Hartje
Keith Marcott
Joe Steger
Hayden Heaphy
Steve Maier

Mayor Roger Miller, Ex-Officio

Jay Stender, CEO

November 12, 2018

Julie Kozlowski, Community Development Director
Wyoming Business Council
214 West 15th St.
Cheyenne, WY 82002-0240

Dear Ms. Kozlowski:

Forward Sheridan's Board of Directors support the Sheridan Economic & Educational Development Authority's application to the Wyoming Business Council for a Business Committed grant and loan to construct a manufacturing facility for lease to Kennon Products, Inc. Kennon Products is an active member of our business community and we view their business line around innovative use of fabrics as a key industry to diversify our local economy.

The benefit of Kennon's effort to expand is critical for our community from several aspects. First, their growth results in an increase of manufacturing capacity. Secondly, their federal defense sector matches our aerospace initiative. And finally, their mixture of labor and tech/engineering services demonstrates the inherent opportunity that our community provides for workforce.

Thank you for the consideration of this project and we recommend the approval of the application.

Sincerely,
Jay O Stender
Jay O Stender
CEO

WYO Business Council Support Letter
Ver 11.12.2018

FIRST FEDERAL
BANK & TRUST

November 9, 2018

Julie Kozlowski, Community Development Director
Wyoming Business Council
214 West 15th St.
Cheyenne, WY 82002-0240

Dear Ms. Kozlowski:

The purpose of this letter is to offer support for the Sheridan Economic & Educational Development Authority's application to the Wyoming Business Council for a Business Committed grant and loan to construct a manufacturing facility for lease to Kennon Products, Inc. The project will allow Kennon to expand its business and will add well-paying, skilled manufacturing jobs to our community.

Kennon is a great corporate citizen of Sheridan and the State of Wyoming. Kennon is an employee owned business that generates revenues from outside the State of Wyoming. The business strongly supports our community by giving financially and volunteering time to support community projects, such as assisting with building houses with Habitat for Humanity. The leadership and staff of Kennon are very invested in helping our community and economy grow, and Kennon's business is an effective diversification from a mineral based economy.

Thank you and the Wyoming Business Council for your past support and consideration of this important project. Kennon's expansion will be a great addition to our community and strengthen our economy.

Sincerely,

Kevin S. Bailey

Kevin S. Bailey
President/CEO

46 West Brundage | P.O. Box 6007 | Sheridan, WY 82801
BANK 307.672.0464 | FAX 307.672.0605 | www.efirstfederal.com

SHERIDAN COUNTY CHAMBER OF COMMERCE

The Sheridan County Chamber is a catalyst for business prosperity and a champion for a stronger community

P.O. Box 707 • Sheridan, WY 82801 • Ph: 307.672.2485 • Fax: 307.672.7321 www.sheridanwyomingchamber.org

November 9, 2018

Julie Kozlowski, Community Development Director
Wyoming Business Council
214 West 15th St.
Cheyenne, WY 82002-0240

Dear Ms. Kozlowski:

I am pleased to write this letter of support for the Sheridan Economic & Educational Development Authority's application to the Wyoming Business Council for a Business Committed grant and loan to construct a manufacturing facility for lease to Kennon Products, Inc.

Kennon has been an integral part of the business community in Sheridan for nearly 30 years. Kennon strives for excellence in innovative manufacturing and engineering, while cultivating leaders in its industry and community. Kennon has achieved above-average success in gaining SBIR grant awards and has been notably successful in developing SBIR projects to full commercialization.

A new manufacturing facility for Kennon would allow the company to continue adding skilled manufacturing jobs in Sheridan, increase Sheridan's viability for national and international business, create additional business-to-business collaboration opportunities and provide additional leverage for Sheridan and the region to access private, local, state and federal funds. These are all critical factors to continue Sheridan's economic health and diversity.

Thank you for your consideration of this project. I highly recommend approval for this grant and loan to allow for Kennon's ongoing growth and success. If I can provide you with any additional information, please contact me at (307) 672-2485.

Sincerely,

Dixie S. Johnson
Chief Executive Officer

Dixie Johnson
Chief Executive Officer

Travis Evans
Board President
Trihydro Corporation

Board Members

Patrick Akers
Qdoba

Anna Bailey
First Interstate Bank

Dave Berry
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First Interstate Bank

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Kennon

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Campbell County Public Library System
Terri Lesley, Director

Adventure Starts Here
www.ccpls.org

August 28, 2018

To Whom It May Concern,

I am writing in support of the Gillette, WY, CAM-PLEX application for matching grant funds to renovate the Heritage Center and Energy Hall buildings on the CAM-PLEX grounds. As stated in the grant application, these renovations will have far-reaching social, cultural, and economic impacts.

We at the Campbell County Public Library can speak specifically about the impact of one event. The Campbell County Wyoming Reads Celebration is held every year at the CAM-PLEX, in conjunction with the statewide Wyoming Reads Day. All first-grade students within the school district are invited to Energy Hall to participate in a morning of literacy activities, and to receive their own autographed book. As the students move through various stations in Energy Hall, they hear books read aloud; experience storytelling; and eat lunch. This fun day culminates with each student receiving a personalized book that is theirs to keep. The event promotes literacy and the importance of reading; for some of these children, the hardback books they receive from the Wyoming Reads celebration are the first they've owned.

While the cost of the books, and the statewide celebration, are sponsored by the Sue Jorgenson Library Foundation, the Foundation makes no provision for a facility in which to host these events. Neither the Campbell County School District, nor the Campbell County Public Library, have a facility large enough for the event. In the thirteen years since the Wyoming Reads celebration began, 9545 Campbell County students have participated in the event, an average of 734 first grade students per year. There is no other facility in the county that can house a gathering of over 700 students, plus an additional 90 volunteers and staff, on one day. Statewide, Wyoming Reads celebrations impact over 8000 students yearly.

The CAM-PLEX is a community facility with a mission of improving the quality of life of Campbell County residents of all ages. Wyoming Reads Day is truly a community event: in addition to the participation of the public library, the school district, local private schools, and homeschooling families, the event pulls in celebrity readers and parent volunteers from the community, and FFA and drama club volunteers from the local high schools. If the event could not be held in a centralized location such as the CAM-PLEX, it would not be such a community-wide celebration of literacy and reading. Every year, teachers and students write letters expressing appreciation for the impact of this community celebration on the young readers who attend.

We strongly urge you to award this grant money to the CAM-PLEX to pursue renovations of Energy Hall and the Heritage Center, in order to continue to support community events like Wyoming Reads, and to improve the quality of life of our Campbell County residents.

Sincerely,

Darcy Acord

Darcy Acord, Youth Services Librarian

Janet Tharp

Janet Tharp, Youth Services Coordinator

Campbell County Public Library (CCPL)
2101 S. 4J Road • Gillette, WY 82718
phone 307.687.0009 • fax 307.686.4009

Wright Branch Library (WBL)
305 Wright Boulevard • P.O. Box 600 • Wright, WY 82732
phone 307.464.0500 • fax 307.464.0502

ROCKPILE MUSEUM
Campbell County Rockpile Museum
900 West Second Street • Gillette, WY 82716
Phone: (307) 682-5723 • Fax (307) 686-8528
E-Mail: rockpile@vcn.com

August 20, 2018

Wyoming Business Council
214 West 15th St.
Cheyenne, WY 82002-0240

To Whom It May Concern,

I am writing to express my support for CAM-PLEX Multi Event Facilities' application for a Wyoming Business Council matching grant to renovate Energy Hall and the Heritage Center theater. These two facilities have been a tremendous asset to this community and our region since they opened in 1985 and 1989 respectively. Not only have they hosted countless local events, these facilities bring in large national shows, conferences, and conventions that enhance our local and state economies. The 2016 National High School Finals Rodeo alone brought in 11,933 visitors who spent over $8,000,000 in director expenditures that were subject to Wyoming taxes. CAM-PLEX continues to host these large events and some re-investment into its aging facilities will help tremendously.

The Rockpile Museum has utilized both Energy Hall and the Heritage Center theater numerous times through our existence. Having these facilities at our disposal allows us to expand our programs beyond what our own small buildings will allow. For example, we have an annual sixth grade educational program in which we host every single sixth-grader in one day. Energy Hall accommodates this event and allows us to help educate over 600 Campbell County students about Wyoming's history. We are also excited to host the 2019 Colorado-Wyoming Association of Museums annual conference in Gillette and the first place we thought to hold the convention was CAM-PLEX. Energy Hall was a perfect fit for our smaller convention. Our hope is that we can bring up to 200 museum professionals from Colorado and Wyoming to Gillette and therefore benefit from nearly 600 room nights, countless meals, shopping, and more. CAM-PLEX allows this type of event to happen.

Despite our continued use of the facilities, they do show some age and need significant updates to continue to bring in regional and national events and programs. Energy Hall is showing its age and could benefit from substantial flooring, lighting, sound, and restroom upgrades. The same applies for the Heritage Center. These upgrades need to happen to prevent Campbell County and Wyoming from losing the great events hosted here to other cities such as Rapid City and Billings. Please consider supporting CAM-PLEX by approving this grant application so that our community can continue to bring visitors to Wyoming through tourism and the arts. Thank you.

Sincerely,

Robert A. Henning
Director

National High School Rodeo Assoc.

Riding, Roping, Learning

12011 Tejon Street, #900
Denver, CO 80234
(800) 466-4772
FAX (303) 452-0912
www.NHSRA.org

August 18, 2018

To whom it Concerns:

Re: CAM-PLEX Heritage Center/Energy Hall

The National High School Rodeo Association has held its National High School Finals Rodeo at the CAM-PLEX facility in Gillette, Wyoming for several years.

The latest being in 2017, where we brought 1605 contestants and families, we stalled 1947 horses, and camped 1403 contestants, sponsors and vendors. We are scheduled to return in 2022 based on an approved contract in January of 2021.

Our board loves to come to Gillette. Outside of the rodeo arena most of our main functions take place in the Heritage Center and Energy Hall. A commitment to continually upgrade the facility makes it all the easier for not only our association, but many others in an outside of the western world to consider CAM-PLEX and make long term agreements to return.

Our event spans over a seven (7) day period but many are in Gillette, Wyoming for two (2) weeks in preparation of the event. Economic studies show a taxable expenditure of approximately $10,000,000.00. This is plus or minus, minor amounts, according to who does the survey.

Our industry requires much travel and we are always exposed to different groups that are constantly looking for venues to hold their events. We often hear the CAM-PLEX mentioned and I feel sure if they know efforts are being made to improve the facility, it would enhance the possibilities of not only the National High School Rodeo Association but again, groups in and out of the western industry in having a desire to visit your facility for years to come.

Any improvements that could be made would certainly solidify CAN-PLEX as a premier venue to hold a variety of groups and associations.

Respectfully Submitted,

James Higginbotham

James Higginbotham
Executive Director
National High School Rodeo Association
12011 Tejon Street
Suite 900
Denver, CO 80234
(303)-452-0820
james@nhsra.org

CWAM
COLORADO-WYOMING
ASSOCIATION OF MUSEUMS

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For a complete board listing of elected and appointed members, visit us online at ***www.cwam-us.org/ Governance***

www.cwam-us.org

August 17, 2018

CAM-PLEX Multi-Event Facilities
1635 Reata Drive, Gillette WY 82718
Phone: 307-682-0552 | Fax: 307-682-8418

To Whom it May Concern:

The Colorado-Wyoming Association of Museums (CWAM) is looking forward to working with CAM-PLEX in Gillette, Wyoming for our May 2019 Annual Meeting. These annual meetings are one of the few times during the year that volunteer and staff museum workers can congregate together to work on professional development. Therefore, when looking for a host location, the CWAM board looks for a professional space to hold our conferences.

Our board appreciates the flexible spaces within the CAM-PLEX Heritage Center and Energy Hall that can facilitate activities for our 300+ individual, volunteer, staff, institutional and corporate members. The spaces need to provide capacity for sessions, workshops, vendors and even banquet activities with food.

An upgrade of these spaces would go further in accommodating such programs and would assist in attracting groups such as ours in the future. Attendees appreciate updates to overall aesthetics such as color schemes, designs, lighting and carpeting. In addition, according to our yearly evaluations, technical and aesthetic updates to seminar rooms not only make the conference experience more enjoyable but actually assist with learning by removing physical or psychological barriers.

One of the other aspects the CWAM board considers when investigating host locales is the community culture of the area. We appreciate Gillette's strong arts, culture and history presence, which is enhanced by offering a state-of-the-art center for use and rental. The appeal of a renovated facility would not only encourage community use but would bring in groups from around the state or even outside of the state such as ours, to support the local economy.

CWAM is an organization that promotes museum interests and professionalism, and our board believes that a grant for CAM-PLEX would benefit local and regional museum interests, as well as other interest groups and the surrounding economy.

Best Regards,
Caitlin Lewis, President on behalf of the CWAM Board and Membership

Wyoming
Office of Tourism

Matthew H. Mead
Governor

Diane Shober
Executive Director

August 16, 2018

Brandi Harlow, Northeast Regional Director
Wyoming Business Council
PO Box 7016
Wright, WY 82732

Dear Ms. Harlow:

We were pleased to learn about the efforts of Cam-Plex Multi-Event Facilities to pursue an economic development project that, when complete, has the potential to positively influence the local and regional visitor economy. On behalf of the Wyoming Office of Tourism (WOT), I would like to express our support for this project as you consider it for the BRC Community Readiness Grant.

Wyoming's second largest economic sector—the tourism industry—serves Wyoming well. As the state's agency charged with promoting and building the visitor economy, WOT has a vested interest in the continual growth of our local communities. Critical upgrades and renovations to the Heritage Center and Energy Hall will enable Cam-Plex to continue building on the ability to bring in new, prestigious events—bolstering the potential for growing cultural tourism. The associated direct expenditure and tax revenues from travel, lodging, food services, gas stations and retail are also vital economic contributors. The proposed project would be an asset to the community, the industry and our wonderful state.

As you review the request submitted by the Cam-Plex, I strongly encourage your positive consideration and approval.

Sincerely yours,

Diane Shober

Diane Shober
Executive Director

DS/kk

Why does the untamed spirit of the West forever find a spot in the souls of all who seek it?
Because some things can't be explained. Only Experienced. "That's WY".

5611 High Plains Rd Cheyenne, WY 82007 307.777.7777 TravelWyoming.com

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1810 S. DOUGLAS HIGHWAY, SUITE A
GILLETTE, WY 82718
307.686.0040 • 800.644.6136 TOLL FREE
MARY@VISITGILLETTEWRIGHT.COM
VISITGILLETTEWRIGHT.COM

August 14, 2018

Wyoming Business Council
Business Community Readiness Grant Program

Re: CAM-PLEX Multi Event Center Application- Heritage Center/Energy Hall

Attn: Grant Administration,

It is my pleasure, as the Executive Director of the Campbell County Convention & Visitors Bureau, Gillette, Wyoming, to write in reference of our support of the CAM-PLEX Multi Event Center Grant application for the Heritage Center Theatre and Energy Hall renovations project.

As the administrator of the Campbell County Lodging Tax funds and tourism marketer for the County, we work hand-in-hand with the CAM-PLEX team to recruit events, meetings and entertainment to attract overnight visitors to Campbell County. The Heritage Center theatre is 29 years old (1989), showing signs of wear for quite some time. The Theatre accommodates the ability to address the "cultural tourism" market, comprised of 118 million travelers who include arts and heritage in their trips each year. The Energy Hall facility is 34 years old (1984), and has become very outdated, and is no longer up to par to compete for banquet, meetings and conferences, and special events business, in comparison to other facilities in the region. In order to be considered and selected by clients for their important events, CAM-PLEX has to re-invest in the facilities to bring the condition up to meet expected quality standards of the day.

Hosting events in Campbell County is an important economic driver, essential to the success of the hospitality and tourism industry. Without the right venues to host events, Campbell County cannot compete in this arena. As we look back on the many major events we have hosted in Gillette/Campbell County, we recognize that a successful events business can only happen through strong teamwork- from our community partners, who volunteer and staff the events/execution, to our Joint Powers Board and government entities' financial support, to the condition of the host facility and equipment, all which help or hinder the ability to compete for and win bids to bring in potential events business.

If awarded the grant funds from the Wyoming Business Council, which will match an already committed $3 million from Campbell County and the City of Gillette, we will be able to take another step forward towards maintaining CAM-PLEX Multi Events Center facilities and to grow our economic impact from the events industry.

Thank you for your consideration,

Mary Silvernell

Mary Silvernell, Executive Director

Gillette Main Street

PO Box 7256
Gillette, Wyoming 82718
307. 689. 8369

August 10, 2018

Wyoming Business Council
214 West 15th Street
Cheyenne, WY 82002

Dear Wyoming Business Council,

Gillette Main Street enthusiastically supports the renovation of the Heritage Center and Energy Hall. We respectfully request the Wyoming Business Council to award the grant moneys necessary to complete this much needed renovation as proposed by the Cam-Plex.

Gillette Main Street sees the vision of the Cam-Plex as foundationally important to move forward the plan to make Campbell County and Gillette a destination. After 30 years, improvements are necessary to for the Cam-Plex to be competitive with other communities. This is important for Campbell County's economy as visitors and groups will utilize the Cam-Plex resulting in increased revenue for our entire community.

We appreciate and thank you for your time spent considering this important request. We ask the Wyoming Business Council to approve the grant request.

Thank you for your consideration, respectfully submitted, August 10, 2018.

Jessica Seders, Program Manager
Gillette Main Street
307. 689. 8369

To Whom It May Concern:

We are writing to show our support for the CAM-PLEX of Campbell County in their efforts to secure funding for the renovation of the Heritage Center and Energy Hall. The facility has served the communities of NE Wyoming with a multiple of events from science fairs to weddings to motor-coach shows, from local hockey for children to the National High School Finals Rodeo for better than three decades.

This facility means that many local events have a place to share with the public such as the County Fair and school Christmas programs. The art shows by local community artists to the fund-raising events to the fire-works shows for the pyro-technical teams celebrating our Independence.

In 2017, 57 events took place in Energy Hall with 32,389 attendees. (Source: CAM-PLEX) With CAM-PLEX guests each year visiting this facility, it has become a destination for many including but not limited to the RV travelers and events to the National High School Rodeo to the performing arts.

The staff and the governing board have surpassed expectations in keeping the grounds hustling and bustling with activities. We, as well as many local hotels, have worked closely with the CAM-PLEX staff to meet the needs of the guests that are here to show their wares to the behind the scenes light men that make the shows successful.

Our community, not just in Campbell County, but also our neighbors, Crook, Weston, Johnson and Sheridan Counties rely on this facility to promote their businesses and to build on sound community resources. In 2016, CAM-PLEX hosted the National High School Finals Rodeo, and in 7 days brought in 11,933 visitors.

Upgrades and renovations to modernize and improve the facilities under this grant will be made to the Heritage Center and Energy Hall. Proposed renovations are critical for all events, and most importantly needed if we want to continue bringing outside dollars into the community. National High School Finals Rodeo, in 7 days brought in $8,702,548 direct expenditures subject to eligible Wyoming taxes. (Source: CAM-PLEX). And, that is just one event. This fits with CAM-PLEX's purpose of: diversifying rural economies by creating sustainable small businesses, improving quality of life for residents, and attracting visitors and investment through the arts. (Source: National Governor's Association)

As a Wyoming owned Company, with 10 hotels across WY, as a partner to CAM-PLEX in supporting their activities, and a supporter of the arts, we feel that this project will benefit the economies of NE Wyoming. For the above reasons, we recommend CAM-PLEX to be one of your grant recipients.

Respectfully,
Robert Olguin
General Mananger
Candlewood Suites
Timberline Hospitalities, LLC

Energy CAPITAL

Economic Development

Stimulate and facilitate a diverse economy through business retention, expansion, and recruitment.

Wyoming Business Council
214 West 15th St.
Cheyenne, WY 82002-0240

July 30, 2018

Dear Wyoming Business Council Members:

Economic Development takes many forms and tourism is one of the most important. I am writing today in support of the CAM-PLEX's application for a community readiness grant. As the principal driver of tourism-based economic activity in Gillette and Campbell County, it is imperative that CAM-PLEX remain positioned to attract and secure group business and large-scale events.

The importance of this project cannot be understated. The Heritage Center and Energy Hall are two of the main buildings used by groups, businesses and the community. The buildings were built in the 1980s. They are dated, and in dire need of an update. The renovation will modernize the facilities and allow CAM-PLEX to continue to secure national events.

The project will promote Wyoming as a destination for national events, generate sales tax, and contribute positively to the region's economy. Energy Capital Economic Development supports this grant application and project. Please approve this application and recommend full funding to the SLIB.

Thank you for your support and assistance,

Phil Christopherson
Chief Executive Officer

2001 W. Lakeway Road, Suite C • P.O. Box 3948 • Gillette, WY 82717 • (307) 686-2603 • info@EnergyCapitalED.com

We're Building jobs, people, and businesses in Campbell County

Jessica Howard

From: Jeff Esposito
Sent: Wednesday, July 25, 2018 8:01 AM
To: ReNae Keuck; Jessica Howard
Subject: FW: Letter of support

From: Ken Barkey <kbarkey@vcn.com>
Sent: Tuesday, July 24, 2018 7:15 PM
To: Jeff Esposito <Jeff@cam-plex.com>
Subject: Letter of support

To whom it may concern,
I have owned and managed a restaurant in Gillette Wyoming since 1983 called the Prime Rib Restaurant & Wine Cellar. The Camplex was built sometime shortly after I got here. Since it's inception we have recognized a significant economic impact to my business and to our town. Camplex brings in national and statewide events that bring in visitors that create jobs and revenues for our town and our state. We are also in the catering business and the venues at Camplex (specifically Energy Hall & Heritage Center) are where we do the majority of our events. These two facilities are among the first buildings that were constructed there and are in a very needed state of update and repair. While they can still be used safely as far as I know, you can imagine how after 30 plus years remodeling and updating to attract potential events is needed. The market to attract events is a competitive one, with the current condition we have we will lose revenue to other better funded facilities. Camplex has been a boom to our city and to my business and we hope that it can continue to have that economic impact it is capable of.
Thank you for your consideration,
Sincerely,
Ken Barkey
Prime Rib restaurant
& Wine Cellar

To: Wyoming Business Council

From: Doug Uhlenbrock
FMCA Director of Events

RE: Energy Hall Renovation

FMCA recently held its 98th International Convention & RV Expo at CAM-PLEX Multi-Event Facilities in Gillette, and it turned out to be an excellent event. During the four-day show, we had nearly 4,000 people on the grounds enjoying everything our convention offers: RV displays, indoor vendors, entertainment, seminars, and social activities. Throughout the event I was told by attendees how much they liked the facility. Well, they didn't have to tell me what a gem CAM-PLEX is not only to the folks in Gillette but the entire state. I knew that from my previous visit in 2013.

During our events, we present over 100 seminars on various topics in multiple rooms. For the most part, these seminars were presented in Wyoming Center and Energy Hall. While both buildings can satisfactorily hold these seminars, there's a significant difference between the two locations. The newer Wyoming Center has excellent sound and lighting, an up-to-date look and feel, and it is technologically on par or better than other facilities we've used around the country. Energy Hall, while a nice building that certainly can handle our needs, pales when compared to Wyoming Center in terms of usability. The sound and lighting isn't as good, the look is a bit dated as would be expected, and the opportunity to meet all our needs from a technological standpoint is limited. Because of the differences in the two buildings, we chose to put our most high-profile seminars in Wyoming Center and use Energy Hall for our secondary presentations.

Frankly, I would like to have used Energy Hall for some of these more significant presentations to help spread the crowds between the two buildings. As it was, Wyoming Center was constantly packed while Energy Hall had much less traffic. I believe that brining Energy Hall up to the same level as Wyoming Center would afford many more opportunities for me, as an event planner, to utilize the space in a different manner. Plus, it would open other opportunities for the building. I can see us using it for some of our more important meetings, social gatherings, and potentially vendor space.

I can tell you, after spending the better part of two weeks checking out every corner of CAM-PLEX, Energy Hall has so much potential. An upgrade to the building opens up so many possibilities that would benefit our convention and, I'm sure, other entities utilizing the facility. When we return for a future event, it would be nice to see a "new" Energy Hall available capable of suiting any need we may have for it.

Karen Fate <karen.fate@wyo.gov>

Fwd: Pinedale's Community Enhancement Grant for RV dump station

1 message

Julie Kozlowski <julie.kozlowski@wyo.gov> Thu, Nov 1, 2018 at 11:37 AM
To: karen fate <karen.fate@wyo.gov>, Brayden Connour <brayden.connour2@wyo.gov>

FYI - for the addendum

---------- Forwarded message ---------
From: **Laurie Latta** <mameslatta@gmail.com>
Date: Mon, Oct 15, 2018 at 10:15 AM
Subject: Pinedale's Community Enhancement Grant for RV dump station
To: <julie.kozlowski@wyo.gov>, Elaina Zempel <elaina.zempel@wyo.gov>

October 15, 2018

Good morning, Julie,

I am aware that you are doing a community visit for the proposed Wyoming Business Council Community Enhancement Grant for an RV dump station in Pinedale on October 19, 2018.

I am writing to you today to express my opposition to the grant. The Town purchased the Pinedale Campground several years ago and no one in the community could figure out why they bought the property, including one town council member who was unaware the transaction was occurring as he was out of town and not contacted to comment or vote. At that time, the RV dump station on the property was operational. It was used continually by locals and tourists alike. In fact, an honor system was in place. We put our fee in a slot before we pumped our trailers. The location was easily accessible and off the main highway which was an added bonus. At the time of purchase, the Town of Pinedale dismantled the entire operation, tore out all the camper hookups, the RV dump, destroyed the ground cover and let the property lie vacant much to the distress of neighbors who dealt with dust for several years. It is currently a "dry campground" which is an apt name as it doesn't even have a porta potty for unfortunates who have to pitch a tent on the site. If the current campsite is any indication, obviously the town is not particularly interested in improving our recreational appeal to visitors which I know is an objective of the Community Enhancement Grant.

It appears to me that the Town of Pinedale should not be asking the state to fund a new system when they have the land and the ability to repair the old system at their own expense. I see no reason why the state would choose to use precious tax dollars to fix something that should never have occurred. The current Mayor was on the Council and to my knowledge never raised an issue with the plan at the time.

In addition to the fact that there is an existing RV dump near Boulder, Wyoming that is privately owned and used by all of us presently, one of the main recommendations of the ENDOW Economic Diversification Strategic Plan is the "premise that the private sector will be responsible for diversifying Wyoming's economy and achieving ENDOW'S objectives. The Mayor started an economic development group. This is a perfect opportunity for he and his group provide guidance for the creation of a new private RV business for Pinedale if such a business is warranted.

Thank you for the opportunity to comment on this issue.

Laurie Latta
Pinedale, Wyoming

Additionally

--
Julie Kozlowski

August 28, 2018

Wyoming Business Council Board
214 West 15th Street
Cheyenne, Wyoming 82002

Dear Board Members,

This letter is being written on behalf of local businesses in the Town of Pinedale. This is in regards to the proposed 24-hour Commercial RV Dump Station and Fill Site, located within the Town of Pinedale. We strongly believe this proposed project will help our local business economy and assist in our continued growth in the future.

At present time, there is no RV Dump Site location within the Town of Pinedale and we have not had a facility within the last 10 years at least. There is a strong local demand for such a project as the percentage of RV owners in Pinedale and within the Sublette County area is extremely high. As local business owners we are asked about these RV Dump Sites, as well as water availability to fill RV's, on an almost daily basis. The local demand is high and in the summer months when the tourist RV traffic is highest, the demand is increased dramatically.

A facility of this nature would absolutely create more local traffic and provide incentive to stop and use the facility, as tourists are traveling through. This would also inevitably increase local business as they seek out dining options, fuel stations, propane, grocery stores, & pharmacies, etc. These experiences, while stopping in Pinedale, could also provide incentive for travelers to return in the future as they explore our town amenities and pristine beauty surrounding us. We cannot think of a downside to this proposal, as the Town of Pinedale will maintain this facility and provide signage for a list of local businesses and their amenities located at the RV Dump Site location. The Town of Pinedale will also insure legal and sanitary procedures for the use of this facility.

We as local businesses feel strongly about this facility and believe it will have a positive effect on our revenues going forward. Therefore, we are requesting that you approve the grant being submitted to the Business Council by the Town of Pinedale. The assistance provided by this grant to the Town would be instrumental in seeing this facility come to fruition.

Thank you in advance for your consideration in this matter and we look forward to having this modern facility up and running and open to the public. All businesses represented in this letter are of course open to any questions or concerns you may have. Please feel free to contact us.

Sincerely,

Mike Gilmore, Country Lane Gas and Groceries

Dale Hill, A to Z Hardware

Ryan Linnemeyer, NAPA Auto Parts

Derik Jones, Benchmark Plumbing

Ryan Persinger, Performance Tech Automotive

Wyoming Business Council Board
214 West 15th Street
Cheyenne, WY 82002

August 27, 2018

To Whom It May Concern:
I'm taking this opportunity to provide a letter of support for the Town of Pinedale's grant application for an RV dump station and power box at American Legion Park.

Pinedale is an outdoor recreation destination attracting an estimated 20,000-100,000 people into the Wind River Range each year, as well as attracting thousands to fly fish the Green and New Fork Rivers. In addition, Pinedale lies on a major thorough-fare to Yellowstone National Park, with hundreds of thousands of people passing through Pinedale on the way. These three components are the major tourism drivers to Pinedale's summer economy. A sizeable proportion of each of these 3 groups, either needs potable water fill-up, or sewage dump. They need services before, during, or after their visit to the Pinedale area. Having an RV dump station located right in Town limits and easily accessible is a necessary infrastructure improvement to support the town's tourism.

American Legion Park has become THE park in Pinedale to host outdoor events, and more events are coming online each year. Main Street Pinedale is only one organization of many that hosts events in the park. Our primary event, which is held weekly during the summer is the High Altitude Market. We often receive requests from vendors, especially larger vendors "if there is the ability to plug into electricity" in order to keep meats, dairy, and vegetables chilled during the market. Having access to electrical, would give us the ability to attract and retain larger vendors with a variety of items. This in turn would attract more potential customers and make the market more successful. I imagine there is similar situations for other events held in the park. This improvement will assist county organizations in growing and hosting successful events, and attracting quality vendors. These events provide economic development, community connection, and experience based tourism and add to the overall vibrancy of the town.

Main Street Pinedale's approach to economic development is to support and create an attractive, convenient, and comfortable business corridor that supports existing business, attracts customers and entrepreneurs, and improves the quality of life of our residents. We have tended to focus on completing physical projects that enhance the downtown that improve the comfort and convenience of all customers. Main Street Pinedale is very pleased to hear the Town is taking action on both projects, and we are delighted when other organizations can contribute to the overall goal of creating a customer friendly business corridor that supports business.

Respectfully submitted,

Kate Dahl
Program Manager
info@mainstreetpinedale.com

Mission

Main Street Pinedale cultivates civic pride by collaborating with businesses, organizations and community members to foster a vibrant downtown.

Vision

An attractive and vibrant downtown that sustains Pinedale as a welcoming place to live, work and play!

Sublette County
CHAMBER of COMMERCE

August 27, 2018

Wyoming Business Council;

Please consider this letter of support from the Sublette County Chamber of Commerce (SCCC) for the power box project at the American Legion Park in Pinedale, Wyoming. Pinedale offers our community members as well as tourists an array of activities which leads to a higher quality of life as well as helps stimulate local business and foster economic growth.

Adequate infrastructure is an element essential for continued events in the American Legion Park in promoting business and services to the community of Pinedale, WY. Currently, organization holding events with vendors in the park must provide additional means of electric supply as the park currently can't meet the supply demand of multiple vendors. Supplying outside power sources creates not only a safety concern but also a noise concern for local residents. SCCC supports the Town of Pinedale increasing the power supply in this area.

As you review the financial requests for the Wyoming Business Council, understanding the volume of requests, we ask you to consider the request from the Town of Pinedale for the power box at American Legion Park.

Thank you for you consideration.

Sincerely,

Sublette County Chamber of Commerce Board of Directors

August 24, 2018

Wyoming Business Council Board
214 West 15th Street
Cheyenne WY 82002

RE: Pinedale Events & Recreation Infrastructure Project

Dear Board Members,

As the operators of Rocky Mountain Car Wash and Laundromat located in Pinedale, we support this project. It will not only fill a need but generate local business.

We have both tourists and Pinedale residents that use our facilities on a regular basis. They come in to wash their RV and do laundry. We are frequently asked about access to an RV dump and fill site. This will allow for a one stop shop. The facility will also build traffic for Pinedale and create a stop for RVs passing through. Increased traffic will benefit all local business'
Tourists will utilize food services, gas stations, auto parts stores, etc.

Rocky Mountain Car Wash is providing an easement on our property in order to facilitate this effort. We believe that it will enhance our community and add another amenity to the Pinedale area.

Sincerely,

Mike Irwin
Owner, Rocky Mountain Wash LLC

PO Box 1200
Pinedale WY 82941

LAURA HATTAN
DIRECTOR, WIND RIVER MOUNTAIN FESTIVAL

332 West Pine Street - P.O. Box 787 - Pinedale, Wyoming 82941 - 307-367-2440
www.windrivermtfest.com - laura@greatoutdoorshop.com

August 18, 2018

Wyoming Business Council
214 West 15th Street
Cheyenne, Wyoming 82002

Wyoming Business Council Board:

Three years ago, I sat down and filled out a comically enormous application to get Pinedale recognized as Wyoming's first Continental Divide Trail Gateway Community. It took three days to complete and asked for things like information on every single hotel in our town, recreational facilities, campgrounds, access to trailheads, auditorium information, museums, ski hills, bike trails, details on the library, conference centers, events, community feel...in short, every possible thing that our community had to offer had to be represented. Although it was a draining task, it was also eye-opening to see, typed out in black and white, just how incredible our little community is. The residents of Pinedale all kind of know how lucky we are because our community is very proactive and we have so much going on, but seeing it written down like that was something else entirely. Basically, it was a resume for our town. And it was a very good one. Our application was approved, and Pinedale became Wyoming's first Continental Divide Trail Gateway Community. To celebrate, the Wind River Mountain Festival was born, and has been one of Pinedale's most popular events, for locals and travelers alike, ever since.

I write about that because I want to point out that the Wind River Mountain Festival is only one amongst the many incredible events that we have here in Pinedale. I am only one amongst the many dedicated individuals who work late nights and early mornings around an already busy schedule to plan events in this community. When you take a step back and look at the programming and events that happen annually, monthly, or even weekly in Pinedale...it's awe-inspiring. Much like when I actually had to make a list of each and every single thing that Pinedale has to offer, when you really pay attention to just how much our small community puts together, you can't help but be impressed. Whether it's plays, musicals, dance, comedy, live music, written works, artist showcases, acrobats, community theatre, farmer's markets, outdoor movies, the Green River Rendezvous, the Wind River Mountain Festival...the list just goes on and on. Much like the Wind River Range itself, Pinedale and the surrounding area is very remote, rugged, and sparse. Access and availability to the arts and other cultural exhibitions is limited. Aside from the Pinedale Fine Arts Council whom I partner with for the Wind River Mountain Festival, there are no other organizations that regularly present touring artists and musicians. In reality, we are so isolated from the world at large that these glimpses of culture have an incredible lasting impact.

Pinedale sits nestled at the very heart of the Wind River Range, the largest mountain range in the state of Wyoming. Within the heart of Pinedale sits our beautiful American Legion Park. The scenery is glorious, and Pine Creek winds its way down the entire length of this enormous park. On the north end rests a memorial tribute for our local service men and women. Moving south you come across the wheelchair-accessible restroom facilities and a stone open-air gazebo where live performances take place. There is outside seating available, and plenty of thick green grass for everyone in town (and their friends) to spread blankets and set up camp chairs. Aside from two picnic shelters and a couple of benches, the rest of the park is solid grass, beautiful and serene along the river. There is no playground equipment, and honestly it doesn't need it, because around here kids know that the untouched outdoors is the only playground you need. The residents of Pinedale are proud of this park, and take good care of it. It is a perfect setting for community events, all year round. But let me tell you, those summer evenings in the park when the entire community is gathered together, surrounded by the beauty of the Winds in full alpenglow and the sounds of incredible musicians are creating the best soundtrack to mountain living...it's about as close to perfection as possible.

As these events become more and more frequent and grow in size and participation each year, it is clear that the one, single thing our near-perfect park is lacking is power. The gazebo itself has limited power, enough for a band and some small lights, or a presenter. But for all of our larger events that bring in more vendors and musicians and food and beverage providers, we must fall back on a generator to supply power, which is an unsightly, noisy for the neighbors, environmentally unfriendly alternative. As our local community events grow in frequency, there are some weeks where a generator does not leave the park proper because it is being used from one event to the next. It is clear that as Pinedale centers itself more and more around the park and its events, we need to make a change. At face

value it makes sense that I support the Town of Pinedale's efforts to get power to the park because I am in charge of a major event held there. But there's another reason, too. I knew Pinedale before these events all began, and I know it now. It is difficult to reconcile the two. The quality of life for Pinedale residents and our visitors is infinitely improved by the year-round events at the park, but especially the summer events. Pinedale's winters are long. It's dark much of the time. When summer comes, everyone knows that our community events are coming too. These events bring us all together during the warm months when it's light late and it's not too cold to sit outside. The community thrives.

The feeling at these events is tangible, and probably recognizable today only to those of a certain generation, or those like me who hail from a small midwestern town. I will try with my clumsy words to describe it-perhaps you'll understand. If not, I hope you'll get the opportunity to experience it for yourself someday. So, I'd like to close by asking you to think on this: decades ago, houses across America had these large front porches, screened or not, and in the evenings, they were all open. You'd walk to your neighbor's place or down the street, sit on the rocking chair, and visit as the sun sank low in the sky. But now there's television. And internet. And Netflix. And people have replaced their front porches with fenced yards and their friendships with Facebook. And community is no longer the same thing as it once was in this country.

Unless you're in Pinedale.

Come to Pinedale in the summer when there's an event at the park-any event, from the weekly Farmer's Market to the monthly Soundcheck Summer Music Series, to the annual multi-day Wind River Mountain Festival or Green River Rendezvous. Come to these events and take a second to just sit and observe. You'll notice that kids are everywhere, running and playing and shouting and laughing as they roll down the hill over and over and over again as twilight sets in. You'll see that people are sharing blankets on the grass, and folks are hugging and catching up with their friends. Someone has a football and a pick-up game is starting. Kites are flying. Kids are home from college. New people are being introduced to old. Everyone is dancing and clapping, and collectively, as a group, enjoying the time with one another. Nobody is on their phone. Everyone is *present*. Our American Legion Park hosts events that create dancing, laughter, conversation and all-around enjoyment amongst the masses in our town. It creates *community*. Each new event brings with it this feeling of togetherness. And it has become clear: the American Legion Park is Pinedale's front porch.

And I, for one, would like to see it stay that way.

With gratitude,

Laura Hattan
Director, Wind River Mountain Festival

PINEDALE
WYOMING

Wyoming Business Council Board
214 West 15th Street
Cheyenne, WY 82002

Dear Wyoming Business Council Board Members,

The Pinedale Travel and Tourism Commission is in full support of the Pinedale Events & Recreation Infrastructure Project. This project will provide a necessary amenity for locals, Pinedale visitors, and those traveling on Highway 191 through Town. Those using the dump and fill station will have the option to extend their stay in Pinedale to utilize gas stations, food services, gift shops, auto part repair stores, and more, all contributing to the location economy. The power box provided at American Legion Park will also enhance special events in Pinedale, making the event and activity memorable to tourists, potentially resulting in their return visits to Pinedale.

The Pinedale Travel and Tourism Board fully supports this project and appreciates this funding opportunity provided by the Wyoming Business Council.

Thank you,

Oscar Freesan

Chairman, PTTC

PFAC
Pinedale Fine Arts Council

Wyoming Business Council Board
214 West 15th Street
Cheyenne, WY 82002

Dear Wyoming Business Council Board:

I am writing this letter in support of the Town of Pinedale's "Events & Recreation Infrastructure Project."

Our organization presents the annual Soundcheck Summer Music Series each year in American Legion Park in Pinedale. For the past three years, we have had food and craft vendors take part in the series and, as vendor use increases, we recognize that installing a power box at the location would aid in keeping noises reduced (currently vendors use generators) and allow vendor use to continue to increase in the future.

Furthermore, we feel that as Pinedale becomes less of a gas-based economy and more dependent upon tourism, infrastructure projects such as this will allow Pinedale to extend its recreation and tourism based offerings.

Sincerely,

Tim Ruland
Director of Marketing/Outreach
Pinedale Fine Arts Council

PO Box 1586, Pinedale, WY 82941 • 307.367.7322 • pinedalefinearts.com