

# NEWSLETTER



**WYOMING** ECONOMIC  
DEVELOPMENT  
ASSOCIATION

April 2006

**W E D A**

## President's notes

Economic Development requires a long-term commitment to creating growth. The effort is complex, and a variety of "tools" are necessary to succeed. Those tools include planning, training, marketing and funding. Many of these tools, like building blocks, must be put in the right place at the right time for a community to grow. In Wyoming, we are blessed to have many of those tools in place. And so, WEDA entered this year's legislative budget session with a motto: "Wyoming's Economy: Keep it Growing!"

Our state legislators responded to WEDA's message, and have taken significant steps to further strengthen Wyoming's future. The budget now contains \$46 million for the Business Ready Communities Grant & Loan Program, of which \$8.7 million has been made immediately available to finance projects that have recently been approved. The legislature also provided new funding to begin expanding the Regional Offices of the Wyoming Business Council; increased funding for local governments; and created the Multi-Lane Highway Funding Account. Education, workforce development and jobs training remain high priorities, and the need for adequate workforce housing (not to be confused with affordable housing) is now on the legislature's radar screen.

The ongoing budget surpluses currently enjoyed by Wyoming could certainly provide additional economic development tools, and the legislature's interim committees will examine some of those opportunities. We have a real opportunity to diversify our economy and become less dependent on energy booms. But as we look ahead to the 2007 legislative session, WEDA will increasingly focus on one key

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## Business Council Explores Potential European Connections

The Wyoming Business Council coordinated a trip to Germany in November 2005 to meet with business leaders to discuss potential business partnerships between the state and European multinational corporations.

Most notable among the contacts were those with robotic technology giant KUKA and the diversified Siemens.

Bob Jensen, chief operating officer with the Wyoming Business Council, explained that the trip revealed several fits between German headquartered high tech companies and Wyoming business and research assets through the University of Wyoming and the community college system.

In the case of KUKA, the company is looking to diversify robotic applications for its products. A leader in the field of

automotive assembly automation, the company sees a need to expand into other fields and sees potential in several Wyoming business sectors.

"The idea is for Wyoming to be on the front end of the emerging automation technology industry. Our focus is on non-automotive technology applications such as welding processes, energy production and meat processing," Jensen said. "We also see potential for developing training capacity for a robotics industry workforce in Wyoming that will provide expanded opportunity for our workers. Wyoming industries can benefit from



JENSEN

this for sure but the bigger, longer term picture is the development of a Wyoming based non-automotive automation application development industry."

### FROM COLORADO TO GERMANY

The five-day trip resulted from a recent Business Council contract with US-Europe Enterprises (US-EE), which is an international business networking organization. The US-EE contract includes a tie with CXO, a business networking organization of over 600 upper level business executives along the Front Range of the Rocky Mountains.

Over the past five years, the Business Council's recruitment efforts, which make up only two percent of its

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## UW incubator to diversify economy



Jonathan Benson oversees the incubator's construction for a summer opening.



By **BRODIE FARQUHAR**,  
WEDA correspondent

The Wyoming Technology Business Center (WTBC) opens its doors this summer in Laramie, to start-up entrepreneurs and to greater diversity in Wyoming's economic future. "This could be very successful," said Tim Stamp,

president of the Laramie Economic Development Council, which has sought development of an incubator for a decade. "If Gillette can mine coal," said Stamp, "we can mine technology."

The technology-related business incubator is designed to assist Wyoming entrepreneurs, featuring educational and mentoring programs, business services and appropriate tenant space and infrastructure. A state-of-the-art information technology center will be installed to support companies with specific high-

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## Mark Your Calendar

2006

**May 16-17**, The Governor's 2006 Summit On Workforce Development, Parkway Plaza, Casper

**September 13-15**, WEDA/WCCE Fall Conference, Evanston

2007

**February 5**, WCCE Meeting & Leadership Dinner, Hitching Post Inn, Cheyenne

**February 6**, Business Day at the Legislature and WEDA/WCCE Legislative Reception, Hitching Post Inn, Cheyenne

**February 7**, WEDA Conference, Hitching Post Inn

**May 9-11**, WEDA/MEDA/EDA Conference, Holiday Inn, Cody

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

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budget, focused primarily on attracting companies from the East and West Coasts. "These efforts have not produced as well as we would like," Jensen explained, "and the Business Council this year made the strategic decision to place more emphasis on the Front Range, which then led to the US-EE affiliation and these European opportunities."

Jensen said the Business Council concluded that with limited recruitment resources, it makes more sense to market Wyoming to companies already familiar with Wyoming's attributes because of the state's proximity. These companies are easier targets for the Cowboy State to work with.

"Often in business, one door opens to another world of possibilities," Jensen explained, "In our case, networking through the contacts the US-EE contract provided led to business opportunities with German educational institutions and companies."

The US-EE contract connected the Business Council with KUKA Robotics, a robotics manufacturer headquartered in Germany with worldwide sales and a desire to expand sales into new applications to reduce its dependence on the automotive industry. KUKA executives have now visited Wyoming three times and the company's CEO is expected to personally visit the state soon to discuss potential partnerships and projects.

As the relationship developed, the Business Council decided to visit KUKA in addition to exploring other business opportunities in Germany. The Wyoming delegation included Jensen, Taylor Haynes, MD, UW Trustee and cofounder of Rocky Mountain Custom Cuts (beef); Ed Olson, Director of the Rocky Mountain Training Center at the Laramie County Community College; Tony Nevshemal, former Director of the Wyoming Research Products Center; and Steve Elledge, the Business Council's East Central Regional Director and Director of Field Operations.

The Wyoming delegation met with several European companies of which three have expressed interest in the state: KUKA Robotics; Siemens AG and a new company Cool Experts. Siemens, a huge multinational company, is interested in energy projects and have recently sent representatives to the state to follow-up on the discussions held in Germany. Cool Experts have developed new refrigeration technologies and has a unit being tested at the University of Wyoming today.

Wanting to learn more from educational institutions employing strong training models with technological industry, the Wyoming group met with several divisions of the Fraunhofer Institute, an applied research organization, and Phorzheim University, a small university partnering with industry to offer internships.

**NEXT STEPS**

The WBC is very optimistic about the KUKA Robotics tie, Jensen says. KUKA is developing a proposal to develop a robotics training program for Wyoming educational institutions, in addition to exploring the development of several new robotic applications in the state that would employ those trained in the program. Applications involving energy sector and welding applications may tie into training modules at the McMurry Training Center in Casper and a robotic baggage handling system may be introduced as a demonstration for the airline industry at Wyoming airports in the near future.

Jensen is excited by the new possibilities for diversifying Wyoming's economy, especially new ways to strengthen the ties between European business and research institutions, UW, Community Colleges and the state's business community.

"The Business Council recognizes that the culture of innovation drives business development, which is why we fund the SBIR program and the Research Products Center at the University of Wyoming," Jensen said. "Our trip further emphasizes that many innovative ideas are driven by smart, committed people and supported in a collaborative environment where University research and industry investment work together. This is what we hope to continue to foster here in Wyoming."

# Total-Info for Main Street Program

Wyoming Main Street is happy to announce the purchase of Total-Info software for its pilot Main Street communities. In March, an eight-hour training session was held for the four pilot communities in Cheyenne on Total-Info, a software package from Easy-Ware Inc., to help Main Street communities maintain their information. The software covers areas like contact management, building and business inventory, volunteer tracking, membership tracking, grant tracking, funding tracking, events, community activity reporting, group calendar, mailing labels, form letters, property information, tax assessments, broadcast e-mail and custom reporting.

In September, Wyoming Main Street started to look at ways to gather the information that the communities needed for a successful Main Street Program. They suggested the need to maintain and manage information about their contacts; volunteer, building and business inventory; fundraising efforts; the ability to store photos of buildings (before, during and after renovation); managing events; and tracking ownership history along with tax history. Total-Info was the software we chose because it is fully customizable, edits data specific for the community and it is able to add unlimited custom fields and reports. Then monthly and annual reports can be sent via electronic data transfer to the state or to a web site.

The software has a section that can use the same intuitive interface for grant management and event management to manage information in the database. Users can have grant-related deadlines appear on the same calendar as other activities. Grant-related revenue can be compared side by side with all other revenue, providing the ability to create budgets using QuickBooks Interface or another accounting programs. Staff and volunteers can access the calendar to see when grant applications are sent out, when they were awarded, and when reports, deposits and payouts are due. They can then record and report on key deliverables necessary to fulfill grant requirements.

"This software will help build the capacity of the local Main Street Programs by helping us manage our volunteer base, our building stock, and keep track of our funding sources. The software will also help us to monitor and report on our overall progress, allowing us to better manage and direct our programs," said Jane Daniels from Laramie Main Street.

Providing this software and training is just one of the many ways that Wyoming Main Street is striving to help communities with technical assistance and information.

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capacity information technology needs.

And although the center will be on the UW campus, WTBC's reach is expected to be state-wide, said Director Jonathan Benson. Based on Benson's track record within North Carolina's famed Research Triangle, WTBC should be a winner.

"Business incubators are really a 1980s tool," said Dr. Benson. While working at the Urban Institute at UNC Charlotte, Benson followed up on some research from the Massachu-

setts Institute of Technology. He found that in the early 1980s, Fortune 500 companies were losing jobs, and that small businesses were the real leaders in job development. Yet two-thirds of start-up businesses quickly fail, while others survive and grow. The reason many businesses failed, said Benson, was because they did not have ready access to key resources, such as office space and equipment, a network of mentors and advisors, venture capital and educational events.

Working with the North Carolina Technological Development Association, First Union National Bank and major private interests within the Charlotte community, Benson founded the "University Business Incubator," now the Ben Craig Center. The UNC incubator has graduated 94 small businesses, generating over \$104 million in annual economic activity and over 1,000 jobs.

Benson described the UW incubator as "mixed use," including laboratories, office space, space for light manufacturing and two high-speed Internet lines serving a data center. WTBC will also have a conference room, copier, binder, secretary, answering service and an advisory committee that can provide one-on-one counseling and quarterly planning sessions. "That last point is critical," said Benson. Start-up entrepreneurs can get so wrapped up in day-to-day business that longer-range planning "slips and slides away." Quarterly meetings with an advisory committee provides a reality check, said Benson, to see where the business has come from and where it is going. "We want people to work on their business, not just in it," he added.

Benson emphasized that WTBC will have an aggressive outreach program, designed to help start-up businesses

around the state, with mentors and advisory committees. Designed to accommodate 12 companies, give or take, WTBC will host at least four companies when it opens this summer - two are software companies that are spin-offs from the University of Wyoming. "One provides fault analysis of composite materials under extreme conditions. The other is developing Web-based calendaring: merging and displaying multiple calendars at the same time," Benson said.

Based on his Research Triangle experience, Benson said initial successes at WTBC will breed even more success. "What happens is that when people start to make money - lots of money - that stimulates other people," he said, to be creative and to take risks.

Since coming to Wyoming, Benson has heard many variants on a single theme: Wyoming needs economic diversity so its children don't have to move to other states for a good job. "We'll be able to offer high-growth opportunities," said Benson, to Wyoming's sons and daughters.

According to Bill Gern, the UW Vice-President for Research, there are now more than 800 business incubators of all types in the United States. He cited a National Business Incubator Association (the national organization supporting business incubation) report showing that 85 percent of all companies that have undergone incubation remain in business, compared to the national five-year small business survival rate of 50 percent. In the first year, Gern anticipates 50 percent occupancy, increasing to 90 percent occupancy in year four. He said well-run incubators are rarely completely full -- some space should always be available for the next new company and the next Wyoming success story.

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issue: Making sure that Wyoming has the best possible state economic development agency.

The statutory existence of the Wyoming Business Council ends in 2008, and WEDA has already begun to make sure that legislators appreciate the need for state economic development efforts to continue beyond that date. Are there things that need to be tweaked? Yes - but it is time to set aside politics and put the Wyoming Business Council on the same level as other state agencies, without the sunset clause. Without the state's ongoing support, most local economic development efforts risk profound failure. Successful economic development requires the right tools AND an effective state/local partnership. Wyoming's Economy: Keep it Growing!

Joe Coyne, WEDA President

# THE GOVERNOR'S 2006 SUMMIT ON WORKFORCE DEVELOPMENT

May 16-17, 2006, Parkway Plaza, Casper

**Essential Investments: Recruiting + Training + Retaining**

## Registration

Registration to attend the Summit is \$125. Vendor registration is \$300. To register for the Summit, please use the online registration form at [http://www.wyowdc.org/summit/2006\\_registration.aspx](http://www.wyowdc.org/summit/2006_registration.aspx) or call toll free (877) 733-3618 ext. 1.

To assist Wyoming companies in addressing their workforce issues and remain competitive, the Wyoming Workforce Development Council, in partnership with the Governor's Office, the Department of Workforce Services and the Wyoming Economic Development Association, is sponsoring the second biennial Workforce Summit to be held in Casper, Wyoming on May 16 and 17. The 2006 Summit will draw attention to the workforce opportunities and challenges of businesses in Wyoming.

Workforce shortage is one of the most crucial issues facing all businesses, both large and small, in the State of Wyoming. Due to the State's low population, consistently low unemployment rate, and continuing economic growth, Wyoming's industries are struggling to hire and retain the skilled workforce they need to prosper.

The Summit will offer several workshops by leading industry professionals, focusing on the essential workforce investments of recruiting, training and retaining employees. In addition, an awards evening will recognize the successes Wyoming has had over the last year in the workforce arena.

## AGENDA

### Monday, May 15th

4:00pm - 5:00pm: Registration

### Tuesday, May 16th

7:30am - 8:15am: Registration, Vendor Area Open, Breakfast

8:30am - 9:00am: Welcome Remarks:

Charlie Ware - Wyoming Workforce Development Council

Kathy Emmons - Wyoming Department of Workforce Services

9:00am - 10:30am: Jon Katzenbach - Leveraging the Informal Organization - The Hidden "Other Half"

10:45am - 11:45am: Laura Lefkowitz - Generations in the Workplace

12:00pm - 2:00pm: Vendor Lunch and Break

2:00pm - 3:00pm: Recruiting Best Practices

3:00pm - 4:00pm: Bill Strickland - Changing Lives Through Training

5:45pm - Social Cash Bar, Dinner and Governor's Workforce Awards

### Wednesday, May 17th

7:30am - 9:00 Breakfast and Welcome

9:00am - 10:45am: Ed Barlow - Creating a Competitive Workforce and Economic Development Advantage for Wyoming

11:00pm - 12:00pm: Harold Stolovitch - Stop Wasting Money on Training

12:00pm - 2:00pm: Lunch and Break

2:00pm - 4:00pm: Workshops:

Ed Barlow - 21st Century Literacy Approach

Harold Stolovitch - Training your Workforce

4:00pm - 4:15pm: Closing Remarks

## Summit Keynote Speakers

**Jon Katzenbach**, founder and senior partner of Katzenbach Partners LLC, authored several books including *Peak Performance: Aligning the Hearts and Minds of Your Employees*, *Why Pride Matters More Than Money: The Greatest Motivational Force in the World*, and co-authored *The Wisdom of Teams*. Katzenbach, who grew up in Lovell, will explain how businesses can leverage their informal organization, such as a workplace environment, to build employee morale.



**KATZENBACH**

**Bill Strickland** of Manchester, Penn., will discuss how training can change lives as he has observed through his own work. Strickland built the Manchester Bidwell Training Center that provides after-school and summer programs for school-aged children, as well as innovative training programs for adults in such fields as the culinary arts, horticultural technology, and medical coding.



**STRICKLAND**

**Ed Barlow**, a futurist, speaks to organizations in their effort to prepare for tomorrow's business world. Barlow is the president of Creating the Future, Inc. Barlow's presentations focus on the processes of change and enabling businesses to navigate through those processes.



**BARLOW**

**Harold Stolovitch**, has been a teacher, trainer, researcher and consultant for over 40 years. Stolovitch has authored over 200 publications on various aspects of instructional and performance technology, and produced countless training materials, games, simulations and other interactive activities.



**STOLOVITCH**

**Laura Lefkowitz** serves as a liaison between McREL and policymakers, associations, policy organizations, and other education constituencies.

She also informs and advises policymakers and McREL staff on important emerging issues in education reform. Prior to joining McREL, she served as K-12 Program Director for the Colorado Institute of Technology; Executive Director of the Colorado Mathematics, Science, and Technology Education Coalition; and as an At-Large Member of the Denver Public Schools Board of Education. She holds a M.P.A. from the University of Colorado at Denver and a B.A. from Tufts University in Medford, Mass.

## SBA Announces Small Business Award Winners

For more than 40 years, National Small Business Week has recognized outstanding small business owners for their personal achievements and contributions to our nation's economy. The week of April 9 -15 has been set aside to honor an estimated 16,000 small businesses in Wyoming. Many of those entrepreneurs have achieved remarkable success. Their hard work, innovative ideas and dedication to their communities have made them exceptional examples of small business in action.

This year's winners include small businesses across Wyoming:

■ Prime Lodging, Inc., Mumtaz

Khan - Gillette - Small Business Person of the Year

■ Table Mountain Vineyards, LLC - Huntley - Young Entrepreneur of the Year

■ The Plant Peddlers - Casper - Family Owned Small Business of the Year

■ Andrea Pressee - Laramie - Small Business Financial Services Champion

■ Meadow Maid Foods - Yoder - Home-Based Business Champion

■ Nora Lyons - Cheyenne - Minority Small Business Champion

■ MJ Clark - Riverton - Small Business Journalist Champion

■ John Karabestsos - Casper -

Small Business Veteran Champion

■ Robbi Welch - Powell - Small Business Women's Champion

Please join us in recognizing these outstanding individuals in Wyoming. Each has contributed not only to Wyoming's economy, but also to the employment of our people.

Nominations for next year's awards must be submitted to the Wyoming District Office of the U.S. Small Business Administration, located at 100 East B Street, Room 4001, P.O. Box 44001, Casper, Wyoming 82602-5013; telephone: (307)261-6500; web site: [www.sba.gov/wy](http://www.sba.gov/wy)

# WEDA Member News:

## Bigelow moves to Sheridan College

Susan Bigelow, executive director of Campbell County EDC for the last ten years, has accepted a position as director for grants and development at Sheridan College, starting with the college on March 16th. Bigelow will help Sheridan College and its Gillette Campus expand to meet the needs in their communities. Eighty percent of her time will be spent working with Sheridan College and twenty percent with the Gillette Campus. The CCEDC Board of Directors has formed a search committee and will conduct a nationwide search to fill Bigelow's position.

## Thermopolis - Hot Springs County Economic Development Company BUSINESS PARK

The Thermopolis - Hot Springs County EDC is working on the county's first business park. They have purchased a 22-acre parcel of land south of Thermopolis for development. Engineering Associates from Cody has been hired to do a feasibility study and prepare a site plan for the business park. This project is funded with a CDBG grant that was sponsored by Hot Springs County, with the local match provided by EDC. This effort is a partnership with the Chamber of Commerce, the Hot Springs County Commission, and the South Thermopolis Water and Sewer District.

### HOUSING ASSESSMENT

The Town of Thermopolis, in partnership with the Community Assessment Housing Committee, received a CDBG grant to assess the housing needs of Hot Springs County, which will include specific recommendations to address those needs county-wide as well as for each specific municipality. The RFP has been advertised and the final report is expected sometime this summer.

### WELCOME DELAINE HAYES

Dr. DeLaine Hayes has joined the Thermopolis - Hot Springs County EDC as a part-time administrative assistant. She has a keen interest in economic development locally and throughout the state, and brings over 22 years of medical clinic administration and management skills to the office. Dr. Hayes and her husband, Bill, own and operate The Thermopolis Chiropractic & Acupuncture Clinic in Thermopolis.

## Wyoming Business Camp Encourages Youth to Make Their Own Jobs

The Converse Area New Development Organization (CANDO) in Douglas is concerned about giving Wyoming youth a reason to stay in the state. If teens cannot find the jobs they are looking for after graduating high school or college, CANDO is encouraging them to consider making those jobs by creating their own businesses.

Research shows that youth and young adults ages 14-21 come up with innovative, workable ideas for new businesses. That's why CANDO created its Youth Business Camp to give Wyoming youth the entrepreneurial skills they need to turn their business ideas into reality. The camp curriculum was designed by CANDO in partnership with Paul Guinn, a serial entrepreneur who also worked with Michael Dell when Dell Computers was just starting up.

For the past five years, almost 100 teens ages 14-18 have participated in the statewide camps. Some already have a business; others have ideas but no business knowledge. Not only does the camp increase their chances of being a successful business owner, it also makes them better employees. Once the camp has ended, they truly appreciate what it takes to run a business.

This summer, CANDO will hold its fifth Youth Business Camp from July 23-28. The camp costs \$250 per student; however with scholarships provided from a variety of sources across Wyoming, the actual cost to each student is only \$50. CANDO is looking both for sponsorships and for youth ages 14-18 to attend. For more information, contact CANDO at 307-358-2000, or check out the Web site at [www.candowyoming.com/youth-businesscamps](http://www.candowyoming.com/youth-businesscamps).

## Workforce Recruitment Brochure for Businesses' Use in Campbell County

The Campbell County Economic Development Corporation (CCEDC) has developed and printed 10,000 copies of a new workforce recruitment brochure with a financial contribution from the Campbell County Memorial Hospital. This brochure was created in response to meetings held last fall with industry representatives who stated that they needed materials that could help them sell Gillette and Campbell County to potential new employees who are unfamiliar with our community.

The new brochure has lots of local pictures and brief write-ups about highlights of Campbell County including demographics, industry information, cultural & recreational opportunities, youth activities, educational information, healthcare information, housing highlights, as well as personal testimonies from several Campbell County residents. One of the best features of the brochure is that there are community websites on almost every page. Some of the community websites include the CCEDC website, City and County websites, Cam-plex, the school district, CCMH, AVA, and more. The community websites allow people an opportunity to conduct a thorough Internet study of Campbell County without leaving their own community. Ruth Benson, Marketing Director for CCEDC, noted "We worked very hard to incorporate as many local pictures as possible and to limit the text in the brochure. Most people like to look at the pictures and to visualize what a community looks like, and to read brief snippets of information, not multiple paragraphs. And, most people have access to a computer and the Internet, either in their homes or at a public library, and will research a community if the information is readily available to them."

The theme of this new brochure is the same one used for the Sturgis Motorcycle Rally marketing campaign last August, "You'll fit right in!" Benson feels that this one line says it all about Campbell County. The new workforce recruitment brochure is specially designed so that it will fit in a business envelope. At this size, a letter, individual company literature, or a business card can be placed with the brochure and easily mailed. "Plus," Benson noted "because of the smaller sized brochure, we could afford to print three times as many brochures compared to a larger-size brochure."

Benson also noted that normally CCEDC Investor companies are the only recipients of material developed by CCEDC. However, in this case both Investor companies, as well as non-investor companies are welcome to use the new brochures to help recruit employees in light of the severe workforce shortage in the area.

## Child Care Center in Rawlins

Carbon County Higher Education Center (CCHC) and Wyoming Department of Corrections (WDOC) have formed a partnership to open a quality, affordable child care center in Rawlins with a tentative date of July 1. Research over the past several years has

identified a severe lack of quality, affordable child care in Wyoming communities.

"The goal of the child care center (Kids' Campus) is to provide quality, affordable child care to WDOC parents and CCHC students pursuing self-sufficiency, as well as to foster the social and emotional development of every child in a safe, educational environment," said CCHC Director Joan Evans. Kids' Campus is planning to serve 37 children and will be open Monday - Friday, 5:30 a.m. - 10:30 p.m.

## Workforce Recruitment Trip to Michigan

The Casper Area Economic Development Association, the Campbell County Economic Development Association and the Sweetwater Economic Development Association will travel to Michigan the first week of May for a second workforce recruitment trip, focusing on the western side of Michigan. We will hold job fairs on May 1, 2, and 3rd and invite any Wyoming economic development organization, or local chamber of commerce in the absence of an ED office, to join us. The trip will cost each organization approximately \$3,000 for advertising and related expenses plus your own travel expenses. For more information, contact Pat Robbins, SWEDA, at 307 352 6874.

## CANDO Receives USDA Grant

USDA Rural Development announced the Converse Area New Development Organization (CANDO) has been awarded two Rural Business Enterprise grants totaling \$37,020.

One of the grant funds will be used to offer two marketing and business classes designed to strengthen and grow local businesses. There will be an eight-week Marketing Class designed to educate and assist small businesses in developing and implementing individual marketing plans and an eight-week Business Development class designed to educate and assist in a variety of areas, including: personnel/labor issues, team building, financial management, time management, organizational skills, leadership and customer service. Twenty local businesses will benefit from the proposed classes. It is anticipated the \$27,540 grant will create eight new jobs and save 40 positions in the Douglas area.

The second grant, in the amount of \$9,480, will be used to promote youth entrepreneurship camps where students will learn skills needed to start their own businesses or to promote their business career by offering training in Business Planning, Marketing, Finance, Operations, Analysis, Preparation/production and Presentation. It is anticipated the grant will help retain 5-10 jobs with a potential to create 3-8 jobs.

For more information on the Rural Business Enterprise Grant program, contact the USDA Rural Development nearest Area Office or visit the USDA Rural Development web site at <http://www.rurdev.usda.gov/wy>.

## Schlagel Manufacturing and SBA Team Up In Torrington

Schlagel Manufacturing has impressive farm equipment to see during a visit to Torrington, Wyoming. In 1993, Ron Schlagel, president of Schlagel Manufacturing and developer of this equipment, opened his business and found experience was his best teacher.

Ron was raised on a farm and started farming on his own at the age of 24. To further his goals, Ron attended Eastern Wyoming College where he majored in Agriculture. He soon recognized there were more efficient ways to deal with some of the problems confronting farmers. Ron devel-

oped a tillage implement designed to prepare an ideal seed bed for planting. With the help of local banks and an SBA loan, Ron was able to turn his ideas into reality. The result was an innovative machine that cuts the trash, deep tills below the compaction layer, removes air pockets, and lightly firms the soil to produce a perfect seed bed - all in one pass! Its duties earned it the name "Till-N-Plant."

Visit the Schlagel Manufacturing website at [www.schlagel.net](http://www.schlagel.net) for information about the Till-N-Plant and equipment like the PC-4000 Series Planter Caddy which carries the Till-N-Plant and a planter for true one-pass tilling and planting operation. Schlagel also builds "Posi-Close" Planter Wheels, Heavy Duty Grapple Forks and Bale Forks for wheel loaders, QuikLift Bumper Hoist - a hydraulic hoist for pickups, ditching equipment and other toolbars.

## POSITIONS AVAILABLE:

### CAEDA President/CEO (Casper)

The Casper Area Economic Development Alliance, a mature public/private partnership located in a community and state with a vibrant economy, seeks a leader to administer, plan, and enhance an economic development program in Casper, Wyoming. Responsibilities include securing public and private financing for businesses, forging alliances with developers and public officials to retain, expand, and recruit new business opportunities, and promote job growth. At least five years of proven economic development experience is required. Preference may be given to candidates who have graduated from the Economic Development Institute or who hold the CEcd designation. For a complete job description and application instructions, go to [www.caeda.net](http://www.caeda.net).

### City of Lander Community Resource Coordinator

The City of Lander is accepting applications for the position of Community Resource Coordinator. Duties will require a very flexible work schedule that will involve early morning and evening hours and will require some travel.

Some of the duties are as follows:

- Coordinates activities of the City Commissions, boards and committees as well as the appropriate volunteer committees with the goals of the City Administration.

- Provide groups with the collection and analysis of research data

- Develop grant and loan applications as directed by the administration

- Help develop economic opportunities for the community

- Track Wyoming State Legislature actions to keep Governing Body informed

A high school diploma is required and a Bachelor's Degree in a field closely related to economic development and two years experience is desired. Pay will depend on experience. A complete job description is available at the City of Lander, 240 Lincoln, Wyoming (307)332-2870.

### Campbell County Economic Development Corp. Executive Director

For details, please contact Interim Director Ruth Benson, 307-686-2603, [rbenson@vcn.com](mailto:rbenson@vcn.com)