

WYOMING BUSINESS COUNCIL
Board of Directors Meeting
September 6, 2012
Gillette, Wyoming

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WYOMING BUSINESS COUNCIL
Board of Directors Meeting
September 6, 2012
Gillette Community College Technology Education Center
Gillette, Wyoming

TENTATIVE AGENDA

Thursday, September 6, 2012 – Gillette Community College

- 8:30 AM** **Public Board Meeting Call-To Order – Gary Negich, Co-Chair**
Welcome
Board Member Introductions
Welcome to Gillette Community College – Mark Englert, Vice-President & CEO
Minutes Approval from May 24, 2012 meeting - **TAB L**
- 8:45 AM** **AgriBusiness Update – Cindy Weibel, Division Director - TAB M**
- 9:00 AM** **Rural Development/Main Street Update – Mary Randolph, Division Director – TAB N**
- 9:15 AM** **Business & Industry Update – Ben Avery, Division Director – TAB O**
Challenge Loan Modifications
WEDA Update – Phil Christopherson, President
Behre Dolbear & Co. Contract - \$122,500
- 9:30 AM** **Business Development Sub-Committee – Rex Lewis, Chair**
Loan/Portfolio Program - **TAB P**
Lost Creek/UR Energy Industrial Development Bond Request
Loan Loss Analysis/Challenge Loan Credit Memo
Past Due Report
Charge-Off Report
Small Business Investment Company Update
- 10:00 AM** **WBC Website/In-State Marketing Update – Matt Cox, Manager**
- 10:15 AM** **Break**
- 10:30 AM** **Personnel, Budget & Audit Sub-Committee – Lee Lockhart, Chair**
Personnel Report - **TAB Q**
Financials – Diane Joyce, Chief Financial Officer – **TAB R**
- 10:45 AM** **Community Development Sub-Committee – Lynne Michelena, Chair**
Community Development Block Grant (CDBG) Program – **TAB S**
Consolidated Plan
Community Facilities Update
- 11:00 AM** **Regional Directors Reports**
- Lead Regional Director & NW Region – Leah Bruscino
- Western Central Region – Roger Bower
- South West Region – Eliana Zempel
- South Central Region – Pat Robbins
- South East Region – Tom Johnson
- East Central Region – Kim Rightmer
- North East Region – Dave Spencer

12:00 PM

Lunch Break

1:00 PM

Strategic Initiative Updates

Hybrid Energy – Rob Hurless

Digital Data Centers – Don Collins

Transportation – Cliff Root

2:30 PM

CEO Update – Bob Jensen, CEO

2:45 PM

Old Business, New Business, Other Business

Next Meeting – December 5 & 6, Laramie, WY

3:00 PM

Adjournment

College of Business
Brent Hatheway

Holiday FNU - #

**WYOMING BUSINESS COUNCIL
BOARD OF DIRECTORS MEETING
SEPT. 5 & 6, 2012
GILLETTE, WYOMING**

TENTATIVE ITINERARY

Sept. 5 – Wednesday

12:30 PM	Bus pick-up at the Wingate Hotel Lobby Wingate – 1801 Cliff Davis Drive – (307-685-2700) When making reservations ask for a room out of the Wyoming Business Council Block
12:40 – 1:30 PM	Driving tour of South Gillette Industrial Area
1:45 – 2:50 PM	L&H Industrial Facility Tour
2:50 PM	Break
3:00 – 5:00 PM	Board/Staff Retreat at L&H Board Room
5:00 – 6:15 PM	Community Roundtable – L&H Classroom Facility
6:15 PM	Return by bus to Hotel – Wingate
6:30 PM	Board/Staff Dinner at the Prime Rib - Transportation on your own Meal Choice: (LET ME KNOW YOUR CHOICE ASAP) Prime Rib, Chicken or Salmon

Sept. 6 – Thursday

8:30 AM	Public Meet at Gillette Community College Technology Education Center, 300 West Sinclair
3:00 PM	Tentative Adjournment

WBC Board Meeting Gillette WY September 5, 2012

Sept. 5 – Wednesday, Gather at Wingate Hotel Lobby

12:40 – 1:30 p.m. Driving tour of South Gillette Industrial Area

1:45 – 2:50 p.m. L&H Industrial Facility Tour

2:50 p.m. Break

3-5 p.m. Board/Staff Retreat at L&H Board Room

See Retreat Agenda Below

5–6:15 p.m. Community Roundtable – L&H Classroom Facility

6:30 p.m. Board/Staff Dinner – Prime Rib Restaurant

Retreat agenda

3 – 4 PM Private session with Board and CEO

4 – 5 PM Board & Staff

- Major Employer Survey – Mark Willis, Leah Bruscino
- Community Facilities Program
- Awards, Recognition, Ratings
- CNG fueling finance

Espy
Bekke

BOARD MEMBERS PRESENT

Dick Bratton, Nathan Bekke, Gary Negich, Norma Shelton, Lee Lockhart, Pat Schmidt, Rex Lewis, Jim Espy, Lynne Michelena, Mike Wandler, Jay Anderson and Mike Sullivan.

BOARD MEMBERS ABSENT

Rich Walje, Chris Davidson, and Tom Scott.

WBC STAFF PRESENT

CEO Bob Jensen, COO Mark Willis, CFO Diane Joyce; Directors Cindy Weibel, Mary Randolph, Leah Bruscano, Molly Spangler, Ben Avery, Tom Johnson, Kim Rightmer, Elaina Zempel, Dave Spencer and Roger Bower. Other staff present: Dave Simonsen, Melinda Johnson, Mike Martin, Ryan Whitehead, Julie Kozlowski, Sandy Quinlan, Matt Cox, Kim Kittel, Ben Peterson, and Linda Hollings. Chava Case joined via phone.

CALL TO ORDER/WELCOME/INTRODUCTIONS

Co-Chair Negich called the meeting to order at 8:31 a.m. Negich stated that Board members had been able to spend a couple days in the area and thanked the communities for their hospitality. He said that they had good meetings with representatives of the Wyoming Business Alliance and the Wyoming Board of Agriculture. He also indicated that the Board of Agriculture and WBC Board members and staff had gone on a tour of the area and felt it was a great place to live. Board members then introduced themselves.

MINUTES

Minutes from the March 15, 2012 meeting held in Douglas, Wyoming were presented for approval. Board members had received the minutes prior to the meeting for review.

MOTION: Bekke moved to approve the minutes as presented. Bratton seconded the motion. All voted in favor; motion passed.

DIVISION UPDATES

RURAL DEVELOPMENT & MAIN STREET

Mary Randolph, Director, presented a brief summary on the Rural Development and Main Street programs. She reported that she was working with the Office of Tourism to plan and launch a "Certified Tourism Community" program. She announced that Jim Davis, former WBC Board Member, had recently been elected to serve as Vice-Chair of the Wyoming Main Street Advisory Board. It was announced that Sheridan and Pinedale had been granted funds from the Historic Architecture Assistance Program to fund projects in their communities.

Randolph encouraged all to attend the 100 year anniversary on the Roundhouse in Evanston. The event is being held in conjunction with Rocky Mountain Power's 100 anniversary celebration.

The Community Assessment Program is still going strong with several communities scheduled for follow-up and several scheduled for assessments. Mary indicated they are always looking for new assessment team members and if anyone is interested to contact her office.

AGRIBUSINESS UPDATE

Cindy Weibel, Division Director, thanked WBC Board members for participation in the previous day’s joint meeting with the Board of Agriculture. She felt it was beneficial to meet with them and share information on projects and programs.

She reported that the Wyoming LEAD class recently traveled to Washington, D.C. In addition to visiting with Wyoming’s representatives, participants had an opportunity to visit several related organizations. Class members also spent a day at an inner-city school making presentations on agri-related concepts and projects.

She announced that a three-day customized training workshop was being planned to assist companies in developing an export marketing plan. The University of Wyoming Partners is assisting with the project.

The 10th Annual Diversified AG Tour will be held June 19, 2012 featuring Centennial and Laramie ranches. For more information, Terri Barr with the Agribusiness Division should be contacted.

COMMITTEE REPORTS

Business Development

BUSINESS & INDUSTRY UPDATE

Ben Avery, Director, reported on a recruitment trip to Europe. Our European contractor, HMC Global, had arranged meetings in Germany and Denmark. Avery and another staff member met with companies working in various sectors of the wind energy industry. In total they met with 15 companies.

Wyoming was successful with its recruiting activities associated with “Project Summit.” Microsoft (Project Summit) announced they would be building a large data center in Laramie County. Staff had worked with them under the name of Project Summit for several months prior to their location announcement. This will be a major project for Wyoming.

A series of contracts with entities at the University of Wyoming were presented for approval. Dr. William Gern, President of Research and Development, from the University, spoke of the Wyoming Business Resource Network and the importance of partnering with the WBC in economic development activities. He indicated that he knew of several states that envy our relationships. He felt economic development in Wyoming doesn’t happen without the WBC, University of Wyoming and the Business Resource Network.

Contracts for approval were presented on a consent list. The consent list included the following:

PARTNER	AMOUNT REQUESTED
WY Technology Business Center	\$1,404,300
Manufacturing – Works	\$1,217,706
WY Market Research Center	\$ 624,952
Small Business Innovation Research & Small Business	\$ 608,256

Technology Transfer (SBIR/STTR)	
Small Business Development Centers	\$1,612,556
Procurement Technical Assistance Center	\$ 267,774
WY Research Product Center	\$ 196,590
WY Women's Business Center	\$ 388,272

Avery explained that each of the contracts was for a two-year period to better align with the budget year instead of one year as in previous contracts. A board member asked how the 4% budget decrease requested by the Governor affected the contracts. Staff indicated that the contracts were not affected by the requested decrease.

MOTION: Schmidt moved to approve the consent list in the amounts presented; Lockhart seconded the motion. All voted in favor; motion carried. All contracts were approved.

A contract with Voltedge Inc. dba Ady Voltedge was presented for approval. The contract in the amount of \$108,740 will allow the WBC to better focus marketing and recruiting efforts to companies in a select few targeted industries in California and Illinois. The marketing plan developed under this contract will focus on identifying key industries as well as locations and market strategies to reach the target companies. Staff recommended approval of the contract pending approval from the Attorney General's office.

MOTION: Lewis moved to approve the contract in the amount presented contingent upon approval from the AG's office; Bekke seconded the motion. All voted in favor; motion carried.

A request from Lower Valley Energy was made to increase their loan amount by \$400,000; from \$1,100,000 to \$1,500,000. The original loan of \$1,100,000 was approved in the March 2012 meeting. Lower Valley Energy has partnered with Jackson Hole Energy Sustainability Project Joint Powers Board to create the energy concierge to educate the community on the importance of energy conservation and efficiency.

MOTION: Espy moved to increase the loan amount as requested. Sullivan seconded the motion. All voted in favor; motion carried.

Loan/Portfolio

Staff reported on the audit that was conducted on the WBC by the Division of Banking, Department of Audit as required by state statutes. The findings concluded that overall the WBC was administering the program in a satisfactory manner. Board members had received a copy of the report prior to the meeting for review.

MOTION: Negich moved to accept the report as presented. Bratton seconded the motion. All voted in favor; motion carried.

Staff indicated that the Loan Loss Reserve Analysis and the Past Due report was in good order and there was nothing outstanding to report.

Under the Small Business Investment Credit (SBIC) program, staff reported that Enhanced Capital Wyoming fund, LLC had applied for certification as an SBIC company. Certification

was approved by the Board at the December 2011 meeting. Enhanced Capital is a company headquartered in Jackson. The company is in the process of finalizing investments with insurance companies licensed in Wyoming with tax liabilities. The company is currently accepting executive summaries from potential qualified businesses. More information on the program will be reported in 2013.

MOTION: Bekke moved to accept the report; Lewis seconded the motion. All voted in favor; motion carried.

Community Development – Lynn Michelena,
Community Development Block Grants (CDBG)

Staff gave a brief financial summary of the program. They indicated that a total of 22 applications had been received. Staff was recommending approximately \$2.7 million in grants.

Staff recommended a consent list for each category under the CDBG program. Board members were reminded that they could ask for any project on the list to be pulled if they had questions or discussion. The recommendation for some of the applications was being recommended at less than the applicant had requested. Staff indicated that they had checked with those applicants to see if they would be able to go forward with their projects with partial funding. All applicants indicated that they could do their projects.

Applications under the community development category, project, amount requested and staff recommendation was as follows:

Applicant	Project	Requested	Recommend.
Sheridan Co.	Free Clinic	\$300,000	\$300,000
Laramie Co.	Meals on Wheels	\$500,000	\$362,448
Midwest	Sewer Line Replacement	\$198,156	\$198,156
Lander	Housing Infrastructure	\$465,000	\$460,000
Evansville	Water Main Replacement	\$249,599	\$249,599
Albany Co.	Plains Civic Center	\$275,000	\$105,000
Yoder	Sewer Lagoon	\$500,000	\$198,703

MOTION: Espy moved to approve the applications in the amounts presented by staff. Bratton seconded the motion. All voted in favor; motion carried.

Under the Infrastructure Project category, one project for consideration was presented.

Applicant	Project	Requested	Recommend.
Laramie	Cleveland Street	\$174,000	\$174,000

Negich indicated that he would be abstaining from discussion and voting on the project.

MOTION: Bratton moved to approve the application in the amount presented by staff. Bekke seconded the motion. All voted in favor, with the exception of Negich who abstained; motion carried.

Applications for consideration under the Planning category included the following:

Applicant	Project	Requested	Recommend.
Albany Co.	Greater WY – Big Brothers/Sisters Center	\$15,000	\$13,950
Buffalo, City of	Clear Creek Elementary School Reversion	\$15,000	\$13,950
Carbon Co.	Little Rascals Building	\$15,000	\$13,950
Evanston, City of	Evanston/Uinta Co. Airport	\$50,000	\$44,796
Gillette, City of	Downtown Deve. Coordination Plan	\$32,000	\$29,760
Green River, City of	Union Pacific Depot Study	\$15,000	\$13,950
Meeteetse, Town of	Master Plan	\$22,800	\$21,204
Moorcroft, Town of	Elementary School Rehab Study	\$15,000	\$13,950
Natrona Co.	Comprehensive Plan Update	\$50,000	\$44,796
Riverton, City of	Federal Blvd. Planning	\$50,000	\$44,796
Rock Springs, City of	1 st Security Bank Bldg. Study	\$10,000	\$ 9,300
Sheridan Co.	Senior Citizens Center Study	\$15,000	\$13,950
Sheridan, City of	Railroad Corridor ED Study	\$48,000	\$43,005
Wright, Town of	Town Hall Re-Use Study	\$15,000	\$13,950

Staff indicated that all requests had been cut and all applicants were notified of the lower recommended amounts.

MOTION: Bekke moved to approve the applications in the amounts presented by staff. Schmidt seconded the motion. All voted in favor; motion carried.

Child Care Loan Program

Staff presented an update on the program to Board members. The program was developed in cooperation with the WY Women’s Business Center utilizing funds from HUD. Five loans in two years had been approved. The five loans would utilize the full \$150,000 committed to the program. Staff recommended the Board allow the program to remain as an option that is available should issues of child care become of an urgent nature to warrant funding the program again. Staff also recommended no funding other than the \$40,000 for administrative funds and the \$150,000 in loan funds already under contract.

MOTION: Bekke moved to approve staff’s recommendation as presented. Shelton seconded the motion. All voted in favor; motion carried.

Business Ready Communities (BRC)

Staff gave a brief budget summary. They reported having \$31,281,372 in available funds for projects. Fifteen applications had been received; one had withdrawn. The application requests totaled \$13,639,747.

Cody

The first request presented was from Cody for a Business Committed Grant in the amount of \$1,223,178. The funds would be used to construct a 6,000 square foot beef processing facility for Wyoming Authentic Products LLC, a start-up company. Forward Cody, a community

development organization would own and maintain the lot and building. This would be the only USDA inspected facility in Wyoming. The project has the support of the agriculture community. Staff recommended funding with two contingencies. One, receipt of an executed project development and administration agreement between the city of Cody, Forward Cody and Wyoming Authentic Products; and two, verification of the raising of the \$900,000 needed for company operations for year one by September 30, 2012 and a plan for raising the additional \$300,000 in both year two and year three. Discussion on the project included revenue recapture, what factors make the project unique, competition, other uses for the building and the lease term of 10 years with an option to renew.

MOTION: Negich moved to approve staff's recommendation as presented. Bekke seconded the motion. All voted in favor; motion carried.

Evanston

The Community Readiness grant application for a medical speculative building in the amount of \$1,000,000 was presented. The grant would be used to complete a \$2.3 million medical speculative building project. The proposed building will be 9,000 square feet with three separate sections with common space that can be used by all tenants. The purpose of the building is to retain and recruit healthcare related businesses to the community. Staff recommended approval of the project with three contingencies. One, receipt of a professional appraisal on the property to be purchased; two, receipt of a copy of the proposed lease agreement for prospective tenants and three, receipt of an executed lease agreement between the City of Evanston and High Country Behavioral Health. Discussion included the ownership of the building, recognition of the significant cash match, and the demand for speculative space.

MOTION: Anderson moved to approve staff's recommendation as presented. Espy seconded the motion. All voted in favor; motion carried.

Laramie County

A request for a Community Readiness grant to extend water and paving infrastructure into the Swan Ranch Business Park in the amount of \$3,479,569 was presented. This is Phase II of the project which will open an additional 670 acres for development and will turn the park into a rail park with dual rail service provided by Union Pacific and Burlington Northern Santa Fe. Staff believes the project presents a unique economic development opportunity for Laramie County as well as Wyoming and that the project merits justify the waiving of the rules for this project. Staff recommended approval of the request with two contingencies. One, receipt of an executed contingency and development agreement between Laramie County, Cheyenne LEADS, and Granite Peak Development, LLC and two, receipt of the thirty acre property transfer or deed to Cheyenne LEADS from Granite Peak Development, Inc. Discussion included previous investment amounts and public feedback concerning the project.

MOTION: Lewis moved to approve staff's recommendation as presented. Espy seconded the motion. All voted in favor; motion carried.

Sweetwater County

Sweetwater County's request was for a \$1,000,000 Community Readiness Grant to construct a Workforce Training Facility. The facility would be a 7,500 square foot steel building for a hands-on workforce training center. It would be located at the Western Wyoming Community College's campus in Rock Springs. The facility would initially be constructed and owned by Sweetwater County and would be subsequently turned over to WWCC for operation and

maintenance. Staff recommended funding as requested. Discussion included questions on why was BRC funding being sought and not Community College Commission funding, ownership of the donated equipment, and recognition of the significant private equipment donations for the project.

MOTION: Negich moved to approve staff's recommendation as presented. Bekke seconded the motion. All voted in favor; motion carried.

Upton

Upton requested a Community Readiness Grant in the amount of \$1,377,247 to install water and sewer infrastructure in the Upton Regional Industrial Park. The project is considered a multi-year project and will be completed over a two year period. The town of Upton will own the infrastructure. Discussion included clarification on why Water Development Commission funding was not being utilized and the need for redundancy.

MOTION: Bekke moved to approve staff's recommendation as presented. Wandler seconded the motion. All voted in favor; motion carried.

Campbell County

Campbell County requested a \$2,100,000 Community Readiness grant for road and drainage infrastructure in the Southern Industrial Area south of Gillette. The infrastructure would be owned through construction by Campbell County and then transferred to the Southern Industrial Improvement and Service District. Staff recommended approval pending a favorable opinion from the Attorney General's Office. Included in the staff's recommendation were two contingencies. One, receipt of documentation confirming the formation of an Improvement Service District for the project by September 30, 2012 and two, receipt of documentation confirming that the property owner's cash match is in place by September 30, 2012. Discussion included clarification between a multi-year project and a phased project.

MOTION: Wandler moved to approve staff's recommendation as presented. Espy seconded the motion. All voted in favor; motion carried.

Laramie, City of

Laramie requested loan funds from two categories under the BRC program totaling \$1,330,269. \$665,135 was requested in Community Enhancement loan funds and \$665,134 from the Special Assistance Loan fund. The loan would be used to complete the community's downtown lighting project, and tree plantings, ornamental lighting and benches. Staff recommended approval of the request pending a favorable opinion from the Attorney General's Office and the contingency of documentation confirming receipt of the required WYDOT permits. Discussion included clarification of the loan program rules and the process to establish the loan terms.

MOTION: Lockhart moved to approve staff's recommendation as presented. Bekke seconded the motion. All voted in favor; motion carried.

Buffalo, City of

Buffalo requested \$250,000 in Community Enhancement funds to complete a revitalization project to Crazy Woman Square. Funds would be used to install a sign, a sculpture, a bronze story plaque, decorative railings, wall murals, lighting, new trail surfacing material, bike racks, benches, dog stations and signage, trash receptacles and signage. All will be owned and maintained by the City of Buffalo. The city had previously been awarded a \$500,000 Community

Readiness Grant in 2011 for the initial restoration of the square. Staff recommended funding as requested. Discussion included recognition of the partnership between the city of Buffalo and Johnson County.

MOTION: Bratton moved to approve staff's recommendation as presented. Bekke seconded the motion. All voted in favor, with the exception of Michelena who abstained; motion carried.

Jackson, Town of

The town of Jackson requested \$250,000 under the Community Enhancement program for expansion and renovation of the Snow King Convention and Event Center. The center, built in 1993, supports recreational activities and conventions in the town of Jackson and Teton County. The project will be done in phases. The requested funds will be used for Phase 1 which includes expansion of the facility's entrance, the addition of new meeting rooms, and the expansion of communication capabilities for the center and associated meeting rooms. The facility is owned by the town of Jackson and will be operated by Center Management, Inc.; both will be responsible for operations and maintenance. Staff recommended funding as requested.

MOTION: Schmidt moved to approve staff's recommendation as presented. Shelton seconded the motion. All voted in favor; motion carried.

Cody, City of

A request in the amount of \$242,451, under the Community Enhancement Program, was presented. The funds would be used for the Cody Stampede rodeo facilities to renovate the existing seating area to meet ADA compliance, new roof, additional parking spaces to meet ADA requirements, new electronic signage and new east and west gates. The Cody Stampede organization will be responsible for ongoing operation and maintenance expenses. Staff recommended funding as requested pending a favorable opinion from the Attorney General's Office.

MOTION: Bekke moved to approve staff's recommendation as presented. Bratton seconded the motion. All voted, with one nay vote being heard. Motion carried.

Cheyenne, City of

A request from the city of Cheyenne in the amount of \$250,000 under the Community Enhancement program was presented. The funds would be used to complete a segment of the community's trail system along Polk Avenue. The city had not received funds from the WBC for other parts of the trail system. Staff recommended funding as requested.

MOTION: Negich moved to approve staff's recommendation as presented. Anderson seconded the motion. All voted in favor; motion carried.

Hulett, Town of

Hulett requested \$16,820 in Community Enhancement funds for landscaping, lighting and installation, and professional signage and installation of the sign to the town's community center. The Community Center was renovated in 2007 utilizing an award of \$1,475,158 from the WBC Community Facilities Program. Staff recommended funding as requested.

MOTION: Wandler moved to approve staff's recommendation as presented. Negich seconded the motion. All voted in favor; motion carried.

Lyman, Town of

The town of Lyman requested \$120,213 under the Community Enhancement program. The funds would be used for landscaping the Heritage Barn grounds, signage and paving additional parking spaces. The Barn was renovated in 2006 utilizing \$957,656 in WBC Community Facilities funds. Staff recommended funding as requested.

MOTION: Negich moved to approve staff's recommendation as presented. Bekke seconded the motion. All voted in favor; motion carried.

Sheridan, City of

The City of Sheridan requested \$1,000,000 in Community Readiness funds to extend sewer, roadway infrastructure, and a dry utility trench from the present Hi-Tech Business Park to the proposed location of the First People Center and the Northern Wyoming Community College District's proposed large animal agricultural complex and events center. The infrastructure would be owned by the City of Sheridan. The Hi-Tech Business Park and the First People's Center were the recipients of previous WBC grants. Staff recommended "Do Not Fund" the project at this time. Staff does not believe that all the components to make this project ready to move forward are in place. Staff indicated that it would like to work with the community more on this project.

MOTION: Espy moved to accept staff's recommendation of "Do Not Fund" as presented. Lockhart seconded the motion. All voted in favor; motion carried.

Staff presented a proposal for a Business Ready Program Allocation Plan to be used beginning July 1, 2012. The plan would be for the BFY 13/14. The plan was presented as outlined below:

**Proposed BRC Annual Allocation Plan
For biennium 2012 – 2014 (based on a \$50 M appropriation)**

Priority	Type	Recommended Total Funds Available	Recommended Percent of Total BRC Funds
	Governor's Large Infrastructure Grants	\$7,500,000	30%
High	Business Committed	\$6,000,000	24%
High	Data Centers	\$3,500,000	14%
Medium	Readiness Infrastructure	\$3,000,000	12%
Medium	Main Street/Downtown	\$2,250,000	9%
Low	Recreation/Enhancements	\$1,250,000	5%
Low	BRC Planning	\$500,000	2%
Low	Child Care/Senior Care	\$1,000,000	4%
Totals		\$25,000,000	100%

Note: Low priority funds could be reallocated to Business Committed projects or other higher priorities.

MOTION: Negich moved to approve staff's recommendation as presented. Espy seconded the motion. All voted in favor; motion carried.

Business Ready Community Grant & Loan Program Rule Revision

Staff presented a proposal to change Business Ready Community Grant and Loan Program rules. Eleven changes to the rules were proposed which included: (1) adding planning as an eligible grant and loan activity, (2) define planning categories, matches, maximum awards and evaluation criteria, (3) on a "multi-year project" add language that the application must demonstrate how the project will significantly exceed application criteria, (4) raise the grant maximum for community enhancement projects to \$500,000, (5) amend evaluation criteria to include Wyoming Main Street and Certified Tourism Community programs, (6) amend application criteria to include a deadline for a draft application to be submitted to WBC Regional directors two weeks prior to the application submission deadline, (7) clarify language for match and maximum grant awards for Managed Data Center Cost Reduction projects, (8) amend loan information to include loans for non-revenue generating projects, (9) include Senior Care projects with Child Care projects in the public hearing section, (10) allow a market analysis to demonstrate value of an in-kind match, and (11) correction of any grammatical errors. The change is needed to add planning as an eligible grant and loan activity, define planning categories, matching maximum awards, and evaluation criteria. Board discussion took place on a cap increase wanted by the Wyoming Economic Development Association (WEDA), how Main Street and Tourism fit into the rules, and the two week prior to deadline application submission to Regional Directors. Staff recommended the Board adopt the rules, with the changes included, as presented. If adopted by the Board, the rules will be sent to the Management Council of the Legislature and then to the Governor's office for final approval.

MOTION: Bekke moved to approve staff's recommendation on the Business Ready Community rules as presented. Sullivan seconded the motion. All voted. Hearing several nay's, a roll-call vote was called for. Those nine (9) voting in favor of the motion were Anderson, Bekke, Bratton, Espy, Lewis, Michelena, Shelton, Sullivan, and Wandler. Those three (3) voting against the motion were Lockhart, Negich and Schmidt. Motion carried.

PERSONNEL, BUDGET & AUDIT COMMITTEE

Personnel

Recent personnel actions reported included recruitment activity to fill a Senior Main Street Specialist position, with the goal of having the position filled, with a start date of July 1, 2012; the Administrative Assistant position in the State Energy Office had been filled; and one summer intern position in the Business and Industry program had been hired. The position of the Customer Management/Administrative Assistant is still vacant and will be analyzed further to determine whether to fill or leave the position vacant.

Budget

CFO Diane Joyce presented the current financials. The WBC spending rate is currently a little ahead of last year at this time. The majority of the difference was grant award driven. She summarized the financial sheets covering encumbrances, cash balances, loans receivable and dues/memberships expenditures. Board members had received copies of the current financial statements for review prior to the meeting.

MOTION: Bratton moved to accept the financial statements as presented. Lewis seconded the motion. All voted in favor; motion passed.

Joyce presented a contract for approval in the amount of \$128,600 for independent audit services. The contract was a result of a Request For Proposals (RFP) released for audit services. Only one response was received on the RFP - McGee, Hearne, and Paiz. Board members wondered why only one response. She indicated that other firms did not have the knowledge of State of Wyoming policy and procedures and so it would be harder for them to do the audit.

MOTION: Bekke moved to approve the contract in the amount as presented. Bratton seconded the motion. All voted in favor; motion passed.

Two contracts with Land Investment, LLC was presented for approval. The contracts were for leasing the headquarters building located at 214 West 15th and the building at 1501 and 1509 Carey Avenue, which houses the Energy Office and the Rural Development/Main Street Office. The lease amount for the headquarters building was \$180,768.00 for a two-year period and \$58,344.00 for the Carey Avenue building. Both amounts reflect a 2% increase over last year's contract.

MOTION: Negich moved to approve the contracts in the amounts presented. Michelena seconded the motion. All voted in favor; motion passed.

Budget Cuts

During the last legislative session, the Legislature instructed State agencies to make cuts totaling 4% of their general fund appropriation for fiscal year 2012 and 8% cuts for fiscal years 2015 and 2016. Due to the continuing declines in natural gas prices that directly impact the state's revenues, the Governor had increased the 2014 budget cut to 8%, WBC's requested cut was submitted to the Governor's office last week (week of May 14, 2012). Board members had received a copy of the budget cuts prior to the meeting for review.

MOTION: Negich moved to support and ratify the budget cuts as presented. Bekke seconded the motion. All voted in favor; motion passed.

CEO Report

CEO Bob Jensen reported on several upcoming events that would be of interest to the Board members. It included the Joint Minerals Meeting June 14 & 15 in Riverton; Workforce Annual Meeting in Gillette June 15 and 16; SLIB (State Land and Investment Board) meeting in Cheyenne on June 21st. The next WBC Board meeting to be held September 5 and 6 in Gillette. He indicated that all Board members were invited to attend any of the events he had mentioned.

A call was made for other items of business; there being none the meeting was adjourned at 1:45 p.m.

Respectfully Submitted:

Linda Hollings, Recorder

Date

Lee Lockhart, Secretary/Treasurer

Date



Wyoming Mercantile at Wyoming State Fair sets new record



Governor and Mrs. Mead were among the hundreds of individuals who purchased Wyoming made products at the Wyoming State Fair Mercantile. The WBC storefront, which is located along the midway of the state fairgrounds in Douglas, saw a tremendous increase in traffic during the WSF 100 year celebration and had record sales for the week for Wyoming made products totaling nearly \$24,000, which doubled the previous sales record. An additional \$33,000 in state fair merchandise was also sold. Over 70 Wyoming companies were represented in this year's Mercantile. WBC's Kim Porter and Terri Barr did an outstanding job putting together this great event. Thanks also to the help of intern Chelsea Feeman, who spent the week assisting Kim and Terri.

State Fair Hay Show winners announced

The Wyoming State Fair Hay Show Best of Show winner was David Hinman of Wheatland, with a 323 Relative Feed Value score on the hay he exhibited. Donn Randall, WBC Crop and Forage Program Manager supervised the hay show, which had 50 entries this year. Premier Exhibitor at this year's State Fair was Hardrock Farms from Wheatland. The following Wyoming hay producers were division winners and their entries will be taken to the World Dairy Expo in October and entered into the Superbowl of Champions: David Hinman, Kellie Hinman and Hard Rock Farms – Wheatland; Ervin Gara – Torrington; Kossert Brothers Inc, - Casper; Jamie Wilkinson – Torrington; Gerry Danko – Powell; Bath & Epler – Hillsdale; and Casey Epler – Hillsdale.



Agribusiness Division Highlights

August 2012



10th Annual WSF Farmers Market draws record number of vendors

This year's Wyoming State Fair Farmers Market, which was held on the last Saturday of the Wyoming State Fair had 18 vendors displaying their produce, meat, eggs and value-added agriculture products.

Kim Porter, WBC Farmers Market Program Manager says this was the best year for the market ever. In fact, vendors requested to stay beyond their required four hours to continue selling their products. State-wide farmers markets are well underway this fall.

Wyoming L.E.A.D. goes all out for State Fair – sets barnyard theme for parade



To increase awareness of the L.E.A.D. program, Wyoming L.E.A.D. Class 12, as a culminating event to their seventh seminar on estate planning and business succession, decorated a float for the 100th anniversary of the Wyoming State Fair. The highlight of the float was the cow and pig who followed the parade route, distributing candy, hugs and high-fives. WBC Agribusiness Director Cindy Garretson-Weibel organized the three-day seminar for this class, which included presentations on Generation Dynamics, Passing on the Farm or Ranch, Estate Planning and Retirement Planning. The next seminar will be in Rock Springs in November, and will highlight natural resource issues.



WYOMING RURAL DEVELOPMENT COUNCIL

COMMUNITY ASSESSMENTS: Follow-up community assessments are scheduled for:

- August 22-23 in Lusk
- September 18-19 in Thayne (rescheduled for Spring 2013)
- October 3-4 in Wheatland
- October 9-10 in Elk Mountain

Rock River is also interested in an initial assessment. WBC Board members are always invited to attend any of these Community Assessments.

RURAL COMMUNITY DEVELOPMENT INITIATIVE GRANT: The Rural Community Development Initiative (RCDI) Grant will be closing on September 30, 2012. This has been a 30-month USDA Grant which provided several Wyoming communities with financial and technical assistance in the areas of community and economic development. Thirty-seven of the forty approved communities have received some kind of assistance, with Strategic Plans completed for nine communities, and seventeen communities receiving Market Research Plans. Other community town leaders were given financial assistance to attend conferences and meetings targeted at community and economic improvement. Projected and actual assistance from RCDI Grant activities has provided over \$1.63 million dollars for RCDI communities and \$13.5 million to other Wyoming communities.

The major strength of this program has been the partnership's commitment and involvement. The Partners include: Wyoming Chamber of Commerce Executives (WCCE), Wyoming Association of Municipalities (WAM), Wyoming Economic Development Association (WEDA), Manufacturing Works, Wyoming Entrepreneur.Biz, Wyoming Business Council Energy Division, and Wyoming Rural Development Council (WRDC).



WYOMING BROADBAND SUMMIT: The Enterprise Technology Services of the State of Wyoming and Wyoming Business Council invite you to join us at the LinkWYOMING Broadband Summit on **October 23, 2012** from 9:00 am to 4:00 pm at the Little America Convention Center in Cheyenne. This event is a key opportunity to hear about best practices in broadband expansion and adoption, network with other leaders in the state to address broadband challenges and gaps, and identify and lead strategic actions to build a better broadband future for Wyoming.

WYOMING CONTINUUM OF CARE: Every January, HUD mandates that a count of the homeless in the country and the beds available for them takes place. Wyoming's 2012 homeless Point-in-Time and Housing Inventory counts took place Jan. 25, 2012, statewide, and included a sheltered and unsheltered count. Sheltered is defined as persons who were sleeping in beds provided or funded by programs of the relevant types, such as shelters or beds that are specifically set aside for homeless populations. Unsheltered is defined as homeless persons who were on the street or in a place unfit for habitation on the night of the count, including motels and hotels. Lead agencies were identified in Laramie, Natrona, Sheridan and Sweetwater counties this year. The count was submitted to HUD in April with a total of 1,338 unsheltered homeless persons and 509 sheltered in Wyoming.

AMERICAN RECOVERY AND REINVESTMENT ACT OF 2009: The remaining sub-grantees are Interfaith of Natrona County, Albany County SAFE Project, Carbon County Attorney's Office and Rock Springs Housing Authority. As of the May 10 deadline, over 96% of the sub-grantees' funds had been expended. Denny Royal completed final on-site monitoring at each of the programs the end of June and a closeout meeting was held July 10 in Casper. The grant officially ended July 14, but the State has up to 90 days to draw down the funds. With the grant, over 3,300 clients were assisted throughout the State of Wyoming. The final sub-grantees were Community Action Partnership of Natrona County, Interfaith of Natrona County, Carbon County Attorney's Office, Albany County SAFE Project, and Rock Springs Housing Authority.

WYOMING MAIN STREET



INTRODUCING NEW WYOMING MAIN STREET STAFF: *Britta Fuller* started July 2nd as the Senior Main Street Specialist for Wyoming Main Street. *Elsie Manzanares Barajas* has been hired to replace Britta as the WRDC/Main Street Administrative Specialist. Her first day was August 1. *Chelsea Feeman*, a University of Wyoming accounting major, has been the WRDC/Main Street intern this summer. Chelsea has been working on a community assessment phase 2 project, as well as a Main Street manual and miscellaneous other projects. Her last day was August 24.

HISTORIC ARCHITECTURE ASSISTANCE FUND: Britta Fuller, WY Main Street, and Brian Beadles, SHPO, reviewed the July 15 round applications. SHPO did not have funds available to fund any projects; Wyoming Main Street will be funding three projects in Wheatland, Pinedale and Guernsey totaling \$11,500. The next application round is October 15.

In 2012 to date, WY Main Street has funded five projects in Wheatland, Guernsey, Pinedale and Sheridan for \$22,000, averaging \$4,400 per project. Projects include façade drawings and signage design, renovation cost assessment, structural analysis and recommendations, structural assessment and façade cost assessment.

COMMUNITIES: Applications are being accepted for communities to join the Wyoming Main Street Program. Letters of Intent are due October 1; Applications are due December 1. Communities expressing an interest in the Main Street Program are Casper and Cheyenne.

In FY2012 WYMS gave over \$192,000 in technical assistant grants to 14 communities including Buffalo, Douglas, Dubois, Evanston, Glenrock, Green River, Kemmerer, Laramie, Platte County, Pinedale, Rawlins, Rock Springs, Sheridan and Torrington.

Funds were used for retail marketing, shop-local consulting, way-finding plan and assign, marketing workshops, e-newsletter design, architectural assistance, building and business inventory, downtown plan update, branding design, pocket park design, business retention speaker fees, downtown image campaign consultant, theater façade design, downtown plan and downtown parking analysis

Grants for FY2013 include merchant training, shop local first program, business workshop series, way-finding signage design, façade design, retail training, downtown building inventory, building better business program and kiosk software design.

ELECTED OFFICIALS LUNCHEON: Mary hosted a luncheon for elected officials in Main Street communities during the Wyoming Association of Municipalities' June conference. Mayor Hank Castillon of Green River assisted Mary with the presentation on the Main Street program in Wyoming. The luncheon had a great turn-out from not only those from Main Street communities, but others as well and WYMS hopes to make this an annual event.

ANNUAL AWARDS: Mary and the Advisory Board presented the Buffalo Downtown Association with the annual **Innovation Award** as an Affiliate program in early May. At the annual Preserve Wyoming conference, the Evanston Urban Renewal Agency/Main Street was presented with the **Innovation Award** as a Certified program. Mayor Hank Castillon of Green River was presented with the **Leadership Award**.

**BUSINESS AND INDUSTRY REPORT TO THE
WYOMING BUSINESS COUNCIL BOARD
SEPTEMBER 2012**

NATIONAL AND REGIONAL MARKETING EFFORTS

Denver Merchandise Mart; Gift, Jewelry, Home, & Resort Show, Denver, August 27-29, 2012. The show is a wholesale gift and jewelry show where WBC secures booth space for existing Wyoming companies. The 2012 show will have eight individual companies from Wyoming at the WBC space. This trade event produces close to \$50,000 for these Wyoming businesses in one weekend.

UPCOMING NATIONAL MARKETING EVENTS

IFC - late Dec.

Data Center World, Nashville, TN, September 30- Oct, 3, 2012. Wyoming will be represented at Data Center World by Brandon Marshall, Heather Tupper and Dave Spencer as well as representatives from Sheridan, WY. This fall conference is geared toward data center management professionals. Data Center World has close to 1,000 attendees and 100 exhibitors which allows a great opportunity for many one-on-one contacts. WBC will be touting the advantages for Data Center location in Wyoming and the recent Data Processing Center Sales Tax Exemption law.

IAMC Conference, Omaha, NE, October 13-17, 2012. Brandon Marshall and Mark Willis will attend the 2012 Industrial Asset Management Council (IAMC) Conference. IAMC events focus on providing solutions for company executives dealing with real-estate decisions. Property manager from several hundred companies attend these events, and have cultivated relationships with WBC staff over years of attendance.

FABTECH Trade Show, Las Vegas, NV, Nov. 12-14, 2012. Wyoming will be represented at FABTECH 2012 by Brandon Marshall, Heather Tupper and Pat Robbins. The WBC has exhibited at FABTECH in the past, and will again have a display in the trade show. FABTECH is North America's largest metal forming, fabricating, welding and finishing event.

STATEWIDE OUTREACH

WEDA Fall Conference, Riverton, September 26-27. The WBC B&I Division will host Russ Riblet of GIS Planning as a speaker for the 2012 WEDA Fall Conference. GIS Planning is currently developing a GIS mapping system for the WBC, Zoom Prospector, that will showcase available properties around the state, as well as provide information on land parcels such as zoning, utilizes, and neighboring property information. Russ will present to the conference on the new system, Wednesday, September 26.

SPECIAL B&I PROJECTS

Ady Voltedge Marketing Contract. The B&I Division has contracted with Ady Voltedge of Madison Wisconsin to develop and implement a marketing plan for the WBC's targeted industries. The Ady Voltedge team was in Wyoming for a tour of the state during the week of the 27-31 of August. The tour was designed to view both available properties around the state as well as to meet with companies throughout Wyoming. The tour included Cheyenne, Laramie, Casper, Sheridan, Cody, Riverton, Rock Springs and Evanston. The team viewed approximately 18 business parks and spoke with 15 companies on the tour.

Ady Voltedge is currently in the process of presenting formal recommendations for the B&I Division to implement in our marketing efforts, as well as conducting a marketing campaign to businesses and site selectors. The primary target states for this effort are California and Illinois. Ady Voltedge will contact companies and arrange conference calls with WBC representatives, as well as arrange visits to company locations for the WBC.

HMC Global European Data Center Marketing Contract. The B&I Division has contracted with HMC Global, of Belfast Northern Ireland, intended to reach European companies in need of data storage and computing centers in the US. The project will include conference calls with WBC representatives and European companies arranged by HMC Global, with the ultimate goal being site visits to Wyoming to explore potential data center projects.

HMC Global has previously completed a contract with the B&I Division to market Wyoming to European wind industry manufacturers and servicers.

Cheyenne Frontier Days (CFD), Cheyenne, July 21-39. During this ten-day event, Made-in-Wyoming products are sold on consignment at the General Mercantile in Wild Horse Gulch. Products must be made in Wyoming and must be Western, frontier, or uniquely Wyoming in nature. The hard work from the staff at this event resulted in 45 companies participating and sales of \$10,137. Erin Moen, B&I Summer Intern, and Annie Wood managed the store for the week, and were helped by several other staff members from the WBC.

SBIC PROGRAM

Enhanced Capital Wyoming Fund, LLC closed its Wyoming Small Business Investment Company ("SBIC") fund on 8-13-2012 in the amount of \$25 million. They are ready to make investments into Wyoming Qualified businesses. The SBIC Through this program qualified Wyoming businesses can obtain capital in the form of debt or equity financing.

B&I AWARDS

WINNER OF EXCELLENCE IN ACCESS TO CAPITAL FINANCE AWARD

Columbus, Ohio – The Council of Development Finance Agencies (CDFA) is proud to announce the Wyoming Business Council as the winner of the 2012 CDFFA Excellence in Access to Capital Finance Award for the Council's use of a wide range of innovative programs designed to promote economic development by enhancing access to capital for Wyoming businesses.

The CDFFA Excellence in Development Finance Awards recognizes outstanding development finance programs, agencies, leaders, projects and success stories. These awards, presented to award winners annually at the CDFFA National Development Finance Summit, honor excellence in the use of financing tools for economic development, as well as the individuals who champion these efforts.

The Wyoming Business Council offers a variety of loan programs, issues industrial development bonds, and administers the Wyoming Small Business Investment Credit Program, as well as the Wyoming Partnership Challenge Loan Program. All of these programs help the Wyoming Business Council reach their end goal of economic development. Their mission is to facilitate innovative finance tools that help businesses both small and large to obtain capital to grow.

"CDFFA is proud to honor the Wyoming Business Council for their excellence in development finance. Their work in the area of access to capital finance is cutting edge, innovative and an example of best practices in our industry," said Toby Rittner, President & CEO of CDFFA.

The CDFFA Excellence in Development Finance Awards will be formally presented at the 2012 CDFFA National Development Finance Summit, in Washington, D.C., on August 2.

The Council of Development Finance Agencies is a national association dedicated to the advancement of development finance concerns and interests. CDFFA is comprised of the nation's leading and most knowledgeable members of the development finance community representing public, private and non-profit entities alike. For more information about CDFFA, visit www.cdfa.net

STATE ENERGY OFFICE (SEO)

The SEO will continue partnership with UW Extension and Manufacturing Works to offer funding and support to Small Businesses, Agricultural Producers, Non-Profits and divisions of Local Government pursuing Energy Audits and/or Renewable Energy Assessments.

Wyoming Energy Conservation Improvement Program (WYECIP). WYECIP will pilot an expansion program called WYLite. The Pilot Program officially kicked-off July 1, 2012. With complexities of the project greatly reduced, the nature of consultant services focuses instead on empowering the community to proceed. Hot Springs County has entered into a WYECIP agreement and discussions are ongoing with DOT.

SEO AMERICAN RECOVERY AND REINVESTMENT ACT (ARRA) UPDATE

The State Energy Office (SEO) is responsible for administering four separate ARRA awards with a combined total of more than \$35M.

Appliance Rebate: Award \$511,000. Program is closed.

Energy Assurance grant: Award \$248,874. Award Termination date 8/14/12. Close-out reports being prepared, 90 days to submit final reports.

The Energy Efficiency and Conservation Block Grant (EECBG): Award \$9,593,500. Award termination August 30, 2012. Close-out site visits are being conducted. Close-out reports will be prepared, due 90 days after termination.

The SEO has entered into an MOU with the Wyoming Office of the Chief Information Officer to build an online platform to enable the SEO to showcase ARRA projects on an interactive map. The project is moving along, with hopes to launch the site before the end of 2012.

ARRA-State Energy Program (ARRA-SEP): Four active programs. Award \$24,941,000.

Award termination July 31, 2012. Close-out site Visits are being conducted and close-out reports are being prepared, 90 days to submit final reports.

B&I STAFF NEWS

The Wyoming Business Council welcomed Richard Roller as the organization's new manager of business finance in July.

Roller joins the Business Council with a 32 year career in banking, most recently as branch manager of First Interstate Bank in Lander, Wyo. At the Business Council, he will manage the state loan portfolio, review and develop recommendations for Industrial Development Bonds, assess client financial conditions and recommend financial tools for their needs, manage the Challenge Loan Program, and other duties

Annie Wood and Heather Tupper attended "Economic Development Marketing & Attraction" at Georgia Tech University in Atlanta, GA, August 9-10. The course focused on the fundamentals of developing and implementing a high-impact marketing and attract plan. GIS technologies, website design and current trends in ED marketing were explored.

Brandon Marshall attended "GIS for Economic Development" course at Georgia Tech University in Atlanta, GA, August 8. The course was designed to give economic development professionals tools to use in designing and implementing GIS systems for economic development marketing and business retention services.

Ben Avery, Ryan Whitehead and Richard Roller attended the 2012 CDFR Conference, held July 31 – August 3, in Washington, DC. Ben was a speaker at a session titled "Locally Sourced Access to Capital Solutions & Strategies." The three also attended to accept the "Excellence in Access to Capital Finance Award."

Sherry Hughes and Heather Tupper attended the Central/Southwest/Northwest NASEO Regional Meeting in Bozeman, MT August 1-2. The meeting allowed time for many roundtable discussions focusing on programs, initiatives and challenges of State Energy Programs.

WEDA LEAD UPDATE



Stage Explanations:

Inquiry	Company has expressed interest in receiving information on WY communities
Decision Making	Company has received information from EDO's and is reviewing
Short List	Company has contacted the WBC seeking additional information
Site Visit	Company will or has visited for a site visit to WY
Win	Company has committed to a Wyoming location
Location Other	Company has located in another State
Contact discontinued	Client has discontinued contact with the WBC

Project Name		Description	Stage
Potential Wells Fargo Data Center			Location Other
Project Aqua	11WATER0928	Company has chosen a location in another State. WBC was informed of decision in February	Location Other
Project Bison	12FOOD0316	All Natural/Organic Meat Snacks Manufacturer (125 jobs)	Decision Making
Project CAT		\$300 Million facility Bunkered or large contained underground facility	Location Other
Project Crossbow	11DATA1011		Location Other
Project Exodus	11TRUCK0825	Project went quiet in January. The company told the WBC that they were currently too busy to work on a relocation project.	Contact Discontinued
Project Gunpowder	12GUN0509	Manufacturer of ammunition and ammunition components	Decision Making
Project Hammer	12MFG411	Wyoming is no longer being considered for this project	Location Other
Project Strike Eagle	11MFG0426	Aerospace Engineering Company. Prospect really wanted to try and stay in California. Was negotiating on property in Long Beach.	Location Other
Project Summit	11DATA0517	Microsoft Data Center announced in Cheyenne.	Win
Project Tiger	12PIPE0110	Plastic Pipe Manufacturer	Contact Discontinued
Project Troy	11CHEM1014	Wyoming is no longer being considered for this project	Location Other
Project Wright	12AIR0411	Aviation MRO/services Company Prospect was seeking "on airport" existing building	Location Other

BUSINESS AND INDUSTRY CONTRACTS - AGENDA ITEMS
WBC Board
9-06-2012

- **Agreement between the Wyoming Business Council and Behre Dolbear & Company, Inc, the proposed contract amount is \$122,500**

Staff Recommendation:

I recommend approval of this contract

Ben E. Avery
Business & Industry Division Director

**CONTRACT BETWEEN THE WYOMING BUSINESS COUNCIL
AND
BEHRE DOLBEAR & COMPANY (USA), INC.**

1. **Parties.** The parties to this Contract are the Wyoming Business Council, an agency of the State of Wyoming, by and for its Business and Industry Division, whose address is 214 West 15th Street, Cheyenne, Wyoming 82002 (Council) and Behre Dolbear & Company (USA), Inc., 999 18th Street, Suite 1500, Denver, Colorado 80202-2415 (Contractor).

2. **Purpose of Contract.** Contractor will validate the economics of the Ur-Energy Inc. (UrE or Company) Lost Creek Project, Sweetwater County, Wyoming and appraise the fair market value of the uranium property assets associated with that project. Fair market value is defined as the price in cash or cash equivalents that a willing buyer would pay a willing seller for an asset, both acting prudently and with the same knowledge base, and neither under compulsion to buy or sell. Properties to be included are: Lost Creek, LC East, LC North, LC South, and LC West.

3. **Term of Contract and Required Approvals.** This Contract shall commence on September 10, 2012 or upon the date the last signature is affixed hereto, whichever is later, and shall terminate on December 31, 2012, unless otherwise amended or terminated in accordance with the terms and conditions specifically provided herein. All services shall be completed during this term. This Contract may be terminated, with cause, by either party upon thirty (30) days written notice

4. **Payment.** Council agrees to pay Contractor for the services described herein. The total payment under this Contract shall not exceed one hundred twenty-two thousand five hundred dollars (\$122,500). Fifty six thousand two hundred fifty dollars (\$56,250) shall be invoiced by Contractor for professional services and is due upon signing the contract. When the contract is complete the remaining balance for professional services in the amount of fifty six thousand two hundred fifty dollars (\$56,250) may be invoiced by contractor. Contractor will invoice monthly as service is rendered for other expenses. Payment shall be made from the 039 budget. Payments will be made per Contract Fee Schedule in Attachment A. No payment shall be made for services performed before the date upon which the last required signature is affixed to this Contract. Monetary proceeds of this Contract are specifically for the project specified in this Contract and shall not be used for lobbying efforts.

By law, contracts for professional or other services must be approved as to form by the Attorney General, Wyo. Stat. § 9-1-403(b)(v).

5. **Responsibilities of Contractor.** Upon award of a contract, to validate the economics of the project and appraise UrE assets, Behre Dolbear will:

- A. Perform a site visit by Behre Dolbear professionals;
- B. Review published reports prepared by UrE and consultants to UrE;

*Contract between the Wyoming Business Council
and
Behre Dolbear & Company (USA), Inc.*

2012

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- C. Review resources estimation procedures and verify geologic data and techniques;
- D. Review and evaluate UrE's Preliminary Economic Assessment dated April 30, 2012;
- E. Perform a valuation based on three derivations, if applicable: replacement cost, a method described as 'rules of thumb' based on historical ratios of value to resources in place, and comparable transactions; and
- F. Develop and submit to WBC a letter report detailing its findings.
- G. Contractor shall perform its Services in accordance with the standards of care and diligence normally practiced by consulting firms held in high repute in the mineral industry for providing similar consulting services that are similar nature. All information furnished by Council is a representation or warranty by Council. Council is responsible for the accuracy and completeness of such information and Contractor shall have the right to rely upon such information. If, during the six (6) month period following the completion and provision of the Services, Contractor is proven to have failed to meet industry standards and Council has promptly notified Contractor in writing of such failure, Contractor shall perform, at Contractor's cost, such corrective Services as may be required to remedy such failure. Council shall release, defend, and indemnify Contractor from and against any further liability arising from the Services or this Agreement once the faulty condition has been remedied. Contractor shall be liable to Council in the event Contractor is guilty of gross negligence and willful misconduct, provided, however, that in no event will Contractor's aggregate liability to Council exceed the value of the labor fees paid to the Contractor by the Council.

6. **Responsibilities of Council.** The responsibilities of the Council are:

- A. Provide information to Contractor on UrE's mineral deposits in Lost Creek, LC East, LC North, LC South and LC West.
- B. Make arrangements for meetings, in person and by telephone, at which meetings additional information may be provided to Contractor.

7. **General Provisions.**

A. **Amendments.** Any changes, modifications, revisions or amendments to this Contract which are mutually agreed upon by the parties to this Contract shall be incorporated by written instrument, executed and signed by all parties to this Contract.

B. **Americans with Disabilities Act.** The Contractor shall not discriminate against a qualified individual with a disability and shall comply with the Americans with Disabilities Act, P.L. 101-336, 42 U.S.C. 12101, *et seq.*, and/or any properly promulgated rules and regulations related thereto.

C. Applicable Law/Venue. The laws of the State of Wyoming shall govern the construction, interpretation and enforcement of this Contract. The courts of the State of Wyoming shall have jurisdiction over this Contract and over the parties, and the venue shall be the First Judicial District, Laramie County, Wyoming. The parties intend and agree that the State of Wyoming and the Council do not waive sovereign immunity by entering into this Contract, and specifically retain immunity and all defenses available to them as sovereigns pursuant to Wyo. Stat. § 1-39-104(a) and all other state laws.

D. Assignment/Contract Not Used as Collateral. Neither party shall assign or otherwise transfer any of the rights or delegate any of the duties set forth in this Contract without the prior written consent of the other party. The Contractor shall not use this Contract, or any portion thereof, for collateral for any financial obligation, without the prior written permission of the Council.

E. Audit/Access to Records. The Council and any of its representatives shall have access to any books, documents, papers, and records of the Contractor that are pertinent to this Contract.

F. Award of Related Contracts. The Council may undertake or award supplemental or successor contracts for work related to this Contract. The Contractor shall cooperate fully with other contractors and the Council in all such cases.

G. Certificate of Good Standing. The Contractor shall provide Certificate of Good Standing verifying compliance with the unemployment insurance and workers' compensation programs prior to performing under this Contract.

H. Compliance with Laws. The Contractor shall keep informed of and comply with all applicable federal, state and local laws and regulations in the performance of this Contract.

I. Entirety of Contract. This Contract, consisting of seven (7) pages and Attachment A, consisting of one (1) page represents the entire and integrated Contract between the parties and supersedes all prior negotiations, representations, and agreements, whether written or oral.

J. Ethics. Contractor shall keep informed of and comply with the Wyoming Ethics and Disclosure Act (Wyo. Stat. § 9-13-101, *et seq.*), and any and all ethical standards governing Contractor's profession.

K. Extensions and Renewals. Nothing in this Contract shall be interpreted or deemed to create an expectation that this Contract will be extended beyond the term described herein. Any extension of this Contract shall be initiated by the Council, and shall be effective only after it is reduced to writing and executed by all parties to this Contract. Any agreement to extend the term of this Contract shall include, but not necessarily be limited to: an unambiguous identification of the Contract being extended; the term of the extension; the amount of any payment to be made during the extension, or a statement that no payment will be made during

*Contract between the Wyoming Business Council
and*

*Behre Dolbear & Company (USA), Inc.
2012*

the extension; a statement that all terms and conditions of the original Contract shall, unless explicitly delineated in the exception, remain as they were in the original Contract; and, if the duties of either party will be different during the extension than they were under the original Contract, a detailed description of those duties.

L. Force Majeure. Neither party shall be liable for failure to perform under this Contract if such failure to perform arises out of causes beyond the control and without the fault or negligence of the non-performing party. Such causes may include, but are not limited to, acts of God or the public enemy, fires, floods, epidemics, quarantine restrictions, freight embargoes, and unusually severe weather. This provision shall become effective only if the party failing to perform immediately notifies the other party of the extent and nature of the problem, limits delay in performance to that required by the event, and takes all reasonable steps to minimize delays. This provision shall not be effective unless the failure to perform is beyond the control and without the fault or negligence of the non-performing party. The parties intend and agree that the State of Wyoming and the Council do not waive sovereign immunity by entering into this Contract and specifically retain immunity and all defenses available to them as sovereigns pursuant to Wyo. Stat. § 1-39-104(a) and all other applicable law.

M. Indemnification. The Contractor shall indemnify, defend and hold harmless the State, the Council, and their officers, agents, employees, successors and assignees from any and all claims, lawsuits, losses and liability arising out of Contractor's gross negligence causing a failure to perform any of Contractor's duties and obligations hereunder or in connection with the negligent performance of Contractor's duties or obligations, including but not limited to any claims, lawsuits, losses or liability arising out of Contractor's malpractice.

N. Independent Contractor. The Contractor shall function as an independent contractor for the purposes of this Contract, and shall not be considered an employee of the State of Wyoming for any purpose. The Contractor shall assume sole responsibility for any debts or liabilities that may be incurred by the Contractor in fulfilling the terms of this Contract, and shall be solely responsible for the payment of all federal, state and local taxes which may accrue because of this Contract. Nothing in this Contract shall be interpreted as authorizing the Contractor or its agents and/or employees to act as an agent or representative for or on behalf of the State of Wyoming or the Council, or to incur any obligation of any kind on behalf of the State of Wyoming or the Council. The Contractor agrees that no health/hospitalization benefits, workers' compensation and/or similar benefits available to State of Wyoming employees will inure to the benefit of the Contractor or the Contractor's agents and/or employees as a result of this Contract.

O. Kickbacks. The Contractor certifies and warrants that no gratuities, kickbacks or contingency fees were paid in connection with this Contract, nor were any fees, commissions, gifts, or other considerations made contingent upon the award of this Contract. If the Contractor breaches or violates this warranty, the Council may, at its discretion, terminate this Contract without liability to the Council, or deduct from the agreed upon price or consideration, or otherwise recover, the full amount of any commission, percentage, brokerage, or contingency fee.

P. Monitor Activities. The Council shall have the right to monitor all activities related to this Contract that are performed by the Contractor or its subcontractors. This shall include, but not be limited to, the right to make site inspections at any time and with reasonable notice; to bring experts and consultants on site to examine or evaluate completed work or work in progress; to examine the books, ledgers, documents, papers, and records pertinent to this agreement; and, to observe personnel in every phase of performance of the related work.

Q. No Finder's Fees. No finder's fee, employment agency fee, or other such fee related to the procurement of this Contract shall be paid by either party.

R. Notices. All notices arising out of, or from, the provisions of this Contract shall be in writing and given to the parties at the address provided under this Contract, either by regular mail or delivery in person. Any change of address must be provided in writing to both parties.

S. Notice and Approval of Proposed Sale or Transfer of the Contractor. The Contractor shall provide the Council with the earliest possible advance notice of any proposed sale or transfer or any proposed merger or consolidation of the assets of the Contractor. Such notice shall be provided in accordance with the notice provision of the Contract. If the Council determines that the proposed merger, consolidation, sale or transfer of assets is not consistent with the continued satisfactory performance of the Contractor's obligations under this Contract, then the Council may, at its option, terminate or renegotiate the Contract.

T. Ownership of Documents/Work Product/Materials. All documents, reports, records, field notes, data, samples, specimens and materials of any kind resulting from performance of this Contract are at all times the property of the Council.

U. Patent or Copyright Protection. The Contractor recognizes that certain proprietary matters or techniques may be subject to patent, trademark, copyright, license or other similar restrictions, and warrants that no work performed by the Contractor or its subcontractors will violate any such restriction. The Contractor shall defend and indemnify the Council for any violation or alleged violation of such patent, trademark, copyright, license or other restrictions.

V. Prior Approval. This Contract shall not be binding upon either party, no services shall be performed under the terms of this Contract, and the Wyoming State Auditor shall not draw warrants for payment on this Contract, until this Contract has been reduced to writing and approved as to form by the Office of the Attorney General.

W. Publicity. Any publicity given to the program or services provided herein, including, but not limited to, notices, information, pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Contractor, and related to the service or work to be performed under this Contract, shall identify the Council as the sponsoring agency and shall not be released without prior written approval of the Council.

X. Severability. Should any portion of this Contract be judicially determined to be illegal or unenforceable, the remainder of this Contract shall continue in full force and effect, and either party may renegotiate the terms affected by the severance.

Y. Sovereign Immunity. The State of Wyoming and the Council do not waive sovereign immunity by entering into this Contract and specifically retain immunity and all defenses available to them as sovereigns pursuant to Wyo. Stat. § 1-39-104(a) and all other applicable law. Designations of venue, choice of law, enforcement actions, and similar provisions should not be construed as a waiver of sovereign immunity.

Z. Subcontracts. The Contractor shall not enter into any subcontract for any of the work contemplated under this Contract without prior written authorization of the Council.

AA. Taxes. The Contractor shall pay all taxes and other such amounts required by federal, state and local law, including but not limited to federal and social security taxes, workers' compensation, unemployment insurance and sales taxes.

BB. Termination of Contract. This Contract may be terminated, without cause, by either party upon thirty (30) days written notice. The Council may terminate this Contract immediately for cause if the Contractor fails to perform in accordance with the terms and conditions of this Contract. Should the Contractor fail to perform in a manner consistent with the terms and conditions set forth in this Contract, payment under this Contract may be withheld until such times as the Contractor performs its duties and responsibilities.

CC. Third Party Beneficiary Rights. The parties do not intend to create in any other individual or entity the status of third party beneficiary, and this Contract shall not be construed so as to create such status. The rights, duties and obligations contained in this Contract shall operate only between the parties to this Contract, and shall inure solely to the benefit of the parties to this Contract. The provisions of this Contract are intended only to assist the parties in determining and performing their obligations under this Contract.

DD. Time is of the Essence. Time is of the essence in all provisions of this Contract.

EE. Titles Not Controlling. Titles of paragraphs are for reference only, and shall not be used to construe the language in this Contract.

FF. Waiver. The waiver of any breach in term or condition in this Contract shall not be deemed a waiver of any prior or subsequent breach. Failure to object to a breach shall not constitute a waiver.

GG. Limitation of Liability. The total cumulative liability of Contractor for all claims, losses, damages, and expenses resulting in any way from the performance of the Contract shall not exceed the total compensation paid under the Contract.

8. **Signatures.** The parties to this Contract, either personally or through their duly authorized representatives, have executed this Contract on the dates set out below, and certify that they have read, understood, and agreed to the terms and conditions of this Contract.

The effective date of this Contract is the date of the signature last affixed to this page.

WYOMING BUSINESS COUNCIL

Robert K. Jensen, Chief Executive Officer

Date

Ben E. Avery, Business & Industry Division Director

Date

BEHRE DOLBEAR & COMPANY (USA), INC.

H. John Head, PE, CEng, President & CEO

Date

ATTORNEY GENERAL'S OFFICE APPROVAL AS TO FORM

S. Jane Caton, Senior Assistant Attorney General

Date

ATTACHMENT A

BEHRE DOLBEAR & COMPANY (USA), INC.

Contractor will be reimbursed monthly for travel and related expenses in addition to professional services fee. A detailed invoice of these expenses shall be submitted to the Business and Industry Division. All expenses must be reasonable and documented with itemized receipts. Council will reimburse Contractor \$.55.5 (fifty-five and half cents) per mile for travel. Council will reimburse actual costs for meals and motel expenses.

The amount budgeted for professional services and travel & related expenses for this contract is as follows;

CONTRACT FEE SCHEDULE

<u>Professional Services</u>	<u>Travel & Related Expenses</u>
\$112,500	\$10,000

LOAN PORTFOLIO AGENDA ITEMS
WBC Board Meeting
9-6-12

- Lost Creek ISR LLC – \$34 million State Treasurer bond request
(Action Item)
- Loan Loss Reserve Analysis
- Past Due Report
- Charge-Off Report

June 30, 2012

LOAN LOSS RESERVE ANALYSIS

Section 9 of the Loan Policy defines the Reserve for Loan Loss Policy.

1. All loans that are delinquent (over 30 days past due) will be reviewed. A specific reserve will be allocated for each of these loans if the review warrants. As of June 30, 2012, no loans were 30 days or more past due.
 - Council staff recommended a reserve allocation of 10% for the combined balance of the Economic Emergency Loans (Seed Grower, Bean Grower and Beet Grower Loans). The current balance in that reserve is 10% or \$110,027.
2. There will be an additional unallocated reserve of one-half of one percent of the total portfolio balance.
 - The unallocated reserve was more than adequate with a balance of \$113,134 while policy requires a minimum of \$33,654.

In a continuing effort to identify problem credits and acknowledge potential risk in the portfolio, the following are credits that aren't past due, but could present collection problems in the future:

- BH, Inc., \$61,551, has been downgraded by Platte Valley Bank. No specific reserve is recommended at this time
- Scott and Cherie Carlisle, \$111,563, have seasonal cash flows and the loan has been modified several times. The lead bank has developed a payment schedule which matches business cash flow and the borrowers have additional collateral that they could pledge should it become necessary.
- Triphyto, LLC; Elk Mountain Herbs, Inc.; The Herb House, Inc.; Caroline Johnson, Karin Guernsey and Kim Vincent as individuals, \$44,847, shows financial weakness and some past due payments. The borrowers are less than timely providing current financial statements.
- Lloyd and Dolores Haslam dba Crowheart Store, \$118,289, loan is always current but the financial statements show a weakening trend in the borrowers' financial position.

Recommendation:

No action is needed at this time as the reserve balances meet or exceed our policy requirements.

Richard Roller
Manager, Business Finance

**WYOMING BUSINESS COUNCIL
Loans Receivable - Unaudited**

	Balances as of June 30, 2012				Cash Receipts Since 7/01/11		Comments
	Loan Balance	Allowance	Write-off	Net Balance	Principal	Interest	
	\$	\$	\$	\$	\$	\$	
Economic Disaster loans **							
Alfalfa seed growers (see attached detail)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	Annual principal & interest payments
Bean growers (see attached detail)	\$ 80,741	\$ 8,074	\$ -	\$ 72,667	\$ 64,815	\$ 6,079	
Beet growers (see attached detail)	\$ 1,019,530	\$ 101,953	\$ -	\$ 917,577	\$ 185,931	\$ 53,701	
	\$ 1,100,271	\$ 110,027	\$ -	\$ 990,244	\$ 250,746	\$ 59,780	
Challenge loans							
Ascent 2000 **	\$ 30,988	\$ 30,988	\$ -	\$ -	\$ 1,537	\$ 1,166	100% reserve against loan balance
WIDC: line of credit	\$ 222,477	\$ -	\$ -	\$ 222,477	\$ 337,733	\$ 18,513	
	\$ 253,465	\$ 30,988	\$ -	\$ 222,477	\$ 339,270	\$ 19,679	
Bridge loans **							
BH, Inc.	\$ 61,551	\$ -	\$ -	\$ 61,551	\$ 9,275	\$ 2,775	
Bowers, John	\$ 51,883	\$ -	\$ -	\$ 51,883	\$ 2,237	\$ 2,194	
Carlisle	\$ 111,563	\$ -	\$ -	\$ 111,563	\$ 8,999	\$ 4,821	
Countryside Disposal	\$ 57,506	\$ -	\$ -	\$ 57,506	\$ 2,460	\$ 2,396	
Crowheart (Haslam)	\$ 118,289	\$ -	\$ -	\$ 118,289	\$ 3,748	\$ 5,033	
Emergency Medical Physicians P.C.	\$ -	\$ -	\$ -	\$ -	\$ 206,422	\$ 7,059	loan paid off
Fremont Communications	\$ 35,110	\$ -	\$ -	\$ 35,110	\$ 24,673	\$ 1,905	
805, LLC	\$ -	\$ -	\$ -	\$ -	\$ 30,389	\$ -	write off BOD approved 9/2011
Gluten Free Oats	\$ 151,918	\$ -	\$ -	\$ 151,918	\$ 9,210	\$ 6,578	
Hede, Bob	\$ 82,571	\$ -	\$ -	\$ 82,571	\$ 3,123	\$ 3,530	
Hede Living Trust	\$ 46,421	\$ -	\$ -	\$ 46,421	\$ 2,945	\$ 2,009	
Hotel Invest	\$ 470,297	\$ -	\$ -	\$ 470,297	\$ 11,283	\$ 19,936	
Intermountain Electric	\$ 171,859	\$ -	\$ -	\$ 171,859	\$ 19,966	\$ 7,621	
JR Properties LLC	\$ 399,586	\$ -	\$ -	\$ 399,586	\$ 414	\$ 1,233	
Rocky Mountain Agronomy	\$ -	\$ -	\$ -	\$ -	\$ 48,996	\$ -	loan paid off
Silvertip Realty LLC	\$ 121,754	\$ -	\$ -	\$ 121,754	\$ 235,472	\$ 9,955	loan paid off
Star Valley Wellness	\$ -	\$ -	\$ -	\$ -	\$ 11,106	\$ 5,069	
Team'd Up	\$ 44,847	\$ -	\$ -	\$ 44,847	\$ 4,869	\$ -	loan paid off
Triphoto, LLC	\$ -	\$ -	\$ -	\$ -	\$ 2,591	\$ 1,838	
Wooden Works	\$ -	\$ -	\$ -	\$ -	\$ 62,421	\$ 1,506	loan paid off
Wheatland Coop	\$ -	\$ -	\$ -	\$ -	\$ 218,217	\$ 1,581	loan paid off
	\$ 1,925,154	\$ -	\$ -	\$ 1,925,154	\$ 918,815	\$ 87,039	
Mainstreet loan**							
Digger Dog	\$ 21,760	\$ -	\$ -	\$ 21,760	\$ 1,918	\$ 834	
65Coffee LLC	\$ 22,163	\$ -	\$ -	\$ 22,163	\$ 2,543	\$ 965	
Grimshaw Investments LLC	\$ 62,949	\$ -	\$ -	\$ 62,949	\$ 6,455	\$ 2,734	
William Cleveland (Antlers Lounge 039)	\$ -	\$ -	\$ -	\$ -	\$ 13,798	\$ 115	loan paid off
Historic Investments LLC (039)	\$ 33,976	\$ -	\$ -	\$ 33,976	\$ 1,006	\$ 1,428	
	\$ 140,850	\$ -	\$ -	\$ 140,850	\$ 25,719	\$ 6,077	
Amendment IV loans (see Note 1)**							
Tenupah, LLC	\$ 480,207	\$ 200,000	\$ -	\$ 280,207	\$ 21,192	\$ 4,354	
	\$ 480,207	\$ 200,000	\$ -	\$ 280,207	\$ 21,192	\$ 4,354	
STEA loans (see Note 1) **							
ET Ventures/Aqua Tech	\$ 105,801	\$ -	\$ 105,801	\$ -	\$ -	\$ -	BOD approved write off 1/12
TK Industries	\$ 42,918	\$ -	\$ 42,918	\$ 0	\$ -	\$ -	BOD approved write off 1/12
	\$ 148,719	\$ -	\$ 148,719	\$ 0	\$ -	\$ -	
BRC loan draws							
Jackson Hole Airport Board	\$ 1,211,818	\$ -	\$ -	\$ 1,211,818	\$ 144,808	\$ 13,566	
Teton County	\$ 1,370,251	\$ -	\$ -	\$ 1,370,251	\$ 129,749	\$ 28,625	
	\$ 2,582,069	\$ -	\$ -	\$ 2,582,069	\$ 274,557	\$ 42,191	
ARRA SEP loan draws							
Town of Basin	\$ 100,000	\$ -	\$ -	\$ 100,000	\$ -	\$ -	
	\$ 100,000	\$ -	\$ -	\$ 100,000	\$ -	\$ -	
Unallocated allowance	\$ -	\$ 113,134	\$ -	\$ (113,134)	\$ -	\$ -	
Total	\$ 6,730,735	\$ 454,149	\$ 148,719	\$ 6,127,867	\$ 1,830,300	\$ 219,120	

**does not include pymts received by Markee (loan service provider) but not yet remitted to WBC; pymts received by Markee in the current month are remitted to WBC after the end of the month

Attachment 1 - loans transferred from other state entities to WBC at its inception (7/1/98)

**WYOMING BUSINESS COUNCIL
LOAN CHARGE OFF BALANCES
30-Jun-12**

BORROWER	PRINCIPAL AMOUNT	DATE OF CHG OFF	RECOVERY POTENTIAL	COLLECTION EFFORTS
<u>CHALLENGE LOAN</u>				
XL2, LLC	\$104,099	3/31/2004	None	Settlement and final payment agreed to by all parties 11/04
Heartland BioComposited, LLC	\$78,275	9/30/2010	Doubtful	Lead bank may pursue a guarantor for payment and will pass along proceeds
Wind River Mushroom, Inc. 805, LLC	\$25,141 \$19,469	12/2/2010 9/15/2011	None None	Almost no chance of recovery Short sale and borrowers paid negotiated deficiency
<u>Economic Disaster</u>				
Scheuerman Farms	\$31,558	8/14/2002	None	Bankruptcy
DuWayne Germant	\$12,263	10/8/2003	None	Bankruptcy
Walter Hibbert	\$3,402	2/19/2004	None	Bankruptcy, current balance is \$3,402.44
David Jolley	\$14,016	10/25/2005	None	Chapter 7 Bankruptcy - \$1,551.42 collected and applied 9-06
Stan Jones	\$18,041	5/28/2009	None	Almost no chance of recovery
Jones Brothers Enterprises	\$4,921	12/1/2011	Doubtful	Will continue to work with borrower to obtain payment
<u>Seed Capital</u>				
Gas Sensing Technology Corp.	\$65,000	9/3/2009	Doubtful	Working with company to begin payments when economic conditions improve
<u>STEA</u>				
ET Ventures, LLC	\$105,801	3/15/2012	None	Assets liquidated and business sold
TK Industries, Inc.	\$42,918.03	3/15/2012	None	No discernible sales to collect payment

Personnel Report

August 23, 2012

Staffing Management

Pending Recruitments:

None

Promotions:

Senior Main Street Specialist

Britta Fuller – Start date was July 1, 2012

Positions Filled:

Main Street/Wyoming Rural Development Administrative Assistant

Elsie Manzanares Barajas - Start date was August 1, 2012

Manager, Business Finance

Richard Roller – Start date was July 23, 2012

Vacancies:

Business Recruitment Program Manager

Vacated by Sean Stevens – July 2012

Effective October 1, 2012, the responsibilities of this position will be transitioned over to another existing staff member along with additional duties. The position will become Manager of Business Recruitment and Development with one staff member reporting to it. The staff member reporting to this redesigned position will be charged with marketing and outreach efforts; specifically trade show management.

CRM/Administrative Assistant

The Regional Project Specialist has taken on the administrative duties of this position. Position will remain vacant at this time.

WYOMING BUSINESS COUNCIL

Staff Listing

8/23/2012

Personnel

Active Positions/Filled Positions	51
Open Positions	2
Total Positions	53

EXECUTIVE DIVISION				
Name	Position	Email	Phone	Cell #
1. Robert Jensen	Chief Executive Officer	Bob.Jensen@wyo.gov	777-2862	421-1911
2. Mark Willis	Chief Operating Officer	Mark.Willis@wyo.gov	777-2842	631-8177
3. Linda Hollings	Executive Assistant	Linda.Hollings@wyo.gov	777-2803	631-8178

INVESTMENT READY COMMUNITIES				
Name	Position	Email	Phone	Cell#
4. Molly Spangler	Director, Investment Ready Communities	Molly.Spangler@wyo.gov	777-2811	631-4274
5. Julie Kozlowski	CDBG Planning & Program Development Manager	Julie.Kozlowski@wyo.gov	777-2812	631-2709
6. Sandy Quinlan	CDBG Program Manager	Sandy.Quinlan@wyo.gov	777-2825	214-7492
7. Dave Simonsen	Manager, Business Ready Communities & Community Facilities	Dave.simonsen@wyo.gov	777-2813	421-9746
8. Karen Fate	Sr. Grant & Loan Specialist	Karen.Fate@wyo.gov	777-2827	631-7442
9. Erika Novick	Sr. Grant & Loan Specialist	Erika.Novick@wyo.gov	777-2821	

RURAL DEVELOPMENT & MAIN STREET				
Name	Position	Email	Phone	Cell#
10. Mary Randolph	Director, Rural Development/Main Street	Mary.Randolph@wyo.gov	777-6430	256-4758
11. Jo Ferguson	WY Rural Development Council Sr. Specialist	Jo.Ferguson@wyo.gov	777-5812	287-1625
12. Britta Fuller	Main Street Sr. Specialist	Britta.Fuller@wyo.gov	777-2934	275-0824
13. Elsie Manzanares Barajas	Administrative Assistant	Elsie.Barajas@wyo.gov	777-5271	

ACCOUNTING & COMPLIANCE				
Name	Position	Email	Phone	Cell#
14. Diane Joyce	Chief Financial Officer	Diane.Joyce@wyo.gov	777-2848	214-3270
15. Kimberly Dumas	Sr. Accounting Specialist	Kimberly.Dumas@wyo.gov	777-2849	
16. Eleanor Lujan	Accounts Payable Specialist	Eleanor.Lujan@wyo.gov	777-2814	
17. Arlene Dennis	A/P Payables Technician	Arlene.Dennis@wyo.gov	777-2858	
18. Katie O'Bryan	Accounting Technician	Katie.Obryan@wyo.gov	777-2805	

WYOMING BUSINESS COUNCIL

Staff Listing

8/23/2012

REGIONAL DIRECTORS				
Name	Position	Email	Phone	Cell#
19. Leah Bruscano	Director, Field Operations/Northwest Regional Director	Leah.Bruscano@wyo.gov Fax: 754-0368	754-5785	421-0140
20. Kim Rightmer	East Central Regional Director	Kim.Rightmer@wyo.gov Fax: 577-6032	577-6012	287-2309
21. Dave Spencer	Northeast Regional Director	Dave.Spencer@wyo.gov Fax: 673-8006	675-1012	689-1320
22. Tom Johnson	Southeast Regional Director	Thomas.Johnson@wyo.gov Fax: 222-0532	766-5357	631-9275
23. Roger Bower	West Central Regional Director	Roger.Bower@wyo.gov Fax: 857-0873	857-1155	851-0908
24. Pat Robbins	South Central Regional Director	Pat.Robbins@wyo.gov Fax: 382-3217	382-3163	389-0867
25. Elaina Zempel	Southwest Regional Director	Elaina.Zempel@wyo.gov Fax: 877-2203	877-2203	723-1510
26. Melinda Johnson	Projects Specialist	Melinda.Johnson@wyo.gov Fax: 673-8006	674-1696	

SUPPORT SERVICES				
Name	Position	Email	Phone	Cell#
27. Chava Case	Manager, HR/Payroll & Administration	Chava.Case@wyo.gov	777-2823	287-8033
28. Luana Krause	Administrative Assistant (PT)	Luana.Krause@wyo.gov	777-2861	
29. Kathy Rowe	Receptionist/Administrative Assistant	Kathy.Rowe@wyo.gov	777-2801	
30. Rod Morris	Manager, Information Systems	WBC.Technical@wyo.gov	777-2826	275-0919
31. Ben Petersen	Information Technology Specialist	Ben.Petersen@wyo.gov	777-2846	287-0423
32. VACANT	CRM/Admin Specialist			
33. Jacalyn Neely	Research Program Manager	Jacalyn.Neely@wyo.gov	777-2806	631-8651

EXECUTIVE DIVISION – Marketing and Public Relations				
34. Matt Cox	Manager, Marketing & Public Relations	Matt.Cox@wyo.gov	777-2833	637-7975
35. Kim Kittel	Sr. Marketing & Public Relations Specialist	Kim.Kittel@wyo.gov	777-2834	287-2170
36. Bree Anderson	Multi-Media Specialist	Bree.anderson@wyo.gov	777-2851	631-4681
37. Grant Gering	Multi-Media Specialist	Grant.Gering@wyo.gov	777-2829	214-9030

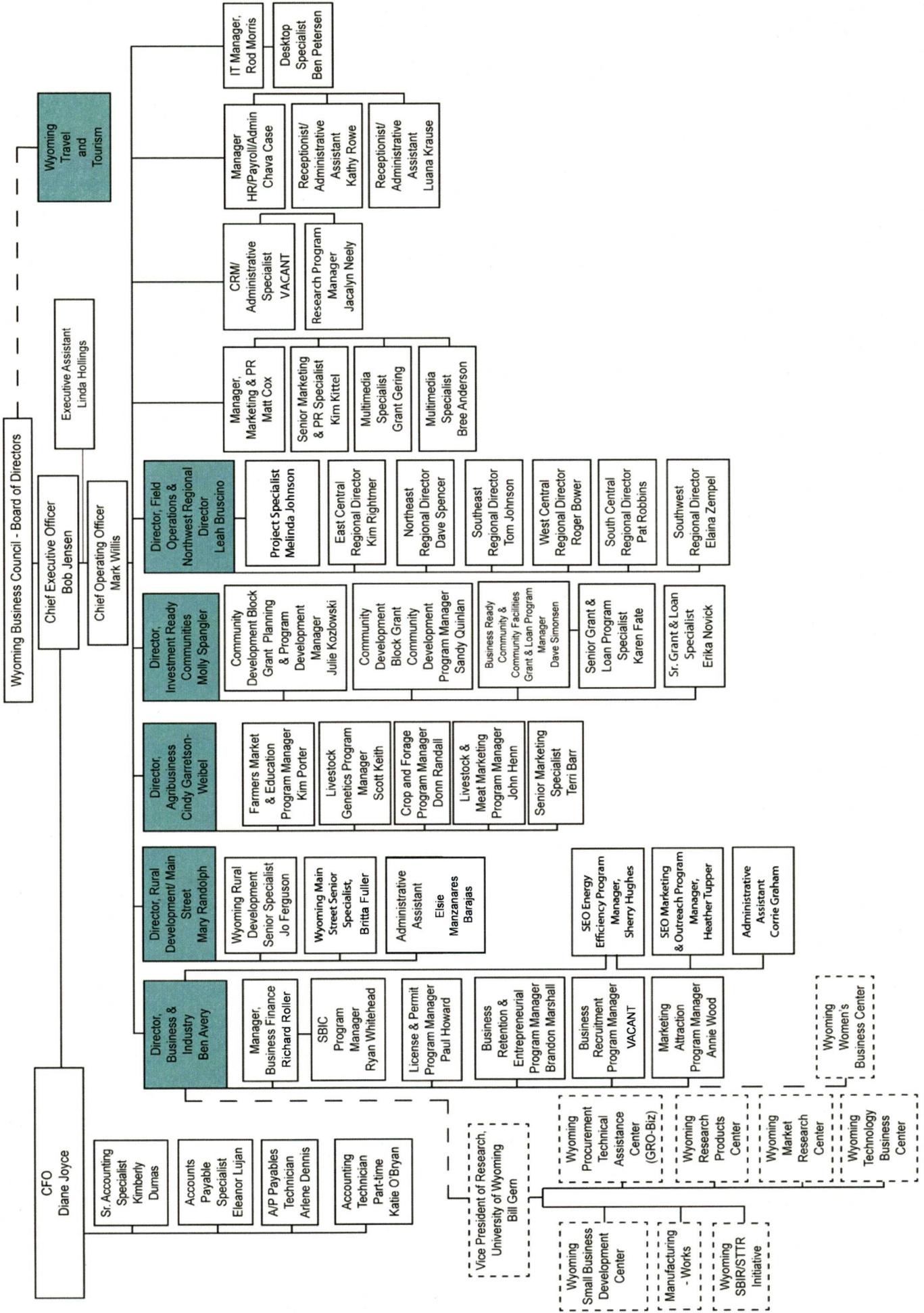
WYOMING BUSINESS COUNCIL

Staff Listing

8/23/2012

AGRIBUSINESS				
Name	Position	Email	Phone	Cell#
38. Cindy Garretson-Weibel	Director, Agribusiness	Cindy.Weibel@wyo.gov	777-6589	631-8205
39. Kim Porter	Farmers Market & Education Program Manager	Kim.Porter@wyo.gov	777-6319	631-2692
40. Scott Keith 300 S Wolcott #300 Casper, WY 82601	Livestock Genetics Program Manager	Scott.Keith@wyo.gov Fax: 777-2838	259-3274	259-3274
41. Donn Randall	Crop and Forage Program Manager	Donn.Randall@wyo.gov	777-6578	631-8085
42. John Henn	Livestock & Meat Marketing Program Manager	John.Henn@wyo.gov	777-2847	630-3562
43. Terri Barr	Sr. Marketing Specialist	Terri.Barr@wyo.gov	777-2807	

BUSINESS AND INDUSTRY				
Name	Position	Email	Phone	Cell#
44. Ben Avery	Director, Business & Industry	Ben.Avery@wyo.gov	777-2863	631-1127
45. VACANT	Business Recruitment Program Manager			
46. Annie Wood	Marketing & Attraction Program Manager	Annie.Wood@wyo.gov	777-2844	631-5891
47. Richard Roller	Manager, Business Finance	Richard.Roller@wyo.gov	777-2845	286-7885
48. Paul Howard	License and Permit Program Manager	Paul.Howard@wyo.gov	777-2843	275-5681
49. Brandon Marshall	Business Retention & Entrepreneurship Program Manager	Brandon.Marshall@wyo.gov	777-2820	631-8702
50. Ryan Whitehead	SBIC Program Manager	Ryan.Whitehead@wyo.gov	777-2882	274-5300
51. Corrie Graham	State Energy Office Administrative Assistant	Corrie.graham@wyo.gov	777-2841	
52. Sherry Hughes	SEO Energy Efficiency Program Manager	Sherry.Hughes@wyo.gov	777-2824	286-7599
53. Heather Tupper	SEO Marketing and Outreach Program Manager	Heather.Tupper@wyo.gov	777-2804	



FISCAL AGENDA ITEMS
Board of Directors Meeting

September 6, 2012

- **Action Item:** WBC Financial Statements as of June 30, 2012 ([see Attachment 1](#))

- **Information Only:**
 - ✓ WEWD Financial Statements as of June 30, 2012 ([see Attachment 2](#))

ATTACHMENT 1

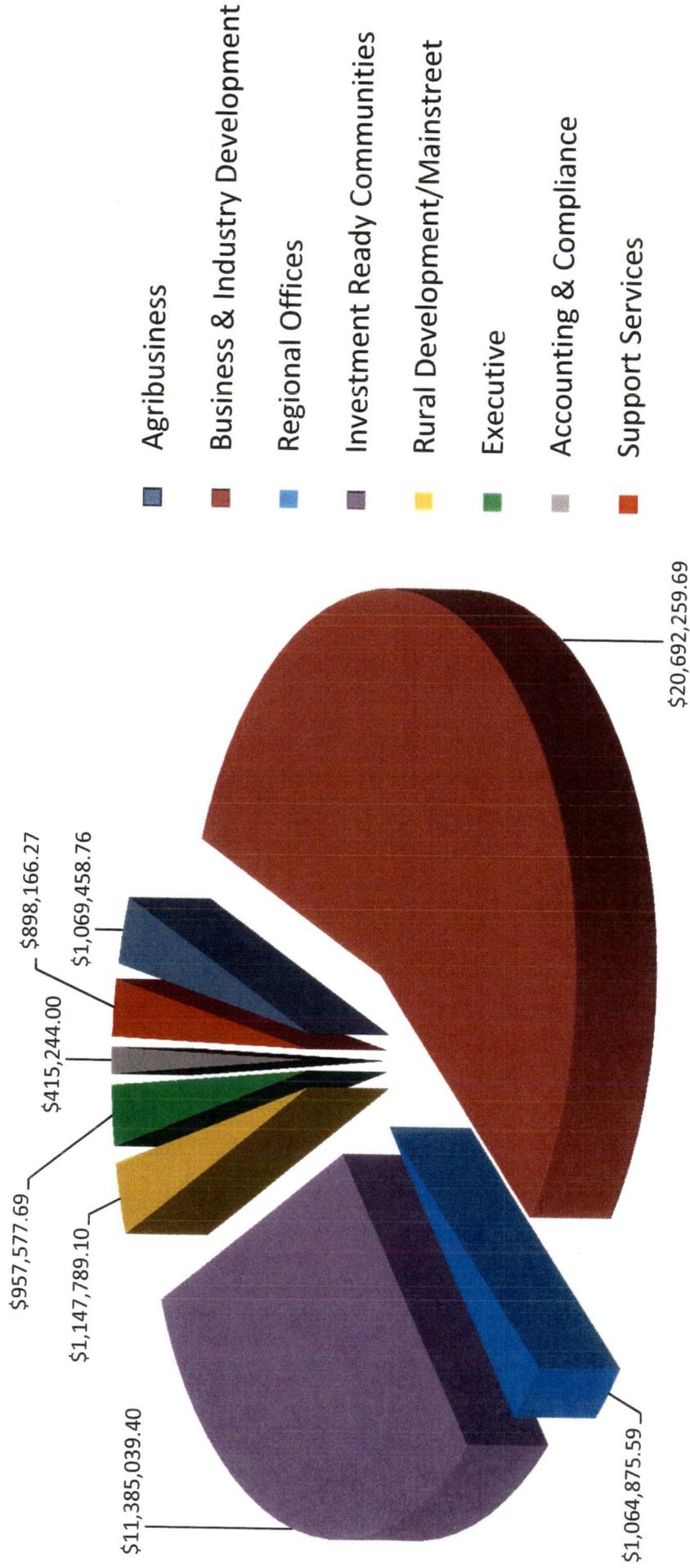
FINANCIAL

WBC financial statements as of 6/30/2012

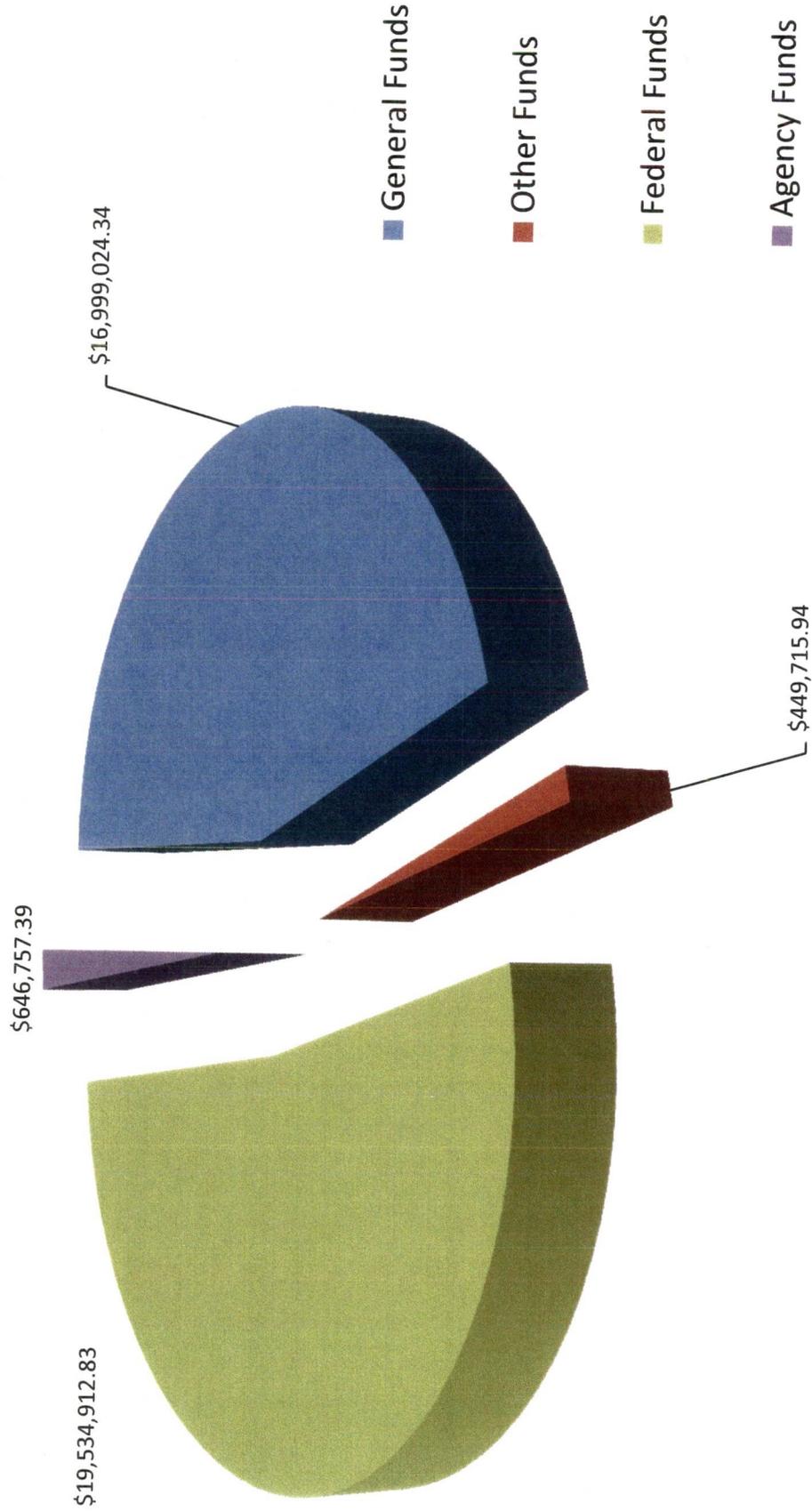
**WYOMING BUSINESS COUNCIL
FY 2012 Financial Statements
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Dues and Memberships Expenditures	13 - 15

Expenditures by Program



Expenditures by Funding Source



WYOMING BUSINESS COUNCIL
Comparative Year to Date Expenditures

	Current fiscal year to date: 7/1/2011 - 6/30/2012 (Note 1)				Previous fiscal year to date: 7/1/2010 - 06/30/2011					
	BUDGETED	EXPENDED	ENCUMBERED	BALANCE	%	BUDGETED	EXPENDED	ENCUMBERED	BALANCE	%
PROGRAM SUMMARY										
<i>ARRA Stimulus Federal Funds</i>										
Homeless Prevention and Rapid Re-housing	\$ 457,623.79	\$ 388,013.18	\$ 46,999.83	\$ 22,610.78	95.06%	\$ 900,368.04	\$ 442,744.25	\$ 429,416.50	\$ 28,207.29	96.87%
State Energy Plan	\$ 16,625,307.93	\$ 11,381,915.24	\$ 3,161,636.39	\$ 2,081,756.30	87.48%	\$ 23,841,012.23	\$ 7,215,704.30	\$ 13,472,736.19	\$ 3,152,571.74	86.78%
Energy Assurance & Smart Gridline Program	\$ 42,218.17	\$ 6,807.24	\$ 34,914.50	\$ 496.43	98.82%	\$ 192,342.62	\$ 150,124.45	\$ 37,030.00	\$ 5,188.17	97.30%
Energy Efficient Appliance Rebate Program	\$ 14.95	\$ -	\$ -	\$ 14.95	0.00%	\$ 395,732.80	\$ 395,717.85	\$ -	\$ 14.95	100.00%
Energy Efficiency Community Block Grant	\$ 5,455,363.93	\$ 3,756,877.94	\$ 1,496,911.63	\$ 201,574.36	96.31%	\$ 9,557,508.54	\$ 4,102,144.61	\$ 5,170,531.82	\$ 284,832.11	97.02%
Community Development Block Grant - R	\$ 166,455.00	\$ 166,455.00	\$ -	\$ -	100.00%	\$ 766,009.00	\$ 599,554.00	\$ 166,455.00	\$ -	100.00%
	\$ 22,746,983.77	\$ 15,700,068.60	\$ 4,740,462.35	\$ 2,306,452.82	89.86%	\$ 35,652,973.23	\$ 12,905,989.46	\$ 19,276,169.51	\$ 3,470,814.26	90.27%
TOTAL	\$ 22,746,983.77	\$ 15,700,068.60	\$ 4,740,462.35	\$ 2,306,452.82	89.86%	\$ 35,652,973.23	\$ 12,905,989.46	\$ 19,276,169.51	\$ 3,470,814.26	90.27%
LINE ITEM SUMMARY										
Personal services	100.00	\$ -	\$ -	\$ -	N/A	\$ -	\$ -	\$ -	\$ -	N/A
Support services	200.00	\$ 201,139.91	\$ 10,927.87	\$ 50.00	5.46%	\$ 308,559.39	\$ 8,427.33	\$ 90.00	\$ 300,042.06	2.76%
Central data services	400.00	\$ 42,535.16	\$ 1,733.46	\$ 636.70	98.50%	\$ 4,340.17	\$ 1,805.01	\$ 120.00	\$ 2,415.16	44.35%
Grants	600.00	\$ 20,202,912.83	\$ 15,254,730.87	\$ 568,394.63	97.19%	\$ 33,668,618.88	\$ 12,139,790.92	\$ 18,733,532.15	\$ 2,795,295.81	91.70%
Non-operating expenses	800.00	\$ 1,600,000.00	\$ 100,000.00	\$ 1,500,000.00	6.25%	\$ -	\$ -	\$ -	\$ -	N/A
Professional services	900.00	\$ 700,395.87	\$ 332,676.40	\$ 47,259.45	93.25%	\$ 1,671,454.79	\$ 755,966.20	\$ 542,427.36	\$ 373,061.23	77.68%
TOTAL	\$ 22,746,983.77	\$ 15,700,068.60	\$ 4,740,462.35	\$ 2,306,452.82	89.86%	\$ 35,652,973.23	\$ 12,905,989.46	\$ 19,276,169.51	\$ 3,470,814.26	90.27%

Note 1 - Current fiscal year budget is carryforward of unspent funds as of 6/30/10. Funds must be expended no later than 2012.

WYOMING BUSINESS COUNCIL
List of Encumbrances
June 30, 2012 - Unaudited

Vendor Name	Division	End Date	Total Encumbrances		Outstanding Encumbrances		Description	Prior Biennium or Expired Encumbrance Status
			Encumbrance	Current BFY	Current BFY	Prior BFY		
McGee, Hearn, Paiz LLC	Administration	31-Jan-15	\$ 45,100	\$ 45,100	\$ 45,100	\$ -	2012 Audit	
Civic Resource Group LLC	Administration	31-Aug-12	\$ 91,560	\$ 42,728	\$ -	\$ -	WBC website maintenance	
End of year encumbrances			\$ 21,219	\$ 19,968	\$ -	\$ -		
			\$ 157,879	\$ 107,795	\$ -	\$ -		
K & R Construction LLC	Agribusiness	30-Jun-13	\$ 43,900	\$ 4,390	\$ -	\$ -	exhibit building at the WY State Fair	
Progressive Farm Marketing Inc.	Agribusiness	30-Jan-13	\$ 9,475	\$ 1,768	\$ -	\$ -	Consulting service for risk management classes	
End of year encumbrances			\$ 10,627	\$ 10,156	\$ -	\$ -		
			\$ 64,002	\$ 16,314	\$ -	\$ -		
Clifford Root	Business & Industry	31-Mar-13	\$ 25,000	\$ 16,561	\$ -	\$ -	Analysis, research, and planning to improve Wyoming rail service	
GIS Planning, Inc.	Business & Industry	13-Jun-13	\$ 20,000	\$ 10,000	\$ -	\$ -	Planning	
Management Network Group Inc	Business & Industry	30-Jun-12	\$ 10,000	\$ 5,229	\$ -	\$ -	Statewide assessment of infrastructure necessary for data centers	
National Council for Community Development	Business & Industry	30-Jun-12	\$ 10,000	\$ 833	\$ -	\$ -	Technical assistance in reviewing finance projects	
Steel Market Analysis Corp	Business & Industry	31-Dec-12	\$ 10,000	\$ 6,549	\$ -	\$ -	Provide Analysis and research for iron ore mining	
University of Wyoming	Business & Industry	30-Jun-12	\$ 175,000	\$ 26,716	\$ -	\$ -	Manufacturing works	
University of Wyoming	Business & Industry	30-Jun-12	\$ 96,295	\$ 8,599	\$ -	\$ -	Research Product Center	
University of Wyoming	Business & Industry	30-Jun-12	\$ 304,128	\$ 88,004	\$ -	\$ -	SBIR-research and development products	
University of Wyoming	Business & Industry	30-Sep-12	\$ 806,278	\$ 290,685	\$ -	\$ -	Small Business Development Centers-training for new and existing business	
University of Wyoming	Business & Industry	30-Jun-12	\$ 679,650	\$ 133,886	\$ -	\$ -	High capacity internet connectivity service to WY Tech Business Center	
University of Wyoming	Business & Industry	30-Jun-12	\$ 280,976	\$ 25,757	\$ -	\$ -	Market Research Center	
University of Wyoming	Business & Industry	31-Aug-12	\$ 133,887	\$ 37,804	\$ -	\$ -	PTAC-procurement technology assistance center	
University of Wyoming	Business & Industry	30-Nov-12	\$ 30,900	\$ 30,900	\$ -	\$ -	Survey on women's issues	
Wyoming Chamber of Commerce	Business & Industry	30-Jun-12	\$ 25,650	\$ 892	\$ -	\$ -	Conduct professional development	
BlizWest Media	Business & Industry	30-Jun-12	\$ 27,200	\$ 650	\$ -	\$ -	Publish economic development news letter, success stories, advertising	
Wyoming Economic Development Assn	Business & Industry	30-Sep-12	\$ 56,785	\$ 8,728	\$ -	\$ -	Develop economic development contacts; training	
Wyoming Women's Business Center	Business & Industry	30-Sep-12	\$ 188,136	\$ 75,955	\$ -	\$ -	Assist small business & entrepreneurs throughout Wyoming	
Wyoming Conference of Building Codes	Business & Industry	30-Jun-12	\$ 3,000	\$ 3,000	\$ -	\$ -	Building Codes Training	
VoteEdge Inc.	Business & Industry	31-Dec-12	\$ 108,740	\$ 108,740	\$ -	\$ -	Marketing and business recruitment campaign	
End of year encumbrances			\$ 9,245	\$ 9,245	\$ -	\$ -		
			\$ 3,002,870	\$ 888,735	\$ -	\$ -		
Albany County Treasurer	Invest. Ready Commun.	30-Jun-17	\$ 3,000,000	\$ 3,000,000	\$ -	\$ -	CDBG grant: PL&S Quarry and Line Plant	
Albany County Treasurer	Invest. Ready Commun.	30-Jun-13	\$ 40,000	\$ 40,000	\$ -	\$ -	CDBG grant: Homeowners Assistance	
AMOCO Reuse Agreement Joint	Invest. Ready Commun.	30-Jun-15	\$ 4,500,000	\$ -	\$ 1,102,632	\$ -	BRC grant: Casper area business innovation center	Amended-construction to be completed 12/31/12
AMOCO Reuse Agreement Joint	Invest. Ready Commun.	30-Jun-16	\$ 407,000	\$ 201,981	\$ -	\$ -	BRC grant: Salt Creek Heights Business Center phase	to be closed out
Big Horn County	Invest. Ready Commun.	31-Aug-12	\$ 45,000	\$ -	\$ 2,507	\$ -	CDBG grant: county courthouse elevator-up to ADA standards	Amended-construction to be completed 12/31/12
Campbell County Treasurer	Invest. Ready Commun.	30-Jun-15	\$ 2,615,000	\$ -	\$ 700,233	\$ -	BRC grant: Robertson Water & Sewer project	
City of Buffalo	Invest. Ready Commun.	30-Apr-13	\$ 40,000	\$ 40,000	\$ -	\$ -	CDBG grant: CD and ED plan	
City of Buffalo	Invest. Ready Commun.	30-Jun-16	\$ 500,000	\$ 500,000	\$ -	\$ -	BRC grant: Buffalo Crazy Women Square Revitalization	
City of Cheyenne	Invest. Ready Commun.	30-Jun-16	\$ 2,250,000	\$ 2,014,883	\$ -	\$ -	BRC grant: Thought Equity in Motion Data Center	
City of Cheyenne	Invest. Ready Commun.	30-Jun-17	\$ 860,625	\$ 594,650	\$ -	\$ -	BRC grant: Pedestrian and streetscape improvements (Dineen Project)	
City of Cody	Invest. Ready Commun.	31-Aug-13	\$ 50,000	\$ 50,000	\$ -	\$ -	CDBG grant: Cody Master Plan Revision	
City of Gillette	Invest. Ready Commun.	31-Aug-13	\$ 40,000	\$ 40,000	\$ -	\$ -	CDBG grant: Gillette Senior Medical Neighborhood Study	
City of Gillette	Invest. Ready Commun.	30-Jun-16	\$ 920,885	\$ 920,885	\$ -	\$ -	BRC grant: Leiherr City Waterline	
City of Kammerer	Invest. Ready Commun.	30-Jun-16	\$ 1,000,000	\$ 1,000,000	\$ -	\$ -	BRC grant: Old Town Hall redevelopment	
City of Lander	Invest. Ready Commun.	30-Jun-12	\$ 50,000	\$ 9,227	\$ -	\$ -	CDBG grant: comprehensive development plan	to be closed out
City of Laramie	Invest. Ready Commun.	30-Jun-15	\$ 805,050	\$ 101,950	\$ -	\$ -	BRC grant: Transmodal Site Development Phase 1	
City of Laramie	Invest. Ready Commun.	30-Jun-16	\$ 221,550	\$ 221,550	\$ -	\$ -	BRC grant: Laramie downtown lighting improvements	
City of Laramie	Invest. Ready Commun.	30-Apr-13	\$ 15,000	\$ 8,192	\$ -	\$ -	CDBG grant: Hospice of Laramie Design & Marketing	
City of Rawlins	Invest. Ready Commun.	30-Jun-17	\$ 99,945	\$ 99,945	\$ -	\$ -	BRC grant: Rainbow Teton Entrepreneur Center	
City of Rawlins	Invest. Ready Commun.	15-Dec-11	\$ 25,000	\$ -	\$ 25,000	\$ -	CDBG grant: city master plan	Revival-extended to 12/31/12
City of Rawlins	Invest. Ready Commun.	30-Apr-13	\$ 15,000	\$ 15,000	\$ -	\$ -	CDBG grant: Aging in Place Plan	
City of Riverton	Invest. Ready Commun.	30-Aug-16	\$ 1,500,000	\$ -	\$ 1,110,206	\$ -	BRC grant: site work and infrastructure for Wind River Job Corps	Amended-due to be completed 2013
City of Riverton	Invest. Ready Commun.	30-Apr-13	\$ 194,305	\$ 194,305	\$ -	\$ -	CDBG grant: Johnson Rehabilitation Center	
City of Rock Springs	Invest. Ready Commun.	30-Jun-15	\$ 1,493,946	\$ -	\$ 364,176	\$ -	CFP grant: Rock Springs Old Rock Theatre renovation	
City of Rock Springs	Invest. Ready Commun.	30-Nov-12	\$ 500,000	\$ 500,000	\$ -	\$ -	CDBG grant: Reliance Water project	
City of Rock Springs	Invest. Ready Commun.	30-Jun-16	\$ 364,344	\$ 212,570	\$ -	\$ -	BRC grant: Reagan Summit Subdivision Assisted living senior housing	
City of Rock Springs	Invest. Ready Commun.	30-Apr-13	\$ 16,000	\$ 16,000	\$ -	\$ -	CDBG grant: CEDS upgrade	
City of Sheridan	Invest. Ready Commun.	31-Jul-13	\$ 7,500	\$ 7,500	\$ -	\$ -	CDBG grant: Yeung at Heart TA	
City of Sheridan	Invest. Ready Commun.	30-Jun-15	\$ 2,589,913	\$ -	\$ 660,959	\$ -	BRC grant: Sheridan-High tech business park	Amendment in process-construction to be completed 6/30/13
City of Sheridan	Invest. Ready Commun.	30-Jun-15	\$ 891,217	\$ 1,082	\$ -	\$ -	BRC grant: Alternative Elder Care Inc completion	
City of Sheridan	Invest. Ready Commun.	30-Jun-17	\$ 1,000,000	\$ 963,148	\$ -	\$ -	BRC grant: Wyoming Performing Arts and Education Center	
City of Sheridan	Invest. Ready Commun.	30-Jun-17	\$ 1,000,000	\$ 963,149	\$ -	\$ -	CFP grant: Wyoming Performing Arts and Education Center	
City of Sheridan	Invest. Ready Commun.	20-Sep-13	\$ 15,000	\$ 15,000	\$ -	\$ -	CDBG grant: Educational Development Center Feasibility Study	
City of Sheridan	Invest. Ready Commun.	30-Jun-16	\$ 1,000,000	\$ 1,000,000	\$ -	\$ -	BRC grant: Sheridan Commercial Park Infrastructure	
City of Torrington	Invest. Ready Commun.	30-Jun-13	\$ 60,000	\$ 60,000	\$ -	\$ -	CDBG grant: Our Clothing Store Facade renovations	
City of Worland	Invest. Ready Commun.	31-Jan-13	\$ 187,500	\$ 18,749	\$ -	\$ -	CDBG grant: Worland Day Hab/Admin Building	

WYOMING BUSINESS COUNCIL
List of Encumbrances
June 30, 2012 - Unaudited

Vendor Name	Division	End Date	Total Encumbrance	Outstanding Encumbrances	Description	Prior Blencium or Expired Encumbrance Status
			Current BFY	Prior BFY		
Crook County	Invest. Ready Commun.	31-May-13	\$ 244,800	\$ -	CDBG grant: Courthouse ADA Accessibility	In final stages-to be closed out
Eastern Laramie Co. Joint Powers Board	Invest. Ready Commun.	30-Jun-15	\$ 1,498,500	\$ -	CFP grant: Pine Bluffs High School project	Amended-construction to be complete 6/30/13
Goshen County Treasurer	Invest. Ready Commun.	30-Jun-15	\$ 1,361,453	\$ 589,993	BRC grant: Schlegel Manufacturing Inc. Expansion	
Hot Springs County Treasurer	Invest. Ready Commun.	31-May-13	\$ 500,000	\$ 469,900	CDBG grant: Owl Creek Water District	
Hot Springs County Treasurer	Invest. Ready Commun.	31-Jul-13	\$ 500,000	\$ 431,038	CDBG grant: South Thermopolis water system expansion	
Laramie County Treasurer	Invest. Ready Commun.	30-Jun-15	\$ 1,500,000	\$ -	BRC grant: LEADS Manufacturing facility	In final stages-to be closed out
Laramie County Treasurer	Invest. Ready Commun.	30-Jun-15	\$ 4,500,000	\$ -	BRC grant: NCAR infrastructure expansion	to be closed out
Laramie County Treasurer	Invest. Ready Commun.	30-Jun-15	\$ 3,000,000	\$ -	BRC grant: Granite Peak/midwestern pipe-Swan Ranch	Amendment request being processed to extend construction date
Laramie County Treasurer	Invest. Ready Commun.	30-Jun-15	\$ 1,500,000	\$ 708,331	BRC grant: Green House Data Center	
Laramie County Treasurer	Invest. Ready Commun.	30-Jun-13	\$ 40,000	\$ 40,000	CDBG grant: Laramie County Homeownership Assistance	
Laramie County Treasurer	Invest. Ready Commun.	30-Apr-13	\$ 70,000	\$ 9,899	CDBG grant: Albin Community Center Kitchen Upgrade	
Laramie County Treasurer	Invest. Ready Commun.	30-Sep-13	\$ 500,000	\$ 462,775	CDBG grant: Creekside home ownership	
Laramie County Treasurer	Invest. Ready Commun.	30-Jun-17	\$ 1,500,000	\$ 1,500,000	BRC grant: Niobrara Energy Park	
Laramie County Treasurer	Invest. Ready Commun.	30-Jun-17	\$ 5,000,000	\$ 5,000,000	BRC grant: Project Summit	
Laramie Plains Civic Center	Invest. Ready Commun.	30-Jun-17	\$ 1,000,000	\$ 1,000,000	CFP grant: windows refurbishment	
Lincoln County Treasurer	Invest. Ready Commun.	30-Jun-15	\$ 1,300,451	\$ -	CFP grant: North Lincoln Community Center	Final request processing-to be closed out
Lincoln County Treasurer	Invest. Ready Commun.	30-Sep-14	\$ 968,559	\$ -	BRC grant: Bedford water sewer district	Final request processing-to be closed out
Lincoln County Treasurer	Invest. Ready Commun.	31-Aug-13	\$ 50,000	\$ -	CDBG grant: Lincoln County Master Plan	
Lincoln County Treasurer	Invest. Ready Commun.	30-Jun-17	\$ 617,483	\$ 617,483	BRC grant: Airport fiber optic cable installation	
Natrona County Treasurer	Invest. Ready Commun.	31-Jul-13	\$ 12,230	\$ 10,042	CDBG grant: ADA compliant drinking fountain and door opener	
Platte County Treasurer	Invest. Ready Commun.	31-Aug-13	\$ 83,385	\$ 57,535	CDBG grant: Platte County Memorial Hospital-ADA	
Rock Springs Sweetwater County Airport	Invest. Ready Commun.	30-Jun-17	\$ 1,000,000	\$ 1,000,000	BRC grant: Airport water infrastructure project	
Sheridan County Treasurer	Invest. Ready Commun.	30-Apr-13	\$ 40,000	\$ 14,523	CDBG grant: Railroad District Preservation Master Plan	
Salesforce	Invest. Ready Commun.	29-Jun-13	\$ 7,200	\$ 7,200	GrantSmith grant management program portal licenses	
Thirdeave GrantSmith	Invest. Ready Commun.	30-Jun-13	\$ 30,000	\$ 30,000	Grant management program	
Town of Bags	Invest. Ready Commun.	30-Jun-15	\$ 34,492	\$ -	BRC grant: Little Snake River enhancement	Amended-construction to be completed 6/30/12
Town of Bairol	Invest. Ready Commun.	30-Jun-17	\$ 1,000,000	\$ 1,000,000	CFP grant: Old Town Hall	
Town of Barr Nunn	Invest. Ready Commun.	31-Aug-15	\$ 3,000,000	\$ -	BRC grant: Barr Nunn industrial center project	Final request processing-to be closed out
Town of Barr Nunn	Invest. Ready Commun.	1-Jan-13	\$ 453,380	\$ 359,227	CDBG grant: Salt Creek Highway turn lane	
Town of Burns	Invest. Ready Commun.	30-Jun-14	\$ 15,000	\$ 15,000	CDBG grant: Burns Plex	
Town of Chugwater	Invest. Ready Commun.	30-Jun-17	\$ 471,271	\$ -	BRC grant: Chugwater infrastructure completion project	Amendment pending
Town of Cowley	Invest. Ready Commun.	30-Jun-17	\$ 991,960	\$ 991,960	CFP grant: Cowley Log Gym Community Center	Amended-construction to be completed 8/31/13
Town of Dubois	Invest. Ready Commun.	30-Jun-15	\$ 704,900	\$ -	BRC grant: water and sewer	
Town of Evansville	Invest. Ready Commun.	30-Jun-17	\$ 1,500,000	\$ 1,191,105	BRC grant: Assisted Living Center Facility	
Town of Fort Laramie	Invest. Ready Commun.	31-Dec-12	\$ 335,064	\$ 20,123	CDBG grant: 5th Street road paving and storm drainage	
Town of Fort Laramie	Invest. Ready Commun.	31-Oct-13	\$ 407,058	\$ 407,058	CDBG grant: Sewer line replacement	
Town of Glendo	Invest. Ready Commun.	30-Jun-15	\$ 754,294	\$ 698,218	BRC grant: Glendo Business Park	
Town of Glenrock	Invest. Ready Commun.	30-Jun-14	\$ 1,500,000	\$ -	CFP grant: A-square bldg	to be closed out
Town of Glenrock	Invest. Ready Commun.	31-May-13	\$ 200,000	\$ 1,701	CDBG grant: Bronco Building	
Town of Glenrock	Invest. Ready Commun.	31-Aug-13	\$ 11,250	\$ 11,250	CDBG grant: Bronco Building feasibility study	
Town of Guernsey	Invest. Ready Commun.	30-Jun-16	\$ 1,485,000	\$ 1,485,000	BRC grant: Guernsey Industrial Park infrastructure expansion	
Town of Hartville	Invest. Ready Commun.	31-Dec-14	\$ 426,486	\$ -	CFP grant: Historic Hartville school	Final stages of construction; extended completion to 10/31/12
Town of Hulett	Invest. Ready Commun.	30-Jun-16	\$ 302,000	\$ 278,330	BRC grant: Hulett business site infrastructure	
Town of Jackson	Invest. Ready Commun.	30-Jun-15	\$ 500,000	\$ -	BRC grant: visitor center	to be closed out
Town of Lovell	Invest. Ready Commun.	30-Jun-14	\$ 330,598	\$ -	BRC grant: Lovell business incubator facility	Final request processing-to be closed out
Town of Lovell	Invest. Ready Commun.	31-Jul-13	\$ 490,974	\$ 470,822	CDBG grant: Lovell Old Hospital Demolition	
Town of Medicine Bow	Invest. Ready Commun.	30-Jun-12	\$ 50,000	\$ 34,684	CDBG grant: Survey and Zoning Plan	
Town of Medicine Bow	Invest. Ready Commun.	30-Jun-16	\$ 43,886	\$ 22,255	BRC grant: rodeo grounds phase 11	
Town of Meeteetse	Invest. Ready Commun.	30-Jun-17	\$ 173,250	\$ 673,250	CFP grant: SC Community Rec Center	
Town of Midwest	Invest. Ready Commun.	31-Dec-12	\$ 102,834	\$ 8,520	CDBG grant: sanitary sewer service extension	
Town of Mills	Invest. Ready Commun.	30-Apr-13	\$ 500,000	\$ 377,649	CDBG grant: Topaz addition 3rd avenue	
Town of Mills	Invest. Ready Commun.	31-Aug-13	\$ 15,000	\$ 15,000	CDBG grant: Mills Water Service Study	to be closed out
Town of Pinedale	Invest. Ready Commun.	30-Jun-12	\$ 48,000	\$ 524	CDBG grant: downtown revitalization plan	
Town of Saratoga	Invest. Ready Commun.	31-Dec-12	\$ 273,500	\$ 6,426	CDBG grant: hot pool expansion	
Town of Superior	Invest. Ready Commun.	31-Dec-12	\$ 16,000	\$ 16,000	BRC grant: CD and ED plan	
Town of Thayne	Invest. Ready Commun.	30-Jun-15	\$ 1,158,809	\$ 921,436	CDBG grant: Thayne Community Center	
Town of Thayne	Invest. Ready Commun.	30-Jun-15	\$ 306,191	\$ 67,681	CFP grant: Thayne Community Center	
Town of Thayne	Invest. Ready Commun.	30-Sep-12	\$ 215,000	\$ 177,461	CDBG grant: Thayne Community Center	
Town of Upton	Invest. Ready Commun.	31-Dec-11	\$ 300,000	\$ 23	CDBG grant: Upton Senior Center	to be closed out
Town of Wamsutter	Invest. Ready Commun.	13-Jun-14	\$ 1,327,500	\$ -	BRC grant: Wamsutter commercial structure	Amendment in process-construction to be completed 12/31/12
Town of Wheatland	Invest. Ready Commun.	30-Jun-16	\$ 1,498,846	\$ 1,498,846	BRC grant: Wheatland North Park subdivision	
Unita County Treasurer/Bow	Invest. Ready Commun.	30-Jun-16	\$ 1,496,907	\$ 1,496,907	BRC grant: KMG-HCC Access Road	
Washakie County Treasurer	Invest. Ready Commun.	30-Sep-12	\$ 300,000	\$ 41,149	CDBG grant: Worland Children's Resource Center	
Washakie County Treasurer	Invest. Ready Commun.	30-Jun-16	\$ 618,507	\$ 618,507	BRC grant: FVIP Spec. Bldg. site project	
Weston County Treasurer	Invest. Ready Commun.	30-Jun-15	\$ 500,000	\$ -	BRC grant: Weston Co. Events Center	Amended-construction to be completed 9/30/12
Wyoming Women's Business Center	Invest. Ready Commun.	30-Sep-12	\$ 40,000	\$ 40,000	CDBG grant: child care loan administration	
Wyoming Women's Business Center	Invest. Ready Commun.	31-Dec-12	\$ 150,000	\$ 140,212	CDBG grant: child care facility local program	
End of year encumbrances			\$ 2,310	\$ 2,310		

WYOMING BUSINESS COUNCIL
List of Encumbrances
June 30, 2012 - Unaudited

Vendor Name	Division	End Date	Total Encumbrance	Outstanding Encumbrances Current BFY	Prior BFY	Description	Prior Blentium or Expired Encumbrance Status
Buffalo Main Street	Rural Devel./Main Street	31-Mar-13	\$ 20,000	\$ 20,000	\$ -	Technical assistance	
City of Evanston	Rural Devel./Main Street	31-Mar-13	\$ 20,000	\$ 20,000	\$ -	Technical assistance	
City of Green River	Rural Devel./Main Street	31-Mar-13	\$ 20,000	\$ 20,000	\$ -	Technical assistance	
City of Kemmerer	Rural Devel./Main Street	30-Jun-12	\$ 10,000	\$ 6,049	\$ -	Technical assistance	
City of Rawlins	Rural Devel./Main Street	30-Jun-12	\$ 37,200	\$ 37,200	\$ -	Technical assistance	
Converse Area New Development	Rural Devel./Main Street	31-Mar-13	\$ 5,000	\$ 5,000	\$ -	Technical assistance	
Dubois Main Street Inc.	Rural Devel./Main Street	31-Mar-13	\$ 20,000	\$ 20,000	\$ -	Technical assistance	
Glenrock Main Street	Rural Devel./Main Street	31-Mar-13	\$ 4,000	\$ 4,000	\$ -	Technical assistance	
Laramie Main Street Alliance	Rural Devel./Main Street	31-Mar-13	\$ 20,000	\$ 20,000	\$ -	Technical assistance	
Platte County	Rural Devel./Main Street	31-Mar-13	\$ 5,000	\$ 5,000	\$ -	Technical assistance	
Rock Springs	Rural Devel./Main Street	31-Mar-13	\$ 20,000	\$ 20,000	\$ -	Technical assistance	
Gillette Main Street	Rural Devel./Main Street	31-Mar-13	\$ 5,000	\$ 5,000	\$ -	Technical assistance	
Downtown Sheridan Association	Rural Devel./Main Street	30-Sep-12	\$ 20,000	\$ 10,000	\$ -	Technical assistance	
Uptown Sheridan Association	Rural Devel./Main Street	31-Mar-13	\$ 18,675	\$ 18,675	\$ -	Technical assistance	
End of year encumbrances			\$ 2,794	\$ 2,727	\$ -		
			\$ 227,669	\$ 213,651	\$ -		
Beartooth RC&D Area Inc.	Regional Offices	1-Feb-13	\$ 2,156	\$ 2,156	\$ -	Wild West Project	
Casper Area Economic Development	Regional Offices	30-Jun-13	\$ 2,500	\$ 2,500	\$ -	Update county ED plan	
Casper Area Chamber of Commerce	Regional Offices	30-Sep-12	\$ 2,500	\$ 2,500	\$ -	Business Challenge	
Forward Sheridan	Regional Offices	31-Dec-12	\$ 15,000	\$ 15,000	\$ -	Rail bypass study	
Idea Inc.	Regional Offices	31-Mar-13	\$ 2,500	\$ 2,500	\$ -	Support Economic Development in Fremont County	
Imagine Jackson	Regional Offices	31-Mar-13	\$ 4,500	\$ 4,500	\$ -	Support economic development initiatives	
End of year of encumbrances			\$ 9,755	\$ 9,690	\$ -		
			\$ 38,911	\$ 38,846	\$ -		
Albany County Safe Project	ARRA Stimulus	30-Sep-12	\$ 203,370	\$ 1,532	\$ -	Homeless Prevention/Rapid Rehousing	
Carbon County Attorney Office	ARRA Stimulus	30-Sep-12	\$ 15,000	\$ 11,737	\$ -	Homeless Prevention/Rapid Rehousing	
Dennis Royal	ARRA Stimulus	30-Sep-12	\$ 2,040	\$ 2,040	\$ -	Homeless: provide oversight & review of HPRP subgrantees program mgmt	
Inheritance of Natrona CO Inc.	ARRA Stimulus	30-Sep-12	\$ 21,000	\$ 13,894	\$ -	Homeless Prevention/Rapid Rehousing	
City of Rock Springs	ARRA Stimulus	30-Sep-12	\$ 35,864	\$ 17,797	\$ -	Homeless Prevention/Rapid Rehousing	
Tobin & Associates	ARRA Stimulus	30-Jun-12	\$ 547,500	\$ 194,673	\$ -	SEP: Retrofit 3rd party monitoring	
Eastern Wyoming College	ARRA Stimulus	30-Jun-12	\$ 555,000	\$ 4,942	\$ -	SEP: retro-ara for energy saving measures	
City of Rock Springs	ARRA Stimulus	30-Jun-12	\$ 750,000	\$ 39,761	\$ -	SEP: retro-police department & city hall energy efficiency retrofits	
Fremont County School Dist #2	ARRA Stimulus	30-Jun-12	\$ 365,191	\$ 22,891	\$ -	SEP: retro-FSCD elementary/middle school energy update	
Town of Jackson	ARRA Stimulus	30-Jun-12	\$ 450,742	\$ 356,360	\$ -	SEP: energy efficient retrofits	
Town of Burns	ARRA Stimulus	30-Jun-12	\$ 25,000	\$ 7,910	\$ -	SEP: retro-south & north building upgrades	
Albany County Treasurer	ARRA Stimulus	30-Jun-12	\$ 693,056	\$ 162,751	\$ -	SEP: retro-energy saving retrofits of multiple buildings	
Town of Basin	ARRA Stimulus	30-Jun-12	\$ 95,884	\$ 11,691	\$ -	SEP: retro-town streetlight upgrade	
Sheridan County Treasurer	ARRA Stimulus	30-Jun-12	\$ 165,000	\$ 0.02	\$ -	SEP: Sheridan County Library HVAC retrofit project	
Rehabilitation Enterprises	ARRA Stimulus	30-Jun-12	\$ 89,595	\$ 1,535	\$ -	SEP: retro-energy retrofit	
Northwest Community Action Programs	ARRA Stimulus	30-Jun-12	\$ 98,367	\$ 0.27	\$ -	SEP: retro-Oakcrest Village energy efficiency project	
Teton County Treasurer	ARRA Stimulus	30-Jun-12	\$ 586,074	\$ 7,184	\$ -	SEP: retro-county facility retrofits	
City of Sheridan Treasurer	ARRA Stimulus	30-Jun-12	\$ 320,570	\$ 0.01	\$ -	SEP: retro-energy efficiency retrofit upgrades	
City of Lander	ARRA Stimulus	30-Jun-12	\$ 142,955	\$ 128,363	\$ -	SEP: retro-City of Lander energy efficiency retrofits	
Nail Outdoor Leadership School	ARRA Stimulus	30-Jun-12	\$ 260,998	\$ 5,444	\$ -	SEP: retro-NOLS-National Outdoor Leadership School retrofit	
Converse County Treasurer	ARRA Stimulus	30-Jun-12	\$ 410,626	\$ 84,817	\$ -	SEP: courthouse & public health retrofits	
City of Evanston	ARRA Stimulus	30-Jun-12	\$ 312,058	\$ 6,042	\$ -	SEP: retro-railyards retrofits	
Lincoln County Treasurer	ARRA Stimulus	30-Jun-12	\$ 282,374	\$ 90,206	\$ -	SEP: retro-North Lincoln Community Center	
City of Worland	ARRA Stimulus	30-Jun-12	\$ 68,200	\$ 0.01	\$ -	SEP: retro-Worland City Hall	
City of Laramie	ARRA Stimulus	30-Jun-12	\$ 750,000	\$ 105,032	\$ -	SEP: retro-Laramie Energy Conservation Improvement Program	
Hyattville Cemetery District	ARRA Stimulus	30-Jun-12	\$ 156,163	\$ 4,226	\$ -	SEP: retro-Hyattville Community Center energy retrofit project	
Town of Dubois	ARRA Stimulus	30-Jun-12	\$ 506,046	\$ 631	\$ -	SEP: retro-retrofit energy efficiency project	
Fremont County Treasurer	ARRA Stimulus	30-Jun-12	\$ 354,328	\$ 109,081	\$ -	SEP: retro-energy conservation improvements	
Fremont County Treasurer	ARRA Stimulus	30-Jun-12	\$ 275,596	\$ 45,964	\$ -	SEP: retrofit-library energy conservation improvement program	
Natrona County School Dist #1	ARRA Stimulus	30-Jun-12	\$ 108,250	\$ 17,823	\$ -	SEP: wind turbine, power and weather station	
Park County School Dist #6	ARRA Stimulus	30-Jun-12	\$ 230,000	\$ 222,795	\$ -	SEP: retro-Meeteetse Schools	
Town of Albin	ARRA Stimulus	30-Jun-12	\$ 71,910	\$ 9,371	\$ -	SEP: retro-Albin Elementary School efficiency retrofit	
Laramie County School Dist #1	ARRA Stimulus	30-Jun-12	\$ 495,000	\$ 179,762	\$ -	SEP: Laramie County Energy k-07-23-10 wind and solar on 12 facilities	
Goshen County School District #1	ARRA Stimulus	30-Jun-12	\$ 210,000	\$ 314,338	\$ -	SEP: energy audit Torrington High and two elementary schools	
Sweetwater County Treasurer	ARRA Stimulus	30-Jun-12	\$ 750,000	\$ 314,338	\$ -	SEP: retrofit 1-HVAC system emergency efficiency improvements	
Laramie County School District #1	ARRA Stimulus	30-Jun-12	\$ 95,000	\$ 14,000	\$ -	SEP: energy audit at East and Central High Schools	
Hot Springs County SD #1	ARRA Stimulus	30-Jun-12	\$ 95,000	\$ 95,000	\$ -	SEP: retrofit 11 K-12 Final Call	
Sweetwater County School District #2	ARRA Stimulus	30-Jun-12	\$ 92,233	\$ 508	\$ -	SEP: K-12	
Northwest Community Action Programs of WY Inc	ARRA Stimulus	30-Jun-12	\$ 25,000	\$ 7,464	\$ -	SEP: retrofit 1 Final Call	
Park County Treasurer	ARRA Stimulus	30-Jun-12	\$ 24,874	\$ 24,874	\$ -	SEP: retrofit 11-Final Call	
City of Casper	ARRA Stimulus	30-Jun-12	\$ 24,786	\$ 1,239	\$ -	SEP: retrofit 1 Final Call	
City of Evanston	ARRA Stimulus	30-Jun-12	\$ 22,093	\$ 874	\$ -	SEP: retrofit 11 Final Call	
City of Cheyenne	ARRA Stimulus	30-Jun-12	\$ 25,000	\$ 6,380	\$ -	SEP: retrofit 1 Final Call	
Rehabilitation Enterprises of NE Wyoming	ARRA Stimulus	30-Jun-12	\$ 25,000	\$ 0.01	\$ -	SEP: retrofit 1 Final Call	

WYOMING BUSINESS COUNCIL
List of Encumbrances
June 30, 2012 - Unaudited

Vendor Name	Division	End Date	Total Encumbrance	Outstanding Encumbrances Current BFY	Prior BFY	Description	Prior Biennium or Expired Encumbrance Status
Green River Futures, Inc.	ARRA Stimulus	30-Jun-12	\$ 25,000	\$ 2,563	\$ -	SEP: retrofit 1	
Renew for small wind, photovoltaic, & ground source heat	ARRA Stimulus	30-Jun-12	\$ 2,544,418	\$ 754,391	\$ -	SEP: renewables	
Edmund Wiener Jr	ARRA Stimulus	30-Jun-12	\$ 10,000	\$ 8,562	\$ -	SEP: to observe selected residential renewable installations	
Wyoming Infrastructure Authority	ARRA Stimulus	31-Jul-12	\$ 34,915	\$ 34,915	\$ -	EA: development of roadmap process for permitting and siting of transmission	
Tobin & Associates	ARRA Stimulus	31-Jul-12	\$ 322,500	\$ 80,271	\$ -	EECBG: retro-3rd party monitoring	
City of Sheridan Treasurer	ARRA Stimulus	31-Jul-12	\$ 48,813	\$ 48,813	\$ -	EECBG: retro-energy efficiency retrofit upgrades	
City of Cheyenne	ARRA Stimulus	31-Jul-12	\$ 125,000	\$ 27,233	\$ -	EECBG: retrofit-11-Cheyenne's energy conservation measures	
Rehabilitation Enterprises of North East	ARRA Stimulus	31-Jul-12	\$ 91,000	\$ 5,443	\$ -	EECBG: retrofit 11 energy	
Town of Dubois	ARRA Stimulus	31-Jul-12	\$ 249,802	\$ 129,752	\$ -	EECBG: retrofit 11-Town of Dubois retrofit energy efficiency project	
Town of Burns	ARRA Stimulus	31-Jul-12	\$ 250,000	\$ 30,236	\$ -	EECBG: retrofit 11 - Town of Burns energy efficiency phase 2	
Big Horn County	ARRA Stimulus	31-Jul-12	\$ 264,680	\$ 32,933	\$ -	EECBG: retrofit 11-Big Horn County boiler project	
Region of Lyman	ARRA Stimulus	31-Jul-12	\$ 182,975	\$ 7,406	\$ -	EECBG: retrofit 11-street light retrofit	
Region V Bocas	ARRA Stimulus	31-Jul-12	\$ 45,286	\$ 1,999	\$ -	EECBG: retrofit 11-BOCES lumance retrofit	
St Laurence School	ARRA Stimulus	31-Jul-12	\$ 247,988	\$ 150,598	\$ -	EECBG: retrofit 11-St Laurence energy retrofit	
Town of Albin	ARRA Stimulus	31-Jul-12	\$ 161,931	\$ 12,542	\$ -	EECBG: retrofit 11-facility efficiency upgrade	
Town of Cowley	ARRA Stimulus	31-Jul-12	\$ 161,500	\$ 98,085	\$ -	EECBG: retrofit 11-energy upgrade	
Ark Industries & Rehabilitation	ARRA Stimulus	31-Jul-12	\$ 135,167	\$ 19,979	\$ -	EECBG: retrofit 11-Ark Regional Services	
Town of Basin	ARRA Stimulus	31-Jul-12	\$ 44,647	\$ 27,351	\$ -	EECBG: retrofit 11-lighting efficiency project	
Crook County	ARRA Stimulus	31-Jul-12	\$ 172,038	\$ 13,174	\$ -	EECBG: retrofit 11-Crook County Energy	
Hyatt Redevelopment Corporation	ARRA Stimulus	31-Jul-12	\$ 25,120	\$ 1,398	\$ -	EECBG: retrofit 11-Hyatt Theatre energy upgrade	
Laramie County School District #1	ARRA Stimulus	31-Jul-12	\$ 169,044	\$ 52,084	\$ -	EECBG: retrofit 11-LCSD facility retrofit	
Laramie Plains Civic Center	ARRA Stimulus	31-Jul-12	\$ 71,249	\$ 5,712	\$ -	EECBG: retrofit 11-energy efficiency upgrades	
Platte County Treasurer	ARRA Stimulus	31-Jul-12	\$ 250,000	\$ 2,094	\$ -	EECBG: Platte County Courthouse	
Teton County Treasurer	ARRA Stimulus	31-Jul-12	\$ 25,000	\$ 843	\$ -	EECBG: retro-Teton County retrofit project part 2	
The Shack	ARRA Stimulus	31-Jul-12	\$ 62,472	\$ 55,844	\$ -	EECBG: retrofit 11	
Natl Outdoor Leadership School	ARRA Stimulus	31-Jul-12	\$ 18,800	\$ -	\$ 2	EECBG: retrofit 11-Rocky Mountain Brance retrofit	
Town of Jackson	ARRA Stimulus	31-Jul-12	\$ 79,040	\$ 1,127	\$ -	EECBG: retrofit 11-energy savings measures	
City of Casper	ARRA Stimulus	31-Jul-12	\$ 115,235	\$ 6,739	\$ -	EECBG: retrofit 11-Casper Event Center lighting	
Town Barroil	ARRA Stimulus	31-Jul-12	\$ 148,500	\$ 148,500	\$ -	EECBG: retrofit 11-Barroil School	
Town of Chugwater	ARRA Stimulus	31-Jul-12	\$ 202,967	\$ 10,466	\$ -	EECBG: retrofit 11-energy saving project	
City of Cody	ARRA Stimulus	31-Jul-12	\$ 222,471	\$ 28,950	\$ -	EECBG: retrofit 11-City of Cody Hall hvac	
Town of Grandger	ARRA Stimulus	31-Jul-12	\$ 242,250	\$ 39,532	\$ -	EECBG: retrofit 11-Grandger City Ownee building energy retrofit	
Town of Superior	ARRA Stimulus	31-Jul-12	\$ 165,863	\$ 74,818	\$ -	EECBG: retrofit 11-Town of Superior energy	
Town of Thayne	ARRA Stimulus	31-Jul-12	\$ 191,250	\$ 159,481	\$ -	EECBG: retrofit 11-Thayne Community Center	
Laramie County Farm Bureau	ARRA Stimulus	31-Jul-12	\$ 6,066	\$ 6,066	\$ -	EECBG: retrofit 11-facility improvement-insulation, heat, lighting, & windows	
Weston County Treasurer	ARRA Stimulus	31-Jul-12	\$ 250,000	\$ 2,137	\$ -	EECBG: retrofit Mallo Camp retrofit project	
Town of Wright	ARRA Stimulus	31-Jul-12	\$ 52,780	\$ 52,780	\$ -	EECBG: retrofit 11-Town of Pine Haven Retrofits	
Town of Pine Haven	ARRA Stimulus	31-Jul-12	\$ 36,604	\$ 27,028	\$ -	EECBG: retrofit 11-energy retrofit	
City of Kemmerer	ARRA Stimulus	31-Jul-12	\$ 20,720	\$ 2,758	\$ -	EECBG: retrofit 11 final call	
Region V Bocas	ARRA Stimulus	31-Jul-12	\$ 24,624	\$ 4,001	\$ -	EECBG: retrofit 11 final call	
City of Casper	ARRA Stimulus	31-Jul-12	\$ 21,469	\$ 19,101	\$ -	EECBG: retrofit 11 final call	
Town of Lyman	ARRA Stimulus	31-Jul-12	\$ 25,000	\$ 25,000	\$ -	EECBG: retrofit 11 final call	
Sheridan County YMCA	ARRA Stimulus	31-Jul-12	\$ 22,670	\$ 22,670	\$ -	EECBG: retrofit 11 final call	
Laramie County School District #1	ARRA Stimulus	31-Jul-12	\$ 25,000	\$ 153	\$ -	EECBG: retrofit 11 final call	
Rehabilitation Enterprises of NE Wyoming	ARRA Stimulus	31-Jul-12	\$ 15,000	\$ 8,359	\$ -	EECBG: retrofit 2 final call	
Platte County Treasurer	ARRA Stimulus	31-Aug-12	\$ 40,000	\$ 40,000	\$ -	EECBG: Mapping project	
GIS	ARRA Stimulus		\$ 215	\$ 215	\$ -		
End of Biennium Encumbrances			\$ 18,736,771	\$ 4,740,462	\$ -		
See Note 1							
			\$ 101,922,209	\$ 43,903,548	\$ 6,895,881		

Note 1 - Total encumbered funds is carryforward of unspent funds as of 6/30/10. Funds must be expended no later than 2012.

WYOMING BUSINESS COUNCIL
Statement of Cash Balances
June 30, 2012 - Unaudited

Wyoming Business Council Funds						
	Petty Cash	Economic Development (Note 1)	WBC	Seed Capital (Note 2)	Rural Rehabilitation (Note 3)	Business Ready Communities
Cash balance before obligations	\$ 250.00	\$ 14,907,293.89	\$ 222,629.47	\$ 467,908.03	\$ 4,164,444.54	\$ 347,268.00
Obligated funds:						
Undistributed WIDC challenge loan LOC	\$ -	\$ (2,277,522.60)	\$ -	\$ -	\$ -	\$ -
Undistributed Western Aerial Surveying participation loan	\$ -	\$ (637,500.00)	\$ -	\$ -	\$ -	\$ -
Undistributed Wind River Brewing Co.	\$ -	\$ (35,000.00)	\$ -	\$ -	\$ -	\$ -
Undistributed Gannett Enterprises, LLC	\$ -	\$ (140,000.00)	\$ -	\$ -	\$ -	\$ -
Encumbered funds**	\$ -	\$ (29,339.87)	\$ (55.00)	\$ -	\$ -	\$ (109,394.00)
Accounts payable & other liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Unobligated 2011/2012 biennium budget	\$ -	\$ (311,123.60)	\$ (26,566.52)	\$ -	\$ (4,187.84)	\$ (237,874.00)
Total obligated funds	\$ -	\$ (3,430,486.07)	\$ (26,621.52)	\$ -	\$ (4,187.84)	\$ (347,268.00)
Cash balance	\$ 250.00	\$ 11,476,807.82	\$ 196,007.95	\$ 467,908.03	\$ 4,160,256.70	\$ -
Year-to-date receipts	\$ -	\$ 2,237,327.16	\$ 25,942.58	\$ 16,523.34	\$ 148,201.61	\$ -
Note 1 - Amendment IV, Challenge and Bridge loans						
Note 2 - STEA and Seed Capital Fund						
Note 3 - Funds must be spent according to the terms of an agreement with the US Farmers Home Administration						

Governor's Office Funds - Petroleum Violation Escrows -- as of 6/30/2012						
	Exxon	Diamond Shamrock	Stripper Wells			
Cash balance before obligations	\$ 3,457,319.72	\$ 34,851.16	\$ 1,000,312.56			
Obligated funds:						
Encumbered funds**	\$ (187,351.61)	\$ -	\$ (73,497.40)			
Accounts payable & other liabilities	\$ -	\$ -	\$ -			
Unspent State Energy Plan	\$ (41,436.15)	\$ -	\$ (926,815.16)			
Total obligated funds	\$ (228,787.76)	\$ -	\$ (1,000,312.56)			
Cash balance	\$ 3,228,531.96	\$ 34,851.16	\$ -			
Year-to-date receipts	\$ 145,824.79	\$ 1,230.73	\$ 35,332.75			

** does not include contracts that have not been fully executed (i.e. - all signatures obtained)

WYOMING BUSINESS COUNCIL
Loans Receivable - Unaudited

	Balances as of June 30, 2012					Cash Receipts Since 7/01/11		Comments
	Loan Balance	Allowance	Write-off	Net Balance	Principal	Interest		
Economic Disaster loans **								
Alfalfa seed growers (see attached detail)	\$ 80,741	\$ 8,074	\$ -	\$ 72,667	\$ 64,815	\$ 6,079	Annual principal & interest payments	
Bean growers (see attached detail)	\$ 1,019,530	\$ 101,953	\$ -	\$ 917,577	\$ 185,931	\$ 53,701		
Beet growers (see attached detail)	\$ 1,100,271	\$ 110,027	\$ -	\$ 990,244	\$ 250,746	\$ 59,780		
Challenge loans								
Ascent 2000 **	\$ 30,988	\$ 30,988	\$ -	\$ -	\$ 1,537	\$ 1,166	100% reserve against loan balance	
WIDC: line of credit	\$ 222,477	\$ -	\$ -	\$ 222,477	\$ 337,733	\$ 18,513		
	\$ 253,465	\$ 30,988	\$ -	\$ 222,477	\$ 339,270	\$ 19,679		
Bridge loans **								
BH, Inc.	\$ 61,551	\$ -	\$ -	\$ 61,551	\$ 9,275	\$ 2,775		
Bowers, John	\$ 51,883	\$ -	\$ -	\$ 51,883	\$ 2,237	\$ 2,194		
Carlisle	\$ 111,563	\$ -	\$ -	\$ 111,563	\$ 8,999	\$ 4,821		
Countryside Disposal	\$ 57,506	\$ -	\$ -	\$ 57,506	\$ 2,460	\$ 2,396		
Crowheart (Haslam)	\$ 118,289	\$ -	\$ -	\$ 118,289	\$ 3,748	\$ 5,033		
Emergency Medical Physicians P.C.	\$ -	\$ -	\$ -	\$ -	\$ 206,422	\$ 7,059	loan paid off	
Fremont Communications	\$ 35,110	\$ -	\$ -	\$ 35,110	\$ 24,673	\$ 1,905		
805, LLC	\$ -	\$ -	\$ -	\$ -	\$ 30,389	\$ -	write off BOD approved 9/2011	
Gluten Free Oats	\$ 151,918	\$ -	\$ -	\$ 151,918	\$ 9,210	\$ 6,578		
Hede, Bob	\$ 82,571	\$ -	\$ -	\$ 82,571	\$ 3,123	\$ 3,530		
Hede Living Trust	\$ 46,421	\$ -	\$ -	\$ 46,421	\$ 2,945	\$ 2,009		
Hotel Invest	\$ 470,297	\$ -	\$ -	\$ 470,297	\$ 11,283	\$ 19,936		
Intermountain Electric	\$ 171,859	\$ -	\$ -	\$ 171,859	\$ 19,966	\$ 7,621		
JR Properties LLC	\$ 399,586	\$ -	\$ -	\$ 399,586	\$ 414	\$ 1,233		
Rocky Mountain Agronomy	\$ -	\$ -	\$ -	\$ -	\$ 48,996	\$ -	loan paid off	
Silverrip Realty LLC	\$ -	\$ -	\$ -	\$ -	\$ 235,472	\$ 9,955	loan paid off	
Star Valley Wellness	\$ 121,754	\$ -	\$ -	\$ 121,754	\$ 11,106	\$ 5,069		
Team'd Up	\$ -	\$ -	\$ -	\$ -	\$ 4,869	\$ -	loan paid off	
Triphyto, LLC	\$ 44,847	\$ -	\$ -	\$ 44,847	\$ 2,591	\$ 1,838		
Wooden Works	\$ -	\$ -	\$ -	\$ -	\$ 62,421	\$ 1,506	loan paid off	
Wheatland Coop	\$ -	\$ -	\$ -	\$ -	\$ 218,217	\$ 1,581	loan paid off	
	\$ 1,925,154	\$ -	\$ -	\$ 1,925,154	\$ 918,815	\$ 87,039		
Mainstreet loan **								
Digger Dog	\$ 21,760	\$ -	\$ -	\$ 21,760	\$ 1,918	\$ 834		
65Coffee LLC	\$ 22,163	\$ -	\$ -	\$ 22,163	\$ 2,543	\$ 965		
Grimshaw Investments LLC	\$ 62,949	\$ -	\$ -	\$ 62,949	\$ 6,455	\$ 2,734		
William Cleveland (Antlers Lounge 039)	\$ -	\$ -	\$ -	\$ -	\$ 13,798	\$ 115	loan paid off	
Historic Investments LLC (039)	\$ 33,976	\$ -	\$ -	\$ 33,976	\$ 1,006	\$ 1,428		
	\$ 140,850	\$ -	\$ -	\$ 140,850	\$ 25,719	\$ 6,077		
Amendment IV loans (see Note 1)**								
Tenupah, LLC	\$ 480,207	\$ 200,000	\$ -	\$ 280,207	\$ 21,192	\$ 4,354		
	\$ 480,207	\$ 200,000	\$ -	\$ 280,207	\$ 21,192	\$ 4,354		
STEA loans (see Note 1) **								
ET Ventures/Aqua Tech	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	BOD approved write off 3/2012	
TK Industries	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	BOD approved write off 3/2012	
BRC loans								
Jackson Hole Airport Board	\$ 1,211,818	\$ -	\$ -	\$ 1,211,818	\$ 144,808	\$ 13,566		
Teton County	\$ 1,370,251	\$ -	\$ -	\$ 1,370,251	\$ 129,749	\$ 28,625		
	\$ 2,582,069	\$ -	\$ -	\$ 2,582,069	\$ 274,557	\$ 42,191		
ARRA SEP loans								
Town of Basin	\$ 100,000	\$ -	\$ -	\$ 100,000	\$ -	\$ -		
	\$ 100,000	\$ -	\$ -	\$ 100,000	\$ -	\$ -		
Unallocated allowance	\$ -	\$ 113,134	\$ -	\$ (113,134)	\$ -	\$ -		
Total	\$ 6,582,016	\$ 454,149	\$ -	\$ 6,127,867	\$ 1,830,300	\$ 219,120		

**does not include pymts received by Markee (loan service provider) but not yet remitted to WBC; pymts received by Markee in the current month are remitted to WBC after the end of the month

Note 1 - loans transferred from other state entities to WBC at its inception (7/1/99)

WYOMING BUSINESS COUNCIL
Loans Receivable - Economic Disaster Loans Detail - Unaudited

	Balances as of June 30, 2012				Cash Receipts Since 7/1/11			Comments
	Loan Balance	Allowance	Write-off	Net Balance	Principal	Interest		
Alfalfa Seed Grower loans								
Jones Brothers Partnership	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	write off BOD approved 12/2011	
Allowance against loan pool (non-specific loans)	\$ -	\$ -	\$ -	\$ -				
Total Alfalfa Seed Grower loans	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Bean Grower Loans								
CH&M, Inc.	\$ 18,344	\$ -	\$ -	\$ 18,344	\$ 5,634	\$ 1,052		
Foos, Jack	\$ 8,789	\$ -	\$ -	\$ 8,789	\$ 2,712	\$ 510		
Four 'F' Farms	\$ 29,213	\$ -	\$ -	\$ 29,213	\$ 9,171	\$ 1,732		
Hort, Ernest	\$ 13,459	\$ -	\$ -	\$ 13,459	\$ 4,171	\$ 756		
John Meier & Son, Inc.	\$ 7,473	\$ -	\$ -	\$ 7,473	\$ 2,295	\$ 429		
Reichert, Harold	\$ -	\$ -	\$ -	\$ -	\$ 39,757	\$ 1,409	loan paid off	
W4, Inc.	\$ 3,462	\$ -	\$ -	\$ 3,462	\$ 1,076	\$ 190		
Allowance against loan pool (non-specific loans)	\$ -	\$ 8,074	\$ -	\$ (8,074)				
Total Bean Grower loans	\$ 80,741	\$ 8,074	\$ -	\$ 72,667	\$ 64,815	\$ 6,079		
Beet Grower Loans								
Adobe Butte Ranch	\$ 11,246	\$ -	\$ -	\$ 11,246	\$ 1,980	\$ 589		
Berthod, Michael	\$ 11,897	\$ -	\$ -	\$ 11,897	\$ 2,086	\$ 636		
Big Horn Land/Livestock	\$ 5,354	\$ -	\$ -	\$ 5,354	\$ 936	\$ 286		
Christensen, Dennis	\$ 15,961	\$ -	\$ -	\$ 15,961	\$ 2,816	\$ 826		
Christensen, Kent	\$ 11,783	\$ -	\$ -	\$ 11,783	\$ 2,083	\$ 610		
Clark Enterprises	\$ 23,379	\$ -	\$ -	\$ 23,379	\$ 5,957	\$ 1,335		
Craft, Lloyd	\$ 11,902	\$ -	\$ -	\$ 11,902	\$ 2,093	\$ 626		
Dellos Farms	\$ 18,178	\$ -	\$ -	\$ 18,178	\$ 3,178	\$ 964		
Edwards Ranch	\$ 33,129	\$ -	\$ -	\$ 33,129	\$ 5,836	\$ 1,715		
Eugene Miller & Sons	\$ 41,637	\$ -	\$ -	\$ 41,637	\$ 7,428	\$ 2,202		
Foss, Lucas	\$ 13,912	\$ -	\$ -	\$ 13,912	\$ 2,439	\$ 726		
Foss, Jerry	\$ 7,423	\$ -	\$ -	\$ 7,423	\$ 1,292	\$ 396		
Geis, Nick	\$ 32,619	\$ -	\$ -	\$ 32,619	\$ 5,714	\$ 1,716		
Haun Farms	\$ 13,073	\$ -	\$ -	\$ 13,073	\$ 2,290	\$ 693		
Jennings, James	\$ 5,113	\$ -	\$ -	\$ 5,113	\$ 1,152	\$ 286		
Jordan Farms	\$ 35,576	\$ -	\$ -	\$ 35,576	\$ 6,222	\$ 1,881		
Keller Farms	\$ 25,569	\$ -	\$ -	\$ 25,569	\$ 4,610	\$ 1,299		
Keller, Kevin	\$ 29,733	\$ -	\$ -	\$ 29,733	\$ 5,180	\$ 1,601		
Lass, John	\$ -	\$ -	\$ -	\$ -	\$ 3,842	\$ 85	loan paid off	
Madden, Danny	\$ 27,908	\$ -	\$ -	\$ 27,908	\$ 5,007	\$ 1,445		
Mendez Brothers	\$ 28,849	\$ -	\$ -	\$ 28,849	\$ 5,039	\$ 1,537		
Michael Vigil Farms	\$ 20,203	\$ -	\$ -	\$ 20,203	\$ 3,557	\$ 1,057		
Ondo, Mike	\$ 13,377	\$ -	\$ -	\$ 13,377	\$ 2,345	\$ 704		
Patesk Farms	\$ 72,325	\$ -	\$ -	\$ 72,325	\$ 12,679	\$ 3,815		

WYOMING BUSINESS COUNCIL

Loans Receivable - Economic Disaster Loans Detail - Unaudited

	Balances as of June 30, 2012				Cash Receipts Since 7/1/11			Comments
	Loan Balance	Allowance	Write-off	Net Balance	Principal	Interest		
Pince, Daniel	\$ 44,983	\$ -	\$ -	\$ 44,983	\$ 7,886	\$ 2,373		
Pince, Dennis	\$ 42,246	\$ -	\$ -	\$ 42,246	\$ 7,361	\$ 2,269		
Propp Farms	\$ 18,679	\$ -	\$ -	\$ 18,679	\$ 3,282	\$ 983		
Sage Creek Land & Cattle Co.	\$ 36,129	\$ -	\$ -	\$ 36,129	\$ 6,283	\$ 1,971		
Sage Creek Land & Cattle Partnership	\$ 32,231	\$ -	\$ -	\$ 32,231	\$ 5,762	\$ 1,668		
South Flat Land & Livestock	\$ 78,313	\$ -	\$ -	\$ 78,313	\$ 13,894	\$ 3,990		
TD Farms	\$ 56,781	\$ -	\$ -	\$ 56,781	\$ 9,981	\$ 2,988		
Taylor, Dustin	\$ 19,018	\$ -	\$ -	\$ 19,018	\$ 3,420	\$ 949		
Wildman, Howard	\$ 42,170	\$ -	\$ -	\$ 42,170	\$ 7,470	\$ 2,160		
Weber & Sons	\$ 22,260	\$ -	\$ -	\$ 22,260	\$ 3,894	\$ 1,187		
Weber Ag	\$ 81,938	\$ -	\$ -	\$ 81,938	\$ 14,954	\$ 4,241		
Weliever, Jearld	\$ 34,636	\$ -	\$ -	\$ 34,636	\$ 5,984	\$ 1,893		
Allowance against loan pool (non-specific loans)	\$ -	\$ 101,953	\$ -	\$ (101,953)				
Total Beet Grower loans	\$ 1,019,530	\$ 101,953	\$ -	\$ 917,577	\$ 185,931	\$ 53,701		

**WYOMING BUSINESS COUNCIL
FY2012 Dues and Memberships Expenditures
Twelve months ended June 30, 2012 - Unaudited**

Vendor Name	Division	Current	Previous
		Year to Date	Year Totals
Amazon Prime	Administration	\$ 79	\$ 79
American Society for Training and Development	Administration	\$ 179	\$ -
Corenet Global Inc.	Administration	\$ 425	\$ 750
Executives Network	Administration	\$ 379	\$ 379
Frontier Human Resource Assn.	Administration	\$ 30	\$ 30
Government Finance Officer Association	Administration	\$ 320	\$ 160
Information System Security Association	Administration	\$ 240	\$ -
International Economic Development Council	Administration	\$ 460	\$ 145
ISC2 (CISCO security)	Administration	\$ 85	\$ -
National Council for Public Private Partnerships	Administration	\$ 238	\$ 238
Society of Certified Public Accountants	Administration	\$ 325	\$ -
Society for Human Resource Management Organization	Administration	\$ 180	\$ 180
Wyoming Association of Broadcasters	Administration	\$ 125	\$ 125
Wyoming Economic Development Association	Administration	\$ 725	\$ 725
Wyoming Taxpayers Association	Administration	\$ 100	\$ 100
Wyoming Press Association	Administration	\$ 85	\$ 170
		\$ 3,975	\$ 3,081
CattleFax	Agribusiness	\$ 400	\$ 483
Livestock Publications Council	Agribusiness	\$ 150	\$ 150
North American Agricultural Marketing Officials	Agribusiness	\$ 300	\$ 300
National Association of Rural Rehabilitation Corporations	Agribusiness	\$ 150	\$ 150
National Cattlemen's Beef Association	Agribusiness	\$ 150	\$ -
National Hay Association	Agribusiness	\$ -	\$ 260
Western U.S. Agricultural Trade Association	Agribusiness	\$ 2,000	\$ -
Wyoming Crop Improvement Association	Agribusiness	\$ 10	\$ 10
Wyoming Economic Development Association	Agribusiness	\$ 300	\$ 75
Wyoming Farmers Marketing Association	Agribusiness	\$ -	\$ 30
Wyoming Stockgrowers Association	Agribusiness	\$ 85	\$ 85
Wyoming Wheat Growers Association	Agribusiness	\$ -	\$ 100
		\$ 3,545	\$ 1,643

**WYOMING BUSINESS COUNCIL
FY2012 Dues and Memberships Expenditures
Twelve months ended June 30, 2012 - Unaudited**

Vendor Name	Division	Current Year to Date	Previous Year Totals
American Wind Energy Association	Business & Industry	\$ 250	\$ 250
Business Retention & Expansion International	Business & Industry	\$ 100	\$ 100
Corenet Global	Business & Industry	\$ 1,033	\$ 750
Council of Development Finance	Business & Industry	\$ -	\$ 400
Greater Cheyenne Chamber of Commerce	Business & Industry	\$ 176	\$ 216
Industrial Asset Management Council	Business & Industry	\$ 1,495	\$ 1,495
International Economic Development Council	Business & Industry	\$ 1,365	\$ 1,075
National Association of Seed and Venture Funds	Business & Industry	\$ 295	\$ -
National Association of State Energy Officials	Business & Industry	\$ 4,250	\$ -
National Shooting Sports	Business & Industry	\$ 200	\$ 200
Wyoming Bankers Association	Business & Industry	\$ 300	\$ 300
Wyoming Economic Development Association	Business & Industry	\$ 375	\$ 375
		\$ 9,839	\$ 5,161
Council of State Community Development Agencies	Investment Ready Communities	\$ 3,000	\$ 1,500
Council of Development Finance	Investment Ready Communities	\$ 400	\$ -
Energy Services Coalition	Investment Ready Communities	\$ -	\$ 120
International Code Council	Investment Ready Communities	\$ -	\$ 416
International Economic Development Council	Investment Ready Communities	\$ 290	\$ -
Wyoming Economic Development Association	Investment Ready Communities	\$ 225	\$ 375
		\$ 3,915	\$ 2,411
Community Development Society	Rural Development/Main Street	\$ -	\$ 110
National Trust for Historic Preservation	Rural Development/Main Street	\$ 3,250	\$ 2,500
Historic Trails RC & D	Rural Development/Main Street	\$ -	\$ 200
Partnership for Rural America	Rural Development/Main Street	\$ 500	\$ 500
SE WY Resource Conservation & Development	Rural Development/Main Street	\$ -	\$ 200
Wyoming Association of Municipalities	Rural Development/Main Street	\$ 325	\$ 325
Wyoming Economic Development Association	Rural Development/Main Street	\$ 350	\$ 350
Wyoming Farmers Marketing Association	Rural Development/Main Street	\$ -	\$ 2
Wyoming Planning Association	Rural Development/Main Street	\$ 55	\$ 55
		\$ 4,480	\$ 4,242

**WYOMING BUSINESS COUNCIL
FY2012 Dues and Memberships Expenditures
Twelve months ended June 30, 2012 - Unaudited**

Vendor Name	Division	Current Year to Date	Previous Year Totals
Basin Chamber of Commerce	Regional Offices	\$ 175	\$ -
Casper Area Chamber of Commerce	Regional Offices	\$ 212	\$ 212
Casper Area Economic Development Association	Regional Offices	\$ -	\$ 250
Casper Petroleum Club	Regional Offices	\$ -	\$ 52
Cody County Chamber of Commerce	Regional Offices	\$ 225	\$ 225
Converse Area New Development	Regional Offices	\$ -	\$ 75
Douglas Area Chamber of Commerce	Regional Offices	\$ -	\$ 80
International Economic Development Council	Regional Offices	\$ 145	\$ 145
Lovell Area Chamber of Commerce	Regional Offices	\$ 85	\$ 85
Meeteetse Visitor Center	Regional Offices	\$ 30	\$ 30
Niobrara Chamber of Commerce	Regional Offices	\$ 104	\$ 94
Powell Economic Partnership Inc.	Regional Offices	\$ 150	\$ -
Powell Valley Chamber of Commerce	Regional Offices	\$ 150	\$ 150
Platte County Economic Development Corporation	Regional Offices	\$ 200	\$ -
Thermopolis-Hot Springs Chamber of Commerce	Regional Offices	\$ 205	\$ 195
Washakie Development Association	Regional Offices	\$ 100	\$ 100
Worland-Ten Sleep Chamber of Commerce	Regional Offices	\$ 205	\$ 205
Wyoming Economic Development Association	Regional Offices	\$ 600	\$ 600
Wyoming Planning Association	Regional Offices	\$ 55	\$ 55
		\$ 2,641	\$ 2,553
Total		\$ 28,394	\$ 19,090

ATTACHMENT 2

INFORMATION ONLY
WEWD financial statements as of 6/30/2012

Wyoming Economic & Workforce Development, Inc. [a 501(c)(3) corporation]
Statement of Revenues and Expenses
Accrual Basis
UNAUDITED

		<u>Year to Date</u> <u>6/30/2012</u>
Revenues		
Business Leadership Institute fees	\$	16,427
Other	\$	17
	\$	16,444
Expenses		
Business Leadership Institute expenses	\$	(15,344)
Office expenses	\$	-
Professional fees	\$	-
	\$	(15,344)
Revenues over (under) expenses	\$	1,100

The WEWD is the Wyoming Business Council's 501(c)(3) non-profit corporation. Its purpose is to provide assistance in economic and workforce development; is has no employees.

Wyoming Economic & Workforce Development, Inc. [a 501(c)(3) corporation]
Statement of Cash Receipts and Disbursements
UNAUDITED

	<u>Balance 6/30/2011</u>	<u>Year to Date Activity</u>	<u>Balance 6/30/2012</u>
Opening cash balance	\$ 31,573		\$ 31,573
Revenues over (under) expenses	\$ -	\$ 1,100	\$ 1,100
Changes in accruals:			
(Increase) decrease in receivables	\$ -	\$ -	\$ -
Increase (decrease) in liabilities	\$ -	\$ -	\$ -
Other	\$ -	\$ -	\$ -
Cash - ending balance	<u>\$ 31,573</u>	<u>\$ 1,100</u>	<u>\$ 32,673</u>



214 W. 15th Street
Cheyenne, WY 82002
Tel: (307) 777-2800 Fax: (307) 777-2837
www.wyomingbusiness.org

To: Wyoming Business Council Board of Directors

From: Julie Kozlowski, CDBG Planning and Program Development Manager

Subject: 2013-2017 Consolidated Plan, 2013 Annual Action Plan, Analysis of Impediments to Fair Housing

Date: September 6, 2012

Background: The State of Wyoming receives funding for several programs through the U.S. Department of Housing and Urban Development. These programs include the Home Investment Partnerships Program (HOME) and the Neighborhood Stabilization Program (NSP) administered by the Wyoming Community Development Authority (WCDA), Community Development Block Grant (CDBG) administered by the Wyoming Business Council, Emergency Solutions Grant (ESG), administered by the Wyoming Department of Health, Rural and Frontier Health Division and Housing for Persons with AIDS (HOPWA), administered by the Wyoming Department of Health, Preventative Health and Safety Division. The purpose of all these programs is to provide for the development of viable communities by providing decent and affordable housing, a suitable living environment and expanded economic opportunities primarily for persons of very low, low and moderate income.

Every five years the state must develop a Five Year Consolidated Plan. That plan is the document submitted to HUD that serves as a guide for the HOME, CDBG, HPRP, ESG and HOPWA programs. It will provide an assessment of housing and community development needs and a strategic plan for addressing those needs over the five year term. Additionally, the State must prepare an Annual Action Plan for each of the five years covered in the umbrella plan and an annual Performance and Evaluation Report.

The funding for NSP was provided through the American Investment and Recovery Act and will not be on-going. However, as the program has on-going projects, they will be included in the five year plan as well as the 2013 Action Plan. If there are on-going activities when the 2014 Annual Action Plan is being developed, this program will again be included in that planning cycle.

Role of the WBC: As the State's designated entity for HUD, the Wyoming Business Council heads the planning process through which these programs apply for funding and report program results.

One of the bigger components and a requirement of the planning process is an Analysis of Impediments to Fair Housing. This piece was completed last year by contract with Western Economic Services.

Second, a public meeting was held March 14, 2012 to seek input as to what both the five year plan and the first annual action plan for 2012 should address. It was announced by newspaper advertisements, through the websites of the agencies involved, mass email, and email lists and newsletters of organizations served by the state agencies and the HUD funding programs. Compressed video sites were available in 15 communities (two per WBC region and Cheyenne).

In May, the Citizen Participation Plan was revised to include other types of outreach and to reduce the number of compressed video site utilized in the public hearing process.

On June 21, 2012 a public hearing was held. Due to technical difficulties, the Cheyenne center, the official site of the public hearing, was unable to connect with the six other video sites around the state. The official meeting was conducted in Cheyenne and technically the requirements of the Citizen Participation Plan had been met. However, due to the fact that others had been unable to participate, a "Go To Meeting" webinar was held on July 6, 2012 and was well attended.

The plan was available for comment from July 10 to August 10, 2012. No comments were received. If approved by the WBC Board and the Board of the Wyoming Community Development Authority which meets in October, the plan will be submitted to HUD by their deadline of November 15, 2012. The submission will be done through HUD's online financial and performance management system (Integrated Disbursement and Information System or IDIS) for the first time ever. No hard copies will be accepted by HUD.

Staff Recommendation: Staff recommends approval of the five year Consolidated Plan and 2013 Annual Action Plan in terms of compliance with the Citizen Participation Plan and the Community Development Block Grant components.

①

②

**The Five-Year Consolidated
Plan (2013 – 2017), which
includes the 2013 Action Plan,
has been sent via e-mail for
your review.**

Proposed Changes to the Community Facilities Grant and Loan Program (CFP)

Existing Community Facilities Grant and Loan Program Purpose and Goals:

The purpose of the program is to assist communities to preserve former school and government facilities of significant historical importance or practical utility for enhancement of community quality of life or economic development purposes. The CFP program participates in funding with cities, towns, counties, joint powers boards, tribes, or other local government entities to expand or renovate schools and existing surplus government facilities. The goal of the program is to support the development priorities of Wyoming's communities which are diverse in size, resources, and economies. This is done by helping fund necessary amenities in the community, preserving existing community space for community gatherings and functions, and providing space for recreation, youth activities, and non-profit organizations that would otherwise not be available.

Budget Information:

Currently there is \$10.3M of funding available. With the proposed budget cut, the CFP amount would be reduced by \$3M totaling \$7.3M available for potential projects for the current BFY 2013/2014.

Proposed Changes:

The WBC Board of Directors and Governor's Office have initiated discussion concerning the CFP program. It was suggested that matches should be higher and the option for new construction should be available. Additional support for these suggested changes comes through input of other elected officials and constituents that utilize the program.

- **New Construction - This will require a statutory change.** Allow for new construction in addition to expansion, renovation, or remodeling of existing eligible facilities.

Many communities do not have a facility that qualifies for CFP funding or that could meet the identified needs of the community. In this situation, new construction is the best option, but funding does not exist through WBC programs and the community is handicapped due to limited funding options for new construction projects. Renovation is often more costly. New construction often makes the most sense from a construction cost aspect and for lower long term operation and maintenance expenses.

- **Higher Matches – This will only require a rule change.** Increase the required match from 15% to a 25% for higher funding requests. Available funds are decreasing and more community buy-in and commitment is necessary for the WBC to continue funding multiple CFP projects around the state.

- Projects up to \$500,000 will be required to have a cash/in-kind match of 15% and projects over \$500,000 to the maximum \$1,000,000 will have a cash/in-kind match of 25%.
- **Additional Proposed Rule Changes – This will only require a rule change.**
 - If new construction is allowed, the community will have to demonstrate the need for new construction versus the renovation of an existing facility.
 - Include evaluation criteria to include an economic development component to the CFP projects.

TAB T

Contracts

**Action by Travel & Tourism Board
Contracts over \$100,000
(FYI Only – No Action Required)**

Barnhart, Inc. – Amendment Two - Additional \$190,150

The additional funds will be used for advertising to entice out of state visitors to Wyoming.

Barnhart, Inc. – \$7,944,125

This contract will provide marketing, advertising, promotion and execution services for Tourism.

Wyoming Business Council - \$160,000

This contract is for administrative services provided by the Business Council, which is, but not limited to Fiscal and contract compliance, payroll, human resources and information technology core support.

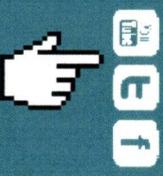
Marketing/PR Update

Wyoming Business Council Board Meeting
Sept. 6, 2012 | Gillette, Wyo.

Matt Cox | Marketing & Public Relations Manager



BUSINESS COUNCIL
www.wyomingbusiness.org



In-State Effort

- **PRINT: Casper Star Tribune**
 - Run Dates: May 27, 2012 – Nov. 25, 2012 | Full Color 1/2 Page Ad Sunday Placement (24 weeks)
- **RADIO: Wyoming Public Radio**
 - Run Dates: May 28, 2012 – May 28, 2013 | 15-Second Spots (52 weeks)
- **Television: Optimum**
 - Run Dates: May 28, 2012 – August 26, 2012 | 30-Second Spots (13 weeks)
This has concluded – Prepping Survey now to measure effectiveness



In-State Effort | Print

- **PRINT:** Casper Star Tribune
- Featuring 12 businesses that have used the **Wyoming Business Resource Network**
- Supplement with WBC/WBRN program ads and WBC event ads; e.g.: WBLI, Broadband Summit

NEED BUSINESS ASSISTANCE? WE CAN HELP!

I know the Wyoming Business Resource Network will be integral in helping Blue Bird Yogurt expand."

—Kathy Wilson, Owner of Blue Bird Yogurt
Jackson Hole, Wyoming

Wyoming UNIVERSITY OF WYOMING

The Wyoming Business Council and the University of Wyoming Business Resource Network are here to help you reach your business goals by providing practical services and programs to help your business grow.

Business Assistance at Your Fingertips: www.wyomingbusiness.org/assistance

WBC

NEED BUSINESS ASSISTANCE? WE CAN HELP!

Through the Wyoming Business Resource Network we've expanded our business across Wyoming and the country!"

—Lisa Pridmore, Asset Governor of MACE
Jackson Hole, Wyoming

Wyoming UNIVERSITY OF WYOMING

The Wyoming Business Council and the University of Wyoming Business Resource Network are here to help you reach your business goals by providing practical services and programs to help your business grow.

Business Assistance at Your Fingertips: www.wyomingbusiness.org/assistance

WBC

NEED BUSINESS ASSISTANCE? WE CAN HELP!

SUNLIGHT SPORTS

Through the Business Resource Network we've had the best two years in company history!"

—Melissa Blank, Co-Owner of Sunlight Sports
Cody, Wyoming

Wyoming UNIVERSITY OF WYOMING

The Wyoming Business Council and the University of Wyoming Business Resource Network are here to help you reach your business goals by providing practical services and programs to help your business grow.

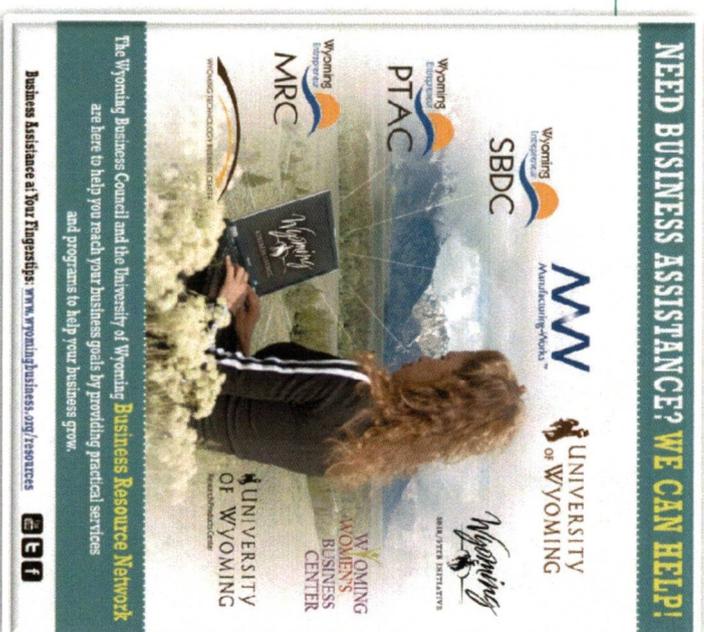
Business Assistance at Your Fingertips: www.wyomingbusiness.org/assistance

WBC



In-State Effort | Print

- **PRINT: University of Wyoming Football Program Guide**
 - UW's Bill Gern purchased and placed our Wyoming Business Resource Network ad as a full-pager in each UW football program guide this season
 - We also run this ad as an 1/8 pager in every issue of the **Wyoming Business Report**



BUSINESS COUNCIL
www.wyomingbusiness.org



In-State Effort | Radio

- **RADIO: Wyoming Public Radio**

- Highlight WBC/WBRN Programs and Services – Will keep fresh and rotate with all programs
- WBLI and Broadband Summit in rotation now

- Wyoming Business Council
(General)

- <http://www.wyomingbusiness.org/press>

- Wyoming Business Council (Agribusiness)
- <http://www.wyomingbusiness.org/press>

- Wyoming Business Council/
Wyoming Business Resource Network

- <http://www.wyomingbusiness.org/press>

- Wyoming Business Council
(SEO)
- <http://www.wyomingbusiness.org/press>



TM

BUSINESS COUNCIL
www.wyomingbusiness.org



In-State Effort | TV

- **Television: Optimum**

- Highlighting the same business testimonials from the print ads as TV commercials
- **Blue Bird Frozen Yogurt:**
<http://tinyurl.com/cegie95>
- **MADE:**
<http://tinyurl.com/cdeokqc>
- **Sunlight Sports:**
<http://tinyurl.com/crb6gui>



Social Media

- **Social Media:** Facebook, Twitter, YouTube
 - We supplement our traditional marketing/PR efforts with consistent social media
 - **Facebook:** (Well connected, strategy includes tradeshow) <https://www.facebook.com/WyoBizCouncil>
 - **Twitter:** (Well connected, strategy includes tradeshow) <http://twitter.com/wyobizcouncil>
 - **YouTube:** (Warehouse for all WBC produced video) <http://www.youtube.com/wyobizcouncil>



TM

BUSINESS COUNCIL
www.wyomingbusiness.org



Media Coverage | Newsletters

- **Op-Eds | Press Releases:**
 - Strategy includes placing Op-Eds in CST, WTE, WBR, and statewide papers
 - Two have ran, working on third: Microsoft, July; Cody Labs, Aug.; Next will be BRC Planning
 - Issue timely releases on WBC programs, successes | Pitch Engine helps SEO
 - **Wyoming Business Report Columns:**
 - Submitted six WBRN "Business Solution" columns in 2012 – (MW, SBDC, WRDC, PTAC, MRC, RPC)
 - **General WBC Promotion (Tradeshows, Division-Specific Pubs):**
 - Program Guide, Annual Report, Division Brochures, Newsletters (Ours and others), Speaking Opportunities for Regionals, Leadership and Board. Ipad Technology for Tradeshows. (Our newsletter: <http://tinyurl.com/bv8sp8a>)
-

National Effort | Recruitment

- **Site Selector Magazine Advertising:**
 - Strategy includes placing Op-Eds in CST, WTE, WBR, and statewide papers
 - *Business Facilities, Trade & Industry, Global Corporate Xpansion, Site Selector Magazine, Expansion Solutions*



BUSINESS COUNCIL
www.wyomingbusiness.org



National Effort | Recruitment

- **Business & Industry Contract with ADY Voltedge:**
 - Working with B&I contractor on improved messaging for business recruitment. (Early in process and will continue collaboration as needed)
 - *Examples:*
 - Advice on most useful publications to target site selectors (Trade Publications, etc...)
 - Suggestions on organization of B&I web portal information and navigation



Website Improvements | Overall

Silver Award for ED Website

2012 International Economic Development Conference – Announce in October

- **Improved Multimedia Presentation and Navigation:**
 - <http://www.wyomingbusiness.org>
 - Backend Usability
 - Color Tweaking of Tabs & Filters
 - Database Improvements, SEO (Social Media and Social Press Releases Boost our SEO)



BUSINESS COUNCIL
www.wyomingbusiness.org



Website Improvements | GIS

- **Integration of (GIS) Geographical Information Systems to our online presence:**
 - B&I working with GIS Planning for improved GIS mapping for available property database and presentation of available properties
 - GIS Planning team is currently developing the final design of the WBC Site
 - Data for the site is being collected, i.e. Properties and demographics
 - URL selection is in process
 - Anticipated first look date is September 1, with full roll out later in September



Website Performance

- **Our Website Maintains a Very Consistent Analytic Profile:**
 - Average: 16,500 page views per month
 - Average: 13,000 unique page views per month
 - Average time spent on page: 1 minute 40 seconds (double web avg.)

- **Most Visited Pages:**

- 1 - WBC Index (3,200/mo)
- 2 - Business Permitting (1,700/mo)
- 3 - Wyoming First (910/mo)
- 4 – Contacts (700/mo)
- 5 – Community Assistance (650/mo)

- **Most Visited Pages:**

- 6 – Ag/Business Assistance (550/mo)
- 7 – About (430/mo)
- 8 – Business Relocation (390/mo)
- 9 – Energy Assistance (330/mo)
- 10 - Ag Directory (290/mo)



Next Steps

- **Keep Online Multimedia Content Fresh:**
 - Continue to produce testimonial video highlighting Wyoming business success
 - Appropriate Gateways
 - Press Portal Online
 - Social Media
- **Continue to Work on Expanded Press Coverage:**
 - Regional Pitches, Build Relationships; National Pitches, Build Relationships



TM

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WYOMING BUSINESS
LEADERSHIP INSTITUTE
PRACTICAL BUSINESS APPLICATIONS

20 Executive 12
DEVELOPMENT
Program

Join us for the next Wyoming Business Leadership Institute level one seminar.

For more information, contact: Cindy Garretson-Weibel
at cindy.weibel@wyo.gov or 307.777.6589.

www.wyomingbusinessinstitute.com

OCT. 31 - NOV. 2, 2012
..... Laramie, Wyoming .

PRESENTED BY:



UNIVERSITY OF WYOMING
COLLEGE OF
BUSINESS

WHO?

The Institute is open to business leaders of Wyoming companies, including presidents and CEOs, as well as second-level and emerging management levels.

WHEN?

- » Wednesday, Oct. 31, 3 p.m. - 8 p.m.
- » Thursday, Nov. 1, 8 a.m. - 8 p.m.
- » Friday, Nov. 2, 8 a.m. - 3 p.m.

WHAT?

A three-day accelerated program for busy professionals to obtain master level business skills.

WHY?

- » Strengthen management and leadership skills
- » Increase company profitability
- » Develop succession planning to ensure company sustainability
- » Receive customized training geared to a company's needs
- » Network with other business leaders

WHERE?

Laramie Holiday Inn
204 S. 30th Street, Laramie, Wyo.

Call 307.772.9000 to make your reservation in the WBLI room block.

COST: \$950 (see Financial Assistance below)
UW Alumni Association members receive \$50 discount!

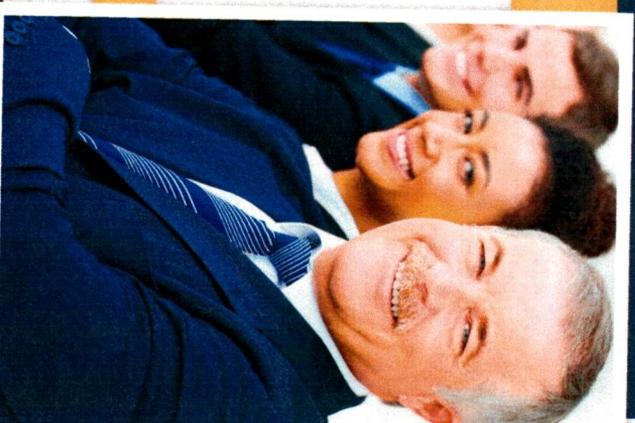
FINANCIAL ASSISTANCE

Financial assistance is available to help you or your employees attend WBLI!

The Department of Workforce Services offers Business Training Grants which are available to cover up to 60 percent of the expenses to attend the WBLI seminars. **Grant applications must be submitted to the Workforce Development Training Fund 30 days prior to the seminar start date or the first date of travel, whichever occurs first.**

FOR MORE FINANCIAL ASSISTANCE INFORMATION:

wyomingworkforce.org or contact Joanie Chavez at 307.777.5396 or joanie.chavez@wyo.gov



SIGN UP TODAY!

Registration deadline is October 1, 2012

Quarterly Economic Report For the State of Wyoming



State of Wyoming

Period Ending
June 30, 2012

Prepared by Jacalyn Neely for the
Wyoming Business Council

jacalyn.neely@wyo.gov

(307) 777-2806

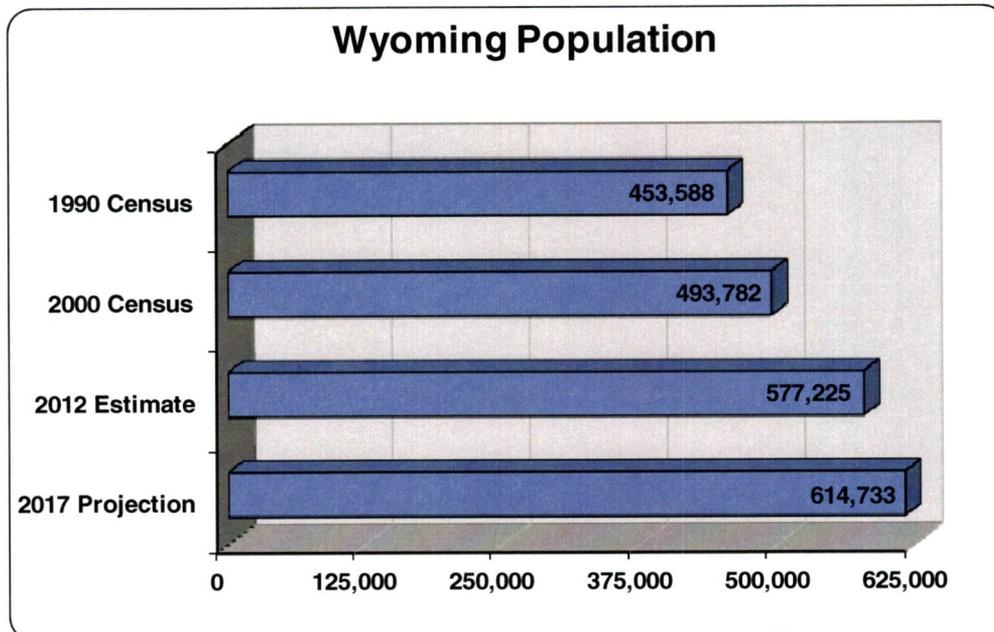
Wyoming Executive Summary

- ✚ Wyoming gained 2,500 jobs in June 2012 (up 0.8%) from a year earlier (page 5).
- ✚ Wyoming ranked #37 in the U.S. in June 2012 for year-over-year growth in non-agricultural employment (page 5).
- ✚ Wyoming realized year-over-year employment gains in June 2012 in the following sectors: Leisure & Hospitality (1,700 jobs); Retail Trade (900 jobs); Wholesale Trade (400 jobs); Professional & Business Services (300 jobs); Education & Health Services (200 jobs); Other Services (200 jobs); Natural Resources & Mining (100 jobs); and Information (100 jobs). Year-over-year employment losses in June 2012 occurred in the following sectors: Construction (-800 jobs); Transportation & Utilities (-500 jobs); and Manufacturing (-100 jobs). (page 5-6).
- ✚ The statewide average weekly wage for the 4th Quarter 2011 was \$876 (\$45,552 annually), an increase of 0.6% over the 4th Quarter 2010 (page 7-8).
- ✚ Unemployment in Wyoming increased to 5.4% in June 2012 but remained below the Mountain Region (8.0%) and the U.S. (8.2%) (page 8).
- ✚ Wyoming's 1st Quarter 2012 total personal income increased 5.0% from a year earlier. Total personal income for the Rocky Mountain region increased 3.8% during the same period (page 9).
- ✚ Per capita income in Wyoming increased 5.2% in 2011, which ranks 6th in the U.S. (page 10).



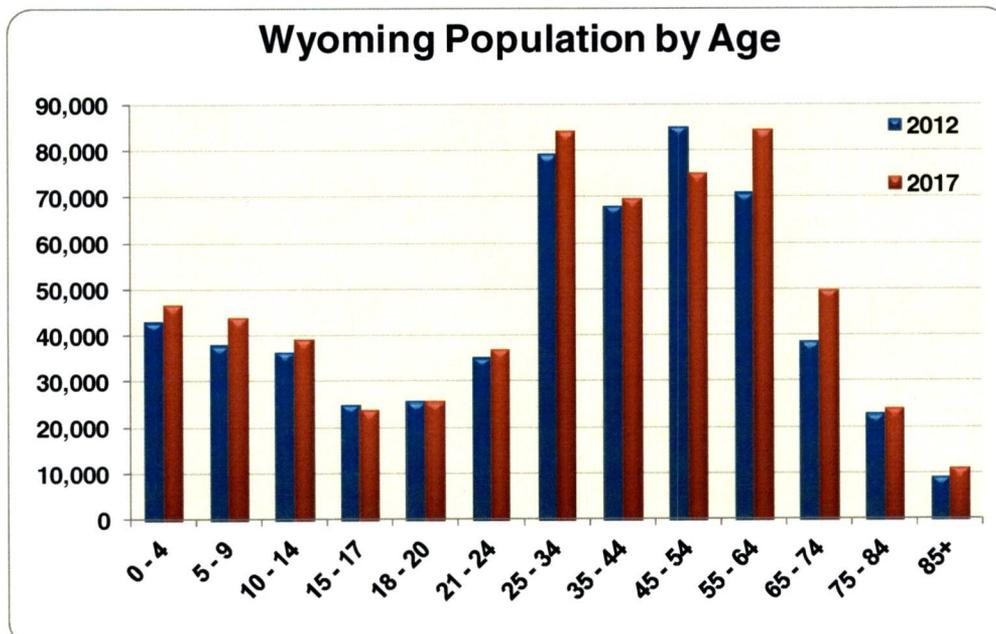
Population Demographics

The population in Wyoming in 1990 was **453,588** and in 2000 it was **493,782**, an **8.9%** change. The population for 2012 is estimated to be **577,225** and the projection for 2017 is **614,733** representing a change of **6.5%**. The growth rate from 1990 to 2012 is **27.3%**.



Source: Claritas, Inc.

The 2012 median age of the total population is **35.9** and it is predicated to change in five years to **36.0**. For 2012, males represent **50.8%** of the population and females represent **49.2%**. The most prominent age group for 2012 is **Age 45-54** years. The age group least represented is **85+** years.

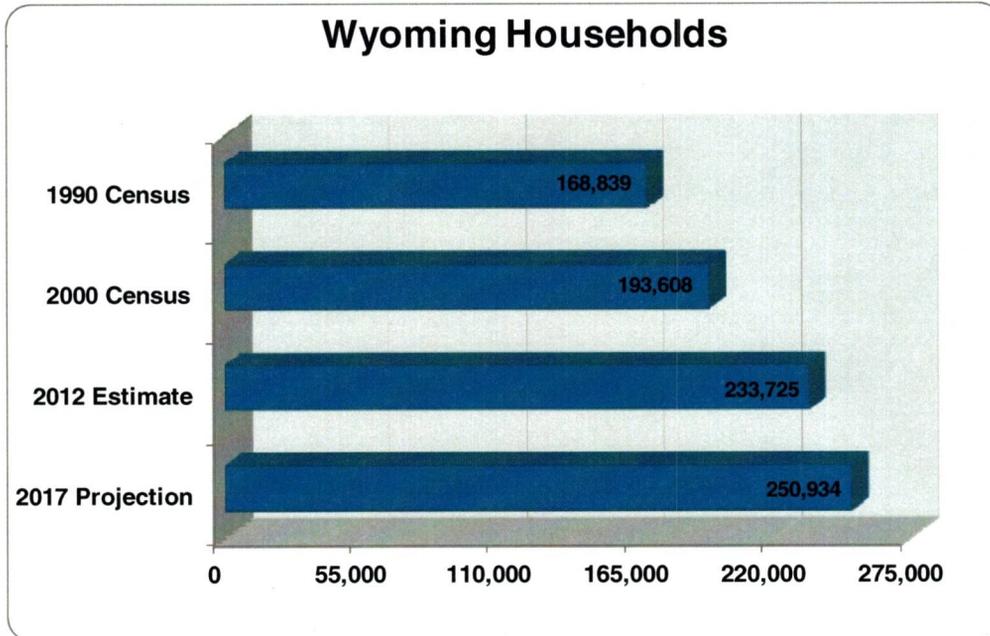


Source: Claritas, Inc.



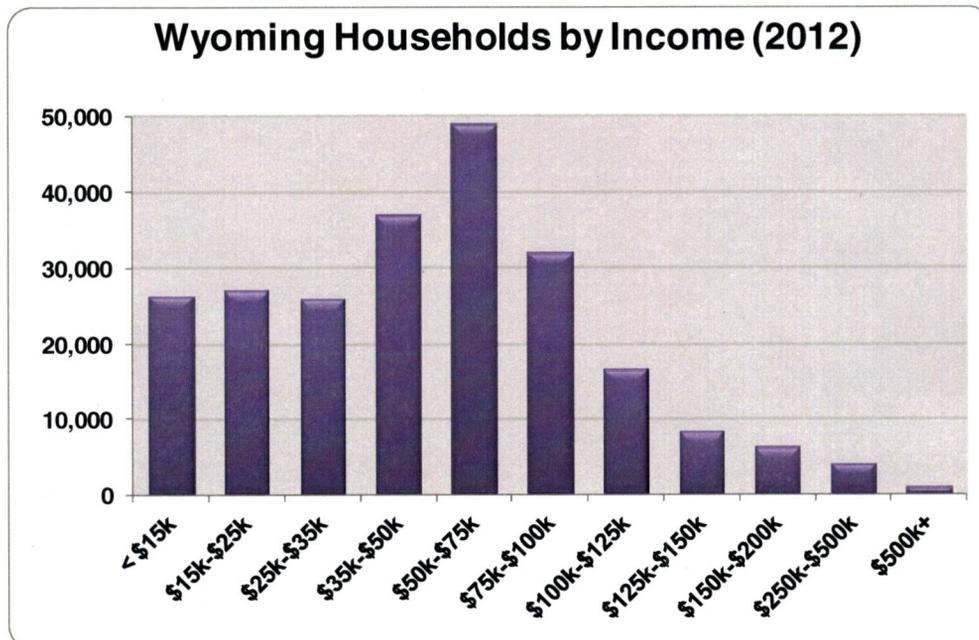
Household Demographics

The number of households in Wyoming in 1990 was **168,839** and in 2000 it was **193,608**, a **14.7%** change. The estimated household count for 2012 is **233,725** and the projection for 2017 is **250,934** representing a change of **7.4%**. The growth rate from 1990 to 2012 is **38.4%**.



Source: Claritas, Inc.

The 2012 predominant household income category for Wyoming is **\$50k-\$75k**, and the income group that is least represented is **\$500k+**. For 2012, average household income is **\$63,401** and median household income is **\$50,259**.

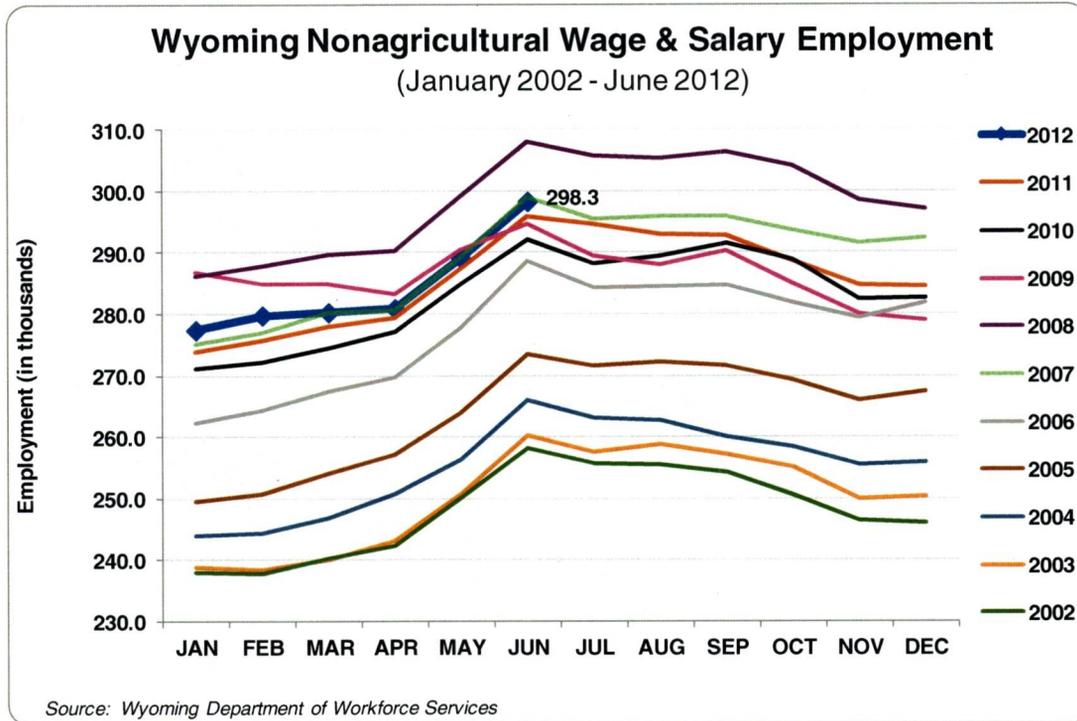


Source: Claritas, Inc.



Labor Force Demographics

Year-Over-Year Employment



Total Employment Growth (Not Seasonally Adjusted)

Since June 2011, total employment in Wyoming increased by 2,500 jobs (0.8%). As of June 2012, Wyoming was ranked #37 in the U.S. for year-over-year employment growth (data through June 2012).

Employment Growth by Industry

Wyoming's job growth since June 2011 (3,900 jobs) has occurred in the following industries:

Industry	Jobs	Percent Increase	AWW 4Q11
Leisure & Hospitality	+1,700	4.5%	\$327
Retail Trade	+900	3.0%	\$511
Wholesale Trade	+400	4.5%	\$1,194
Professional & Business Services	+300	1.6%	\$1,009
Education & Health Services	+200	0.7%	\$807
Other Services	+200	1.7%	\$684
Natural Resources & Mining	+100	0.4%	\$1,572
Information	+100	2.6%	\$804

Source: U.S. Department of Labor

Wyoming's job decline since June 2011 (-1,400 jobs) has occurred in the following industries:

Industry	Jobs	Percent Decrease	AWW 4Q11
Construction	-800	-3.6%	\$1,001
Transportation & Utilities	-500	-3.5%	\$1,074
Manufacturing	-100	-1.1%	\$1,064

Source: U.S. Department of Labor

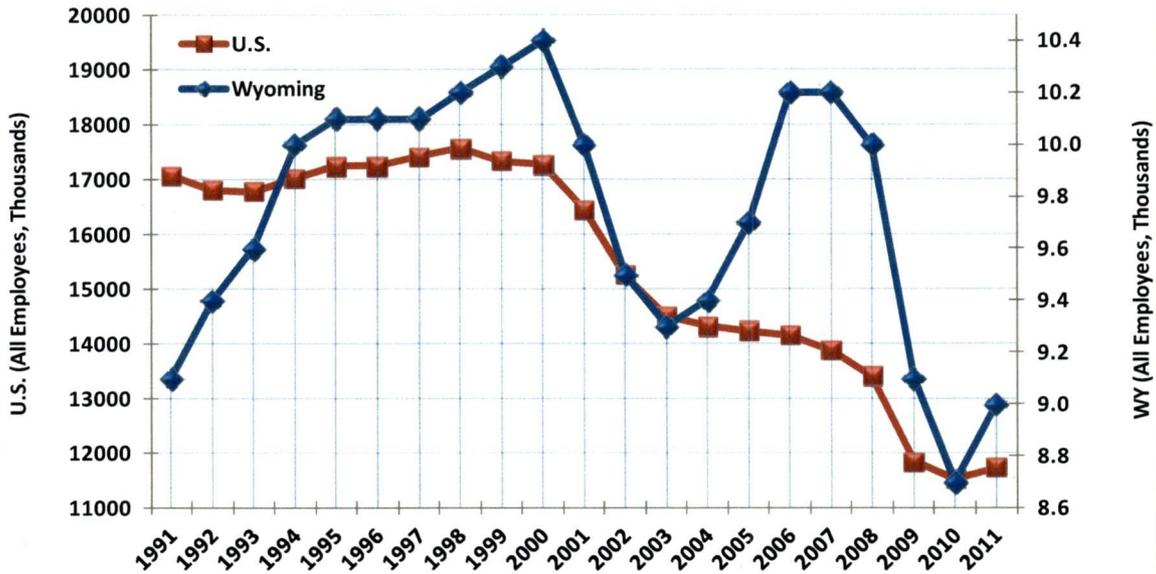
In the West, Wyoming ranks #14 in job growth over the past year. The changes in employment for states in the West since June 2011 are:

Western States with Growing Employment		Western States with Declining Employment	
North Dakota	6.6%	New Mexico	-0.2%
Utah	2.6%		
Arizona	2.4%		
Texas	2.2%		
Idaho	2.1%		
California	2.0%		
Washington	1.9%		
Nebraska	1.6%		
Colorado	1.4%		
Hawaii	1.3%		
South Dakota	1.1%		
Nevada	0.9%		
Oregon	0.9%		
Wyoming	0.8%		
Montana	0.8%		
Alaska	0.5%		

Source: U.S. Department of Labor

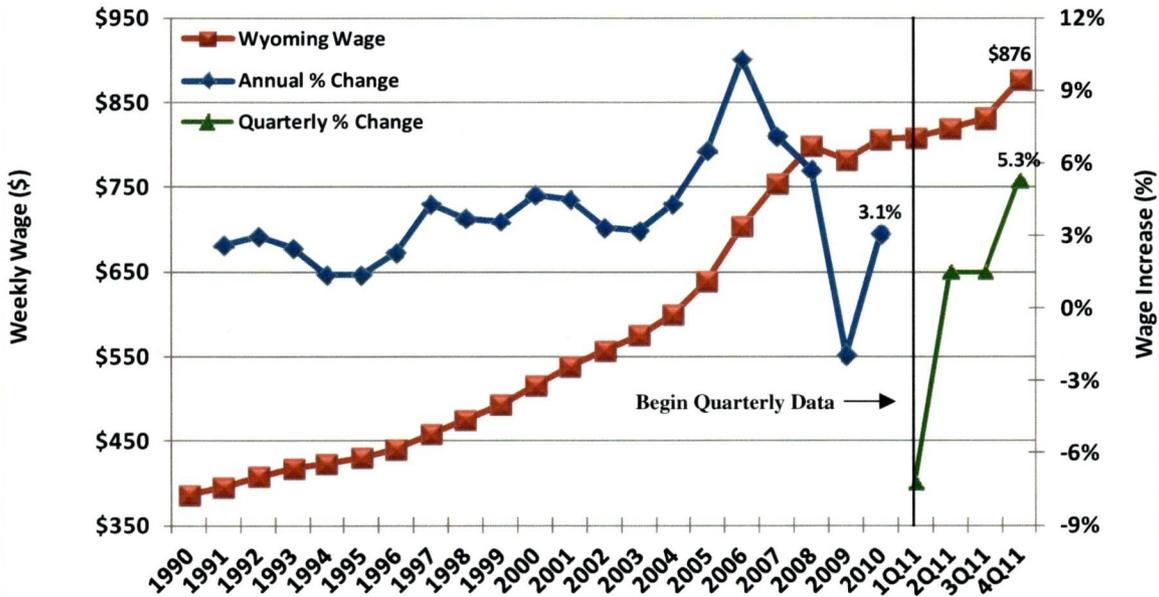
Manufacturing Employment for WY and the U.S.

(1991 - 2011, not seasonally adjusted)



Source: U.S. Department of Labor

Wyoming Average Annual Weekly Wage (1990-2010, 4Q11)

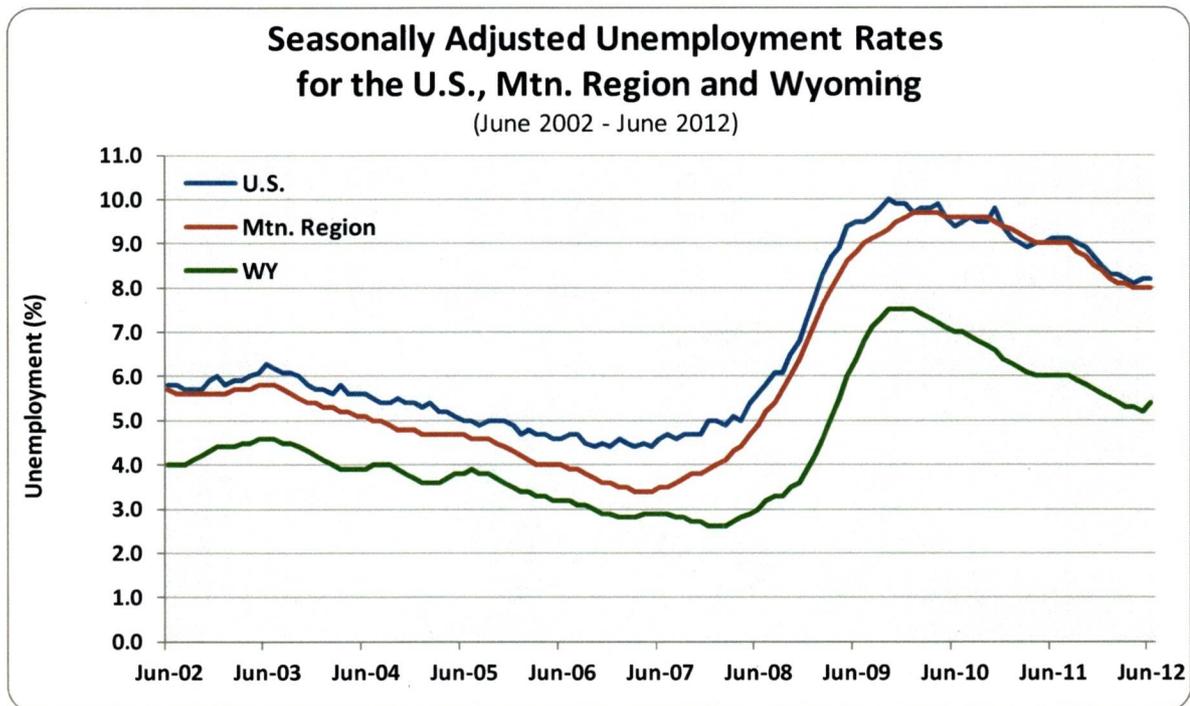


Source: U.S. Department of Labor

Payroll and Wage Data

The previous section's data represents the covered employment payroll and wages for the fourth quarter of 2011. The largest percentage increase in total wages over the fourth quarter of 2010 was experienced in Agriculture (9.3%). The statewide average weekly wage for the fourth quarter of 2011 increased \$5 from the fourth quarter of 2010. An increase of 0.6% occurred between the fourth quarter of 2010 and 2011, changing the average weekly wage from \$871 to \$876, for a total annualized wage of \$45,552 (based on 52 weeks).

Unemployment in Wyoming Remains below the U.S. & Mtn. Region Rate



Note: Mountain Region includes Arizona, Colorado, Idaho, Montana, Nevada, New Mexico, Utah, and Wyoming

Source: U.S. Department of Labor

The U.S., Mountain Region and Wyoming Unemployment Rates

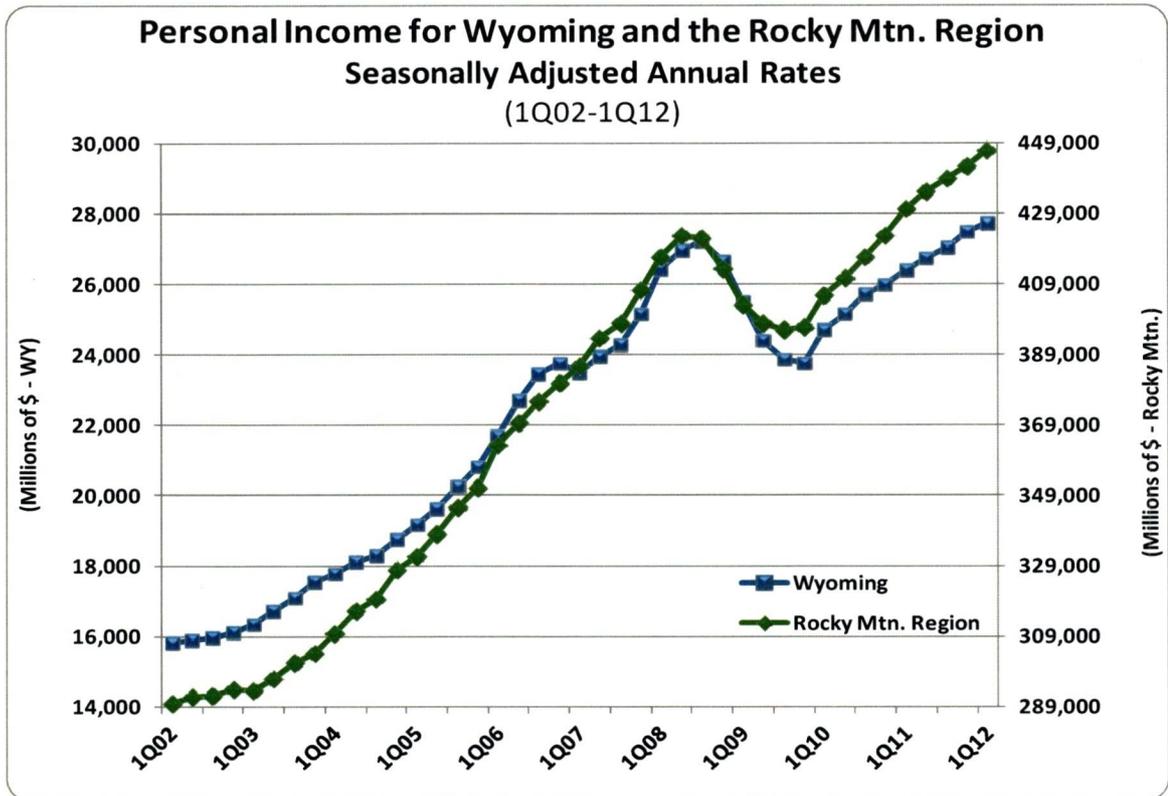
While unemployment rates fluctuated between 5.2 and 5.5 through the second quarter of 2012, Wyoming's unemployment rate remains below that of the U.S. and the Mountain region. Wyoming's unemployment rate is currently 5.4 percent, while the Mountain region's rate is 8.0 and the U.S. rate is at 8.2. Of all the geographic divisions, the Pacific division* posted the highest jobless rate in June at 10.0 percent.

*Pacific division includes Alaska, California, Hawaii, Oregon, and Washington



Income Demographics

Total Personal Income Increases 5.0% over the Year



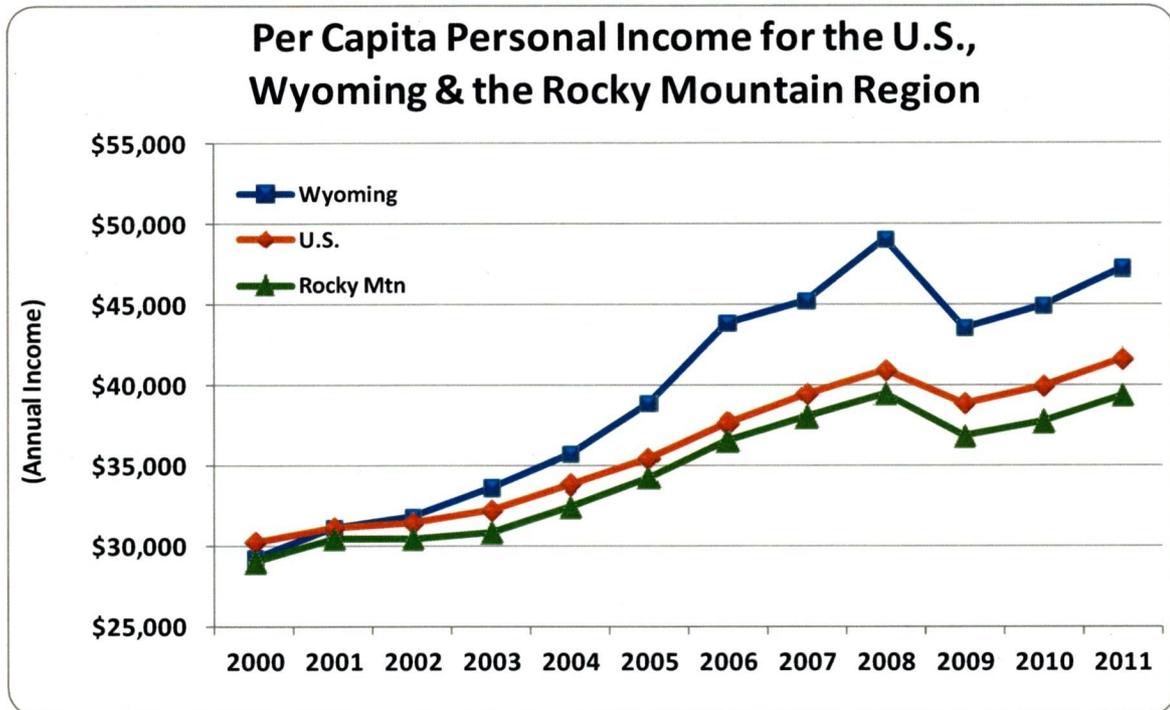
Note: Rocky Mountain Region includes Colorado, Idaho, Montana, Utah, and Wyoming.
Source: U.S. Department of Commerce

Qtr.	Wyoming	Quarterly % Chg.	Annual % Chg.	Rocky Mt. Region	Quarterly % Chg.	Annual % Chg.
1Q11	26,400			430,254		
2Q11	26,728	1.2%		435,203	1.2%	
3Q11	27,032	1.1%		439,081	0.9%	
4Q11	27,475	1.6%		422,467	0.8%	
1Q12	27,718	0.9%	5.0%	446,694	1.0%	3.8%

Total Personal Income in Wyoming and the Rocky Mountain Region

During the first quarter of 2012, Wyoming's total personal income rose 0.9 percent from the previous quarter and increased 5.0 percent over the year. The Rocky Mountain region posted a 1.0 percent gain over the previous quarter and a 3.8 percent increase over the year.

Per Capita Income Increases 5.2% in 2011



Note: Rocky Mountain Region includes Colorado, Idaho, Montana, Utah, and Wyoming

Source: U.S. Department of Commerce (revised estimates for 2000-2010 updated on September 22, 2011)

Per Capita Personal Income in the U.S., Rocky Mountain Region and Wyoming

Wyoming's 2011 per capita personal income of \$47,301 remained above the Rocky Mountain region's (\$39,420). The 2011 per capita income for the U.S. was \$41,663.

Since 2008 per capita income levels in Wyoming and the Rocky Mountain region have declined by 3.67 percent and 0.12 percent, respectively. Per capita income in the U.S. has increased by 1.75 percent.

Links to Other Data:

Cost of Living -Annual Inflation Rates for WY and the U.S.:

Data are available from the Department of A&I, Economic Analysis Division by viewing the Wyoming Cost of Living Index at: <http://eadiv.state.wy.us/wcli/NewsRelease-4Q11.pdf>.

Total Residential Building Permits Issues:

Data are available from the Census Bureau's Construction Statistics web page located at: <http://www.census.gov/const/www/C40/table2.html>. Click on "Housing Units Current Month" for those months you need, and "Housing Units Year to Date" for the latest month. Look for both Wyoming and the Mountain Region.

Year-To-Date Comparison of Total Sales and Use Tax Collections:

Data are available from the Department of A&I, Economic Analysis Division by viewing the report at: <http://eadiv.state.wy.us/s&utax/CMP12.pdf>.

Agricultural Index Prices:

Data are available from the Wyoming Agricultural Statistics Service, Monthly Range Review web page located at:

http://www.nass.usda.gov/Statistics_by_State/Wyoming/Publications/Monthly_Range_Review/range10.asp. Under "Report Name", look at the reports listed for "Agricultural Prices". Under Issue, click on those issues that represent months for which you need data. Each issue is the same and you will be looking under the heading, "Index of Prices Received by Farmers & Ranchers, Wyoming & U.S."

Crude Oil Prices:

Data are available from the Conoco Phillips web page located at: <http://wh.conocophillips.com/buy/postings/index.asp>. Click on "Monthly" and choose the months and years that you need. The monthly averages are at the bottom of each page.

Baker Hughes Rig Count:

Data are available from the Baker Hughes Rotary Rigs by State web page located at: http://investor.shareholder.com/bhi/rig_counts/rc_index.cfm. Scroll down to "North American Rotary Rig Counts - Current Week Data" and click on "Rigs by State - Current & Historical Data". Each month's data is located on a separate tab.

Coal Bed Methane Production:

Data are available from the Wyoming Oil and Gas Conservation Commission web page located at: <http://wogcc.state.wy.us/>. Click on "CoalBed", "Coal Bed Production", and then "Coal Bed Production by Month (PRB Only)". The two specific columns of interest are "Prod Wells" (6th column from the left) and "Total Gas Mcf" (11th column from the left).

