



**WEDA's mission is to provide leadership and support to foster economic development in Wyoming.**

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For more information about WEDA, please contact: Paula McCormick 263 N. 8th Street Lander, WY 82520  
Phone: 307-332-5546 • Fax: 307-332-5336 • info@wyomingeda.org • www.wyomingeda.org

*The following 64 economic development success stories submitted by Wyoming Economic Development Association (WEDA) members are examples of how economic development works in communities and counties around the state. These examples include existing businesses that have expanded or been retained, new businesses that have been recruited and relocated to Wyoming, long-term community infrastructure projects, workforce development training, entrepreneurial programs, community planning, use of state and federal grants, and capital investments made by the business community.*

*Most economic development happened because important partnerships were formed that created and retained livable wage jobs, diversified our economy, strengthened our communities, improved our labor force and improved the quality of life for Wyoming citizens.*

*Our WEDA members know that economic development happens at the local level. These success stories show how private and public partnerships have improved Wyoming's economy in 2009 and will improve our ability to compete in the economic arena in the future. While these stories represent only a fraction of economic development that occurred in 2009, we hope they help communicate our successes at the local level.*

*We appreciate the support of the Wyoming Legislature in recent years, in particular, for funding the Business Ready Communities Grant Program. We also hope to show how all of our partners have been key players who help Wyoming grow its economy.*



## ALBANY COUNTY

### CONTACT/ORGANIZATION

**Gaye Stockman, President & CEO  
Laramie Economic Development  
Corporation (LEDC)  
[www.laramiewy.org](http://www.laramiewy.org)**

**Name & Location of Business Helped:**

DeltaNu  
5452 Old Hwy 130, Laramie, WY 82070  
Michael Kayat, Ph.D., Vice President  
and General Manager  
307-745-9148 • [www.deltanu.com](http://www.deltanu.com)

**Business/Economic Development Activity:**

DeltaNu manufactures complete and ready-to-use, low-cost, high-performance Raman spectrometers for education, research and industry. Its product line includes Raman microscopes, bench-top Raman spectrometers and handheld Raman spectrometers for field use. Raman spectrometers are used to identify materials by illuminating the material to be identified with a laser and measuring the characteristic bands of light emitted from the material. The process is quick and nondestructive.

DeltaNu serves a number of high growth markets:

1. Chemical and biological threat detection
2. Law enforcement including crime scene illicit drugs identification and forensics analysis
3. Industrial inspection including pharmaceutical quality control and plastics sorting
4. Medical diagnostics including assay readers and surgical probes
5. Laboratory products for industrial and university research

The company is a recognized innovator in Raman spectroscopy and applications, with several industry awards. The facility in Laramie is fully ISO9000 compliant and can be scaled up to higher manufacturing volumes. In 2007, DeltaNu was acquired by Intevac, a leading Silicon Valley-based semiconductor equipment and photonics company. Today, DeltaNu is a business unit of Intevac Photonics.

**Assistance Received:**

DeltaNu was founded in 1997 by Keith Carron, Ph.D., a professor of chemistry at the University of Wyoming, together with another chemistry professor, Robert Corcoran and seasoned entrepreneur Gene Watson, a founder of successful high technology companies. Dr. Carron is now acting as Chief Technology Office and is guiding new product development in addition to maintaining his involvement in government-funded research projects.

The company won more than twenty grants between 1997 and 2007. These were mainly gained from the federal Small Business Innovation Research (SBIR) program. The company was actually formed in 1997 as a result of a Phase 1 SBIR grant from the National Institutes of Health (NIH).

Wyoming Workforce Development Training Funds were used to hire early

employees. Funds were also provided from Wyoming Business Council's Trade Show Incentive Grant Program. These grants were critical for DeltaNu to be able to develop and build the first desktop Raman spectrometers, together with bring these products to market.

Dr. Carron received the 2007 Bravo Entrepreneur Award, sponsored by the Wyoming Business Report, the Wyoming Business Council, the Wyoming Chamber of Commerce Executives, the Wyoming Business Alliance, the Heritage Foundation and the Wyoming Economic Development Association.

**Investment:**

DeltaNu received grants totaling over \$4 million, mainly from the SBIR program, which enabled the company to hire employees and develop innovative, world-class products. The company was purchased by Intevac on February 1, 2007. The significance of the acquisition is that DeltaNu employees were able to keep 100% of the equity within the company by using SBIR funds to perform Research & Development and help commercialize products.

**Number of Jobs Affected:**

DeltaNu is expanding and hiring electrical, electronics and mechanical engineers based in Laramie. In addition, as product volumes increase, the company will hire additional assembly and test technicians. The company is positioned to be a leading employer in Wyoming's high technology sector.

Many of the employees are University of Wyoming graduates. Key areas for futures hires will include chemistry, electronics & electrical engineering, mechanical engineering and software engineering.

**Name & Location of Business Helped:**

Firehole Technologies  
210 South 3rd Street, Suite 202  
Laramie, WY 82070  
307-460-4763 • www.fireholetech.com

**Business/Economic Development Activity:**

Firehole Technologies supplies innovative computer-aided simulation software and services for composite materials to the aerospace, defense, automotive, and energy industries. Last year, Firehole

relocated out of the Wyoming Technology Business Center at the University of Wyoming to a facility in downtown Laramie. The company has continued to grow and has recently acquired CompositePro from Peak Composites, Inc. The acquisition of CompositePro will allow Firehole to enhance and extend the composite design and analysis capabilities already available in their Helius portfolio making it easier than ever for structural engineers to work with composite materials. In addition, the company has been awarded a contract with Lockheed-Martin as it develops the F-35 Joint Strike Fighter. Firehole believes this contract will help to support 4-5 full-time equivalents in Albany County.

**Number of Jobs Affected:**

Firehole Technologies has grown to 23 full-time equivalents.

**Name & Location of Business Helped:**

Trihydro Corporation  
1252 Commerce Dr., Laramie, WY 82070  
307-745-7474 • www.trihydro.com

**Business/Economic Development Activity:**

Headquartered in Laramie, Trihydro employs over 270 people across the country and provides high-quality engineering, environmental and management services. The organization was recognized as one of "America's Safest Companies" in 2009 by EHS Today, the magazine for Environment, Health and Safety Leaders. Trihydro recently completed a 16,000 square foot office expansion to their company's headquarters in the Laramie River Business Park.

**Assistance Received:**

Trihydro purchased land through LEDC under a job creation incentive. In addition, LEDC helped coordinate a \$3 million Business Committed Grant through the Wyoming Business Council.

**Number of Jobs Affected:**

Trihydro created an additional 30 full-time jobs through this expansion.

**CONTACT/ORGANIZATION**

**Diane Johnson, President**  
**WIDC•Frontier CDC**  
**www.widcfrontier.com**

**Gaye Stockman, President and CEO**  
**Laramie Economic Development**  
**Corporation (LEDC)**  
**www.laramiewy.org**

**Name & Location of Business Helped:**

Coffey Engineering and Surveying, LLC  
903 East Grand Avenue  
Laramie, WY 82070  
307-742-7425 • www.wyocoffey.com

**Business/Economic Development Activity:**

Coffey is one of the leading family-owned civil engineering, land surveying and geographic information systems (GIS) consulting firms in the region. Coffey will be relocating to a larger facility at 902 South 3rd Street in December 2009. The new renovations will provide 4,200 square feet of office space and almost 1,500 square feet of garage/lab space. The project will nearly double available office space, increase off-street parking, include space for a shop and laboratory, and space for future growth. Upon completion of the project, Coffey plans to hire eight additional staff.

**Assistance Received:**

LEDC helped coordinate private investment, the Small Business Administration's 504 program, and a conventional loan through First Interstate Bank of Laramie. LEDC also awarded Coffey revolving loan funds.

WIDC•Frontier CDC & First Interstate Bank worked to secure the SBA 504 Loan Program with participating lenders.

**How this Project Affected the Community:**

Coffey renovated an existing building that had been vacant for almost 30 years. This helped improve one of the major streets in Laramie by turning an eyesore into a beautiful, well-used building.

**Investment:**

The Project Investment for the SBA 504 Loan is \$428,865. Total investment in the new property exceeded \$900,000.

**Number of Jobs Affected:**

By nearly doubling the working space, Coffey has helped retain and create 19-25 positions.

## CONTACT/ORGANIZATION

### Andrea Presse

Wyoming Women's Business Center  
[www.wyomingwomen.org](http://www.wyomingwomen.org)

#### *Name & Location of Business Helped:*

Happy Jack Software, LLC  
Wyoming Technology Business Center  
1938 Harney, Laramie, WY 82072  
[www.happyjacksoftware.com/index.html](http://www.happyjacksoftware.com/index.html)  
888-207-9329 • 307-766-6177

#### *Business/Economic Development Activity:*

Custom software solutions including Calibrate, Med-Right, EZ Faculty Search and other custom solutions for business.

#### *Assistance Received:*

Happy Jack Software, LLC and the Wyoming Women's Business Center have been chosen as a microenterprise development success story by the Association for Enterprise Opportunity featured in their 2008 Annual Report. Happy Jack Software, LLC was chosen from hundreds of submissions from all over the country. Andrea Presse of Wyoming Women's Business Center (WWBC) submitted the success story after working with Mona Gamboa, Member of Happy Jack Software, LLC to prepare her sales presentation. Once the presentation was complete a focus group was put together to evaluate the presentation. "It is an honor to have another client of WWBC chosen for national recognition" Presse said. Mona Gamboa and Jeff VanBaalen developed the strategy for Happy Jack Software with the assistance of several microenterprise and economic development organizations in Wyoming including the Wyoming Women's Business Center, Wyoming Small Business Development Center, and the Wyoming Technology Business Center. "Happy Jack Software would not have grown as it has already without the help of the economic development partners," Ms. Gamboa said. Today their software has a worldwide presence including Germany, Denmark, Australia, England, and the USA. Her clients include Seagate International, Wyoming Business Council, Albany County Tourism Board, and ARK Regional Services.

#### *Number of Jobs Affected:*

Six full-time people

## CONTACT/ORGANIZATION

### Deb Farris

Business Development Specialist  
US Small Business Administration  
[www.sba.gov](http://www.sba.gov)

#### *Name & Location of Business Helped:*

Z4 Energy Systems, LLC (Z4)  
Georgia Gayle  
25 Dizzy Horse Rd., Buford, WY 82052  
307-766-5044 • [z4energy@earthlink.net](mailto:z4energy@earthlink.net)

#### *Business/Economic Development Activity:*

Z4 Energy Systems, LLC was established in 2004 to develop innovative, reliable renewable energy products for the consumer, small business and agricultural markets, beginning with an improved residential-scale wind turbine. In 2008, Small Business Innovation Research (SBIR) funding was awarded to support research and proof of concept for two projects: an aeroelastic rotor blade for residential-sized wind turbines by the National Science Foundation (NSF), and a wind-powered water pumping system by the USDA. During 2009, SBIR funding was awarded to establish proof of feasibility for a solar-powered stock tank de-icer by the USDA, and follow-on funding was awarded for the NSF rotor blade project to support prototype fabrication, computer simulations, and laboratory and field testing. The NSF project, "An Advanced Aeroelastic Thermoplastic Composite Blade for Residential Scale Wind Turbines" is expected to result in an improved blade for residential wind turbines, made from a recyclable, thermoplastic composite material using a novel construction which allows the blade to self-adapt to wind conditions. The result will be increased energy production in all wind conditions. Another key to this product becoming a commercial success is the reduced cost and improved reliability of a simplified, tail-less "downwind" design.

During Phase II, University of Wyoming College of Engineering and Firehole Technologies, Inc. of Laramie will fabricate portions of the prototype and perform engineering, lab testing and computer modeling services. Z4 will apply for NSF REU/RET support for two teachers and undergraduate students to gain actual research experience on this project, and NSF Phase IIB matching funds for extended field trials, with a 3rd party investor.

Laboratory tests on prototype blades will commence in November 2010 and wind turbine field testing will commence in May 2011. The goal of the USDA project, "Wind Powered Water Pumping Incorporating Compressed Air Energy Storage" is to develop a wind-powered water pumping system that uses compressed air energy storage (CAES) for on-demand water pumping during times of no-wind. Unlike batteries, energy storage in the form of compressed air is tolerant of freezing, does not require regular maintenance or replacement, is not produced with toxic materials, and is suitable for long term, remote-site applications. The water pumping system uses the wind to directly drive an air compressor, storing a large volume of air at very high pressure in small air tank, which powers a submersible water pump for on-demand pumping. Phase I produced system specifications and design, and theoretical operating results based on computer simulations. Follow-on funding will be proposed to the USDA in January 2010 for Phase II prototype construction and testing. Proof of concept research is underway on the USDA project, "Solar Heater to Prevent Stock Tank Freezing." The Phase I project goal is to field-test two different prototypes that employ concentrated solar power to give livestock daytime access to water in winter. The project concludes at the end of February 2010 after a trial at high altitude.

If water can be made available to pasture-raised herds throughout the winter, then perhaps livestock raising practices can change from feed-lot based to pasture-based operations year-around, improve profitability and reduce environmental consequences. A solar-powered tank heater will take advantage of the "free" power of the sun and eliminate recurring costs, put money in the pockets of livestock growers, and take us one step closer to a green economy.

#### *Assistance Received:*

- National Science Foundation (NSF) SBIR
  - SBIR Phase I \$99,985, 2008
  - Phase IB \$25,000, 2008
  - SBIR Phase II \$435,291, 2009 "An Advanced Aeroelastic Thermoplastic Composite Blade for Residential-Scale Wind Turbines"

- **USDA SBIR**
  - 2008 SBIR Phase I \$80,000  
“Wind Powered Water Pumping Incorporating Compressed Air Energy Storage”
  - 2009 SBIR Phase I \$80,000  
“Solar Heater to Prevent Stock Tank Freezing”
- **Small Business Administration**  
Deb Farris, Business Development Specialist. Government contract, grant compliance and contract accounting training
- **Wyoming Business Council**  
Scott Keith, Livestock/Forage Program Manager. Assistance with market research methods targeting the WY stockgrower community
- **Wyoming Technology Business Center, the UW “Incubator”**  
Jon Benson, CEO. “Incubator” facilities and services; consultation on contract negotiations and human resource management
- **Small Business Innovation Research (SBIR)**  
Eugene Watson, WSSI Program Manager. Phase 0 funding and expert SBIR proposal reviews
  - 2005 NSF Phase 0 \$5,000
  - 2006 USDA Phase 0 \$5,000 and DOE Phase 0 \$5,000
  - 2007 USDA Phase 0 \$5,000 and NSF Phase 0 \$9,000
  - 2008 USDA Phase 0 \$5,000 and NSF Phase 00 \$5,000
  - 2009 USDA Phase 00 \$5,000 and USDA Phase 0 \$5,000
- **Wyoming Women’s Business Center**  
Rebecca Sissman, Client and Loan Administration. Graphic design, logo and website development, business training courses and workshops
- **Wyoming Entrepreneur.Biz/Small Business Development Centers (WSBDC)**  
Cindy Unger, Business Counselor. Assistance with tradeshow, market data collection and surveys, business training courses and workshops
- **Wyoming Rural Development Council**  
Jo Ferguson, Senior Rural Development Specialist. Grant and proposal training
- **Wyoming Department of Agriculture**  
Ted Craig, Agriculture Production Coordinator. Proposal reviews, advisory committee, technical consultation on renewable energy and agricultural topics

- **U.S. Senator Enzi, Wyoming**  
Richard Hawley, Grants Coordinator. Training and consultation on alternative funding resources
- **UW Market Research Center**  
Michael H. Lambert, Manager. Market reports
- **UW Products Research Center**  
Davona Douglas, Director. Patent searches, intellectual property protection
- **UW Mechanical Engineering**  
Dr. David Walrath, Professor. Review technical proposals and reports; engineering support, makes available research facilities and testing laboratories; through subaward, performed research on composite material application
- **UW Engineering & Applied Science**  
Dr. Robert Erikson, Lecturer & Shop Manager. Review technical proposals and reports; review prototype and test fixture designs; fabricate prototypes and test fixtures
- **USDA/NRCS**  
Grant Stumbough, S.E. WY Area Coordinator. Advisory Board
- **Wyoming Research Institute**  
Donald Collins, CEO. Advisory Board
- **Manufacturing Works**  
Larry Stewart

**Investment:**

- \$560,276 NSF grants
- \$160,000 USDA grants
- \$49,000 WSSI grants (2005 to present)
- \$50,000 Outside Investment
- \$60,000 Owners’ Equity

**Number of Jobs Affected:**

- Retained:* 1 permanent, full-time position for Mechanical Engineer/Principal Investigator (PI)
- Created:* 1 part-time, occasional project-based position for engineering student/technician to assist PI
- Created:* 1 part-time, occasional project-based position for a software programmer
- Created:* 1 part-time, permanent student intern to assist with administrative work, becoming full-time in December 2009 upon graduation
- Supported:* 1 full-time, permanent position for Business Manager/Owner
- Supported:* 1 part-time, permanent position for Electronics Designer/Owner

**Payroll:**

Projected annual dollar value of positions created and retained - \$116,000



# BIG HORN COUNTY

## CONTACT/ORGANIZATION

**Michael Lambert, Manager,  
Wyoming Entrepreneur Market  
Research Center (WMRC)**

**Justin Hansen, Government Procurement Consultant, Procurement Technical Assistance Center (PTAC)**  
[www.WyomingEntrepreneur.Biz](http://www.WyomingEntrepreneur.Biz)

**Name & Location of Business Helped:**

Bairco Construction, Inc.  
213 E. 3rd St., Lovell, WY 82431  
307-548-6216  
[www.baircoconstruction.com](http://www.baircoconstruction.com)  
[stacy@baircoconstruction.com](mailto:stacy@baircoconstruction.com)

**Business/Economic Development Activity:**

Bairco Construction, Inc. is an 8(a) HubZone small business. The owners, Devin and Stacy Bair, have 25+ years of experience in construction and business management between them. Bairco provides general contracting, road construction, earthwork, sewer construction, remodeling, roofing, demolition and other services.

**Assistance Received:**

Bairco receives a weekly customized report on commercial construction projects from the Wyoming Market Research Center. This report is used to identify potential bid opportunities and to track actual bid amounts to help in setting bid amounts for other jobs. In addition, Bairco has been extremely successful in receiving work through the Federal 8(a) HubZone program. They were assisted in obtaining their 8(a) certification by Justin Hansen of the WPTAC and Bairco also participate in the Bid Match program, which identifies potential government opportunities.

**Investment:**

Bairco has owner equity of \$250,000. Revenues have tripled due to the 8(a) program.

**Number of Jobs Affected:**

Bairco's full-time staff is 5, with 3 being added due to their success with the 8(a) program. Through sub-contractors, the projects they have obtained have impacted dozens of additional employees.

**Payroll:**

Payroll impacted by the services received by Bairco is approximately \$215,000.



# CAMPBELL COUNTY

## CONTACT/ORGANIZATION

**Jill Kline, Associate State Director**  
**Susan Jerke, Regional Director**  
**Wyoming Small Business**  
**Development Center (WSBDC)**  
**www.WyomingEntrepreneur.Biz**

**Name & Location of Business Helped:**

SusAnn's Fine Foods  
217 S. Gillette Ave., Gillette, WY 82718  
307-685-8010

Owners: Ann Edwards and Susan Barkley

**Business/Economic Development Activity:**

Ann Edwards and Susan Barkley contacted the WSBDC in March of 2009 to discuss their idea of starting a specialty food store. Their dream became a reality when the two friends became business partners and opened SusAnn's Fine Foods in September. They offer a wide variety of gourmet foods including culinary sauces, specialty pastas, imported olive oils, artisan cheeses and cured meats and sausages. Ann and Susan share their knowledge regarding their products and how to use them with their customers.

**Assistance Received:**

Ann and Susan received extensive assistance from the WSBDC regarding business planning and development, cash flow projections and market research from the Wyoming Market Research Center.

**Investment:**

Both partners contributed \$20,000 and they secured a commercial loan from Bruce Woolery at Security State Bank.

**Number of Jobs Affected:**

Two full-time management positions and three part-time positions were created by SusAnn's Fine Foods. They will be adding a full-time employee.



# CONVERSE COUNTY

## CONTACT/ORGANIZATION

**Rick Rothwell, Professional Affiliate**  
**Manufacturing-Works**  
**www.manufacturing-works.com**

**Name & Location of Business Helped:**

Homegrown and Healthy  
Keith and Wendi Lankister  
529 Boxelder Rd., Glenrock, WY 82637  
beefnbeans@gmail.com

www.BarLLBeef.com

www.MaryAnnsBeans.com

**Business/Economic Development Activity:**

Keith and Wendi Lankister started Homegrown and Healthy in early 2008. The company consists of 2 product-lines: 100% natural, grass-fed beef, and Mary Ann's Gourmet Bean Soups, Seasonings and Dips. The beef are fed only natural grasses, and the Lankisters have received the certifications needed to start selling organic beef in 2010. Mary Ann's soups are healthy, convenient, and easy to prepare. The goal of Mary Ann's is to assist families with convenient and easy

to prepare meals that are healthy for the family.

Keith and Wendi sell to their community, as well as into northern Colorado. They believe in doing business locally and their logos, labels and websites have been designed using local companies. Their slogan is "Buy Local-Eat Better". Mary Ann's products are distributed across Wyoming, and into northern Colorado in small town grocers, health food stores, gourmet kitchen shops, gift stores, farmers markets, and craft shows.

**Assistance Received:**

Manufacturing-Works worked with Wendi Lankister to help develop the Mary Ann's marketing message, so that they could expand the distribution of the products. Manufacturing-Works was able to work with Wendi to incorporate the 3 Laws of Marketing Physics into her messages. The marketing messages have been able to help clearly convey the healthy and convenient aspects of the Homegrown and Healthy foods.

**Number of Jobs Affected:**

2 Full-Time jobs

## CONTACT/ORGANIZATION

**Sharon S. Nichols, Marketing**  
**Assistant and PIO Susan Rezanina,**  
**Business Development Specialist**  
**U.S. Small Business Administration**  
**www.sba.gov**

**Name & Location of Business Helped:**

Kerry Shatto RadioShack  
1202 E. Richards St., Suite A  
Douglas, WY 82633  
307-358-9531

**Business/Economic Development Activity:**

Kerry Shatto has been the owner of Radio Shack in Douglas for the last 19 years. He has very good customer relations in the community, if he feels his customer could get a better deal somewhere else, he will tell them. If there is something he doesn't have, he can generally order it in. Kerry and his employees also make sure, before the customer leaves his store, they can operate and hook up the electronic device they have just purchased.

**Assistance Received:**

It all started around Christmas, 2008, when Kerry had over estimated his

Christmas inventory not knowing his customers would be cutting down their purchases. Things progressed downward and was going to cause him to be delinquent on his accounts payable. Tom Saunders, president of Converse County Bank, approached Kerry and told him about some options he had heard about. He was introduced to SBA's America's Recovery Capital (ARC) loan of up to \$35,000. This loan fit him to a tee. He immediately asked for the application for the short-term loan and he and Mike Marso, Loan Officer of the bank, put it together and the ARC loan was approved. Kerry believes this will be enough to bridge the gap until the economy begins to turn around.

**Number of Jobs Affected:**

For the first seven years Kerry owned the business, he was the only employee; now he has 3 1/2 employees.

**Name & Location of Business Helped:**

Tri-County Fire & Safety  
Bill Cathcart  
908 S. 5th St., Douglas, WY 82633  
307-358-3871

**Business/Economic Development Activity:**

Bill Cathcart is the owner of Tri-County Fire & Safety, purchased October 2004. His company recharges fire extinguishers, outfits Douglas Fire Department with safety clothing and medical bags, installs kitchen suppression equipment and is depended on for knowledge of the latest standards of Fire Codes. The Douglas community depends on Bill to keep them up-to-date on Fire Codes and to provide the best equipment and clothing for their fire fighters.

**Assistance Received:**

Leonard Holler of the Wyoming Small Business Development Center was contacted by Mr. Cathcart regarding information to purchase a business. An SBA 7(a) loan was found to be the best fit. He contacted Tom Sanders, President of the Converse County Bank to get things started and soon was the new owner of Tri-County Fire & Safety.

**Number of Jobs Affected:**

Bill is the sole owner and operator of his company. If he could hire a few good workers, he would like to expand to hydrostatic testing of fire extinguishers.

**Name & Location of Business Helped:**

Village Inn  
Dave Angiolillo  
1840 Richards St., Douglas, WY 82633  
307-358-5600 700124@vicorpinc.com

**Business/Economic Development Activity:**

Dave Angiolillo is the owner/manager of the Village Inn restaurant. He is always looking for ways to increase business, which requires thinking outside the box. At this time, he is looking to put in a drive-up window for to-go meals; has started opening at 4:00 a.m. trying to catch the miners that ride the bus to work; Free Slice Wednesday (of pie) when you buy a meal; and held Super Tuesday for free chicken fried steak. Dave has been either number one or two in nationwide sales for all Village Inn restaurants over the past years; this year he is number one. He received an award during the first quarter of the year, and then during the second quarter he ranked in the top five over the nation.

**Assistance Received:**

In 2004 when owner Dave Angiolillo found it hard to get customers to come in to his restaurant, he decided to do something about it. He visited with loan officials at The Converse County Bank who saw potential in remodeling the restaurant. He also contacted Converse Area New Development Organization (CANDO) to help him with a business plan and received help from Leonard Holler of the Wyoming Small Business Development Center, doing market research. Dave applied for and received an SBA 7(a) loan to make this come true. The best thing he did was put in windows and booths that looked out at the Laramie Peak mountain range. With the new large front windows, there was a great increase in customers. In 2006, he again applied for and received an SBA Express loan to redo the infrastructure, which was a 30 year old building. All of the pipes in the floor had to be torn out and replaced, he also purchased all new kitchen equipment which included a kitchen display system consisting of three screens, one for omelets, one for pancakes and one for burgers and sandwiches. He also provided WIFI so his

customers can bring in their computer and work or email; there is also a FAX machine to use and email.

**Number of Jobs Affected:**

The Village Inn had 30 employees when Dave first started and now has 50. He says a lot of his success is in his employees.



**FREMONT COUNTY**

**CONTACT/ORGANIZATION**

**Phil Christopherson, Executive Director, IDEA Inc. of Riverton**

**Name & Location of Business Helped:**

Legacy Injection Molding  
1070 W. Main St., Suite A  
Riverton, WY 82501  
307-857-1111 • www.legacymolding.com

**Business/Economic Development Activity:**

Retention/Expansion of existing business:

- Legacy Injection Molding – custom plastic injection molded products and design assistance.
- IDEA Inc. – The Economic Development group for Riverton Wyoming.

**Assistance Received:**

The Wyoming Business Council provided a \$1.5 million Business Ready Communities grant matched by IDEA Inc. to purchase the old Alco building in Riverton. The building has been empty since 1993 when the store closed. IDEA Inc. purchased the building with the intent to get the building into local hands and then develop it as a manufacturing and office center. Legacy Molding lost their lease on their existing facility and needed a new home. IDEA Inc. and Legacy worked together to transform part of the Alco building into an injection molding facility.

**Investment:**

The total investment, once the project is completed, will be approximately \$1.7 million.

**Number of Jobs Affected:**

Legacy Molding was able to stay in business in Wyoming thus saving 9 jobs. They are working to grow the business and expect to have 14 people employed within two years.

**CONTACT/ORGANIZATION**

**Margie Rowell, Regional Director Wyoming Small Business Development Center (WSBDC)**  
[www.WyomingEntrepreneur.Biz](http://www.WyomingEntrepreneur.Biz)

**Name & Location of Business Helped:**

PitchEngine  
Jason Kintzler  
PO Box 1103, Riverton, WY 82501  
[www.pitchengine.com](http://www.pitchengine.com)

**Business/Economic Development Activity:**

PitchEngine is not another wire service; it is a social platform that enables PR to effectively package stories and share them with journalists, bloggers and influencers worldwide via the social web. Currently, PitchEngine has 12,000 brands using its services; IBM, Hallmark, Carl's Jr.'s and Microsoft Windows to name just a few.

**Assistance Received:**

The WSBDC helped provide the economic building blocks necessary for Jason to have a firm foundation. Although the company had an excellent product and customers were growing, Jason needed to focus on the infrastructure of the business. He needed to know about business insurance and various resources available to entrepreneurs through WSBDC partnerships. We talked about the Dept. of Workforce Services Workforce Development Training Fund Grant and the Wyoming Business Council Trade Show Incentive Grant, which he hopes to utilize in the future. Jason learned about realistic options for funding that are important to business growth and was able to secure needed capital.

**Number of Jobs Affected:**

3 jobs created

**CONTACT/ORGANIZATION**

**Gary Michaud, Community Resource Coordinator, City of Lander**  
[www.landerwyoming.org](http://www.landerwyoming.org)

**Name & Location of Business Helped:**

Lander Holiday Inn Express, owned and managed by Omni Hospitality from Medina, Ohio

**Business/Economic Development Activity:**

The Lander Holiday Inn Express located and built a new hotel/motel facility in the Lander Business Park, which has developed lots with infrastructure available for sale.

**Assistance Received:**

The Lander Business Park involved several partnerships:

- Wyoming Business Council's Business Ready Communities Grant – 2 infrastructure grants valued at \$2 million
- Tiger Joint Powers Board
- City of Lander
- Fremont County School District #1

**Investment:**

\$7 million

**Number of Jobs Affected:**

16 jobs

**CONTACT/ORGANIZATION**

**Charles Krebs, Executive Director Wind River Development Fund**  
[www.wrdf.org](http://www.wrdf.org)

**Name & Location of Business Helped:**

Entrepreneurs and Small Businesses in Fremont County  
Frank B. Wise Business Plaza is located in Fort Washakie, Ethete Rd. and Hwy 287 PO Box 661, Fort Washakie, WY 82524

**Business/Economic Development Activity:**

Commercial lease space, conference room and meeting services, and business assistance resources will be provided in the Frank B. Wise Business Plaza, which is aiming to be a LEED certified building. Construction of the approximately 15,000 square foot building is underway by Haselden Construction Wyoming Constructors. It has a projected completion date of April 2010.

**Assistance Received:**

Various grants from several sources – see list below the investments.

**Investment:**

- Wyoming Business Council Business Ready Communities (Business Committed) Grant - \$2.2 million
- US Dept of Commerce - Economic Development Administration - \$1.2 million
- Housing and Urban Development – ICDBG - \$300,000
- American Legion Richard Pogue Post No. 81 - 99 year land lease

**How this Project Affected the Community:**

The Frank B. Wise Business Plaza will be home to the Wind River Development Fund, Shoshone Information Technology Company, and American Legion Richard Pogue Post No. 81. Tentative commitments to lease space include University of Wyoming, Central Wyoming College, and the Attorney General for the Eastern Shoshone Tribe.

**CONTACT/ORGANIZATION**

**Shelli Stewart, Public Information Officer, Wyoming Department of Workforce Services**  
[www.wyomingworkforce.org](http://www.wyomingworkforce.org)

**Business/Economic Development Activity:**

Workforce Training

**Assistance Received:**

Workforce Investment Act

**Number of Jobs Affected:**

One

**How this Project Affected the Community:**

At the Lander Workforce Center we began working with Mike when he came in to register for services. At that time Mike was oriented about our services including the Wyoming at Work system, virtual recruiter, job matching, our resume builder and other resources on Wyoming at Work, daily publishing of job lists for the local area and other resources available at our local office.

Mike had been incarcerated and was having trouble finding employment. We spoke with Mike about a job opening we had listed for a local employer. The employer was having difficulty finding someone who would be able to work full-time and also be on call and who had the necessary soft skills. At the time, the area was experiencing a labor shortage of skilled labor and the employer

needed someone he could send out on service calls at any hour, day or night. He needed someone reliable, able to respond quickly and able to think on his own.

After meeting with Mike again, we suggested he contact this employer as the job was in a field in which Mike had an interest. Mike called and then met with the employer and the employer expressed an interest in training Mike if he could find some funding to assist with training. Mike was referred to the Workforce Investment Act (W.I.A.) program and determined eligible, but after intensive services, Mike was still unable to find suitable employment. Mike was then approved for training services. Mike also needed supportive services including clothing and tools to enable him to take part in training activities.

Mike was placed in an On-the-Job Training component and learned a trade and has kept the job. The employer now has an employee that he can count on and reports that he has retained customers and grown new customers due to Mike's skills and attitude.

As the economy has changed and the profit margin of smaller companies has dwindled, it has become even more critical that employers have personnel able to perform at a highly efficient level. The employer relates that Mike is one of the best, and possibly his best worker. Mike has been able to become self-sufficient and has recently been able to have his children reside with him.

## CONTACT/ORGANIZATION

**Diane Johnson, President**  
**WIDC•Frontier CDC**  
**www.widcfrontier.com**

**Name & Location of Business Helped:**  
 Styles School of Cosmetology, Inc.  
 611 East Main ST., Riverton, WY 82501  
 307-856-7496

**Business/Economic Development Activity:**  
 Donna Carlson purchased Styles School of Cosmetology in 2004 and provides instruction for cosmetologists, nail technicians and aestheticians. Students attend the school for up to twelve months of professional training to prepare for a career in cosmetology. The school draws

students from throughout the state based on Carlson's reputation for personal instruction and a nurturing learning environment. The school has leased one-half of a commercial downtown building for the past ten years. This year, the building became available for purchase. With funding through the SBA 504 Loan Program, Carlson purchased the 13,540 sq. ft. building ensuring the school and other business tenants can continue in their current location.

**Assistance Received:**

SBA 504 Loan Program; participating lenders WIDC•Frontier CDC & Wyoming National Bank

**Investment:**

Total Project Investment: \$361,226

**Number of Jobs Affected:**

Jobs created & retained: 4



# GOSHEN COUNTY

## CONTACT/ORGANIZATION

**Lisa Johnson, Executive Director**  
**Goshen County Economic Development Corp. (GCEDC)**  
**www.goshenwyo.com**

**Business/Economic Development Activity and Assistance Received:**

The Goshen County Economic Development Corp. (GCEDC) board of directors set three priorities for 2008-09: to focus on existing businesses, infrastructure, and community planning. The first initiative of the year was hosting a series of five community forums in each of the incorporated municipalities of Goshen County. GCEDC attempted to mail postcard invitations to every postal patron in the county and also received

very positive media coverage of the events. As a result, citizens helped craft a vision statement and list the types of business and development to target for each community. A community profile with this information and other statistics are posted on the GCEDC web site: [www.GoshenWyo.com](http://www.GoshenWyo.com).

The need for infrastructure development was made apparent as Goshen County vied for the location of a coal gasification research center, made the short list of 3 finalists, and lost the \$100 million investment to Laramie County. The High Plains Gasification-Advanced Technology Center, a joint venture between the University of Wyoming and GE Energy, chose to locate in a business park owned by Cheyenne LEADS, citing the availability of infrastructure (i.e. electricity, public water and sewer, and high pressure natural gas) as a deciding factor.

The UW-GE project brought positive publicity and recognition of Goshen County's many positive attributes. One limiting factor was the number of acres available for development in the East Torrington Industrial Park. To be more competitive for the next opportunity to attract a major capital investment and high quality jobs, the GCEDC board immediately began the search for an industrial site with ample room for expansion. Concurrently, the Corporation was working to assist a local manufacturer with its plans for a new facility.

GCEDC secured an option to purchase 66 acres on US Highway 85 south of Torrington and was successful in obtaining a \$3 million Business Ready Communities "Business Committed" grant from the Wyoming Business Council for the development of a new business park. Schlagel Manufacturing, Inc., a 15-year-old business in the community, will be the first tenant. With the grant from the Wyoming Business Council, GCEDC will construct a 50,000 square foot manufacturing building to lease to the company.

The Corporation assisted another local business in obtaining financing for its expansion. Table Mountain Vineyards is constructing an 8,640 square foot winery to meet the growing supply of grapes from Wyoming vineyards.



## HOT SPRINGS COUNTY

### CONTACT/ORGANIZATION

**Lynnette Smith, Executive Director  
Thermopolis-Hot Springs County  
Economic Development Company  
[www.thermopolisedc.com](http://www.thermopolisedc.com)**

***Name & Location of Business Helped:***

VAST Manufacturing  
Alex Kinane, President and CEO  
836 Black Mountain Rd.  
Thermopolis, WY 82443  
307-864-4294 • [www.vastmfg.com](http://www.vastmfg.com)

***Business/Economic Development Activity:***

In early 2009, VAST Manufacturing opened their new facility in Thermopolis. Future plans include ceasing operation of their facility in Oakdale, California around the middle of 2010. In January of 2009 VAST became operational in its new facility in Hot Springs County. They began shipment in March 2009. There are currently 11-13 people employed by VAST with plans to eventually increase staff, according to their CEO.

Founded in 1987 in California, VAST Manufacturing designs and manufactures class 3 cable assemblies for the defense/aerospace industry. VAST has been providing MIL-Spec assemblies to the Defense Industry for 21 years. They produce cables for the Bradley fighting vehicle, F/A-18 Heads-Up Display, Patriot Missile Launcher bases, NASA Vulcan South Project, and most recently Northrop Grumman's U.S. Army's RC-12 Guardrail aircraft fleet.

***Assistance Received:***

The Thermopolis-Hot Springs County EDC assisted VAST with the acquisition of a 30,000 square foot building.

***Number of Jobs Affected:***

VAST created 11-13 new jobs with an eventual increase planned.



## JOHNSON COUNTY

### CONTACT/ORGANIZATION

**Shelli Stewart, Public Information  
Officer, Wyoming Department of  
Workforce Services  
[www.wyomingworkforce.org](http://www.wyomingworkforce.org)**

***Name & Location of Business Helped:***

Buffalo High School

***Business/Economic Development Activity:***

Education

***Assistance Received:***

Summer youth employment

At the time Buffalo High School moved out of their old high school and into the new one, Jonathan was completing his freshman year, not communicating well and not interacting well with peers or adults. However, he spent that day carrying boxes and moving furniture and found himself talking to all those doing the same thing. The head custodian watched this student's work effort and abilities and made the statement that he would like to have someone work that hard for him.

Taking that cue, the Transition Coordinator met with Linda Barker of the Sheridan Workforce Center in January 2007 to see what type of funding might be available to allow Jonathan to have an opportunity to learn about the world of work. Jonathan came from a difficult family situation with very limited social skills, little self-confidence and no work history. Because he did not have independent transportation or familial support, any work site would require creative thinking.

With the help of program year 2007 WIA Youth Training money, Jonathan decided to try out a job working as a custodian after school and this continued into the summer between his sophomore

and junior year in high school. The head custodian found instant empathy with Jonathan having come from a very similar background and he quickly became Jonathan's mentor, a role that lasted through graduation. They both found that Jonathan had an innate work ethic, performing tasks to satisfaction with very little supervision or instruction needed after the initial training and not thinking any task too menial. Finding he was trusted and valued poured self-esteem into a young man who needed it desperately. His demeanor while working reflected this new-found confidence.

Jonathan was able to work for the school district in various capacities his last two years of high school because of the funding from WIA and the cooperative, collaborative efforts of the high school transition personnel, custodians and bus barn personnel.

Jonathan was interested in mechanics and had the opportunity through WIA to work at the high school bus barn during his Junior year, utilizing program year 2008 WIA Youth funds. Again with transportation being an issue this gave Jonathan a chance he would not otherwise have.

This young man developed much more than work skills, much more than the "soft" skills; he developed a feeling of self-worth, found long-lasting friendships in his work peers, found the ability to deal with the other aspects in his life and overcome obstacles he thought were insurmountable when he started this employment. Without realizing it, Jonathan opened the door for other students to work at the high school in this capacity. It took almost two years to transfer this to his academic world, but those around him could visibly watch his growth. Today Jonathan has his high school diploma and is entering a career in the military.

### CONTACT/ORGANIZATION

**Jill Kline, Associate State Director  
Susan Jerke, Regional Director  
Wyoming Small Business  
Development Center (WSBDC)  
[www.WyomingEntrepreneur.Biz](http://www.WyomingEntrepreneur.Biz)**

**Name & Location of Business Helped:**

GiGi's Upscale Resale  
57 South Main St., Buffalo, WY 82834  
307-684-8877

*Partners:* Shonna Shirey, Allison Bodan, Shirley Gorman

**Business/Economic Development Activity:**

GiGi's opened May 2009 in Buffalo selling upscale used women's apparel. The business was so well received that they moved to a larger location on Main Street during the first week of August. The new location has proven to be a great success – it is more visible and sales have steadily increased. They appreciate the community's support of their new venture.

**Assistance Received:**

The Wyoming Small Business Development Center assisted GiGi's with general start-up guidance, business development and with their accounting set-up.

**Number of Jobs Affected:**

GiGi's has created three new full-time positions.

**CONTACT/ORGANIZATION**

**Amy Lea, Program Manager • Justin Hansen, Procurement Counselor • Natasha Stahla, Procurement Counselor • Jill Kline, Associate State Director • Elizabeth Parks, Market Researcher • Wyoming Entrepreneur: Procurement Technical Assistance Center (PTAC) • Wyoming Small Business Development Center (WSBDC) • Market Research Center (MRC)**

**Name & Location of Business Helped:**

Little Bits, Inc. (LBI)  
Joseph and Shelly St. Pierre  
22 Plains Dr., Buffalo, WY 82834  
877-684-9340 • <http://littlebitsinc.com>

**Business/Economic Development Activity:**

Little Bits, Inc. (LBI) is a Wyoming manufacturer and distributor of environmentally sensitive pet products and industrial absorbents to the wholesale and retail marketplace. LBI focuses on natural products.

The largest end-user of industrial absorbents is the U.S. Government, one of LBI's target customers. LBI's products have been endorsed by the U.S. Department of Agriculture (USDA) as Bio-Preferred.

The Bio-Preferred Program places minimum requirements on the product's bio-based content and its impact on the environment. It is designed to increase the purchase of bio-based products in both government and commercial markets.

Joseph and Shelly are Wyoming natives who have successfully run businesses nationwide for over 20 years. They came back to Wyoming to start this business because this is where they feel most at home. Joseph is a 100% Service Disabled Vet, certifying the business as a Service Disabled Veteran-Owned Small Business (SDVOSB). This supports their government contracting focus.

In March 2009, LBI introduced DualZorb, a premium organic industrial absorbent which can absorb any type of liquid of any viscosity and is activated with water. When used to absorb petroleum products, DualZorb breaks down and consumes the hydrocarbons of the petroleum products and renders an environmentally-friendly product requiring no special handling for disposal.

Softpaws Premium Pine Litter is the core product of LBI's natural pet line and is currently in 23 retail stores in Wyoming and Colorado.

LBI received a Bresnan Advertising Matching Grant for \$10,000 in February 2009. This grant will be used to develop cable television ads for specific regions and specific channels in Wyoming and Montana to support product placement of Softpaws in Pamida Stores and DualZorb in Home Depot Stores.

**Assistance Received:**

LBI received assistance, guidance or resources from the following, all who have been instrumental in LBI's success: the Wyoming Entrepreneur WPTAC, Wyoming Small Business Development Center, and Wyoming Market Research Center; the Wyoming Business Council (WBC); the Dept of Workforce Services's Workforce Training Fund Grant program (used to train two employees); the

Wyoming Business Council (WBC) Tradeshow Incentive Grant program; the U. S. Small Business Administration (SBA) (loan); and Manufacturing-Works (MW).

LBI attended the 2009 GRO-Biz (WPTAC) Conference where they made contacts with the Wyoming Army National Guard at networking sessions. The Wyoming Army National Guard is now using DualZorb at facilities statewide. Also, the St. Pierre's made contact with F.E. Warren AFB which is currently testing the product for use throughout the base. Additionally, Justin Hansen with the Wyoming PTAC produced a short video on LBI's participation in the USDA's Bio-Preferred Program for a presentation at the Association of Small Business Development Centers Conference (ASBDC) in Orlando, Florida; the video will be available on LBI's website.

The WMRC assisted Shelly by providing her with market and industry information, green product manufacturers and fragrance chemists. In addition, the WMRC provided a web optimization analysis for LBI's website <http://littlebitsinc.com>.

Jill Kline from the WSBDC helped with general guidance on many business matters, helped with development and review of their business plan, provided assistance in finding a lender for their SBA loan and introduced LBI to many of the resources they were able to use. LBI also worked with the Buffalo/Johnson County Joint Powers Board (JPB) who manage the building in which the business is housed. The building was purchased through an economic development grant with the help of the Wyoming Business Council.

**Investment:**

Loans and grants total about \$300,000. Owner equity is approximately \$110,000.

**Number of Jobs Affected:**

LBI's goal is to create between five to twelve jobs over the next three years as their manufacturing ramps up to meet expected demand. Additionally, they will be shipping their product by truck, which will bring additional impact into the community via fuel, food, lodging, etc.



# LARAMIE COUNTY

## CONTACT/ORGANIZATION

**Randy Bruns, CEO**  
**Scott Sutherland, VP Business Development**  
**Cheyenne LEADS**  
[www.cheyenneleads.org](http://www.cheyenneleads.org)

**Name & Location of Business Helped:**  
Cameco  
141 Union Blvd., Lakewood, CO 80228  
[www.cameco.com](http://www.cameco.com)

**Business/Economic Development Activity:**  
US Headquarters, Uranium and Energy Mining Company

**Assistance Received:**  
Cheyenne LEADS provided detailed information about Cheyenne's quality of life, business climate and real estate. LEADS also participated in site visits and assisted the company with contacts and introductions related to the company's evaluation of Cheyenne.

**Investment:**  
Cameco is preparing to lease office space in downtown Cheyenne and will invest in substantial tenant finish and upgrades as required.

**Number of Jobs Affected:**  
The headquarters relocation will bring 12 to 15 direct new jobs to Cheyenne initially with the prospect for additional jobs in the near future. Importantly, the move brings the US Headquarters closer to company operations in WY. Cameco is one of the world's largest uranium producers. The company owns and operates the Smith Ranch-Highland in-situ uranium mine near Glenrock, the only operating uranium mine in Wyoming. It also owns and operates the Crow Butte in-situ uranium mine near Crawford, NE. They currently employ 165 people in WY and 69 in NE.

## CONTACT/ORGANIZATION

**Shelli Stewart, Public Information Officer, Wyoming Department of Workforce Services**  
[www.wyomingworkforce.org](http://www.wyomingworkforce.org)

**Business/Economic Development Activity:**  
Workforce Investment Act

**Assistance Received:**  
In July 2008 a young lady made an appointment with Jan Eatmon at the Cheyenne Workforce Center, seeking assistance to attend her second year of the Radiology Program at Laramie County Community College. Jennifer Smith is a single mother who was trying to better herself and her son. She had already completed all her prerequisites and one year of the Radiology Program. She was carrying a 4.0 grade point average when she came to see Jan. Jennifer had been struggling and needed some assistance. The director of the Radiology Program referred her to our department.

Jennifer's prior skills would not lead her to self-sufficiency. She had worked at the Old West Wax Museum in Thermopolis as a cashier, but that was a part-time position and she only earned \$6.50 an hour. She also worked at one of Cheyenne's local car dealerships performing account receivables. She received \$10 an hour for that position, but was told that without an accounting degree she would not be able to be promoted to any higher paying positions.

Jennifer was not able to get any assistance through the college because she was under 24 when she came to see me, and even though she no longer lived at home, all information for Pell Grants and student loans was based on her parent's income.

Jennifer provided Jan with all her documents necessary for eligibility. Jennifer is an amazing young lady and very determined to succeed so she can provide a good living for herself and her son. It was determined by the review committee that Jennifer should receive assistance through the Workforce Investment Act.

Jennifer continued doing well in her classes although she did get a B in Radiographic Imaging/Technique. That was the only B Jennifer received. All the rest were A's. Jennifer graduated from

Laramie County Community College in May 2009. The Radiology Program requires that they still have to attend summer classes and clinicals following graduation. Jennifer very successfully completed her program. Jennifer is now employed at Cheyenne Regional Medical Center as a Radiology Technician. She is part-time, but is hopeful this will turn into a permanent full-time position. She is earning \$22 an hour. When she works the evening shift she gets an additional 6% and when she works the night shift she earns an additional 12%. If she gets called in to the hospital outside of her regularly scheduled time she earns an additional \$3 an hour.

Jennifer says that her career has proven to be very challenging and she continues to learn but she feels this is a career that can last for a lifetime. It is a career that she can be proud of and be able to provide for herself and her son without any additional government assistance. Jennifer is very grateful for all the assistance we were able to provide for her. She says she couldn't have made it without help from Dept. of Workforce Services.

## CONTACT/ORGANIZATION

**Anya Petersen-Frey**  
**Wyoming Small Business Development Center (WSBDC)**  
[www.WyomingEntrepreneur.Biz](http://www.WyomingEntrepreneur.Biz)

**Name & Location of Business Helped:**  
Kiddie Korral Early Care & Learning  
914 E Lincolnway Cheyenne WY 82009  
307-426-4139 • [kkearlycarelearning@live.com](mailto:kkearlycarelearning@live.com)

**Business/Economic Development Activity:**  
Kiddie Korral Early Care & Learning is a child care center that focuses on quality and education. They start education with children at the infant stage (six weeks of age) and progress with them until they are ready to start kindergarten. A complete curriculum is implemented with the children to prepare them for every stage of development along with additional activities such as sign language, potty training, using their "big kid" words and so on. Two classrooms are designed for children 2-5 years of age. This design enables a "buddy"

system pairing an older and a younger child. The pair helps one another with projects and daily activities such as washing hands. Kiddie Korral has a Christian foundation and a weekly God Time activity for the children. This activity is done together, as a center, and includes reading a bible story, learning a memory verse, songs, playing games or perhaps another type of project. The Center offers many extras such as Parents Night Out and Parent Volunteer Days. Teaching the children about sharing and contributing to the community is also an important part of the Center's philosophy and allows the children to learn what it means to be part of a community. Kiddie Korral has teamed up with the Comea Shelter to make bags for their Empty Bowl Event and Tracie, the director, organized this year's Step Up for Kids Event, which brings awareness to issues pertaining to children and their families. The Center is also an active member of the Cheyenne Chamber of Commerce. Tracie shares there are times she wishes she still had her small home daycare - and her lesson learned has been to start with more working capital - but after almost a year in the new facility she is happy with the decision she made. She keeps her license active for the in-home daycare, for fall-back purposes, and uses it to help out families with odd hour shifts. She currently takes a few children into her home between 4:30 and 5:30 a.m. Monday through Friday before taking them to the Center and also brings one child home one to two nights per week to accommodate the parent's schedule. Being a business owner has meant finding a new balance in life, but Tracie enjoys the struggles and the gifts her business brings and her faith keeps her strong.

**Assistance Received:**

Tracie operated her day care business from home for six years before demand encouraged her to explore building a day care center in a larger facility. She met with Anya at the Wyoming Small Business Development Center to develop a business plan to support her search for funding. The business plan was solid, but finding funding was a challenge. After several months, and a few rejections, Tracie finally found a

lender in Pine Bluffs who was willing to give the small business a chance and provided a \$10,000 loan. Since becoming established, Tracie has accessed the Wyoming Workforce Services programs to hire and train some terrific employees.

**Investment:**

\$10,000 start-up loan, personal equity, and sweat equity

**Number of Jobs Affected:**

Kiddie Korral currently has 5 full-time teachers, 1 full-time cook, 2 part-time assistant teachers, a couple of substitute teachers and Tracie Lowe, the owner and director. In addition, the Center works with a business in the area providing in-home care for the handicapped. The organization's clients and employees come to the center a few times a month to do a project with the children or to help serve lunch; this has been great for the Center's children and staff.

**Payroll:**

The average monthly payroll is around \$9,000. This does not include the owner/director, who is reinvesting in the business and is not yet receiving a regular paycheck.



**NATRONA COUNTY**

**CONTACT/ORGANIZATION**

**Robert Barnes, CECD – President & CEO, Casper Area Economic Development Alliance, Inc. (CAEDA)**  
[www.casperworks.biz](http://www.casperworks.biz)

**Name & Location of Business Helped:**

The Casper Area Business Innovation Center (Incubator) is a community project jointly headed up by CAEDA and Casper College.

**Business/Economic Development Activity:**

Fundraising for the incubator is now complete. The funds will be used to remodel the old Amoco Administration Building in Casper into a business incubator.

**Assistance Received:**

Grants and donations came for a wide variety of public and private supporters including: the Economic Development Administration, Housing and Urban Development, the Wyoming Business Council, Natrona County Commission, the City of Casper, the Amoco Reuse Agreement Joint Powers Board, the Economic Development Joint Powers Board, CAEDA, Casper College, American National Bank, Hilltop National Bank, Wells Fargo Bank and the Wal-Mart Foundation.

**Investment:**

\$10.5 million

**How this Project Affected the Community:**

Business incubators are proven economic tools that help new businesses grow into successful organizations. Once a business graduates from an incubator, it moves out into the community helping to expand the local economy, provide jobs and broaden the local tax base.

Casper's business incubator will primarily focus on energy and technology companies with a mix of programs to serve manufacturing, assembly and service businesses. Now that the fundraising aspect of this project is complete, the next step is to hire an incubator manager and start the building redesign. The construction phase is expected to take 18 months to complete and GSG Architects have already drawn up plans for the historic Amoco building. The updated facility will provide space for an average of 13 clients at any given time. The firms that graduate from the Innovation Center are expected to create approximately 450 jobs in the community after five years of operation.

**CONTACT/ORGANIZATION**

**Stan Grabowski – Website Designer**  
**Jacob Bartholomew – Graphic Designer, Manufacturing-Works**  
[www.manufacturing-works.com](http://www.manufacturing-works.com)

**Name & Location of Business Helped:**

Janet Fichtner – owner/designer  
jlooise  
2130 Sunset Blvd., Casper WY 82601  
307-259-1140

**Business/Economic Development Activity:**

Website design (jlooise.net) and graphic design for business cards, patterns for bags and trade show booths.

**Assistance Received:**

Manufacturing - Works resources

**Number of Jobs Affected:**

Janet has been able to sell her handbags in several boutiques in Wyoming, Colorado and Montana. Besides her own employment, her handbag line created 2 jobs for handbag sales reps in Colorado.

**Payroll:**

\$20,000

**CONTACT/ORGANIZATION**

**Beth Hink, ADD/Administration  
Marilyn Coy, Administrative  
Support Assistant, U.S. Small  
Business Administration  
www.sba.gov**

**Diane Johnson, President  
WIDC•Frontier CDC  
www.widcfrontier.com**

**Name & Location of Business Helped:**

Robison Chiropractic Clinic  
Jennifer Robison  
146 S. Elk, Casper, WY 82601  
307-237-2050

**Business/Economic Development Activity:**

Jennifer began her career in 1993 upon her graduation from Palmer College of Chiropractic in Davenport, Iowa and has been in business for 16 years. Dr. Frank Holbrook offered her a place in his office when she returned to Casper in 1993. Jennifer worked with Dr. Holbrook for six years and would be the first to say that you can learn much through education, but there is nothing like experience to really put those principles to work. She credits Dr. Holbrook with teaching her valuable knowledge and methods which can only be gained through experience. She loves coming to work every day because every day is rewarding, different, and provides a wide variety of personalities. Jennifer has taken advantage of opportunities as they be-

come available. She has a strong faith in God and believes that “when one door closes, another opens.”

**Assistance Received:**

Looking for a new building was a challenge and Jennifer Robison had pursued several avenues of action. Reading the paper, Jennifer noticed an article on an SBA workshop, “Free Money, Fact or Fiction” describing loans from various government agencies. Jennifer attended the workshop and made a decision to pursue further loan information from SBA. She called the Wyoming District Office and discovered, not only were there loans available, but she qualified for a 504 loan and could benefit from the stimulus money allocated by ARRA funding. Using this program, Jennifer was able to save the normal loan fee and locked in a very good interest rate.

Working with WIDC-Frontier Certified Development Company and Jonah Bank of Wyoming in Casper, Jennifer discovered that Robison Chiropractic Clinic, a woman-owned small business, was well suited for the SBA 504 Loan Program. With funding through the SBA program, Dr. Loose purchased and remodeled a 3,410 sq. ft. building for the Clinic, and purchased a new X-ray machine for her practice. She moved into her new building, a long awaited dream!

**Investment:**

Total Project Investment for the SBA 504 Loan Program: \$378,700

**Number of Jobs Affected:**

Two jobs were retained.

**CONTACT/ORGANIZATION**

**Beth Hink, ADD/Administration  
U.S. Small Business Admin.  
www.sba.gov**

**Name & Location of Business Helped:**

Waves Web Design  
Anthony Marcil and Summer Henderson  
PO Box 426, Casper, WY 82602  
307-265-2157  
www.waveswebdesign.com

**Business/Economic Development Activity:**

In August 2002 Anthony Marcil and Summer Henderson jumped into their vehicle and started cross-country from Massachusetts. They ended up in Lander, Wyoming, with no job and no place to

stay. Using the barter system, they traded services for lodging and daily living expenses generating the origin of Waves Web Design in January 2003, a professional web design and web marketing company. Gradually, they worked their way to Casper, Wyoming. They worked for the National 9 Hotel locally and, through them, picked up jobs with the same hotel in Idaho and Utah and earned the privilege of designing the national site. This generated enough income for them to move into a home and set up shop in Casper. Today, they continue to use the same exchange system to offset much of their advertising and marketing expenses. Waves Web Design is completely self-funded. Anthony and Summer have pulled themselves up from their bootstraps to become known and successful. They passionately believe in quality of work and service. They are a service-oriented business and invite businesses to call their client list for a reference. Anthony and Summer have an edge over larger companies because sales are handled with the web site designer, not a salesman who has nothing to do with the final product. They stay abreast of new technology as it evolves and have the best equipment for designing web sites and other contracted work.

**Assistance Received:**

Anthony and Summer have taken advantage of SBA’s services by calling the Wyoming District Office for information and advice on where to go next. They attended a GroBiz contracting seminar to find out what’s required to work with the government. Women’s Roundtables provided them an opportunity to showcase their business.

**Number of Jobs Affected:**

Two jobs were created.

**CONTACT/ORGANIZATION**

**Leonard Holler, Regional Director  
Wyoming Small Business  
Development Center (WSBDC)  
www.WyomingEntrepreneur.Biz**

**Name & Location of Business Helped:**

Rack-Em Up Club  
128 S. Center St., Casper, WY 82601  
307-267-5194  
randy.hunt@century21.com

**Business/Economic Development Activity:** Small Business Counseling for Purchase of Business.

**Assistance Received:**

Leonard assisted the entrepreneur with the valuation of an existing business he wanted to purchase. Leonard prepared a business valuation to help determine a fair purchase price and assist in negotiating with the seller and for obtaining bank financing. The business might have closed otherwise.

**Investment:**

Ten hours of counseling and research time.

**Number of Jobs Affected**

One full-time job

**CONTACT/ORGANIZATION**

**Cindy Unger, Business Advisor  
Wyoming Small Business  
Development Center  
www.WyomingEntrepreneur.Biz**

**Name & Location of Business Helped:**

Rocky Mountain Family Medicine, LLC  
2241 Farnum St., Ste. 102  
Casper, WY 82601

Contact: Eric Lawrence, D.O.

307-315-6133

elawrence@alumni.unthsc.edu

http://rockymountainfamilymed.com

**Business/Economic Development Activity:**

A start-up medical family practice, Rocky Mountain Family Medicine, LLC was established in February 2009 and opened to the public in August 2009. The business is a full-service family medicine practice, caring for the primary health care needs of patients from birth to the elderly in the Casper area. The practice is unique in terms of having started with a fully integrated electronic medical records system, including electronic billing, prescriptions, and an e-visit option for patients.

The company was started by two new and highly motivated physicians, Dr. Eric Lawrence and Dr. Jason Strand, whose vision is to see moderate growth of their practice, without losing the personal touch so important in caring for a family's health. Drs. Lawrence and Strand believe they have hired some of the best staff in the city to create a friendly and personable environment

for both employees and patients. Both physicians completed three years of residency training in Casper during which time they were able to develop a strong professional relationship with other excellent specialists and primary care physicians in the Casper area.

**Assistance Received:**

Rocky Mountain Family Medicine, LLC received business assistance from the Wyoming Entrepreneur Small Business Development Center. They also received very useful support from other Casper physicians, with experience in practice start-up, such as Dr. Dave Ellbogen, Dr. Sam Scaling, Dr. John Tooke, as well as Chrissy Strand, CPA from PMCH in Casper.

**CONTACT/ORGANIZATION**

**Diane Johnson, President  
WIDC•Frontier CDC  
www.widcfrontier.com**

**Name & Location of Business Helped:**

Guadalajara Family Mexican Restaurant  
3350 CY Ave., Casper, WY 82604  
307-234-4699

**Business/Economic Development Activity:**

Guadalajara Family Mexican Restaurant is a popular Casper eatery, with ample parking and easy access off CY Avenue. The restaurant was opened by the current owners and management staff in 1980. As the Casper community has grown the restaurant's waiting-line during peak hours has also grown. With funding through the SBA 504 Loan Program, the restaurant has undergone a major expansion and remodeling project while continuing to serve their clientele. The dining room seating capacity has nearly doubled, the kitchen and service areas have been enlarged incrementally, exterior and landscaping upgrades round-out the improvements. Guadalajara serves a full menu of Mexican food in a colorful and charming family atmosphere.

**Assistance Received:**

SBA 504 Loan Program; participating lenders WIDC•Frontier CDC & First Interstate Bank

**Investment:**

Total Project Investment: \$883,200

**Number of Jobs Affected:**

Jobs created & retained: 30

**Name & Location of Business Helped:**

River's Edge RV & Cabins Resort, LLC  
Coal Creek Rd., Evansville, WY  
307-267-1878

**Business/Economic Development Activity:**

River's Edge RV & Cabins Resort is located near Evansville on the bank of the North Platte River, with easy access from U.S. Interstate Highway 25. Open year-round, the resort includes 14.3 acres of land with 50 oversize RV campsites, outdoor (tent) camping area, two fully-furnished rental cabins and river access. Each RV campsite is fully equipped with electrical service, water and sewer hookups and internet access. The resort also includes a 2,204 sq. ft. office and visitors center featuring a convenience store, game room, bath and shower area, laundry and conversation area. Funding for acquisition and construction of the River's Edge Resort project was provided through the SBA 504 Loan Program.

**Assistance Received:**

SBA 504 Loan Program; participating lenders WIDC•Frontier CDC & Jonah Bank of Wyoming

**Investment:**

Total Project Investment: \$1,606,000

**Number of Jobs Affected:**

Jobs created & retained: 2



**PARK  
COUNTY**

**CONTACT/ORGANIZATION**

**James Klessens, CEO/President  
Forward Cody, Inc.  
www.forwardcody.com**

**Name & Location of Business Helped:**

Cody Land Development Corporation  
Rick Patton, Chairman 307-587-3411

**Business/Economic Development Activity:**  
Planning

**Assistance Received:**

The Cody Land Development Corporation (CLDC) needed assistance to develop a Master Plan for the 66-acre North Cody Industrial Park. Leah Bruscano, Regional Director, Wyoming Business Council, assisted the group in obtaining Community Development Block Grant (CDBG) planning assistance through the Wyoming Business Council. In January 2009 the CLDC selected GDA Engineers to provide technical expertise in the process. An active planning team representing a cross section of community interests provided input into the plan. Because of the irregular parcels and terrain, the planning process was challenging. By May, a plan detailing the proposed lot configuration, infrastructure and access was completed. As the City of Cody completes a \$3 million infrastructure project, which will bring water and sewer to the area in fall of 2010, parcels ranging from 2 to 10 acres will become an ideal site for light manufacturing or industrial uses.

**Investment:**

The planning study including professional services and in-kind contributions cost the CLDC approximately \$40,000. A CDBG grant of \$25,000 was received from the Wyoming Business Council.

**How this Project Affected the Community:**

The Master Plan does not create jobs in itself. Rather, the Plan sets the stage for the creation of light manufacturing and industrial jobs in the future.

**Name & Location of Business Helped:**

Global Cyber Technologies  
David Reetz, CEO

**Business/Economic Development Activity:**  
Business Start-Up

**Assistance Received:**

Global Cyber Technologies announced the formation of a joint venture of Eleutian Technology and Seoul Digital University (SDU) in September. The company will pair the capacity of Korea's largest online university with the educational delivery system of Eleutian to develop content for online classes. Global Cyber will devise curriculum and programming to deliver in conjunction

with SDU in Korea and throughout the world. The venture utilizes northwest Wyoming's tremendous fiber connectivity, air service and amenities to attract educators on a short-term basis during program design. The program is led by well-known economic developer David Reetz and Eleutian's Kent Holiday.

**Number of Jobs Affected:**

Global Cyber is currently working to fill the initial 6 positions and will expand to 10 positions during 2010.

**Name & Location of Business Helped:**

Sleeping Giant Ski Area

**Assistance Received:**

Sleeping Giant Ski Area, one of the oldest ski areas in the U.S. was closed in 2004. The owners simply could not afford the necessary infrastructure improvements to keep the mountain viable. Through the leadership of community advocate Jim Nielsen, the assets of the mountain were purchased by the non-profit group Yellowstone Recreations. Yellowstone Recreations, in cooperation with Park County and Forward Cody, sought funding through the Wyoming Business Council's Community Enhancement program. The successful application put forth a strong challenge to the community - raise \$800,000 and the state will invest \$500,000. The community rose to the occasion and raised nearly \$900,000 to match state funding. Infrastructure, consisting of two lifts, snowmaking equipment and the electrical power supply are installed and are operational. With a little help from Mother Nature, the Sleeping Giant will awaken and open for operation in early December.

**Investment:**

Wyoming Business Council – Community Enhancement Funding: \$500,000  
Citizens of Cody and the Big Horn Basin: \$900,000 fundraised  
This funding completed the four components of infrastructure. Additional funding obtained for other necessary improvements and the acquisition of the mountain exceeds \$2 million.

**Number of Jobs Affected:**

The Sleeping Giant will employ 22 full-time and approximately 15 part-time employees during the winter season. Seven positions will be year-round.

**CONTACT/ORGANIZATION**

**Bruce Morse, Regional Director  
Wyoming Small Business  
Development Center (WSBDC)  
[www.WyomingEntrepreneur.Biz](http://www.WyomingEntrepreneur.Biz)**

**Name & Location of Business Helped:**

Leather Design  
B.J. Griffin  
552 Ave G, Powell, WY 82435  
307-754-4646 • [bjgriffin@bresnan.net](mailto:bjgriffin@bresnan.net)  
[www.leatherdesign.net](http://www.leatherdesign.net)

**Business/Economic Development Activity:**

Custom leather work including wallets, belts, purses, but primarily chaps and chinks. B.J. does custom designs for specific events including the Tough Enough to Wear Pink (TETWP) rodeos throughout the country to benefit cancer research, awareness and in some situations to help people battling cancer. In 2006 B.J. asked her son, Jake Griffin, to wear a pair of the "pink" chaps at the Northern International Livestock Exposition (NILE) rodeo in Billings, MT. Since 2006, the handcrafted pink ribbon chaps and chinks have raised nearly \$250,000, which has gone to different communities' cancer charities. The first pair of chinks made their debut at the National Finals Rodeo in Las Vegas, worn by Karl Stressman, who is now the CEO for the Profession Rodeo Cowboys Association. Also, Miss Rodeo America 2007 and 2008 proudly wore the pink ribbon chaps during their reign. B.J. works very closely with the Wrangler® Company, as she displays the logo on her products. She has now made over 100 pair of these numbered, limited edition products.

**Assistance Received:**

Leather Design was looking for a way to consolidate some debt and free up working capital to allow B.J. to focus on production of her one-of-a-kind, hand-made products, which were becoming more popular. She approached Bruce Morse of the WSBDC for assistance to update her business plan and approach a bank, which ultimately proved successful.

The Wyoming Business Council (WBC) assisted B.J. by having her web site reviewed by the Wyoming Market Research Center (WMRC), which resulted in a re-design. In addition, they

reviewed her marketing materials and a letter she planned to use to introduce her products to various rodeo committees.

**Investment:**

B.J. has invested thousands of hours and lots of her own funds to keep this business moving forward and growing. She recently applied for, and received, a U.S. Small Business Administration ARC (American Recovery Capital) loan in the amount of \$23,700 through her local lender, which allowed her to pay off some higher rate, short-term credit and free up working capital to stimulate business growth.

**Number of Jobs Affected:**

This is a one person company at this point, but B.J. would like to be able to hire and train someone to do some of the prep work to free her up to concentrate on final production and marketing.

**CONTACT/ORGANIZATION**

**Shelli Stewart, Public Information Officer, Wyoming Department of Workforce Services**  
[www.wyomingworkforce.org](http://www.wyomingworkforce.org)

**Name & Location of Business Helped:**  
Northwest Community College

**Business/Economic Development Activity:**  
Workforce Training

**Assistance Received:**  
Workforce Investment Act

**Number of Jobs Affected:**  
Joe Dankelman attended Northwest Community College with WIA funding from 2007-2009. He graduated with honors (GPA 3.78) May 2009 with an AAS Degree in Welding Technology. He was named Student of the Year at Northwest Community College in 2008-09

During the summer of 2009, he used his welding skills to help build the new swimming pool for the City of Powell. He is a single parent with one son. He is also a former Department of Vocational Rehabilitation client. Although he had many obstacles to overcome, he persevered and had a successful outcome with the help of Wyoming Workforce Investment Act funding and Vocational

Rehabilitation funding. He has now chosen to pursue additional education and is enrolled at Northwest College to obtain an AAS Degree in Business Administration/Drafting. Joe is a wonderful example of how WIA funding changed the life of one individual and his family.

**CONTACT/ORGANIZATION**

**Diane Johnson, President**  
**WIDC•Frontier CDC**  
[www.widcfrontier.com](http://www.widcfrontier.com)

**Name & Location of Business Helped:**  
Cody Cattle Company  
1910 DeMaris St., Cody, WY 82414  
307-272-5770  
[www.thecodycattlecompany.com](http://www.thecodycattlecompany.com)

**Business/Economic Development Activity:**  
The owners of the picturesque and popular Cody Cowboy Village hotel have added a western-style family dinner and entertainment complex adjacent to their hotel property. The Cody Cattle Company is open from Memorial Day through the end of September, featuring a western buffet dinner and family-appropriate western stage show. Each evening the show opens with a popular comedian, followed by the Rocking M Wranglers country music band of Jim and Jeanne Martin. The owners believe the addition of the entertainment venue will encourage travelers to spend an additional night in Cody. Funding for the Cody Cattle Company land acquisition, facility design and construction was provided through the SBA 504 Loan Program and the USDA-IRP Loan Program.

**Assistance Received:**  
SBA 504 Loan Program; participating lenders WIDC•Frontier CDC & Wells Fargo Bank, and the USDA-IRP Loan Program participating lender Frontier CDC

**Investment:**  
Total Project Investment: \$1,451,808

**Number of Jobs Affected:**  
Jobs created & retained: 33



**PLATTE COUNTY**

**CONTACT/ORGANIZATION**

**Ruth Vaughn, President**  
**Chugwater Historical Unity Group**  
[www.chugwater.com](http://www.chugwater.com)

**Name & Location of Entity Helped:**  
Chugwater Museum  
PO Box 33, 404 First Street  
Chugwater, WY 82210  
307-422-3509

**Business/Economic Development Activity:**  
Tourism infrastructure development

**Assistance Received:**  
1. Support from Town of Chugwater through their SLIB Consensus Grant - total \$656,000, of which \$120,000 was used for the museum building.  
2. Wyoming Community Foundation for Museum Restoration made possible through the Kendig Legacy Endowment Fund for \$10,000.  
3. \$5,000 contribution from community members.

**History of Project:**  
In 2007 the Chugwater Historical Unity Group (CHUG) started looking for another place to have the Chugwater Museum since the building it was in had been sold to a new owner who increased the rent and began looking for a commercial tenant. After much hard work to find or build a suitable building, the Town of Chugwater was finally successful in receiving a SLIB Consensus Grant in 2008 for \$656,000 from which they used \$120,000 to purchase Earl's Super Station on First Street and repair the exterior. They agreed to lease this building to CHUG if the group was able to procure the money for interior renovations. Upon visiting it the first time it looked like a hopeless and expensive building to fix up to be usable, but CHUG never

gave up and decided to fix it one room at a time if needed. CHUG had a member who donated \$5000, which started the group on the way to repairs. Thanks to the help of Karen Guidice, the town's Clerk/ Treasurer, CHUG was successful in their application for a \$10,000 grant from the Wyoming Community Foundation for Museum Restoration, which was made possible through the Kendig Legacy Endowment Fund. The work then began in earnest and they hired local contractors to repair the interior stucco walls, ceilings, floors, lights, etc. Thanks to two CHUG members who spent last winter in the museum cleaning up, they were able to move and store the museum articles from the old location to the newly repaired room with the help of 30 people from the community in February 2009. The history students from the Chugwater School helped move all of the display cases, so CHUG was able to open the doors of the museum for the public by Memorial Day weekend. There will be a grand opening on Memorial Day in 2010, ready for the tourist season.

## CONTACT/ORGANIZATION

**Dan Brecht, Director  
Platte County Economic  
Development  
[www.pcedwyo.com](http://www.pcedwyo.com)**

**Name & Location of Business Helped:**  
This community development project was designed to help all the businesses in Wheatland through improvement of the south gateway off I-25.

**Business/Economic Development Activity:**  
Community development project that involved the cleaning up of an unused site along the south entrance into Wheatland, planting trees & shrubs and adding flower beds at 11 street corners along the site, and maintaining the site through a cooperative effort of the Town of Wheatland, Wyoming Department of Transportation, NRCS, and many local businesses, organizations, churches and individuals.

**Assistance Received:**  
Wyoming Cooperative Landscape Grant from the Department of Transportation \$7,000  
Platte County Resource District \$1,000

### **Investment:**

In-kind donation from the Town of Wheatland amounting to over \$7,000. Donations from businesses, organizations, churches and individuals to pay the cost of trees, shrubs, perennials, landscape bricks and materials for the drip system.

### **How this Project Affected the Community:**

This gateway beautification project affected the way in which many of the residents of Wheatland view their community.

## CONTACT/ORGANIZATION

**Bruce W. Heimbeck, Community  
Development Coordinator  
Guernsey Economic and Tourism  
Development Corporation  
[www.townofguernseywy.us](http://www.townofguernseywy.us)**

**Name & Location of Business Helped:**  
Town of Guernsey  
Box 667 Guernsey, Wyoming 82214  
307-836-2235 • [www.townofguernseywy.us](http://www.townofguernseywy.us)

**Business/Economic Development Activity:**  
The project was the revitalization on an existing park for tourism and local recreation. The project included the addition of recreational opportunities and picnicking for tourists and local citizens.

### **Assistance Received:**

The Town of Guernsey had a small fund of \$6,000 earmarked for West Park from Community Gas funds. This was the start of the work to install three picnic tables and a 9-hole disc golf course in the park. Local businesses also contributed to this project by sponsoring holes on the golf course. The next project in the park was a skate park for the local youth. The Tony Hawk Foundation gave the town a grant award of \$5,000 as well as American Ramp Company (\$5,000) and the Wyoming Episcopal Diocese Wind and Wings Foundation (\$5,000) and the local Parks and Recreation Department (\$2,300). The town contributed \$7,500 and labor for concrete and installation. The local skaters also raised \$1,200 for concrete for the skate park. A Land and Water Conservation grant in the amount of \$34,500 was secured for additional improvements including a playground, three picnic shelters, additional irrigation and sidewalk.

### **Investment:**

The total investment in West Park is currently at \$65,500 from the grants mentioned above and funds from the Town of Guernsey. The town's share of the funding was \$17,500 cash with grants, in-kind donations and gifts accounting for the rest.

### **How this Project Affected the Community:**

This project has had a very positive effect on the community in giving recreational activities to the citizens, constructive activities to youth, providing a place for picnicking for tourists, travelers and local citizens. The Community Development Plan clearly indicates that the citizens want more recreational activities and want their town to look better. This project addressed both of those identified needs.

### **Jobs affected:**

This work adds summer work for a town employee to do grounds work in the park that was not done in the past.



## SHERIDAN COUNTY

## CONTACT/ORGANIZATION

**Rick Rothwell, Professional Affiliate  
Manufacturing-Works  
[www.manufacturing-works.com/](http://www.manufacturing-works.com/)**

**Name & Location of Business Helped:**  
Tastie Foods International  
Dave Blair  
822 6th Ave E., Sheridan, WY 82801  
307-751-9553 • [dblair@tastiefoods.com](mailto:dblair@tastiefoods.com)

**Business/Economic Development Activity:**  
Dave Blair of Tastie Foods International is an entrepreneur who has developed a line of natural and gluten-free snack foods. The foods include flavored raisins and oatmeal.

Tastie Foods International is looking to distribute these natural and healthy



our allies—Kennon Products has been exporting almost since its inception. In 1999, the company's efforts were recognized by being named as the SBA's Wyoming Exporter of the Year award winner. Currently, about 8-10% of sales are made to overseas buyers in almost a dozen countries.

**Assistance Received:**

In recent years, the firm has been developing some significant new products, such as advanced thermo-acoustic insulation for military aircraft and a lightweight ballistic protection system for aircraft. While these efforts have been initiated and supported by Small Business Innovation and Research (SBIR) awards, the company also has been funding some of its ongoing research and development efforts. Consequently, as sales flat-lined in the fall of 2008, the company found a need for additional working capital to keep its R&D efforts going. An SBA Express loan provided by its local lender met that need, allowing the company to continue its efforts to diversify its product mix while continuing to support both its domestic and international customers. "We moved to Wyoming for the quality of life," owner Kensey said, "but that doesn't mean can't sell our products overseas. And gratefully, SBA has helped make that possible."

**Number of Jobs Affected:**

25 jobs created by this business.



# SUBLETTE COUNTY

## CONTACT/ORGANIZATION

**Mark Atkinson and Leonard Holler**  
– SBDC Regional Directors  
**Wyoming Small Business Development Center (WSBDC)**  
[www.WyomingEntrepreneur.Biz](http://www.WyomingEntrepreneur.Biz)

**Name & Location of Business Helped:**

Pine Creek Family Counseling, LLC  
Dayle Read-Hudson  
PO Box 92, Pinedale, WY 82941  
307-367-3243 • [dayler@hcbh.org](mailto:dayler@hcbh.org)

**Business/Economic Development Activity:**

Small business counseling and merger of local business to expand services.

**Assistance Received:**

Assisted entrepreneur with business operation skills and assisted with the valuation of her existing practice that another organization wanted to purchase. Prepared a business valuation to help determine a fair purchase price and assisted the seller in negotiating a reasonable sales price with the buyer and her compensation for continued services with the organization. The business can now service more clients in the community because of the expanded program.

**Investment:**

Eighteen hours of counseling and research time.

**Number of Jobs Affected:**

One full-time and two part-time employees

## CONTACT/ORGANIZATION

**Mark Atkinson, Regional Director**  
**Wyoming Small Business Development Center (WSBDC)**  
[www.WyomingEntrepreneur.Biz](http://www.WyomingEntrepreneur.Biz)

**Name & Location of Business Helped:**

Rocky Mountain Home Center  
Scott & Pam Grove  
1552 Hwy. 191, Pinedale, WY 82941  
307-367-6711 • [sgrove@wyoming.com](mailto:sgrove@wyoming.com)

**Business/Economic Development Activity:**

This is an amazing story of Scott and Pam Grove who own the Rocky Mountain Home Center in Pinedale. Recently the business suffered a devastating fire that destroyed their building. Insurance did not cover all loss, so the Groves made strategic decisions and had the building rebuilt after operating in very challenging conditions and landed squarely on their feet.

Scott contacted the SBDC because he wanted to look at some planning and marketing ideas, since the economic conditions of our country had slowed business.

Mark visited their new store, which was very nice and well organized. They began with a discussion of business planning and marketing with continued dialogue on eCommerce, a new focus for the center.

Mark also recommended Bruce Morse, Wyoming Entrepreneur Regional Director, for a Financial Health Checkup. Scott and Pam provided all needed data to Bruce and the report was provided.

Another thing they worked on was a marketing plan. Mark explained the process and the Groves put together a nice plan to schedule advertising and promotional events one year out.

More recently, they have been talking about funding for some ideas Scott has for the business. They have discussed funding options and how to prepare for them.

Finally, Scott was kind enough to come to a Small Business Administration (SBA) sponsored class in Pinedale a few weeks ago and talk about his experiences using the SBDC's service.

It should be acknowledged the Groves are not typical entrepreneurs. Not only did they champion a tremendous loss with the fire, but they came back willing and ready to re-invent themselves in order to ensure sustainability of an already great business. Their continued learning and re-invention is a mark of true entrepreneurship.

**Assistance Received:**

Assistance was provided by two Wyoming Entrepreneur Small Business Development Center Regional Directors for the services listed above.

**Investment:**

Currently seeking SBA guaranteed funds to add new product lines and re-construct their website.

**Number of Jobs Affected:**

Four full-time jobs retained.





# SWEET-WATER COUNTY

## CONTACT/ORGANIZATION

**Brad Sutherland, President  
Green River Futures, Inc.  
[www.greenriverfutures.com](http://www.greenriverfutures.com)**

**Business/Economic Development Activity:** Tomahawk Building Project: Green River Futures, Inc. has received an initial CDBG Downtown Development grant of \$300,000 and is to be awarded \$146,473 from the American Recovery and Reinvestment Act's Retrofit Program for the renovation of the Tomahawk Building. This 90-year old historic building lies in the heart of downtown Green River and will offer over 20,000 square feet for retail shops and professional office suites when completed. The City of Green River through its Main Street program has pitched in \$100,000 and provided volunteer labor while Green River Futures is using over \$100,000 of its own cash for the project. The project has also been awarded an architectural grant by a SHPO/Main Street joint grant program. This project will renovate the exterior to its original historic look while remodeling the interior for more modern purposes in compliance with today's building codes. The project is being supported by Green River Main Street, Urban Renewal Agency, Green River Historic Preservation Society, Green River Chamber of Commerce and many more. It will provide a very attractive space at a reasonable price to businesses that are starting up or wanting to expand. About 60% of the space will be for retail space and 40% will be

used for office suites that are suitable for residence. This type of live/work units have been identified as very helpful for new-age entrepreneurs and will help renovate the downtown area. Green River Futures will need to apply for another \$2 million in grants to complete the project, but with its partners it will renovate the exterior, remove all asbestos and remodel the main street-level shops for building code compliance and attractiveness. These are big projects for small towns and cooperation and partnership are essential for success.

## CONTACT/ORGANIZATION

**Sharon S. Nichols, Marketing Assistant and PIO Susan Rezanina, Business Development Specialist U.S. Small Business Administration  
[www.sba.gov](http://www.sba.gov)**

**Name & Location of Business Helped:** The Oil Can, LLC  
Angela Gonzalez  
1365 East Teton Blvd. Green River, WY 82935 • 307-875-7557

**Business/Economic Development Activity:** Angela Gonzalez is the sole owner of The Oil Can, LLC, which is a full service oil and lube shop. They do everything from changing oil to transmission flushes and are able to inspect and maintain vehicles with the utmost confidence. As an added feature, The Oil Can also services window placements, chip repairs and replacement of damaged window wiper blades.

**Assistance Received:** Angela and her husband were young, so getting a loan to purchase her family's business was difficult. Finally, Larry Harkrader, past president of State Bank, Green River, thought they would qualify for an SBA 7(a) loan. He was able to get a loan approved for them. In February 2001, the business was purchased from Angela's parents.

**Number of Jobs Affected:** When Angela hired Curtis Hunt as shop manager she knew he would do a good job and work hard to keep good help. When Angela took over the business, she had five employees and has retained five employees.

**Name & Location of Business Helped:** Dr. Paul Zancanella  
Mountaineer Animal Clinic  
1801 Yellowstone Road, Rock Springs, WY 82901 • 800-491-6698  
[www.mountaineeranimalclinic.com](http://www.mountaineeranimalclinic.com)

**Business/Economic Development Activity:** Since 1977, Dr. Zancanella has owned and operated Mountaineer Animal Clinic. The Clinic treats all species of animals including exotic and reptiles. Over the years, the clinic has evolved into a hub of veterinary medicine for Southwestern Wyoming. Many advanced surgical and diagnostic services are available including digital X-rays, endoscopy, as well as surgical and therapeutic laser.

**Assistance Received:** "The partnership with the SBA and Nema Martin at Wells Fargo Bank was instrumental in the great success of our business" says Dr. Zancanella and his wife, Vicky. With the help of SBA and the Office Manager of 12 years, Deniece Tanner, they were guided through the SBA loan process and were able to do a major expansion, which includes 2,500 square foot pet motel and grooming building as well as an 1,800 square foot addition on the animal hospital and a major upgrade and facelift of the whole facility.

**Number of Jobs Affected:** The Mountaineer Animal Clinic has evolved from a doctor, a receptionist and a technician in 1977 to 17 staff members and 3 doctors. The clinic services 8,000 active clients.

## CONTACT/ORGANIZATION

**Diane Johnson, President  
WIDC•Frontier CDC  
[www.widcfrontier.com](http://www.widcfrontier.com)**

**Name & Location of Business Helped:** Work Warehouse, Inc.  
2400 Cascade Drive  
Rock Springs, WY 82901  
307-362-5324

**Business/Economic Development Activity:** Work Warehouse is a well-known retailer of good quality industrial, outdoor and recreational clothing with stores in Gillette,

Casper and Rock Springs. The physical location of the Rock Springs store was limiting potential growth and expansion. In January 2009, a new and larger Work Warehouse opened on Cascade Drive, just north of U.S. Interstate Highway 80 (I-80). The new store features 12,000 sq. ft. of retail space, inventory storage, offices, and ample parking on 2.62 acres of land. Funding for land acquisition, building design and construction was provided through the SBA 504 Loan Program

**Assistance Received:**

SBA 504 Loan Program; participating lenders WIDC•Frontier CDC & American National Bank

**Investment:**

Total Project Investment: \$2,138,970

**Number of Jobs Affected:**

Jobs created & retained: 35

**Name & Location of Business Helped:**

Wiki Hawaiian BBQ  
76 Gateway Boulevard  
Rock Springs, WY 82901  
307-482-0633

**Business/Economic Development Activity:**

The owner of the Bonsai Restaurant, and equity partner in several Asian restaurants in Casper, has purchased a 2,833 sq. ft. building for the new Wiki Hawaiian BBQ restaurant in Rock Springs. Located on Gateway Boulevard, the restaurant is in a popular retail, commercial and hospitality area of the city. The fast-food restaurant, with a seating capacity of 66, will feature popular dishes from countries throughout Asia. Recognizing the lack of a local available workforce, the restaurant owner will recruit employees from out-of-state, and provide comprehensive training and housing locally. Wiki Hawaiian BBQ restaurant is a woman-owned small business, well positioned to receive funding through the SBA 504 Loan Program for purchase of the building.

**Assistance Received:**

SBA 504 Loan Program; participating lenders WIDC•Frontier CDC & First Interstate Bank

**Investment:**

Total Project Investment: \$689,250

**Number of Jobs Affected:**

Jobs created & retained: 15



**TETON COUNTY**

**CONTACT/ORGANIZATION**

**Margie Rowell, Regional Director Wyoming Small Business Development Center (WSBDC) www.WyomingEntrepreneur.Biz**

**Name & Location of Business Helped:**

Strappedbelts  
John Frechette  
PO Box 702, Jackson, WY 83001  
www.strappedbelts.com

**Business/Economic Development Activity:**

Strapped Belts, a glass design studio in Jackson Hole founded by John in 2008, has a myriad of designs all made by hand to create a one-of-a-kind piece of wearable art. Specialties include belt buckles, one-of-a-kind jewelry and cuff links.

**Assistance Received:**

John contacted the WSBDC looking for general business start-up information and guidance, and recordkeeping/QuickBooks assistance. John is a home-based online manufacturing business. His products are sold through local merchants as well as through his website. He is a booth holder at the New York International Gift Show (the “big daddy” of gift trade shows) and has utilized the Wyoming Business Council Trade Show Incentive Grant to attend. He is also looking forward to some specialized training from assistance through a Wyoming Workforce Training Fund Grant through the Dept. of Workforce Services. This opportunity will allow John to diversify his products.

**Investment:**

Owner Equity investment \$5,000

**Number of Jobs Affected:**

One job created

**CONTACT/ORGANIZATION**

**Elizabeth Parks, Wyoming Entrepreneur Market Research Center (WMRC), Wyoming Small Business Development Center (WSBDC) www.WyomingEntrepreneur.Biz**

**Name & Location of Business Helped:**

Hamish Tear Photographics  
Hamish Tear  
2087 South Park Ranch Road  
Jackson, WY 83001  
307-413-2789

hamishtear@hotmail.com  
www.hamishtearphotographics.com

**Business/Economic Development Activity:**

Visual Reality 360 Panoramas, Elevated Photography, Creative Photography. User-controlled 3D images are the perfect solution to being onsite without really being there. Hamish has entered the real estate, hospitality and business/restaurant markets with his online interactive technology. Clients include the City of Jackson, the National Wildlife Art Museum, Yellowstone National Park and businesses, homes and restaurants in the US and Europe. Hamish has also donated his services for organizations around Jackson including the Jackson Town Square and the Teton County Recreation Center.

**Assistance Received:**

With an extensive background in photojournalism, Hamish saw the industry turning to the production of VR Panoramas allowing online users an interactive experience. Seeing many markets for this technology, he made the decision to pursue training and start his own business. He turned to Margie Rowell, WSBDC Regional Director, for initial guidance regarding the Wyoming Workforce Training Fund grants and business plan information. Mark Atkinson, WSBDC Regional Director, assisted with e-commerce and website development questions. Anya Petersen-Frye, WSBDC Regional Director, assisted with business plan direction and a more strategized approach to marketing.

Hamish also contacted Roger Bower, Wyoming Business Council (WBC), seeking contact lists for potential clients. Roger contacted Mike Lambert, WMRC Manager, who provided lists for Hamish.

Elizabeth Parks, WMRC, connected with Hamish through the WyomingEntrepreneur.biz NING site and assisted with an extensive analysis of markets and a preliminary website optimization analysis.

**Investment:**

Hamish spent countless hours and dollars researching VR Panorama 3D training programs. He was able to connect with experts in the field to get top-notch hands-on training, resulting in several new clients. Building his website involved a very large learning curve since specialized technical skill is required to place 3D files on the web.

**Number of Jobs Affected:**

1 job created. Hamish is the sole proprietor with anticipated growth to come. Marketing, sales and web management will all be needed as business increases.



# UINTA COUNTY

## CONTACT/ORGANIZATION

**Rick Rothwell-Professional Affiliate Manufacturing-Works (M-W)**  
[www.manufacturing-works.com/](http://www.manufacturing-works.com/)

**Name & Location of Business Helped:**

Designs by K&S, LLC  
115 Hunt Ave., Evanston WY 82930  
307-789-5195 • slhumph@q.com

**Business/Economic Development Activity:**

Kevin and Sheri Humphrey of Designs by K&S had innovations that they had designed but did not know how to get them to market. Kevin and Sheri are American inventors who are using their creative and entrepreneurial skills to build a business. Their products include a foldable, collapsible table and unique house slippers shaped like autos.

**Assistance Received:**

The Humphreys attended a Eureka Business Translation Workshop sponsored by Manufacturing-Works. They were able to learn to translate their innovation into a clear idea that anyone could understand, value it via a sales forecasting tool, and connect to potential partners in America. Manufacturing-Works was able to provide the Humphreys a no-charge (usually \$2500) Merwyn Business Simulation (MBS), due to the national leadership role that M-W has taken in this U.S. Department of Commerce program.

The Humphreys were able to sign a national manufacturing and distribution deal within one month. The MBS report helped the Humphreys to think deeper about their products than they ever had, and better understand how to communicate with the businesses that could manufacture and distribute the product.

## CONTACT/ORGANIZATION

**Shelli Stewart, Public Information Officer, Wyoming Department of Workforce Services**  
[www.wyomingworkforce.org](http://www.wyomingworkforce.org)

**Name & Location of Business Helped:**  
City of Evanston

**Assistance Received:**

WIA Youth/America Reinvestment and Recovery Act

**How this Project Affected the Community:**

City of Evanston employed Josh Kallas at the local youth center. He did a fantastic job throughout the summer. The kids as well as the other employees said that he did a great job. The youth center has a grant that allows him to continue working at the youth center. After the American Reinvestment and Recovery Act dollars went away he is still able to continue working. The City is very pleased with him and is excited to keep him on board.

**Name & Location of Business Helped:**  
Uinta Co. School District and Town of Mountain View

**Business/Economic Development Activity:**  
MentorAbility Summer Work Program

**Assistance Received:**

Summer youth employment

**How this Project Affected the Community:**  
Excerpt from the Bridger Valley Pioneer Newspaper:

For the past several years Mountain View School District, in partnership with MentorAbility and local businesses, has united students with local employers in an educational networking situation to experience the world of work. Participating in the Summer Work Program plays a significant role in a student's life. Students are exposed to employers and employees who teach them the value of quality work ethics, the opportunity to explore a variety of careers, earn money, and build a network for future opportunities.

Employers are the key element to the success of the Summer Work Program. They provide the summer work position along with directing students in developing appropriate skills for the workplace. These experiences provide the students with hands-on opportunities to learn about a variety of jobs within their community and the skills needed to gain future employment. In addition to the Summer Work Program, students are involved in career exploration through work experiences, site visits and job shadowing experiences.

One of the students who excelled during the work program was sophomore Aaron Oehler. Oehler worked for the Town of Mountain View. He did things including patching roads and landscaping for the town. After the program was over, Oehler was hired by the town to work for the rest of the summer and plans to work there again next year. "The overall goal is to give kids different experiences and link it back to school," said Dan Mair, who is in charge of the program for the school."

**Name & Location of Business Helped:**  
Uinta Co. School District and Town of Mountain View

**Business/Economic Development Activity:**  
Workforce development for summer youth

**How this Project Affected the Community:**

The Department of Workforce Services was able to place seven youth with the Uinta County Library. It started out as five youth at the Evanston library. These youth were such a big help that Workforce Services also was able to place one

youth each at the Mountain View and the Lyman branches in the valley. All of the libraries were very happy to have these youth helping out with the different programs that they had going on this summer.



## WASHAKIE COUNTY

### CONTACT/ORGANIZATION

**Le Ann Baker, Executive Director  
Washakie Development Association  
(WDA)**

[www.washakiedevelopment.com](http://www.washakiedevelopment.com)

**Name & Location of Business Helped:**  
Fair View Industrial Park, on 15 Mile Road northwest of Worland.

**Business/Economic Development Activity:**  
Planning of and submission of a Wyoming Business Council Business Ready Communities Grant application for phase 1 of a 3-phase 80-acre Fair View Industrial Park.

**Assistance Received:**

The Washakie Development Association (WDA) in partnership with the Washakie County Commissioners, guided by Leah Bruscano, Northwest Regional Director of the Wyoming Business Council, spent several months researching 11 potential sites for business/industrial development in Washakie County. After challenges consisting of environmental, flood plain, water availability, private ownership, underdeveloped infrastructure and available funds issues, the county commissioners volunteered to donate over 80 acres of land for the project in a suitable area for an industrial park. Engineering Associates was hired to do the master plan for the 3 proposed phases of the Fair View Industrial Park. The county then agreed

to be the applicant and WDA prepared the grant application for a Business Ready Communities Grant from the Wyoming Business Council (WBC). A decision from the WBC is expected in December with SLIB approval in January 2010. Construction of phase 1 is planned to begin spring/summer of 2010. Targeted industries include warehousing, distribution centers, service businesses, trucking services, small manufacturing, value added agricultural opportunities and more.

**Investment:**

- Washakie County Land Value phase one: \$53,000
- Washakie Development Association Planning and Engineering fees: \$47,000
- Washakie Development Association using 1% General Purpose Tax Funds: \$115,000
- Proposed Wyoming Business Council Business Ready Communities Grant; \$2,026,133

**How this Project Affected the Community:**

When approved, phase 1 of the Fair View Industrial Park will create 7 business-ready lots for industrial development as well as provide for an important infrastructure corridor for the future phases of the master plan. This will develop county land and move it to private ownership and on to the tax roll. It will also create sustainable wage jobs, diversify our county's economy and extend the infrastructure for future opportunities.

### CONTACT/ORGANIZATION

**Bruce Morse, Regional Director  
Wyoming Small Business  
Development Center (WSBDC)**  
[www.WyomingEntrepreneur.Biz](http://www.WyomingEntrepreneur.Biz)

**Name & Location of Business Helped:**

The Flower Exchange  
Katherine (Katie) Tommerup  
224 N. 10th St., Worland, WY 82401  
307-347-9819

**Business/Economic Development Activity:**  
Flower and gift store

**Assistance Received:**

In March of 2008, Katherine (Katie) Tommerup contacted the WSBDC with questions about purchasing a local business

that was for sale, the Flower Exchange. The WSBDC Regional Director met with her and other family members to talk about possible ways to structure the transition. Over the next several months, cash flow projections were developed and a business valuation was performed by the WSBDC valuation expert at the request of the lender, and a deal was finalized.

**Investment:**

The final structure contains family involvement, a U.S. Small Business Administration (SBA) guaranteed bank loan and some seller financing. In addition, the seller agreed to stay on for a period of time to ease the transition. This is an example of several players – the buyer, the seller, the bank, the WSBDC and the SBA - coming together to make the project work, which would have been difficult to accomplish as originally proposed.

**Number of Jobs Affected:**

The sale of this business helped to retain three full-time jobs and several part-time jobs in the Worland community in addition to allowing a younger business owner to acquire the business.

**Payroll:**

Total payroll for this business is approximately \$75,000



## WESTON COUNTY

### CONTACT/ORGANIZATION

**Shelli Stewart, Public Information  
Officer, Wyoming Department of  
Workforce Services**  
[www.wyomingworkforce.org](http://www.wyomingworkforce.org)

**Business/Economic Development Activity:**  
Workforce Training

**Assistance Received:**

Workforce Investment Act (WIA)

**Number of Jobs Affected:**

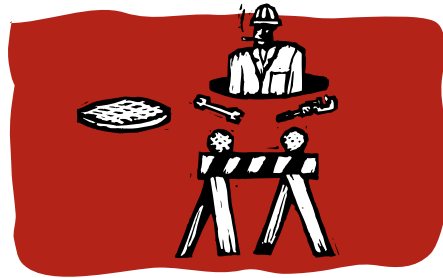
Margaret is a 27-year old mother of two. She has been into the Newcastle Workforce Center many times over the last several years. Before she was married and had children, she was very interested in applying for WIA funding to help her with post-secondary training in welding. Margaret has always been interested in non-traditional training and work; she likes to work outdoors and work with her hands.

Margaret had very little work experience before being married, and only two short-term jobs since her children were born. Her family lives on a ranch in Weston County where her husband works as a ranch hand. Margaret has been willing to do most any type of manual labor work, but now with two small children and her brief work history, she has not been able to find suitable employment. Margaret was very interested in gaining a commercial drivers license (CDL) to improve her job prospects locally. When the Newcastle Workforce Center offered local CDL training in partnership with Eastern Wyoming College and McMurry Training Center, Margaret wanted to apply. The four-week course was to be offered at the Weston County Fairgrounds, and Newcastle Workforce Center utilized WIA funding for those participants who were eligible.

There was a good deal of interest in this local training from Weston County residents for the five training slots. Margaret successfully completed the truck driver training and McMurry Training Center assisted her at their Casper facility until she obtained her license.

She was hired by the school district and has just finished two weeks of training and obtained a bus endorsement for the local school district to drive school bus. The hours will be compatible with daycare and school schedules.

Margaret can look forward to a long and successful career with the school district, and a successful outcome for the Newcastle Workforce Center partnership and expenditure of WIA training funds that assisted her in gaining occupational skills and entry into the workforce locally.



# MULTI-COUNTY & STATEWIDE

## CONTACT/ORGANIZATION

**Shelli Stewart, Public Information Officer, Wyoming Department of Workforce Services**  
[www.wyomingworkforce.org](http://www.wyomingworkforce.org)

**Business/Economic Development Activity:**  
 Workforce Training - Growing job-seeker skill sets

**Assistance Received:**  
 The Career Readiness Certification Initiative is a joint partnership between the following entities: The Governor's Office, Wyoming Community Colleges, Wyoming Department of Education, Wyoming Department of Corrections and the Wyoming Department of Workforce Services.

**How this Project Affected the Community:**  
 The Governor's Office, in partnership with the Wyoming Department of Workforce Services, will celebrate the issuance of the 1,000th Career Readiness Certificate and its recipient, Tosha Cate of Rock Springs.

"I am extremely proud of the way our partners around the state - from the community college system, the Department of Education, the Governor's office, our local workforce centers, the Department of Corrections - everyone has just come together to make this credential possible for our jobseekers in Wyoming," said Joan Evans Director of the Wyoming Department of Workforce Services. The next phase of this initiative will be to further educate employers on the value of hiring jobseekers that

possess this credential and the ability to demonstrate their foundational work readiness skills.

The Career Readiness Certification Initiative is a statewide program designed to foster economic and workforce development in the state of Wyoming. The career readiness certificate, powered by WorkKeys®, a product of ACT, Inc., is a nationally-recognized credential which denotes that the holder possesses the fundamental skills required to achieve success in the workplace and become a productive, valuable employee.

"We are really pleased with the recognition of Tosha as the 1,000th recipient of Wyoming's Career Readiness Certificate," said Pat Brown, Center Supervisor for Rock Springs Workforce Center. "She is truly a remarkable young mom who is taking positive steps to acquire the necessary job specific skills to secure a career with a self-sufficient wage for her and her family so she can continue to improve her life," said Brown. "Obtaining the Career Readiness Certificate has been part of that pathway for her and we want to congratulate her," Brown said.

Brown further went on to recognize the positive partnership the center has shared with the local college. "We want to congratulate and thank Western Wyoming Community College as an enthusiastic, 'can-do' partner in this Career Readiness Initiative. Their willingness to handle the details of administering the Work Keys® Assessment, to complete data transfer, and to accommodate the needs of our workforce, our businesses and our industry has just been invaluable to success of the entire initiative. We look forward to the positive and ongoing relationship with Western, and to the success of the Career Readiness Initiative as a whole."

Tosha Cate, recipient of the 1,000th certificate knows the benefits of earning her Career Readiness Certificate. "When you have been out of the workforce for as long as I have taking care of your family, the WorkKeys® test helps you and our future employers to kind of gauge our potential income and educational growth," Cate said.