



Wyoming Business Council
Business Ready Community Grant and Loan Program
Report and Recommendations to the
Wyoming Business Council

December 6, 2012

TOPIC	PAGE
BRC Program Financial Summary	2
BRC Application and Program Summary	3
BRC Allocation Plan	4
BRC Applications (ACTION ITEMS)	5 - 28
• Sundance – Croell Redi-Mix	5 - 8
• Laramie – Cirrus Sky Technology Park	9 - 15
• Evanston – Rail Property Project	16 - 19
• Rock Springs – Bunning Transfer Building Renovation	20 - 24
• Rawlins – Downtown Multimodal Plan Project	25 - 28
BRC Project Ranking Criteria and Evaluation Chart	29
Addendum – Correspondence	

BRC Program Financial Summary

BRC Appropriation Summary	
BFY 2003/2004 Appropriation	\$ 8,400,000
BFY 2005/2006 Appropriation	\$ 25,000,000
Governor's Supplemental Budget	\$ 11,600,000
BFY 2007/2008 Appropriation	\$ 46,000,000
Supplemental Budget, March 2007	\$ 33,250,000
Unobligated Unencumbered Data Center Funds (reverted back to the budget reserve account)	\$ (5,000,000)
BFY 2009/2010 Appropriation*	\$ 79,250,000
FY2010 Budget Cut	\$ (4,000,000)
BFY 2011/2012 Appropriation	\$ 50,000,000
BFY 2013/2014 Appropriation (beginning July 1, 2012)	\$ 50,000,000
Total Appropriations to Date	\$ 294,500,000
*The 2009-2010 Supplemental Budget allowed the WBC to transfer up to \$10M from the BRC budget to the Community Facilities Program (CFP)	

Award Summary					
	Award	Disbursements	Deobligations	Outstanding Balance	Adjusted Award
Subtotal	\$240,924,233	\$173,016,551	\$22,889,582	\$45,018,100	\$ 218,034,651

Available BRC Funds Summary	
BRC Funds	\$ 76,465,349
Funds expended from CFP Program Authorization (2009/10)	\$(7,118,845)
Wyoming Telecommunications Broadband Initiative (2006)	\$ (250,000)
Loan Repayments	\$ 475,122
Total of Available BRC funds	\$ 69,571,626

BRC Application and Program Summary

Currently there is \$69,571,626 available in Business Ready Community (BRC) funds. The Cheyenne Microsoft DataPlant Demonstration Facility Project (\$1.5 million) is awaiting approval. Six applications were received this round. One has withdrawn. The application requests total is \$9,972,712.

BRC APPLICANT SUMMARY				
Applicant	Project	Grant/Loan Type	Requested	Staff Recommendations
Sundance	Croell Redi-Mix Expansion	Business Committed	\$1,356,780	\$ 1,356,780
Evanston	Evanston Rail Property Project	Community Readiness	\$1,480,919	\$ 1,480,919
Laramie	Cirrus Sky Technology Park	Community Readiness	\$5,466,331	\$ 5,466,331
Rock Springs	Bunning Transfer Building	Downtown Development	\$988,682	\$ 988,682
Rawlins	Downtown Multimodal Plan	Downtown Development	\$680,000	\$ 680,000
Totals			\$9,972,712	\$9,972,712
Total Pending SLIB Approval	Microsoft Dataplant Demonstration Facility	Community Readiness		\$1,500,000
Total Available BRC funds				\$69,571,626
BRC Funds Remaining if Recommendations are awarded				\$58,098,914

All Business Committed applications and projects involving a private developer are contingent on a favorable review of the proposals by the Attorney General. Other contingencies for projects are spelled out in the project descriptions.

BRC Allocation Plan for FY2013

The WBC board adopted the following allocation plan at its May 24, 2012 board meeting. The following financial allocation plan for the BRC program should be used to guide recommendations over the biennium beginning July 1, 2012 and ending June 30, 2014 (“BFY12/13”). Below displays how the current recommendations will affect the annual BRC allocation plan.

BRC Annual Allocation Plan for FY2012 (updated 11/05/2012)						
Priority	Type	Allocated Amounts	Total Funds Available	Frequency of Applications to be reviewed by the WBC	Staff Recommendations	Total Funds Available for FY2012
	Governor's Large Infrastructure Grants	\$7,500,000.00	\$7,500,000.00	Sept 2012, Dec 2012, March 2013, June 2013		\$7,500,000.00
High	Business Committed	\$6,000,000	\$6,000,000	Sept 2012, Dec 2012, March 2013, June 2013	\$1,356,780	\$6,000,000
High	Data Centers	\$3,500,000	\$3,500,000	Sept 2012, Dec 2012, March 2013, June 2013		\$3,500,000
High	Readiness Infrastructure	\$3,000,000	\$1,500,000	Dec 2012, June 2013	\$6,947,250	-\$5,447,250
Medium	Main Street / Downtown	\$2,250,000	\$2,250,000	Dec 2012	\$1,668,682	\$581,318
Low	BRC Planning	\$500,000	\$500,000	Dec 2012, June 2013		\$500,000
Low	Child Care / Senior Care	\$1,250,000	\$1,250,000	June 2013		\$1,250,000
Low	Recreation/Enhancements	\$1,000,000	\$1,000,000	June 2013		\$1,000,000
Totals		\$25,000,000	\$23,500,000		\$9,972,712	\$14,884,068

Staff recommendations exceed the allocated amount for the Community Readiness and Community Enhancement allocation plan. The allocation plan is a guide. The WBC board can make recommendations as they determine the funding meets the vision and goals of the Wyoming Business Council within the funding that is available to the program.



Sundance

**\$1,356,780 Business Committed
Grant Project for Infrastructure
Development for
Croell Redi-Mix**

**Staff Recommendation:
Fund as Requested**

Project Description

The city of Sundance requests a \$1,356,780 Business Committed grant to install infrastructure for the expansion of Croell Redi-Mix. The grant will pay for 1,960 linear feet of waterline, 2,860 linear feet of sanitary sewer, 917 linear feet of riprap lined storm drainage channel, 1,587 linear feet of concrete curb and gutter, and 8,105 square yards of eight inch concrete pavement. The site is less than a mile southeast of the Highway 585/I-90 interchange. The project site for the Croell Redi-Mix expansion is 20.33 acres and sits on a larger piece of property also owned by the company that totals another 155 acres that can be utilized for future economic development projects and is owned by the Croell family. The grant funded infrastructure will be owned and maintained by the city of Sundance.

The Business

Croell Redi-Mix is a family owned and operated business established in 1968 and is in the top 50 redi-mix companies in the country. The company currently operates 70 plants dispersed across five states: Iowa, Minnesota, Wisconsin, South Dakota, and Wyoming. The company's headquarters is currently located in New Hampton, Iowa. The Wyoming office expansion will enable the company to centralize their western regional operations and provide a centralized location for machinery and equipment repair and maintenance.

The company plans to invest an additional \$1,625,000 in the new building and associated equipment for this project. The company currently employs 12 employees in the Sundance area and plans to hire an additional eight employees over the next three years. The new western headquarters facility will include a mechanic shop, a body shop, a paint booth, and office space to service the company's western operations.

Project Goals and Public Benefit

The project will create a facility that will add to the tax base of the community and add quality jobs for the area. The expansion project will create a minimum of eight permanent jobs with a median wage of \$17.50 per hour. The project will strengthen existing community infrastructure to support existing and future economic development projects.

The extension of the publically owned infrastructure will not only create jobs in the community, but also promote additional business growth in the community. The project will open up 155 acres of additional property for future business development, providing commercial and industrial build ready property. In addition, the infrastructure will connect to an existing city

owned industrial park, providing an alternate access to the business park. The only current access is through the port of entry weigh station.

Revenue Recapture

The proposed grant funded infrastructure is not revenue generating infrastructure. As future development occurs in the area as a result of this project, Sundance will recapture revenue through utility taps and ongoing charges that will be used for system maintenance and expansion.

Timeline

Construction will begin August 2013, and is anticipated to be completed in April 2014.

Project Funding

The total eligible project cost is \$1,529,556, of which the city of Sundance is requesting \$1,356,780 of Business Committed funds. The in kind match for this project is \$172,776 and is provided by Croell Redi-Mix in the form of paving and curb and gutter materials. Croell Redi-Mix will make a \$1,625,000 investment for its expansion project, including their new building and equipment.

Sources	
BRC amount	\$ 1,356,780
In Kind Match	\$ 172,776
Total eligible project cost	\$ 1,529,556
BRC % of total eligible project costs	89%
Local % of total eligible project costs	11%
Uses	
Land Acquisition	\$5,000
Non Construction Costs	\$229,189
Construction Costs	\$1,295,367
Total Project Cost	\$1,529,556

Regional Comments by Dave Spencer

This project will enhance the basic economy of Sundance and represents a good leverage of BRC funding. Croell Redi-Mix is proposing to expand its local presence in the community to provide corporate support as well as equipment repair and service support for the western portion of their multi-state service area. Job creation is projected to be a minimum of a 50% increase over existing employment and while the number of jobs to be created is not huge, the wage levels, benefits, and stability of the company will have a significant impact on a small town economy. The wage rates for job creation are above the county median wages and represent a solid contribution to the local economy.

The infrastructure proposed for this project will not only leverage the private investment by the company but will also extend infrastructure into an area where additional industrial or commercial development can occur. In addition, the proposed water and sewer service will extend and improve the overall city system. One of the proposed accesses will also open up a separate city owned industrial area that has poor access at this time.

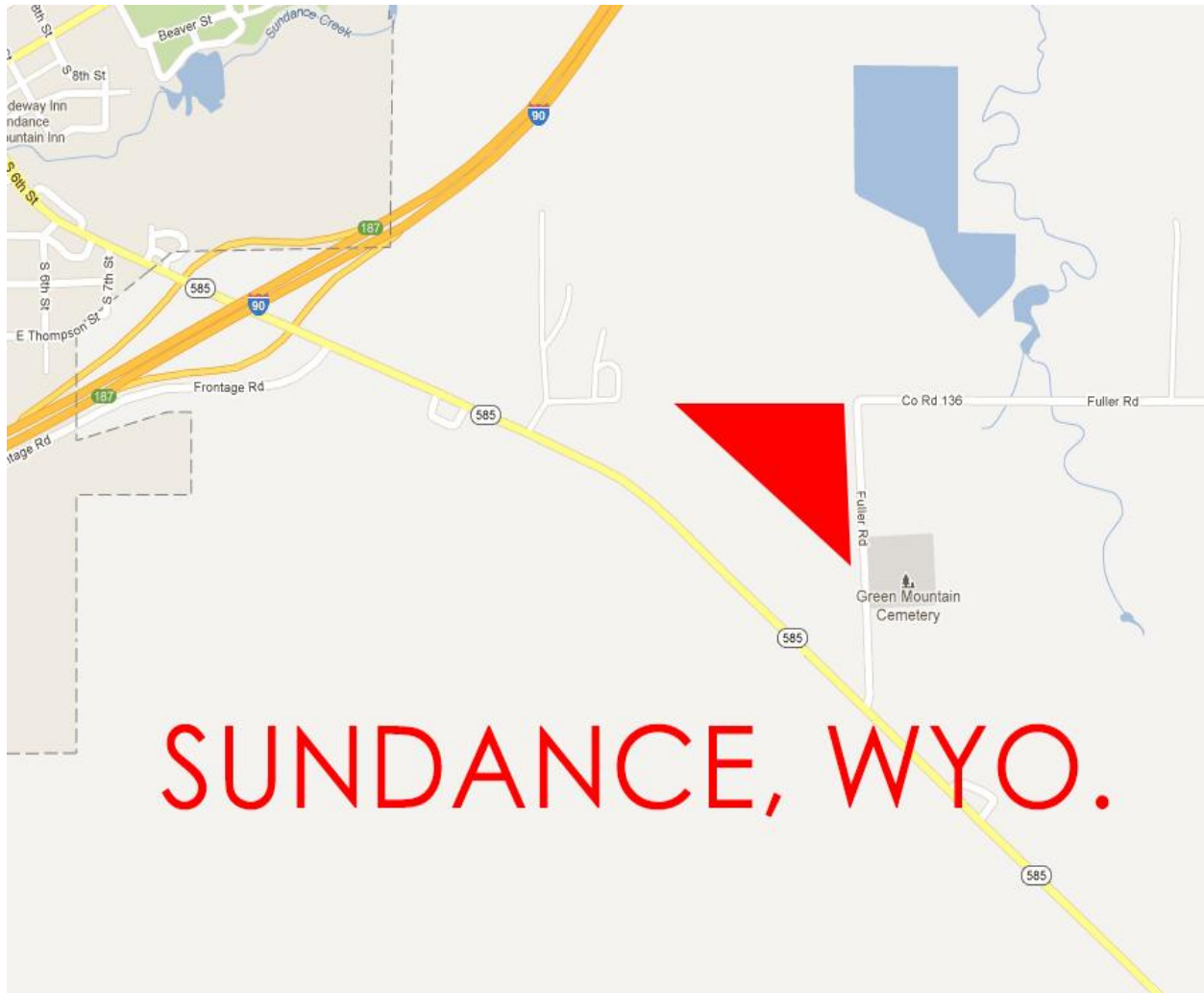
Croell Redi-Mix is a stable and very successful family owned business with a long stable financial history going back many years. In addition, the company has agreed to cover any cost overruns incurred with the project.

Attorney General Opinion

Pending

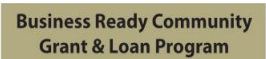
Staff Recommendation

Staff recommends funding this project as requested.



^Detailed Analysis of Project

	Sundance						
	Evaluation Criteria			Criteria Met	Notes		
Primary Job Creation (Jobs bringing new wealth to the community)	Direct Creation (3yrs)			Yes	New	8	
	Future Creation			Yes	Retained		
	Wages	Crook County (all industry), 2010			Y1	Y2	Y3
				Low	\$15.00	\$15.00	\$15.00
				High	\$23.00	\$23.00	\$23.00
		Mean	\$16.21	Mean/Avg.	\$21.00	\$20.33	\$20.75
		Median	\$14.27	Median	\$19.00	\$16.50	\$17.50
Community Workforce Development	Develops Community Momentum in Unique Market			No			
	Helps Meet Demand for Social Services			N/A			
	Helps Diversification Efforts			Yes	The proposed headquarter facility will create both professional and technical jobs in the community.		
	Fulfill Community and Economic Development Goals			Yes	The March 24, 2008 city of Sundance's Community Assessment identified retention and expansion of local businesses as a goal.		
	Improved Ability to Retain, Attract, Expand Businesses			Yes	The project will provide infrastructure to an additional 155 acres adjacent to the Croell site for future development.		
	Improved Workforce or Entrepreneurial Training			No			
	Economic Development Recapture Plan			N/A			
	Satisfactory Performance on Past Projects			Yes			
Business Development Investment	Business Expansion			Yes	Business Type		
					Redi-mix concrete		
	Primary Business			Yes			
	Private Investment			Yes	Croell will invest over \$1,625,000 in their new facility.		
	Increase in Business Revenue			Yes	The company projects a revenue increase of \$100,000 in year one and \$150,000 in years two and three.		
	Viability and Thoroughness of a Business Plan			Yes	B&I division has reviewed the business plan.		
Additional Evaluation Criteria	Increase in Market Share			Yes	The company projects a 5% increase in sales/market share.		
	Leverage Additional Private Investment			Yes			
	BRC Loan			No			
	Main Street or Certified Tourism Community Project			N/A			
	Project Readiness			Yes			



While this project will create build ready property for the city of Laramie and Laramie Economic Development Corporation, future development will occur as demand for the property occurs. Future development phases will include paving the streets within the development and extending water, sanitary sewer, storm sewer, and fiber conduit within specific areas of the development.

Project Goals and Public Benefit

The primary goal of the project is to provide the space to grow and recruit technology businesses by providing the build ready space required for the companies to select Wyoming and Laramie as a place to start-up, expand, and/or relocate their business. The partnership with the University of Wyoming creates a technology campus type setting unique in Wyoming. The development and focus on technology based businesses is expected to exponentially grow their numbers and create and compliment a synergy already started by the existing technology industries in Wyoming. This will complement the efforts already progressing in southeast Wyoming such as the Wyoming Technology Business Center, NCAR, and Microsoft.

The presence of the University of Wyoming and the Wyoming Technology Business Center in Laramie has created a technology related business base of over 60 businesses. This figure grew from nine technology-related businesses in 1994 to more than 60 in 2012. Not only do these types of companies have the propensity to pay higher compensation including benefits, they produce products and services that tend to be sold outside the area. These technology-related businesses in Laramie currently employ over 400 people. According to the SNAPIT Technology Workforce Survey Analysis and Finding report completed in June of 2012, the Laramie technology community expects the creation of 146 new jobs in this field over the next two years. The community does not have shovel ready sites to accommodate this growth making the development of the Cirrus Sky Technology Park critical and timely.

The Cirrus Sky Technology Park will provide available build ready sites for the expansion of those businesses and the attraction of other technology based businesses. The future creation of high paying technology related jobs is a primary goal of the project. Currently, the university is having conversations with three businesses that are interested in locating at the Cirrus Sky Technology Park. Additionally, the university partnership brings the potential of state wide benefits such as businesses creation.

The Cirrus Sky Technology Park brings together several assets that make the project unique. Data center site location experts utilize a Power Usage Effectiveness rating when analyzing data center sites. A rating of 1.0 is ideal; the Laramie site was estimated by Verizon to be a 1.1 Power Usage Effectiveness rating. The Cirrus Sky Technology Park's electrical availability is also unique. The new Western Area Power Administration's (WAPA) Snowy Range Switchyard is adjacent to the park. The switchyard, one of only three such switchyards like this in Wyoming, has four transmission-level power line feeds coming into the facility and has a significant electrical capacity available for future development. Another unique feature to the Cirrus Sky Technology Park is the nine long haul fiber optic carrier companies and two regional carriers that are in close proximity to the project site. The combined the fiber and electrical capacity and redundancy creates a unique opportunity for the Cirrus Sky Technology Park.

The public benefit for this project is derived through a variety of ways. First, the property is being acquired at 71% of the appraised value, providing an initial public value of \$596,000. The University of Wyoming has signed an option to purchase 23 acres for \$14,000 per acre within the Cirrus Sky Technology Park enhancing the park's value to technology companies. The remaining property within the Phase I area will be divided into three (3) build ready sites 23 acres up to 64 acres. Adjacent land owners are contributing rights of way and easements for a combined value of \$242,414. In addition, the adjacent property owners will be bound by a reimbursement agreement as their properties are developed. This agreement will allow the city of Laramie to recapture the cost of the portion of infrastructure that each adjoining property owner utilizes as the development occurs.

This project comes in above the Community Readiness grant maximum of \$1 million and is considered by staff as a unique economic development opportunity. The request will require waving of the rules as the request is above the \$3 million allowed in rule, "Under extraordinary circumstances the Council may recommend a waiver of the rule requirements if the Council determines the waiver is consistent with the purpose of the Business Ready Community Program."

Revenue Recapture

Laramie Economic Development Corporation will be contracted with the city of Laramie to manage the revenue recapture for the project. The revenue recapture will be generated from the sale of lots, projected new tax benefits, and utility development agreements with adjacent landowners as property is developed. The revenue recapture at the end of year five from lot sales is projected to be \$6,327,512 and at the end of year ten is projected to be \$15,589,759. The University of Wyoming will utilize their recaptured funds for economic development and related outreach efforts within the state. The recaptured revenue will be utilized as follows:

- 80% will be utilized for future Cirrus Sky Technology Park development and matching grants in the surrounding area.
- 20% will be utilized for marketing and promotion of the park and other properties within the community, administrative costs, and other economic development related projects area.

Timeline

Construction is anticipated to be completed by September 2013.

Project Funding

The total project cost is \$7,430,131 of which \$5,466,331 is being requested from Business Ready Communities grant funds. The city of Laramie will provide the \$500,000 cash match. The \$1,463,800 of in-kind match includes:

Sources	
BRC amount	\$ 5,466,331
Cash Match	\$ 500,000
In Kind Match	\$ 1,463,800
Total eligible project cost	\$ 7,430,131
BRC % of total eligible project costs	74%
Local % of total eligible project costs	26%
Uses	
Land Acquisition	\$2,306,914
Non Construction Costs	\$670,863
Construction Costs	\$4,452,354
Total Project Cost	\$7,430,131

\$237,662 from the plan development and the planning team's time invested; \$242,414 from right of way acquisition; \$387,724 from the property appraisal, survey, and construction costs; and \$596,000 from the land value (Actual value less the purchase price).

Regional Comments by Tom Johnson

This grant represents more than two years of work by the city of Laramie, the University of Wyoming (UW), and the Laramie Economic Development Corporation (LEDC). The reason for such a partnership represents a convergence of two primary concerns: the lost opportunities in data center recruiting and the continued cluster of technology-related companies emerging from and around technology at the University of Wyoming.

Laramie continues and will continue to be the technology center of Wyoming thanks to the success of the University of Wyoming. Thus, leveraging the university's world-class research with the economic development goals of the city of Laramie and LEDC (and the state) makes a lot of sense; further, the project levels the playing field for the recruiting efforts of the LEDC with places like Colorado Springs and a variety of technology parks in Nebraska and Oregon, which have seen tens of millions of dollars in infrastructure in the last decade alone.

Should this project go forward, it will make Laramie's site unique in the region and US with respect to data centers. Here are a few reasons why:

1. The site is anticipated as having a 1.0-1.1 PUE Rating (Power Usage Effectiveness) with only 7 "cooling days" a year. There are few sites in the region--if any--that can boast of these kinds of efficiencies in the data center industry. Laramie has even more cooling days than Cheyenne, which has recently been a preferred location for the data center industry. Further, the PUE compares very favorably to other sites we competed against in the this region as well as in the east and southeast whose PUE Ratings are often 1.8 or higher, often approaching or exceeding 2.0.
2. The Laramie site is located 200 feet from the newest switch yard/substation in the west (WAPA area) has available between 70-90 Megawatts at rates estimated to be 4.1cents/kWh --all of which is feed from at least 3 independent power sources.
3. The site is close to 9 national long-haul fiber routes and two regional (to/from Denver) routes.
4. The Laramie site is located in a low population (32,000), low profile area with little risk for natural disasters or other security concerns such as terrorism, earthquakes, and hurricanes.
5. The Laramie site is home to the University of Wyoming (UW), which would help serve as a labor pool for data center projects.
6. State has several incentives specifically geared to recruiting this industry.

After discussions with a national data center site selector who specialized in data center and technology parks, it appears as if a data-center park like this would be absorbed in approximately 11 years; further, it would result in a net present value of benefit of over \$5 million. This conclusion is based on lot sales occurring at a pace similar to other data center parks across the United States.

Attorney General Opinion

Pending

Staff Recommendation

Staff believes this project presents a unique economic development opportunity for the city of Laramie as well as Wyoming. This project comes in above the Community Readiness grant maximum and is considered by staff as a unique economic development opportunity. The request will require waiving of the rules as the request is above the \$3 million allowed in rule, “Under extraordinary circumstances the Council may recommend a waiver of the rule requirements if the Council determines the waiver is consistent with the purpose of the Business Ready Community Program.”

The proposed development has the potential ability to attract significant private investment and create above median wage level jobs. In addition, while the University of Wyoming serves the entire state, Laramie has the unique advantage of being the home for the University. As a result, the community has benefited directly from the over 60 technology based businesses that have spun out of the University. The Cirrus Sky Technology Park’s development will provide the community and the state with available property co-located with the University that cannot be offered anywhere else in the state.

Staff supports this project and the potential economic development result of it. However, given the large scope of this Community Readiness request, staff recommends an additional commitment from the applicant in the form of a loan. Therefore, staff recommends the project be funded as a \$4,000,000 grant and a \$1,466,331 loan at a 1% interest rate for a term of 20 years. The first three years will be interest only payments. Staff recommends the waiving of the rules as mentioned previously. All funding will be contingent upon the following:

- Receipt of documentation verifying the annexation and re-zoning process completion.
- Receipt of resolution of support for a loan from the city of Laramie that addresses the method of repayment.
- Receipt of letter of commitments from the participating bank or parties verifying the method of repayment.
- Receipt of the amended agreement for repayment.
- Executed purchase agreement by the University of Wyoming to purchase the 23 acres.



Detailed Analysis of Project

Laramie			
	Evaluation Criteria	Criteria Met	Notes
Primary Job Creation (Jobs bringing new wealth to the community)	Future Creation	Yes	The project will provide for future job creation through the expansion and attraction of businesses within the Cirrus Sky Technology Park.
Community Workforce Development	Develops Community Momentum in Unique Market Niches	Yes	The Cirrus Sky Technology Park will provide the community's first build ready technology focused park.
	Helps Meet Demand for Social Services	N/A	
	Helps Diversification Efforts	Yes	The project provides build-ready space for technology based businesses.
	Community/Economic Dev. Goals Related to Specific Plan	Yes	The project meets goals set in the 2007 Laramie Comprehensive Plan, Laramie's Annual Planning goals for 2010, 2011, and 2012, and the 2010 Comprehensive Economic Development Strategy.
	Improved Ability to Retain, Attract, Expand Businesses	Yes	The technology park will provide technology based businesses with build ready space.
	Improved Workforce or Entrepreneurial Training	Yes	The University of Wyoming's partnership/involvement will improve entrepreneurial training.
	Economic Development Recapture Plan	Yes	The project is projected to generate \$6,327,512 over the first five years and \$15,589,759 over ten years.
	Satisfactory Performance on Past Projects	Yes	
Additional Evaluation Criteria	Leverage Additional Private Investment	No	
	BRC Loan	Yes	The loan will be a \$1,466,331 20 year loan at 1% interest. The first three years will be interest only
	Main Street or Certified Tourism Community Project	N/A	
	Project Readiness	Yes	



Evanston

\$1,480,919 Community Readiness Grant for the Evanston Rail Property Project

Staff Recommendation: Fund as Requested

Project Description

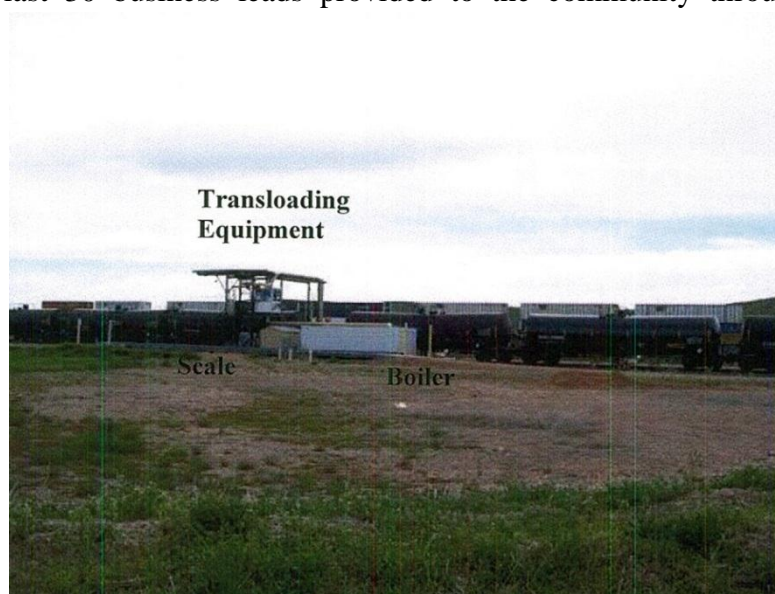
The city of Evanston requests \$1,480,919 of Community Readiness funds to purchase an available trans-loading rail site that consists of approximately eight fenced acres and two rail spurs. The property also includes a 100 foot truck scale, a boiler with underground infrastructure, a truck loading rack, rail pump, asphalt reclaimer, steam and condensate piping, and product piping for up to nine rail tank cars on either track. The rail spur siding can accommodate 36 cars (58 feet each) with 18 in position to unload. The site is permitted by Wyoming Department of Environmental Quality and the city of Evanston for handling asphalt, diesel, liquid natural gas, barite, natural sand, and/or proppant. The city will own and plans to lease the facility to interested businesses. The property is located at 66 Rail

Center on the west side of Evanston and west of the Union Center Business Park at the end of the previously BRC funded Commerce Drive. The Union Center Business Park includes, Union Tank (60 employees), SGL Carbon Fiber (60 employees), and Northstar (Over 70 employees in the former Everett Graphics' building).

Project Goals and Public Benefit

The purchase of the rail site provides the city of Evanston the opportunity to offer the only available rail access site in southwest Wyoming. The site was most recently utilized as an asphalt transloading facility and of the last 30 business leads provided to the community through WEDA, 13 have requested rail access. This project will make the city more competitive in recruiting the projects that request rail access. The acquisition of the property also provides the community with the future ability to construct a city owned spur into the Union Center Business Park because of the project site's close proximity to the business park.

The primary goal of this project is for the city of Evanston to purchase the eight acres of rail accessed property and the



accompanying assets. The next goal would be to lease the property to one or more companies within a one-year time frame. The community has already identified three potential businesses that are interested in the utilizing the site.

The city of Evanston is requesting more than the \$1 million maximum allowed under the Community Readiness program. The project is considered by staff as a unique economic development opportunity. The rail component of the project creates a development opportunity that is not currently available in the community, county, or southwest region of the state. This project builds upon a local asset and positions the community well for future development. One of the strategies identified in the WBC business plan is “Partner to increase the availability of a diverse and a logistical favorable transportation infrastructure system.” The project not only makes the current site available for rail projects, but the community’s future plans to extend a rail spur from this site to their other properties in the Union Center Business Park would not be possible without this project’s success.

Revenue Recapture

Revenue recapture for this project will be in the form of lease payments back to the city of Evanston. The community is projecting a twenty year recapture term with a 4% return generating \$127,200 annually. Over the 20 year term the city of Evanston will recapture \$2,544,000. The revenue recaptured will be used as follows:

- 40% for commercial and/or industrial land acquisition
- 20% for future grant fund matching
- 10% for infrastructure/building development on commercial/industrial sites
- 10% for revolving loan funds
- 10% for economic development studies and/or plans
- 5% for marketing
- 5% for other economic development related projects

Timeline

The property acquisition is anticipated to be completed in March of 2013.

Project Funding

The total project cost is \$1,742,258 of which the Community Readiness grant request is \$1,480,919. The cash match for the project is \$257,039 and is from the city of Evanston. The in-kind match is \$4,300 and is for the cost of the appraisal paid by the city of Evanston.

Sources	
BRC amount	\$ 1,480,919
Cash Match	\$ 257,039
In-kind Match	\$ 4,300
Total eligible project cost	\$ 1,737,958
BRC % of total eligible project costs	85%
Local % of total eligible project costs	15%
Uses	
Land Acquisition	\$1,742,258
Total Project Cost	\$1,742,258

Regional Comments by Elaina Zempel

The proposed purchase or the rail siding by the city of Evanston is beneficial to the community on several fronts:

1. The rail site is in good condition and was in use until 2011.
2. The components including: the 100 foot truck scale, mobile office, truck loading rack, rail pump, asphalt reclaimers, steam and condensate piping, and product piping for up to nine rail cars are all in good working condition.
3. The inclusion of the eight acres in the purchase enhances the ability to build a building if desired on the site.
4. The potential of extending a spur from this site to the Union Center Business Park.
5. The rail site is on a Union Pacific mainline.
6. At least three companies have already expressed interest in leasing the site.
7. The potential of further developing the city of Evanston's recapture funds.

This type of rail infrastructure is rare in southwest Wyoming and the opportunity to acquire the property should not be missed.

Staff Recommendation

Staff believes this project presents a unique economic development opportunity for the city of Evanston as well as Wyoming. The trans-loading facility provides the city of Evanston and the region with a unique opportunity to purchase and utilize a property that is not currently available. Staff recommends funding this project as requested contingent upon the following:

- Receipt of environmental evaluation documentation for the property.



Detailed Analysis of Project

Evanston			
	Evaluation Criteria	Criteria Met	Notes
Primary Job Creation (Jobs bringing new wealth to the community)	Future Creation	Yes	The project creates the potential for future of business development and job creation.
Community Workforce Development	Develops Community Momentum in Unique Market Niches	Yes	Rail is a unique asset for Evanston, this project further enhances the community's unique asset.
	Helps Meet Demand for Social Services	N/A	
	Helps Diversification Efforts	Yes	The project diversifies Wyoming's economy by making available more rail served sites
	Community/Economic Dev. Goals Related to Specific Plan	Yes	The project relates to goals in the Evanston 2010 Plan: A Community Vision and the 2011 Community Assessment.
	Improved Ability to Retain, Attract, Expand Businesses	Yes	The rail site would be the only one with direct rail access available in the region.
	Improved Workforce or Entrepreneurial Training	No	
	Economic Development Recapture Plan	Yes	The revenue recapture plan projects a 4% return on the investment.
	Satisfactory Performance on Past Projects	Yes	
Additional Evaluation Criteria	Leverage Additional Private Investment	No	However, the potential is there as once a new business relocates to the rail site.
	BRC Loan	No	
	Main Street or Certified Tourism Community Project	N/A	
	Project Readiness	Yes	



Rock Springs

\$988,682 Community Readiness Downtown Development Grant for the Bunning Transfer Building Renovation Project

Staff Recommendation: Fund as Requested

Project Description

The city of Rock Springs requests a \$988,682 for a Community Readiness Downtown Development Grant to rehabilitate the John Bunning Transfer Building. The structure is located at 603 Main Street in downtown Rock Springs. Grant funds will pay for the upgrading of the electrical, plumbing, and mechanical systems; replacement of exterior window and awnings; site work; ADA fixtures and access improvements; and exterior/interior remodeling. All work will be completed to be in compliance with the Secretary of the Interior Standards for the Treatment of Historic Properties guidelines to ensure that the historic integrity of the building is maintained.

The 10,708 square foot John Bunning Transfer Building was built in 1917-1918 by the Union Pacific Railroad. In 2010, the building was deeded to the city of Rock Springs. The structure consists of a main office space in the front portion of the

building and a large open indoor space in the back of the building that was originally used as the freight transfer space. The first floor office space will be remodeled and utilized by the Urban Renewal Agency/Main Street program as their office, the second floor space will be used as storage, and the back warehouse space will be utilized for community related events such as an indoor farmers market. The city of Rock Springs will operate and maintain the facility in conjunction with the Urban Renewal Agency/Main Street program.

Project Goals and Public Benefit

The revitalization and utilization of historic buildings in Rock Springs is a primary mission of the Rock Springs Urban Renewal Agency/Main Street program and the city of Rock Springs. Providing ADA accessibility and public ADA restrooms in the downtown area is important and was identified as a need in the 2007 Branding, Marketing, and Development Action Plan.



The revitalized facility will be utilized as a visitor/information center for the downtown area. The indoor events space will be the only space that can accommodate large indoor events in the downtown. Events will include a winter farmers market, indoor pumpkin patch, craft fairs, pottery classes, indoor car audio competitions, workshops, holiday events, auctions, community garage sales, and related events.

The goals for the project include the basic rehabilitation of the building, increasing visitors to the downtown by 30%. Visitors are tracked using a guestbook and will continue to be tracked in the same manner. The project will provide ADA accessible public restrooms and the facility will be staffed a minimum of five days a week from 8:00 a.m. to 5:00 p.m. The restrooms will remain open seven days a week from 8:00 a.m. to 9:00 p.m. for public access.

Revenue Recapture

The revenue recapture for this project will be generated by the rental fees charged to utilize the facility for events and activities. The city of Rock Springs projects that \$95,000 will be generated during the first five years after construction has been completed. The recaptured revenue will be utilized as follows:

- 40% will be used for a revolving loan fund
- 30% will be used for operations and maintenance
- 30% will be used for façade grants and downtown beautification projects

Timeline

It is anticipated that the construction will be completed by December 2013.

Project Funding

The total project cost is \$1,243,682 of which the Community Readiness Downtown Development grant request is \$988,682. The \$140,000 local cash match will come from the following sources: \$100,000 from the city of Rock Springs, \$20,000 from the Wyoming Main Street Technical Assistance grant, and \$20,000 from the Rock Springs Urban Renewal Fund. The \$115,000 in-kind match is the building value. The facility will cost \$93 per square foot to renovate, excluding non-construction costs and land value.

Sources	
BRC amount	\$ 988,682
Cash Match	\$ 140,000
In Kind Match	\$ 115,000
Total eligible project cost	\$ 1,243,682
BRC % of total eligible project costs	79%
Local % of total eligible project costs	21%
Uses	
Land Acquisition	\$115,000
Non Construction Costs	\$136,357
Construction Costs	\$992,325
Total Project Cost	\$1,243,682

Regional Comments by Pat Robbins

This project will rehabilitate a publicly owned building in downtown Rock Springs. The renovation project will bring the building up to code; allow it to be used for community events,

provide public restrooms, create a downtown visitors information center, and create a permanent home for the Rock Springs Main Street program. The project will be under the direction of the Rock Springs Urban Renewal Agency/Main Street program and will serve as a catalyst for renovation of other downtown buildings.

This project is an important component in the renovation and rehabilitation of the Rock Springs downtown. The city of Rock Springs has completed and adopted a tourism destination development plan, and has systematically undertaken projects to revitalize the downtown including the Broadway Theater renovations, a comprehensive way-finding program, and façade improvements. This project furthers those efforts and compliments both the city of Rock Springs' strategic plan as well as the plan for the Rock Springs Urban Renewal Agency/Main Street program.

Main Street Comments by Britta Fuller

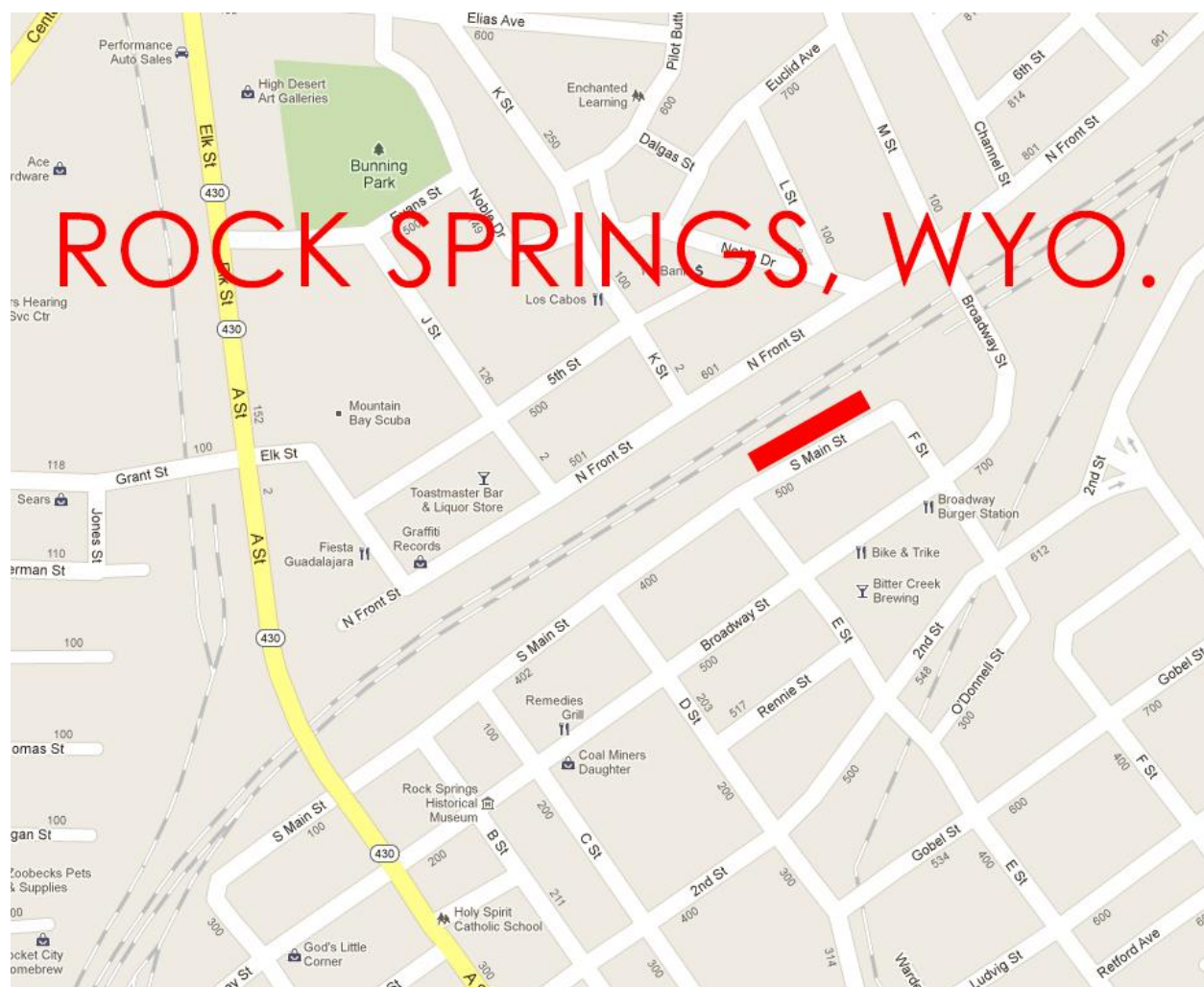
The Rock Springs Urban Renewal/Main Street program has utilized the Historic Architecture Assistance Fund program to get design work completed for this project. The project is also going to follow the Secretary of Interiors Standards for Historic Buildings and the community has contacted the Wyoming State Historical Preservation Office to ensure that the renovations would not hurt the historical integrity of the building.

The project moves the community one step closer toward meeting established goals of eliminating blight in their downtown. The city of Rock Springs has a high vacancy rate in their downtown and a project such as this could entice other property owners to rehabilitate their properties in the area.

The added traffic that will result from the events and activities hosted in the rehabilitated facility will benefit area businesses. The revenue recapture from the rental of the facility will be used to benefit the downtown through grants and loans. This model has been proven successful in other communities throughout the state.

Staff Recommendation

Staff recommends funding as requested.



Detailed Analysis of Project

Rock Springs			
	Evaluation Criteria	Criteria Met	Notes
Primary Job Creation (Jobs bringing new wealth to the community)	Future Creation	Yes	The rehabilitation of the blighted, unused facility will lead to potential future job creation by creating momentum in the downtown.
	Develops Community Momentum in Unique Market Niches	No	However, the Urban Renewal Agency/Main Street's efforts could create the momentum to entice additional downtown development.
Community Workforce Development	Helps Meet Demand for Social Services	N/A	
	Helps Diversification Efforts	Yes	The project will create another amenity that diversifies the downtown.
	Community/Economic Dev. Goals Related to Specific Plan	Yes	The project relates directly to the Rock Springs Strategic Plan and the 2007 Branding, Marketing, and Development Action Plan.
	Improved Ability to Retain, Attract, Expand Businesses	No	
	Improved Workforce or Entrepreneurial Training	No	
	Economic Development Recapture Plan	Yes	The project will recapture \$95,000 over the first five years of the project.
	Satisfactory Performance on Past Projects	Yes	
Additional Evaluation Criteria	Leverage Additional Private Investment	No	
	BRC Loan	No	
	Main Street or Certified Tourism Community Project	Yes	Rock Springs became a Main Street program participant in 2007
	Project Readiness	Yes	

Business Ready Community
Grant & Loan Program



Rawlins

\$680,000 Community Readiness Downtown Development Grant for the Rawlins Downtown Multimodal Plan Project

**Staff Recommendation:
Fund as Requested**

Project Description

The city of Rawlins requests a \$680,000 Community Readiness Downtown Development grant to develop the streetscape on Cedar Street from 3rd to 6th Streets in downtown Rawlins and extends beyond US Highways 30 and 287. The project includes converting a three-block area of Cedar Street from four-lane to three-lanes and adding a stop sign at the corner of 4th and Cedar Streets. The project will add a virtual medium lane for loading/unloading and turning to Cedar Street. Grant funds will pay for 7,150 square yards of pavement removal, 1,170 cubic yards of concrete, 30 signs, benches, trash receptacles, and street/crosswalk painting. The city of Rawlins will own and maintain the infrastructure associated with this project.

Project Goals and Public Benefit

The downtown is an asset in Rawlins and one that the community continues to build upon. The

city of Rawlins in partnership with the Rawlins Downtown Development Authority/Main Street have developed the 2011 Rawlins Downtown Development Plan to strategically meet the goals and priorities of downtown Rawlins and the community and this project is the first phase in implementing the plan. The project will allow a 33% increase in parking in the site area. The project will improve the traffic flow and safety for pedestrians within the project area. Currently trucks unloading inventory for a business must stop and block the traffic flow, the new median



will allow trucks to park in that area and traffic flow will not be affected. Decreasing the four-lanes to three-lanes will make pedestrian crossing much safer. In addition, the enhanced aesthetics that will occur as a result of this project will increase the ability to attract new businesses and new customers to the downtown.

The goals of the project are to create a dynamic downtown environment that will increase the traffic flow, but also create a safer environment for both pedestrians and motorists. The project will benefit the businesses in the downtown by increasing the potential customers that will result from the improvements to be completed by this project. Improving the livability and safety of the downtown area is another goal. Finally, the resurfacing and redesigning of Cedar Street will provide a basis from which other phases of the downtown improvements identified in the community's planning process can build upon.

Revenue Recapture

The proposed grant funded infrastructure is not revenue generating infrastructure.

Timeline

Construction is anticipated to be completed by the end of October 2013.

Project Funding

The total project cost is \$800,000 of which \$680,000 is being requested from Community Readiness Downtown Development grant funds. The cash match of \$75,000 will come from the following sources: Rawlins DDA/Main Street (\$40,000), city of Rawlins (\$30,000), and Wyoming Main Street Technical Funds (\$5,000). The in-kind match of \$45,000 will come from the city of Rawlins and includes the cost of the Rawlins Downtown Plan, the solar lighting, and the bike racks that will be installed in the project area.

Sources	
BRC amount	\$ 680,000
Cash Match	\$ 75,000
In Kind Match	\$ 45,000
Total eligible project cost	\$ 800,000
BRC % of total eligible project costs	85%
Local % of total eligible project costs	15%
Uses	
Non Construction Costs	\$157,011
Construction Costs	\$642,989
Total Project Cost	\$800,000

Regional Comments by Pat Robbins

The city of Rawlins has spent the past few years planning a strategy for growth. Key to that strategy is the downtown area, under the direction of the Rawlins DDA/Main Street program. The Rawlins DDA/Main Street has had a thorough downtown redevelopment plan completed. This plan includes the creation of a brand, the renovation of unused buildings, way finding and directional signs, façade improvements, and a redesign of the parking and streetscape. This grant will help them complete the parking/streetscape portion of their plan.

This grant will fund a redesign of parking to facilitate more activity in the downtown area. It will also allow for handicapped parking, the placement of bike racks, and additional seating in the project area. The hope is that these enhancements will result in more sales in the downtown, more interest in the available buildings and store fronts, and create a more livable space for mixed use development. The grant would fund improvements that are a critical component in the overall revitalization plan created for downtown Rawlins.

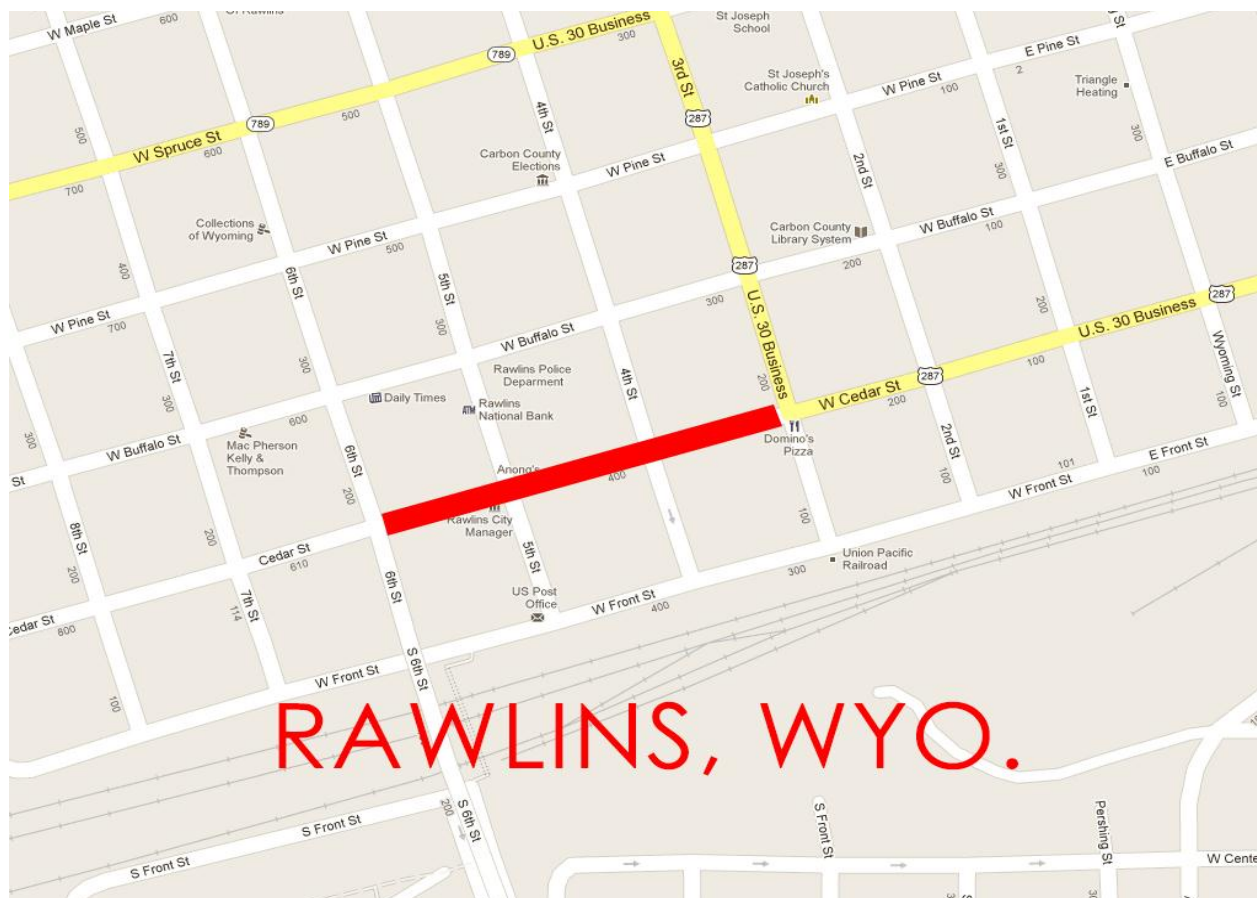
Main Street Comments by Britta Fuller

The Rawlins Downtown Multimodal Plan project is a solid next step for the community in revitalizing their downtown, not only aesthetically, but also from a safety perspective and increasing tax revenue in the downtown. The project will assist the community in moving toward more mixed-use buildings in the downtown.

Rawlins is projecting a major increase in growth due to a number of factors, so the timing of this project coincides with the timing of the growth. The Rawlins Main Street program is a strong program and this project is a logical next step in the development of the community.

Staff Recommendation

Staff recommends funding as requested.



Detailed Analysis of Project

Rawlins			
	Evaluation Criteria	Criteria Met	Notes
Primary Job Creation (Jobs bringing new wealth to the community)	Future Creation	Yes	Studies have shown that vibrant downtowns are amenities that business looks for when making location decisions.
Community Workforce Development	Develops Community Momentum in Unique Market Niches	No	However, redevelopment of the downtown can provide momentum for future economic development activity.
	Helps Meet Demand for Social Services	N/A	
	Helps Diversification Efforts	Yes	The project diversifies Rawlin's amenities and increases the livability of the community.
	Community/Economic Dev. Goals Related to Specific Plan	Yes	The project is the first phase in the implementation of the 2011 Rawlins Downtown Development Plan.
	Improved Ability to Retain, Attract, Expand Businesses	Yes	Downtown improvement projects have been proven to increase traffic flow/shoppers and the number of businesses.
	Improved Workforce or Entrepreneurial Training	No	
	Economic Development Recapture Plan	N/A	
	Satisfactory Performance on Past Projects	Yes	
Additional Evaluation Criteria	Leverage Additional Private Investment	No	
	BRC Loan	No	
	Main Street or Certified Tourism Community Project	Yes	Rawlins became a Main Street program participant in 2006
	Project Readiness	Yes	

BRC – Project Rankings and Evaluation

Evaluation Criteria and Ranking

The WBC evaluates a proposal independent of other proposals and utilizes one or more of the criteria and measures found in the following chart. There may be other aspects of a proposal that prevent it from being recommended for funding. In addition to the evaluation criteria set in rule, applicants are asked to compare jobs to be created with the Wyoming Self Sufficiency Standard wage rate for the county. The Self Sufficiency Standard measures how much income is needed for a family of a certain composition in a given place to adequately meet their basic needs including: housing, child care, food, transportation, health care, and taxes. For the purposes of BRC, Self Sufficient Wages were averaged for about 30 common family types, all headed by a single wage earner.

	Direct Creation over Three Years			Future Creation (Additional Business Ready Space)			Wages Exceed Self Sufficiency, Mean or Median			New Wealth in Community			If not new wealth, then Social Services			Builds upon Unique Assets and Market Niches			Diversification Efforts			Community/Economic Dev. Goals Related to Specific Plan			Improved Ability to Retain, Attract, Expand Businesses			Improved Workforce or Entrepreneurial Training			Satisfactory Performance on Past Projects			Economic Development Recapture Plan			Business Startup			Business Recruitment			Business Expansion			Private Investment			Increase in Business Revenue			Business Plan			Increase in Market Share			Leverage Additional Private Investment			BRC Loan			Main Street or Certified Tourism Community Project			Project Readiness					
	Job Creation			Community/Workforce Development										Business Development										Add'l Eval Criteria						Staff Recommendation																																										
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