

Wyoming
BUSINESS COUNCIL

MEET THE WYOMING BUSINESS COUNCIL

Fall 2026

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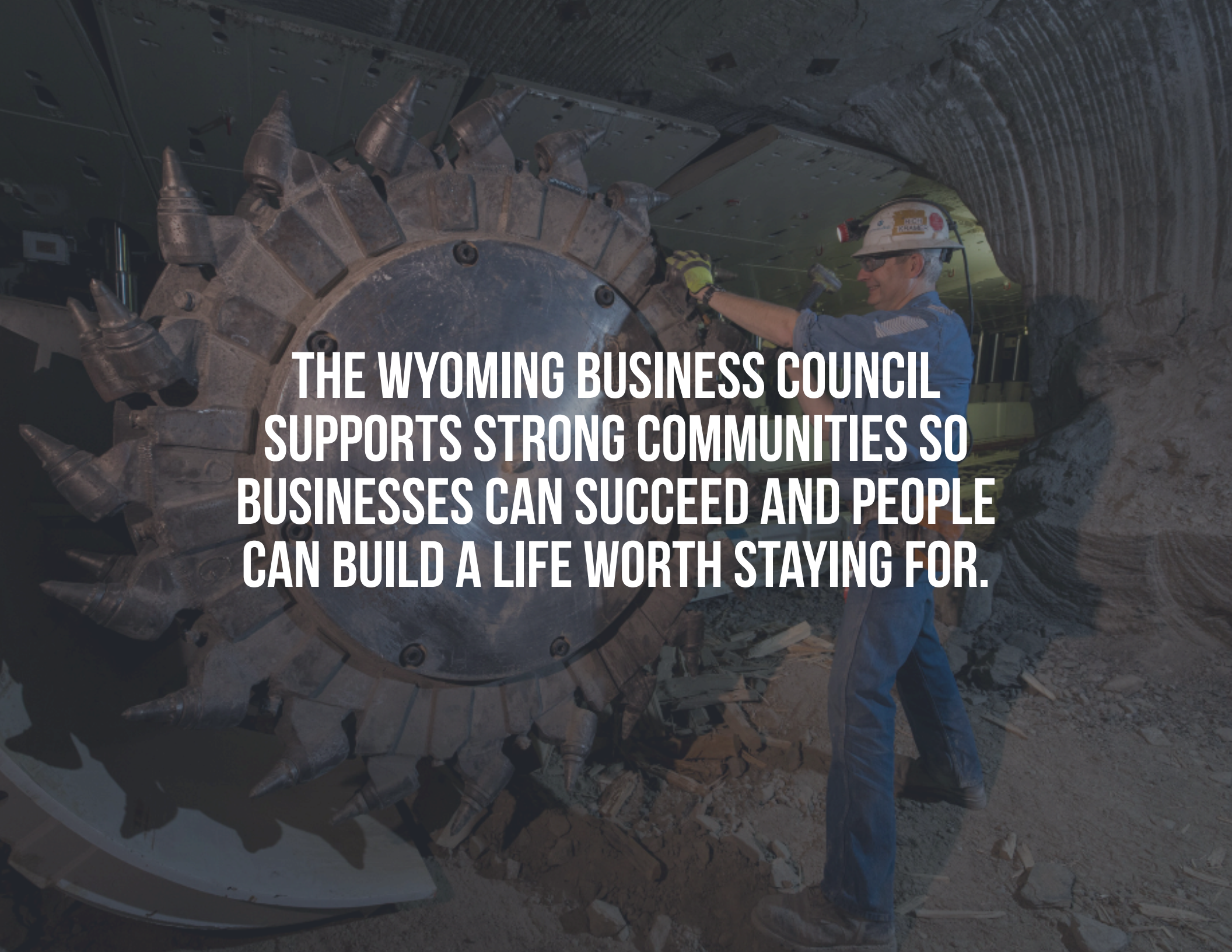
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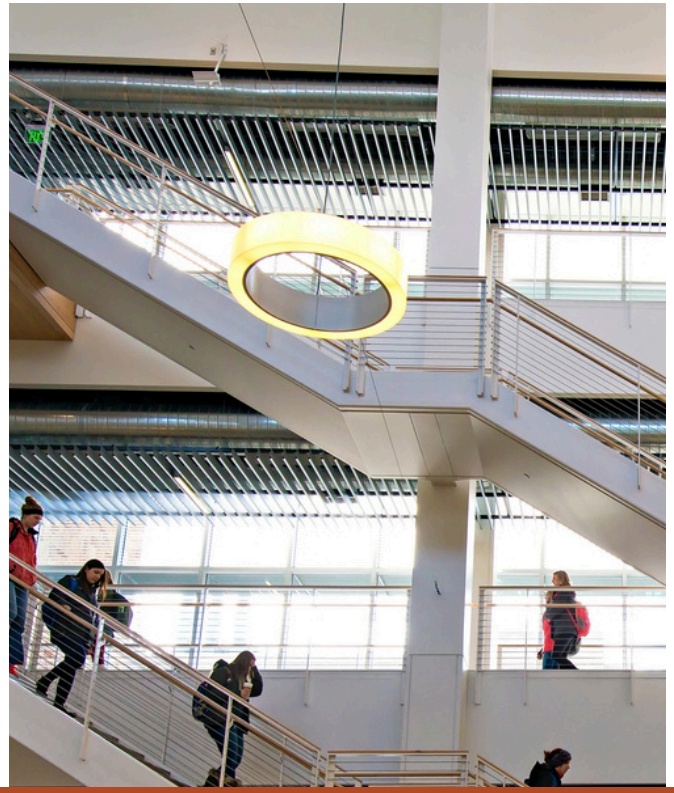
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The information in this booklet is accurate as of November 2026; please visit wyomingbusiness.org for the most current updates. Our mission to lead Wyoming's economic development remains constant, but the work adapts as legislative priorities, leadership and circumstances evolve.


THE WYOMING BUSINESS COUNCIL SUPPORTS STRONG COMMUNITIES SO BUSINESSES CAN SUCCEED AND PEOPLE CAN BUILD A LIFE WORTH STAYING FOR.

WHO WE ARE



The Wyoming Business Council (WBC) is the state's economic development agency. Since 1998, we have led economic growth efforts through our statewide boards, regional directors and specialist teams, in collaboration with local partners.

OUR JOB
Strengthen Wyoming's economy by working together to consistently create the conditions for businesses, communities and people to thrive.

OUR VISION
We build the most resilient, competitive economy in the U.S. – creating opportunity and prosperity, making Wyoming the first choice for current and future generations.

THIS MATTERS NOW
Wyoming's growth challenges are connected. Businesses can't hire without workers. Workers can't stay without housing and childcare. Communities can't grow without infrastructure, broadband, capital and local capacity. Our job is to connect those pieces and clear the path – testing solutions, measuring results and adapting as we go.

PROOF IT WORKS

$25 returned in business activity for every $1 invested since 2021*
2,700+ Wyoming jobs supported + **$2.04B** in economic impact*
14:1 private capital leveraged for every federal dollar through Wyoming Venture Capital (WYVC)
Responsible Stewardship – an independent review spanning nearly seven years and ~$39 million found no improper spending+

Combined BRC + WYVC impact, 2021-2025; Applied Economics
+Learn more: wbc.pub/26Audit



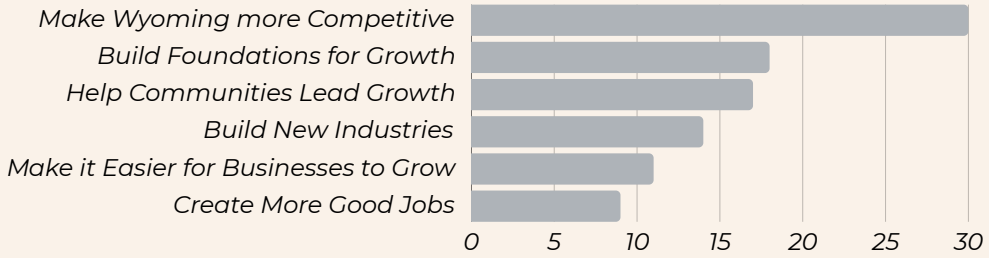
WHAT WYOMING TOLD US: BUILDING TRUST & ALIGNMENT STATEWIDE

Wyomingites believe in this state's potential. They want more opportunity – and they judge growth by whether it helps people build a good life here. And they're ready to act: when we asked at the statewide Team Wyoming Huddle who wanted to help build what comes next, **one in four raised their hand**.

Trust is built by showing up – and by closing the loop. We didn't just gather input and file it away. We carried what we heard into the rooms where decisions get made and we're reporting back on what came of it. That's how trust gets rebuilt: one kept promise at a time.

That's the role Wyoming asked us to play – not the hero of the story, but the partner. The one who helps a business get from *"we'd love to grow here"* to *"we can"* and a community get from *"we've talked about this for 10 years"* to *"here's what we're doing next."*

IF WYOMING COULD MAKE PROGRESS ON ONE THING FIRST...



Source: Team Wyoming Huddle, Aug. 13, 2026. Participants selected their single top priority.





37 LISTENING SESSIONS **1,000+** VOICES
ALL 23 COUNTIES **20+** AUDIENCE TYPES

TEAM OF 1000S

LISTENING SESSIONS, POLL RESULTS & MORE



WHAT WE DO

WBC'S WORK SPANS FOUR CONNECTED AREAS

INVESTING IN COMMUNITY INFRASTRUCTURE

The physical foundations beneath every job created, business recruited and private dollar invested.

Building Resilient Communities (BRC)

Formerly the Business Ready Community grant and loan program, this tool allows us to invest in publicly owned infrastructure (roads, water, sewer, utilities and land) that makes private investment and jobs possible.

- **Why It Matters:** A company cannot expand into a site without water, roads, utilities or housing capacity. BRC turns abstract growth strategy into physical local infrastructure.
- **Snapshot** (2021–2025; Applied Economics analysis): $65.7M invested · $1.45B economic impact ($22:$1) · 1,824 jobs supported · $34.5M state & local taxes

Emily Jarrell, Community Grants Portfolio Manager · emily.jarrell@wyo.gov

Housing & Childcare

These aren't solely social issues, but critical workforce infrastructure. When workers can't find homes or childcare, employers can't hire.

- **Why It Matters:** Workforce policy is not only about training. Workers also need a place to live and dependable care for their children. These constraints show up in vacancy rates, business hours, expansion decisions and family outmigration. Partner collaborations are working to tackle these binding constraints.
- **Snapshot:** $8.8M+ for Douglas & Wright housing infrastructure · $279K+ in partner-funded startup childcare grants since 2025 · 34 childcare providers funded

Housing Toolkit: wbc.pub/Housing
Childcare in Wyoming: wbc.pub/Childcare

Broadband

Closing coverage gaps so rural Wyoming can support business, telehealth, education and remote work. The two largest current deployment programs are Broadband Equity, Access and Deployment (BEAD) and the Capital Projects Fund.

- **Why It Matters:** Broadband supports various sectors like healthcare, education, agriculture, safety and small business. It broadens remote work opportunities and is vital for business growth and expansion.
- **Snapshot:** Nearly $250M in federal funding, plus ~$98M in private provider investment · 45,000+ homes and businesses

Chad Bolling, Broadband Manager · chad.bolling@wyo.gov

BRC
LAYING THE FOUNDATION FOR GROWTH

BROADBAND
THE BACKBONE OF MODERN READINESS



SUPPORTING WYOMING COMPANIES AT EVERY STAGE

More than money — a financing ladder that attracts private capital, plus the expert partners who help Wyoming businesses start, grow and compete.

Loans

Financing, often in partnership with a local lender, that anchors deals and retains jobs.

- **Snapshot** (program to date)**:** 293 projects · $43M+ deployed, anchoring $92M in total financing · 697 jobs created, 799 supported today

Madison Rothwell, Loan Portfolio Manager · madison.rothwell@wyo.gov

Kickstart

Catalytic, non-dilutive grants for growth-oriented startups.

- **Snapshot – The Proof** (2018-2019)**:** $886K into 18 companies · 300:1 leverage · $266M+ follow-on capital · 55% still operating after 8 years · 76 → 149 jobs
- **The Next Seeds (2025-2026):** 114 applications · 15 companies funded · $750K disbursed · $260K+ early revenue · 9 counties, 8 industries

SBIR Match/Innovation Grants

Matches federal innovation awards to commercialize Wyoming research.

- **Snapshot** (2018–2026): 62 matching grants · $8.9M in state match leveraging $53.5M in federal awards · 201 jobs supported

Brittnie Faulkner, Startup Grants Manager · brittnie.faulkner@wyo.gov

Wyoming Venture Capital (WYVC)

Direct federal investment in Wyoming high-growth companies and partner funds to create strong jobs, generate wealth and reinvest success into the state's startup ecosystem.

- **Snapshot** (since 2023): $307M into 15 Wyoming companies ($23.5M in WYVC federal capital + $283.5M in private investment) · $154.8M potential annual economic impact

Gordon Finnegan, Equity Portfolio Manager · gordon.finnegan@wyo.gov;
Rylan O'Bryan, Venture Development Manager · rylan.obryan@wyo.gov

Business Services & Partners

Beyond capital, WBC funds the statewide experts who help businesses start, grow and compete.

- **Wyoming SBDC Network:** free advising in every county
- **Manufacturing Works:** support for Wyoming manufacturers
- **WyoMicro (Wyoming Women's Business Center):** advising and microloans
- **Startup Wyoming:** connections to mentors, capital, training and support organizations

Without early and growth-stage capital, Wyoming inventions and companies may leave the state before they create durable local jobs. The state's role is designed to attract, not replace, private capital.

FINANCING
WORKING ALONGSIDE FOUNDERS

EXPANDING MARKETS & OPPORTUNITIES

Helping Wyoming businesses reach new markets — and helping new businesses reach Wyoming.

Market Expansion

Market Expansion Grants (MEG), State Trade and Expansion Program (STEP) and trade show opportunities help Wyoming companies connect with buyers and enter new markets.

- **Why It Matters:** Economic development is not only about recruitment; existing businesses need buyers and support.
- **MEG Snapshot** (FY2026): 33 companies into 51 new markets, all 50 states · $131K in grants driving $495K in revenue · 1,631 customers · 1,555 leads · 174 contracts · 41 activities in 18 states
- **STEP Snapshot** (Sept. 2024-Sept. 2026): 26 international markets · $86K in grants generating $1.18M in new revenue · 282 new customers · 598 new leads

Kade McMillan, Market Development Advisor · kade.mcmillan@wyo.gov

Agribusiness

Spanning business retention, targeted recruitment and access to capital, our initiatives help ag enterprises innovate and compete in modern markets.

- **Why It Matters:** Agriculture runs through every mile of Wyoming. Helping producers add value and reach markets keeps that engine strong for the next generation.
- **Wyoming Table Snapshot** (2023–2026): 87 Wyoming food and beverage companies · 3 major in-state promotional events · Producers heading to trade shows in Chicago and Miami in 2027

Jill Tregemba, Agribusiness Manager · jill.tregemba@wyo.gov

Business Recruitment & Site Selection

We build relationships with national site selectors and companies who decide where businesses locate – and make sure Wyoming is ready when they come looking.

- **Why It Matters:** It's a two-way street – communities want good businesses and site selectors want communities ready for business. Our job is to make both true at once, and to help existing Wyoming companies expand and stay.
- **Snapshot** (2026): Hosted 6 national site selectors in Wyoming · Relationships built across defense, advanced manufacturing and ag-tech · Greater interest in WY than any time in recent history

Wendy Lopez, Business Recruitment Manager · wendy.lopez@wyo.gov
Chance Price, Business Recruitment Manager · chance.price@wyo.gov

Wyo BizLink

Wyoming's startups and entrepreneurs have asked for years to be provided with a "single point of entry" to services and resources to help them grow their companies. Wyo BizLink answers the call by centralizing state and federal resources for easier access.

- **Why It Matters:** By simplifying access to local, state and federal support, business leaders can spend less time searching for answers and more time building their future.
- **Snapshot:** 72 Wyo BizLink partners & counting

Taylor Vignaroli, Entrepreneur Dev. Manager · taylor.vignaroli@wyo.gov

WHY WY?
ATTRACTING NEW BUSINESS TO THE STATE

GROW & REACH
WYOMING BUSINESSES THRIVE HERE

BUILDING COMMUNITY CAPACITY

Communities need the leadership, organization and downtown assets that make growth possible.

Assessment to Action (A2A)

A 10-week process that equips local teams to diagnose barriers and act. The capability stays in the community.

- **Why It Matters:** A2A is teaching us something bigger than a problem. Participants tell us the most valuable outcome isn't a workshop or even a completed project. It's learning how to see a hard problem differently, break it down, build trust around it and act together.
- **Snapshot** (2023-2026): 170+ participants · 24 teams · 100% identified their root problem · 87% reported stronger collaboration · 61% continue work 1-2 years later

Amber Power, Community Leadership & Engagement Manager
amber.power@wyo.gov

Wyoming Main Street

Technical assistance to support grassroots downtown revitalization in communities of all sizes.

- **Why It Matters:** Downtowns are the heart of our communities, where people gather, small business thrives and history is honored. The Main Street program brings strategy, residents, volunteers and knowledge together to create economic impact.
- **Snapshot** (2005-2025): 843 net new businesses · 2,668 net new jobs · $154M in private downtown investment · 2,487 building and infrastructure improvements

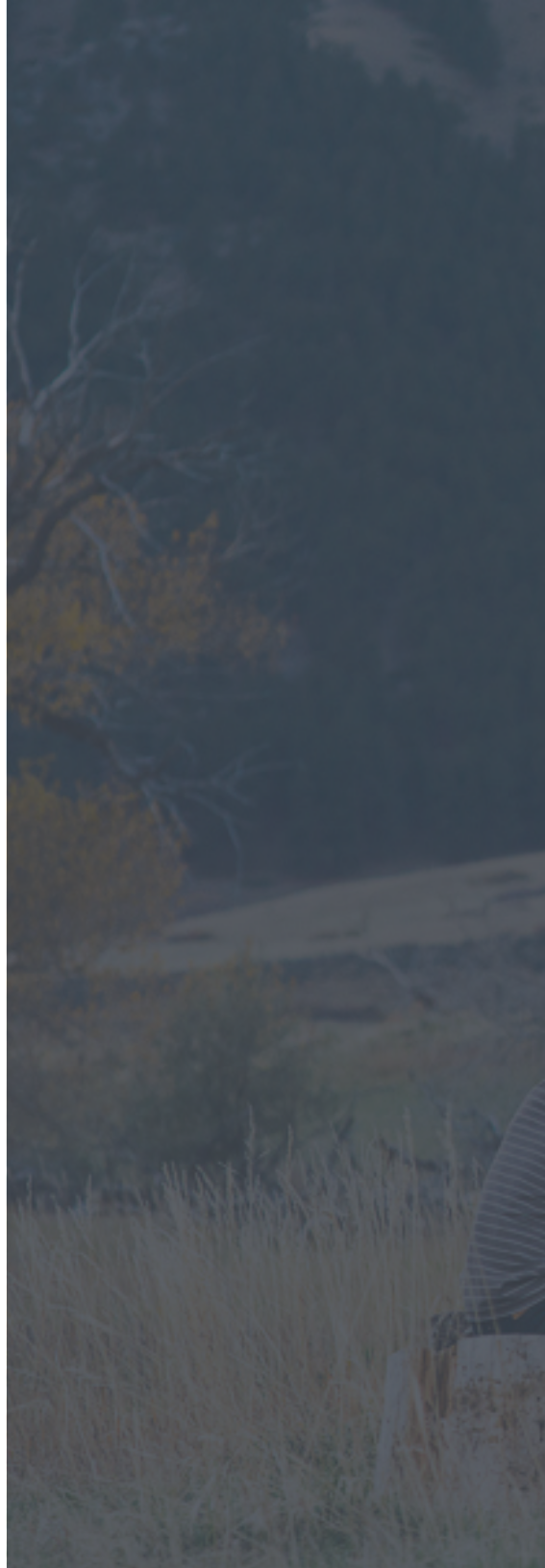
Kayla Kler, Main Street Program Manager · kayla.kler@wyo.gov

A2A

BUILDING LOCAL LEADERSHIP

MAIN STREET

REVITALIZING DOWNTOWN



LEADERSHIP

OUR TEAM
LEADING ECONOMIC DEVELOPMENT

The Governor appoints a 13-member Board of Directors, which Co-Chair Derek Smith currently leads. A separate 7-member Main Street Advisory Board advises the Wyoming Main Street program.

Our Leadership Team

Sarah Fitz-Gerald, Chief Strategy Officer · sarah.fitz-gerald@wyo.gov
Bert Adam, Investments Director · bert.adam@wyo.gov
Brandon Marshall, Services Director · brandon.marshall@wyo.gov
Heather Tupper, Director of Regional Operations · heather.tupper@wyo.gov
Chava Case, Operations Director · chava.case@wyo.gov

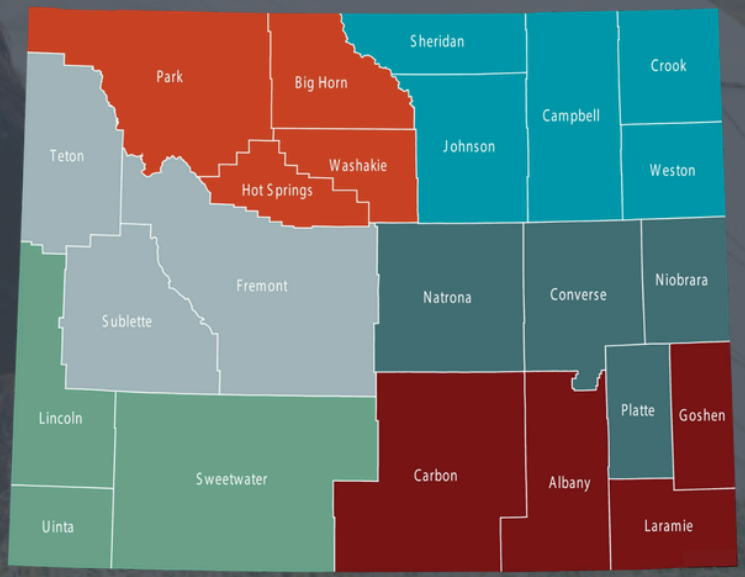
Your Points of Contact

For legislative connections or questions: Ron Gullberg, Strategic Partnerships · ron.gullberg@wyo.gov
For events, media, marketing or outreach: Amy Quick, Strategic Communications · amy.quick@wyo.gov

Regional Directors

Local expertise, statewide reach

Northeast: Brandi Harlow · brandi.harlow@wyo.gov
Northwest: Kristin Fong · kristin.fong@wyo.gov
East Central: Drew Dietrich · drew.dietrich@wyo.gov
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Southeast: Jadeen Mathis · jadeen.mathis@wyo.gov
Southwest: Chloe Valentine · chloe.valentine@wyo.gov





The Wyoming Business Council (WBC) is Wyoming's state economic development agency. Our job is to lead economic development, helping communities and businesses overcome the barriers standing in their way to charting their own paths so more people can build a future worth staying for. We invest in the infrastructure that makes private investment possible and build the local capacity that helps Wyoming compete for jobs, talent and opportunity.

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