

## Board of Directors Agenda | by Zoom Webinar | Thursday, December 9, 2021

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

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*Dress Code is business attire*

### **9:00 a.m. Convene Public Meeting – Co-chair Kim DeVore**

- Pledge of Allegiance *(all participants will be muted)*
- Welcome and Roll Call of Board Members
- **ACTION ITEM:** Consideration of approval of Minutes for the September 30 Regular Meeting at Casper
- *Written reports from the Field Operations team begin on Page 11*

### **9:10 a.m. CEO / Strategy Report – Chief Executive Officer Josh Dorrell**

### **10:15 a.m. Services Standing Committee – Chairwoman Pam Thayer**

- **Services Division Update** – Services Division Director Brandon Marshall

### **10:45 a.m. Operations Standing Committee – Chairwoman Kathy Tomassi (Page 17)**

- **Q1FY22 Financial Report** – Accounting Manager Lyndsay Orr, CPA
  - **ACTION ITEM:** Consideration of acceptance of Q1FY22 Financial Report
- **Quarterly Personnel Report** – Human Resources Manager Chava Case
- **Policy Updates: Contracts and Public Relations** – Agency Services Manager Warren Appel

### **11:30 a.m. Investments Standing Committee – Chairman John Coyne III (Page 25)**

- **Amendments to Administrative Rules for the Business Ready Community Grant & Loan Program** – Agency Services Manager Warren Appel
  - **ACTION ITEM:** Consideration of adoption of amendments to Administrative Rules
- **Quarterly Challenge Loan Report** – Business Finance Analyst Justin Mabie
  - **ACTION ITEM:** Consideration of acceptance of quarterly Challenge Loan report
- **Weber Ag, LLC Charge-off Memorandum** – Economic Development Finance Manager Josh Keefe
  - **ACTION ITEM:** Consideration of staff recommendations
- **Town of Alpine Pre-Treatment Facility Memorandum** – Grants Projects Manager John Wendling
  - **ACTION ITEM:** Consideration of staff recommendations
- **City of Cheyenne F.E. Warren AFB Enhanced Use Lease Extension Memorandum** – Grants Projects Manager John Wendling
  - **ACTION ITEM:** Consideration of staff recommendations

*(continued on next page)*

- **City of Lander Maven Headquarters Loan Increase Memorandum** – Grants Projects Manager John Wendling
  - **ACTION ITEM:** Consideration of staff recommendations
- **SEEDA Vacutech Repayment Memorandum** – Grants Projects Manager John Wendling
  - **ACTION ITEM:** Consideration of staff recommendations

**12:30 p.m. Lunch Break**

- All participants will be muted

**1:00 p.m. Investments Standing Committee (continued)**

- **Brownfield Revolving Loan Fund Project Presentation: Acme Power Plant** – Business Finance Analyst Justin Mabie, Cindi Martinez (Brownfield and Orphan Sites Remediation Program Supervisor, Wyoming DEQ)
  - **ACTION ITEM:** Consideration of staff recommendations
- **Review of BRC Budget and Allocation Plan, Applications Received** – Community Development Manager Noelle Reed

| BRC Applications Received September 1, 2021 |                                      |                     |                     |                      |
|---|--------------------------------------|---------------------|---------------------|----------------------|
| Applicant                                   | Project                              | Type                | Request             | Staff Recommendation |
| Cheyenne, City of                           | Project Bison                        | Managed Data Center | \$ 2,250,000        | \$ 2,250,000         |
| Shoshoni, Town of                           | Business Park Sewer Infrastructure   | Community Readiness | \$ 1,583,419        | \$ 1,583,419         |
| Jackson, Town of                            | Summit Community Connector Project   | Community Project   | \$ 52,926           | \$ -                 |
| Shoshoni, Town of                           | Full-Service Hotel Feasibility Study | Planning Grant      | \$ 25,000           | \$ 25,000            |
| <b>Total Requests</b>                       |                                      |                     | <b>\$ 3,911,345</b> | <b>\$ 3,858,419</b>  |
| <b>Total Available BRC Funding</b>          |                                      |                     |                     | <b>\$ 32,551,410</b> |
| <b>Funds remaining if awarded</b>           |                                      |                     |                     | <b>\$ 28,692,991</b> |

| Q2 Allocation  |            |                 |                         |
|--|------------|-----------------|-------------------------|
| BRC Project Types                                    | Priorities | % of Allocation | Q1 Allocation Available |
| Business Committed & Managed Data Ctr Cost Reduction | High       | 45%             | \$ 4,882,711            |
| Community Development                                | Medium     | 54%             | \$ 5,859,254            |
| Planning   | Low        | 1%              | \$ 108,505              |
|  |            |                 | <b>\$ 10,850,470</b>    |

- **ACTION ITEM:** Consideration of staff recommendations for each project

**3:00 p.m. Other Board Matters**

- **Nominating Committee for 2022 Board Officers** – Co-chair Kim DeVore
- **Next Meeting of SLIB:** Thursday, February 3, 2022
- **Standing Committees** will meet quarterly as follows (invites via Google Calendar):
  - **Investments Standing Committee** meets on Tuesdays at 10:00 a.m.
    - January 25, April 12, August 9, November 15
  - **Strategy Execution Standing Committee** meets on Tuesdays at 2:00 p.m.
    - February 1, April 12, August 9, November 15
  - **Operations Standing Committee** meets on Wednesdays at 10:00 a.m.
    - February 2, April 13, August 10, November 16

- **Services Standing Committee** meets on Fridays at 10:00 a.m.
  - February 4, April 15, August 12, November 18
- **2022 Regular Meetings** of this Board will be as follows:
  - February 23-24 at Cheyenne
  - Wednesday, May 11 by Zoom Webinar
  - September 7-8 at Southwest Wyoming TBA
  - Thursday, December 15 by Zoom Webinar

## **REGULAR MEETING of the WYOMING BUSINESS COUNCIL BOARD OF DIRECTORS**

**Thursday, September 30, 2021 | At Casper College and concurrently by Zoom Webinar**

**BOARD PRESENT:** Erick Arens, Chuck Brown III, John Coyne III, Kim DeVore, Mike Easley, Cindy Johnson, Chuck Kenyon, Jason Kintzler, Alex Klein, Mark Law, Erin Moore, Pam Thayer, Kathy Tomassi

**STAFF PRESENT:** Bert Adam, Sue Akey, Warren Appel, Chava Case, Josh Dorrell, Sarah Fitz-Gerald, Kristin Fong, Amy Grenfell, Ron Gullberg, Brandi Harlow, Kiley Ingersoll, Josh Keefe, Devin Kenney (AG Counsel), Julie Kozlowski, Wendy Lopez, Justin Mabie, Brandon Marshall, Brandi Monger (Deputy AG), Lyndsay Orr, Marcio Paes-Barreto Ben Peterson, Amy Quick, Noelle Reed, Kim Rightmer, Jill Tregemba, Heather Tupper, John Wendling, Elaina Zempel

### **CONVENE PUBLIC MEETING and WELCOME TO CASPER**

Co-chair Kim DeVore called the meeting to order at 10:08 A.M. and led the Board in the Pledge of Allegiance. Roll was called and quorum was established.

- **ACTION ITEM:** Motion to approve September 2021 Consent Agenda by Ms. Johnson, second by Mr. Law, and no discussion. Motion carried unanimously.

East Central Regional Director Kim Rightmer welcomed the Board to Casper with updates on happenings since this Board's virtual visit to Casper this past March. The Board then heard remarks from Jason DeWitt, President/CEO of the Casper Chamber of Commerce.

### **CEO UPDATE**

Chief Executive Officer Josh Dorrell then provided an update to the Board regarding recent organizational changes focused on operationalizing innovation through our cross-organizational strategic initiatives teams and related foundational projects. Dorrell spoke to the importance of leveraging the teamwork and lessons learned from the 2020 Business Relief Programs in re-tooling our services delivery and the way we engage our stakeholders and partners.

### **STRATEGIC EXECUTION STANDING COMMITTEE**

Committee Chair Alex Klein introduced Chief Strategy Officer Sarah Fitz-Gerald and Programs Services Innovator Marcio Paes-Barreto for an update on strategic projects and the engagement of the Harvard University Growth Lab to support several large projects from legacy and nuclear energy to EDA's Build Back Better and opportunities funded by the American Rescue Plan Act (ARPA).

Strategic Communications Lead Amy Quick then led the Board on a presentation reviewing the recent work to improve internal and external communications and resources, particularly the development of a new website and engagement with contractors to assist with certain public relations functions.

### **FIELD OPERATIONS UPDATES**

The Board heard updates from Southeast Regional Director and Field Operations Lead Heather Tupper, Northwest Regional Director Kristin Fong, Northeast Regional Director Brandi Harlow, Southwest Regional Director Kiley Ingersoll, and West Regional Director Elaina Zempel.

## SERVICES STANDING COMMITTEE

Committee Chair Pam Thayer introduced the agenda items for consideration today, then turned to staff for presentations.

### WYOMING WOMEN'S BUSINESS CENTER FFY2022 SERVICES CONTRACT

Services Division Director Brandon Marshall presented the FFY22 services contract with the Wyoming Women's Business Center, which Marshall explained is comparable to contracts in previous years. The Board then heard comments from WWBC Executive Director Wendy Fanning who expressed her thanks to the WBC for its continued support and a brief presentation on the services offered and the number of businesses affected by these services.

- **ACTION ITEM:** Motion to approve FFY2022 Contract as per staff recommendations by Mr. Kenyon, second by Mr. Law, and no discussion. Motion carried unanimously with Ms. Moore excused.

### BROADBAND PROGRAM UPDATE

Broadband Manager Ryan Kudera presented updates to the Board on the current state of the Broadband Program including the status of mapping and recent upgrades to the broadband map, the state program, the pending award of federal NTIA grant funds and the launch of the Connect Wyoming program in mid-November using ARPA funds. Kudera also spoke on other potential federal funding sources for ongoing development.

### ADMINISTRATIVE RULES FOR THE BROADBAND DEVELOPMENT GRANT PROGRAM

Agency Services Manager Warren Appel presented the Board with the proposed final rules for Chapter 3 covering Confidential Provider Information, clarifying these rules incorporate two specific changes which come as a result of public comments received but are otherwise consistent with the Emergency Rules adopted by this board on July 12.

- **ACTION ITEM:** Motion to adopt rules for Chapter 3 as presented by staff by Ms. Moore, second by Mr. Arens, and no discussion. Motion carried unanimously.

Appel then led the Board on an introduction of the proposed Chapter 4 rules for the Connect Wyoming program, explaining this program aims to leverage as much as \$150 million of ARPA funding under Section 602 to fund broadband development for difficult-to-serve areas in Wyoming. Appel explained this program is the spiritual successor of the broadband funding program administered by the Council in 2020 using CARES funds, but incorporates the lessons learned and feedback received from that program to build a better program. Appel directed the Board's attention to a comment received prior to this meeting which is included in the board materials, and from which staff identified an error in the definition of "Eligible Applicant" which has since been corrected. Staff recommends adoption of these rules under the WBC's "exempt" rulemaking process, and for this reason, the Board is encouraged to accept public comment at this meeting prior to taking action on these rules.

- **ACTION ITEM:** Motion to open the forum for public comment by Mr. Brown, second by Ms. Moore, and no discussion. Motion carried unanimously.

The Board heard comments from Liz Zerga representing the Wyoming Telecommunications Association who thanked the board and staff for the correction of the Eligible Applicant. She then voiced concern with the definition of “Unserved and Underserved” as used in this program, as well as requesting the addition of “at least” to the speed definitions at 5(c)(i) as well as 10(h). Appel and AG Monger responded that the definition of “Unserved and Underserved” as well as the specification in 10(h) are mirrored from the interim federal rules and guidance, but the Wyoming rules can always be amended should the interim guidance change. Staff agreed the edit at 5(c)(i) would be consistent with the program.

Jason Hendricks of Range voiced appreciation for the change of eligible applicant and also spoke in favor of the changes at 5(c)(i) and 10(h) as proposed by Ms. Zerga.

Jim Moberly of Mountain West Technologies Corporation spoken against the inclusion of “at least” under 10(h), pointing to the difficulty of delivering high speeds in remote areas or locations far-removed from network hubs. Staff responded that there is an exception for such cases carved out in 10(h)(i) which allows for slower speeds where it is not feasible or practical to build faster networks.

Following closure of public comment by Ms. Thayer, Appel reviewed the proposed edits to the rules with this Board, which include the revisions to the eligible applicant definition and the addition of “at least” to the speed definitions at 5(c)(i).

- **ACTION ITEM:** Motion to adopt rules for Chapter 4 as revised by Ms. Moore, second by Ms. Tomassi, and no discussion. Motion carried unanimously.

## **OPERATIONS STANDING COMMITTEE**

### **4QFY21 FINANCIAL REPORT**

Committee Chair Kathy Tomassi introduced COO Amy Grenfell and Accounting Manager Lyndsay Orr for a review of the quarterly financials for the period ending June 30, with Orr pointing out this represents the end of fiscal year 2021 and places us midway through the biennium budget cycle, while also adding some detail about the CARES funds and loan funds balances.

Ms. Tomassi inquired about the status of the BRP audits, which Orr responded those are concluded and we do not anticipate additional audits, and noted the expiry of the CARES act as of December 31, 2021. COO Amy Grenfell commented there are still encumbrances in places for portions of the CARES funds which we are working to adjust to ensure funds are available where they are needed.

- **ACTION ITEM:** Motion to accept quarterly financial statements by Ms. Thayer, seconded by Mr. Kenyon, and no discussion. Motion carried unanimously.

### **FY21 AUDIT UPDATE, FY22-23 BIENNIUM BUDGET UPDATE, PERSONNEL REPORT**

Orr then provided the Board with a status update on the audit presently underway of the 2021 financials, suggesting the process is right on track for a presentation of the audit results at the December meeting of this Board and noting the delay in the 2020 audit caused by the late release of CARES guidance from the US Treasury.

Grenfell then presented the Board with an update on the budget process and the timeline from this point. The proposed budget was submitted at the end of August, and the WBC anticipates a hearing with the Governor in late October as well as an appearance before the Joint Appropriations committee in

January 2022. Grenfell said she expects to be able to share additional details about the budget proposal at the December meeting.

Grenfell concluded by noting the quarterly personnel report is included in the Board materials, noting the report was reviewed and approved at the committee meeting.

## **INVESTMENTS STANDING COMMITTEE**

### **MARKEE ESCROW SERVICES AMENDMENT 4**

Committee Chair John Coyne introduced Economic Development Finance Manager Josh Keefe to present the proposed Amendment Four to the contract with Markee Escrow Services. Keefe noted this Amendment extends the contract to expire June 30, 2022 and adds an additional \$140,000.00 for Markee to continue servicing the WBC loan portfolio according to an established fee schedule. Staff recommends approval of the proposed amendment.

- **ACTION ITEM:** Motion to approve Amendment Four to the Contract with Markee Escrow Services by Mr. Kenyon, second by Ms. Thayer, and no discussion. Motion carried unanimously.

### **4QFY21 QUARTERLY CHALLENGE LOAN REPORT**

Business Finance Analyst Justin Mabie then presented the quarterly Challenge Loan Report, noting four past-due loans this quarter and efforts to collect or bring those into compliance. The Loan Loss Reserve remains adequate for the portfolio including a full reserve on the Weber Ag loan, and the available balance is just under \$7.1m.

- **ACTION ITEM:** Motion to accept quarterly Challenge Loan report by Mr. Arens, second by Ms. Johnson, and no discussion. Motion carried unanimously.

### **BRC APPLICATION AND EVALUATION TOOL UPDATES**

Investments Division Director Julie Kozlowski presented the updated Business Ready Community grant and loan application and evaluation tool, noting this was a cross-team collaborative effort to begin alignment of all WBC investments with the economic development strategy and reflects recent updates to program rules. Kozlowski noted this is merely a tool to provide a consistent framework for applications, a roadmap for informing questions and discussions, allows for more objective project evaluation, and also sets the state for eventual migration to a fully-online application.

Kozlowski presented the updated evaluation criteria, including Job Quality or the analysis of how the jobs “fit” in the community; Company Strength or the analysis of the company’s potential to impact the community, region and state; Community Engagement or the analysis of the community’s due diligence, scope and impact of project on the local community; and finally State Considerations or the analysis of whether each investment’s impacts the state’s economic development endeavors.

Kozlowski concluded by specifying that most projects include an Attorney General opinion on constitutionality so a clear recommendation can be made to the State Loan and Investment Board.

### **CITY OF TORRINGTON – M LAZY HEART FEED MILL**

Community Development Manager Noelle Reed discussed the current budget and allocation plan, then presented staff recommendations for the application from the City of Torrington for a \$3m Business Committed Grant and \$3m Business Committed Loan for the construction of the M Lazy Heart Feed Mill.

Board member Mike Easley asked if the 80% sold outside of the Goshen County would be formally required by WBC staff. Ms. Reed stated that staff has discussed this, and that we can add it to the grant agreement and/or include it in the performance metrics reporting.

Board member Kathy Tomassi asked if the federal licenses needed are a contingency for this project. Ms. Kozlowski stated that there is not a timeline for when that will be achieved, as they cannot start the licensing processing until the facility is complete, so it is not a contingency.

Ms. Tomassi then asked if the feed being produced is going to be overseen federally. Ms. Reed stated that it is not regulated in Wyoming, but there is an oversight process at the Federal level.

#### Public Comment:

City of Torrington Mayor Randy Adams stated he was in favor of the project. He added that this will bring jobs to the community; it is a local business with a vision and desire to investment in the community; and the Torrington City Council is fully in support of this project.

Scott Prusia, Goshen County Economic Development (GCED) Board President, also stated that GCED unanimously approved this project. It should have many benefits to the community. The business is a value-added ag company with roots in the community; it is a home run within economic development.

Business owners Paul & Christine Miller then gave an overview of how this project came to be and the history of the family and businesses.

Dr. Kelcey Swyers, Grassland Nutrition, is a nutritionist who has been in the feed business for 21 years. She stated that this project for the Millers is a natural progression of their current business. Dr. Swyers stated she is personally interested due to having a need for a feed mill like this for her current clients. She stated there are not any mills like this to service her customers in Wyoming. She added that most feed mills she has worked with are corporate owners so she is excited to work with a family-owned mill.

David Briggs, President/CEO of Westco Coop, stated that they are currently buying feed products from Nebraska, and that he is in favor of the project is it makes good business sense to produce a feed mill in Goshen County.

Ms. Tomassi asked what forms of transportation will the company be using, and what percent of the budget does that account for. Ms. Miller stated that they will use large bulk trucking and outside trucking sources as well. She was not sure the exact percentage that accounts for, but knows that it has been accounted for.

Ms. Tomassi then asked if they have considered the escalation in prices for building materials. Ms. Miller stated that they have found that steel prices are currently dropping so they hope another estimate will be similar to the project cost estimates; however, their private investor is aware there could be cost overruns and is prepared to handle that.

Ms. Tomassi then asked how the housing market was in Goshen County. Ms. Reed stated that GCED has this issue on their radar and is looking at ways to improve the housing situation. Brayden Connour,



GCED Business Development Director, added that they are working with local contractors, and will begin looking at possible solutions in October.

Board member Erick Arens asked for clarification on how GCED got to the extra funding numbers to Goshen Co and area growers. Mr. Connour stated that they took the numbers of acres/average yield and spot price – acres x yield x price plus the 25-cent basis from local purchases and reduced transportation costs.

Board member Alex Klein asked Ms. Miller why this project would not be feasible without WBC funds. Ms. Miller stated that they currently don't have the capital that is required at this time. She added that such a specialized project makes it hard to get typical financing, so without WBC funds any other sources would be more expensive.

Mr. Easley asked if the Millers would compare and contrast the Z&W Mills with theirs, and address the competition issue. Mr. Miller stated that they believe theirs will be much bigger in scale.

Shane Viktorin, Z&W Mills Manager, spoke in opposition of the project. He referenced concerns regarding undue competition, tax structure, constitutionality, lack of manufacturing experience, and disputed the validity of the Beef Study commissioned by the WBC and completed by Orbis Consulting.

Mr. Klein stated that Z&W has been in business for a long time; why have they never considered expansion. Mr. Viktorin stated that expansion has to come at the right time, and they have not seen the demand for an expansion so it's never been the right time for them.

Board member Jason Kintzler commented that the idea that the BRC program gives money to a business is not a fair assessment. Through revenue recapture this program does benefit the community.

Mr. Easley asked Mr. Viktorin if he could compare the volume being produced. Mr. Viktorin stated that 65,000 tons of feed is a lot, and they do not produce anywhere near that much.

Board Chair Kim DeVore asked what percentage of their customer base Z&W believes they will lose if this project is successful. Mr. Viktorin stated that would be difficult to answer without doing some calculations, but he felt that it would have an impact.

Chelsea Baars also submitted comments opposing this project. She referenced undue competition, constitutionality, tax structure, and shared a resolution recently passed by the Goshen County Farm Bureau Federation in opposition to the expenditure of public money to assist a business.

Devin Kenney, Attorney General's Office, stated that while he could not comment specifically on this project as they are still doing their review, generally with the BRC program these concerns regarding the constitutionality of projects could be raised on any project that involves a business or corporation and the AG has consistently opined in the past these are constitutional.

Mr. Kintzler asked if we provide subsidies or loans to beat growers or others. He added that it is not a novel idea for government agencies to assist businesses.

Kevin Baars also spoke in opposition of the project. He referenced number of jobs seems inflated, as well as undue competition.

Board member Mark Law stated that if you look at Wyoming there has been over \$1.2 billion in federal subsidies in the ag market.

Chair DeVore stated that the board appreciates everyone's comments. She added that the board has been working through this application for months. She also added that the law of the program, or the Constitutionality, is out of the Board's realm. Chair DeVore stated that there are performance measures included in every contract, and each application must provide data regarding jobs on a regular basis. Also, every business has the same opportunity to apply for WBC programs.

Board members Chuck Kenyon and Chuck Brown recused themselves prior to the project discussion. Board member Erick Arens recused himself when he became aware of a resolution by the Goshen County Farm Bureau Federation due to his affiliation with the Farm Bureau organization.

- **ACTION ITEM:** Motion to approve staff recommendations by Ms. Johnson, second by Mr. Kintzler, and no discussion. Motion carried unanimously with Messrs. Arens, Brown and Kenyon recused.

#### SHERIDAN RED GRADE TRAILS PROJECT AMENDMENT 1

Grants Project Manager John Wendling presented the Board with a proposed amendment to the grant agreement with Sheridan County for the Red Grade Trails project approved by this Board at the September 2020 public meeting. This proposed amendment reflects a modification to the scope of the original project and will result in the construction of an additional parking lot which will improve public accessibility to the trail system. Staff recommends approval of the modification request and amendment.

- **ACTION ITEM:** Motion to approve the proposed amendment by Mr. Kenyon, second by Ms. Moore, and no discussion. Motion carried unanimously with Mr. Brown excused.

#### OTHER BOARD MATTERS and ADJOURNMENT

Co-Chair Kim DeVore reminded the Board of the planned work session with ENGAGE scheduled for the following morning, upcoming standing committee meetings scheduled for the week of November 1, as well as the next meeting of this Board to be held by webinar on December 9, 2021.

There being no further business before this Board at this time, the meeting adjourned at 5:23 p.m.

*Respectfully Submitted,*

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*Kathy Tomassi, Secretary/Treasurer*

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*Warren R. Appel, Agency Services Manager*

## ***Regional Director Board Report***

**December 2021**

*Brandi Harlow, Northeast (Campbell, Crook, Johnson, Sheridan, Weston)*

*Elaina Zempel, West Central (Fremont, Sublette, Teton)*

*Heather Tupper, Southeast (Albany, Carbon, Goshen, Laramie)*

*Kiley Ingersoll, Southwest (Lincoln, Sweetwater, Uinta)*

*Kim Rightmer, East Central (Converse, Natrona, Niobrara, Platte)*

*Kristin Fong, Northwest (Big Horn, Hot Springs, Park, Washakie)*

The Regional Director team has had a busy final quarter of 2021. Taking advantage of the beautiful fall we experienced, many miles have been travelled to communities around the state as our partners have started working on projects focused on local resiliency. Networking opportunities such as the Wyoming Working Together Conference and Governor's Business Forum have allowed us to connect further and start thinking about what the new year will bring.

### ***Northeast***

#### **Crook**

Sundance recently completed their Community Revitalization Roadmap process. The process was led by Ben Levenger with Downtown Redevelopment through a contract with the WBC Rural Development Department. The process identified assets, needs and recommendations for future development. The next step is to work with the Sundance Economic Development Committee on prioritizing and implementing recommendations.

#### **Campbell**

The Wyoming Innovation Center, formerly known as Advanced Carbon Products Innovation Center, is expected to be completed in January 2021. This project was funded by a BRC Community Readiness award in 2017 and a US Department of Commerce Economic Development Administration award.

The next phase is to develop the Pronghorn Industrial Park into large industrial lots, to attract commercial scale businesses that have been proven in the Innovation Center.

Energy Capital Economic Development has partnered with the city, County and Chamber to complete a Community Review during the spring of 2022. The Community Review was awarded in 2019, however it has been postponed due to Covid.

#### **Johnson**

JOCO First Staff is organizing a “Sample of Wyoming” showcasing made in Wyoming products that will be held in Buffalo in March 2022.

There have been discussions about co-locating JOCO and the Johnson County Chamber of Commerce, but no firm plans have been developed.

### **Sheridan**

The Sheridan County Housing Needs Assessment is expected to be released in December 2021.

The Sheridan Economic Development Task Force is discussing the next steps for Sheridan. They are interested in doing a Community Review next spring and possible a full economic development plan in the near future.

SEEDA recently held a public hearing to apply for a BRC Planning grant to identify feasibility of developing a second new business park, since only four acres is available in the Hi-Tech Business Park.

### **Weston**

The City of Newcastle recently held a public hearing and approved a resolution to apply for a BRC Planning grant to explore the feasibility of creating a community meeting space to be used for several activities.

### ***West Central***

The Wyoming Business Council/Rural Development Program, have been contracting with Ben Levenger, Downtown ReDevelopment Services, to conduct Revitalization Roadmap exercises throughout the state. A USDA Grant, received by Rural Development, has helped retained the services of Ben Levenger. The Town of Marbleton was able to take advantage of the service on November 2-5, 2021. Community members, elected officials and business owners were interviewed and a community tour was conducted. The towns of Big Piney and Marbleton have recently seen a significant drop in enrollment in their school system. Stakeholders wanted to understand how to improve their community and the Revitalization Roadmap was a logical first step. Marbleton will now be able to utilize the report to develop a path forward.

The Town of Dubois will be hosting the Roadmap exercise in early December, 2021. Thanks to the Rural Development Program of the Business Council for providing this opportunity for these small communities.

I reported earlier on the economic development on-half per cent sales tax that Fremont County citizens voted for in the August 2020 primary. A collateral benefit to the sales tax is the increased conversation about economic development and what that looks like for the county as a whole and the individual communities.

Let me conclude by saying congratulations to Shoshoni High School football team on their state football championship. Go Wranglers!

## ***Southeast***

Planning, or thinking about planning has been on the mind of many partners in the Southeast region. Dusting off plans that were completed just before COVID has found that many need to be updated in order to address the need for economic resiliency at the community level. With new opportunities for funding being made available, communities are seeking guidance on the best way to move forward with economic development and diversification work.

Mainstreet leaders around the region are busy implementing plans to help their local businesses have another successful holiday season. Shop Small, Shop Local, Plaid Friday, and the Two Buck Challenge are all being implemented to remind and incentivize shoppers to support their downtown and local businesses.

In Goshen County, the Evergreen Plaza Assisted Living facility celebrated its grand opening at the end of October. The facility is open, and residents have started occupying the beautiful new hallways.

## ***Southwest***

Overall, I am continuing to spend time learning about all the opportunities and programs offered by the Wyoming Business Council. We are continuing to work on the foundational projects as a team and seeing progress with our processes. I was also able to attend the Governor's Forum in Cheyenne, Working Together Conference in Riverton, and Leadership Wyoming in Gillette and Cheyenne. This quarter, I have also attended a variety of workshops and webinars on specific topics including energy.

## **Lincoln**

On Tuesday, November 16, 2021, TerraPower announced their plan to locate the nuclear plant in Kemmerer, Wyoming. This news was overwhelmingly positive for the region and will be an economic boost to the area. After the announcement, many entities will start planning the next phases of this project for the area. Meetings should begin after the holidays with TerraPower, Rocky Mountain Power, and the local community to start determining needs and plans. With the announcement of the nuclear project, there could be many opportunities for all three of the Southwest Wyoming communities to cooperate and coordinate to meet the needs of the project. There is a lot of excitement in the Southwest Wyoming region.

<https://www.cnbc.com/2021/11/17/bill-gates-terrapower-builds-its-first-nuclear-reactor-in-a-coal-town.html>

Lincoln County is still looking to hire a county planner and support personal. They are coordinating with Unita County while their search continues to help with the applications.

## **Sweetwater**

Sweetwater County is planning and preparing to do a variety of town halls around the county to talk about economic development. These will begin in March and should take a few months to complete.

SEDC (Sweetwater Economic Development Coalition) is in the process of becoming a 501c3 agency.

Sweetwater County is also working on some small business education classes with Western Wyoming Community College which will be offered to the public for support of business owners and entrepreneurs.

Sweetwater County Tourism started a master planning process and plans to have the report developed by early next year.

Both Green River and Rock Springs had Main Street visits from the national representative this past quarter. They will receive a report with recommendations from the visits.

### **Uinta**

Evanston/Avalon Project: The Avalon project has started phase one construction for the sitework and should be completed shortly. They will then go out to bid on the next phase of the project.

Evanston/State Hospital Feasibility Study: The State Hospital was submitted as a potentially training facility in the Wyoming Energy Authorities EDA grant application for the Build Back Better grant. We are still waiting to see if this will be approved. The facility is owned by the State and managed by the Department of Health who has vacated the facility now that the new hospital is complete. Meetings continue to occur about the direction and uses this campus will be used for in the future.

Southwest Wyoming Outdoor Trail Systems (S.W.O.T.) signage has started in Uinta County though a grant from the Wyoming State Trails Council and continues to work on expanding the trail system throughout all Southwest Wyoming.

Uinta County is considering some planning for projects within the county to help with economic development and readiness for the community.

The Evanston Main Street program is transitioning with new leadership. They have rebranded as Downtown Evanston and are excited and passionate about the new direction the Main Street program is taking in Evanston.

### ***East Central***

### **Natrona**

COVID-19 caused a drop in demand for air service at Casper/Natrona County International Airport. As a result, the last remaining daily flight to Salt Lake City on Delta, operated by SkyWest Airlines, was at risk of being suspended. This would have left United as the sole provider of commercial airline service in and out of Casper.

The Wyoming Aeronautics Commission approved Natrona County's request to provide a 40% Minimum Revenue Guarantee (approximately \$302,000) on Delta flights from Casper to Salt Lake City from November through April. The Natrona County Commission committed a match of up to \$453,000.

The airline has eliminated service to smaller markets around the country where it was no longer profitable to operate. SkyWest cut one of its two daily flights between Casper and Salt Lake City in October and was set to terminate the other one by November without the revenue guarantee.

Once service has been eliminated from a community, it is extremely difficult to get it back when traffic picks up. The revenue guarantee will make it profitable for SkyWest to keep operating for the next 6 months in anticipation of air travel returning to normal loads.

## **Northwest**

### **Overview:**

Relationships throughout the region were maintained and improved. Communication efforts with Big Horn Basin EDO's, Chambers, and other partners were streamlined through weekly emails to share news and opportunities and regular monthly Zoom check-ins. In-person introductions and networking at WEDA's Working Together conference forged new and galvanized existing partnerships, while the panels and keynote at the Governor's Business Forum broadened our understanding of the region's role in the international economic outlook. Many of the communities are looking ahead to a busy holiday season, for which we hope to report successes next quarter. Regional staff joined a tri-state housing coalition (WY, MT, ID) to collaborate and address the growing demands for affordable and available housing inventory in the region.

## **Big Horn**

- Basin is prepping for holiday shoppers by hosting a parade and local shopping events.
- The town of Basin was awarded a \$2,500 Winter Placemaking grant to purchase a pop-up tent for community events.
- The Big Horn County Fairgrounds is reviewing several WBC and Federal grant and loan options to improve their facilities and increase the site's electrical efficiency. Discussions with WBC regional staff, fairgrounds staff, and County Commission continue.
- Antelope Butte Foundation and the Big Horn County Citizens for Economic Development organization are actively recruiting local service providers for the Connect Wyoming Program. WBC Regional staff has also referred them to the USDA ReConnect Program.
- Capacity for economic development continues to be a concern in this county, especially as Jeff Thornton is no longer part of Grow Greybull (he is since deceased) and Stormy Jameson has departed Lovell, Inc.

## **Hot Springs**

- Main Street Thermopolis continues to strive for increased community engagement and is hosting a holiday parade and regular monthly shopping events.
- Thermopolis is thrilled with the appointment of Kayla Kler as the new Mainstreet Manager and looks forward to continuing to work with her.
- Thermopolis's National Park Service/Main Street Facade Improvement Grant project is moving forward. The subgrant agreement for 521 Arapahoe is finalized while 535 Arapahoe and 109 S 6th Street is still in review with NPS.
- WBC staff liaised with Hot Springs County commission representatives and Hot Springs State Park staff to discuss improvements and expansions to the facilities and concessionaire agreements. They will review grant and loan options and hope to deliver a timeline, budget, and application later this month.

- A local grant-writer has identified interests in purchasing the old airport property and hopes to present a timeline for its development in 2022.

### **Park**

- Forward Cody's @the Square Coworking Space continues to bloom and offers monthly small business workshops to the public.
- Forward Cody was awarded a \$7,500 Winter Placemaking Grant to enter phase 2 of their Elk Plaza improvements.
- Powell Economic Partnership (PEP) reached out to WBC CEO for assistance liaising with the owner of the conference center project.
- Gluten Free Harvest and PEP are working with WBC staff to identify grant and loan opportunities for their expanding business with an eye toward larger contracts and improved and more efficient equipment and processing capabilities.
- Forward Cody and Powell Economic Partnership are collaborating with WBC staff to discuss value-added agriculture business recruitment and expansion.
- Wyoming Legacy Meats has some buyers interested in acquiring the operation and James Klessens of Forward Cody continues to update WBC staff on details.
- Park County held a public hearing for the disposal of the Sleeping Giant BRC grant funded infrastructure on November 16. No opposing public comments were recorded.
- WBC staff liaises with an affiliate of Best of the West to expand into a new carbon fiber production facility. Discussions continue.
- WBC's Taiwan Office initiated contact with Elutian Technologies to develop programs and services targeted toward adult English language learners. Regional staff and Ron Gullberg continue to facilitate discussions and refine pitches.
- WBC regional staff will attend SHOT show in Las Vegas, NV in January.

### **Washakie**

- Washakie County Library is complete! WBC staff is invited to the grand opening and ribbon cutting celebration on December 11.
- The relocation of Unique Precision Industries from CA continues to progress, although supply chain issues are impacting the construction timeline thus delaying their move.
- WBC's Taiwan Office has initiated contact with Amish Origins who is excited about their growing business and hopes to expand into international markets in 2023.
- The county is concerned about the decreased population reported by the census and is coordinating efforts to appeal.

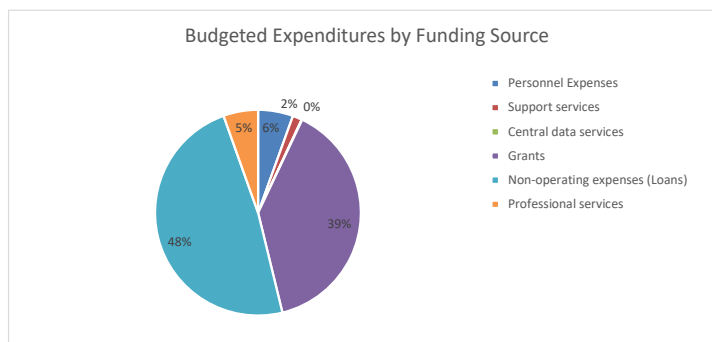


**Wyoming Business Council**  
**Quarter Ending September 30, 2021 (2021/2022 Biennium)**

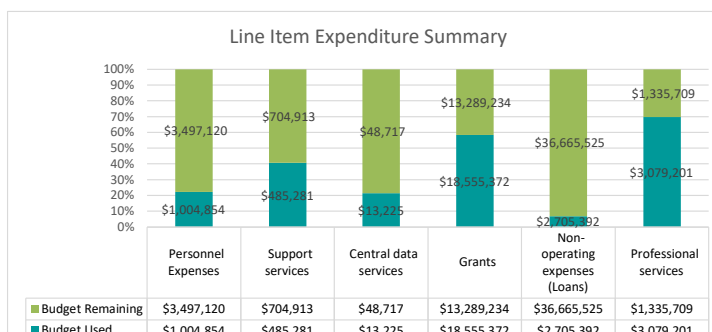
Optimum = 25%

| BUDGET SUMMARY                            | BUDGET               | EXPENDED             | ENCUMBERED          | BALANCE             | %             | Avail. Cash Balance | YTD Receipts |
|---|----------------------|----------------------|---------------------|---------------------|---------------|---------------------|--------------|
| <b>Economic Diversification</b>           |                      |                      |                     |                     |               |                     |              |
| <b>Investments</b>                        | <b>\$39,428,721</b>  | <b>\$87,435</b>      | <b>\$16,942,729</b> | <b>\$22,398,557</b> | <b>43.19%</b> |                     |              |
| General (BRC/CDBG)                        | \$25,000             | \$0                  | \$0                 | \$25,000            | 0.00%         |                     |              |
| Economic Loan                             | \$10,000             | \$1,010              | \$0                 | \$8,990             | 10.10%        |                     |              |
| Business Ready Communities (includes MRG) | \$39,393,721         | \$86,425             | \$16,942,729        | \$22,364,567        | 43.23%        |                     |              |
| <b>Services</b>                           | <b>\$4,012,980</b>   | <b>\$484,396</b>     | <b>\$2,301,475</b>  | <b>\$1,227,109</b>  | <b>69.42%</b> |                     |              |
| General                                   | \$2,766,292          | \$408,283            | \$2,060,014         | \$297,995           | 89.23%        |                     |              |
| Broadband Administration (fund 004)       | \$209,300            | \$4,245              | \$0                 | \$205,055           | 2.03%         |                     |              |
| Entrepreneurship                          | \$25,000             | \$409                | \$0                 | \$24,591            | 1.64%         |                     |              |
| Main Street                               | \$348,000            | \$24,649             | \$107,411           | \$215,940           | 37.95%        |                     |              |
| Markets & Expansion                       | \$359,389            | \$18,727             | \$21,550            | \$319,111           | 11.21%        |                     |              |
| Recruitment                               | \$242,500            | \$19,507             | \$110,000           | \$112,993           | 53.40%        |                     |              |
| Rural Development                         | \$62,500             | \$8,576              | \$2,500             | \$51,424            | 17.72%        |                     |              |
| <b>Wyoming Business Council</b>           |                      |                      |                     |                     |               |                     |              |
| <b>Operations</b>                         | <b>\$5,180,404</b>   | <b>\$1,160,182</b>   | <b>\$109,733</b>    | <b>\$3,910,490</b>  | <b>24.51%</b> |                     |              |
| Accounting                                | \$41,000             | \$0                  | \$0                 | \$41,000            | 0.00%         |                     |              |
| Agency Services                           | \$394,831            | \$52,674             | \$109,733           | \$232,424           | 41.13%        |                     |              |
| Board                                     | \$31,550             | (\$929)              | \$0                 | \$32,479            | -2.94%        |                     |              |
| Executive                                 | \$14,250             | \$1,949              | \$0                 | \$12,301            | 13.68%        |                     |              |
| HR (Non-Payroll)                          | \$119,250            | \$15,364             | \$0                 | \$103,886           | 12.88%        |                     |              |
| HR (Payroll)                              | \$4,350,320          | \$996,057            | \$0                 | \$3,354,263         | 22.90%        |                     |              |
| IT  | \$229,204            | \$95,067             | \$0                 | \$134,136           | 41.48%        |                     |              |
| <b>Regional Directors</b>                 | <b>\$90,000</b>      | <b>\$8,087</b>       | <b>\$0</b>          | <b>\$81,913</b>     | <b>8.99%</b>  |                     |              |
| <b>Strategy</b>                           | <b>\$605,561</b>     | <b>\$120,655</b>     | <b>\$201,788</b>    | <b>\$283,118</b>    | <b>53.25%</b> |                     |              |
| General                                   | \$105,000            | \$50,209             | \$0                 | \$54,791            | 47.82%        |                     |              |
| Communications                            | \$267,766            | \$26,047             | \$88,550            | \$153,169           | 42.80%        |                     |              |
| Strategic Partnerships                    | \$232,795            | \$44,399             | \$113,238           | \$75,158            | 67.72%        |                     |              |
| <b>TOTAL GENERAL FUNDS</b>                | <b>\$49,317,665</b>  | <b>\$1,860,754</b>   | <b>\$19,555,725</b> | <b>\$27,901,186</b> | <b>43.43%</b> |                     |              |
| <b>Federal Funds</b>                      |                      |                      |                     |                     |               |                     |              |
| Brownfield Revolving Loan Program         | \$881,503            | \$70,276             | \$106,177           | \$705,050           | 20.02%        |                     |              |
| CDBG Program                              | \$4,560,141          | \$213,982            | \$3,800,619         | \$545,540           | 88.04%        |                     |              |
| Rural Development Block Grant             | \$87,000             | \$40,000             | \$47,000            | \$0                 | 100.00%       |                     |              |
| Specialty Crop Block Grant                | \$21,750             | \$21,450             | \$0                 | \$300               | 98.62%        |                     |              |
| State Trade and Export Program (STEP)     | \$145,125            | \$65,076             | \$20,000            | \$60,049            | 58.62%        |                     |              |
| <b>TOTAL FEDERAL FUNDS</b>                | <b>\$5,695,519</b>   | <b>\$410,784</b>     | <b>\$3,973,796</b>  | <b>\$1,310,939</b>  | <b>76.98%</b> |                     |              |
| <b>Agency Funds</b>                       |                      |                      |                     |                     |               |                     |              |
| Economic Loan Development (fund 039/089)* | \$26,043,325         | \$15,191             | \$10,952            | \$26,017,182        | 0.10%         | \$7,185,256         | \$114,857    |
| Rural Rehabilitation (fund 499)           | \$259,153            | \$15,492             | \$0                 | \$243,661           | 5.98%         | \$4,717,062         | \$4,626      |
| Wyoming Business Council (fund 085)       | \$68,881             | \$632                | \$0                 | \$68,249            | 0.92%         | \$207,338           | \$698        |
| <b>TOTAL AGENCY FUNDS</b>                 | <b>\$26,371,359</b>  | <b>\$31,315</b>      | <b>\$10,952</b>     | <b>\$26,329,092</b> | <b>0.16%</b>  |                     |              |
| <b>TOTAL BUDGET</b>                       | <b>\$81,384,543</b>  | <b>\$2,302,853</b>   | <b>\$23,540,473</b> | <b>\$55,541,217</b> | <b>31.75%</b> |                     |              |
| <b>CARES Act COVID-19 Relief</b>          |                      |                      |                     |                     |               |                     |              |
| CARES ACT Agriculture Program             | \$34,617,534         | \$34,617,534         | \$0                 | \$0                 | 100.00%       |                     |              |
| CARES Act Business Relief Program         | \$379,497,062        | \$379,048,344        | \$0                 | \$448,718           | 99.88%        |                     |              |
| CARES Act Connect Wyoming                 | \$48,592,908         | \$48,448,908         | \$60,000            | \$84,000            | 99.83%        |                     |              |
| CARES Act Energy Rebound Program          | \$28,712,686         | \$28,704,241         | \$0                 | \$8,445             | 99.97%        |                     |              |
| CARES Act Administration Funds            | \$1,148,984          | \$615,692            | \$531,105           | \$2,187             | 99.81%        |                     |              |
| <b>TOTAL CARES ACT</b>                    | <b>\$492,569,174</b> | <b>\$491,434,719</b> | <b>\$591,105</b>    | <b>\$543,350</b>    | <b>99.89%</b> |                     |              |

\* \$25 million reserved for Large Loan Fund



| Loan Type                  | Balance           |
|----------------------------|-------------------|
| Economic Disaster          | 7,846,839         |
| Bridge                     | 1,510,811         |
| Amendment IV               | -                 |
| Natural Gas Infrastructure | 196,898           |
| WyoTech                    | 4,900,000         |
| BRC                        | 12,535,863        |
| Unallocated Allowance      | (80,587)          |
|                            | <b>26,909,824</b> |





# PEOPLE AND PERFORMANCE

WBC BOARD OF DIRECTORS UPDATE

**DECEMBER 2021**

## NEW ARRIVALS

ANGIE BUCHANAN, GRANT & LOAN ACCOUNTANT



- EXTENSIVE EXPERIENCE WORKING IN STATE OF WYOMING GOVERNMENT ACCOUNTING
- ENERGIZED BY VARIETY, BEING BUSY, AND PROCESSES

## PROMOTIONS

KAYLA KLER, MAIN STREET MANAGER



- JOINED WBC IN 2017 AS A DATA TECHNICIAN
- SHARING HER PASSION FOR AND WITH WYOMING MAIN STREETS SINCE 2019

## CURRENT RECRUITMENTS

INVESTMENTS DIRECTOR

# PERFORMANCE



## AGILE PERFORMANCE MANAGEMENT

- **STRENGTHS BASED DEVELOPMENT**  
UNIQUE TALENTS + PERFORMING AT OUR BEST + EXPECTATIONS
- **AGILE GOAL SETTING**  
OUTCOMES + CHALLENGING + GROWTH
- **FEEDBACK**  
CARE PERSONALLY + CHALLENGE DIRECTLY

# PERFORMANCE

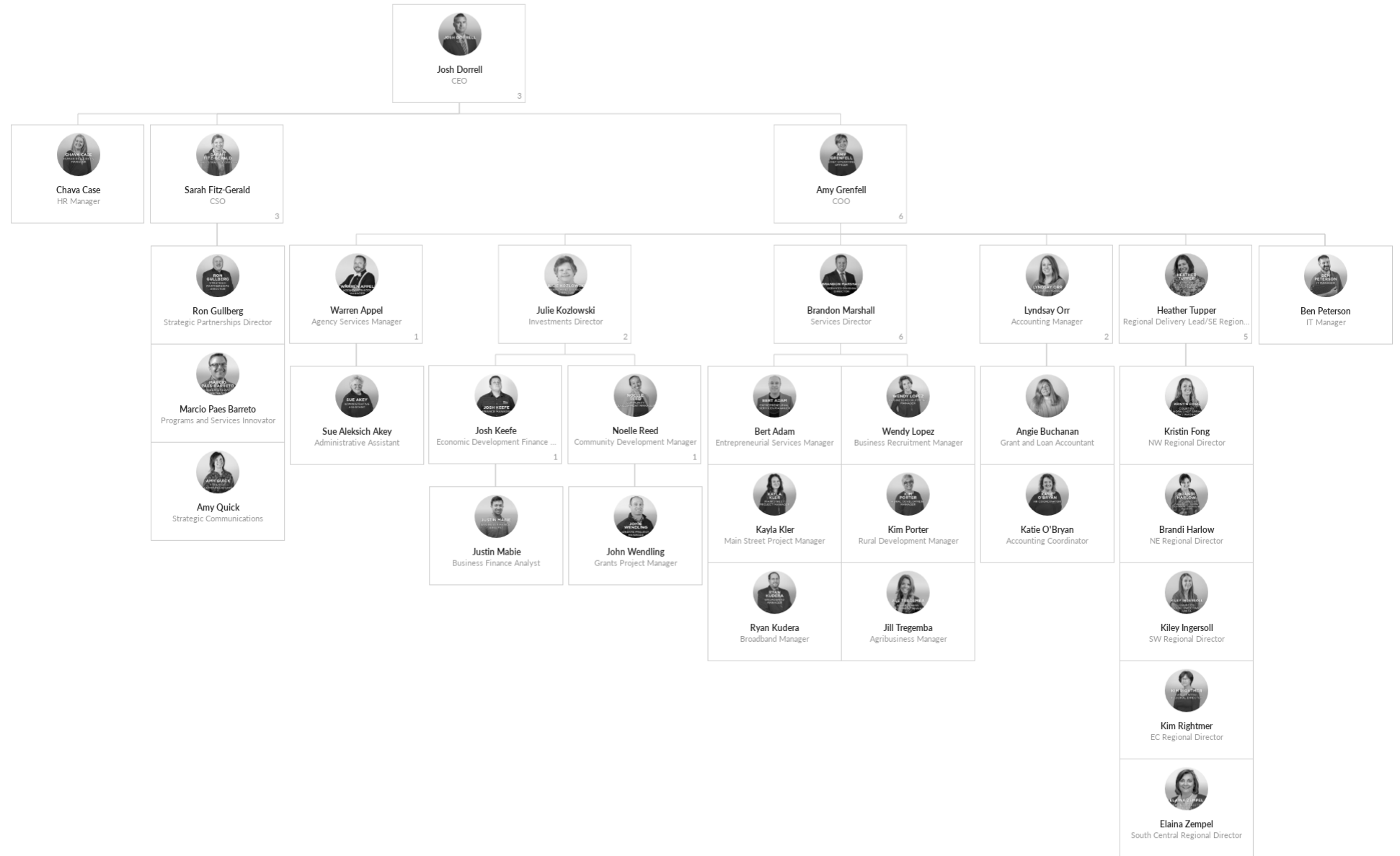


**Comprehensive professional development:** Grounded on the foundation of our individual strengths, integrated with goal plans, and aimed at individual and organizational growth.

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**Strengths coaching:** Designed to help the team understand the power and edge of their innate talents.

# WBC TEAM



# WHAT'S NEXT?



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Building the team

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Continuous onboarding

---

Continuous strengths building

---

Continuous leadership development



# THANK YOU

**Chava Case, HR Manager**

**[chava.case@wyo.gov](mailto:chava.case@wyo.gov)**

**307.287.8033**



**TO:** Wyoming Business Council Board of Directors  
Ms. Kim DeVore, Co-Chair  
Mr. John Coyne III, Services Committee Chair

**FROM:** Warren R. Appel, Agency Services Manager

**DATE:** December 9, 2021

**RE:** Amendments to Administrative Rules for the Business Ready Community Grant and Loan Program

Madam Co-chair and Mr. Coyne,

Staff is recommending adoption of amendments to Chapter 1 of the administrative rules for the Business Ready Community Grant and Loan Program. These proposed amendments establish a consistent framework for the handling of public comments offered regarding program applications received and under consideration by the Board. The proposed amendments set forth the specific mechanisms by which comments may be submitted to be included as part of the official record.

This rulemaking coincides with the recent adoption of the WBC's new Public Relations policy which specifically addresses public comment as an integral component in our discharge of public business and acknowledges the importance of excellence and consistency in receiving and routing public comment. Staff anticipates the adoption of this policy will result in similar rulemaking actions for other WBC programs in the months ahead.

**Staff recommends adoption of the proposed amendments subject to the WBC's exempt rulemaking process.**

*Respectfully Submitted,*

/s/  
*Warren R. Appel*

## Chapter 1

### GENERAL PROVISIONS

**Section 1. Purpose.** The purpose of the program is to promote economic development at the city, town, county and regional levels in order to improve economic health and a stronger state economy. These rules are adopted in order to implement W.S. 9-12-602 through 9-12-603, which provide for the making of grants and loans to eligible applicants for economic or educational development infrastructure. The rules provide for a method of application, review and recommendation, the establishment of terms and conditions of awards and a hearing process.

**Section 2. Authority.** Rulemaking for this program is the responsibility of the Wyoming Business Council as authorized by W.S. 9-12-104(a)(iv) and W.S. 9-12-601.

#### **Section 3. Definitions.**

(a) “Applicant” means a county, incorporated city or town, or joint powers board who applies for funding under the Business Ready Community Grant and Loan Program (BRC).

(b) “Award recipient” means a county, incorporated city or town, or joint powers board who has been awarded funds under the BRC.

(c) “Board” means the Wyoming State Loan and Investment Board.

(d) “Cash match” means cash contributed to the total eligible project cost. Real estate owned by the applicant or community development organization may be used as cash if the property in question was not purchased or developed by BRC funds and the value of the real estate is supported by an appraisal. Engineering and design work completed within six months of the date a project application is received by the Wyoming Business Council may be counted as cash match.

(e) “Community Development Organization” means a business entity organized to provide services as an agent of the applicant for the exclusive mission of helping to develop and support economic development within a specified city, county or region by providing necessary resources and assistance.

(f) “Council” means the Wyoming Business Council Board of Directors.

(g) “Council staff” means the staff of the Wyoming Business Council assigned to administer the program.

(h) “Economic development” means creating additional economic health and a stronger state economy.

(i) “Eligible project costs” means total project cost, less ineligible project costs. Examples of ineligible costs include appliances, equipment, furnishings and other features of the facility which are not physically attached.

(j) “Ineligible project costs” means project costs that are not eligible for BRC funding and include appliances, equipment, furnishings and other features of the facility which are not physically attached, and any other items identified by Council staff.

(k) “Infrastructure” means the purchase of land, buildings, facilities, telecommunications infrastructure, rights of way, airports, sewer and water projects, roads, landscaping, recreational and convention facilities or other infrastructure determined by Council staff. It does not include rehabilitation or expansion of existing infrastructure unless Council staff determines the rehabilitation or expansion is necessary to meet the purposes of this program.

(l) “In-kind match” are contributions with value and must be applicable to the period to which the matching requirement applies and must be necessary for the project. Examples of in-kind contributions include labor, materials and real estate. In-kind contributions must be verifiable from the records showing how the value placed on in-kind contributions was derived. Labor services will be reported using rates consistent with those ordinarily paid by the applicant or other employers for similar work in the same labor market. Donated materials will be valued at market value at the time of donation. The value of donated buildings or land will be established using a market value or appraisal set by an independent appraiser or a market analysis prepared by a licensed realtor.

(m) “Managed Data Center” means a center whose primary purpose is the centralized repository for storage, management and dissemination of data and information for multiple businesses. This definition does not include spaces primarily for housing office computers, including individual workstations, servers associated with workstations or small server rooms.

(n) “Multi-year project” means a large scale, stand-alone project which will be constructed over separate calendar years and which cannot be separated into smaller, independently operational phases.

(o) “Net revenue” means income generated by the lease or sale of a BRC funded asset, less expenses associated with maintaining the asset. Deductible expenses must be paid by owner and can include utility costs, insurance, property taxes, pest control, repairs, property association fees and property maintenance.

(p) “Non-recourse loan” is a loan that is secured by a pledge of collateral, typically real property.

(q) “Phased projects” means a project in which parts (“phases”) are completed and fully functional before the entire project is built-out. Receipt of funding for a phased project does not guarantee additional funding for future phases.

(r) “Political subdivision” means a division of the state that exists primarily to

discharge some function of local government.

(s) “Primary jobs” are jobs created or retained by a business(es) that provide(s) goods and services that are primarily exported out of the state, that gain market share from imports to the state, that meet an unmet need in the market area and result in the creation of new wealth or economic diversification. An additional consideration will be wages and benefits.

(t) “Revenue generating project” means real property developed with BRC grants or loans that can generate revenue from lease payments or the proceeds from the sale of real property.

(u) “State Development Organization” means a corporation organized under W.S. 17-11-101 through 17-11-120 with the authority to provide financing for new, existing or expanding businesses and to fulfill other economic or community development purposes throughout the state of Wyoming and which may take equity positions and shall take security positions in its borrowers’ businesses and appropriate personal guarantees from the owners thereof.

#### **Section 4. Eligible Applicants.**

(a) A county, an incorporated city or town, joint powers board, or some combination thereof may apply for BRC funding. A joint powers board may apply with the approval of all participating agencies to the joint powers agreement. Two or more eligible applicants may apply for a joint project via one application.

(b) The Council may enter into a contract/cooperative agreement with the Eastern Shoshone or the Northern Arapahoe Tribe in order to promote the purpose of this program.

(c) An applicant may contract with a Community Development Organization, State Development Organization or political subdivision to use BRC funds.

#### **Section 5. Type of Projects.**

(a) A Business Committed Project is a project in which an applicant has a business committed to start-up, expand, locate or retain jobs in the community. The applicant must demonstrate that new primary jobs will be created or retained by the business. In addition to assisting a particular business, a Business Committed Project may also fulfill the purpose of a Community Readiness Project. The maximum grant amount is three million dollars (\$3,000,000). Funding in excess of the maximum grant amount may be applied for as a BRC loan.

(b) A Community Readiness Project is a project which has no specific business committed to expand or locate in a community. The community wants to build infrastructure to ready itself for new business development under a specific strategy or plan of action. The applicant must demonstrate potential exists for creation of new primary jobs. The maximum grant amount is three million dollars (\$3,000,000). Funding in excess of the maximum grant amount may be applied for as a BRC loan.

(c) A Community Project is a project in which an applicant wants to improve the community's aesthetic character or quality of life in order to make itself more attractive for business development or workforce attraction and/or retention under a specific strategy or plan of action. Landscaping and streetscaping enhancements must be located in commercial districts, sites of business activity or high visibility areas. Recreation, convention or cultural centers must have a draw greater than the jurisdictional boundaries of the applicant. The maximum grant amount for Category 1 applicants is five hundred thousand (\$500,000) and the maximum grant amount for Category 2 applicants is seven hundred fifty thousand (\$750,000). Funding in excess of the maximum grant amount may be applied for as a BRC loan.

(d) A planning project is a project in which an applicant creates or further develops a community's economic development strategy and outlines an implementation plan.

(i) An economic development plan assesses the community as a whole and identifies potential future economic development opportunities. This may include regional targeted industry plans. The maximum award is fifty thousand (\$50,000).

(ii) A feasibility study is a site specific or industry specific plan to determine the feasibility of a project to meet economic development objectives. The maximum award is twenty-five thousand (\$25,000).

(iii) A promotional plan addresses marketing of a community's assets that promotes business and/or workforce retention and attraction. The maximum award is twenty-five thousand (\$25,000).

(iv) A tourism plan addresses economic development opportunities for a defined region or community related to tourism and visitor attraction. The maximum award is twenty-five thousand (\$25,000).

## **Section 6. Eligible Activities.**

(a) Grants for planning projects may only be used for the creation of the planning document(s). Funds may not be used for salary costs of the applicant or local organizations, travel costs for anyone other than the planning consultant(s) or reproduction of any promotional materials.

(b) Grant and loan funds may be used for the expansion of infrastructure previously funded under this program for phased projects.

(c) Grant and loan funds may not be used for the rehabilitation or expansion of existing infrastructure unless the Council determines the rehabilitation or expansion is necessary to meet the purpose of the program.

## **Section 7. Ownership of Infrastructure**

(a) The infrastructure funded by this program shall be owned by the applicant or an agent of the applicant, such as a community development organization, state development organization or political subdivision acting in the role of agent of the applicant.

(b) Unless the project is owned by the applicant, there shall be documentation that in the event of dissolution of the owner, the BRC-funded infrastructure shall revert to the sponsoring applicant or a related city, town, county, joint powers board or tribe acting as agent of the applicant. This requirement may be satisfied by either specific language within articles of incorporation or a filing of the real estate record with the county of record.

(c) The infrastructure or facility can be sold to a private entity without advertising the sale or calling for bids, provided that the award recipient makes a determination that the sale will benefit the economic development of the community and holds the sale in accordance with W.S. 15-1-112(b) and any other applicable statute.

(d) If the owner of any infrastructure or facility built with BRC funds sells the infrastructure or facility to a private entity prior to the end of the project reporting requirements, the new owner shall fulfill the requirements of the grant agreement.

(e) For business committed projects, applicants must agree to repay with a reasonable rate of return any funds received to reduce costs if the business relocates after the date of first receiving funds. This agreement shall set forth the terms of any potential relocation and the means through which it will repay all BRC funds.

## **Section 8. Revenue Generating Projects.**

(a) Revenue generated by the applicant or an owner described in Section 7 of this Chapter must be recaptured at a negotiated rate commensurate with the public investment.

(b) Revenue recaptured to the BRC fund must comply with the following requirements:

(i) If the total net revenue generated is less than the BRC grant amount, then no less than twenty-five percent (25%) of net revenue shall be recaptured to the BRC fund; or

(ii) If the total net revenue generated is equal to or more than the BRC grant amount, then no less than twenty-five percent (25%) of the BRC award shall be recaptured to the BRC fund.

(c) Revenue paid to the BRC fund shall not exceed the original grant amount of the project.

(d) Revenue recapture requirements may be satisfied by repayment of a BRC loan or via revenue recapture payments unless otherwise prohibited by applicable statutes, rules or regulations.

(e) All funds recaptured at the local level shall be placed in a segregated economic development account or separate line item within a budget.

(f) No more than fifty percent (50%) of local recapture may be used for operational expenses of the agent of the applicant such as a local economic, community, or state organization if matched dollar-for-dollar by local funds. The Council staff may, at its expense, conduct an audit of records of the agent for the applicant.

(g) Revenue recapture must be repaid to the BRC fund annually or according to a schedule agreeable to Council staff.

### **Section 9. Projects Involving a Private Developer.**

(a) Projects involving a private developer shall demonstrate that adequate consideration exists by showing that the expected benefit to the State is at least as great as the BRC assistance. Such projects shall meet at least two of the following four criteria:

(i) Repayment of BRC funds as described in Section 8;

(ii) Direct, permanent jobs created as a result of the project;

(iii) Projected tax benefits;

(iv) Donation of real estate that is not otherwise necessary for the project to the applicant or an agent of the applicant. The value of all real estate donations must be verified by a certified appraisal or market analysis as determined by Council staff.

### **Section 10. Local Public Hearing and Approval.**

(a) An applicant is required to inform and educate the public and business community to the greatest extent possible about the proposed economic development project (including, but not limited to the economic development opportunity, possible funding sources and alternative solutions) utilizing a variety of techniques and media. The applicant must make readily available to the public access to the application and associated materials, exclusive of business plans or business financial information. An applicant shall actively solicit citizen input that can be submitted via writing, electronically or in person at a public hearing. A minimum of one public hearing is required before submission of an application. For the purposes of this program, seven (7) days is the minimum period for notification of a hearing date. Public notice shall be published in an official medium such as local newspapers, public fora, local governmental social media pages or another venue as approved by Council staff. If the project facility is to be located outside the geographical boundaries of the applicant, the applicant shall hold an additional public hearing near the location of the proposed project facility. The notice shall contain a concise description of the proposed project and state that time will be set aside at the public hearing to take testimony from citizens about the project.

(i) To inform the public and gather information, any public hearing shall at a minimum:

(A) Identify the economic development opportunity or opportunities;

(B) Explore all known possible funding sources and alternative solutions to the opportunity or opportunities;

(C) Be advertised with a comprehensive description of the proposed project;

(D) Solicit testimony from citizens who may feel that the proposed project might compete with an existing business;

(E) Conduct specific outreach to any affected industry or industries and any competitors within that industry.

(ii) An applicant must use its best efforts to notify all providers of similar services in the market area about the public hearing at least seven (7) days in advance of the public hearing.

(b) An application must be accompanied by a description of the applicant's public engagement process, written comments received by the applicant, evidence of the public hearing notification, minutes from the public hearing and a signed resolution passed by the applicant or participating agencies to a joint powers board after the public hearing is held and public comments are considered.

## **Section 11. Application Procedures.**

(a) The applicant must schedule a consultation with a Wyoming Business Council Regional Director to discuss the project.

(i) Each Wyoming Business Council Regional Director is available to assist applicants with the development of projects and preparation of applications.

(ii) Final draft applications and final draft application materials must be provided to the Regional Director no less than two weeks prior to submission.

(b) Each application shall be reviewed by the Council staff to determine eligibility and completeness.

(c) Incomplete applications will be either tabled or sent back to the applicant for resubmittal at a different time. If Council staff determine that an application is incomplete, the applicant shall be provided an explanation of the Council staff's findings and recommendations.

(d) The Council staff shall provide statewide notice of Council and Board meetings at



which BRC applications will be discussed.

(e) The Council staff shall provide the Council with a summary of each application and a recommendation as to that application.

(f) Under extraordinary circumstances, the Council may recommend a waiver of rule requirements if the Council determines the waiver is consistent with the purpose of the BRC.

(g) The Council staff shall provide the Board with a summary of each application including the Council's recommendation.

## **Section 12. Application Submittal Requirements.**

(a) Application Submittal Requirements. Each applicant shall submit the required application form and any supplemental documentation required by Council staff.

(b) Recipient of Previous Awards. An applicant shall demonstrate satisfactory performance under previous grants and/or loans awarded through this program.

## **Section 13. Allocation Plan and Funding Cycles**

(a) The Council may adopt a funding allocation plan for BRC projects and prioritize project types.

(b) Applications will be accepted according to an annual deadline schedule posted by the Council.

(c) BRC awards per applicant are limited as follows:

|                                    |                       |
|------------------------------------|-----------------------|
| Business Committed                 | No Limit              |
| Managed Data Center Cost Reduction | No Limit              |
| Community Readiness                | One per calendar year |
| Community Project                  | One per calendar year |
| Planning                           | One per calendar year |

(d) An applicant may request, with a single application, grant or loan funds up to the annual maximum amount for a multi-year project for a period not to exceed three (3) fiscal years. The applicant must demonstrate how the project meets the definition of a multi-year project.

**Section 14. Application Evaluation.** Council staff shall utilize a scoring matrix to evaluate a grant and/or loan application.

## **Section 15. Grant Match Requirements.**

(a) BRC loans do not require a match.

(b) A BRC loan can be used to satisfy the grant match requirement.

(c) A grant for a “Planning” project shall require a minimum match of twenty-five percent (25%) of total eligible project activities. Community Development Block Grant funds cannot be used for a match.

(d) The total required match is based on total eligible project costs.

(e) Applicants must provide five percent (5%) of the required match for the project.

(i) Eligible in-kind sources of match funds include property, building(s) and other sources as determined by Council staff.

(ii) Ineligible in-kind sources of match funds include operations, maintenance, grant writing, grant administration and other as determined by Council staff.

(f) The following is a breakdown of the required match percentages by category:

| <b>BRC Required Match</b>   |                         |                         |                            |
|---|-------------------------|-------------------------|----------------------------|
|   | Category 1<br>Applicant | Category 2<br>Applicant | Notes                      |
| Business Committed  | 10%                     | 5%                      | Half of match must be cash |
| Community Readiness   | 10%                     | 5%                      | Half of match must be cash |
| Community Project   | 20%                     | 10%                     | Half of match must be cash |
| Planning  | 25%                     | 25%                     | Half of match must be cash |
| All matches are calculated as a percentage of total project cost. |                         |                         |                            |

(g) Applicants for all other projects are categorized based on population and local government share of state sales and use tax per capita. Categories determine the required match. Sales and use tax figures are updated annually by the Wyoming Department of Revenue and population figures are updated every five years by the U.S. Census Bureau. Sales and use tax figures used for category determinations will be an average of the three most recent years’ data available. A schedule of categories will be regularly updated and posted on the Wyoming Business Council website.

(i) Category One applicants are those municipalities with a population greater than 1,300 or are located in a county where the three-year average of the local government share of state sales and use tax per capita is more than seventy percent (70%) of the statewide average.

(ii) Category Two applicants are those municipalities with a population under 1,300 or are located in a county where the three-year average of the local government share of state sales and use tax per capita is less than seventy percent (70%) of the statewide average.

(iii) In the event the applicant is a joint powers board, the project’s location will determine its categorization.

## **Section 16. Fund Disbursement, Project Monitoring, Performance Measures and Revenue Recapture Reporting.**

(a) Procurement Standards. Applicants must follow state procurement regulations for cities and towns and the Wyoming Preference Act. If a non-municipal applicant has a procurement policy, Council staff or qualified consultants reserve the right to review that policy prior to fund disbursements and to disburse funds in accordance with that policy to the extent it is consistent with State law.

(b) Fund Disbursement. Funds shall be disbursed to the applicant only as needed to discharge obligations incurred in accordance with Board-approved eligible project costs. Request for disbursement shall be made via the online grant management system, access to which shall be provided by Council staff. Requests for fund disbursement must be supported by adequate proof that such an obligation has been incurred for the project purpose and is due and owing.

(c) Fund Reversion.

(i) If the Council staff determines that a project has not been completed within a reasonable time, Council staff shall notify the applicant in writing at least thirty (30) days prior to presenting the matter for Council review.

(ii) If the Council staff determines that the project is complete, but the full amount of the grant or loan has not been expended, Council staff shall notify the award recipient of this determination. Thirty (30) days following the notification, the unused portion of the grant or loan shall revert to the BRC Fund.

(iii) For projects that have not been started within one year: Council staff shall notify an award recipient of a pending expiration prior to the one-year anniversary of the grant/loan approval. The award recipient may submit a written request to continue the project. Council staff may request new or updated information and documentation. Council staff may recommend, and the Council may grant an extension of time in which to start or terminate the project.

(iv) For projects with contingencies, Council staff may request a monthly update on the status of any project contingency. The award recipient has the option to submit a new application or may request an extension or modification of the contingency terms through the Council staff. Council staff may recommend and the Council may grant an extension of time or grant a modification to the contingency terms.

(d) Project Monitoring.

(i) Reports. Within fifteen (15) calendar days of the conclusion of each calendar quarter during the term of the award contract, the applicant shall provide Council staff with a progress report. Each progress report shall set forth, in narrative form, the work accomplished under the grant or loan during the quarter and shall include a financial status report. At the end of the project, the applicant shall provide Council staff a comprehensive report

of the project and a cumulative financial statement that reflects the total fund expenditure pursuant to the award contract.

(ii) Audits and inspections. The Council staff may, at its expense, conduct an audit of the records of the applicant and inspect the construction and operation of the project.

(iii) Record retention. Award recipients shall agree to retain all records related to the project for five (5) years following the Council staff's date of notice to award recipient of closeout of the grant.

(e) Project Evaluation.

(i) Reports. Upon project construction, the award recipient shall submit annual reports for five years to evaluate project outcomes against established measures on an annual basis. Council staff shall tailor reports to the specific nature of each grant or loan, in agreements between the Council and award recipient. This requirement shall transfer with the transfer of any ownership interest in the infrastructure or building constructed with BRC funds.

(ii) Evaluation results. The Council shall use the evaluation report information to measure program outcomes, to promote learning from experience and to improve program performance. Evaluation results shall be available to other award recipients.

(iii) Project outcomes reported shall be substantiated by the applicant.

(iv) At the end of the term of a BRC project, the award recipient shall provide a comprehensive report to the Council staff, in a format prescribed by the Council staff that is a cumulative financial and performance report of the project. This report shall, at a minimum, include a detailed accounting of project expenditures that were paid for with BRC grant or loan funds; the match contributed and the source of the match monies; recapture revenue(s) received, including an accounting of how recaptured revenues were or will be used, how recaptured revenue use complies with the rules of the BRC program and the project grant/loan agreement; and the accomplishments that resulted from the grant or loan. An authorized official of the award recipient shall certify, under penalty of false swearing, that the information in the report is true. The Council staff reserves the right to require the award recipient to request a BRC project audit be conducted by the director of the department of audit or his designee. The award recipient shall be responsible to pay the cost of this audit.

#### **Section 17. Public Comments on Applications Submitted and Under Board Consideration for Funding Recommendations.**

(a) Comments regarding any application submitted under this program may be offered by any interested party.

(b) Written comments shall be received by the Council no less than fourteen (14) calendar days prior to the public meeting at which the application is to be considered by the Board and:

- (i) May be submitted using an online form to be prescribed by the Council;
- (ii) May be submitted by email to the [wbc.public-comment@wyo.gov](mailto:wbc.public-comment@wyo.gov); or
- (iii) May be submitted by mail or courier service as follows:

Wyoming Business Council  
Attn: Public Comment  
214 West 15<sup>th</sup> Street  
Cheyenne, WY 82002

(c) Written comments submitted by any means other than those set forth in Subsection 17(b) of this Chapter shall not be considered.

(d) Prior to taking action on any application, the Board may accept oral comments during public session from any interested party. In accordance with W.S. 16-4-403(b), any party wishing to offer oral comments shall notify the Council as set forth below. Such notification shall include:

- (i) The first and last name of the person offering comment; and
- (ii) The affiliation(s) of the person offering comment; and
- (iii) If applicable for commenters participating virtually, the unique identifier (such as screen name or user name) of the person offering comment such that the Council can identify the person offering comment and enable them to speak.

(e) Notwithstanding Subsection 17(d) of this Chapter, the Board reserves its right to forego public comments during any meeting of the Board or to otherwise impose reasonable limitations, such as limitations on comment length, on any comment period.



## INTEROFFICE MEMORANDUM

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**TO: WYOMING BUSINESS COUNCIL BOARD OF DIRECTORS**  
**FROM: JUSTIN MABIE, WBC BUSINESS FINANCE ANALYST**  
**SUBJECT: CHALLENGE LOAN REPORTING REQUIREMENTS**  
**DATE: DECEMBER 9, 2021**

### PAST DUE REPORT

Challenge Loan Policy requires quarterly reporting of all loans 30 days or more past due.

There were four past due payments on September 30, 2021:

- **Weber Ag, LLC** (Economic Disaster Loan – 2017) will be charged off pending Board approval of staff recommendation at this meeting.
- **Edward Lay** (Economic Disaster Loan – 2020) was originated in March of 2020 as part of the Economic Disaster Loan Declaration for Goshen County Wyoming due to the collapse of the Gering/Ft. Laramie irrigation canal (tunnel). This is the first annual payment due for the borrower and the amount past due is \$3,736.91; loan balance is \$107,892.00. A demand for payment letter was sent on July 30, 2021, and a response has not yet been received. Josh Keefe and I attempted to make contact during a site visit on November 16<sup>th</sup> however, we were unable to speak to Mr. Lay. We posted a payment stub with his past due information on his front door. Attempts will continue to be made to reach the borrower in the future.
- **Ryan Riggs** (Economic Disaster Loan – 2020) was originated in March of 2020 as part of the Economic Disaster Loan Declaration for Goshen County Wyoming due to the collapse of the Gering/Ft. Laramie irrigation canal (tunnel). This is the first annual payment due for the borrower and the amount past due is \$4,897.32; loan balance is \$140,000.00. A demand for payment letter was sent on July 30, 2021, and a response has not yet been received. Josh Keefe and I attempted to make contact during a site visit on November 16<sup>th</sup> however, we were unable to speak to Mr. Riggs. We posted a payment stub with his past due information on his front door. Attempts will continue to be made to reach the borrower in the future.

- **Cody Easum** (Economic Disaster Loan – 2017) was originated in November of 2017 as part of the Economic Disaster Loan declaration for the Wyoming Sugar Company. Multiple attempts have been made by both the lender and servicer to no avail. A certified demand letter was mailed in April and again in July. A physical visit to the borrower, at his residence, was performed on October 26, 2021 where a conversation ensued and a payment coupon was handed to the borrower for both the past due payment and the next payment due on January 1, 2022. The borrower was strongly advised to make the past due payment before the end of the calendar year. The borrower pledged he would make an effort to do so. The amount past due is \$11,001.77; loan balance is \$64,067.44.

### **LOAN LOSS RESERVE ANALYSIS**

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

- The unallocated reserve is adequate with a balance of **\$1,743,679.46**. The allocation includes a 10% loan loss reserve for the Economic Disaster Loans originated, plus 0.5% of the total loan portfolio. The reserve also includes a full reserve of Weber Ag, LLC (\$484,950).
- The resulting available fund balance in the Economic Development Fund is **\$7,185,256**.

### **CHARGE OFF BALANCES**

- Pending approval at this meeting – Weber Ag, charge-off in the amount of \$484,950.00

### **OTHER NEWS**

- No news to report at this time.

### **STAFF RECOMMENDATION**

- Staff recommends acceptance of this report.



## INTEROFFICE MEMORANDUM

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**TO: WYOMING BUSINESS COUNCIL BOARD OF DIRECTORS**  
**FROM: JUSTIN MABIE, WBC BUSINESS FINANCE ANALYST**  
**SUBJECT: WEBER AG, LLC LOAN CHARGE-OFF REQUEST**  
**DATE: DECEMBER 9, 2021**

The Wyoming Business Council issued an Economic Disaster Loan to Weber Ag, LLC, and Damon Weber (Worland, WY) in July 2017 as part of the Economic Disaster Loan declaration for the Wyoming Sugar Company. Weber Ag, LLC had been growing sugar beets for Wyoming Sugar for several years. The first payment (due on January 1, 2018) was an interest-only payment with principal and interest due on January 1 for the next nine subsequent years. Weber Ag, LLC has made no loan payments to date. The Wyoming Business Council Board accepted a full allowance/reserve for the loan at the August 2018 Board meeting.

The lender and servicer have attempted to be in contact with the borrower since issues emerged via certified mail, phone calls, and physical visits to the operation. Since October 2, 2018, the borrower has sold sugar shares, equipment, and real estate (all brokered by the local financial institution) to pay down outstanding debts. The Wyoming Business Council has not received any proceeds from the sale of these assets.

The most recent correspondence with the borrower's wife on March 30, 2021, stated that "Mr. Weber no longer has any materials or equipment to raise crop to pay the debt, no sugar shares needed to grow a crop to generate income to pay off this debt, nor any land of any kind that would facilitate the production of a crop to pay off this debt."

Wyoming Business Council staff is currently working with the organization's representative from the Attorney General's Office to file a formal complaint against the entity and the guarantor of the loan discussed above. In addition, a proposed change to the loan policy of the Challenge Loan Program is being considered.

**For the reasons stated above, staff recommends the realization of a principal loss of \$484,950.00 in the loan to Weber Ag, LLC, and Damon Weber.**

Respectfully submitted,

Justin Mabie  
WBC Business Finance Analyst





## INTEROFFICE MEMORANDUM

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**TO: WYOMING BUSINESS COUNCIL BOARD OF DIRECTORS**  
**FROM: WBC INVESTMENTS DIVISION**  
**SUBJECT: TOWN OF ALPINE PRETREATMENT & SLUDGE FACILITY EXTENSION**  
**DATE: DECEMBER 9, 2021**

The Town of Alpine requests WBC Board of Director approval to continue the Pretreatment and Sludge facility project. Currently, there is no grant agreement in place.

### PROJECT OVERVIEW

The Town of Alpine was awarded “up to” \$2,300,370 in BRC grant funding by SLIB two years ago on October 3, 2019. As presented, this project was anticipated to be matched with Economic Development Agency (EDA) funding of \$1,184,003. If EDA funding was awarded the BRC grant amount would be lowered to \$1,116,367; however, EDA funds were not awarded.

The original project was to install a sludge handling facility at the town’s wastewater treatment plant to provide a solution for the reduction and disposal of residual solids produced primarily by Melvin Brewing from the production of IPA beers at their facility.

Currently, the town is paying for the waste to be transported to Paris, Idaho.

### TOWN OF ALPINE AND WBC CORRESPONDENCE

- November 4, 2020 - Alpine Mayor, Kennis Lutz, notified WBC staff that EDA funding was denied for a third and final time.
- November 17, 2020 - WBC Staff sent a letter acknowledging receipt of the letter and needed more information to proceed. This included:
  - How will the Town of Alpine address the need for additional match with EDA funding no longer in place? The town was committed to 5% of the 10% required match.
  - Explanation of why EDA funding was denied.

A reply was never received despite several attempts to reach out to the town.

- October 4, 2021 – WBC Staff sent a notice of cancellation of grant funds, giving the Town of Alpine 30 days (until 11/4/2021) to respond or funding would be withdrawn.
- October 29, 2021 – A response was received from the Town of Alpine with a cover letter, updated site plans, and tentative schedule beginning October 31, 2021.

### **ATTACHMENTS**

- Town of Alpine Response Cover Letter
- Town of Alpine Status Report and Plan
- WBC Notice of Cancellation Letter

### **STAFF RECOMMENDATION**

Due to the change in project design, communication difficulties, and changes in project funding and urgency, the Investments Division recommends the submission of a new application from the Town of Alpine including new cost estimates, plans, and funding structure for the WBC Board of Directors' consideration at the March 2022 quarterly meeting.



## INTEROFFICE MEMORANDUM

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**TO: WYOMING BUSINESS COUNCIL BOARD OF DIRECTORS**  
**FROM: THE INVESTMENTS DIVISION**  
**SUBJECT: CITY OF CHEYENNE F.E. WARREN AIR FORCE BASE E.U.L. EXTENSION**  
**DATE: DECEMBER 9, 2021**

The City of Cheyenne is requesting a two-year, three-month grant extension for the Business Ready Community (BRC) Community Readiness F.E. Warren Air Force Base Enhanced Use Lease.

### **PROJECT OVERVIEW**

The Wyoming Business Council Board of Directors recommended a BRC Community Readiness grant to the City of Cheyenne at the May 24, 2018, board meeting in the amount of \$3,000,000 grant and \$1,337,455 loan. The State Loan and Investment Board (SLIB) approved the recommendation at their June 21, 2018, meeting. The grant agreement for this project had a start date of March 5, 2020, and construction completion date of June 30, 2022.

The BRC funds were allocated for the extension of 12,000 lineal-feet of water main, 11,400 lineal-feet of sewer main, and minor road improvements to a public right-of-way. This infrastructure will serve 50.3-acres of a total 75.3-acre site and assist in the development of the proposed Enhanced Use Lease (EUL) for a mixed-use residential and commercial site.

An EUL is a program that provides opportunities for the military to partner with private developers to create mutually beneficial commercial and residential real estate projects on underutilized excess federal property. The property is owned by F.E. Warren Air Force Base and is located outside of the restricted area allowing for public access, adjacent to Interstate 25, Happy Jack Road, and the southern edge of the restricted area of F.E. Warren Air Force Base.

Of the \$3,000,000 grant, \$400,000 was made available to execute conceptual design, geotechnical engineering, survey services, and civil design to Woolpert, Inc. The remaining \$2,600,000 grant funds can only be drawn when all of the following contingencies are met:

- Completion of Property Annexation (Completed)
- Completion of final environmental review (Completed)

- Copy of executed lease between F.E. Warren AFB and selected developer (Pending)

### **EXTENSION REQUEST**

The City of Cheyenne is requesting a two-year, three-month grant extension for the BRC project due to significant delays in getting an executed lease between F.E. Warren AFB and a developer.

The original agreement between developer Balfour Beatty and the United States Air Force has terminated, and a Request for Proposal will be reopened. The city anticipates the site's civil infrastructure construction of the project could begin as early as the Spring/Summer of 2022 with a completion date in the Fall of 2024.

### **ATTACHMENTS**

- City of Cheyenne Extension Request Letter

### **STAFF RECOMMENDATION**

The Investment Division recommends and requests the WBC Board of Directors approve a two-and one-half year (expiring 12/31/2024) grant extension for the City of Cheyenne F.E. Warren Air Force Base Enhanced Use Lease Project. While a lengthy term is not typical for BRC projects, this project is complex, and the parties must navigate the federal contracting process which has been an additional challenge. However, given the ongoing Ground Based Strategic Deterrent (GBSD) program, staff believes that continued efforts with the City of Cheyenne are important and supports their request.



## INTEROFFICE MEMORANDUM

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**TO: WYOMING BUSINESS COUNCIL BOARD OF DIRECTORS**  
**FROM: THE INVESTMENTS DIVISION**  
**SUBJECT: CITY OF LANDER MAVEN HEADQUARTERS LOAN INCREASE REQUEST**  
**DATE: DECEMBER 9, 2021**

The City of Lander is requesting an increase in their loan request for the Business Ready Communities (BRC) Business Committed Maven Manufacturing Headquarters. They are asking for an additional \$294,608 for a total loan request of \$3,000,000.

### **PROJECT OVERVIEW**

The Wyoming Business Council Board of Directors recommended a BRC Committed Grant and Loan to the City of Lander at the March 11, 2021, board meeting in the amount of \$3,000,000 grant and \$2,705,392 loan. The State Loan and Investment Board (SLIB) approved the recommendation at their April 8, 2021, meeting.

The BRC funds were allocated to construct a 22,500 square-foot facility on 1.54 acres of property. This will be Maven Optics' new headquarters. The site lends itself to further expansion, as it is adjacent to the Central Wyoming College - Lander campus and the Lander Economic Development Association's (LEDA) Enterprise Park.

### **INCREASED LOAN REQUEST**

The City of Lander is requesting additional funding through the request for more loan funds from the BRC program. This request is due to significant increases in material costs due to the pandemic and resulting supply chain and labor issues.

Since the project was awarded (April 8, 2021), Lander & Maven have sought multiple bids and it wasn't until recently that they received a bid they felt comfortable with. However, it is still higher than anticipated. With the additional Loan Request of \$294,608, Lander feels the project can proceed as planned.

### **ATTACHMENTS**

- Lander Resolution of Support

## **STAFF RECOMMENDATION**

Staff has reviewed Maven's most recent financials and they continue to grow, and staff feels they are fully capable of handling the increased lease payments to cover the payments on the increased loan amount.

The Investment Division recommends and requests the WBC Board of Directors approval of the additional loan request to the maximum \$3,000,000 to the City of Lander for Maven's Headquarters.



## INTEROFFICE MEMORANDUM

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**TO: WYOMING BUSINESS COUNCIL BOARD OF DIRECTORS**  
**FROM: WBC INVESTMENTS DIVISION**  
**SUBJECT: SEEDA HI-TECH PARK VACUTECH EXPANSION GRANT REPAYMENT**  
**DATE: DECEMBER 9, 2021**

The Sheridan Economic and Education Development Authority (SEEDA) has formally agreed with Vacutech to end the Hi-Tech Park manufacturing facility expansion for the company. SEEDA is requesting a 10-year repayment period to reimburse \$280,062 in grant funds already drawn for planning and engineering.

### PROJECT OVERVIEW

The Wyoming Business Council (WBC) Board of Directors recommended a BRC Business Committed Grant and Loan to SEEDA at the September 14, 2017, board meeting in the amount of \$2,999,496 grant and \$2,594,785 loan. The State Loan and Investment Board (SLIB) approved the recommendation at their October 5, 2017, meeting.

The BRC funds were allocated to construct a 40,000 square-foot facility for the expansion of Vacutech in Sheridan's Hi-Tech Park.

### REPAYMENT PLAN

On March 13, 2020, Vacutech informed SEEDA that their Board of Directors and management were forced to reassess short term business strategies and commitments due to the uncertainties of the COVID-19 pandemic and made the decision to halt the construction process on their new building expansion.

The Sheridan Economic and Education Development Authority (SEEDA) is requesting a 10-year term to repay \$280,062 of grant funds drawn on the terminated expansion project for Vacutech. The payments will be made annually for \$28,006.20.

### ATTACHMENTS

- SEEDA Repayment Plan Request
- Vacutech Letter to SEEDA

### **STAFF RECOMMENDATION**

The Investment Division requests approval of the 10-year repayment plan from SEEDA for the Vacutech project totaling \$280,062.





## INTEROFFICE MEMORANDUM

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**TO: WYOMING BUSINESS COUNCIL BOARD OF DIRECTORS**  
**FROM: JUSTIN MABIE, WBC BUSINESS FINANCE ANALYST**  
**SUBJECT: BROWNFIELDS REVOLVING LOAN FUND (RLF) PROGRAM**  
**DATE: DECEMBER 9, 2021**

### History of the Program

- The State of Wyoming received \$800,000 RLF grant from the EPA in 2018 to distribute to eligible entities within Wyoming for cleanup.
- The RLF provides low-interest loans and/or grants to eligible public and private sector entities to clean up Brownfields sites in Wyoming. A brownfields site is defined as 'real property, the expansion, redevelopment, or reuse of which may be complicated by the presence of a hazardous substance, pollutant, or contaminant'.
- Acceptable cleanup activities may include cleanup actions associated with removing, mitigating, or preventing the release or threat of a release of a hazardous substance, pollutant, or contaminant.
- The WBC and the Wyoming Department of Environmental Quality (DEQ) have an MOU for administration of the program. Both agencies will prepare the grant application and market loans to communities. The WBC serves as the lead fiscal agent and will service loans to communities. The DEQ will oversee project management (site clean-up, approval of local invoices, etc.)

### Previous Program Usage

- **May 2020** – The Town of Dubois received a sub-grant in the amount of \$95,000 (total amount paid under the sub-grant was \$88,772.67) and for asbestos and lead paint removal at the Wind River Meat building. The abatement was complete in early 2021, and the Town has since sold the building to a private owner.
- **December 2020** – Spring Hill Apartments, LLC - Approved by the WBC Board for a \$225,000 sub-grant and \$275,000 loan (\$500,000 total) for asbestos abatement in Casper, Wyoming. Unfortunately, the company backed out of the project and was never awarded any money.
- **June 2021** – The town of Shoshoni received a sub-grant in the amount of \$99,950 for the removal of asbestos, lead paint, and other hazardous materials. This project was completed in November 2021.
- Discussions of Brownfields RLF options with new motel owners in Saratoga, and Sheridan County School District #2 are currently underway.

## Wyoming Brownfields Revolving Loan Program Balance

- As of October 2021, the balance of the RLF is \$705,050.

### **Project Proposal - Former Acme Power Plant (Sheridan, WY) – Abatement of asbestos and other hazardous material**

- The former Acme Power Plant is located approximately 6 miles north of Sheridan, near the Montana border. The property was acquired by the Sheridan County Conservation District in 2017 with the express intent of cleaning up the site, and ultimately placing it back into productive reuse.
- The Power Plant building and historical activities conducted at the property appear to be the primary source of contamination. Built in 1910 from bricks made locally by the Sheridan Press and Brick Company, the Acme Power Plant was said to be “one of the most advanced in the West” and supplied power to the mines, coal camps, Fort MacKenzie, and Sheridan
- Phase I and Phase II Targeted Brownfield Assessments, conducted by the Environmental Protection Agency (EPA), documented large quantities of asbestos throughout the building, including: 32,345 square feet in boiler and door insulation, brick plaster, equipment jackets, fiberboard, fire brick, furnace brick and cement, plaster, and roofing materials; 1520 linear feet in brick caulk, pipe insulation, and wire insulation; 1380 cubic feet in insulation debris throughout the building; and other electrical panels, fire doors, pipe gaskets and pipe joints.
- Through participation in the Wyoming Voluntary Remediation Program (VRP), more than 50, 55-barrel drums containing various petroleum products (among other materials) and 60 cubic yards of bulk and loose asbestos containing materials were removed from the buildings throughout the property in October 2018.
- The VRP applied for, was awarded, and administered an EPA Site-Specific Cleanup grant that provided funding for soil, groundwater, surface water and sediment sampling, subsequent reports, ecological assessment screening, and remedial alternatives evaluations.
- Based on data and evaluations as described above the Sheridan County Conservation District intends on applying for an EPA Cleanup grant for abatement of the asbestos and other hazardous materials throughout the building.
- To address soil contamination and surface debris, Sheridan County Conservation District will request a Wyoming Brownfields Revolving Loan Fund sub-grant in the amount of \$500,000.
- Work under the sub-grant at the site will not commence until 2022 at the earliest, and likely not be completed until 2025, at the earliest.

**For the reasons stated above, staff recommends an encumbrance of \$500,000 for the abatement of asbestos and other hazardous materials throughout the former Acme Power Plant.**

\*Pictures of the former Acme Power Plant in its current state are on the following pages for your reference.

Respectfully submitted,

Justin Mabie  
WBC Business Finance Analyst







# CITY OF CHEYENNE PROJECT BISON

## Managed Data Center Cost Reduction Application

\$2,250,000 Grant Request  
\$50,000,000 Projected New Taxable  
Capital Investment (5 years)  
\$4,461,600 Proposed New Employee  
Wages (5 years)  
**Total Project Costs: \$56,711,600**

# 13

**JOBS TO BE CREATED  
AT \$33/HOUR**

160% above Laramie  
County Median Wage

# \$50

**MILLION IN CAPITAL  
INVESTMENT for this  
project**

## PROJECT OVERVIEW

Project Bison is a Fortune 50 company looking to expand its regional footprint in southeast Wyoming. The company has purchased a 260-acre parcel of land within the Bison Business Park in Cheyenne, Wyoming. The objective of the project is to develop a large data center campus that will store and process data, create a platform for economic growth, spur job creation, and help develop the technical ecosystem that exists in Laramie County.

While the company can only commit to one main building and one substation, they often consider these types of investments in clusters of buildings. Installation of infrastructure in the business park is underway. The company anticipates construction will be completed and operations will commence by the end of 2022 or early 2023.

Cloud computing data centers are built based on demand for services which has significantly increased due to the COVID-19 pandemic. Data reliability, security, and privacy have become critical management concerns that require uninterruptible power supply systems.

Electricity is the largest operating expense for data centers and grant funding helps offset some of the costs incurred by the increased utility demands. Power is the largest expense because data centers include redundant critical power and cooling components in order to provide increased safeguards against information technology process disruptions. The projected electrical expense for this project is \$11 million annually, and the State will collect sales tax on these costs.

# PROJECT EVALUATION

## JOB QUALITY

Project Bison is anticipating an expanded workforce of 13 permanent, full-time jobs that pay \$33/hour, or 160% above Laramie County's median wage of \$20.66/hour.

The company also will provide benefits including medical and dental insurance, flexible spending accounts, employee assistance plan, life insurance, travel accident and accidental death & dismemberment (AD&D) insurance, voluntary AD&D insurance, retirement plan, long-term disability, paid time off (PTO) leave, sick leave reserve, family sick leave, Family Medical Leave Act (FMLA), and paid holidays.

## STAFF ANALYSIS

Utilizing information gathered from Cheyenne LEADS in a Sept. 2021 report (see document in correspondence section), there are 209 positions currently in the four data centers located in Cheyenne LEADS business parks (Microsoft, Lunavi, EchoStar/Dish, and the National Center for Atmospheric Research). The addition of 13 jobs will increase that labor market for the data center industry by six percent, expanding a growing tech sector industry in the Laramie County economy. Additionally, \$82.6 million total wages have been paid to employees since the first data center began operations in 2010.

## COMPANY STRENGTH

Project Bison is a Fortune 50 hyperscale data center company and will be named after all approvals are in place.

## STAFF ANALYSIS

The Investments Team has reviewed their business information and has no concerns regarding this company.

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## COMMUNITY ENGAGEMENT

The Forward Greater Cheyenne Strategic Plan, created in 2018, identified eight strategic initiatives and this data center project aligns with number five: Business Retention, Expansion, and Attraction. Expansion in this business park will also build upon previous public and private economic development efforts to expand or encourage new business development in the region.

The community anticipates other long-term benefits to the public, including expansion/improvements of local public infrastructure such as roads, power lines, water, and sewer; additional job opportunities; and increased economic activity through construction spending, operational support, and land use preparations.

## STAFF ANALYSIS

The project has been vetted by the City of Cheyenne, Cheyenne LEADS and other community partners, and the benefits of this endeavor have been well-outlined. Project Bison will create 13 additional tech jobs in the community, bring high capital investment to the table, and will contribute greatly to the region's property and sales tax.

Project Bison also will enact a firm policy of utilizing Wyoming businesses in the construction process.

**DIRECT PROJECT  
IMPACT = \$10,253,315  
AFTER 5 YEARS  
(PER APPLIED ECONOMICS  
MODELING)**





# PROJECT EVALUATION

## STATE CONSIDERATIONS

Given our dry/cool climate, available land, and abundant fiber optic capabilities, Wyoming is an attractive location for data centers. Data centers bring high capital investment, high wage technology jobs, and low fiscal impact on local and state services.

To date, data centers in Wyoming have contributed \$82.6 million in annual contributions to the Gross Domestic Product with over \$1.5 billion in capital investments since 2010 (see document in correspondence section). Project Bison will continue to invest in Wyoming via property taxes and sales tax on electricity, as well as the company's anticipated private investment of over \$50 million in the construction of their data center.

Thus, this project achieves the State's economic development goals of activating new economic sectors and leveraging local development and investments to impact the economic well-being of the State of Wyoming.

## STAFF ANALYSIS

The purpose of the Managed Data Center Cost Reduction program is to help businesses offset the high cost of electricity businesses in this industry realize, as well as to incentivize a technology sector in the State of Wyoming.

Wyoming Statute 9-12-601j states that grants may be made by the Council for projects which:

- Improve the development of businesses that will provide data generation and information technology storage capabilities statewide or in municipalities of the state;
- Encourage and provide for the expansion of existing businesses providing information technology storage enterprises in the state, including those developed through the University of Wyoming business technology center;
- Provide a reduction of the costs of electrical power or bandwidth, or both, to businesses meeting the provisions above.

In exchange for providing this reduction in costs, the applicant shall contract with the data center company to receive direct and indirect economic development benefits including:

- A minimum private investment match that is at least one hundred twenty-five percent (125%) greater than the Managed Data Center Cost Reduction grant;
- No less than fifty percent (50%) of the match shall be calculated by the net wages of those employees earning one hundred fifty percent (150%) of the median wage for all occupations in all industries within the county in which the project will take place;
- No more than fifty percent (50%) of the match shall be calculated by the private capital investment in taxable items;
- The provision of information technology storage services to the state or political subdivision at a price discounted from the fair market value of the services; and
- An agreement to repay with a reasonable rate of return any funds received to reduce costs if the business relocates from the community prior to 5 years from the date of first receiving funds.

# MANAGED DATA CENTER COST REDUCTION PROGRAM

The reasons the State is interested in incentivizing these types of businesses via this program are outlined below:

### Low-Risk Projects

- These projects' utility expenses are reimbursed, not paid by the BRC program.
- The goals of the project must be verified by BRC staff prior to reimbursement.
- A provision to repay funds if goals are not realized or if the business relocates is required by statute.

### Positions & Wages

- Jobs created in this industry are generally high-paying, high-tech positions.
- Laramie County's median wage is \$20.66 per hour
- This project will be required to pay a minimum of \$33 per hour and projects that wages will exceed that amount

### Taxes

- Data Centers contribute property tax, as well as sales tax on electrical costs to the State
- The data center cost reduction grant does not diminish the taxes collected by the state as the business must first pay their utility bills in full before requesting reimbursement of a percentage of that bill by the grant

### Aligns with the State's Economic Development Strategy

- Activating new sectors
- Enhancing ecosystem of data centers
- Ecosystems can provide synergies, develop shared purchasing power, leverage technology, build a more ready workforce for all businesses within the cluster, etc.

All the above factors have been taken into consideration with this project, and the team's analysis found that this project aligns with that purpose.

The State of Wyoming can expect an economic impact (recapture) equal to its contribution of \$2,250,000 in less than two years.

|  |                     |
|--|---------------------|
| <b>A. Grant Request for Managed Data Center Cost Reduction</b>                                     | <b>\$2,250,000</b>  |
| <b>B. Minimum Required Match (125% x A)</b>  | <b>\$2,812,500</b>  |
| <b>Required Match</b>  |                     |
| • Projected New Taxable Capital Investment (5 years)   | \$50,000,000        |
| • Projected New Employee Wages (5 years) - Must be a minimum of 50% of the match                   | \$ 4,461,600        |
| <b>C. Total Match</b>  | <b>\$54,461,600</b> |
| (Must be greater than or equal to the figure representing the minimum required match in "B" above) |                     |

## STAFF RECOMMENDATION

The Investments team recommends funding, as requested.

- Provides high-paying, high-tech positions at 160% county median wage.
- Less than two years (1.9 years) to recapture BRC funds.
- Aligns with the State of Wyoming's Economic Development Strategic Plan.
- Activates new economic sectors.
- Enhances a growing ecosystem.



# TOWN OF SHOSHONI BUSINESS PARK SEWER PROJECT

## COMMUNITY READINESS APPLICATION

\$1,583,419 Grant Request

\$83,620 Cash Match

**Total Project Costs: \$1,667,039**

## PROJECT OVERVIEW

The Town of Shoshoni requests a \$1,583,419 community readiness grant to extend sewer infrastructure from Maple Street westward toward the Wyoming Mushrooms farm.

This infrastructure will develop an 8-inch sewer main and allow for the readiness of 273 acres of land. The town currently owns 113 acres with water infrastructure already present. The other 160 acres are owned by Wyoming Mushrooms. The land and increased sewer capacity will be utilized to expand their business operations, create employee housing and create 20 to 30 new jobs.

**9,300**  
LINEAL FEET OF SEWER  
INSTALLED

**273**  
ACRES OF LAND  
DEVELOPED

Additional objectives that will be achieved by this project include the construction of a grocery store with anticipated additional job growth of 10 to 15 local jobs, as well as the development of residential property with plans to develop approximately 70 homes. Without BRC assistance, it would be very difficult for the Town to pay for the infrastructure expansion and develop these lots. It would also significantly affect the expansion plans for Wyoming Mushrooms.

In preparation for this proposal, the town has completed a Level 1 Water Study and found that their current wells continue to produce at a sustainable rate with recommendations of just modernizing their current wells; no additional wells were deemed necessary. The Water Study also tested the flow and demand, and it was determined that Shoshoni has the capacity to support growth of nearly double their sustained current usage, so they should be able to support these proposed expansions. The sewer system can support expansion, but the community needs to install an additional line to reach the lots where development is possible.

# PROJECT EVALUATION

## JOB QUALITY

Not applicable for this application

## COMPANY STRENGTH

Not applicable for this application

## COMMUNITY ENGAGEMENT

The Town of Shoshoni has been working toward building a more dynamic community for many years. In addition to purchasing 113 acres of land for residential and commercial needs in December 2020, they demolished several old buildings in town and replaced them with a park that has basketball hoops, barbeque pits, and a pergola.

In addition to several letters of support for this project, Wyoming Mushrooms is contributing \$50,000 of the cash match. The farm plans to expand by creating 20 to 30 jobs and, in order to do this, the sewer line and residential development are key as they will be unable to grow as planned without this infrastructure.

Other businesses also have expressed interest in the area. Lifebox by Overwatch (a fabrication/manufacturing company) intends to expand its manufacturing to Shoshoni, and D.R. Concrete has plans to open a second office in Shoshoni (they currently have an office in Riverton) once all the infrastructure is in place and the lots are fully developed. The local gas station, Fast Stop, has also stated their plans to triple the size of their building and do some renovations.

In the past, other companies have expressed interest in Shoshoni but due to the lack of sewer and a developed place to build, the plans were unable to move forward in a reasonable timeframe. The local benefits Shoshoni anticipates seeing as a result of this project include increased property values of existing landowners, business development and creation of local jobs, ability to recapture local sales tax, and much-needed residential housing.

## STAFF ANALYSIS

The Town of Shoshoni has worked with partners and community members over the years to develop effective approaches to their economic and community development.

While the proposed project is a sewer line, the economic opportunities that will result are essential for Shoshoni's growth. This infrastructure will enable the Town to assist existing local businesses with growing their operations and increasing employment.

The project will prepare approximately 113 acres of commercial and residential property. Wyoming Mushrooms intends to develop an additional 160 acres, including projections to construct a public grocery store.

## STATE CONSIDERATIONS

This project aligns with the State Strategic Plan in the following ways:

- Adds value to core industries.
- Supports the expansion of a local agricultural business.
- Leverages local economic development.
- Empowers the Town of Shoshoni to sustainability develop their unique economy.

## STAFF ANALYSIS

The community anticipates this project will enable them to participate in statewide economic development recruitment efforts with the newly developed business park.

Additionally, the Investments Team ran an analysis of past BRC projects in similarly sized communities to determine the potential economic impact of this project. This analysis realized a positive impact for the State of Wyoming.



## PROJECT SOURCES & USES

### SOURCES

|            |             |
|------------|-------------|
| BRC Grant  | \$1,583,419 |
| Cash Match | \$83,620    |

**TOTAL ELIGIBLE PROJECT \$1,667,039**

### COSTS

|                                |     |
|--------------------------------|-----|
| BRC % of Total Project Costs   | 95% |
| Local % of Total Project Costs | 5%  |

### USES

#### NON-CONSTRUCTION COSTS

|                                     |           |
|-------------------------------------|-----------|
| • Architectural & Engineering Costs | \$295,520 |
|-------------------------------------|-----------|

#### CONSTRUCTION COSTS

|   |           |
|---|-----------|
| • Exterior                                  | \$9,540   |
| • Mechanical, Plumbing & HVAC System        | \$931,799 |
| • Foundation &/or Structural Framing System | \$104,400 |
| • Remediation                               | \$900     |

**Other (Bonds, Mobilization, Insurance) \$96,293**

**Contingencies (10%) \$228,587**

**TOTAL USES \$1,667,039**

## STAFF RECOMMENDATION

The Investments team recommends funding, as requested.

- Empowers the town to sustainability develop their own unique economy.
- Supports the expansion of a local agricultural business.
- Community has worked with partners to develop effective approaches to economic and community development.
- Further develops commercial & residential lots for community sustainability and growth.

# TOWN OF JACKSON SUMMIT COMMUNITY CONNECTOR PROJECT

## COMMUNITY PROJECT APPLICATION

\$52,926 Grant Request

\$65,000 Cash Match

**Total Project Costs: \$117,926**

# 15

**SPONSOR BUSINESSES +  
SEVERAL PUBLIC  
PARTNERS**

## PROJECT OVERVIEW

The Town of Jackson requests a \$52,926 community project grant for the installation of 15 ski lift chairs, previously used at Snow King Resort, in various locations along North and South Cache Street via the Jackson Town Square to the base of Snow King Resort. The route was chosen to connect the Jackson Town Square to the historic Snow King Resort.

The chairs would be curated as “one” public art installation that encourages the public to experience all the separately installed historic ski lift chairs. Some will be installed as swings and some as fixed chairs. Each installation site will include a historic preservation plaque to showcase important local, regional, and state historic stories about Snow King and Wyoming’s ski industry. These plaques will also include sponsor names.

The goal of the proposed locations of these chairs is to encourage walkability along Cache Street between businesses, the Center for the Arts, historic neighborhoods, Town Square, and Snow King Base. The installation also will include an interpretive map that will encourage walking the length of the route. The community anticipates this will increase visitor flow, retail spending, and business development. There has already been some coordination between public and private land access, and 13 sites have been approved (with 10 other pending options). Some of these locations will be on private property. The community anticipates completing the installation in April/May 2022 and the chairs will be available for use during Old West Days on May 25 to 28, 2022.

Finally, with the new \$20 million private capital investment in Snow King Mountain Resort this year (a previous recipient of WBC investment of \$750,000 in 2012 and 2013), the town has the vision to honor the past while celebrating the new era of Snow King which will open to the public in Summer 2022.

# PROJECT EVALUATION

## JOB QUALITY

Not applicable for this application

## COMPANY STRENGTH

Not applicable for this application

### COMMUNITY ENGAGEMENT

The proposed project is located on a critical path identified in the Jackson/Teton County Comprehensive Plan (updated and approved in November 2020) as key for future commercial development and workforce housing potential.

This project also has support from 15 sponsor businesses, the Wyoming Office of Tourism, and other public/private partners, including Snow King Resort, Jackson Hole Chamber of Commerce, Jackson Hole Public Art, Jackson Hole Historical Society, and the Jackson Hole Parks & Recreation Department.

### STAFF ANALYSIS

The community has conducted wide outreach and garnered support from many businesses and community members for this endeavor.

Snow King Mountain is donating 15 ski lift chairs valued at \$1,500 each. The Town of Jackson is contributing \$5,000 cash and partnership efforts have resulted in 15 sponsors contributing \$2,500 each.

### SOURCES

|                                     |                  |
|-------------------------------------|------------------|
| BRC Grant                           | \$52,926         |
| Cash Match                          | \$65,000         |
| <b>TOTAL ELIGIBLE PROJECT COSTS</b> | <b>\$117,926</b> |
| BRC % of Total Project Costs        | 45%              |
| Local % of Total Project Costs      | 55%              |

### USES

|                                 |                  |
|---------------------------------|------------------|
| Non-Construction Costs          |                  |
| Infrastructure (15 chairs)      | \$22,500         |
| Engineering Fees                | \$3,750          |
| Research                        | \$5,000          |
| Construction Costs              |                  |
| Excavation, Concrete Foundation | \$25,900         |
| Powder Coating & Custom Fab.    | \$36,430         |
| Plaque Printing & Fabrication   | \$6,138          |
| Professional Artist Fees        | \$2,500          |
| Site Survey                     | \$1,055          |
| Landscape Restoration           | \$800            |
| Plaque Installation             | \$750            |
| Contingencies (12.5%)           | \$13,103         |
| <b>TOTAL USES</b>               | <b>\$117,926</b> |

### STATE CONSIDERATIONS

The project supports the State's core industries of tourism and outdoor recreation by providing an experience to tourists who are interested in Jackson's outdoor recreation opportunities.

This project does not demonstrate a positive return on investment (ROI) or economic impact to the state as there will be no job creation and no quantifiable return for the State's investment.

### STAFF ANALYSIS

While the community believes that this project aligns with the State Strategic Plan, the investment team's analysis determined that this project does not fit the economic development goals established for the BRC program. The BRC rules state that a "Community Project is a project in which an applicant wants to improve the community's aesthetic character or quality of life in order to make itself more attractive for business development or workforce attraction and/or retention under a specific strategy or plan of action". This project is more in line with a "visitor experience" than business development or workforce attraction/retention.

### STAFF RECOMMENDATION

**The Investments team does not recommend funding.**

WBC staff appreciates the outreach the community has done and understands that the project aligns with the state's core tourism industry. However, the BRC rules define a community project as a project that assists the community in making itself more attractive for business development or workforce attraction/retention. This project does not assist the community in these areas as much as it provides a visitor experience.

Staff encourages the community to continue to seek other sources of funding that may be more appropriate for this type of project.



# TOWN OF SHOSHONI HOTEL FEASIBILITY STUDY

## PLANNING GRANT APPLICATION

\$25,000 Grant Request

\$8,333 Cash Match

**Total Project Costs: \$33,333**

# 2.4

**MILLION PEOPLE VISITED  
THE SHOSHONI AREA IN  
2019**

## PROJECT OVERVIEW

The Town of Shoshoni requests a \$25,000 BRC planning grant to select a consulting firm to investigate the feasibility of a full-service hotel in Shoshoni. This need was identified in Shoshoni's Town Master Plan completed in 2021. The town has a lot of tourism activity and industry is growing in the region.

Shoshoni is located on a major transportation crossroads of Highways 20 and 26 for Wyoming's tourism and outdoor recreation endeavors. The community sees many visitors traveling to and from Grand Teton and Yellowstone National Parks, as well as the Boysen Reservoir, a major fishery. Boysen State Park is 15 miles north of town, and the town sees many travelers from Casper or Rawlins heading to Yellowstone, which is a four-hour drive. In 2019, 1.4 million visitors traveled west through Shoshoni and 1 million traveled north. (Data collected by Wind River Visitors Council via the Wyoming Office of Tourism).

Additionally, there is a need to support contractors working in the oil and gas industry, and the local school has also expressed a need for a hotel to host visitors attending athletic and other events that require overnight stays. Currently, teams and families that do participate have to travel to Riverton (20-minute drive) or Thermopolis (35-minute drive) for overnight accommodations.

The scope of work for the feasibility study will include items such as location, technical and management feasibility, financial/costs, competitive analysis addressing the existing hotel landscape and impacts of a new property, and recommendations for implementation. There is potential to include the feasibility of an onsite restaurant as well as that was identified as a need in the Town Master Plan.

# PROJECT EVALUATION

## JOB QUALITY

Not applicable for this application

## COMPANY STRENGTH

Not applicable for this application

### COMMUNITY ENGAGEMENT

The need to determine the feasibility of a full-service hotel in Shoshoni was identified in their 2021 Town Master Plan. The town placed a high priority on public involvement with the development of this Plan and created a public awareness and input campaign for residents to participate. The public participation strategies included public surveys, open house events, stakeholder meetings, and public hearings (both in-person and virtually).

Furthermore, there are multiple letters of support and a letter of interest from a potential hotelier.

While the communities of Thermopolis and Riverton house about 20 hotels/motels, Shoshoni only has one motel, and it is not open for general business as it needs renovations. An energy company paid to have several rooms updated to house employees there, but it is not ideal.

### STAFF ANALYSIS

The staff's analysis found that the Town is well-positioned to move forward with this feasibility study. The need to determine the best course of action has been identified, and there is a lot of support for this endeavor in the community, as this was identified during the Town Master Plan process. Additionally, their ability to attract a hotelier has been established with the attached letter of interest. Finally, Fremont County recently adopted a ½ cent special purpose tax that Shoshoni will be able to use for future development, including preparations identified in the proposed plan.

### STATE CONSIDERATIONS

This project aligns with the State's economic development strategy by encouraging communities to develop their own unique identities. Shoshoni has leveraged their community assets by working with partners to develop effective approaches to economic and community development for their rural community.

### STAFF ANALYSIS

The Investments team believes that planning is foundational for any community, and Shoshoni is moving forward with a smart approach to best determine the correct size and location of a facility for their community and visitor flow, costs and plans to implement, and what specifications/amenities would be suited for their area.

### SOURCES

|                                     |                 |
|-------------------------------------|-----------------|
| BRC Grant                           | \$25,000        |
| Cash Match                          | \$8,333         |
| <b>TOTAL ELIGIBLE PROJECT COSTS</b> | <b>\$33,333</b> |

|                                |     |
|--------------------------------|-----|
| BRC % of Total Project Costs   | 75% |
| Local % of Total Project Costs | 25% |

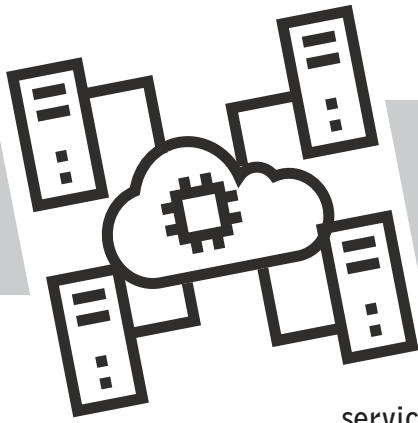
### USES

|                     |                 |
|---------------------|-----------------|
| Consulting Services | \$33,333        |
| <b>TOTAL USES</b>   | <b>\$33,333</b> |

## STAFF RECOMMENDATION

The Investments team recommends funding, as requested.

- Planning is foundational to economic and community development.
- Empowers the community to sustainably develop their own unique economy.



# Economic Impact Study

## Data Centers in Wyoming

Data Centers are good for Wyoming as they bring high capital investment, high wage technology jobs, low fiscal impact on local and state government services and diversify the economy. Additionally, hundreds of construction workers are employed during the development of data centers.

It is a growing industry for Wyoming as at least 3 new centers are considering Wyoming.

**\$82M**

Annual contribution to Wyoming  
Gross Domestic Product<sup>2</sup>

**4**

Data Centers in Cheyenne  
LEADS business parks<sup>1</sup>

**209**

Primary jobs at those  
data centers today<sup>3</sup>

**148**

Additional jobs in support  
occupations, not including  
construction employment<sup>4</sup>

**\$1.5B**

Over  
Capital investment  
since opening<sup>5</sup>

**\$82.6M**

Total Wages paid to employees  
since coming to Wyoming<sup>6</sup>

**\$18.7M**

Sales Taxes paid on power<sup>7</sup>

**\$40.6M**

Property taxes paid  
since opening<sup>8</sup>

**32**

Other states offer data  
center tax exemptions



**Cheyenne LEADS**

The Cheyenne-Laramie County Corporation for Economic Development

**FOR ADDITIONAL INFORMATION CONTACT:**

Betsey Hale, CECD - CEO Cheyenne LEADS  
(307) 630-2179

1. Microsoft, Lunavi, EchoStar/Dish, The National Center for Atmospheric Research

2. University of Wyoming CBEA

3. UW CBEA Quarterly Census of Employment and Wages

4. Wyoming Business Council Board of Directors  
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5. Laramie County Building Permit Valuations and companies

6. Regional Economic Models Inc. and University of Wyoming

7. Regional Economic Models Inc. and University of Wyoming

8. Laramie County Assessor





P.O. Box 64 - Shoshoni, WY 82649

August 5, 2021

Office of Mayor Joel Highsmith  
Shoshoni Municipal Council  
Shoshoni, Wyoming

Dear Mayor Highsmith,

We are very pleased to learn that the Town of Shoshoni will pursue the infrastructure improvement project specifically the SEWER LINE PROJECT WESTSIDE EXPANSION entailing an estimated \$1,000,000.00. Part of this infrastructure project will greatly improve the growth of Wyoming Mushrooms and its future endeavors.


As the business of Wyoming Mushrooms continues its growth, we have plans to add 30 to 40 more employees to our existing 18, with a salary range of \$27k to \$100k annually. To enable the hiring of that many local workers, we plan on adding and building the following:

1. Upgrade the current farm equipment and machinery to improve efficiency.
2. Add state of the art machinery to improve the shelf life and quality of our harvest.
3. Purchase additional delivery trucks that are eco- friendly.
4. Build housing on the 150+ acre property to accommodate new workers and their family members.
5. Build-a convenience /grocery store/ café to serve both our employees and residents of Shoshoni. (We believe that these types of retail establishments will be greatly needed and could potentially provide an additional 15 to 20 jobs for our community.)
6. We also envision a recreational park within the property of the Eco- Farm

We firmly believe these improvements will make Wyoming Mushrooms extremely competitive and gain a fare share of the fresh mushroom market.

Wyoming Mushrooms is fully committed to Eco- Farming, hence, the reason why our R &D department are currently working on developing a plethora of fully sustainable Eco- products. This new venture could potentially be revolutionary and be an economic boost to our great state of Wyoming.

Respectfully Yours,

  
Robert D. Fernandez Jr.  
General Manager  
Wyoming Mushrooms

D.R. Concrete LLC  
#3 Clear View  
Riverton Wyoming

Business Council of Shoshoni,

Allow me to introduce myself, I am the proud owner of a successful construction company known as D.R. Concrete. We are a general contractor here in Riverton Wyoming. D.R. Concrete has various qualifications, from new home installations, pouring of patios, sidewalks, stairs etc. down to emergency repairs of sewer and water lines. D.R. concrete is dedicated to helping customers who have a project in mind come true.

With the assistance of the town of Shoshoni, D.R. Concrete intends to open another office in Shoshoni Wyoming. In doing this, D.R. concrete will need to purchase land preferably in the new proposed industrial area on the west side of Shoshoni. D.R. Concrete already has a 40 ft. by 50 ft. Red Iron building to be put in place as soon as the land is purchased. As we are a small company we always leave room for growth. We plan to expand our building in the near future but this is a good starting advantage. As a result of opening another office in Shoshoni D.R. Concrete has set forth a plan to meet as our business grows.

As we open another office we will need to expand the amount of employees we have. Such as, two laborers, one foreman, two heavy equipment operators, four concrete finishers and hopefully another office assistant. These positions will have a starting pay range of \$32,000 to \$52,000 per year per person. With any luck we are hoping the futures economy will progress raising these pay ranges.

D.R. Concrete sees potential in this small town. With opening another office here, we are hoping it will bring opportunity for people to build new homes or other infrastructure. As I stated earlier It will definitely open ten new career positions. This will not only help our company, but other business who are currently here. We believe as a partnership the town of Shoshoni can help our company grow tremendously. D.R. concrete is eager to start this new beginning.

Thank you for your time.

Duane Raymond

Lifebox by Overwatch LLC,

725 Cross St.

Lander Wyoming

Town of Shoshoni Wyoming and The Business Council.

Lifebox by Overwatch was created due to a need for further school safety. Lifebox is an advanced, innovative, school safety system for the future. Lifebox intends to make schools a much safer place and a “hardened” target, through many different patented features. Lifebox is intended to be placed in schools at cost or free by fundraisers throughout the community in which it will serve.

With the assistance of the Town of Shoshoni, Lifebox intends to move its headquarters to Shoshoni Wyoming. In doing this, Lifebox by Overwatch will need to purchase land inside Shoshoni Town limits, build a building for manufacturing/assembly, and a second building for the Communication Center. Lifebox by Overwatch has a vision plan of several steps while it grows to meet demand.

#### Phase 1:

October of 2022 and will consist of 2 communication specialists with a starting pay range of \$41,600 to \$52,000 per year per person.

#### Phase two:

August 2023 and will consist of 10 employees. 7 communication specialists' pay ranges from \$41,600 to \$52,000. 2 for assembly, pay range from \$31,200 to \$43,680 and 1 for quality control, pay range \$33,280 to \$45,760 .

#### Phase Three:

Expected expansion in 5 years with manufacturing. The Shoshoni facility will consist of 5 additional employees with a pay range of \$31,000 to \$52,000 per year.

#### Communication Center

Lifebox will need two (2) sources of exceptionally reliable High-Speed Internet (one extra for added redundancy). Lifebox plans to man the Communication Center around the clock 24/7, 365 with at least two (2) Communication Specialists to ensure if and when an emergency does occur the Communication Specialist will not be overwhelmed. This is to ensure safety of all students, faculty, and visitors at all times.

#### Manufacturing/assembly

Most of the components for Lifebox will be contracted through the United States from other companies and assembled in Shoshoni for efficiency. They will then be shipped to the schools only after undergoing rigorous quality testing. As Lifebox grows, more of the manufacturing will be placed in Shoshoni. This in turn will lower the cost and help Lifebox reach further schools in need.

Although Lifebox by Overwatch is currently a small company, we believe it has extraordinarily high potential for further growth. The partnership with The Town of Shoshoni Wyoming and Lifebox will be beneficial to both parties in the aspect of growth, jobs, revenue and in many other aspects.

Thank you for your time.

Ron Cunningham



Fremont County School District #24  
404 Wrangler Way  
Shoshoni, WY 82649



Administration (307) 876-2583 Secondary 7-12 (307) 876-2576 Elementary K-6 (307) 876-2563  
Fax: (307) 876-2469 or Secondary (307) 876-9325

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Bruce Thoren, Superintendent  
Christina Mills, Sec. Principal / Andrea Gilbertson, Elem Principal / Kay Watson, Business Manager / Ted Robinson, SPED Director

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August 13, 2021

To whom it may concern,

I am very excited about the opportunity that the Town of Shoshoni is pursuing a Wyoming Business Council Business Ready Community Grant. There is a need for overnight accommodations in Shoshoni. Our school district has begun to increase our hosting of regional events for junior high and high school athletics. The addition of a hotel to Shoshoni would be welcomed!

The need to provide hotel facilities for our events is long overdue. Shoshoni High School currently hosts wrestling tournaments, the Wrangler Invite (basketball), 1A and 2A regional track, athletic summer camps, and other training opportunities for educators around the state. Currently, teams that participate in our multi day events travel to Riverton and Thermopolis for overnight accommodations. The opportunity to support our local economy would be beneficial to our school district from a taxation perspective as well as accommodating our visitors.

Mayor Highsmith has been working hard and being creative to help our little town become more welcoming and inviting to the tourists that pass through, to my staff so that they are more inclined to live locally rather than commute, and to the folks that have planted roots in Shoshoni. It has been a blessing to see the changes in the town that Mayor Highsmith and his office have been able to accomplish. Old buildings are gone, in their place is a welcoming park with basketball hoops, barbeque pits, and a pergola. Our future is dependent on the town aesthetically improving, growing at a sustained rate, and having the grass roots drive the change. This Business Ready grant opportunity is one more step in the right direction.

If funded, the district will commit time and human resources to this endeavor. We have a very good working relationship with the Town and we hope to see it begin to shed it's cocoon and have the beautiful butterfly emerge that we know is in there. We look forward to the possibilities of this grant.

Sincerely,

Bruce Thoren  
Superintendent  
Fremont County School District #24



Joel Highsmith,

We are looking into the possibility of opening a full-service Hotel/Motel in Shoshoni Wyoming and would be interested in talking to you about this. Please let me know at your earliest convenience when we could schedule a visit and what we would have to do to move forward?

Regards,

**Warren Rinderknecht**  
CEO  
United Safety Alliance, Inc.  
[wjr@unitedsafetyalliance.com](mailto:wjr@unitedsafetyalliance.com)  
[www.unitedsafetyalliance.com](http://www.unitedsafetyalliance.com)  
Florida (321)216-0038  
SDVOSB





Mark Gordon  
Governor

# WYOMING Department of Transportation

"Provide a safe and effective transportation system"

3200 Elk Street, Rock Springs, Wyoming 82901



K. Luke Reiner  
Director

August 25, 2021

Wyoming Business Council  
Grants Committee

214 West 15th Street  
Cheyenne, WY 82002

RE: Bench Project  
Cache Street- Jackson, WY

Dear Grant Committee,

District 3 Rock Springs office of the Wyoming Department of Transportation (WYDOT) is pleased to offer this letter of support for the Jackson, Wyoming, Snow King Summit Chair Community Project grant application. We appreciate the opportunity to support the local agencies and the community benefit by the preservation of the local ski heritage on this project.

The project includes a series of benches placed adjacent to south and north Cache Street.

For any work or placement within the state highway right-of-way (North Cache Street) the applicant must obtain the appropriate permits from WYDOT to ensure motorists' safety. The applicant is typically responsible for plan development, installation, and maintenance costs. The plan should not impact intersection sight distance, highway signs, maintain and provide ADA access, horizontal clear zone, vertical clearance, and obtain written assurance from adjacent landowners for public access. When necessary, WYDOT will provide guidance on final placement and issue permits when requirements are met. The permittee is typically a local governing entity.

Please contact me or Tory Thomas for any additional information or clarification at 307-352-3000.

Sincerely,

Darin D. Kaufman, P.E, PTOE  
District Traffic Engineer

Cc: File  
Tory Thomas, 'Interim' District Engineer, WYDOT Rock Springs  
Bob Hammond, Resident Engineer, WYDOT, Jackson  
Carrie Geraci, Director, JH Public Art (via email: [carrie@jhpublicart.org](mailto:carrie@jhpublicart.org))





August 23, 2021

Wyoming Business Council  
Grants Committee  
214 West 15th St.  
Cheyenne, WY 82002

Dear Grant Committee,

I am writing on behalf of a partnership between the Town of Jackson, JH Public Art, the Chamber of Commerce, and Snow King Resort to enhance Downtown Jackson, the Cache Creek Corridor and to preserve Snow King Mountain Resort Heritage.

This project will create visual connectivity between the downtown core, high density housing areas and Snow King Resort. Interpretive signs will showcase the 75 plus year history of Snow King, the development of skiing in Jackson and the state and Snow King's continued economic relationship with Downtown Jackson business district. Each installation site will use a historic preservation plaque to showcase important historic stories created by a preservationist and establish a sense of wanting to interact with each site by the user.

Snow King Resort strongly supports this project. In addition to donating 15 historic Summit Chairs to the project at a value of \$1,500 each, Snow King Resort also plans to install 5 benches and 5 multiple chair swing installations on the mountain for an estimated value of \$57,500.

We hope you will support this vibrant community connector that will benefit businesses by encouraging tourism and downtown redevelopment, and support residents by providing relaxing and inspirational amenities easy to access near high-density housing.

Thank you for your time.

Sincerely,

Ryan Stanley  
Snow King Mountain Resort, President





Office of Tourism

Mark Gordon  
Governor

Diane Shober  
Executive Director

August 2, 2021

Anna Olson, President/ CEO  
Jackson Hole Chamber of Commerce  
260A W Broadway  
Jackson, WY 83001

Dear Anna,

I am writing this letter in support of your application to the Community Enhancement Grant through the Wyoming Business Council, for restoration and installation of the Snow Summit Lift chairs throughout the community. On behalf of the Wyoming Office of Tourism, I would like to offer my full support of this exciting project.

As you are aware, the Wyoming office of Tourism is the marketing agency charged with bringing non-resident visitors to Wyoming. Any opportunity to entice visitors and extend their length of stay contributes to the economic value of Teton County and the state of Wyoming as a whole.

This project will be an asset to the cultural and historical community in Jackson, WY. Their plan to display these chairs will provide connectivity between Downtown Jackson and Snow King Resort economies and will showcase the extensive history of skiing in Jackson.

I wish you well with your funding requests and strongly encourage positive consideration of this project! Please contact me with any questions or concerns at (307) 777-7777 or [diane.shober@wyo.gov](mailto:diane.shober@wyo.gov).

Warm regards,

Diane Shober  
Executive Director

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

*That's WY*

5611 High Plains Rd Cheyenne, WY 82007

307.777.7777

[TravelWyoming.com](http://TravelWyoming.com)



Haub School of  
Environment and  
Natural Resources

Bim Kendal House  
804 E Fremont St  
Laramie, WY 82072

[www.uwyo.edu/haub](http://www.uwyo.edu/haub)  
(307) 766-5080

Academic Programs  
[haub.school@uwyo.edu](mailto:haub.school@uwyo.edu)

Ruckelshaus Institute  
[ruckelshaus@uwyo.edu](mailto:ruckelshaus@uwyo.edu)



August 27, 2021

Wyoming Business Council

RE: Community Enhancement Grant for the Snow King Summit Chair Project

Dear Wyoming Business Council:

I am aware that a consortium of Jackson businesses and organizations are applying for a Community Enhancement Grant for \$75k to support a community art project utilizing 30 donated original chairs from the Snow King Resort. This project has ties to art, recreation, tourism, and cultural significance given the role of skiing in the community of Jackson, WY. I would like to share with you the significance of tourism and Outdoor Recreation on Wyoming's economy.

In 2020, Wyoming welcomed 6.9 million visitors who spent \$3.1 billion generating \$159.8 million in local and state tax revenue (Dean Runyan Associates, 2021). Tourism is also the state's largest employment sector, employing 28,629 full and part-time jobs in 2020. While the number of visitors and spending in Wyoming declined more than 20% in 2020 due to the global pandemic, we fared considerably better than the national average which fell roughly 42% (US Travel Association, 2021). We believe this is due in part to natural resource-driven tourism—7.1 million more Americans participated in outdoor recreation activities in 2020 than in 2019 (Outdoor Foundation, 2021).

Outdoor recreation is a significant part of our state's economy and employment sector. As a share of our state's GDP, Wyoming ranks fourth highest in the country with 4.2 percent of value added by outdoor recreation, generating \$1.6 billion in economic activity (Bureau of Economic Analysis, 2019). In addition, Wyoming employed 21,344 in outdoor recreation-related jobs in 2019.

Teton County has consistently generated more tourism-related tax revenue than any other county in the state. Tourism and outdoor recreation are inextricably tied to Teton county and the City of Jackson. This project supports and ties together art, tourism, outdoor recreation, and the cultural significance that skiing has had on the community.

Sincerely,

Dr. Dan McCoy  
Degree Coordinator & Associate Lecturer  
Outdoor Recreation and Tourism Management