

## Board of Directors Agenda | Wednesday, February 22, 2023

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

Please test your settings ahead of the webinar at <https://zoom.us/test>

**\*\*Due to inclement weather, the Board Meeting is being held with remote option only\*\***

### **Remote Options:**

Join the webinar at: <https://us02web.zoom.us/j/295704768>

OR

Join by phone at 1-669-900-6833, enter the 9-digit Meeting ID 295-704-768 (no PIN is required, please press # when prompted); if joining by phone please note your ability to interact with the panelists may be limited due to system limitations.

***CONSENT AGENDA:*** All agenda items listed with the designation of [CA] are considered routine items and will be enacted by one motion. There will be no separate discussion on these items unless a board member request is made. A board member can request to have one or more items to be removed from the consent agenda.

### **8:00 a.m.      Convene Public Meeting – Co-Chair Erin Moore**

- Pledge of Allegiance (all remote participants will be muted)
- Welcome and Roll Call of Board Members
- Consent Agenda
  - [CA] Meeting Minutes for the December 15, 2022, Regular Meeting by Zoom Webinar (Page 4)
  - [CA] Meeting Minutes for the Special Board Meeting, January 20, 2023 (Page 9)
  - [CA] Quarterly People and Performance Report – Human Resources Manager, Chava Case (Page 13)
  - [CA] Quarterly Challenge Loan Report: Investments Director, Bert Adam (Page 17)
  - **ACTION ITEM:** Consideration of approval of items included on Consent Agenda

### **8:10 a.m.      Welcome – Mayor of the City of Cheyenne, Patrick Collins**

### **8:30 a.m.      2023 Officers Nominating Committee Report – Co-Chair Erin Moore**

- **ACTION ITEM:** Consideration of Nominating Committee recommendations

### **8:40 a.m.      CEO Report – Chief Executive Officer Josh Dorrell**

- Recognition of 2022 Co-Chair Erin Moore
- Recognition of Team Member Anniversaries
- Introduction of new Team Members

### **9:30 a.m.      The Wyoming Academy Report- Leadership Wyoming Executive Director, Mandy Fabel**

### **9:50 a.m.      Regional Director Reports**

- **Heather Tupper** - Southeast Regional Director

- **Kristin Fong** - Northwest Regional Director
- **Patrick Edwards** – West Central Director
- **Kiley Ingersoll** – Southwest Regional Director
- **Brandi Harlow** – Northeast Regional Director

**10:20 a.m.      Operations Standing Committee** – Committee Chair Erick Arens (*Page 19*)

- **Q2FY23 Financial Report** – Accounting Manager, Lyndsay Orr, CPA
  - **ACTION ITEM:** Consideration of acceptance of Q2FY23 Financial Report
- **FY22 Audit Report** – McGee Hearne & Paiz, LLP, Partner, Robert Dahill
  - **ACTION ITEM:** Consideration of acceptance of FY22 Audit Report

**10:45 a.m.      Morning Break** – *all participants will be muted*

**11:00 a.m.      Services Standing Committee** – Interim Committee Chair Derek Smith (*Page 87*)

- **Project Updates from Services Team Members:** Services Director, Brandon Marshall
- **SBIR Matching Grant Quarterly Report:** Entrepreneurship Manager, Taylor Vignaroli
  - **ACTION ITEM:** Consideration of acceptance of staff recommendation

**11:45 a.m.      Executive Session for discussion of Personnel Matters / CEO Review**

- **Board Members Only-Please see email Instructions for Google Meet Virtual Meeting**
  - **ACTION ITEM:** Consideration of Executive Session for discussion of personnel matters
    - *Board members* will retire to an alternate meeting room for the Executive Session and recess to lunch upon conclusion; please **DISCONNECT** from the webinar and check your email for instructions on how to access the Executive Session.
    - *WBC staff and members of the public* are excused for the lunch recess at this time.
    - *We will reconvene the public session in this same Zoom Webinar room promptly at 12:45 p.m. unless otherwise specified.*

**12:15 p.m.      Lunch Break** – *All participants will be muted; please disable your webcam*

**12:45 p.m.      Re-convene Public Meeting**

- Roll call of Board Members
- **CEO Review Report** – Co-Chair Erin Moore
  - **ACTION ITEM:** Consideration of CEO Review recommendations

**12:50 p.m.      Strategy Execution Standing Committee** – Committee Chair Kathy Tomassi

- **Economic Update** –Chief Economist for Economic Analysis Division, Wenlin Liu
- **Strategy Report** – Chief Strategy Officer, Sarah Fitz-Gerald
- **Pathways to Prosperity Project Update** - Pathways to Prosperity Project Team

**1:45 p.m.      Investments Standing Committee** – Committee Chair Alex Klein (*Page 93*)

- **Review of BRC Budget & Presentation of Applications Received** – Grants Portfolio Manager, Noelle Reed

BRC Applications Received December 1, 2022				
Applicant	Project	Type	Request	Recommendation
Campbell County	Pronghorn Industrial Complex	Community Readiness Grant	\$ 2,669,450	\$ 2,669,450
Sundance, Town of	Old Stoney Project Phase II	Community Readiness Grant	\$ 2,837,763	\$ -
Casper/Natrona County Economic Development Joint Powers Board	Phoslock Environmental Technologies	Business Committed Grant	\$ 600,000	\$ 600,000
<b>Total Requests</b>			<b>\$ 6,107,213</b>	<b>\$ 3,269,450</b>
<b>Total Available BRC Funding</b>			<b>\$ 36,415,949</b>	<b>\$ 36,415,949</b>
<b>Funds remaining if awarded</b>			<b>\$ 30,308,736</b>	<b>\$ 33,146,499</b>

- *NOTE: All public comments received for the applications are included with these materials beginning on (Page 106)*

- **ACTION ITEM:** Consideration of funding request for each project

### 3:00 p.m. Other Board Matters and Adjournment

- **Next Meeting of SLIB:** Thursday, April 6, 2023 @ 8:00 a.m.
- **Standing Committees** will meet this quarter during the week of April 17 (invites via Google Calendar):
  - **Operations Standing Committee** – Tuesday, April 18 @ 10:00 a.m.
  - **Investments Standing Committee** – Wednesday, April 19 @ 10:00 a.m.
  - **Services Standing Committee** – Thursday, April 20 @ 10:00 a.m.
  - **Strategy Execution Standing Committee** – Thursday, April 20 @ 2:00 p.m.
- **Next Regular Meeting of this Board:** May 3, 2023 in Gillette

## **Meeting Minutes: Board of Directors Agenda for Thursday, December 15, 2022**

### **Location: Virtual**

**Board Present:** Erick Arens, Chuck Brown III, John Coyne III, Kim Devore, Cindy Johnson, Chuck Kenyon, Jason Kintzler, Alex Klein, Mark Law, Erin Moore, Derek Smith, Pam Thayer, and Kathy Tomassi

**Staff Present:** Amber Power, Amy Grenfell, Amy Quick, Angie Buchanan, Bert Adam, Brandi Harlow, Brandon Marshall, Chance Price, Chava Case, Elaina Zempel, Heather Tupper, Jill Tregemba, John Jenks, John Wendling, Josh Dorrell, Kaley Holyfield, Kari Kivisto, Katie O'Bryan, Kayla Kler, Kiley Ingersoll, Kristin Fong, Lyndsay Orr, Noelle Reed, Patrick Edwards, Ron Gullberg, Ryan Kilpatrick, Sarah Fitz-Gerald, Sue Akey, Taylor Vignarolli, and Wendy Lopez

### **Convene Public Meeting –**

Board Co-Chair Erin Moore called the meeting to order at 8:05am, followed by the Pledge of Allegiance. Roll was called and quorum was established.

**CONSENT AGENDA:** All agenda items listed with the designation of [CA] are considered routine items and will be enacted by one motion. There will be no separate discussion on these items unless a board member requests. A board member can request to have one or more items to be removed from the consent agenda.

#### **Consent Agenda**

- [CA] Meeting Minutes for the September 8, 2022, Regular Meeting
- [CA] November and December People Report
- [CA] Quarterly Challenge Loan Report
- [CA] Quarterly SBIR Report

**ACTION ITEM:** Consideration of approval of items included on Consent Agenda. Alex Klein made a motion to approve, and Kim Devore seconded. Vote carried unanimously with no further discussion.

Co-Chair Erin Moore reminded everyone that the written reports from the Regional Director's team begin on page 22.

Chief Executive Officer Josh Dorrell provided a presentation that he shared to the JAC. Mr. Dorrell discussed that each year we must look at the budget and what needs we will have as an organization. These are the opportunities and gaps we see. One of the things we have been working on is the Business Ready Communities Program (BRC) which has stood the test of time. It gives us the ability to do a lot of different things. It's a gift because we can use the program to solve a lot of things with its flexibility. We narrowly focus on what we are going to work on and keep assets in our communities and to keep that money working for us into the future. We have had to make hard decisions and haven't said yes to each proposed project. Mr. Dorrell explained some of the projects we have had to say no that it's not because they are bad projects, but they just didn't fit our four criteria well. The Governor requested \$30 million dollars to be added to the supplemental budget (for BRC), which is great. We are still going to use the same laser focus in making future decisions. The way we look at projects is in a three-bucket outlook. Bucket #1 are our known projects, bucket #2 are strategic projects, and bucket #3 are "big fish"



opportunities. An example of “big fish” opportunities is Project Jupiter, and we want more of these. Mr. Dorrell gave an example of completed projects from each bucket, and how those dollars were reinvested. The current BRC Fund has \$37,044,717 for the next biennium, assuming all the current project gets final approval. However, that is not enough, we know there are other projects out there. JAC has viewed BRC favorably because we have proven what we can do. Mr. Dorrell asked if anyone had questions or comments regarding BRC.

There were some comments and clarifications from board members on when the money would be funded, Mr. Dorrell stated that it would be available July 1, 2023.

Co-Chair Erin Moore introduced Strategy Committee Chair Kathy Tomassi who mentioned that they had a very interesting strategy meeting and the main thread of that was the Pathways to Prosperity Project. It was a 100-page report (Growth Perspective) and interesting because it showed how Wyoming got here, both the pros and cons. Ms. Tomassi introduced Chief Strategy Officer Sarah Fitz-Gerald.

Ms. Fitz-Gerald stated it was a pleasure to present some of the work that the Strategy group has been doing, including The Pathways to Prosperity Project. She gave an analogy that she feels frames up what the Strategy group has been doing. She feels resilience is the essence of the work that we are doing with Pathways to Prosperity. We are building on the work we and others have done throughout the years, including the strategy work that they have done. Ms. Fitz-Gerald stated that we are working as a team toward economic growth in Wyoming and are working on an annual report that will be coming out in January. There are radio spots and other opportunities to get the message out.

Ms. Fitz-Gerald introduces Tim O’Brien from the Harvard Growth Lab to discuss our Growth Perspective.

Mr. O’Brien explained that they wanted to look at what is the central problem facing the state. They went and looked at Wyoming’s economy as a system. There is a clear relationship between the size of a place’s population and the diversity and complexity of the different things that can be produced there. They were able to dig up some past information that they felt was relevant. They stated that Wyoming’s land quality is low and that is why it is not surprising that we have a low population. They have found that Wyoming has small clouds of business activity, and they are relatively disconnected from each other in comparison to other states. Population along with numbers of people leaving vs. moving to Wyoming is discussed. He reviewed what industries are growing in the state, and what other factors are attributing to that growth.

Ms. Tomassi opened it up to questions and there were comments regarding the land quality and some other discussion from the board. The board agreed that the report was excellent to have.

Co-Chair Erin Moore introduced Operations Committee Chair Erick Arens who introduced Accounting Manager Lyndsay Orr.

Ms. Orr presented the September 30, 2022, budget, and this is the first budget report of the 23/24 biennium and Fiscal Year 2023. Ms. Orr stated we came in at 9.97% general fund utilization compared to our 25% optimum being driven down by the BRC budget, which is at 24 million dollars. That is full biennium budget and we have not encumbered anything yet. Ms. Orr explained in federal funds our total expenditures were approximately \$380,000 with CDBG having \$2.07 million remaining in encumbrances. She went over the Agency Funds budget and the current budgeted expenditures.

- **ACTION ITEM:** Consideration of acceptance of Q1FY23 Financial Report. Chuck Kenyon made a motion to approve, and Pam Thayer seconded. Vote carried unanimously with no further discussion.

Co-Chair Erin Moore introduced Services Committee Chair John Coyne who then introduced Services Director Brandon Marshall.

Mr. Marshall displayed a presentation of highlights from the services team and the work they have been doing over the past year. He mentioned that they have been working on new recruitment materials along with new trade show booths, and a digital marketing campaign. Mr. Marshall identifies each team member in these areas: Business Recruitment, Business Retention & Expansion, Agribusiness, Entrepreneurship, Main Street, Community Leadership & Engagement with their individual accomplishments and future goals.

Ms. Tomassi complimented Brandon and his team and stated they are doing a lot of amazing work. She also asked for some clarification on the entrepreneurship and business retention side of things. Mr. Marshall explained that they are looking at gaps and connecting different aspects to it.

Mr. Marshall introduced Broadband Manager Elaina Zempel.

Ms. Zempel presented the proposed contract with LightBox. She stated that this is the second half of the license agreement. Due to funding sources, we split the contract down the middle and this part allows us to use the collected data.

Ms. Tomassi had questions regarding renewal and funding availability for this contract. This contract is for a consulting firm to help be the face of the Wyoming Broadband office and manage the allocation of the federal funds.

- **ACTION ITEM:** Consideration of staff recommendation - Contingent on funding, Attorney General's Office approval and no substantive changes to the final contract. Derek Smith made a motion to approve, and Chuck Brown III seconded. Vote carried unanimously with no further discussion.

Mr. Marshall explained that the CTC Contract is a significant and important one. He stated that it will allow us to connect homes and business across the state that are not currently served. Mr. Marshall mentioned that we did follow the State of Wyoming procurement procedures and went out for Request for Proposals. We received seven responses and went through a formal interview process and CTC was selected as the most qualified consultant for this process. Representatives from CTC were on the meeting and gave an overview of what they will be providing in the next five years with this contract. Ms. Tomassi had questions regarding oversight and clarification on who the contractor and subcontractor were.

- **ACTION ITEM:** Consideration of staff recommendation - Contingent on funding, Attorney General's Office approval and no substantive changes to the final contract. Derek Smith made a motion to approve, and Chuck Kenyon seconded. Vote carried unanimously with no further discussion.

Co-Chair Erin Moore introduced Committee Chair Alex Klein who introduced Investments Director Bert Adam.

Mr. Adam reviews the updates to the State Small Business Credit Initiative Rules. He states that we are close to the finish line with the application process with the Treasury Department. He further explains that with the updates there is potential for conflicts of interest to arise and there is a time frame for businesses to apply.

Board members Jason Kintzler discussed the effects this will have on some businesses. There was further discussion about the challenge of making these changes and that in the long term it is a very good decision.

- **ACTION ITEM:** Consideration of staff recommendation. Cindy Johnson made a motion to approve, and Kathy Tomassi seconded. Vote carried unanimously with no further discussion.

Mr. Adam presented a memo regarding the WyoTech Loan Agreement. WyoTech is seeking clarity on the agreement, and if they can pay a subsequent 6.5-million-dollar investment back before paying back the prior 5-million-dollar loan to the Challenge Loan Program. The analysis of the team regarding the agreement is that if the subsequent 6.5 million repayment is structured as a stock buyback and not a distribution it will not violate the terms of the agreement. The recommendation is to provide guidance to WyoTech contingent upon a positive financial analysis.

- **ACTION ITEM:** Consideration of staff recommendation. Mark Law made a motion to approve, and John Coyne III seconded. Vote carried unanimously with no further discussion.

Mr. Klein introduced Investments Portfolio Analyst John Wendling. Mr. Klein stated we would accept public comments after each group presented their project, and the vote will be done after all presentations were completed.

Mr. Wendling started with the Wyoming Legacy Meats Processing Expansion request. He stated that the Board of Directors recommended a BRC committed grant to the City of Cody at the September 8, 2022, board meeting in the amount of 1 million dollars to construct a 16,000 square foot facility on a 7.6 acre parcel owned Cody as part of the original projects. Cody anticipated approval of funding from the USDA and EDA. The EDA request was approved, but the USDA request for \$926,288 was denied. The City of Cody is seeking BRC Loan funds to fill the void. Loan terms are 20 years at 2% interest with a loan repayment of \$1,132,974.68.

- **ACTION ITEM:** Consideration of staff recommendation to fund the project. The board included an amendment of recommendation for the interest rate to be 1%. Kathy Tomassi made a motion to approve, and Pam Thayer seconded. Vote carried unanimously with no further discussion. Committee Chair Alex Klein added a comment that he appreciated the town coming back with a loan request instead of a grant request.

Mr. Wendling presented the second project for Business Committed for the Town of Lyman. Board Committee Chair Kathy Tomassi recused herself from any discussion and vote. The Town of Lyman requested a \$1.5 million business committed grant and \$1.5 million business committed loan for construction of a 16,000 square foot assisted living facility. The proposed facility will be located on a 2.6-acre site in the downtown area.

- **ACTION ITEM:** Consideration of staff recommendation to fund the project. Kim Devore made a motion to approve, and Cindy Johnson seconded. The vote carried unanimously, minus recused Kathy Tomassi, with no further discussion. Alex Klein added a comment that he appreciated the town coming back with an updated and better proposal and taking the board recommendations into consideration.

Mr. Wendling presented the third BRC project and Kim Devore recused herself from any discussion and vote. The Town of Glenrock requested a \$3,313,157 Business Committed grant to construct an 8,400 square foot facility for the expansion of McGinley Manufacturing. The facility would be located on a parcel of land currently owned by the company. If the project is approved, the company will transfer ownership of the land to the Town of Glenrock.

The board had discussion on the rules regarding funding of equipment and if that prevented being able to vote yes. Mr. Adam clarified that the rules could technically be waived, and that this is large equipment. Ms. Moore brought up that there were also a lot of questions around the wage aspect. Ms. Moore requested that there should be more time taken and understanding of how to work out the details and suggested that this be brought up again at a special board meeting and before the next SLIB meeting. Several board members agreed with the suggestion.

- **ACTION ITEM:** Motion to table this until the next special or regular board meeting, whichever comes first. Chuck Brown III made a motion to approve, and Derek Smith seconded. The vote carried unanimously, minus recused Kim Devore, with no further discussion.

Co-Chair Ms. Moore announced that John Coyne III will be leaving the board for a new opportunity. Mr. Coyne said he has been given the opportunity to serve as a Class A Director for the Kansas City Federal Reserve, Denver branch.

Ms. Moore presented the next item, the nominating committee. She stated that Cindy Johnson, Kim Devore and Derek Smith have accepted to be on the nominating committee for the 2023 board officers.

Ms. Moore mentioned upcoming meetings and thanked everyone for being here.

#### **Nominating Committee for 2023 Board Officers Co-Chair Erin Moore**

- **Next Meeting of SLIB – February 2, 2023**
- **Standing Committees** will meet this quarter during the week of **February 6** (invites via Google Calendar):
  - **Operations Standing Committee** – February 7 @ 10 a.m.
  - **Strategy Execution Standing Committee** – February 7 @ 2 p.m.
  - **Investments Standing Committee** – February 8 @ 10 a.m.
  - **Services Standing Committee** – February 9 @ 10 a.m.
- **Next Regular Meeting of this Board:** Wednesday, February 22, 2023 (meeting to be held in Cheyenne)
  - **ACTION ITEM:** Motion to adjourn meeting. Mark Law made a motion to adjourn, and Alex Klein seconded. The vote carried unanimously. Meeting adjourned at 2:45pm

*Respectfully Submitted*

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*Kari Kivisto, Agency Services Manager*

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*Erick Arens, Operations Committee Chair*

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

**Friday, January 20, 2023 | 8:30 A.M. | via Zoom Webinar**

**Board Present:** Erin Moore, Kathy Tomassi, Chuck Brown III, Pam Thayer, Derek Smith, Mark Law, Alex Klein, Kim Devore, and Cindy Johnson.

**Staff Present:** John Wendling, Kari Kivisto, Amy Grenfell, Bert Adam, Noelle Reed, Chava Case, John Jenks, Heather Tupper, Katie O'Bryan, Patrick Edwards, Ryan Kilpatrick, Kayla Kler, Sue Akey, Kiley Ingersoll, Angie Buchanan, Amy Quick, Amber Power, Elaina Zempel, Kristin Fong, Rylan O'Bryan, Brandon Marshall, and Sarah Fitz-Gerald.

Co-Chair Erin Moore convened virtual meeting at 8:32am. Ms. Moore reminded everyone that this is a special board meeting and no other items of business would be discussed at this time.

Roll call was taken and quorum was established. Due to the two board members voluntarily resigning our quorum was based off of eleven members instead of thirteen.

Ms. Moore introduced Investments Committee Chair Alex Klein, who introduced Investments Portfolio Analyst John Wendling.

Mr. Wendling started off with the review of the loan policy update. He stated that we had an audit, and our policies hadn't been updated since December 2019. Mr. Wendling went on to explain that we went through the process, and added all the new loans that are part of the challenge to that program.

- **ACTION ITEM:** Consideration of updates to the WBC loan policy that reflect the new Challenge Loan programs. Kim Devore made a motion and Pam Thayer seconded. The vote carried unanimously with no further discussion.
- **ACTION ITEM:** Take from the table the Town of Glenrock - McGinley Manufacturing Expansion BRC application from the December 15, 2022, board meeting. Kim Devore made the motion and Erin Moore seconded. The vote carried unanimously with no further discussion.

Mr. Klein introduced Grants Portfolio Manager Noelle Reed. Kim Devore recused herself from the discussion and vote for the consideration of funding request for the Town of Glenrock.

Ms. Reed introduced the project from The Town of Glenrock. The Town of Glenrock requests a \$2,297,294 Business Committed grant to construct a 8,400 square foot facility for the expansion of McGinley Manufacturing. The facility will be located on a parcel of land currently owned by the company. If the project is approved, the company will transfer ownership of the land to The Town of Glenrock. The median wage and number of jobs has increased since first presented and is compelling for the project. One of the bigger concerns from the previous board meeting was the question of funding equipment. This proposed recommendation is to fund 90% of the building.

Co-Chair Erin Moore acknowledged Glenrock for their efforts on the application. She stated that she respected the efforts of the business to commit to Glenrock and their expansion in Wyoming. She also spoke about the concerns with the project and how BRC rules define funding equipment.

Investments Committee Chair Alex Klein spoke to the conversation in committee meeting and this board meeting were a lot of the same as to the concern of equipment. He said we do like the project and what it does for manufacturing in Wyoming.

- **ACTION ITEM:** Consideration of funding request for Town of Glenrock - McGinley Manufacturing Expansion BRC application in the amount of \$1,370,733. Motion made by Erin Moore and seconded by Pam Thayer. The vote was as follows with Kim Devore recused. In favor of the project: Erin Moore, Chuck Brown III, Pam Thayer, Derek Smith, Mark Law, Cindy Johnson, and Alex Klein. Against the Project: Kathy Tomassi.

Ms Moore reviewed the next meeting dates and our next in person meeting will be on February 22, 2023.

- **Standing Committees** will meet this quarter during the week of February 6:
  - **Operations Committee:** February 7 @10 a.m.
  - **Investments Committee:** February 8 @10:00 a.m.
  - **Services Committee:** February 9 @ 10:00 a.m.
  - **Strategy Execution Committee:** February 9 @ 2:00 p.m.
- **Next Regular Meeting of this Board:** February 22, 2023 \*In Cheyenne\* (details TBA)
  - **ACTION ITEM:** Adjournment of meeting. Mark Law made a motion and Cindy Johnson seconded.

*Respectfully Submitted*

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*Kari Kivisto, Agency Services Manager*

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*Erick Arens, Operations Committee Chair*



# PEOPLE AND PERFORMANCE

WBC BOARD OF DIRECTORS UPDATE

**FEBRUARY 2023**





# PEOPLE

## NEW ARRIVALS

**JOHN WENDLING,  
LOAN PORTFOLIO MANAGER  
FEBRUARY 1, 2023**



**GORDON FINNEGAN,  
EQUITY PORTFOLIO MANAGER  
FEBRUARY 13, 2023**



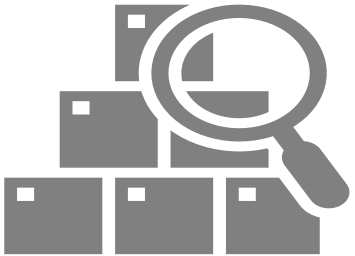
**ANNOUNCING SOON  
EAST CENTRAL REGIONAL DIRECTOR  
ESTIMATED FEBRUARY 27, 2023**





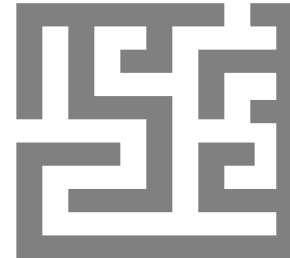
# PEOPLE

## RECRUITMENTS



### **MARKETS & INDUSTRIES MANAGER:**

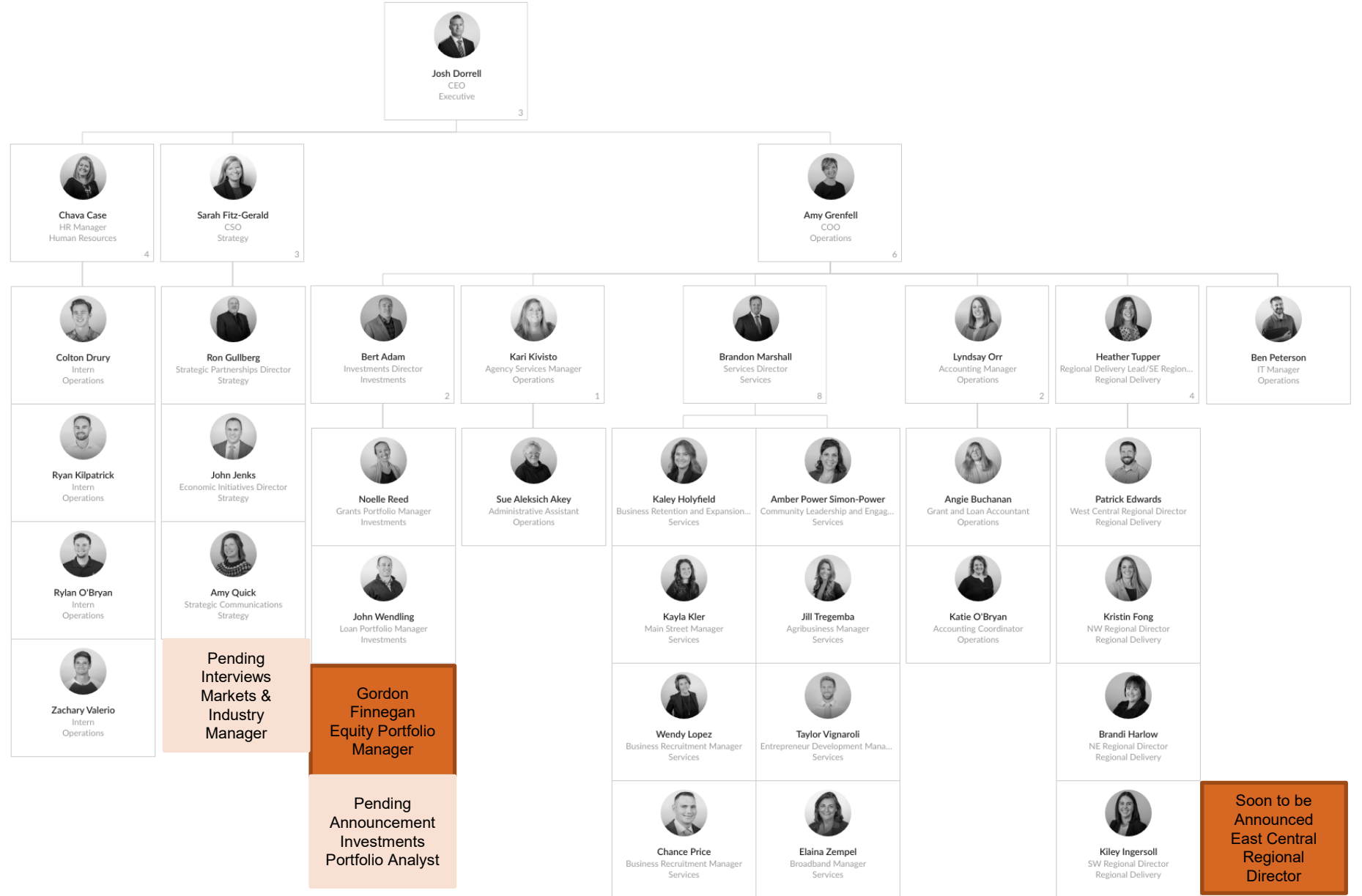
Interpret research about the state, external business climate, potential markets and industries in order to develop recruitment, expansion, and investment strategies that contribute toward diversifying Wyoming's economy.



### **INVESTMENTS PORTFOLIO ANALYST:**

Liaison to loan, grant, and equity program applicants providing program guidance and financial management services. Leads efforts with communities, businesses, and entrepreneurs directed at guiding them toward various financing mechanisms suited for their specific situation.

# WBC TEAM





# THANK YOU

Chava Case, HR Manager

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

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## Memorandum

**To:** Wyoming Business Council Board of Directors  
**From:** Investments Team  
**Subject:** Challenge Loan Reporting Requirements  
**Date:** February 22, 2023

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

There are four (4) past due payments as of December 31, 2022:

### **Hay Growers:**

- **Ryan Riggs** – No new information to report since last quarter. The team will continue to keep in contact with Mr. Riggs and try to figure out a way to get payment. The loan was originated on March 3, 2020. Mr. Riggs has yet to make any kind of payment towards the principal on the loan. The amount past due is \$38,599.49 (two annual payments plus a \$941.45 late charge); loan balance is \$140,000.00.

### **Beet Growers:**

- **Cody Easum** – No new information to report since the last quarter. The WBC team and Mr. Sherman at Markee continue to make attempts to get ahold of Mr. Easum with no success. The loan was originated on November 16, 2017 for \$68,500.00. Mr. Easum did make an interest-only payment and one principal and interest payment towards the loan. The last payment received was on January 1, 2020. The amount past due is \$31,433.64 (three annual payments plus a \$523.89 late charge); loan balance is \$64,067.44
- **Eden Farms** – The borrower has deceased, but his wife is working with the WBC. She sent a partial payment earlier in 2022. Mr. Sherman at Markee contacted Ms. Eden and an additional \$20,000 payment was received on February 6, 2023. The Loan balance as of February 26, 2023 is \$103,101.40. The loan was originated on January 9, 2018 (\$135,300.00).

- **Brandy Pettet** – Mr. Sherman at Markee sent out his third late notice in June, but we have not heard anything from him to date. We will continue to monitor and attempt to contact Mr. Pettet in the future. The amount past due is \$7,811.44 (2 annual payments plus \$190.52 late charge); loan balance is \$20,438.25. Mr. Pettet was late last year as well but did make the payment. The loan was originated on November 16, 2017 for \$25,000.00. The last payment was received on March 1, 2021.
2. **Loan Loss Reserve Analysis.** Challenge Loan Policy requires a review of all loans that are delinquent (over 30 days past due) and a specific reserve will be allocated if the review warrants. There will be an additional unallocated reserve of one-half of one percent of the total portfolio balance.
- The reserve is adequate with a balance of **\$1,255,690**. The allocation includes a 10% loan loss reserve for the Economic Disaster Loans originated, plus 0.5% of the total loan portfolio. The reserve does include a full allowance for Cody Easum (\$64,067.44), Ryan Riggs (\$140,000.00), Eden Farms (\$114,408.73) and Brandy Pettet (\$20,438.25).
  - The resulting available fund balance in the Economic Development Fund is **10,381,905**.
3. **Charge off balances.**
- No charge offs this quarter.
4. **Other News.**
- John Wendling has been hired as Loan Portfolio Manager.
  - **There are currently 90 active loans totaling \$12,511,840.**

**Staff Recommendation:**

- **Staff recommends acceptance of this report.**



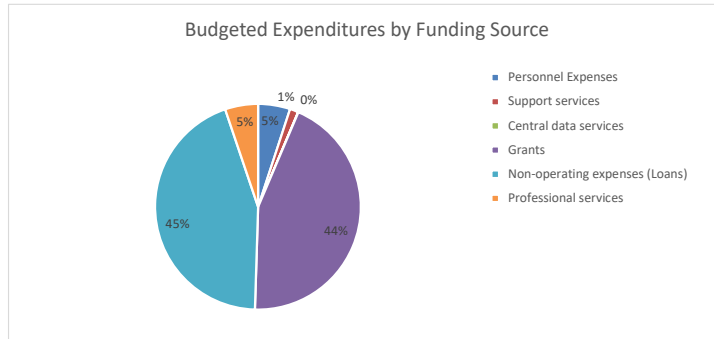
# OPERATIONS COMMITTEE REPORT

**Wyoming Business Council**  
**Quarter Ending December 31, 2022 (2023/2024 Biennium)**

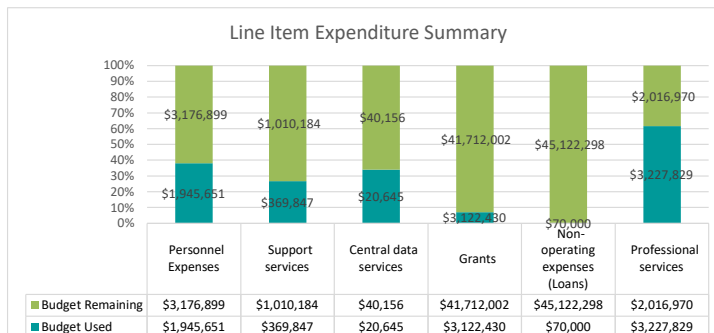
Optimum = 50%

BUDGET SUMMARY	BUDGET	EXPENDED	ENCUMBERED	BALANCE	%	Avail. Cash Balance	YTD Receipts
<b>Economic Diversification</b>							
<b>Investments</b>	<b>\$58,042,037</b>	<b>\$4,336</b>	<b>\$0</b>	<b>\$58,037,701</b>	<b>0.01%</b>		
Investments (BRC/CDBG)	\$25,000	\$4,336	\$0	\$20,664	17.34%		
Finance	\$10,000	\$0	\$0	\$10,000	0.00%		
Business Ready Communities (Includes MRG)	\$58,007,037	\$0	\$0	\$58,007,037	0.00%		
<b>Services</b>	<b>\$5,875,313</b>	<b>\$838,658</b>	<b>\$2,297,148</b>	<b>\$2,739,507</b>	<b>53.37%</b>		
Services	\$2,216,311	\$46,322	\$1,655,990	\$513,998	76.81%		
Broadband Administration (fund 004)	\$200,603	\$43,165	\$12,856	\$144,582	27.93%		
Entrepreneurship	\$2,025,000	\$455,683	\$417,500	\$1,151,817	43.12%		
Main Street	\$235,000	\$37,637	\$10,000	\$187,363	20.27%		
Markets & Expansion	\$350,899	\$88,659	\$35,570	\$226,670	35.40%		
Recruitment	\$585,000	\$95,839	\$32,500	\$456,661	21.94%		
Community Development	\$62,500	\$4,084	\$0	\$58,416	6.53%		
Asia Pacific Trade Office	\$200,000	\$67,268	\$132,732	\$0	100.00%		
<b>Wyoming Business Council</b>							
<b>Operations</b>	<b>\$5,832,535</b>	<b>\$2,089,130</b>	<b>\$17,200</b>	<b>\$3,726,205</b>	<b>36.11%</b>		
Accounting	\$45,000	\$0	\$0	\$45,000	0.00%		
Agency Services	\$387,540	\$52,008	\$17,200	\$318,332	17.86%		
Board	\$34,050	\$15,654	\$0	\$18,396	45.97%		
Executive	\$14,250	\$6,473	\$0	\$7,777	45.42%		
HR (Non-Payroll)	\$137,100	\$18,325	\$0	\$118,775	13.37%		
HR (Payroll)	\$4,971,086	\$1,945,651	\$0	\$3,025,435	39.14%		
IT	\$243,509	\$51,020	\$0	\$192,489	20.95%		
<b>Regional Directors</b>	<b>\$90,000</b>	<b>\$25,906</b>	<b>\$0</b>	<b>\$64,094</b>	<b>28.78%</b>		
<b>Strategy</b>	<b>\$324,468</b>	<b>\$40,383</b>	<b>\$5,375</b>	<b>\$278,710</b>	<b>14.10%</b>		
General Strategy	\$105,000	\$6,497	\$5,375	\$93,128	11.31%		
Communications	\$138,448	\$2,097	\$0	\$136,351	1.51%		
Strategic Partnerships	\$81,020	\$31,789	\$0	\$49,231	39.24%		
<b>TOTAL GENERAL FUNDS</b>	<b>\$70,164,353</b>	<b>\$2,998,413</b>	<b>\$2,319,723</b>	<b>\$64,846,217</b>	<b>7.58%</b>		
<b>Federal Funds</b>							
Brownfield Revolving Loan Program	\$744,406	\$0	500,000	\$244,406	67.17%		
CDBG Program	\$3,120,026	\$695,384	889,488	\$1,535,154	50.80%		
ARPA State Planning	\$1,000,000	\$288,376	711,624	\$0	100.00%		
State Trade and Export Program (STEP)	\$290,250	\$154,625	-	\$135,625	53.27%		
<b>TOTAL FEDERAL FUNDS</b>	<b>\$5,154,682</b>	<b>\$1,138,385</b>	<b>\$2,101,112</b>	<b>\$1,915,185</b>	<b>62.85%</b>		
<b>Agency Funds</b>							
Economic Loan Development (fund 039/089)*	\$26,140,876	\$0	\$185,000	\$25,955,876	0.71%	\$ 10,381,905	\$ 493,831
Rural Rehabilitation (fund 499)	\$300,000	\$13,000	\$0	\$287,000	4.33%	\$ 4,683,810	\$ 32,794
Wyoming Business Council (fund 085)	\$75,000	\$769	\$0	\$74,231	1.02%	\$ 209,636	\$ 1,757
<b>TOTAL AGENCY FUNDS</b>	<b>\$26,515,876</b>	<b>\$13,769</b>	<b>\$185,000</b>	<b>\$26,317,107</b>	<b>0.75%</b>		
<b>TOTAL BUDGET</b>	<b>\$101,834,911</b>	<b>\$4,150,567</b>	<b>\$4,605,835</b>	<b>\$93,078,510</b>	<b>8.60%</b>		
<b>American Rescue Plan Act</b>							
ARPA Connect Wyoming	250,000	200,000	50,000	-	100.00%		
Pathways to Prosperity	2,900,000	865,127	1,018,631	1,016,242	64.96%		
<b>TOTAL ARPA</b>	<b>3,150,000</b>	<b>1,065,127</b>	<b>1,068,631</b>	<b>1,016,242</b>	<b>67.74%</b>		

\* \$27 million reserved for Large Loan Fund



Loan Type	Balance
Economic Disaster	5,761,163
Bridge	1,115,963
Amendment IV	-
Natural Gas Infrastructure	182,614
WyoTech	4,250,101
BRC	11,133,025
Unallocated Allowance	(53,690)
	<u>22,389,176</u>





# **WYOMING BUSINESS COUNCIL**

## **QUARTER 2 FISCAL YEAR 2023 FINANCIAL REPORT**

### **BUDGET REPORT**

#### **General Funds**

- December 31, 2022 budget utilization came in at 7.58% compared to 50% budget optimum.
- WBC and Economic Diversification budgets (budgets that revert) are at 44.01% utilization.
- Overall utilization, and the decrease from the previous quarter is being driven down by the BRC budget.
- During this quarter, we carried forward previous biennium's unobligated budget balances, and payments received on loans and revenue recapture for BRC in the amount of \$33.7 million.

#### **Federal Funds**

- Total expenditures on our federal programs for the first half of fiscal year 2023 were approximately \$1.14 million.
- We were awarded a \$1 million award from the federal Economic Development Agency for State Planning. This is a direct award to the WBC through the American Rescue Plan Act. These funds are going towards the Harvard Pathways to Prosperity project.

#### **Agency Funds**

- As of December 31, the Economic Loan Development fund had an available budget of \$25.96 million. This includes \$25 million budget for large loan projects. Total cash as of 6/30 is \$37.52 million, however \$27.14 million is reserved for large loans, leaving \$10.38 million available for Challenge loans. During the first quarter, the fund has received \$493,831 in investment income, and loan and principal payments.
- As of December 31, the Rural Rehabilitation fund had an available budget of \$287k, and \$4.68 million in available cash. The fund has earned \$37,794 in investment income.
- As of September 30, the Wyoming Business Council fund had an available budget of \$74k, and \$209k in available cash. It earned \$1,757 in investment income.

#### **American Rescue Plan Act (ARPA) Funds**

- As of December 31, we have been awarded \$3.15 million in State and Local Fiscal Recovery funds from the State. This went towards Broadband mapping and the Harvard Pathways to Prosperity project. \$1.07 million has been expended.

### **BUDGETED EXPENDITURES**

- The increase to BRC changed up our overall budget makeup increasing our grant budget to 44% of our overall budget, and decreasing our loan budget to 45% from 51%.

#### **LINE-ITEM EXPENDITURE SUMMARY**

- Professional Services had greater than 25% budget utilization, coming in a little higher than 60%, due to contract encumbrances for the fiscal year.
- Although a \$70k Succession Loan was approved in September, the loan budget is near 0% utilization, due to the \$25 million large loan budget.

#### **LOANS RECEIVABLE**

- The net loans receivable balance as of December 31 is \$22.39 million.
- Total principal and interest payments on loans received during the first half of the fiscal year is \$1.58 million.

**WYOMING BUSINESS COUNCIL  
(A COMPONENT UNIT OF THE  
STATE OF WYOMING)**

**FINANCIAL AND COMPLIANCE REPORT**

**JUNE 30, 2022**

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## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors  
Wyoming Business Council  
Cheyenne, Wyoming

### Report on the Audit of the Financial Statements

#### ***Opinions***

We have audited the financial statements of the governmental activities, each major fund, and the aggregate remaining fund information of the Wyoming Business Council (the Business Council), a component unit of the State of Wyoming, as of and for the year ended June 30, 2022, and the related notes to the financial statements, which collectively comprise the Business Council's basic financial statements as listed in the table of contents.

In our opinion, the accompanying financial statements referred to above present fairly, in all material respects, the respective financial position of the governmental activities, each major fund, and the aggregate remaining fund information of the Business Council as of June 30, 2022, and the respective changes in financial position and, where applicable, cash flows thereof for the year then ended in accordance with accounting principles generally accepted in the United States of America (GAAP).

#### ***Basis for Opinions***

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS) and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States (*Government Auditing Standards*). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of the Business Council and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

#### ***Emphasis of Matter***

As discussed in Note 1, Note 4 and Note 5 to the financial statements, the Business Council adopted new accounting guidance with the implementation of Governmental Accounting Standards Board (GASB) Statement No. 87, *Leases*. Our opinion is not modified with respect to this matter.

#### ***Responsibilities of Management for the Financial Statements***

Management is responsible for the preparation and fair presentation of the financial statements in accordance with GAAP, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Business Council's ability to continue as a going concern for 12 months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

### ***Auditor's Responsibilities for the Audit of the Financial Statements***

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinions. Reasonable assurance is a high level of assurance but is not absolute assurance and, therefore, is not a guarantee that an audit conducted in accordance with GAAS and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS and *Government Auditing Standards*, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Business Council's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Business Council's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal-control-related matters that we identified during the audit.

### ***Required Supplementary Information***

GAAP requires that Management's Discussion and Analysis on pages 4 through 11, the Budgetary Comparison Schedules and Explanation of Differences between Budgetary Inflows and Outflows and GAAP Revenues and Expenditures for the General Fund, Economic Development Fund, and Rural Rehabilitation Fund on pages 41 through 44, the Schedule of the Business Council's Proportionate Share of the Net Pension Liability on page 45, the Schedule of the Business Council's Contributions on page 46, the Schedule of the Business Council's Proportionate Share of the Total OPEB Liability on page 47, and the Notes to the Required Supplementary Information on pages 48 and 49 be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with GAAS, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

### ***Supplementary Information***

Our audit was conducted for the purpose of forming opinions on the financial statements that collectively comprise the Business Council's basic financial statements. The Combining Statements of Other Governmental Funds and the Schedule of Expenditures of Federal Awards, as required by Title 2 U.S. Code of Federal Regulations Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*, are presented for purposes of additional analysis and are not a required part of the basic financial statements. Such information is the responsibility of management and was derived from, and relates directly to, the underlying accounting and other records used to prepare the basic financial statements. The information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with GAAS. In our opinion, this information is fairly stated, in all material respects, in relation to the basic financial statements as a whole.

### ***Other Reporting Required by Government Auditing Standards***

In accordance with *Government Auditing Standards*, we have also issued our report dated January 30, 2023 on our consideration of the Business Council's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Business Council's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Business Council's internal control over financial reporting and compliance.

*McGee, Hearne & Paig, LLP*

Cheyenne, Wyoming  
January 30, 2023

## MANAGEMENT'S DISCUSSION AND ANALYSIS

This section of the Wyoming Business Council's (the Business Council) annual report, a component unit of the State of Wyoming (the State), presents our discussion and analysis of the Business Council's financial performance during the fiscal years that ended June 30, 2022 and 2021.

### FINANCIAL HIGHLIGHTS

#### Government-Wide Financial Statements

- The Business Council's assets and deferred outflows of resources exceeded its liabilities and deferred inflows of resources, for net position of \$58,640,903 as of June 30, 2022, a decrease of \$1,158,120 from the previous year.

#### Governmental Funds Financial Statements

- As of June 30, 2022, the Business Council's governmental funds reported combined fund balances of \$64,930,740, a decrease of \$1,286,630 from the previous year.

### OVERVIEW OF THE FINANCIAL STATEMENTS

The discussion and analysis is intended to serve as an introduction to the Business Council's basic financial statements. The Business Council's annual report consists of four components in accordance with required reporting standards: (1) Management's Discussion and Analysis (this section), (2) government-wide financial statements, (3) governmental funds financial statements, and (4) notes to the basic financial statements. The required supplementary information and supplementary information is included in addition to the basic financial statements.

#### Government-Wide Financial Statements

The government-wide financial statements are designed to provide short-term and long-term information about the overall financial position and activities of the Business Council, in a manner similar to a private-sector business. The government-wide financial statements consist of the Statement of Net Position and Statement of Activities.

The *Statement of Net Position* reports all assets and deferred outflows of resources held and liabilities and deferred inflows of resources owed by the Business Council. Assets are reported when acquired, and liabilities are reported when incurred. The difference between the Business Council's total assets and deferred outflows of resources and total liabilities and deferred inflows of resources is its net position, which is similar to the owner's equity presented by a private-sector business.

The *Statement of Activities* reports all of the revenues and expenses of the Business Council. Revenues are recognized when earned and expenses are reported when incurred. The statement identifies the extent to which each function of the Business Council draws from general revenues or is self-sufficient through fees, intergovernmental aid, and other sources of revenues.

The Business Council's government-wide financial statements are presented on pages 12 through 14.



## MANAGEMENT'S DISCUSSION AND ANALYSIS

### Governmental Funds Financial Statements

The governmental funds financial statements provide more detailed information about the Business Council's funds. A fund is a separate accounting entity used to keep track of specific sources of funding and spending. Except for the General Fund, the Business Council uses specific funds that have been established to satisfy legal requirements established by external parties, governmental statutes, or regulations.

The governmental funds financial statements are prepared on an accounting basis that is significantly different from that used to prepare the government-wide financial statements. The governmental funds financial statements focus on information about the Business Council's short-term inflows, outflows, and balances of spendable resources. The governmental funds financial statements consist of a Balance Sheet and a Statement of Revenues, Expenditures, and Changes in Fund Balances.

The *Balance Sheet* reports information about the Business Council's current financial resources, which are its assets, liabilities and fund balances. *Assets* reported are amounts on hand at the end of the fiscal year, such as cash and amounts for receivables that are collectible within a short period of time after the end of the fiscal year. *Liabilities* include amounts that are to be paid in a short period after the end of the fiscal year. The difference between a fund's total assets and total liabilities is its *fund balance*. The fund balance generally indicates the amount available to finance next year's activities. Because the focus of this report is on current rather than long-term information, we provide an analysis that reconciles the governmental funds Balance Sheet to the government-wide Statement of Net Position.

The *Statement of Revenues, Expenditures, and Changes in Fund Balances* reports information about the Business Council's inflows, outflows, and balances of current financial resources for each of its major governmental funds and for its nonmajor governmental funds in the aggregate. Amounts reported are *revenues* and *expenditures* that were collected in cash or paid in cash, respectively, during the current period or very shortly after the end of the year. Because this report excludes long-term information, we provide an analysis that reconciles the governmental funds Statement of Revenues, Expenditures, and Changes in Fund Balances to the government-wide Statement of Activities.

The Business Council's governmental funds financial statements are presented on pages 15 through 18.

### Notes to Financial Statements

The notes to financial statements provide additional information that is essential to a full understanding of data provided in the government-wide and governmental funds financial statements. The notes are presented on pages 19 through 40.

## MANAGEMENT'S DISCUSSION AND ANALYSIS

### Required Supplementary Information

The required supplementary information presents Budgetary Comparison Schedules for the Business Council's General Fund and each of its major governmental funds. The schedules present the Business Council's original and final appropriated budgets for the reporting period as well as its actual inflows and outflows of financial resources. The required supplementary information also presents the Schedule of the Business Council's Proportionate Share of the Net Pension Liability, the Schedule of the Business Council's Contributions, and the Schedule of the Business Council's Proportionate Share of the Total OPEB Liability. These schedules present information on the Business Council's share of the net pension liability in line with Governmental Accounting Standards Board (GASB) Statement No. 68, *Accounting and Financial Reporting for Pensions*, and the total OPEB liability in line with GASB Statement No. 75, *Accounting and Financial Reporting for Postemployment Benefits Other than Pensions*. The required supplementary information is presented on pages 41 through 49.

### Supplementary Information

The combining funds statements provide information for nonmajor governmental funds and are presented immediately following the required supplementary information. The combining funds statements are presented on pages 50 and 51.

## GOVERNMENT-WIDE FINANCIAL ANALYSIS

### Financial Position

The Business Council's net position may provide a useful indicator of its financial position. At the end of the current fiscal year, its assets and deferred outflows of resources exceeded liabilities and deferred inflows of resources by \$58,640,903, which represents a net investment of \$43,217 in capital assets, \$52,957,619 in restricted net position (economic development and rural rehabilitation), and \$5,640,067 in unrestricted net position. The unrestricted net position may be used to meet the Business Council's ongoing obligations.

The Business Council's gross net position decreased \$1,158,120 because of decreases in its loan receivable balances in the Economic Development Fund, and an offsetting increase in deposits with the State Treasurer.

## MANAGEMENT'S DISCUSSION AND ANALYSIS

The following condensed Statements of Net Position present the Business Council's financial position for the past two years:

### STATEMENTS OF NET POSITION CONDENSED

	2022	2021*
<b>ASSETS</b>		
Current Assets	\$ 71,210,743	\$ 56,266,332
Noncurrent Assets		
Accounts receivable	224,050	-
Loans receivable	20,854,675	24,015,664
Capital and leased assets	314,897	403,524
<b>Total assets</b>	<u>\$ 92,604,365</u>	<u>\$ 80,685,520</u>
 <b>DEFERRED OUTFLOWS OF RESOURCES</b>	 <u>\$ 2,260,321</u>	 <u>\$ 2,162,005</u>
 <b>LIABILITIES</b>		
Current Liabilities	\$ 27,539,595	\$ 14,136,718
Noncurrent Liabilities	6,350,027	7,358,130
<b>Total liabilities</b>	<u>\$ 33,889,622</u>	<u>\$ 21,494,848</u>
 <b>DEFERRED INFLOWS OF RESOURCES</b>	 <u>\$ 2,334,161</u>	 <u>\$ 1,553,654</u>
 <b>NET POSITION</b>		
Net Investment in Capital Assets	\$ 43,217	\$ 10,808
Restricted for Economic Development	48,392,084	48,711,505
Restricted for Rural Rehabilitation	4,565,535	4,730,265
Unrestricted	5,640,067	6,346,445
<b>Total net position</b>	<u>\$ 58,640,903</u>	<u>\$ 59,799,023</u>

\* Restated for GASB Statement No, 87, *Leases*.

## MANAGEMENT'S DISCUSSION AND ANALYSIS

### Statement of Activities

Net position decreased by \$1,158,120 during the current fiscal year due to a decrease in general revenues. The Business Council also experienced a decrease in expenses for the Business Ready Communities program within the Investments function that were offset by increased expenses in the Services and Regional Offices functions as the Business Council returns to normal operations after the COVID-19 pandemic.

The following condensed Statements of Activities present the Business Council's results of operations for the past two years:

### STATEMENTS OF ACTIVITIES CONDENSED

	2022	2021
Revenues		
Program revenues	\$ 2,225,025	\$ 427,922,674
General revenues	14,140,639	17,236,634
<b>Total revenues</b>	<b>16,365,664</b>	<b>445,159,308</b>
Expenses		
Operations	2,153,092	2,248,644
Services	4,259,285	429,589,719
Investments	10,262,433	12,091,709
Regional offices	848,974	720,761
<b>Total expenses</b>	<b>17,523,784</b>	<b>444,650,833</b>
<b>Change in net position</b>	<b>(1,158,120)</b>	<b>508,475</b>
Net Position, beginning	59,799,023	59,290,548
Net Position, ending	<u><u>\$ 58,640,903</u></u>	<u><u>\$ 59,799,023</u></u>

### GOVERNMENTAL FUNDS FINANCIAL ANALYSIS

The Business Council's activities are reflected in its General Fund, Economic Development Fund, Rural Rehabilitation Fund, and other governmental funds. The focus of these governmental funds is to provide information about the Business Council's short-term inflows, outflows, and balances of spendable resources. Such information may be useful in assessing the Business Council's net resources available for spending at the end of the fiscal year.

### Balance Sheet

As of June 30, 2022, the Business Council's governmental funds reported combined ending fund balances of \$64,930,740, a decrease of \$1,286,630 from the previous year.

## MANAGEMENT'S DISCUSSION AND ANALYSIS

Of the major funds, the General Fund is the main operating fund of the Business Council. At the end of the current fiscal year, the total fund balance was \$11,750,367, which is unavailable for current use (nonspendable or restricted) because it is associated with a long-term receivable (loans receivable). The General Fund decreased by \$785,540, which represents the change in the balance of loans receivable held in the General Fund.

The fund balance of the Economic Development Fund decreased by \$319,421, primarily due to losses on investments held within the State Treasurer's Office.

The fund balances of the Business Council's remaining funds decreased by \$181,669, which consists of activity, including losses on investments held within the State Treasurer's Office, in the Wyoming Business Council Fund.

### Revenues and Expenditures

The following statements present current fiscal year revenues and expenditures compared to the prior year:

#### STATEMENTS OF REVENUES AND EXPENDITURES GOVERNMENTAL FUNDS

	2022		2021		(Decrease) Increase	
	Amount	% of Total	Amount	% of Total	Amount	%
<b>Revenues</b>						
Revenue from primary government	\$ 13,628,777	83.28%	\$ 442,325,155	99.07%	\$ (428,696,378)	-96.92%
Federal revenue	2,219,730	13.56%	1,785,701	0.40%	434,029	24.31%
Investment income	(218,916)	-1.34%	427,947	0.10%	(646,863)	-151.15%
Revenue from others	730,778	4.47%	1,908,147	0.43%	(1,177,369)	-61.70%
Charges for sales and services	5,295	0.03%	2,282	0.00%	3,013	132.03%
<b>Total revenues</b>	<b>\$ 16,365,664</b>	<b>100.00%</b>	<b>\$ 446,449,232</b>	<b>100.00%</b>	<b>\$ (430,083,568)</b>	<b>-96.33%</b>
<b>Expenditures</b>						
Operations	\$ 2,630,432	14.61%	\$ 2,226,666	0.50%	\$ 403,766	18.13%
Services	4,245,149	23.57%	429,557,270	96.62%	(425,312,121)	-99.01%
Investments	10,248,502	56.91%	12,074,609	2.72%	(1,826,107)	-15.12%
Regional offices	884,977	4.91%	707,745	0.16%	177,232	25.04%
<b>Total expenditures</b>	<b>\$ 18,009,060</b>	<b>100.00%</b>	<b>\$ 444,566,290</b>	<b>100.00%</b>	<b>\$ (426,557,230)</b>	<b>-95.95%</b>
<b>Other Financing Sources (Uses)</b>						
Leases	\$ 356,766	100.00%	\$ -	0.00%	\$ 356,766	100.00%

Revenues for governmental activities were \$16,365,664 for fiscal year 2022, a decrease of 96.33% from the previous year. Revenues from primary government decreased \$428,696,378, primarily due to the receipt of \$426.1 million as a subrecipient of the State's Coronavirus Aid, Relief, and Economic Security Act grant in the previous fiscal year. Revenues from investment income decreased \$646,863 from the previous fiscal year, primarily due to decreases in the fair value of investments held within the State Treasurer's Office.

## MANAGEMENT'S DISCUSSION AND ANALYSIS

Expenditures for governmental activities were \$17,652,294 for the current fiscal year, a decrease of 96.03% from fiscal year 2021. This decrease is primarily due to expenditures of \$426.1 million in business relief grants as part of the Business Council's Business Relief, Connect Wyoming, Agricultural Relief, and Energy Rebound Programs.

Other financing sources of \$356,766 reflect the implementation of GASB Statement No. 87, *Leases*, and the beginning lease asset/liability of \$356,766.

### CAPITAL ASSETS AND DEBT ACTIVITY

#### Capital Assets Activity, including Leased Assets

The Business Council's investment in capital assets for its governmental activities as of June 30, 2022 amounted to \$262,265, net of accumulated depreciation of \$211,684. This investment in capital assets includes furniture, fixtures and equipment; construction in progress; and intangible assets. The Business Council's investment in lease assets for its governmental activities as of June 30, 2022 amounted to \$433,015, net of accumulated depreciation of \$168,699. The Business Council's lease assets include leases for equipment and real estate. At the end of the fiscal year, the Business Council had lease liabilities related to the equipment and real estate totaling \$271,680. The \$88,627 decrease in net capital and leased assets from the previous year is due to current-year additions of \$58,798, offset by \$147,425 in depreciation expense.

The following is a schedule of capital assets for the past two years. Additional information on the Business Council's capital and leased assets can be found in Note 4 to the financial statements.

#### SCHEDULE OF CAPITAL AND LEASED ASSETS (net of depreciation)

	2022	2021*
Lease assets - equipment	\$ 21,429	\$ 34,422
Lease assets - real estate	242,887	356,766
Furniture, fixtures, and equipment	3,068	4,093
Intangible assets	-	8,243
Construction in progress	47,513	-
<b>Total</b>	<b>\$ 314,897</b>	<b>\$ 403,524</b>

\* Restated for GASB Statement No. 87, *Leases*.

#### Debt Activity

The Business Council adopted GASB Statement No. 87, *Leases*, as of July 1, 2021, which resulted in the recognition of an additional lease liability for previously expensed lease payments. See the additional discussion and disclosure of this activity in Note 5 to the financial statements.

## **MANAGEMENT’S DISCUSSION AND ANALYSIS**

### **BUDGETARY HIGHLIGHTS**

For the current fiscal year, the Business Council’s General Fund budget was revised primarily for net appropriations carried over from a previous fiscal year. Budgeted expenditures for the Economic Development Fund were primarily revised to carry over appropriations from a previous fiscal year. Budgeted expenditures for the Rural Rehabilitation Fund were increased primarily to allow expenditures of current-year investment income.

During March 2020, a global pandemic was declared by the World Health Organization related to the rapidly growing outbreak of a novel strain of coronavirus (COVID-19). The pandemic significantly impacted economic conditions in the United States as Federal, State, and local governments reacted to the public health crisis. In addition, the State experienced decreased revenues as a result of the decline in mineral prices and production. In response to revenue declines, the governor announced Statewide budget reductions for the 2021 biennium that began in fiscal year 2021 and carried to fiscal year 2022. In August 2020, the Business Council’s budget reductions were implemented with a 10% reduction to the Business Council’s 2021/2022 General Fund biennium budget. The budget reduction was formalized by the Wyoming State Legislature during the 2021 General Legislative Session.

### **FINANCIAL IMPACT**

In response to the decline in Wyoming commodities in previous years, former Governor Mead created the Economically Needed Diversity Options for Wyoming (ENDOW) Initiative. To support the ENDOW Initiative, the Wyoming State Legislature made one-time appropriations during its 2018 Budget Session to the Business Council to expand international trade efforts and improve broadband services across the State.

### **REQUESTS FOR INFORMATION**

Questions concerning any of the information provided in this report or requests for additional information should be addressed to the Wyoming Business Council, 214 West 15th Street, Cheyenne, Wyoming 82002.

## WYOMING BUSINESS COUNCIL

### STATEMENT OF NET POSITION

June 30, 2022

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#### ASSETS

##### Current Assets

Deposits with State Treasurer	\$ 44,898,613
Deposits in bank	1,445
Cash and investments with trustee	22,169,863
Accounts receivable	56,012
Interest receivable	351,648
Due from primary government	16,211
Due from Federal government	975,830
Loans receivable, net	2,741,121
<b>Total current assets</b>	<b>71,210,743</b>

##### Noncurrent Assets

Accounts receivable	224,050
Loans receivable, net	20,854,675
Capital assets, net of accumulated depreciation:	
Furniture, fixtures, and equipment	3,068
Construction in progress	47,513
Lease assets, net of accumulated depreciation	264,316
<b>Total noncurrent assets</b>	<b>21,393,622</b>
<b>Total assets</b>	<b>92,604,365</b>

#### DEFERRED OUTFLOWS OF RESOURCES

Pension-Related Outflows	308,126
OPEB-Related Outflows	1,952,195
<b>Total deferred outflows of resources</b>	<b>2,260,321</b>

*Continued*



## WYOMING BUSINESS COUNCIL

### STATEMENT OF NET POSITION, *Continued* June 30, 2022

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#### LIABILITIES

##### Current Liabilities

Accounts payable	\$ 3,788,039
Liability under securities lending	22,169,863
Due to primary government	1,374,417
Compensated absences payable	59,274
Lease liabilities	148,002
<b>Total current liabilities</b>	<u>27,539,595</u>

##### Noncurrent Liabilities

Lease liabilities	123,678
Unearned revenue	19,541
Net pension liability	2,024,195
Total OPEB liability	4,182,613
<b>Total noncurrent liabilities</b>	<u>6,350,027</u>
<b>Total liabilities</b>	<u>33,889,622</u>

#### DEFERRED INFLOWS OF RESOURCES

Pension-Related Inflows	1,627,436
OPEB-Related Inflows	706,725
<b>Total deferred inflows of resources</b>	<u>2,334,161</u>

#### NET POSITION

Net Investment in Capital Assets	43,217
Restricted for Economic Development	48,392,084
Restricted for Rural Rehabilitation	4,565,535
Unrestricted	5,640,067
<b>Total net position</b>	<u>\$ 58,640,903</u>

See Notes to Financial Statements.

**WYOMING BUSINESS COUNCIL**

**STATEMENT OF ACTIVITIES**

**Year Ended June 30, 2022**

Functions/Programs	Expenses	Program Revenues		Net (Expenses)
		Charges for Sales and Services	Operating Grants and Contributions	Revenues and Changes in Net Position
				Total Governmental Activities
Governmental Activities				
Operations	\$ 2,153,092	\$ 5,295	\$ -	\$ (2,147,797)
Services	4,259,285	-	322,205	(3,937,080)
Regional offices	848,974	-	-	(848,974)
Investments	10,262,433	-	1,897,525	(8,364,908)
<b>Total</b>	<b>\$ 17,523,784</b>	<b>\$ 5,295</b>	<b>\$ 2,219,730</b>	<b>(15,298,759)</b>
General Revenues				
Appropriation from primary government				13,628,777
Investment (loss)				(218,916)
Other				730,778
<b>Total general revenues</b>				<b>14,140,639</b>
<b>Change in net position</b>				<b>(1,158,120)</b>
Net Position, beginning				59,799,023
Net Position, ending				<b>\$ 58,640,903</b>

See Notes to Financial Statements.

# WYOMING BUSINESS COUNCIL

## BALANCE SHEET - GOVERNMENTAL FUNDS June 30, 2022

	General		Economic		Rural		Other		Total	
	Fund		Fund		Fund		Fund		Funds	
<b>ASSETS</b>										
Deposits with State Treasurer	\$	3,755,096	\$	36,336,775	\$	4,570,014	\$	236,728	\$	44,898,613
Deposits in Bank		1,445		-		-		-		1,445
Cash and Investments with Trustee		2,794		19,524,154		2,513,374		129,541		22,169,863
Accounts Receivable		280,062		-		-		-		280,062
Interest Receivable		105,945		235,691		9,521		491		351,648
Due from Primary Government		16,211		-		-		-		16,211
Due from Federal Government		975,830		-		-		-		975,830
Loans Receivable, net		11,750,367		11,845,429		-		-		23,595,796
<b>Total assets</b>	\$	16,887,750	\$	67,942,049	\$	7,092,909	\$	366,760	\$	92,289,468
<b>LIABILITIES AND FUND BALANCES</b>										
<b>Liabilities</b>										
Accounts payable	\$	3,748,228	\$	25,811	\$	14,000	\$	-	\$	3,788,039
Liability under securities lending		2,794		19,524,154		2,513,374		129,541		22,169,863
Due to primary government		1,359,952		-		-		14,465		1,374,417
Unearned revenue		19,541		-		-		-		19,541
Compensated absences payable		6,868		-		-		-		6,868
<b>Total liabilities</b>		5,137,383		19,549,965		2,527,374		144,006		27,358,728
<b>Fund Balances</b>										
Nonspendable:										
Loans receivable and other		11,750,367		11,845,429		-		-		23,595,796
Restricted		-		-		4,565,535		-		4,565,535
Committed		-		36,546,655		-		-		36,546,655
Assigned		-		-		-		222,754		222,754
<b>Total fund balances</b>		11,750,367		48,392,084		4,565,535		222,754		64,930,740
<b>Total liabilities and fund balances</b>	\$	16,887,750	\$	67,942,049	\$	7,092,909	\$	366,760	\$	92,289,468

See Notes to Financial Statements.

## WYOMING BUSINESS COUNCIL

### RECONCILIATION OF THE GOVERNMENTAL FUNDS BALANCE SHEET TO THE STATEMENT OF NET POSITION

June 30, 2022

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Total fund balances - governmental funds	\$ 64,930,740
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Amounts reported for governmental activities in the Statement of  
Net Position are different because:

Capital assets used in governmental activities are not financial  
resources and, therefore, are not reported in the governmental  
funds. When capital assets that are used in governmental  
activities are purchased or constructed, the cost of these assets  
are reported as expenditures in governmental funds. These  
assets consist of:

Leasehold improvements	16,199	
Lease assets, net of leases payable	161,335	
Furniture, fixtures, and equipment	118,296	
Intangibles	80,257	
Construction in progress	47,513	
Accumulated depreciation	(380,383)	
<b>Total capital assets, net of leases payable</b>		43,217

Deferred outflows of resources that are not available for the current-period expenditures and are not reported in the governmental funds	2,260,321
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Liabilities and deferred inflows of resources that are not due and  
payable with current resources and are not reported in the  
governmental funds. These consist of:

Compensated absences payable	(52,406)	
Net pension liability	(2,024,195)	
Total OPEB liability	(4,182,613)	
Deferred inflows of resources	(2,334,161)	
<b>Total liabilities and deferred inflows of resources</b>		(8,593,375)

<b>Net position of governmental activities</b>	<b>\$ 58,640,903</b>
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See Notes to Financial Statements.

# WYOMING BUSINESS COUNCIL

## STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCES - GOVERNMENTAL FUNDS Year Ended June 30, 2022

	General Fund	Economic Development Fund	Rural Rehabilitation Fund	Other Governmental Funds	Total Governmental Funds
<b>Revenues</b>					
Revenue from primary government	\$ 13,628,777	\$ -	\$ -	\$ -	\$ 13,628,777
Federal revenue	1,996,268	-	-	223,462	2,219,730
Investment income (loss)	152,753	(269,321)	(97,277)	(5,071)	(218,916)
Revenue from others	730,778	-	-	-	730,778
Charges for sales and services	5,295	-	-	-	5,295
<b>Total revenues</b>	<b>16,513,871</b>	<b>(269,321)</b>	<b>(97,277)</b>	<b>218,391</b>	<b>16,365,664</b>
<b>Expenditures</b>					
Operations	2,630,432	-	-	-	2,630,432
Services	3,940,921	-	67,453	236,775	4,245,149
Investments	10,198,402	50,100	-	-	10,248,502
Regional offices	884,977	-	-	-	884,977
<b>Total expenditures</b>	<b>17,654,732</b>	<b>50,100</b>	<b>67,453</b>	<b>236,775</b>	<b>18,009,060</b>
<b>(Deficiency) of revenues over expenditures</b>	<b>(1,140,861)</b>	<b>(319,421)</b>	<b>(164,730)</b>	<b>(18,384)</b>	<b>(1,643,396)</b>
<b>Other Financing (Uses) Sources</b>					
Transfers in	-	-	-	1,445	1,445
Transfers out	(1,445)	-	-	-	(1,445)
Leases	356,766	-	-	-	356,766
<b>Total other financing sources</b>	<b>355,321</b>	<b>-</b>	<b>-</b>	<b>1,445</b>	<b>356,766</b>
<b>Net change in fund balances</b>	<b>(785,540)</b>	<b>(319,421)</b>	<b>(164,730)</b>	<b>(16,939)</b>	<b>(1,286,630)</b>
Fund Balances, beginning	12,535,907	48,711,505	4,730,265	239,693	66,217,370
Fund Balances, ending	\$ 11,750,367	\$ 48,392,084	\$ 4,565,535	\$ 222,754	\$ 64,930,740

See Notes to Financial Statements.

## WYOMING BUSINESS COUNCIL

### RECONCILIATION OF THE STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCES OF GOVERNMENTAL FUNDS TO THE STATEMENT OF ACTIVITIES Year Ended June 30, 2022

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Net change in fund balances - total governmental funds		\$ (1,286,630)
Governmental funds report capital outlays as expenditures. However, in the Statement of Activities, the cost of those assets is allocated over their useful lives as depreciation expense. In the current period, these amounts are:		
Fixed asset additions	47,513	
Depreciation expense	<u>(147,425)</u>	
		(99,912)
Principal payments on lease obligations are an expenditure in governmental funds, but the repayment is a reduction of long-term liabilities in the Statement of Net Position		132,321
Certain expenses reported in the Statement of Activities that do not require the use of current financial resources and, therefore, are not recorded as expenditures on the governmental funds. In the current period, these amounts are:		
Compensated absences	6,566	
Other postemployment expense, net of amortization	487,225	
Change in defined benefit net pension liability and pension-related inflows and outflows	<u>(397,690)</u>	
		<u>96,101</u>
<b>Change in net position of governmental activities</b>		<u><u>\$ (1,158,120)</u></u>

See Notes to Financial Statements.

## WYOMING BUSINESS COUNCIL

### NOTES TO FINANCIAL STATEMENTS

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#### Note 1. Summary of Significant Accounting Policies

**Basis of presentation:** The accompanying financial statements of the Wyoming Business Council (the Business Council) have been prepared in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP) applicable to governmental entities. The basic financial statements include both government-wide financial statements based on the Business Council as a whole and fund financial statements.

**Financial reporting entity:** The Business Council was created in 1998 by the Wyoming Economic Development Act. The Business Council has been charged by Wyoming State Statutes to encourage, stimulate, and support the development and expansion of the economy of the State of Wyoming (the State) and is operated for the benefit of the public. It is governed by a Board of Directors, consisting of 13 voting members appointed by the governor with the advice and consent of the State Senate. The Business Council is a component unit of the State of Wyoming.

On July 1, 1998, the Business Council assumed the functions, programs, and authority of various State agencies, boards, authorities, commissions, and committees. The Business Council is also charged with administering the Wyoming Partnership Challenge Loan Program.

**Government-wide financial statements:** The Statement of Net Position and Statement of Activities display information about the Business Council as a whole. Eliminations have been made to minimize the double-counting of internal activities.

The Statement of Net Position reports all of the Business Council's financial and capital resources. Assets and liabilities are presented in order of their relative liquidity. An asset's liquidity is determined by how readily it is expected to be converted to cash and whether restrictions limit the Business Council's ability to use the resource. A liability's liquidity is based on its maturity, or when cash is expected to be used to liquidate it. The difference between the total of assets and deferred outflows and the total of liabilities and deferred inflows shows the Business Council's net position. Net position is reported as restricted when constraints are placed on their use by creditors, grantors, or laws or regulations of other governments.

The Statement of Activities presents a comparison between direct expenses and program revenues for each function of the Business Council's governmental activities. Direct expenses are those that are specifically associated with a program or function and, therefore, are clearly identifiable to a particular function. Program revenues include: (1) charges paid by the recipients of goods or services offered by the programs, and (2) grants and contributions, including interest on loans, which are restricted to meeting the operational or capital requirements of a particular program. Revenues that are not classified as program revenues, including all appropriations from the primary government, are presented instead as general revenues.

**Fund financial statements:** The fund financial statements provide information about the Business Council's funds. The emphasis of fund financial statements is on major governmental funds, each displayed in a separate column. All remaining governmental funds are aggregated and reported as nonmajor funds. The Business Council reports the following major governmental funds:

*General Fund:* Serves as the Business Council's primary operating fund. It accounts for all of the Business Council's financial resources except those accounted for in another fund. Revenues consist primarily of State and Federal funding.

## WYOMING BUSINESS COUNCIL

### NOTES TO FINANCIAL STATEMENTS

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#### **Note 1. Summary of Significant Accounting Policies, *Continued***

*Economic Development Fund:* Used to account for economic development efforts of the Business Council, primarily the activities of the following loan portfolios: Challenge loans, economic disaster loans, bridge loans, natural gas infrastructure loans, and Amendment IV loans. Funds within the account may also be transferred upon direction of the governor to the large project account within the revolving investment fund created by Wyoming State Statutes if required to meet loans or loan guarantees approved by the State Loan and Investments Board under that law. Revenues in the Economic Development Fund consist primarily of interest income.

*Rural Rehabilitation Fund:* Used to account for the operations of the rural rehabilitation program that is administered in accordance with the terms of an agreement with the U.S. Farmers Home Administration. Revenues consist primarily of interest income.

#### **Basis of accounting:**

*Government-wide financial statements:* The government-wide financial statements are reported using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded at the time liabilities are incurred, regardless of when the related cash flows take place.

*Governmental funds financial statements:* Governmental funds are reported using the current financial resources measurement focus and the modified accrual basis of accounting. Under this method, revenues are recognized when measurable and available. “Measurable” means the amount of the transaction can be determined and “available” means collectible within the current period or soon enough thereafter to be used to pay liabilities of the current period. The Business Council considers all revenues reported in the governmental funds to be available if the revenues are collected within 60 days after year-end. All revenues are considered to be susceptible to accrual. Expenditures are recorded when the related fund liability is incurred. General capital asset acquisitions are reported as expenditures.

The Business Council reports advance payments on its Statement of Net Position and governmental funds Balance Sheet. Advance payments for governmental fund reporting purposes arise when potential revenue does not meet both the “measurable” and “available” criteria for recognition in the current period. Advance payments also arise when resources are received by the Business Council before it has legal claim to them, as when grant funds are received prior to the occurrence of qualified expenditures. In subsequent periods, when both revenue recognition criteria are met, or when the Business Council has a legal claim to the resources, the liability for advance payments is removed from the Balance Sheet and revenue is recognized.

**Budgets:** Wyoming State Statutes require the Business Council to prepare and submit a biennial budget to the governor for presentation to the Wyoming State Legislature each odd-numbered year prior to the beginning of the legislative session. The Wyoming State Legislature may add, change, or delete any items in the budget proposed by the governor. Supplemental appropriations may be approved by the Wyoming State Legislature in even-numbered years.

The Wyoming State Legislature appropriates substantially cash basis budgets for programs within an agency. The State’s legal level of budgetary control is at the program level, and the governor must approve all changes in appropriations at the program level. Some appropriations lapse at the end of each biennium.



## WYOMING BUSINESS COUNCIL

### NOTES TO FINANCIAL STATEMENTS

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#### Note 1. Summary of Significant Accounting Policies, *Continued*

**Deposits with State Treasurer:** The General Fund of the Business Council primarily operates out of an appropriation from the Wyoming State Legislature, which has been established with the Wyoming State Auditor's Office. Cash is available from this appropriation to fund expenditures as they are incurred by the Business Council. As such, the cash balance within the General Fund is assumed to be the amounts of accounts payable and certain accrued expenses within the fund, net of certain assets.

The COVID Fund of the Business Council primarily operates out of a special appropriation from the Wyoming State Legislature. Cash is available from this special appropriation to fund expenditures as they are incurred by the Business Council for the Business Relief Fund. As such, the cash balance within the COVID Fund is assumed to be the amounts of accounts payable and certain accrued expenses within the fund, net of certain assets.

For funds other than the General Fund and the COVID Fund, the Business Council's cash is pooled with other State agencies in an account managed by the State Treasurer. The account is reported at the fair value of the securities underlying the investment pool. Earnings from the investment pool are credited to the applicable accounts and funds by the State Treasurer to the Business Council monthly, utilizing a formula based on the average daily balance.

**Securities lending collateral:** Securities on loan for cash collateral are reported in the Balance Sheet as cash and investments with trustee. Liabilities resulting from the security lending transactions are also reported. Wyoming State Statutes permit the State Treasurer to lend its securities, through the use of agents, to broker-dealers and other entities with simultaneous agreement to return the collateral for the same securities in the future. The State's agents lend securities of the type on loan at year-end for collateral in the form of cash or other securities at 100% of value for U.S. Treasury Strips and U.S. Treasury Bills and 102% of value for other securities. The State, through its agents, measures the fair value of the securities loaned against the fair value of the collateral on a daily basis. Additional collateral is obtained as necessary to ensure such transactions are adequately collateralized. Securities lent for securities collateral are classified according to the category of the collateral. At year-end, the State has no credit risk exposure to borrowers because the amounts the State owes the borrowers exceed the amounts the borrowers owe the State. The contract with the State's agent requires the agent to indemnify the State if the borrowers fail to return the securities (and if the collateral is inadequate to replace the securities lent) or fail to pay the State for income distributions by the securities' issuers while the securities are on loan. Additional information relating to the securities lending transactions as of June 30, 2022 can be obtained from the State of Wyoming's Annual Comprehensive Financial Report.

**Receivables:** Receivables consist primarily of amounts due from the Federal government and other governmental entities, including the State, for amounts earned on deposits with the State Treasurer. Management believes no allowance for uncollectible amounts is necessary based on the nature of these receivables and past experience.

**Loans and allowance for loan losses:** The accrual of interest on loans is discontinued at the time the loan is 90 days delinquent unless the credit is well-secured and in the process of collection. Delinquent status is considered to be 10 days after the payment due date. In all cases, loans are placed on non-accrual status at an earlier date if collection of principal or interest in full is not expected.

## WYOMING BUSINESS COUNCIL

### NOTES TO FINANCIAL STATEMENTS

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#### Note 1. Summary of Significant Accounting Policies, *Continued*

The interest on non-accrual loans is accounted for on the cash basis until the loan qualifies for return to accrual. Loans are returned to accrual status when all the principal and interest amounts contractually due are brought current and future payments are reasonably assured, or the loan is well-secured and in the process of collection.

It is the policy of the Business Council to charge off those loans in which collectability is sufficiently questionable as to no longer justify showing the loan as an asset in the financial statements. The charge-off of any loan must be approved by the Board of Directors.

The allowance for loan losses is established through a provision for loan losses charged to expense. Recoveries of amounts previously charged off are credited to the allowance. The amount of provision is based on management's evaluation of the loan portfolio, including the assessment of the likelihood of reimbursement on defaulted loans.

**Capital assets:** Capital assets are stated at cost in the government-wide financial statements. The Business Council's capitalization level for all capital assets is \$5,000. Depreciation on capital assets is provided on the straight-line basis over the following estimated useful lives:

Buildings	25 years
Leasehold improvements	7 years
Furniture, fixtures, and equipment	3-14 years
Intangible assets	3-5 years

Capital assets are accounted for as expenditures in the governmental funds financial statements. Costs for repairs and maintenance are expensed as incurred.

The intangible and construction-in-progress assets of the Business Council at June 30, 2022 are computer software and website development costs, which were capitalized in accordance with Governmental Accounting Standards Board (GASB) Statement No. 51, *Accounting and Financial Reporting for Intangible Assets*. A capital asset is classified as intangible if: (1) it lacks physical substance, (2) it is not in a monetary form similar to cash or investment securities, does not represent a claim or right to assets in a monetary form similar to receivables, and is not a prepayment for goods or services, and (3) it has an initial useful life that extends beyond a single reporting period.

The Business Council is a lessee for equipment and real estate. The Business Council recognizes a lease liability and an intangible right-to-use lease asset (lease asset) in the government-wide financial statements. Lease liabilities with an initial, individual value of \$5,000 or more are recognized.

At the commencement of a lease, the Business Council initially measures the lease liability at the present value of payments expected to be made during the lease term. Subsequently, the lease liability is reduced by the principal portion of lease payments made. The lease asset is initially measured as the initial amount of the lease liability, adjusted for lease payments made at, or before, the lease commencement date, plus certain initial direct costs. Subsequently, the lease asset is amortized on a straight-line basis over the life of the lease.

## WYOMING BUSINESS COUNCIL

### NOTES TO FINANCIAL STATEMENTS

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#### Note 1. Summary of Significant Accounting Policies, *Continued*

The Business Council monitors changes in circumstances that would require a remeasurement of its lease and will remeasure the lease asset and liability if certain changes occur that are expected to significantly affect the amount of the lease liability.

**Compensated absences:** Employees of the Business Council earn up to five weeks of vacation at a monthly rate of 16.67 hours. Vacation leave is accrued from October 1 to September 30 of each year. Leave not used at the end of the vacation accrual does not vest. In exceptional extraordinary circumstances, employees may be able to carry forward unused vacation leave. Accumulated leave that is expected to be liquidated with expendable available financial resources (i.e., pending payouts of unused leave owed to employees who left active service by the end of the fiscal period) is reported as an expenditure and a liability in the governmental funds financial statements. All accumulated leave is reported as an expenditure and a liability in the government-wide financial statements.

**Grants payable:** Grants payable occur when grantees incur qualified reimbursable expenditures on a grant prior to year-end but have not invoiced the Business Council for these amounts by the end of the current fiscal year. The Business Council expects to receive reimbursement requests that correspond to the current fiscal year by the end of the first quarter of the subsequent fiscal year. The Business Council will evaluate whether reimbursement requests received late will be grants payable in the current fiscal year or an expense in the next fiscal year. Grants payable are included as part of accounts payable.

**Unearned revenue:** Unearned revenue occurs when resources are received by the Business Council before it has legal claim to them. In subsequent periods when revenue recognition criteria are met, the liability for the unearned revenue is reduced and the revenue is recognized.

**Defined benefit pensions:** For purposes of measuring the net pension liability, deferred outflows of resources and deferred inflows of resources related to pensions, and pension expense, information about the fiduciary net position of the Wyoming Retirement System (WRS) and additions to/deductions from the WRS's fiduciary net position have been determined on the same basis as they are reported by the WRS. For this purpose, benefit payments (including refunds of employee contributions) are recognized when due and payable in accordance with the benefit terms. Investments are reported at fair value.

**Postemployment benefits other than pensions (OPEB):** The total OPEB liability, deferred outflows of resources and deferred inflows of resources related to OPEB, and OPEB expense associated with the State of Wyoming Employee Group Insurance Retiree Health Plan have been determined on the same basis as they are reported by the State of Wyoming. For this purpose, benefit payments are recognized when due and payable in accordance with the benefit terms.

**Deferred outflows of resources:** Deferred outflows are the consumption of net position by the Business Council that are applicable to a future reporting period and so will not be recognized as an outflow of resources (expense) until that time.

**Deferred inflows of resources:** Deferred inflows are the acquisition of net position by the Business Council that are applicable to a future reporting period and so will not be recognized as an inflow of resources (revenue) until that time.

## WYOMING BUSINESS COUNCIL

### NOTES TO FINANCIAL STATEMENTS

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#### Note 1. Summary of Significant Accounting Policies, *Continued*

**Fund balances:** The Business Council has implemented GASB Statement No. 54, *Fund Balance Reporting and Governmental Fund Type Definitions*, which classifies fund balances based on spending constraints that control how resources may be used. Following are the classifications of fund balance:

*Nonspendable:* Amounts that are not available for current use because they are either: (1) not in spendable form, or (2) legally or contractually required to be maintained intact, such as fund balance associated with inventories and long-term receivables.

*Restricted:* Amounts constrained for a specific purpose through restrictions of external parties such as a creditor, grantor, donor, or other governmental unit (e.g., Federal government), or by constitutional provision.

*Committed:* Amounts constrained for specific purposes imposed by formal action of the reporting governmental entity's highest level of decision-making authority.

*Assigned:* Amounts that are neither restricted nor committed that the reporting governmental entity intends to use for a specific purpose as expressed by the governmental entity itself or by a party delegated the authority by the governmental entity.

*Unassigned:* Amounts not reported in the other classifications. Only the General Fund can report a positive unassigned fund balance; other governmental funds might report a negative amount in this classification.

The Business Council does not have a formal policy on the use of funds when both restricted and unrestricted resources are available for use. It is assumed that restricted resources are used first and then unrestricted resources as needed.

**Interfund transactions:** Interfund transactions are reflected either as services provided, reimbursements or transfers. Services provided, deemed to be at market or near market rates, are treated as revenues and expenditures/expenses. Reimbursements occur when one fund incurs a cost, charges the appropriate benefiting fund, and reduces its related cost as a reimbursement. All other interfund transactions are treated as transfers. Transfers between governmental funds are eliminated in the Statement of Activities.

**Estimates:** The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Actual results could differ from those estimates.

**Recent pronouncement:** In June 2017, the GASB issued Statement No. 87, *Leases*, which provided guidance regarding lease accounting. It establishes a single model for lease accounting based on the foundational principle that a lease is financing the right to use an underlying asset. It requires the Business Council to recognize lease liabilities and the intangible right-to-use lease assets as lessee, and leases receivable and deferred inflows of resources as lessor. The provisions of the statement were effective for fiscal years beginning after December 15, 2019 (fiscal year 2021). Due to the COVID-19 pandemic, the GASB issued Statement No. 95, *Postponement of the Effective Dates of Certain Authoritative Guidance*, extending the provisions of this statement by 18 months to fiscal year 2022. The Business Council implemented GASB Statement No. 87 for the fiscal year ended June 30, 2022.

## WYOMING BUSINESS COUNCIL

### NOTES TO FINANCIAL STATEMENTS

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#### Note 2. Deposits with State Treasurer

Deposits for the Business Council are invested in the State Agency Pool managed by the State Treasurer's Office and are presented as follows:

	Fair Value	Percentage
Investment type:		
Fixed-income investments	\$ 44,898,613	100.00%

The State of Wyoming's investment pool is subject to interest rate risk, credit risk, foreign currency risk, custodial credit risk, and concentration of credit risk.

Detailed information regarding the State of Wyoming's investment pool is reported in the State of Wyoming's Annual Comprehensive Financial Report, which is available on the State Auditor's website at <http://sao.wyo.gov/publications>.

#### Note 3. Loans Receivable

Interest rates on loans vary from 0.0% to 4.5% and have varying maturity dates through 2050; collateral includes personal guarantees, mortgages on real estate, and liens on receivables, inventory, furniture, equipment, and crops. At June 30, 2022, loans receivable included outstanding loans to two major loan customers totaling \$7,256,920, which comprised 28.97% of gross loans receivable as of that date. One loan in the amount of \$484,950 was charged off during the year ended June 30, 2022. Loans receivable as of June 30, 2022 are as follows:

	Loan Type	Gross Balance	Allowance	Net Balance
General Fund	Business Ready Communities	\$ 11,750,367	\$ -	\$ 11,750,367
Economic Development Fund	Amendment IV	148,939	148,939	-
Economic Development Fund	Economic Disaster	7,485,018	1,150,628	6,334,390
Economic Development Fund	Bridge	1,136,070	63,497	1,072,573
Economic Development Fund	Natural Gas Infrastructure	188,366	-	188,366
Economic Development Fund	Other	4,336,838	86,738	4,250,100
		<u>\$ 25,045,598</u>	<u>\$ 1,449,802</u>	<u>\$ 23,595,796</u>

# WYOMING BUSINESS COUNCIL

## NOTES TO FINANCIAL STATEMENTS

### Note 4. Capital Assets

Capital asset activity in the government-wide financial statements for the year ended June 30, 2022 was as follows:

	Beginning Balance	Additions	Deletions	Ending Balance
Capital assets being depreciated:				
Leasehold improvements	\$ 16,199	\$ -	\$ -	\$ 16,199
Furniture, fixtures, and equipment	118,296	-	-	118,296
Intangible assets	435,626	-	(355,369)	80,257
Construction in progress	-	47,513	-	47,513
<b>Total capital assets being depreciated</b>	<b>570,121</b>	<b>47,513</b>	<b>(355,369)</b>	<b>262,265</b>
Less accumulated depreciation:				
Leasehold improvements	(16,199)	-	-	(16,199)
Furniture, fixtures, and equipment	(114,203)	(1,025)	-	(115,228)
Intangible assets	(427,383)	(8,243)	355,369	(80,257)
<b>Total accumulated depreciation</b>	<b>(557,785)</b>	<b>(9,268)</b>	<b>355,369</b>	<b>(211,684)</b>
<b>Capital assets, net</b>	<b>\$ 12,336</b>	<b>\$ 38,245</b>	<b>\$ -</b>	<b>\$ 50,581</b>

**Lease assets:** Right-to-use lease asset activity in the government-wide financial statements for the year ended June 30, 2022 was as follows:

	Beginning Balance**	Additions	Deletions	Ending Balance
Lease assets being depreciated:				
Equipment	\$ 64,964	\$ -	\$ -	\$ 64,964
Real estate	356,766	11,285	-	368,051
<b>Total lease assets being depreciated</b>	<b>421,730</b>	<b>11,285</b>	<b>-</b>	<b>433,015</b>
Less accumulated depreciation:				
Equipment	(30,542)	(12,993)	-	(43,535)
Real estate	-	(125,164)	-	(125,164)
<b>Total accumulated depreciation</b>	<b>(30,542)</b>	<b>(138,157)</b>	<b>-</b>	<b>(168,699)</b>
<b>Lease assets, net</b>	<b>\$ 391,188</b>	<b>\$ (126,872)</b>	<b>\$ -</b>	<b>\$ 264,316</b>

\*\* As adjusted for the implementation of GASB Statement No. 87, *Leases*.

## WYOMING BUSINESS COUNCIL

### NOTES TO FINANCIAL STATEMENTS

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#### Note 4. Capital Assets, *Continued*

Depreciation expense was charged to governmental functions, as follows:

Operations	\$	71,783
Investments		31,530
Services		33,674
Regional offices		<u>10,438</u>
	\$	<u>147,425</u>

#### Note 5. Lease Obligations

The Business Council has entered into various lease agreements for office space and equipment that have been accounted for as right-to-use lease assets. The lease terms vary in range, extending through June 2024.

During the year ended June 30, 2022, the following changes occurred in long-term lease liabilities:

	Beginning Balance**	Additions	Deletions	Ending Balance
Lease liabilities:				
Equipment	\$ 35,950	\$ -	\$ 13,120	\$ 22,830
Real estate	356,766	11,285	119,201	248,850
<b>Total</b>	<b>\$ 392,716</b>	<b>\$ 11,285</b>	<b>\$ 132,321</b>	<b>\$ 271,680</b>

\*\* As adjusted for the implementation of GASB Statement No. 87, *Leases*.

Future minimum lease payments are as follows:

	Principal	Interest	Total
Years ending June 30:			
2023	\$ 144,644	\$ 6,609	\$ 151,253
2024	127,036	3,941	130,977
<b>Present value of lease payments</b>	<b>\$ 271,680</b>	<b>\$ 10,550</b>	<b>\$ 282,230</b>

## WYOMING BUSINESS COUNCIL

### NOTES TO FINANCIAL STATEMENTS

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#### Note 6. Retirement Commitment - WRS

**Plan description:** Substantially all employees of the Business Council, excluding seasonal employees, are provided with pensions through the Public Employee Pension Plan, a Statewide cost-sharing multiple-employer defined benefit contributory retirement plan administered by the WRS. The authority to establish and amend benefits and contribution rates rests with the Wyoming State Legislature. The WRS is granted the authority to administer the plan by Wyoming State Statutes 9-3-401 through 432. The WRS issues a publicly available financial report that may be requested from the WRS or accessed through its website at <https://retirement.wyo.gov/About/Reports?Label=Financial#categories>.

**Benefits provided:** The determination of retirement benefits is dependent upon the employee's initial employment date.

*Service Retirement Tier 1:* Full retirement at age 60 or qualifies for the Rule of 85. Early retirement is permitted at age 50 or 25 years of service. The formula for retirement equals 2.125% times the number of years of service times the three-year highest average salary for the first 15 years and 2.25% times the number of years of service times the three-year highest average salary after 15 years.

*Service Retirement Tier 2:* Full retirement at age 65 or qualifies for the Rule of 85. Early retirement is permitted at age 55 or 25 years of service. The formula for retirement equals 2% times the number of years of service times the five-year highest average salary.

*Disability benefits:* Partial or total disability retirement is available to any member who becomes incapacitated, mentally or physically, and cannot continue in the performance of his/her duties. To qualify, the member must have at least 10 years of service and must be "in service" at the time of application for disability retirement. Upon retirement for a partial disability, the member receives a monthly disability retirement benefit for the period of his/her disability equal to 50% of the normal benefit payable to the member, as if the member was eligible for normal retirement benefits. Upon retirement for a total disability, the member receives a monthly disability benefit equal to 100% of his/her service retirement benefit as if the member was eligible for normal retirement benefits. Disability benefits are payable for the life of the member or until death.

*Survivor's benefits:* Certain surviving dependents receive benefits based on the deceased member's compensation and their relationship to the deceased, as well as the benefit option selected by the member at the date of retirement.

**Contributions:** Per Title 9-3-412 and 413 of Wyoming State Statutes, effective July 1, 2021, member and employer contributions were required to be 9.25% and 9.37% of compensation, respectively. Effective July 1, 2020, member and employer contributions were required to be 9.00% and 9.12% of compensation, respectively. In accordance with Title 9-3-412(c)(ii) of Wyoming State Statutes, the Business Council has elected to pay 5.57% of the member's contribution in addition to the employer's contribution. Total contributions to the pension plan from the Business Council were \$347,350.



# WYOMING BUSINESS COUNCIL

## NOTES TO FINANCIAL STATEMENTS

### Note 6. Retirement Commitment - WRS, *Continued*

**Pension liabilities, pension expense, and deferred outflows of resources and deferred inflows of resources related to pensions:** At June 30, 2022, the Business Council reported a liability of \$2,024,195 for its proportionate share of the net pension liability. The net pension liability was measured as of December 31, 2021, and the total pension liability used to calculate the net pension liability was determined by an actuarial valuation as of January 1, 2021. The 2021 actuarial valuation incorporates changes adopted by the WRS Board, effective at its November 17, 2021 and February 17, 2022 meetings. The Business Council's proportion of the net pension liability was based on the relationship of the Business Council's total contributions to the plan for the year ended December 31, 2021 to the contributions of all participating employers for the same period. At December 31, 2021, the Business Council's proportion was 0.1327583381%, which was a decrease from its December 31, 2020 proportion of 0.1422591926%.

For the year ended June 30, 2022, the Business Council recognized pension (offset) of (\$266,472). At June 30, 2022, the Business Council reported deferred outflows of resources and deferred inflows of resources related to pensions from the following sources:

	Deferred Outflows of Resources	Deferred Inflows of Resources
Differences between expected and actual experience	\$ 37,963	\$ 3,110
Net difference between projected and actual earnings on pension plan investments	-	1,345,552
Changes in proportionate share of contributions	-	278,774
Contributions subsequent to measurement date	106,364	-
Changes in assumptions	163,799	-
	<u>\$ 308,126</u>	<u>\$ 1,627,436</u>

An amount of \$106,364, reported as deferred outflows of resources related to pensions resulting from Business Council contributions subsequent to the measurement date, will be recognized as a reduction of the net pension liability in the year ending June 30, 2023. The other amounts reported as deferred outflows of resources and deferred inflows of resources related to pensions at June 30, 2022 will be recognized in pension expense, as follows:

Years ending June 30:	
2023	\$ 366,479
2024	527,686
2025	302,748
2026	228,761
	<u>\$ 1,425,674</u>

## WYOMING BUSINESS COUNCIL

### NOTES TO FINANCIAL STATEMENTS

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#### Note 6. Retirement Commitment - WRS, *Continued*

**Actuarial assumptions:** The total pension liability in the January 1, 2021 actuarial valuation was determined using the following actuarial assumptions adopted by the WRS Board, effective at its November 17, 2021 and February 17, 2022 meetings, and applied to the December 31, 2021 measurement date:

Inflation	2.25%
Salary Increases	2.50%-6.50%, including inflation
Payroll Growth Rate	2.50%
Cost of Living Increase	0.00%
Investment Rate of Return	6.80%, net of pension plan investment expense, including inflation
Post-Retirement Mortality	Mortality rates were based on the PUB-2010 General Healthy Annuitant Mortality Table, amount-weighted, fully generational, projected with the MP-2020 Ultimate Scale. Males had no setback, with a multiplier of 100%, and females had no setback, with a multiplier of 103%.
Pre-Retirement Mortality	Mortality rates were based on the PUB-2010 General Active Mortality Table, amount-weighted, fully generational, projected with the MP-2020 Ultimate Scale. Males had no setback, with a multiplier of 100%, and females had no setback, with a multiplier of 100%.

## WYOMING BUSINESS COUNCIL

### NOTES TO FINANCIAL STATEMENTS

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#### Note 6. Retirement Commitment - WRS, *Continued*

**Long-term expected rate of return:** The long-term expected rate of return on pension plan investments was determined using a building-block method in which expected future real rates of return (expected arithmetic returns, net of pension plan investment expense and inflation) are developed for each major asset class. These real rates of return are combined to produce the long-term expected rate of return by weighting the expected future real rates of return by the target asset allocation percentage and adding expected inflation. Each major asset class is included in the pension plan's target asset allocation as of January 1, 2021. These best estimates are summarized in the following table:

Asset Class	Target Allocation	Long-Term Expected Geometric Real Rate of Return	Long-Term Expected Arithmetic Real Rate of Return
Cash	2.00%	-0.50%	-0.50%
Fixed income	21.00%	1.32%	1.63%
Equity	48.50%	5.63%	7.54%
Marketable alternatives	19.00%	3.74%	4.63%
Private real assets	9.50%	4.84%	5.99%
	<u>100.00%</u>		

**Experience analysis:** An experience study was conducted on behalf of all WRS plans covering the five-year period ended December 31, 2020. That study provided a detailed analysis concerning the development of the long-term inflation rate, real rate of return and discount rate. The study also analyzed each major actuarial assumption (e.g., mortality, salary increases, retirement, termination, and disability) and proposed assumptions consistent with the findings.

**Discount rate:** The discount rate used to measure the total pension liability as of December 31, 2021 was 6.80%. Previously, at December 31, 2020, the discount rate was 7.00%. The projection of cash flows used to determine the discount rate assumed that employee and employer contributions will be made at the current contribution rate. Based on those assumptions, the pension plan's fiduciary net position was projected to be available to make all projected future benefit payments of current active and inactive employees. Therefore, the long-term expected rate of return on pension plan investments was applied to all periods of projected benefit payments to determine the total pension liability.

## WYOMING BUSINESS COUNCIL

### NOTES TO FINANCIAL STATEMENTS

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#### Note 6. Retirement Commitment - WRS, *Continued*

**Sensitivity of the Business Council's proportionate share of the net pension liability to changes in the discount rate:** The following presents the Business Council's proportionate share of the net pension liability calculated using the discount rate of 6.80%, as well as what the Business Council's proportionate share of the net pension liability would be if it were calculated using a discount rate that is one-percentage-point lower or one-percentage-point higher than the current rate:

	1% Decrease (5.80%)	Current Discount Rate (6.80%)	1% Increase (7.80%)
Proportionate share of the net pension liability	\$ 3,734,615	\$ 2,024,195	\$ 606,354

**Pension plan fiduciary net position:** Detailed information about the pension plan's fiduciary net position is available in the separately issued WRS financial report, which is accessible at <https://retirement.wyo.gov/About/Reports?Label=Financial#categories>.

#### Note 7. OPEB Commitment

##### General information about the OPEB plan:

*Plan description:* Eligible employees of the Business Council are provided with OPEB through the State of Wyoming Employee Group Insurance Retiree Health Plan (the Plan), a multiple-employer defined benefit OPEB plan administered by the State of Wyoming Employee Group Insurance (EGI). Any employee of a participating employer is eligible for retiree coverage under the Plan at premium rates established by EGI, provided that:

1. The employee had coverage in effect under the Plan for at least one year just prior to retirement; and
2. The employee is eligible to receive a retirement benefit under the WRS or Teachers Insurance and Annuity Association of America and either:
  - a. Has reached age 50 with at least four years of service credit as an employee of one of the employing entities participating in the Plan; or
  - b. Has at least 20 years of service credit as an employee of one of the employing entities participating in the Plan. Retirement eligibility varies under the WRS. The Public Employee Pension Plan, which is the plan applicable to the Business Council, requires 25 years of service credit.

The Wyoming State Legislature has the authority to establish and amend the benefit terms of the Plan. The Plan does not issue a separate report; however, additional Plan information can be obtained from the State of Wyoming's Annual Comprehensive Financial Report, which is available on the State's website at <http://sao.wyo.gov/publications>.

*Benefits provided:* The Plan provides medical and prescription drug benefits for retirees and their dependents through the payment of insurance premiums for life. Surviving spouses are allowed to continue coverage after the retiree's death, provided they were covered at the time of death.

## WYOMING BUSINESS COUNCIL

### NOTES TO FINANCIAL STATEMENTS

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#### Note 7. OPEB Commitment, *Continued*

*Funding policy:* The State finances this program on a pay-as-you-go basis, and there are no assets held in trust for pre-funding the obligations of the Plan. The Wyoming State Legislature has the authority for establishing and amending the funding policy.

**OPEB liabilities, OPEB expense, and deferred outflows of resources and deferred inflows of resources related to OPEB:** At June 30, 2022, the Business Council reported a liability of \$4,182,613 for its proportionate share of the collective total OPEB liability. The collective total OPEB liability was measured as of June 30, 2021, and the total OPEB liability used to calculate the collective total OPEB liability was determined by an actuarial valuation as of June 30, 2022. The Business Council's proportion of the collective total OPEB liability was based on a projection of the Business Council's expected benefit payments during the measurement period attributable to retirees of the Business Council relative to the expected benefit payments during the measurement period attributable to all retirees of the Plan, actuarially determined. The projection of the sharing of benefit-related costs is based on an established pattern of practice. At June 30, 2022, the Business Council's proportion was 0.31717%, which was an increase from its June 30, 2021 proportion of 0.29746%.

For the year ended June 30, 2022, the Business Council recognized OPEB expense of \$397,690. At June 30, 2022, the Business Council reported deferred outflows of resources and deferred inflows of resources related to OPEB from the following sources:

	Deferred Outflows of Resources	Deferred Inflows of Resources
Differences between expected and actual experience	\$ 410,488	\$ 398,858
Changes in assumptions	777,456	307,867
Expected payments subsequent to measurement date	49,970	-
Change in proportionate share of expected payments	714,281	-
	<u>\$ 1,952,195</u>	<u>\$ 706,725</u>

An amount of \$49,970, reported as deferred outflows of resources related to OPEB resulting from the Business Council's benefit payments subsequent to the measurement date, will be recognized as a reduction of the total OPEB liability in the year ending June 30, 2023.

## WYOMING BUSINESS COUNCIL

### NOTES TO FINANCIAL STATEMENTS

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#### Note 7. OPEB Commitment, *Continued*

The other amounts reported as deferred outflows of resources and deferred inflows of resources related to OPEB will be recognized in the Business Council's OPEB expense, as follows:

Years ending June 30:	
2023	\$ 171,346
2024	171,346
2025	171,346
2026	171,346
2027	204,909
Thereafter	<u>305,207</u>
	<u>\$ 1,195,500</u>

*Actuarial assumptions:* The total OPEB liability was determined by an actuarial valuation as of June 30, 2022 using the following actuarial assumptions, applied to all periods included in the measurement, unless otherwise specified:

Measurement Date	June 30, 2021 (based on July 1, 2020 census data)
Inflation	2.25%
Salary Increases	2.50%-6.50%
Mortality Rates	
Pre-Retirement:	General: Headcount-Weighted Pub-2010 General Employee, projected generationally with two-dimensional scale MP-2020.  Safety: Headcount-Weighted Pub-2010 Safety Employee, projected generationally with two-dimensional scale MP-2020.
Post-Retirement:	General: Headcount-Weighted Pub-2010 Non-Safety Healthy Retiree, projected generationally with two-dimensional scale MP-2020.  Safety: Headcount-Weighted Pub-2010 Safety Healthy Retiree, projected generationally with two-dimensional scale MP-2020.
Disabled:	General: Headcount-Weighted Pub-2010 General Disabled, projected generationally with two-dimensional scale MP-2020.  Safety: Headcount-Weighted Pub-2010 Safety Disabled, projected generationally with two-dimensional scale MP-2020.

## WYOMING BUSINESS COUNCIL

### NOTES TO FINANCIAL STATEMENTS

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#### Note 7. OPEB Commitment, *Continued*

##### Healthcare Cost Trend Rates

Pre-Medicare: 7.50%, decreasing annually until reaching the ultimate trend rate of 4.50%.

Medicare: 7.50%, decreasing annually until reaching the ultimate trend rate of 4.50%.

Participation Rate 65% will elect coverage and 30% will cover a spouse.

Spouse Age Differential Males are assumed to be two years older than females.

Cost Method Entry age normal. Under this method, the actuarial accrued liability is based on a prorated portion of the present value of all benefits earned to date over expected future working lifetime as defined by the GASB. The proration is determined so that the cost, with respect to service accrued from the date of hire, is recognized as a level percentage of pay over the year. The normal cost is equal to the prorated cost for the year of the valuation.

Benefits Excluded Benefits related to retiree dental and life insurance have been excluded from this valuation.

The healthcare trend rate assumptions were developed using Segal's internal guidelines, which are established each year using data sources such as the Segal Health Trend Survey, internal client results, trends from other published surveys prepared by the Standard & Poor's Dow Jones Indices, consulting firms and brokers, and Consumer Price Index statistics published by the Bureau of Labor Statistics.

Significant assumptions are based on an experience study that covered a five-year period ended December 31, 2020. Significant assumptions varied within the various retirement plans within the WRS.

*Discount rate:* The discount rate used to measure the total OPEB liability was 2.16% at June 30, 2021, which represents a decrease from the discount rate of 2.21% utilized for the June 30, 2020 measurement date. As the Plan is unfunded, the Plan has no fiduciary net position from which to make future benefit payments. Therefore, the discount rate is based on the Bond Buyer General Obligation 20-Bond Municipal Bond Index.

## WYOMING BUSINESS COUNCIL

### NOTES TO FINANCIAL STATEMENTS

#### Note 7. OPEB Commitment, *Continued*

*Sensitivity of the Business Council's proportionate share of the collective total OPEB liability to changes in the discount rate:* The following table presents the Business Council's proportionate share of the collective total OPEB liability calculated using the discount rate of 2.16%, as well as what the Business Council's proportionate share of the collective total OPEB liability would be if it were calculated using a discount rate that is one-percentage-point lower or one-percentage-point higher than the current discount rate:

	1% Decrease (1.16%)	Current Discount Rate (2.16%)	1% Increase (3.16%)
Proportionate share of the collective total OPEB liability	\$ 5,198,913	\$ 4,182,613	\$ 3,414,723

*Sensitivity of the Business Council's proportionate share of the collective total OPEB liability to changes in the healthcare cost trend rates:* The table below presents the Business Council's proportionate share of the collective total OPEB liability, as well as what the Business Council's proportionate share of the collective total OPEB liability would be if it were calculated using healthcare cost trend rates that are one-percentage-point lower or one-percentage-point higher than the current healthcare cost trend rates:

	1% Decrease	Current Healthcare Cost Trend Rates	1% Increase
Pre-Medicare	6.50%	7.50%	8.50%
Medicare	6.50%	7.50%	8.50%
Proportionate share of the collective total OPEB liability	\$ 3,451,808	\$ 4,182,613	\$ 5,174,956

#### Note 8. Retirement Commitment - Deferred Compensation Plan

The State offers its employees a deferred compensation plan created in accordance with Internal Revenue Code Section 457. The deferred compensation plan, accounted for by the State and available to all Business Council employees, permits employees to defer a portion of their compensation until future years. The deferred compensation is not available to employees until termination, retirement, death, or unforeseeable emergency. All compensation and earnings deferred are held in trust or custodial accounts for the exclusive benefit of program participants and their beneficiaries.

Investments are managed and controlled by the deferred compensation plan's trustee, not the Business Council, under various investment options. The employee chooses the investment option(s) and the contribution amount when participating in the deferred compensation plan. These investments and the related liability to the employees are not included in the Business Council's financial statements as an agency since the deferred compensation plan is managed on a Statewide basis.



## WYOMING BUSINESS COUNCIL

### NOTES TO FINANCIAL STATEMENTS

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#### **Note 8. Retirement Commitment - Deferred Compensation Plan, *Continued***

Wyoming State Statutes require matching contributions to the plan for each participating employee. Currently, the match established and appropriated by the Wyoming State Legislature for each participating employee is \$20 per month. Matching contributions made by the Business Council to the deferred compensation plan for the year ended June 30, 2022 totaled \$6,680.

#### **Note 9. Risk Management**

**State self-insurance:** The Business Council participates in the State's self-insurance program, which was created to handle property, casualty, and liability insurance claims brought against the State. The State generally does not maintain reserves; losses are covered by a combination of appropriations from the State's General Fund in the year the payment occurs and by assessing State agencies for specific types of claims for the fiscal year. Claims paid by the Business Council for the year ended June 30, 2022 totaled \$586.

**Employee medical, life, long-term disability, vision, and dental insurance:** The Business Council's employees participate in the State's Group Insurance plan. Under this plan, the State co-administers employee medical insurance with a third-party administrator. The State self-insures medical costs and assumes all the risk for claims incurred by plan participants. The Business Council does not retain any risk of loss for the life, long-term disability, vision and dental insurance plans as the insurance providers assume all the risk for claims incurred by the participants.

During the year ended June 30, 2022, the Business Council contributed up to \$955, \$1,453, \$1,907 and \$2,185 (for single, dependent, married, and family coverage, respectively) per month for insurance premiums, plus 90% of the monthly premiums in excess of these amounts for each covered participant toward these plans, excluding long-term disability and vision premiums. Participants are responsible for paying premium charges in excess of this amount plus long-term disability and vision premiums. Total group insurance premiums paid by the Business Council for the year ended June 30, 2022 were \$682,571.

**Workers' compensation:** Wyoming State Statute 27-14-101 created the Wyoming Workers' Compensation Act (the Act). The Act requires all employers engaged in extra-hazardous employment to obtain liability coverage for the payment of benefits to employees for job-related injuries and diseases through the Workers' Compensation Fund. Eligible employers that comply with the provisions of the Act are generally protected from suit by employees. Employers not required by the Act to participate in this program may elect to do so at their option. For the year ended June 30, 2022, the Business Council's contributions to the Workers' Compensation Fund were \$33,063.

**Unemployment compensation:** The Business Council does not carry unemployment insurance but pays the cost of actual claims incurred. For the year ended June 30, 2022, the Business Council paid \$532 in unemployment claims.

#### **Note 10. Transactions with Related Parties**

The Business Council pays for services provided by the State for certain phone service, computer processing, motor pool vehicles, State plane usage, loan exam services, and central mail. Total amounts expended for these services for the year ended June 30, 2022 were \$101,814.

## WYOMING BUSINESS COUNCIL

### NOTES TO FINANCIAL STATEMENTS

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#### **Note 10. Transactions with Related Parties, *Continued***

The Wyoming Office of Tourism pays the Business Council for certain support services in the areas of fiscal and contract compliance, human resources, payroll and information technology. The total amount received for these services for the year ended June 30, 2022 was \$78,000.

The Business Council has entered into several agreements with the University of Wyoming (UW) to fund various sponsorships, in addition to various projects that include the Market Research Center, Research Product Center, Manufacturing - Works, Small Business Development Centers, Small Business Innovation Research - Small Business Technology Transfer, Procurement Technical Assistance Center, Technology Business Center, Natural Resource Energy Explore program, and the Center for Business & Economic Analysis. Total amounts expended to UW for the year ended June 30, 2022 were \$2,075,826, of which \$1,051,707 is included in accounts payable as of June 30, 2022. The Business Council is committed for amounts remaining under these agreements in the amount of \$775,706 as of June 30, 2022.

The Business Council, together with the Wyoming Department of Environmental Quality (DEQ), operates a Federal award from the Environmental Protection Agency for the Brownfield Revolving Loan Program. The Business Council and DEQ have a memorandum of understanding in place for the administration of the program. The Business Council serves as the lead fiscal agent and will service the loans, and DEQ oversees project management. No funds are to be paid to either party as a result of the memorandum.

The Business Council was awarded a \$21,250 Federal subgrant from the Wyoming Department of Agriculture to provide funding for farm walls in various communities across the State of Wyoming. For the year ended June 30, 2022, the Business Council expended \$2,167 and was reimbursed the same amount by the Wyoming Department of Agriculture. The subgrant was closed out during the year ended June 30, 2022.

During the 2021 General Legislative Session, the Wyoming State Legislature earmarked \$55,910 of the Business Council's General Fund appropriation for administrative and operational expenses associated with the Wyoming Council for Women's Issues. In accordance with 2021 Session Laws, Chapter 0069, Section 085, the Business Council entered a memorandum of understanding (MOU) to transfer the earmarked funds to the Department of Workforce Services (DWS) for administration of the Wyoming Council for Women's Issues. The Business Council transferred \$55,910 to the DWS under the agreed-upon MOU during the year ended June 30, 2022.

#### **Note 11. Commitments and Contingencies**

**Relationship with primary government:** The Business Council receives a significant portion of its revenues directly from the State of Wyoming and the continued operation of the Business Council is dependent upon actions of the Wyoming State Legislature.

**Federal grants:** Grant monies received and disbursed by the State are for specific purposes and are subject to audit by the grantor agency. Such audits may result in requests for reimbursement due to disallowed expenditures. Based upon prior experience, the Business Council does not believe that such disallowances, if any, would have a material effect on the financial position or results of operations of the Business Council.

## WYOMING BUSINESS COUNCIL

### NOTES TO FINANCIAL STATEMENTS

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#### **Note 11. Commitments and Contingencies, *Continued***

**Loans:** Loans approved by the Business Council's Board of Directors but undistributed as of June 30, 2022 totaled \$5,747,062. These will be funded by a combination of State appropriations and restricted net position.

**Other commitments and contingencies:** The Business Council has contracted and/or committed funds for various projects, services or other items arising in the normal course of operations. The amounts remaining to complete these commitments totaled approximately \$27,876,505 as of June 30, 2022. These commitments will be funded by a combination of restricted/committed fund balance and current- and prior-year State appropriations and Federal revenues.

#### **Note 12. COVID-19 Pandemic and Subsequent Event**

During March 2020, a global pandemic was declared by the World Health Organization related to the rapidly growing outbreak of a novel strain of coronavirus (COVID-19). The pandemic significantly impacted economic conditions in the United States as Federal, State, and local governments reacted to the public health crisis.

Due to the ongoing COVID-19 pandemic, the American Rescue Plan Act of 2021 (ARPA) was passed by the U.S. Congress and signed into law by President Biden on March 11, 2021. Under ARPA, the State of Wyoming was given \$1 billion to assist in economic recovery and continuing COVID expenses. Of this funding, the Business Council has been allocated \$3.15 million for broadband initiatives and a Growth Diagnostics and Capability Building project.

In January 2023, the Business Council received \$19,029,100 in Federal ARPA funding for the State Small Business Credit Initiative (SSBCI). The SSBCI program provides funding to governments to empower small businesses to access capital needed to invest in job-creating opportunities as the United States continues to recover from the COVID-19 pandemic.

#### **Note 13. Subsequent Events**

The Business Council has entered into various agreements subsequent to June 30, 2022, primarily with local governments, for economic development infrastructure projects effective through December 31, 2026. These agreements are valued at up to, but no more than, \$8,204,367. These agreements will be funded by a combination of State appropriations and Federal revenues.

The Business Council distributed \$2,486,218 after June 30, 2022 from the Business Ready Communities program for loans approved but undistributed as of June 30, 2022.

Subsequent to June 30, 2022, two loans totaling \$2,426,288 and four grants totaling \$23,870,733 were approved under the provisions of the Business Ready Communities program. These funds will be distributed out of State appropriations pending approval by the State Loan and Investments Board.

Subsequent to June 30, 2022, one loan for \$70,000 was approved under the provisions of the Economic Development Fund.

## WYOMING BUSINESS COUNCIL

### NOTES TO FINANCIAL STATEMENTS

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#### **Note 13. Subsequent Events, *Continued***

In September 2022, the Business Council's Board of Directors approved the write-off of an economic disaster loan held in the Economic Development Fund in the amount of \$107,892. The loan was fully allowed for as of June 30, 2022.

## **REQUIRED SUPPLEMENTARY INFORMATION**

**WYOMING BUSINESS COUNCIL**

**BUDGETARY COMPARISON SCHEDULES**

**Year Ended June 30, 2022**

	Budgeted Amounts		General Fund				Variance with Final Budget
	Original	Final	Actual	Encumbrances	Total Actual and Encumbrances		
Revenues							
Revenue from primary government	\$ 21,505,440	\$ 50,662,697	\$ 9,283,417	\$ -	\$ 9,283,417	\$ (41,379,280)	
Federal revenue	3,126,462	2,032,125	579,570	-	579,570	(1,452,555)	
Investment income	-	-	49,955	-	49,955	49,955	
Revenue from others	305,683	493,866	806,484	-	806,484	312,618	
Charges for sales and services	-	-	104,225	-	104,225	104,225	
<b>Total revenues</b>	<b>24,937,585</b>	<b>53,188,688</b>	<b>10,823,651</b>	<b>-</b>	<b>10,823,651</b>	<b>(42,365,037)</b>	
Expenditures							
Operations	5,756,256	6,945,463	4,979,817	1,035,011	6,014,828	930,635	
Services	3,472,209	5,404,111	2,170,160	2,801,545	4,971,705	432,406	
Investments	969,120	1,356,918	249,927	488,890	738,817	618,101	
Investment-ready communities	14,650,000	39,393,721	3,383,284	22,434,677	25,817,961	13,575,760	
Regional offices	90,000	88,475	40,463	-	40,463	48,012	
<b>Total expenditures</b>	<b>24,937,585</b>	<b>53,188,688</b>	<b>10,823,651</b>	<b>26,760,123</b>	<b>37,583,774</b>	<b>15,604,914</b>	
<b>(Deficiency) of revenues over expenditures</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ (26,760,123)</b>	<b>\$ (26,760,123)</b>	<b>\$ (26,760,123)</b>	

*Continued*

# WYOMING BUSINESS COUNCIL

## BUDGETARY COMPARISON SCHEDULES, *Continued* Year Ended June 30, 2022

	Economic Development Fund					
	Budgeted Amounts		Actual	Encumbrances	Total Actual and Encumbrances	Variance with Final Budget
	Original	Final				
<b>Revenues</b>						
Revenue from primary government	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Federal revenue	-	-	-	-	-	-
Investment income	1,017,926	1,017,926	619,308	-	619,308	(398,618)
Revenue from others	-	-	-	-	-	-
Charges for sales and services	-	-	-	-	-	-
<b>Total revenues</b>	<b>1,017,926</b>	<b>1,017,926</b>	<b>619,308</b>	<b>-</b>	<b>619,308</b>	<b>(398,618)</b>
<b>Expenditures</b>						
Operations	-	-	-	-	-	-
Services	-	-	-	-	-	-
Investments	1,017,926	1,017,926	65,009	35,390	100,399	917,527
Investment-ready communities	-	-	-	-	-	-
Regional offices	-	-	-	-	-	-
<b>Total expenditures</b>	<b>1,017,926</b>	<b>1,017,926</b>	<b>65,009</b>	<b>35,390</b>	<b>100,399</b>	<b>917,527</b>
<b>Excess (deficiency) of revenues over expenditures</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 554,299</b>	<b>\$ (35,390)</b>	<b>\$ 518,909</b>	<b>\$ 518,909</b>

*Continued*

# WYOMING BUSINESS COUNCIL

## BUDGETARY COMPARISON SCHEDULES, *Continued* Year Ended June 30, 2022

	Rural Rehabilitation Fund					
	Budgeted Amounts		Actual	Encumbrances	Total Actual and Encumbrances	Variance with Final Budget
	Original	Final				
<b>Revenues</b>						
Revenue from primary government	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Federal revenue	-	-	-	-	-	-
Investment income	259,143	259,143	45,987	-	45,987	(213,156)
Revenue from others	-	-	-	-	-	-
Charges for sales and services	-	-	-	-	-	-
<b>Total revenues</b>	<b>259,143</b>	<b>259,143</b>	<b>45,987</b>	<b>-</b>	<b>45,987</b>	<b>(213,156)</b>
<b>Expenditures</b>						
Operations	-	-	-	-	-	-
Services	259,143	259,143	70,102	27,500	97,602	161,541
Investments	-	-	-	-	-	-
Investment-ready communities	-	-	-	-	-	-
Regional offices	-	-	-	-	-	-
<b>Total expenditures</b>	<b>259,143</b>	<b>259,143</b>	<b>70,102</b>	<b>27,500</b>	<b>97,602</b>	<b>161,541</b>
<b>(Deficiency) of revenues over expenditures</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ (24,115)</b>	<b>\$ (27,500)</b>	<b>\$ (51,615)</b>	<b>\$ (51,615)</b>

See Notes to Required Supplementary Information.



# WYOMING BUSINESS COUNCIL

## EXPLANATION OF DIFFERENCES BETWEEN BUDGETARY INFLOWS AND OUTFLOWS AND GAAP REVENUES AND EXPENDITURES FOR THE GENERAL FUND, ECONOMIC DEVELOPMENT FUND, AND RURAL REHABILITATION FUND Year Ended June 30, 2022

	General Fund	Economic Development Fund	Rural Rehabilitation Fund
Sources/Inflows of Resources			
Actual amounts "available for appropriation" from the Budgetary Comparison Schedules	\$ 10,823,651	\$ 619,308	\$ 45,987
Differences in accrual basis revenues and cash basis budgetary amounts	5,690,220	(888,629)	(143,264)
<b>Total revenues reported on the Statement of Revenues, Expenditures, and Changes in Fund Balances</b>	<b>\$ 16,513,871</b>	<b>\$ (269,321)</b>	<b>\$ (97,277)</b>
Uses/Outflows of Resources			
Actual amounts "charged to appropriations" from the Budgetary Comparison Schedules	\$ 37,583,774	\$ 100,399	\$ 97,602
Differences in accrual basis expenditures and cash basis budgetary amounts	(46,689,165)	(85,689)	(57,649)
Encumbrances	26,760,123	35,390	27,500
<b>Total expenditures reported on the Statement of Revenues, Expenditures, and Changes in Fund Balances</b>	<b>\$ 17,654,732</b>	<b>\$ 50,100</b>	<b>\$ 67,453</b>

See Notes to Required Supplementary Information.

# WYOMING BUSINESS COUNCIL

## SCHEDULE OF THE BUSINESS COUNCIL'S PROPORTIONATE SHARE OF THE NET PENSION LIABILITY

### Public Employee Pension Plan

### Last Nine (9) Fiscal Years\*

	Business Council's Proportion of the Net Pension Liability	Business Council's Proportionate Share of the Net Pension Liability	Business Council's Covered Payroll	Business Council's Proportionate Share of the Net Pension Liability as a Percentage of its Covered Payroll	Plan Fiduciary Net Position as a Percentage of the Total Pension Liability
2014	0.1780020440%	\$ 2,706,344	\$ 3,071,787	88.10%	81.10%
2015	0.1756957922%	3,100,490	3,105,431	99.84%	79.08%
2016	0.1672581167%	3,896,023	2,993,370	130.16%	73.40%
2017	0.1571502750%	3,799,108	3,045,573	124.74%	73.42%
2018	0.1635561589%	3,728,002	2,878,864	129.50%	76.35%
2019	0.1527083007%	4,650,412	2,657,878	174.97%	69.17%
2020	0.1474092413%	3,464,009	2,623,742	132.03%	76.83%
2021	0.1422591926%	3,091,804	2,592,364	119.27%	79.24%
<b>2022</b>	<b>0.1327583381%</b>	<b>2,024,195</b>	<b>2,420,068</b>	<b>83.64%</b>	<b>86.03%</b>

\* The amounts presented for each fiscal year were determined as of the calendar year-end that occurred within the fiscal year. This schedule is to be built prospectively until it contains 10 years of data.

See Notes to Required Supplementary Information.

# WYOMING BUSINESS COUNCIL

## SCHEDULE OF THE BUSINESS COUNCIL'S CONTRIBUTIONS

### Public Employee Pension Plan

### Last Nine (9) Fiscal Years\*

	Statutorily Required Contribution	Contributions in Relation to the Statutorily Required Contribution	Contribution Deficiency (Excess)	Covered Payroll	Contributions as a Percentage of Covered Payroll
2014	\$ 214,638	\$ 214,638	\$ -	\$ 3,014,582	7.12%
2015	235,816	235,816	-	3,094,695	7.62%
2016	247,089	247,089	-	2,952,081	8.37%
2017	239,037	239,037	-	2,855,879	8.37%
2018	229,039	229,039	-	2,736,429	8.37%
2019	228,792	228,792	-	2,666,725	8.58%
2020	229,703	229,703	-	2,589,661	8.87%
2021	228,882	228,882	-	2,509,667	9.12%
<b>2022</b>	<b>217,849</b>	<b>217,849</b>	<b>-</b>	<b>2,324,967</b>	<b>9.37%</b>

*\* This schedule is to be built prospectively until it contains 10 years of data.*

See Notes to Required Supplementary Information.

# WYOMING BUSINESS COUNCIL

## SCHEDULE OF THE BUSINESS COUNCIL'S PROPORTIONATE SHARE OF THE TOTAL OPEB LIABILITY

State of Wyoming Employee Group Insurance Retiree Health Plan  
Last Five (5) Fiscal Years\*

	Business Council's Proportion of the Total OPEB Liability	Business Council's Proportionate Share of the Total OPEB Liability	Business Council's Covered Payroll	Business Council's Proportionate Share of the Total OPEB Liability as a Percentage of its Covered Payroll	Plan Fiduciary Net Position as a Percentage of the Total OPEB Liability
2018	0.21917%	\$ 1,733,616	N/A	N/A	0.00%
2019	0.19464%	1,984,249	N/A	N/A	0.00%
2020	0.29515%	2,792,138	N/A	N/A	0.00%
2021	0.29746%	3,886,730	N/A	N/A	0.00%
<b>2022</b>	<b>0.31717%</b>	<b>4,182,613</b>	<b>N/A</b>	<b>N/A</b>	<b>0.00%</b>

\* This schedule is to be built prospectively until it contains 10 years of data.

See Notes to Required Supplementary Information.

## WYOMING BUSINESS COUNCIL

### NOTES TO REQUIRED SUPPLEMENTARY INFORMATION Year Ended June 30, 2022

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#### Note 1. Basis of Presentation - Budgetary Comparison Schedules

The Wyoming Business Council (the Business Council) adopts a biennial budget that is approved by the Wyoming State Legislature. The Business Council allocates the biennial budget to an annual budget for internal management purposes. These annualized budgets are presented in the accompanying Budgetary Comparison Schedules. Additionally, these Budgetary Comparison Schedules are prepared using encumbrance accounting, under which purchase orders, contracts, and other commitments are recorded as expenditures and liabilities in order to reserve that portion of the applicable appropriation.

#### Note 2. Explanation of Differences - Budgetary Comparison Schedules

The schedule on page 44 is an explanation of differences between budgetary inflows and outflows and GAAP revenues and expenditures for the General Fund, Economic Development Fund, and Rural Rehabilitation Fund for the year ended June 30, 2022.

#### Note 3. Retirement Commitment

**Changes in benefit terms:** There were no changes in benefit terms between the initial measurement date reflected below and the December 31, 2021 measurement date.

**Changes in assumptions:** Healthcare trend rates were updated, along with the assumptions relating to mortality rates, retirement rates, withdrawal rates, disability rates, and salary increase rates, based on the Wyoming Retirement System's (WRS) December 31, 2020 actuarial experience study. Further, there have been various assumption changes from the initial measurement date reflected below through the December 31, 2021 measurement date, as indicated in the table below:

Measurement Date (WRS Year-End)	Discount Rate	Investment Rate of Return	Inflation Rate	Salary Increase Rate	Payroll Growth Rate	Cost of Living Increases
2014	7.75%	7.75%	3.25%	4.25%-6.00%	4.25%	0.00%
2015	7.75%	7.75%	3.25%	4.25%-6.00%	4.25%	0.00%
2016	7.75%	7.75%	3.25%	4.25%-6.00%	4.25%	0.00%
2017	7.75%	7.75%	3.25%	4.25%-6.00%	4.25%	0.00%
2018	7.00%	7.00%	2.25%	2.50%-6.50%	2.50%	0.00%
2019	7.00%	7.00%	2.25%	2.50%-6.50%	2.50%	0.00%
2020	7.00%	7.00%	2.25%	2.50%-6.50%	2.50%	0.00%
2021	6.80%	6.80%	2.25%	2.50%-6.50%	2.50%	0.00%

## WYOMING BUSINESS COUNCIL

### NOTES TO REQUIRED SUPPLEMENTARY INFORMATION Year Ended June 30, 2022

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#### Note 4. Postemployment Benefits Other than Pensions Commitment

**Changes in benefit terms:** There were no changes in benefit terms between the June 30, 2016 and June 30, 2021 measurement dates.

**Changes in assumptions:** The plan has experienced the following changes in assumptions:

Measurement Date (Year Ended)	Discount Rate	Inflation Rate	Salary Increase Rate	Pre-Medicare HTC*	Medicare HTC*
2016	2.85%	2.50%	2.50%-6.50%	6.50%	7.50%
2017	3.58%	2.50%	2.50%-6.50%	6.50%	7.50%
2018	3.87%	2.25%	2.50%-6.50%	7.60%	8.10%
2019	3.51%	2.50%	2.50%-6.50%	7.20%	7.60%
2020	2.21%	2.25%	2.50%-6.50%	7.20%	7.60%
<b>2021</b>	<b>2.16%</b>	<b>2.25%</b>	<b>2.50%-6.50%</b>	<b>7.50%</b>	<b>7.50%</b>

\* Healthcare trend rate.

In addition, the following assumptions are updated annually as necessary:

- Healthcare claims costs based on recent experience.
- Retiree contributions.
- Health care trend rates.
- Spouse age differential.
- Mortality rates, retirement rates, withdrawal rates, and disability rates based on the WRS's December 31, 2016 and December 31, 2020 actuarial experience studies.

## **OTHER GOVERNMENTAL FUNDS**

The Wyoming Business Council's (the Business Council) nonmajor governmental funds are described below:

**Wyoming Business Council Fund:** Used primarily to account for revenues of the Wyoming First program, telephone commissions, and net profits from sales of promotional merchandise.

**COVID Fund:** Used to account for the operations of the Business Relief Fund program that is administered in accordance with the terms set by the Wyoming State Legislature. Revenues consist of pass-through Federal funding authorized by the Coronavirus Aid, Relief, and Economic Security Act.

**WYOMING BUSINESS COUNCIL****COMBINING BALANCE SHEET - OTHER GOVERNMENTAL FUNDS****June 30, 2022**

	Wyoming Business Council Fund	COVID Fund	Total
<b>ASSETS</b>			
Deposits with State Treasurer	\$ 236,728	\$ -	\$ 236,728
Cash and Investments with Trustee	129,541	-	129,541
Interest Receivable	491	-	491
<b>Total assets</b>	<b>\$ 366,760</b>	<b>\$ -</b>	<b>\$ 366,760</b>
<b>LIABILITIES AND FUND BALANCES</b>			
Liabilities			
Liability under securities lending	\$ 129,541	\$ -	\$ 129,541
Due to primary government	14,465	-	14,465
<b>Total liabilities</b>	<b>144,006</b>	<b>-</b>	<b>144,006</b>
Fund Balances			
Assigned	222,754	-	222,754
<b>Total fund balances</b>	<b>222,754</b>	<b>-</b>	<b>222,754</b>
<b>Total liabilities and fund balances</b>	<b>\$ 366,760</b>	<b>\$ -</b>	<b>\$ 366,760</b>



**WYOMING BUSINESS COUNCIL**

**COMBINING STATEMENT OF REVENUES, EXPENDITURES, AND  
CHANGES IN FUND BALANCES - OTHER GOVERNMENTAL  
FUNDS**

**Year Ended June 30, 2022**

	Wyoming Business Council Fund	COVID Fund	Total
Revenues			
Federal revenue	\$ -	\$ 223,462	\$ 223,462
Investment (loss)	(5,071)	-	(5,071)
<b>Total revenues</b>	<b>(5,071)</b>	<b>223,462</b>	<b>218,391</b>
Expenditures			
Services	13,313	223,462	236,775
<b>Total expenditures</b>	<b>13,313</b>	<b>223,462</b>	<b>236,775</b>
<b>(Deficiency) of revenues over expenditures</b>	<b>(18,384)</b>	<b>-</b>	<b>(18,384)</b>
Other Financing Sources			
Transfers in	1,445	-	1,445
Transfers out	-	-	-
<b>Total other financing sources</b>	<b>1,445</b>	<b>-</b>	<b>1,445</b>
<b>Net change in fund balances</b>	<b>(16,939)</b>	<b>-</b>	<b>(16,939)</b>
Fund Balances, beginning	239,693	-	239,693
Fund Balances, ending	<u>\$ 222,754</u>	<u>\$ -</u>	<u>\$ 222,754</u>

# WYOMING BUSINESS COUNCIL

## SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS Year Ended June 30, 2022

Federal Grantor/Pass-Through Grantor/Program or Cluster Title	Assistance Listing	Pass-Through Entity Identifying Number	Total Federal Expenditures	Passed Through to Subrecipients
U.S. Department of Housing and Urban Development: Community Development Block Grant Program <b>Total U.S. Department of Housing and Urban Development</b>	14.228	N/A	\$ 1,948,169 1,948,169	\$ 1,947,934 1,947,934
U.S. Small Business Administration: State Trade and Export Promotion Pilot Grant Program <b>Total U.S. Small Business Administration</b>	59.061	N/A	104,634 104,634	34,324 34,324
U.S. Department of Agriculture: Rural Business Development Grant	10.351	N/A	47,000	-
Passed through the State of Wyoming: Specialty Crop Block Grant Program - Farm Bill <b>Total U.S. Department of Agriculture</b>	10.170	N/A	6,500 53,500	- -
U.S. Environmental Protection Agency: Brownfields Assessment & Cleanup Cooperative Agreements <b>Total U.S. Environmental Protection Agency</b>	66.818	N/A	55,594 55,594	55,594 55,594
U.S. Department of the Treasury: Passed through the State of Wyoming: COVID-19 Coronavirus Relief Fund <b>Total U.S. Department of the Treasury</b>	21.019	N/A	(50,417) (50,417)	- -
<b>Total expenditures of Federal awards</b>			\$ 2,111,480	\$ 2,037,852

See Notes to Schedule of Expenditures of Federal Awards.

## WYOMING BUSINESS COUNCIL

### NOTES TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

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#### **Note 1. Summary of Significant Accounting Policies**

Expenditures reported on the accompanying Wyoming Business Council (the Business Council) Schedule of Expenditures of Federal Awards (the Schedule) are reported on the cash basis of accounting. Such expenditures are recognized following the cost principles contained in Title 2 U.S. Code of Federal Regulations Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance), wherein certain types of expenditures are not allowable or are limited as to reimbursement. Negative amounts shown on the Schedule represent adjustments or credits made in the normal course of business to amounts reported as expenditures in prior years. The Business Council provided \$2,037,852 of Federal funds to subrecipients.

#### **Note 2. De Minimis Cost Rate**

The Business Council did not elect to use the 10% de minimis cost rate allowed under the Uniform Guidance.

#### **Note 3. Basis of Presentation**

The Schedule includes the Federal award activity of the Business Council under programs of the Federal government for the year ended June 30, 2022. The information in this Schedule is presented in accordance with the requirements of the Uniform Guidance. Because the Schedule presents only a selected portion of the operations of the Business Council, it is not intended to, and does not, present the financial position, changes in net assets, or cash flows of the Business Council.



**INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL  
OVER FINANCIAL REPORTING AND ON COMPLIANCE AND  
OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL  
STATEMENTS PERFORMED IN ACCORDANCE WITH  
*GOVERNMENT AUDITING STANDARDS***

To the Board of Directors  
Wyoming Business Council  
Cheyenne, Wyoming

We have audited, in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States (*Government Auditing Standards*), the financial statements of the governmental activities, each major fund, and the aggregate remaining fund information of the Wyoming Business Council (the Business Council), a component unit of the State of Wyoming, as of and for the year ended June 30, 2022, and the related notes to the financial statements, which collectively comprise the Business Council's basic financial statements, and have issued our report thereon, dated January 30, 2023.

**Report on Internal Control over Financial Reporting**

In planning and performing our audit of the financial statements, we considered the Business Council's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Business Council's internal control. Accordingly, we do not express an opinion on the effectiveness of the Business Council's internal control.

*A deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the Business Council's financial statements will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit, we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses or significant deficiencies may exist that have not been identified.

**Report on Compliance and Other Matters**

As part of obtaining reasonable assurance about whether the Business Council's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

**Purpose of this Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Business Council's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Business Council's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

A handwritten signature in cursive script that reads "McGee, Hearne & Paiz, LLP".

Cheyenne, Wyoming  
January 30, 2023



**INDEPENDENT AUDITOR'S REPORT ON COMPLIANCE FOR  
EACH MAJOR FEDERAL PROGRAM AND REPORT ON  
INTERNAL CONTROL OVER COMPLIANCE  
REQUIRED BY THE UNIFORM GUIDANCE**

To the Board of Directors  
Wyoming Business Council  
Cheyenne, Wyoming

**Report on Compliance for Each Major Federal Program**

***Opinion on Each Major Federal Program***

We have audited the Wyoming Business Council's (the Business Council) compliance with the types of compliance requirements identified as subject to audit in the *Office of Management and Budget Compliance Supplement* that could have a direct and material effect on each of the Business Council's major Federal programs for the year ended June 30, 2022. The Business Council's major Federal programs are identified in the Summary of Independent Auditor's Results section of the accompanying Schedule of Findings and Questioned Costs.

In our opinion, the Business Council complied, in all material respects, with the compliance requirements referred to above that could have a direct and material effect on each of its major Federal programs for the year ended June 30, 2022.

***Basis for Opinion on Each Major Federal Program***

We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America (GAAS); the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States (*Government Auditing Standards*); and the audit requirements of Title 2 U.S. Code of Federal Regulations Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Our responsibilities under those standards and the Uniform Guidance are further described in the Auditor's Responsibilities for the Audit of Compliance section of our report.

We are required to be independent of the Business Council and to meet our other ethical responsibilities, in accordance with relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion on compliance for each major Federal program. Our audit does not provide a legal determination of the Business Council's compliance with the compliance requirements referred to above.

***Responsibilities of Management for Compliance***

Management is responsible for compliance with the requirements referred to above and for the design, implementation, and maintenance of effective internal control over compliance with the requirements of laws, statutes, regulations, rules, and provisions of contracts or grant agreements applicable to the Business Council's Federal programs.

### ***Auditor's Responsibilities for the Audit of Compliance***

Our objectives are to obtain reasonable assurance about whether material noncompliance with the compliance requirements referred to above occurred, whether due to fraud or error, and express an opinion on the Business Council's compliance based on our audit. Reasonable assurance is a high level of assurance but is not absolute assurance and, therefore, is not a guarantee that an audit conducted in accordance with GAAS, *Government Auditing Standards*, and the Uniform Guidance will always detect material noncompliance when it exists. The risk of not detecting material noncompliance resulting from fraud is higher than for that resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Noncompliance with the compliance requirements referred to above is considered material if there is a substantial likelihood that, individually or in the aggregate, it would influence the judgment made by a reasonable user of the report on compliance about the Business Council's compliance with the requirements of each major Federal program as a whole.

In performing an audit in accordance with GAAS, *Government Auditing Standards*, and the Uniform Guidance, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material noncompliance, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the Business Council's compliance with the compliance requirements referred to above and performing such other procedures as we considered necessary in the circumstances.
- Obtain an understanding of the Business Council's internal control over compliance relevant to the audit in order to design audit procedures that are appropriate in the circumstances and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of the Business Council's internal control over compliance. Accordingly, no such opinion is expressed.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and any significant deficiencies and material weaknesses in internal control over compliance that we identified during the audit.

### **Report on Internal Control over Compliance**

*A deficiency in internal control over compliance* exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a Federal program on a timely basis. *A material weakness in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a Federal program will not be prevented, or detected and corrected, on a timely basis. *A significant deficiency in internal control over compliance* is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a Federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the Auditor's Responsibilities for the Audit of Compliance section above and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies in internal control over compliance. Given these limitations, during our audit, we did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses, as defined above. However, material weaknesses or significant deficiencies in internal control over compliance may exist that were not identified.

Our audit was not designed for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, no such opinion is expressed.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

*McGee, Hearne & Paiz, LLP*

Cheyenne, Wyoming  
January 30, 2023



## WYOMING BUSINESS COUNCIL

### SCHEDULE OF FINDINGS AND QUESTIONED COSTS

Year Ended June 30, 2022

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#### I. SUMMARY OF INDEPENDENT AUDITOR'S RESULTS

##### Financial Statements

Type of report the auditor issued on whether the financial statements audited were prepared in accordance with U.S. GAAP: Unmodified

Internal control over financial reporting:

- Material weakness(es) identified? ☐ Yes ☒ No
- Significant deficiency(ies) identified? ☐ Yes ☒ None Reported

Noncompliance material to financial statements noted? ☐ Yes ☒ No

##### Federal Awards

Internal control over major Federal program:

- Material weakness(es) identified? ☐ Yes ☒ No
- Significant deficiency(ies) identified? ☐ Yes ☒ None Reported

Type of auditor's report issued on compliance for major Federal program: Unmodified

- Any audit findings disclosed that are required to be reported in accordance with Section 2 CFR 200.516(a)? ☐ Yes ☒ No

Identification of major Federal program:

Assistance Listing	Name of Federal Program or Cluster
14.228	Community Development Block Grant/ State's Program and Non-Entitlement Grants in Hawaii

Dollar threshold used to distinguish between Type A and Type B programs: \$750,000

Auditee qualified as low-risk auditee? ☒ Yes ☐ No

#### II. FINANCIAL STATEMENT FINDINGS

None.

#### III. FEDERAL AWARD FINDINGS AND QUESTIONED COSTS

None.

**WYOMING BUSINESS COUNCIL**

**SUMMARY SCHEDULE OF PRIOR AUDIT FINDINGS**  
**Year Ended June 30, 2022**

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There were no findings for the year ended June 30, 2021.



# SERVICES COMMITTEE REPORT



# **SBIR Quarterly Report**

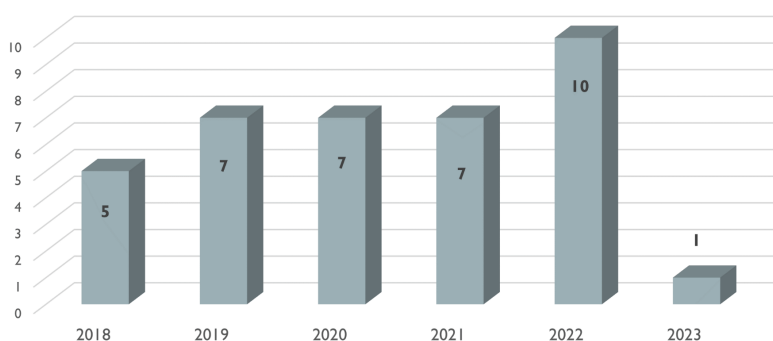
Q3-FY23

The Wyoming Business Council's SBIR matching grant program continues to be a strong means for small, research-based companies around the state to receive non-dilutive catalytic funding. As we continue supporting and growing Wyoming's startup ecosystem, a diverse set of funding mechanisms continues to be at the forefront of needs for small businesses — this matching grant plays a critical role for companies to be able to grow and scale here in Wyoming. As a result, we are continuing to see this program being taken advantage of by businesses at a record pace. In calendar year 2022 we saw a ~40% increase in funded applications from our previous best year, totaling 10 funded applications. Currently, we have committed 75% of our \$2M biennium budget for the program.

## SBIR Grant Applications to Date

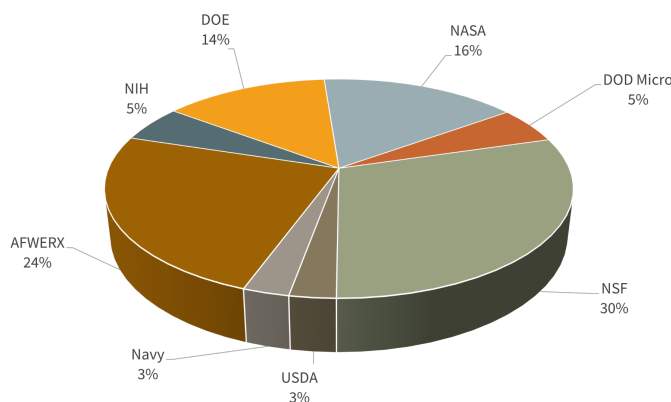
In our recent updates, we highlighted a marked hike in applications in the 2022 calendar year. As projected, we were able to award a few more applications totaling 10 for the 2022 calendar year and 10 for the 2023 fiscal year. As such, the graphs below represent the updated numbers for grant awards and application submissions from the commencement of the matching program in 2018 up to today.

SBIR Matching Grants:  
Funded Applications by Calendar Year



Regarding the federal side of our SBIR matching grants, we continue to see a large portion of our grants in Wyoming being allocated to projects in concert with AFWERX, NSF, and NASA which are currently our most popular federal granting agencies. With the last round of awards, one company ushered in a new agency award with the U.S. Navy.

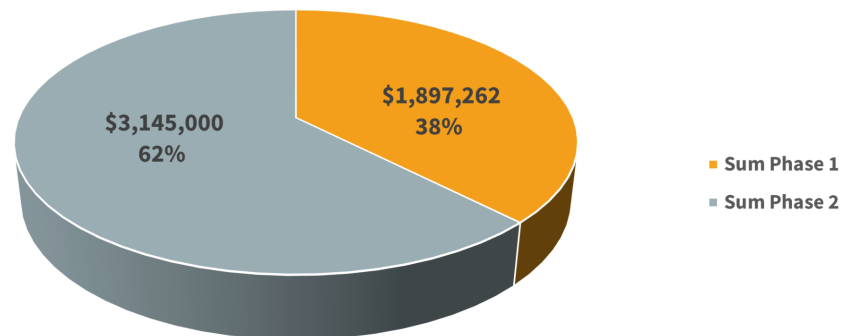
SBIR Matching Grants:  
by Federal Granting Agency Over Program Life



To date, we have seen an overwhelming amount of our grant dollars being awarded to Phase II projects versus Phase I for a total of 62% of Wyoming's invested funds going toward Phase II grants. Currently, the

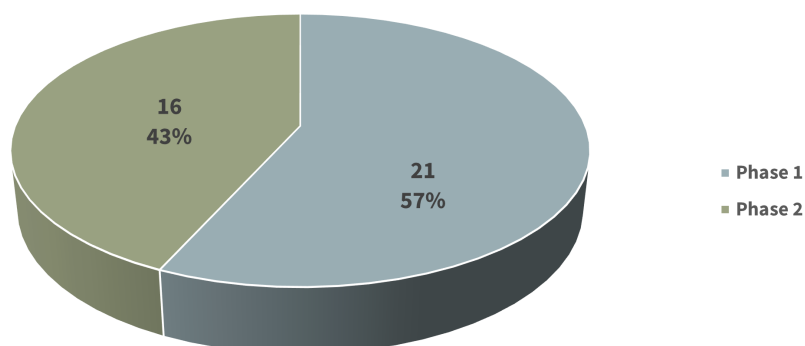
program matches up to \$100K for Phase I awardees and up to \$200K for Phase II awardees which plays a significant role in the percent of distribution by phase.

SBIR Awards By Phase:  
Lifetime of Wyoming Matching Grant



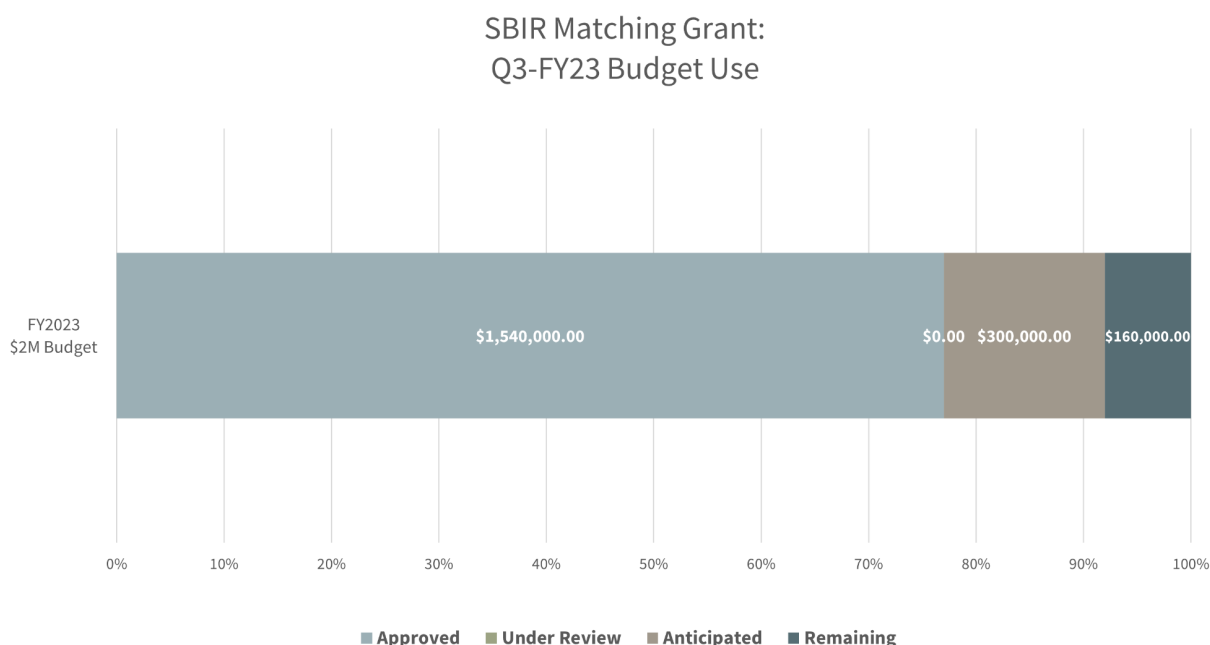
While the vast majority of SBIR applications have been from Phase I projects, we have seen that the trend is shifting towards a more equal balance of Phase I to Phase II applications. Currently, 57% of awarded applications since the program's inception have been Phase I awards.

SBIR Award Count:  
Lifetime of Wyoming Matching Grant



## Grant Applications Q3FY23

Currently, we do not have any applications under review which gives us a more accurate picture of our budget use to date. As seen below, we have committed a total of \$1.54M of the \$2M biennium. While we currently do not have applications pending, we do have a some companies recently enter the pipeline. Due to the lengthy federal application process, it is not known when these applications would come in thus it's difficult to say if they would come in before FY2024 begins. At this time, there are 2 applications in this pipeline that are likely to come through, estimating a total of \$300,000. With this in mind, it's possible that ~80% of this biennium budget is committed prior to the end of the fiscal year.





# STRATEGY COMMITTEE REPORT





# INVESTMENTS COMMITTEE REPORT

BRC Applications Received December 1, 2022				
Applicant	Project	Type	Request	Recommendation
Campbell County	Pronghorn Industrial Complex	Community Readiness Grant	\$ 2,669,450	\$ 2,669,450
Sundance, Town of	Old Stoney Project Phase II	Community Readiness Grant	\$ 2,837,763	\$ -
Casper/Natrona County Economic Development Joint Powers Board	Phoslock Environmental Technologies	Business Committed Grant	\$ 600,000	\$ 600,000
<b>Total Requests</b>			<b>\$ 6,107,213</b>	<b>\$ 3,269,450</b>
<b>Total Available BRC Funding</b>			<b>\$ 36,415,949</b>	<b>\$ 36,415,949</b>
<b>Funds remaining if awarded</b>			<b>\$ 30,308,736</b>	<b>\$ 33,146,499</b>

#### Q3 Allocation

BRC Project Types	Priorities	% of Allocation	Q3 Allocation Available
Business Committed & Managed Data Ctr Cost Reduction	High	45%	\$ 2,731,196
Community Development	Medium	54%	\$ 3,277,435
Planning	Low	1%	\$ 60,693
			<b>\$ 6,069,325</b>

# CAMPBELL COUNTY PRONGHORN INDUSTRIAL COMPLEX

## COMMUNITY READINESS APPLICATION

\$2,669,450 Grant Request

\$3,899,709 Match

**Total Project Costs: \$6,569,159**

# 160

ACRES OF LAND  
DEVELOPED

## PROJECT OVERVIEW

Campbell County requests a \$2,669,450 Community Readiness grant to construct the sewer system build-out of the Pronghorn Industrial Complex.

In 2014, Campbell County Commissioners purchased 250 acres of property east of Cam-Plex for industrial use. To make this property ready for industrial development, the following infrastructure is needed:

- Extension to the Access Road
- Water
- Telecommunications
- Electrical
- Sewer System

All the infrastructure, except for sewer, is being funded by the Economic Development Administration (EDA). Campbell County is requesting BRC funds for the sewer system not awarded by EDA. Without a sewer system, a business would be limited in the amount of water they can use and discharge as wastewater.

Of the total 250 acres owned by the County, 160 acres will be developed for industrial use. The eastern most part of the property (50 acres) is located in a flood plain with restrictive topography, and the western most part of the property (40 acres) is located south of the College Rodeo Arena and is utilized for grazing purposes.

The plan for the property is to develop 4-6 large (20+ acres each) shovel-ready industrial lots.

# PROJECT EVALUATION

## JOB QUALITY

Not applicable for this application

## COMPANY STRENGTH

Not applicable for this application

## COMMUNITY ENGAGEMENT

The economic distress in the region is well-documented. The recent completion of Phase 1 of the WBC's Gillette Vision 2040 encouraged resident and community stakeholder participation through surveys, listening sessions, working groups, and Town Hall meetings. The Vision 2040 for Gillette cited Industrial Diversification as the most prominent need for the community.

This project is also part of the Carbon Valley development plan designed to make Campbell County a hub for alternative carbon products and a leader in the effort to diversify Wyoming's mining industry.

The University of Wyoming's (UW) School of Energy Resources (SER) Integrated Test Center, WylC, Atlas Carbon's & UW SER's coal refinery project, and UW SER's CarbonSAFE project all support the mission of this project and how it will enhance their ecosystem.

Recently, the EDA funded the formation of the Gillette Community College District Foundation's Office of Transformation, which will focus on bring these entities and private industry together. The goal is to take development from ideas and research (UW SER) to pre-commercialization phases such as prototype development, testing, and design (WylC, UW SER Integrative Test Center, Atlas Carbon & UW SER Coal Refinery, CarbonSAFE).

The next phase is manufacturing and commercialization, which will occur in the Pronghorn Industrial Complex. The community envisions the future tenants will form a network providing job-creating commercial development, education, skills training, and research. Furthermore, Wyoming's Innovation Center will feed future tenants and commercial business to the Complex.

Other partners in this ecosystem include the Western Welding Academy, the Gillette Community College District, and the EDA. The EDA has an ongoing investment in marketing and branding of Carbon Valley aimed at bringing international exposure to the development of alternative energy products and the re-purposing of coal to meet modern industry needs.

## STAFF ANALYSIS

- Several community plans have indicated the need for this type of project.
- Community is part of a large economic cluster whose collective goal is for Campbell County to become a hub for alternative carbon products.
- Community has conducted much research and due diligence to ensure project success.



# STATE CONSIDERATIONS

The October 2022 Wyoming Consensus Revenue Estimating (CREG) report forecasts the continued overall downward trend of coal through 2028, showing the need for diversification of the industry. This project, in conjunction with Carbon Valley ancillary projects, will support that diversification.

Additionally, the site has been accepted to the WBC Industrial Site Analysis Program. This program is in partnership with InSite Consulting, and it will help communities attract, retain, and expand their business landscape. The overall goal of this program is to identify sites across Wyoming that are client-ready and marketable while also finding solutions to any gaps to strengthen the site potential. By participating in this program, the community will add strength and viability to their plans.

## STAFF ANALYSIS

- This project aligns with the State Economic Development Strategy by adding value to one of the State’s core industries, natural resources. Specifically, this project will:
  - Drive innovation to create new markets for Wyoming extracted goods;
  - Encourage development of new technology to create new expansion opportunities; and
  - Transform disruption into new economic opportunity.
- Project has multiple funding sources, with the BRC contributing 41% of total project costs.



# PROJECT SOURCES & USES

SOURCES	
BRC Grant	\$2,669,450
EDA Match	\$2,769,869
Local Match	\$593,423
Land Match	\$536,417
<b>TOTAL PROJECT COSTS</b>	<b>\$6,569,159</b>
BRC % of Total Project Costs	41%
Local % of Total Project Costs	59%

USES	
<b>LAND</b>	\$536,417
<b>NON-CONSTRUCTION COSTS</b>	
• Architectural & Engineering	\$935,256
• Other (surveys, tests, etc)	\$10,000
<b>CONSTRUCTION COSTS</b>	
• Sewer Installation	\$4,634,141
Contingencies	\$453,345
<b>TOTAL USES</b>	<b>\$6,569,159</b>

# CONSIDERATIONS

- COMPELLING:**
- Project has multiple funding sources
  - Potential to transform disruption into new economic opportunities
  - Potential to create new markets for Wyoming’s extracted goods
  - Local Cluster Development
  - Participation in Industrial Site Analysis Program
- CONCERNING:**
- Not all 250 acres are developable

**RECOMMENDATION:  
FUND AS REQUESTED**

# TOWN OF SUNDANCE OLD STONEY PROJECT PHASE II

## COMMUNITY READINESS APPLICATION

\$2,837,763 Grant Request  
\$149,356 Match  
**Total Project Costs: \$2,987,119**

## PROJECT OVERVIEW

The Town of Sundance requests a \$2,837,763 Community Readiness grant for the final phase of full restoration of the historic Old Stoney building.

The sandstone building was constructed in 1923 and was officially added to the National Register of Historic Places in 1985. At that time, the Crook County Museum District purchased the building from the Crook County Commissioners to preserve it as a historic site and expand the business options for the town.

# 12.6%

OF LOCAL SALES TAX  
COMES FROM THE  
TRAVEL INDUSTRY

In 2017, the City of Sundance applied to the WBC for a Community Readiness grant. The original request was for the full renovation of the building, but the project was broken into 2 phases on the recommendation of the WBC Board. A grant for Phase I was funded at \$2.4 million. Phase I included full renovation of the basement and subbasement, as well as the first floor. During Phase I all the windows and exterior doors were replaced, and the building was reroofed and made ADA compliant.

In June 2021, Old Stoney held its grand opening. The basement features the Crook County Museum Gift Shop and 1887 Art Gallery, the leased offices of United States Senator Cynthia Lummis and the Crook County Museum District, a rentable conference room and public restrooms. The subbasement houses the archives for the museum.

The second, and final, phase of this project will focus on the third floor of the building. The third floor features the original stage and auditorium area, as well as space for a catering kitchen, flexible conference room, meeting spaces and public restrooms. This area will be designed to provide cultural, entertainment and meeting areas. The space is also large enough to accommodate weddings, dinners, and other celebrations.



# PROJECT EVALUATION

## JOB QUALITY

Not applicable for this application

## COMPANY STRENGTH

Not applicable for this application

### COMMUNITY ENGAGEMENT

Devils Tower National Monument in Crook County is a tourist destination and the City sees potential to increase its sales & lodging taxes by marketing itself as a premier destination for meetings, conferences, and conventions. Currently there are very limited spaces available.

The Downtown Sundance Master Plan has identified Old Stoney as the anchor for the downtown area. Furthermore, the Sundance Revitalization Road Map identified a need for increased amenities and services in the area.

### STAFF ANALYSIS

- Community plans have identified the need for increased amenities and services in the area.
- Potential to restore a Historical Building.
- Community's goal for this project is to increase sales tax by 1% each year.

### STATE CONSIDERATIONS

While the travel & tourism industry does not typically create primary jobs, it is one of the top industries in Wyoming. This industry brings dollars into the State, and has the potential to create many different types of businesses such as event planning, photography, catering, outdoor recreation, etc.

According to the Wyoming Department of Tourism, the state saw a 9.2% increase in sales tax with a local increase of 8.7% over a nine-year period. Statewide, direct travel spending currently accounts for 3.6% of total sales tax revenues. In the Sundance region, 12.6% of sales tax comes from the travel industry.

### STAFF ANALYSIS

- This project aligns with the State's Economic Development Strategy in the following ways:
  - Add value to core industries in tourism and outdoor recreation.
  - Empower communities to sustainably develop their unique economies.
- Potential to support startup companies in this industry.



# PROJECT SOURCES & USES

## SOURCES

BRC Grant	\$2,837,763
Town Match	\$7,500
Old Stoney Foundation	\$29,000
Old Stoney Committee	\$81,000
Crook Co Museum District	\$30,156
In-Kind Match	\$1,700
<b>TOTAL PROJECT COSTS</b>	<b>\$2,987,119</b>
BRC % of Total Project Costs	95%
Local % of Total Project Costs	5%

## USES

### NON-CONSTRUCTION COSTS

• Architectural Fees	\$232,965
• Project Inspection Fees	\$7,073
• Demolition & Removal	\$32,558

### CONSTRUCTION COSTS

• Electrical	\$120,691
• Mechanical, Plumbing, HVAC	\$389,760
• Foundation/Structural Framing	\$1,059,365
• Interior Finishes	\$747,311
• Fire Protection	\$20,644
• Architectural Mullions	\$41,410

Contingencies \$335,342

**TOTAL USES \$2,987,119**



## CONSIDERATIONS

### COMPELLING:

- Potential to add value to the tourism and outdoor recreation industry

### CONCERNING:

- Project fits better as a Community Project
- There is not a strong tie to direct business development
- Plans not sufficient to leverage tourism industry
- BRC Funding Ratio is 95%
- No local economic development tax
- Prior Old Stoney project funding of \$3.2 million

**RECOMMENDATION:  
DO NOT FUND**





# CASPER/ NATRONA CO EDJPB PHOSLOCK ENVIRONMENTAL TECHNOLOGIES

## BUSINESS COMMITTED APPLICATION

\$600,000 Grant Request

\$450,000 Match

Total Project Costs: \$1,050,000

CAPEX: \$5,000,000

## ECONOMIC IMPACT (TIME TO RECOUP)

# 197 DAYS

## PROJECT OVERVIEW

The Casper/Natrona Co Economic Development Joint Powers Board (EDJPB) requests a \$600,000 Business Committed grant for the acquisition of a manufacturing plant to allow for Phoslock Environmental Technologies' (PET) relocation out of China with intentions of exporting Wyoming-made products within the United States and across the globe.

This plant is located on 3.82 acres at 2199 Pyrite Road in Casper, WY. The property features 2 buildings: a 12,000-sf building and a 22,000-sf building. The main building has 3 offices, locker room with showers, storage room, separate bathroom, 2 loading docks, and a pull-in bay with a 25-ton crane. Both buildings have radiant heat, 3 phase power, and overhead doors.

PET has 3 current employees in Casper, and they plan to locate all their manufacturing close to the source product. Wyoming has an abundant natural resource of bentonite and when manufactured into Phoslock®, creates an environmentally safe and inert compound that reduces nutrient pollution in bodies of water.

# PROJECT EVALUATION

## JOB QUALITY

PET currently employs 2 Technical Sales Leads and 1 General Manager, and anticipate creating 25 additional administrative and manufacturing jobs, with wages at \$29.29/hour in year five. Natrona County's median wage is \$20.35/hour.

The company also plans on providing benefits, including 401(k) matching, dental insurance, disability insurance, health insurance, life insurance, paid orientation, paid time off, paid training, vision insurance & overtime.

## STAFF ANALYSIS

- Wages are 44% higher than the County median wage.
- Company will provide ample benefits.
- Positions created are primary jobs with global exporting potential.

## COMPANY STRENGTH

The Phoslock® technology is now expanding into international markets, with additional technical sales resources and a focused marketing strategy. They have also revised their R&D program to allow further diversification into new market segments.

Their target customers are municipalities, environmental consulting businesses, rural water associations, government entities that manage public lands, as well as public and private stakeholders in river and lake management conducting remediation of water.

PET is also in the design phase with Caspar Building Systems to build out the plant, estimated at \$5 million.

## STAFF ANALYSIS

- Review and analysis of the company's business plan did not raise any concerns.
- Company is contributing \$5 million capital investment.
- Product is expanding into international markets.



# PROJECT EVALUATION CONTINUED

## COMMUNITY ENGAGEMENT

This project aligns with local economic development goals, identified in their Comprehensive Economic Development Strategy (CEDS), by prioritizing industry diversification.

This project will also tie into the goals of promoting resiliency in the region and encouraging rural development opportunities for workers who may need to transition between similar jobs when displaced from their primary occupation.

## STAFF ANALYSIS

- Aligns with local economic development plan.
- Project adds to community's manufacturing industry.



## STATE CONSIDERATIONS

Wyoming is the nation's leader in bentonite production, with more than 4 million tons produced each year and employing over 700 workers, per 2018 data. Combined, all the bentonite mines in Wyoming contribute more than \$11 million dollars in taxes and royalties and over \$48 million in annual payroll, providing significant contribution to the Wyoming economy (Wyoming Mining Association).

Furthermore, this project aligns with the State's Economic Development Strategy by:

- Adding value to the core industry - natural resources.
- Driving innovation to create new markets for Wyoming extracted goods.
- Encouraging development of new technology to expand current opportunities for Wyoming bentonite.
- Activating new economic sectors in advanced manufacturing.

## ECONOMIC IMPACT ROI FIGURES

Economic Impact ROI measures the economic "churn" of a project in the county where the project is located. The WBC contracts with a third-party vendor (Applied Economics) based out of Phoenix, Arizona, to determine this impact. The algorithm is formulated to each Wyoming county's statistics and these market factors help determine the measurement.

- This project would have a direct annual impact, at maturity of the project, of \$941,781 per year.
- The indirect impact (supplier[s]) is \$168,011 per year.
- **Total Annual Impact for Natrona County is \$1,109,792.**

These numbers calculate jobs, wages and capital investment; they do not include other factors such as other tax revenue generating benefits and additional induced economic activity.

# PROJECT EVALUATION CONTINUED

## STAFF ANALYSIS

- BRC Funding Leverage is 57%.
- 197 Days to Recoup BRC Funds.
- Project aligns with the State Economic Development Plan to add value to a core Wyoming industry by encouraging development of new technology to expand current opportunities for Wyoming bentonite.

WAGES ARE

44%

HIGHER THAN COUNTY  
MEDIAN WAGE

## REVENUE RECAPTURE

Revenue will be recaptured via lease payments to Advance Casper, with the option to purchase the facilities at a later date.

BRC funds will recapture 25% of the grant amount (\$150,000) once the property is sold, and the community will recapture \$88,000 in lease payments over 5 years and \$900,000 upon facility sale.

Revenue recaptured locally will be available to Advance Casper and the EDJPB for future projects that benefit the local community. Some of these may include community events, business-expansion loans, and funding to recruit businesses to the Natrona County area.

Past funds have been used to relocate companies (EVI and Titus) to Casper, provide funding for the Casper Start-up Challenge to promote entrepreneurial ventures, provide loans to businesses looking to expand their workforce in the area (True North Steel), etc.

## PERFORMANCE MEASURES & PROJECT INFRASTRUCTURE



**BRC Revenue  
Recapture:**  
\$150,000



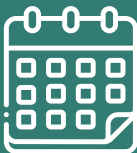
**County  
Median  
Wage:**  
\$20.35/hr



**Jobs to be  
Retained:**  
3



**BRC Funding  
% Leveraged:**  
57%



**Economic  
Impact ROI:**  
197 days

**Local Revenue  
Recapture:**  
\$538,000

**Median  
Wage of  
Jobs  
Created:**  
\$29.29/hr

**Jobs to be  
Created:**  
25



**CAPEX:**  
\$5,000,000



**New Building  
Construction:**  
34,000 sf

# PROJECT DATA & RECOMMENDATION

## PROJECT SOURCES & USES

### SOURCES

BRC Grant	\$600,000
EDJPB Match	\$225,000
Advance Casper Match	\$225,000
<b>TOTAL PROJECT COSTS</b>	<b>\$1,050,000</b>
BRC % of total project costs	57%
Local % of total project costs	43%



### USES

Manufacturing Plant Purchase	\$1,050,000
<b>TOTAL USES</b>	<b>\$1,050,000</b>

## ATTORNEY GENERAL OPINION

Pending.

## CONSIDERATIONS

### COMPELLING:

- BRC Funds Recouped in 197 Days
- Encourages Development of New Technologies to expand opportunities for Wyoming bentonite
- \$5 Million CAPEX
- Wages are 44% higher than County median wage

### CONCERNING:

- Company Headquarters Located in Australia

---

**RECOMMENDATION:  
FUND AS REQUESTED**



BLUE

RIDGE

INDUSTRIAL

345 Sinclair St  
Gillette, WY 82718  
☎ (307)•689•1626  
✉ [dmullins@bri.llc](mailto:dmullins@bri.llc)  
🌐 [bri.llc](http://bri.llc)

Monday, September 20, 2021

To: Campbell County Government  
500 South Gillette Avenue, Suite 1100  
Gillette, WY 82716

It has come to my attention that Campbell County and **Energy Capital Economic Development (ECED)** are working to develop an industrial park in Campbell County and that lots would be available for development for growing businesses such as **Blue Ridge Industrial (BRI)**. This letter is being written to serve as intent for **Blue Ridge Industrial LLC** to acquire a plot in the proposed industrial park and construct a shop to continue growing our business.

**Blue Ridge Industrial** is a relatively new business that is focused on aggressive growth. In our first year we surpassed our projected revenue by over 300% while hiring a salesman and an additional industrial inspector. Currently we are working to expand the services we offer by increasing the amount of equipment and infrastructure we have, i.e. purchasing more equipment and building a shop. Competitive pricing on land for industrial development will be crucial to the staying power of **BRI** while providing the necessary facilities to retain our current three employees while laying the groundwork to expand our workforce to a total of ten full time employees. The jobs that would be created by this will be full time high paying industry oriented jobs.

The future expansion of **BRI** would see an initial investment in a building of approximately \$750,000.00 with a projected long term investment of \$5,000,000.00 total over the course of 3-5 years. It is with high hopes regarding the eventual development of this industrial park that I submit this letter. I look forward to hearing from you and should you have any questions please don't hesitate to reach out.

Kind regards,

David Mullins  
Owner





Western Welding Academy  
26 Kinsey Lane Gillette, WY 82716

Tyler Sasse  
Western Welding Academy  
26 Kinsey Lane  
Gillette, Wyoming 82716  
[tyler@pipearcsolutions.com](mailto:tyler@pipearcsolutions.com)

September 24, 2021

Campbell County Government  
500 South Gillette Avenue, Suite 1100  
Gillette, Wyoming 82716

To whom it may concern,

Western Welding Academy is a locally owned and operated organization, and our sole purpose is to train and educate skilled welders. Our organization has been open for little over two years, and in that small time frame we have quadrupled in size. We are opening a second campus here in Gillette at the beginning of January 2022. Currently WWA employs twenty-four employees and within the next three to four years we plan to add an additional eighty individuals to our team. Western Welding Academy currently trains about four hundred students a year and will double in size by the end of 2022. Within the next couple of years, we intend to open four more campuses in Gillette, Wyoming. By expanding to five schools, we would be able to educate and send out over two-thousand welders per year into the workforce. Our organization brings in individuals from all over the country which benefits our local economy.

Energy Capital Economic Development's plans to develop the Pronghorn Industrial Park it would be ideal for our organization because it would provide a space to build another Institution. We plan on expanding in the next three to four years, and we plan to invest twenty million dollars in new facilities within the new Pronghorn Industrial Park. The Pronghorn Industrial Park would benefit our Company by bettering our community and by offering more space for local businesses to grow and expand. Wyoming is full of natural resources which creates an abundance of job opportunities of which Wyoming being the smallest populated state in the country we would never be able to fulfill all the positions organically.

Therefore, growth within our community such as building the Pronghorn Industrial Park is necessary because it will bring outside individuals to both our community and our school to help fill those positions and help our economy grow. Some private investments that are likely to be generated include local organizations that focus on benefiting the community include student housing, and the food service industry.

The NAICS code for Western Welding Academy is 611519.

Sincerely,

Tyler Sasse

## **Commercial and Industrial Land available in Gillette or surrounding areas:**

Gillette has very little inventory available in general. Currently in the area there are 43 total listings on the market, which consists of Commercial, Industrial and vacant land for Commercial or Industrial. With 14 of those being feasible to build on. That is in Campbell County which includes Wright 30 miles south of Gillette to Recluse 45 miles north of Gillette.

Overwhelmingly those properties which are available are 2-5 acres most of which would not lend to an Industrial or light Industrial Zoning. They sit within the city limits and amongst other commercial and even residential properties so rezoning to Industrial would be nearly impossible. I have included various examples of what is available.

Having said that Gillette/Campbell County is in need of land that would allow for development not only now but in the future to help attract new as well as existing business to a park that would allow for expansion. A park that would have ready-to-build lots with full infrastructure and allow for 3-10 acres tracts depending on the business is a real need would help to continue to move Gillette forward.

Should you have any questions please feel free to contact me.

Respectfully,



Josh McGrath  
ERA Priority Real Estate  
Broker/Owner  
[Josh@erapriority.com](mailto:Josh@erapriority.com)  
307.686.9200



JOHN BARRASSO M.D.  
WYOMING  
307 DIRKSEN SENATE OFFICE BUILDING  
WASHINGTON, DC 20510  
202-224-6441

COMMITTEES:  
ENERGY AND NATURAL RESOURCES  
ENVIRONMENT AND PUBLIC WORKS  
CHAIRMAN  
FOREIGN RELATIONS  
INDIAN AFFAIRS

## United States Senate

July 17, 2020

Mr. Dana Gartzke  
Acting Assistant Secretary  
Economic Development Administration  
U.S. Department of Commerce  
1401 Constitution Avenue, NW  
Washington, DC 20230

Dear Acting Assistant Secretary Gartzke,

Thank you for your strong leadership through this challenging time. As communities and businesses around the country emerge from the COVID-19 pandemic and economic turmoil, the Economic Development Administration (EDA) has offered key opportunities for recovery. I appreciate your dedication to these communities and know that we will all emerge from this crisis as a stronger country.

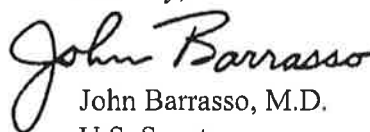
I write in support of Campbell County's grant application for a "Public Works Economic Adjustment Assistance Program Grant," from the Assistance to Coal Communities (ACC) funding. Campbell County is one of the top energy producing counties in the country. However, demand for coal has declined in recent years. The COVID-19 pandemic and economic slowdown has accelerated this trend. Prior to the pandemic, Campbell County sought to diversify its economy by researching and commercializing coal derived carbon for uses other than electricity production. The carbon content contained in raw coal can be used in a wide variety of products, including carbon fiber.

Last year, the EDA awarded Campbell County a grant to develop the Advanced Carbon Products Innovation Center (ACPIC), a facility that will research coal-to-products technologies. Commercializing this research is the next step in getting these products to market.

If successful in their application, Campbell County will use the funds to construct the Pronghorn Industrial Park. This will be used as a space for researchers and companies to commercialize coal-to-products research developed at ACPIC.

The development of the Pronghorn Industrial Park would provide valuable opportunities, economic diversification, and new revenue streams to the county and the state of Wyoming. It would also attract a considerable number of high paying jobs to the area. I strongly support Campbell County's application for this grant opportunity, and appreciate your full consideration.

Sincerely,



John Barrasso, M.D.  
U.S. Senator



To whom it may concern:

The Crook County Museum has been existence since 1968 and is now in the Old Stoney building. This building is and icon in the area and a huge draw for our museum. We have many plans for exhibits and historic presentations on the top floor which is Phase II of this project. To finish this project would benefit our county by offering entertainment, and extraordinary meeting spaces that are localized. Offering these spaces to outside businesses will benefit the county by bringing in a new audience for our local retailers and motels.

We as a foundation fully support the renovation and completion of this building.

Sincerely,

A handwritten signature in blue ink that reads "Carol Henry". The signature is written in a cursive, flowing style.

Crook County Museum Foundation Member

## West Texas Trail Museum

Moorcroft Historical Society  
PO Box 497  
100 East Weston Street  
Moorcroft, WY 82721  
307-756-9300  
[wttmdirector@rtcconnect.net](mailto:wttmdirector@rtcconnect.net)  
[westtexastrailmuseum.com](http://westtexastrailmuseum.com)



November 2, 2022

To Whom It May Concern:

On behalf of the West Texas Trail Museum, which is part of the Crook County Museum District, I would like to express my support in the completion of Old Stoney Restoration of the third floor.

The work done so far on restoring Old Stoney has been commendable and I look forward to the completion of the third floor and the opportunities it will provide our communities. Bringing the arts to our area is exciting, and this would allow the Crook County Museum and others to host plays, music events, poetry and more.

The funds that the Crook County Museum District is requesting from the Wyoming Business Council to support the completion of the restoration of Old Stoney will make a meaningful impact of the lives of all Crook County residents. I believe the Crook County Museum District and the Wyoming Business Council share the same mission and support the completion of Old Stoney and I hope you find in your hearts and budget to support this mission.

If I can provide additional information to encourage consideration of their application, please feel free to contact me at 307-756-9300. Thank you for your consideration in this matter.

Thank you!

A handwritten signature in cursive script, appearing to read "Cindy Mosteller".

Cindy Mosteller  
Director  
West Texas Trail Museum  
Moorcroft, WY

*More than just trail dust.....*

## *Moorcroft Historical Society*

PO Box 497  
100 East Weston Street  
Moorcroft, WY 82721  
307-756-9300  
[wtmdirector@rtcconnect.net](mailto:wtmdirector@rtcconnect.net)  
[westtexastrailmuseum.com](http://westtexastrailmuseum.com)



November 2, 2022

To Whom It May Concern:

We are pleased to be writing a letter in support of the proposal for Old Stoney Third Floor Restoration being submitted to the Wyoming Business Council by The Crook County Museum District. We strongly support this grant application and the focus on completion of Old Stoney Restoration.

As an organization whose mission is to collect and preserve all possible data, materials and records related to the history of the Moorcroft area in all its varied aspects. It shall be concerned with the preservation of sites, monuments and artifacts reflecting the development of Moorcroft and surrounding areas. It shall promote the study of all such data and encourage in every way possible an interest in Moorcroft, Crook County and Wyoming history. Special emphasis shall be placed on the history of the West Texas Trail, we know the true passion is fostering the brilliant minds of tomorrow. We admire your initiatives to fund projects that greatly benefit community.

We acknowledge the specific roles and responsibilities fulfilled by you in this partnership and we express our appreciation if needed to help in the completion of Old Stoney.

Sincerely,

Voy Cox  
President  
Moorcroft Historical Society  
Moorcroft, WY

*More than just trail dust.....*



HULETT MUSEUM AND ART GALLERY  
115 NORTH HIGHWAY 24  
Box 103  
HULETT, WY 82720

November 4, 2022

Dear Wyoming Business Council:

The Hulett Museum and Art Gallery supports the renovation of the third floor of Old Stoney, the center piece of the Crook County Museum District.

Devils Tower attracts many visitors. Any additional attraction to entice travelers to extend their visit in the region would be a benefit to the tourism industry. Being next door to the energy capitol, Campbell County, Old Stoney would also have the capability to serve as a venue for education and recreation for those inside and outside of Crook County.

Old Stoney seems to have a special place in the hearts and minds of many local people, and to provide a meeting place for conventions and cultural activities would enhance our community. Therefore, the Hulett Museum and Art Gallery is happy to support the renovation of Old Stoney.

Sincerely,

Hulett Museum and Art Gallery Board

*Amber Disher* - Secretary  
*Pam Gustafson* - President  
*Korina Albe* - Director



**CROOK COUNTY BOARD OF  
COMMISSIONERS**

P.O. Box 37 • 309 Cleveland Street • Sundance, WY 82729  
307-283-1323 • Fax: 307-283-3038  
melissaj@crookcounty.wy.gov • www.crookcounty.wy.gov

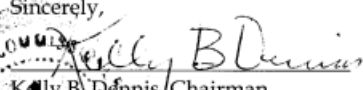
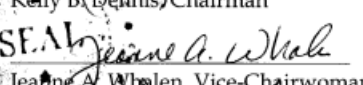
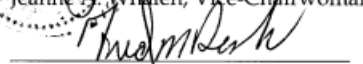


September 7, 2022

To Whom it May Concern:

The Crook County Board of Commissioners supports the efforts of the Crook County Museum District to continue to restore Old Stoney in Sundance. More specifically, the completion of the 3<sup>rd</sup> floor of the building to be used as a conference area/event center. The Board is in support of this effort because of the boost to the economic development of the area and to the increased tourist visitation that will occur because of it being in the heart of the downtown area.

Sincerely,

  
Kelly B. Dennis, Chairman  
  
Jeanne A. Whalen, Vice-Chairwoman  
  
Fred M. Devish, Member


To: Wyoming Business Council

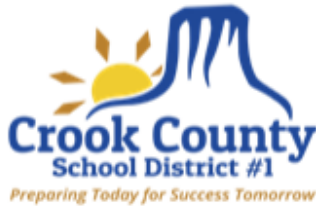
Date: November 8, 2022

Crook County Historical Society fully supports the Restoration, Phase Two, for Old Stoney. Wyoming locals and many tourists have enjoyed the museum and it is truly an asset to Crook County. They have done a great job in educating the rich history in the State of Wyoming and funding the project would be an asset to the programming.

We encouraged you to help with the funding so it can be even more accessible to future events.

Thank you for your consideration,

  
CCHS, Barbara Byrne, Sec



Mark R. Broderson, Superintendent

Hulett – Moorcroft – Sundance

Central Administrative Office

122 State Hwy 585, PO Box 830, Sundance, WY 82729

brodersonm@crookl.com

Telephone: 1-307-283-2299 Fax: 1-307-283-1810

To: Grant Committee  
Date: 11/4/2022  
Re: Letter of Support for a former School Building

To whom it may concern:

The Crook County School District #1 Board of Trustees supports the efforts of the individuals working to create a community center in the town of Sundance.

Old Stoney sits in the center of town and serves as a representative of Sundance's past and it's future. Originally built in 1923, the building housed the students of Sundance as a school building until 1971. More recently it has been renovated to its former splendor and is now on its way to becoming a cultural center supporting the town's museum along with other key residents.

Much work and time has gone into bringing this historic building back into use, but more time, effort, and finances are needed to complete the possibilities that this building could support. As a main attraction, this historic site could potentially host community plays, small conventions, and other community functions. The building sits adjacent to Sundance Park, a recently upgraded portion of property that already experiences many community activities.

With this grant, the Old Stoney committee will have the ability to renovate the third floor of the building and add much needed room.

The Crook County School District #1 Board of Trustees shares their dream of completing the renovation of this historic landmark.

Sincerely,

*Mark R. Broderson*

Mark R. Broderson  
Superintendent  
Crook County School District #1



The State of Wyoming provides Hathaway Merit & Need Scholarships to Wyoming students attending the University of Wyoming and Wyoming community colleges. Every Wyoming student who meets the merit requirements can earn a Hathaway Merit Scholarship. Contact your school counselor for more information.



November 7, 2022

Wyoming Business Council  
214 w 15th Street  
Cheyenne, WY 82002-0240

RE: Old Stoney Community Center Phase 2 grant

Dear Council Members,

This letter is to inform you of the Sundance Area Chamber of Commerce's support of the restoration and completion of the Old Stoney historical school building as the Crook County Cultural Center and Museum. Further, the Sundance Area Chamber of Commerce supports the efforts of the Old Stoney Committee and the City of Sundance in seeking a grant to help bring this vision to completion.

Furthermore, by supporting this initiative, we believe the completed facility will greatly enrich the community and beyond.

Thank you, in advance, for your consideration of this application. It is greatly appreciated. A positive result of this application will resonate in Crook County for many years into the future.

Thanks again,

Sincerely,

A handwritten signature in cursive script that reads "Sheryl Klocker".

Sheryl Klocker, President  
Sundance Area Chamber of Commerce





123 N. 2<sup>nd</sup> Street  
PO Box 950  
Sundance, WY 82729  
P: 307-283-1074  
F: 307-283-1077

11/3/2022

Dear Wyoming Business Council Board Members & Staff,

Please allow this to serve as my Letter of Support for the Crook County Museum District and Old Stoney grant for renovation of the third floor in Old Stoney. This project has been a source of great pride and economic benefit to Sundance and Northeast Wyoming. The new home of the museum and the business offices have given new life to the historic building. In addition, the Sundance Square Park located next door provides for a natural gathering space in downtown Sundance that bring together both locals and tourist in our community.

The proposed renovations for the third floor of Old Stoney will further enhance the community's ability to host a wide variety of events including weddings, reunions, conferences/conventions, cultural/artistic events, and community gatherings. This in turn will provide economic benefits throughout our community, especially during the lower traffic tourist seasons.

Sundance State Bank has been a longtime donor to the Old Stoney project, and we are excited about its future. With your support, we believe that this project can be pushed through to completion and bring this historic community building to its full potential as an economic driver throughout Northeast Wyoming.

Thank you so much for your past investments into our community and I hope you will consider helping us push this worthwhile project through the finish line.

Sincerely,

A handwritten signature in black ink, appearing to read "Andy Miller". The signature is fluid and cursive, with a large initial "A" and "M".

Andy Miller  
President



Wyoming Business Council  
214 West 15th Street  
Cheyenne WY 82002

To Whom It May Concern:

Quality museums, meeting facilities, and attractions are central to a thriving tourism and travel economy. The growth and development of "Old Stoney" as the Crook County Museum and Cultural Center and the adjacent Sundance Square has helped improve these elements of the traveler experience in Devils Tower Country. While the building improvements have been highly welcomed, additional opportunities exist to complete the building's third floor and expand the impact on the local business community. The Crook County Tourism Promotion Board supports this effort.

Daily, the Crook County Tourism Promotion Board works to expand the Devils Tower Country brand. Each year over half a million people visit Devils Tower National Monument. It is the board's goal to get as many of those visitors as possible into our communities, small businesses, restaurants, and lodging properties. Facilities like "Old Stoney" are essential in helping reach those goals, giving people a quality experience that results in photographs worth sharing, vacations worth recommending, positive reviews, and return visits.

Beyond the leisure traveler and the busy summer months, the potential exists for Devils Tower Country to expand its traveler market and season by hosting events and cultural gatherings. Today, facilities to host wedding receptions, art and poetry gatherings, meetings, and training events, are limited across Crook County. The work planned for the third floor of Old Stoney will open a largely untapped market for the community. We believe that such growth also brings benefits to neighboring businesses, dining establishments, caterers, event organizers, and more.

On behalf of Crook County's travel and tourism industry, thank you for considering investments that help the small business owners who make their livings here.

Sincerely,

*Kendra Meidinger*

Kendra Meidinger  
Chair  
Crook County Tourism Promotion Board

PO BOX 708, SUNDANCE WY 82729 · [DEVILSTOWERCOUNTRY.COM](http://DEVILSTOWERCOUNTRY.COM)



221 MAIN STREET  
P.O. BOX 930  
SUNDANCE, WY 82729-0930  
FAX: (307) 283-3527

200 GARNER LAKE ROAD  
GILLETTE, WY 82718-0937  
FAX: (307) 682-0733

1005 BRUNDAGE LANE  
SHERIDAN, WY 82801-1387  
FAX: (307) 674-9018

1-800-442-3630

Crook County Museum District  
120 N. 4<sup>th</sup> Street  
Sundance, Wyoming 82729

To whom it may concern:

Powder River Energy Corporation (PRECorp) is a non-profit electric cooperative serving five counties in northeast Wyoming headquartered in Sundance, Wyoming. As a major business and employer in the area, we understand the importance of community and business development to the sustainability of our local economies. This work takes vision, planning, and strong partnerships to succeed.

The Crook County Museum District, in partnership with local businesses, the State of Wyoming, and many others, has successfully completed Phase I of the Old Stoney restoration project, the iconic old schoolhouse in downtown Sundance. The restorations to the near-century-old building have already benefited the town of Sundance and surrounding communities by creating a focal point to the town, combining the aspects of a world class tourist attraction as well as a local center for business and cultural gatherings and events.

It has truly been an incredible project and undertaking, but the work is not done yet. Phase II entails work on the auditorium, a major part of the building. Once complete, it will convert the third floor of Old Stoney to space for large conferences and conventions, room for 200 or more attendees. A facility of this size in Sundance will be a significant asset to Crook and Weston counties and those looking for an iconic location for meetings and other activities. It will benefit the local service industries and create additional jobs, all aspirations of the Old Stoney project and downtown revitalization efforts.

Few communities have an opportunity to create a business and cultural facility like Old Stoney, and even fewer have the vision and local champions needed to get the work done. PRECorp continues to be supportive of the project and believes its value to the community and surrounding area will only grow over time.

Sincerely,

Brian Mills  
Chief Executive Officer  
Powder River Energy Corporation

**5. COMMUNITY SUPPORT.** What is the level of community involvement and support?

Please upload documentation (letters to the editor; opinion pieces; interviews; letters of support; etc).

Community support for the Old Stoney project is overwhelming. The Sundance Downtown Revitalization Plan indicated that 95.9% of residents support downtown revitalization efforts.

**Museum opens in Old Stoney**

Rocky Courchaine, Museum Director, has spent the last few months creating exhibits that provide insight into what everyday life was once like in this area.

BY SARAH PRIDGEON

The big day has finally arrived. After years of effort to refurbish Old Stoney and bring new life to the historic school building, the Crook County Museum has reopened to the public on the ground floor. Although the grand opening isn't scheduled till next June, to coincide with the opening of the Sundance Square park next door, locals and tourists alike are now invited to browse the collection in its new home.

When the doors were first open to the community on Monday, it marked the culmination of decades of work to return Old Stoney to its former glory. The gallery space opened around Christmas time on the lower floor, and the old-

stone house located upstairs for several months, but more time was needed to transport the thousands of artifacts once housed in the basement of the courthouse.

The new space is, of course, more spacious than the old with more access to natural light. Visitors will notice familiar stoves on the museum floor as well as new objects of interest, but not to create a trail through local history from prehistoric times.

The museum is currently open on weekdays from 9 a.m. to 4 p.m. Following Memorial Day, says Museum Director Rocky Courchaine, it will also be open on weekends from 10 a.m. to 3 p.m. (until Labor Day).

**Lummis opens field office in Sundance**

BY SARAH PRIDGEON

Is Sundance now the smallest city in the nation to host a congressional office? With the opening of U.S. Senator Cynthia Lummis' new digs within Old Stoney, it might just be.

Having a presence in the smaller communities of Wyoming was the plan all along, says Kristin Walker, Chief of Staff for Senator Lummis. She and State Director Jackie King came to town last week for the grand opening of the office and spent the afternoon meeting the community, playing cornhole and indulging in a spot of roping.

Senators are permitted a certain amount of square footage around the state, Walker says, and Lummis made a decision – based on Wyoming being such a rural state – that she would prefer not to have one or two large offices in the biggest towns. Instead, she wanted to have a presence within the smaller populations, like Sundance and Afton, and across as much of the state as possible.

Lummis now has seven outreach offices, including the newly opened Sundance one. The office will have two permanent members of staff: Tyler Lindholm, State Policy Director for the senator, and Kathy Lenz, who joined the team last week as Resource



Sarah Pridgeon photo

See Lummis: page 12

Kathy Lenz, Tyler Lindholm, Jackie King and Kristin Walker.

**Auction raises money to complete Old Stoney**

*Fundraiser will contribute to auditorium renovation*

BY SARAH PRIDGEON

The format for the twelfth annual Old Stoney Art Auction was a little different to previous years, but Museum

Director Rocky Courchaine says that seems to have gone down well with the crowd.

This year, the auction was hosted inside the newly renovated cultural center with the goal of raising money to complete the auditorium on the top floor – the final piece of the project, which will see the entire building upgraded to modern standards.

For this year's event, a wine

sommelier was in attendance, pairing food with wines, and four artists worked live on brand new pieces throughout the evening, to be auctioned off at the end.

Meanwhile, attendees had the chance to spin the wheel to win prizes, purchase a mystery bag of wine or peruse the silent auction items that,

See Auction: page 4

**Toby C. Brady to perform at Old Stoney**

*Seattle-based musician returns home for one-off concert*

BY SARAH PRIDGEON

Next weekend, Old Stoney's third-floor stage will welcome its first performance since the refurbished building opened to the public, and it's a show that promises considerable local talent. Sundance-born, Seattle-based musician Toby C. Brady is returning home for a one-off gig on May 7, with Todd Kahler also performing.

Brady, whose given name is Rick Brunson, grew up in Crook County, his first musical performances at Sunny Divide as a sixth grader, opening for the Saturday night bands. He moved to Billings, Montana after graduating, where he was a radio disc jockey and played music.

From there, Brady headed to Seattle, where he

became an audio engineer and music producer as well as performing with his own band, Lost Dogma, and quickly becoming an active fixture of the Seattle music scene.

"Growing up in a small ranching town then moving to the big city gave me a very broad range of experiences to write about," he says.

Brady now tours as a solo artist and performs more than 200 shows per year all across the United States, playing vintage suitcases he converted to drums with his feet while playing guitar and singing.

He describes himself as an, "Americana-one-man-vagabond-Gypsy band, singer of sad songs, maker of melancholy melodies and all-around troubadour of tortured souls."

The concert is scheduled for May 7 from 8 to 10 p.m., with a social hour beforehand beginning at 7 p.m.

A cash bar and hors d'oeuvres will also be available.

Letter to Sundance, family, friends and new acquaintances: THANK YOU so much for supporting my performance in Old Stoney. Thanks to Todd Kahler for organizing and talking me into it!! Rocky for the great space, Cheryl Wales for feeding everyone's tummies and souls. Dorothy for the libations and to everyone who gave their time and attention to my songs. Thank you Sundance, see ya next time.

Toby C Brady





Cheryl Wales  
M.Ed., LPC

## Mountain Plains Counseling Center

P.O. Box 568  
Sundance, WY 82729  
Cell: (307) 290-0317

November 7, 2022

RE: Crook County Museum District

TO: Wyoming Business Council

I want to ask, as a lifelong Crook County resident, for you to award a grant to the Crook County Museum District for Phase #2 of the Old Stoney Restoration Project.

The current condition of Old Stoney is absolutely remarkable and almost miraculous. The facility is such an incredible addition to our county, but there are some significant needs for it to be as useful/functional as it has the potential to be.

Sundance is the county seat, and therefore many county functions happen here. It is also easily accessible for all points in the county. Old Stoney provides a venue for many county events; beautiful spaces, a park immediately outside, an elevator to make access easy for all, the treasures of our area right there on display, activities for all ages, and many rooms of different sizes and configurations for meetings, conferences, weddings, funerals, etc., to take place. There are, however, missing features which would increase usability a great deal.

I have catered many events over the years, even before there was water or electricity available. (I need to be clear that I am not in the catering business; I do this as a volunteer for organizations such as Old Stoney). Things are better now, but when I catered two events in the last year I still had to transport every single item of food to and through the building because there are no kitchen facilities to prepare food or even to keep it warm. We recently served a four course meal for 85 people working out of a back room on tables; hot foods kept in roasters and cold in coolers. Every dirty dish had to be carried out of the building and taken home to clean. Most people will not book events there if the kitchen is not provided.

I cannot even estimate the amount of money, time and effort that have been put into the restoration of this wonderful old building. I believe that it is a shame that it cannot reach its full potential. It is certainly a jewel in the county, but it needs to be as useful as it is beautiful and this Phase #2 is designed to bring it to that level of usability. Please give the Crook County Museum District deep consideration as you award monies this grant round.

Respectfully Submitted,

Cheryl A. Wales, M.Ed., LPC

November 5, 2022

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

Dear Members of the WBC,

Slightly over a year ago, I found myself unpacking musical instruments upon a small stage overlooking a modest auditorium that had seen over a century of community events. I was struck by the intersection of Sundance's past, present... and future. I was helping with an annual fund-raiser supporting plans to improve our priceless county treasure, better known as "Old Stoney". I would not have even been there had it not been for the vision shared by an enthusiastic group who worked hard to keep Old Stoney from being demolished decades earlier. Little by little, their vision for renewal and usefulness has born much fruit, but full restoration is yet to be realized. So far, the Old Stoney project has progressed from being a bat-infested, dilapidated, old stone schoolhouse to an emerging hub of activity helping to spark this area's economic growth, while promoting some of the best parts of Wyoming!

The ground floor of Old Stoney now hosts a much needed array of business suites for professionals and community resource providers. The next floor above draws tourists from all around the world who visit one of Crook County's three museums, each supporting the collections of sister museums in Moorcroft and Hulett, as well as exhibits featuring the Vore Buffalo Jump archeological site and our first national monument, Devil's Tower. For many visitors to our state, Old Stoney's charming facade forms their first impression of Wyoming's heritage as they come in through the tourist-centered corridor of South Dakota's Black Hills.

Old Stoney also provides an impressive backdrop to Sundance's newest focal center, a small splash park with restrooms and a concession stand--a delightful spot for special events! The most recent included a Farmer's Market and a series of Family Movie evenings in the park when weather permitted. Both the park and Old Stoney enhance the appeal of one another, and I've noted an increase of activity in the center of town there.

Old Stoney still has un-restored and undeveloped capacity in its uppermost rooms, which include the original stage and auditorium where I stood over a year ago. I'm certain you would find its present condition to be distressful and unfit for anything but the most minimal public use with warped flooring, exposed wall studding, and a few structural issues that need attention. However, I am just one of many who believe Old Stoney holds great potential on EVERY floor to enhance the cultural and economic landscape of this corner of Wyoming.

There are folks with more imagination than myself, yet I know that if Old Stoney were FULLY restored it would unleash many more possibilities... Music and Arts events, Theater, indoor movie nights, forums for learning, meeting, organizing, craft fairs...beautiful capacity to expand community interaction and growth! It should be noted that northeast Wyoming is gaining population with an expectation of growth to come from newly approved subdivision developments and rising interest in mineral extraction projects.

Therefore, in order build capacity that will enhance quality of experience for tourists and locals alike, I respectfully encourage the Wyoming Business Council to consider all Old Stoney enhancement efforts as suitable and a highly desirable project to support. Thank you for your consideration.

Sincerely,



Patricia Liebsack  
POB 1340. Sundance, Wyoming 82729

## ***Vore Buffalo Jump Foundation***

P.O. Box 369  
Sundance, WY 82729  
307-266-9530



November 4, 2022

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

Dear Council Members,

I am writing on behalf of the board of the non-profit Vore Buffalo Jump Foundation in support of the proposal by the Old Stoney Committee and the City of Sundance for funding to support restoration of the Old Stoney building as the Crook County Cultural Center and Museum.

Our board manages the Vore Buffalo Jump archaeological site located in Crook County. We share with the Old Stoney Committee and the City of Sundance a desire to enhance the cultural and educational value of museums in the region.

We hope that you will view the application by the Old Stoney Committee and the City of Sundance positively.

Sincerely,

Jacqueline Wyatt, PhD  
VBJF Board President

November 4, 2022

Crook County Museum District Trustees

To Interested parties;

This letter is in support of the next grant phase to restore the third floor of Old Stoney in Sundance, Wyoming.

The first and second floors have been restored/completed and now the third floor will add much needed event facilities, when completed/restored.

In order for this project, i.e. Old Stoney, to render the most income possible, the third floor is a huge part of that equation. With the restoration of the third floor, kitchen, auditorium, and bar area, this facility will be capable of generating income and will be a much needed venue for Crook County.

I envision, plays, music presentations, weddings, birthday parties, the options are endless.

A great deal of funding has been used to bring Old Stoney to where it is now, the completion of the third floor restoration will be the final step to this long standing Crook County beauty.

A loyal supporter of Old Stoney,

  
Dorothy Greenwood

P.O. Box 1031

Sundance, WY 82729

307 267 1665



From: Linda A. Rogers  
305 Clark Rd. Sundance, WY 82729

To: The Wyoming Business Council

Re: Grant Application for Third Floor Old Stoney

I am writing to urge you to approve the grant to restore the third/upper floor of Old Stoney in Sundance, Wyoming.

Having served as a Museum District Board member and as Treasurer for the Board during the implementation of the first grant for the renovation of the first three floors, I know that the grant money was used as intended, and that the required money stream was created. The office spaces now contain a Law office, a Counseling Group office, and the local office of U. S. Senator Cynthia Lummis. The Museum Gift Shop and Art Gallery rent retail space, and the Conference Room is rented to local and out of town groups.

The Crook County Museum is well established on the floor above.

Its archives share the basement with the mechanical support of the building.

The top floor windows were not included in the original grant, but the Museum District bought them and had them installed to make the heating and cooling of the building more efficient.

A great deal of time, money and community effort has gone into restoring most of the building. By restoring the third floor as a performance space, event venue, conference space, community gathering space, with restrooms and a catering kitchen, the Old Stoney Project will finally become a reality.

Old Stoney holds many memories for Crook County residents. When completed, it will make many more for current residents and those in the future. Standing beside the newly created Sundance Square Park and the Sundance Library it will become the cultural center of Sundance, and a great asset to all of Crook County..

Thank you for your consideration,

Linda A Rogers, Museum District Board Member 2016-2020

A handwritten signature in cursive script, reading "Linda A. Rogers". The signature is written in dark ink and is positioned below the typed name and title.

**For over forty years I have dedicated myself to the preservation of Wyoming's historic past. All too often in this state I have witnessed the loss of our heritage because we did not recognize the value until it was too late. Our historic and scenic views are being swallowed up with developments, and wind farms. Like our view sheds, we are annually losing our historic buildings and structures. I realize that we cannot save it all, nor is it prudent when the costs over ride the value of the structure, so we must select and protect what we can.**

**Sundance, Wyoming has one of Wyoming's historic treasures in an old stone school house known as "Old Stoney" that was constructed in 1923. The building was the first designated High School in Crook County, Wyoming and remained in use until 1971. It may well be the only surviving stone school of its type remaining in the state.**

**The building is currently being restored for multiple uses and has gained support of the City of Sundance, Wyoming Business Council, The Crook County Museum District, and local individual and business support lead by the Old Stoney Committee. The Old Stoney Committee has a good start on the renovation, completing a new roof and installation of new windows that met the State Historic Preservation Office standards. Hazardous building materials have been removed in of installing new electrical wiring and wall finishes. The ADA elevator and HVAC system are installed, as is the designated use of each floor. But funding is limited and it is time for completion of this interesting and valued project.**

**Please assist the people of Crook County in preserving this valued structure by lending your support.**

**Respectfully,**

**Thomas Lindmier  
Historian**

November 8, 2022

Wyoming Business Council  
Phase Two  
Old Stoney Restoration

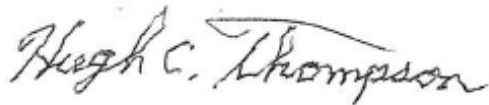
Dear Council Members,

Around 1921 or 1922 the need for a larger school was being discussed around Sundance. The Masonic Lodge in Sundance donated a parcel of land in the middle of town for this purpose. When the building was finished in August of 1923 the Grand Masonic Lodge of Wyoming laid a corner stone at the dedication of the new building.

In 2021 the restoration of the basement space, along with the first and second floors, was completed. The Grand Masonic Lodge of Wyoming laid a new corner stone to dedicate the work that had been done for the new home of the Crook County Museum and Cultural Center. The need is now to complete the third story of the building.

The Sundance Masonic lodge is proud to have played a part in achieving the restoration of this wonderful building and fully support this grant to complete the total project.

Sincerely,

A handwritten signature in cursive script that reads "Hugh C. Thompson".

Hugh C. Thompson, Past Master  
Sundance Masonic Lodge #9, F & A M


November 4, 2022

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

Dear Council Members,

Old Stoney as it is “affectionately known as” is a historical site in my town. The building has already been an asset to our community, housing the Crook County Museum, an Art Gallery and office rentals. I support the Phase II completion of the building. The top floor has so much more potential for cultural events, such as dinner theaters, reception, conferences, musicals dance lessons and most of all bringing events and new experiences to us that can enjoy, currently we have no place to experience these exciting things. Supporting Phase II is important to me and our community, help complete this historic building and preserve it for generations to follow by giving different cultural experiences and new interests.

Sincerlely thanking the committee for considering this important request for a grant.

  
Penny Clark

PO Box 94  
Hulett WY 82720

November 5, 2022

Wyoming Business Council  
214 W 15th St  
Cheyenne, WY 82002

RE: Old Stoney

I am reaching out to show my support of the efforts to continue the restoration of Old Stoney.

As a history teacher in Crook County, I see great value in the restoration of this iconic building. The improvements that have been completed thus far are very exciting to see and are a valuable asset to the surrounding communities.

It's important to maintain the historical integrity of Old Stoney in my opinion because it provides many benefits to this region on many fronts. As a social studies teacher, it would enhance the educational opportunities that are available to the classroom with real life examples for students of how certain times are relevant today. Also, having the third floor of Old Stoney restored would allow students to see how times were back when it was built in 1923 and the educational opportunities that students had back then.

The uses that are in the visions for the 3<sup>rd</sup> floor is needed as it is a testament to how things were in the past. Having the 3<sup>rd</sup> floor of this building restored will allow more people to understand the progressive time in which it was built and to learn that these cherished remnants of our past are still valued today. In small communities, the school is in many respects the focal point, and having Old Stoney restored would bring the past and the present together.

Seeing Old Stoney as a fully renovated historical structure would be of significant value to the community and the surround areas.

Thank you for your time.

Sincerely,

Josh Willems, Social Studies Teacher  
Hulett School



Noelle Reed <noelle.reed@wyo.gov>

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## Fwd: Funding request for Old Stoney

1 message

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**Ron Gullberg** <ron.gullberg@wyo.gov>

Fri, Feb 10, 2023 at 8:52 AM

To: Bert Adam <bert.adam@wyo.gov>, Noelle Reed <noelle.reed@wyo.gov>

Cc: Josh Dorrell <josh.dorrell@wyo.gov>

----- Forwarded message -----

From: **Representative - Neiman, Chip** <[Chip.Neiman@wyoleg.gov](mailto:Chip.Neiman@wyoleg.gov)>

Date: Fri, Feb 10, 2023 at 8:43 AM

Subject: Funding request for Old Stoney

To: Ron Gullberg <[ron.gullberg@wyo.gov](mailto:ron.gullberg@wyo.gov)>

To whom it may concern,

I am writing to ask that you would thoughtfully consider the funding request being made on behalf of the Old Stoney Project in Sundance Wyoming.

I believe in and support their efforts to complete this project and ask that the Business Council look hard at this project and its ability to bring expanded financial opportunities to the northeast corner of our state.

My constituents who are applying for these funds have worked diligently to be as conservative and efficient in the use of the dollars allocated to this project and I trust them to continue to make sure this project is completed in a professional and timely manner.

Old Stoney is a land mark in our area, and I believe will bring added diversity to our local economy while preserving an example of our history and heritage for generations to come.

Please consider this letter as my full support of this project and my appreciation of your thoughtful consideration.

Respectfully,

Representative Chip Neiman

Wyoming house District #1

**Representative Chip Neiman**



BUSINESS COUNCIL  
214 W. 15<sup>th</sup> Street  
Cheyenne, WY 82002  
Tel: (307) 777-2800 Fax: (307) 777-2838  
[www.wyomingbusiness.org](http://www.wyomingbusiness.org)

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### Memorandum

**To:** Wyoming Business Council Board of Directors  
**From:** Investments Team  
**Subject:** Termination of Evanston Avalon Business Committed Project  
**Date:** February 22, 2023

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The Wyoming Business council was recently notified that as of January 23, 2023, a development agreement between the City of Evanston and Avalon International Aluminum was null and void. Therefore, the remainder of the project has been terminated and a 60,000 square foot facility for Avalon will no longer be built. The decision to terminate the project was mainly due to the inflationary market caused by the COVID pandemic resulting in the project's costs to increase from \$4.5 Million to over \$8 Million. Unfortunately, the additional amount of funding needed to provide a building sufficient for Avalon's operations could not be secured.

Since the execution of the grant agreement on January 12, 2021, the only work completed includes the preparation of the site and needed infrastructure. A total of \$596,449 of the original \$3 million grant award have been invested in the project. The City of Evanston plans to actively market the site to attract a manufacturer that would be able to build a facility on the shovel ready lot.