

CAEDA DIRECTIONS

ECONOMIC DEVELOPMENT NEWSLETTER

Winter Edition 2012



CASPER AREA ECONOMIC
DEVELOPMENT ALLIANCE, INC.
300 S WOLCOTT STE 300
CASPER WY 82601

2011 Annual Membership Meeting

CAEDA held its Annual Membership Meeting & Elections on December 6, 2011 at the Petroleum Club. This meeting included an overview of the 2011 Annual Report, the election process, and a special presentation by new President & CEO Scott Sutherland.

Bob West of Granite Peak Development was re-elected to another term. The two new board members chosen by CAEDA's Forward Casper investors were Kent Hambrick and Keith Tyler. Bob Sutter of CAEDA's Nominating Committee led the election process.

Kent Hambrick works for Broker One Real Estate, and has been practicing real estate in Casper since 2003. Keith Tyler is a native of Casper and started his own law practice in 1981. Tyler sat on the CAEDA Board from July – December 2011. *(For more information, please see pages 2-3).* Each officially began their two-year term of service with the CAEDA Board on January 12, 2012.

In addition to the elections, 2011 CAEDA Board Chairman, Bob West, opened the meeting by thanking

the Forward Casper investors and the CAEDA Board members for their ongoing commitment to the community. Then, West gave an overview of the 2011 Annual

Report. West highlighted the CAEDA Committees activity, the businesses assisted during 2011, and some new projects CAEDA incorporated, including the 20-40 Demographic Meetings and the Business Retention Program.

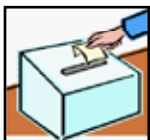
After the elections took place, CAEDA President & CEO Scott Sutherland took over the mic. Sutherland gave a presentation on his background and what he believes CAEDA's role includes. Sutherland stated, "One of the prime things that economic development can and should be doing is capturing as much of the historical data as they can. We're going back and looking at which companies have been looking at this area."



New President & CEO, Scott Sutherland, addresses CAEDA-Forward Casper Members and other community members during the Annual Membership meeting. (Photo courtesy of the Wyoming Business Report)

Other highlights of this meeting included presenting a plaque and gift to Steve Elledge, who served as CAEDA's Interim President & CEO from February – December 2011.

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CAEDA Investors Elect New Directors

During the Annual Membership Meeting held on December 6, CAEDA's Forward Casper investors elected three board members to serve a two-year term on the CAEDA Board of Directors. Below are the three new members, as well as a brief biography.

Kent Hambrick, Associate Broker

Experience: Kent has been practicing real estate in Casper, Wyoming since returning in 2003 after a twenty-three year career in marketing and advertising. He brings to his real estate career a broad base of business experience working with many nationally known companies largely in the hospitality industry and specialty retailing, including Holiday Inn Worldwide, Embassy Suites, Inc., Harrah's Hotels and Casinos, WH Smith, Inc., Cole Gift, Inc. (Cole Gift and Things Remembered), and Hallmark Cards, Inc. to name a few. The various types of commercial real estate within which he has operated include regional and international airports, resort, convention and extended stay hotels, shopping malls and strip centers, as well as licensed business locations within large retailers such as Sears, Wal-Mart and Montgomery Wards. Strategic planning, new business development, project management, promotions and communication have all come under his direction over his career. Much of his experience has been in the launch of new product and service concepts, selling and gaining support for them across varied client and constituent groups including large chains and diverse franchise organizations. Kent received his Bachelor of Arts degree from the University of Nebraska in 1980 and his Masters of Business Administration from Southern Methodist University in 1989.

Member: Casper Board of Realtors and was named 2009 Realtor of the Year, Wyoming Multiple Listing Service, Wyoming Association of Realtors, National



Kent Hambrick

Association of Realtors, Casper Rotary Club and Highland Park Church. He has served as a three year Director on the Casper Board of Realtors and was President in 2010, served on the Executive Committee of the Wyoming Association of Realtors as Chair for Practitioner Standards and for three years on the Board of Directors for the Amoco Reuse Joint Powers Board.

Keith P. Tyler

Keith was born in Casper, Wyoming on January 16, 1953. The family moved to Ft. Worth, Texas in 1968. After graduating high school, Keith attended Texas A&M University, graduating in 1974, Magna Cum Laude with a B.S. in economics. He then worked for two years in Houston, Texas in the investment department for Philadelphia Life Insurance Company. Keith returned to Wyoming in 1977 to attend the University of Wyoming law school, graduating in 1980.

After clerking for the Seventh Judicial District Court in Casper, Keith started his own law practice and has been a solo practitioner since 1981. Since the late 1990's, Keith's practice has emphasized business and real estate matters and more recently has taken an

active role in real estate development, both his own developments as well as assisting clients. Among the developments that he has personally been involved in include the Wolf Creek residential developments, Bypass Industrial Park, the Goodstein Addition in the Old Yellowstone District, Evansville Business Park, and the new River Park residential development in west Casper. Keith has also assisted clients with the west side WalMart, Mountain Plaza Additions, Mesa Additions, Blackmore Additions, etc.



Keith Tyler

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New Directors, cont.

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Over the years, Keith has served on a number of local non-profit boards. His most rewarding involvements have been with the Casper Mountain Trail Center and related Nordic ski trails on Casper Mountain and Platte River Parkway Trust and its various projects to establish pathways and park projects along the river corridor and rails to trails, both of which he has been involved with for over 25 years.

Keith and his wife are avid outdoors people, enjoying a variety of activities, including mountain biking, back packing, hunting, cross country skiing and sailing.

Keith has served on the CAEDA board since July, 2011.

Bob West

Bob is the Group Vice President of Real Estate for Granite Peak Development, LLC, which is a Casper, based Real Estate Development Company. He is responsible for the acquisition, sales and leasing of company owned properties that are commercial/retail, industrial and office projects. Granite Peak's current projects include the McMurry Business Park, the Mesa Addition, Cole Creek Industrial Park, East Lathrop Addition, East Yellowstone Addition, Casper Logistics Hub in the Casper area, the Swan Ranch Development in Cheyenne and the Harvest Hills Subdivision, Sand

Creek Town Center and the Bakken Industrial Park in Williston, North Dakota.

Prior to joining Granite Peak Development Company, he worked for approximately 28 years in commercial real estate throughout the Rocky Mountain Region.



Bob West

He has held positions with McDonald's Corporation as a Real Estate Representative, City Market Stores as a Real Estate Representative, Kroger Supermarket Petroleum as a Real Estate Manager and Loaf 'N Jug, Inc. as the Real Estate Director. He holds a Bachelor of Science Degree in Business Administration from Colorado State University.

He has served as a board member for CAEDA for four years and has been a member of the Transportation Committee and Projects Committee. Presently, Bob serves as the Chairman of the CAEDA Board of Directors.

The "International" in Casper/Natrona County International Airport

by Glenn Januska, Casper/Natrona County International Airport Manger

I've heard people comment over the years that we are really not an "international" airport since we do not have any international flights. What they mean, of

course, is that we do not have any scheduled commercial flights, which of course is correct; however, that is not what defines the Airport as international. Casper/Natrona County International Airport is designed by the U.S. Customs and Border Protection (CBP) as one of 327 official ports of entry into the United States. One of the primary functions of the CBP office at the Airport is to clear aircraft and its contents (people, products, etc.) into the United States, the same way vehicles, people, and products are allowed into the United States at a border crossing.

So, now that you know what the Customs Office does, you may wonder how busy it is. Well, it's pretty busy!



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American Tire Hosts its Open House



The completed American Tire Distributors' building, located in the Salt Creek Heights Business Park.

American Tire Distributors (ATD) held its Open House for its new building on December 15, 2011. The new building measures nearly 80,000 square feet and is located in the Salt Creek Heights Business Park. This distribution center has been turned over to the lessee and will begin operation this spring with 17 employees.

Dick Bratton, manager of Jona Inc., a real estate branch of Mick McMurry's operations, said that he, McMurry,

Jeff Bishop and Richie Bratton own the building.

Another facility, owned by the same partners, is being built in Grand Junction, Colo., stated Dick Bratton.

ATD will operate seven delivery trucks that will take tires to customers, as well as conduct operations inside the building. The space in the new building will provide enough inventory space that

ATD won't have to contact its larger center in Salt Lake City for shipments to fill customer orders.

American Tire Distributors is one of the nation's largest independent suppliers of tires to the replacement tire market. It operates 94 distribution centers servicing 39 states. American Tire Distributors employs over 2,500 employees nationwide, including 250 in its Charlotte (NC)-area field support center, distribution center and regional hub.



A peek inside the American Tire Distributors' warehouse shows the size and scope of this building.



From L to R: Dick Bratton, Mick McMurry, and Jeff Bishop pose for a photograph during the American Tire Distributors Open House in December.

Thank You!

Thank You!

CAEDA would like to send a big Thank You to Rocky Mountain Power and Wells Fargo Bank for their \$2,500.00 Forward Casper investments! Your involvement and commitment to CAEDA is greatly appreciated!



Casper named one of Coldest & Windiest Cities in U.S.

The Daily Beast recently created a list of the 25 Coldest Cities in the United States during the stretch of December 2010 – March 2011. The data that was collected to determine this included: average winter temperature, coldest day during that timeframe, warmest day during that timeframe, and percentage of days with snow.

According to this data, Wyoming has three cities that fall in the Top 25 Coldest Cities. These include Rock Springs, Casper, and Laramie. Rock Springs was named



Casper Mountain

#20 on this list with an average winter temperature of 23.4 degrees. Its coldest day rang in at -13 degrees, and its warmest day was 61 degrees. Rock Springs had 33% days with snow.

Casper came in as #19. Its average temperature was 26.7 degrees. Its coldest day was -29 degrees and its warmest was 66.9 degrees. Casper has 31% days

with snow. The last Wyoming city on this list was Laramie, which came in at #7. Laramie's average winter temperature is a blistering 19.3 degrees. Its coldest day recorded was -27.4 degrees and its warmest being 61 degrees. Laramie enjoys 33% of its days with snow.

Other cities near Wyoming that made the Top 25 list include: Fort Collins, CO (#23); Aberdeen, SD (#6); and Watertown, SD (#5). The city that was #1 on this list was Fairbanks, Alaska. Fairbanks' average winter temperature was -6 degrees, with its coldest day recorded at -41.1 degrees. Fairbanks' warmest day recorded was 48.2 degrees, and it sees 38% of its days with snow.

In other related weather news, Casper has also been named one of the windiest cities in the United States. Based on the annual average wind speed, Casper is the fifth windiest city, with an average wind speed of 19.2 mph.

Other cities that made this Top 10 list include: Blue Hill Observatory, MA (15.4 mph); Dodge City, KS (14.0 mph); Amarillo, TX (13.5 mph); Rochester, MN (13.1); Cheyenne, WY (12.9 mph); Great Falls, MT (12.7 mph); Goodland, KS (12.6 mph); Boston, MA (12.5 mph); and Lubbock, TX (12.4 mph).

For more information, visit www.thedailybeast.com.

Jordan assumes Wyoming Entrepreneur Position

CONTACT: Cindy Unger, Wyoming Entrepreneur-Small Business Development Center 307-234-6683

As of December 1, Greg Jordan will be the new Associate State Director for the Wyoming Entrepreneur network. Greg comes to the organization from the Wyoming Technology Business Center in Laramie, where he was the Assistant Director. He has 15 years of management and consulting experience, has owned a technology training company, and has extensive IT experience. In his new position, he will work with State Director, Jill Kline, to manage the programmatic, budgetary, personnel, and reporting functions of the Wyoming Entrepreneur network.

Wyoming Entrepreneur is a business consulting group consisting of the Wyoming Small



Greg Jordan, the new Associate State Director for the Wyoming Entrepreneur network.

Business Development Center, Wyoming Procurement Technical Assistance Center, and the Wyoming Market Research Center. Our mission is to help Wyoming entrepreneurs succeed. Counseling and most market research services are free of charge to Wyoming residents. The WSBDC partnership program is funded in part through a cooperative agreement with the U.S. Small Business Administration. Additional support is provided by the Wyoming Business Council, and the University of Wyoming.

For further information, visit our website, <http://www.wyomingentrepreneur.biz>.

CAEDA-FORWARD CASPER INVESTORS

Government Sector & Other Partners

Amoco Reuse Agreement Joint Powers Board -
(307) 472-5591
Casper Area Chamber of Commerce –
www.casperwyoming.org
City of Casper – www.casperwy.gov
Natrona County – www.natrona.net
Town of Evansville – www.townofevansville.org
Town of Mills – www.millswy.com
Wyoming Business Council – www.wyomingbusiness.org
Wyoming Contractor's Association. –
www.wyomingcontractors.org

Energy/Mining

Carpenter & Sons, Inc. – (307) 265.8895
True Drilling, LLC - www.truecos.com
Wold Oil Properties, Inc. – www.woldoil.com

Construction

71 Construction – www.71construction.com
FCI Constructors - www.fcicol.com
Groathouse Construction – www.groathouse.com
Haselden Constructors – www.haselden.com
McMurry Construction – www.wnmcmurry.com

Manufacturing

Automation & Electronics – www.autoelect.com
Civil Engineering Professionals, Inc. -
www.cepi-casper.com
Enerflex Energy Systems – www.enerflex.com
EXCAL, Inc. – www.excal-inc.com
J W Williams – www.jwilliams-flint.com
McMurry Ready Mix - www.mcmurryreadymix.com
Pepper Tank & Contracting – www.peppertank.com
Stateline No. 7 Architects - www.stateline7.com
WESTECH/WOTCO – www.wstch.com

Retail/ Wholesale / Contracting

Atlas Reproduction - atlasreproduction.com
Crum Electric Supply – www.crum.com
Foss Toyota – www.fossmotors.com
Greiner Ford Lincoln Mercury Motors -
www.greinermotorco-casper.com
IKON Office Solutions – www.ikon.com
Michael's Fence – www.michaelsfence.com
Pacific Steel & Recycling - www.pacific-recycling.com
Power Service, Inc.– www.powerserviceinc.com
Wyoming Machinery – www.wyomingcat.com
Wyoming Steel & Recycling – www.wysteel.com

Transportation

C&Y Transportation – www.c-ytransportation.com
Casper—Natrona County International Airport –
www.iflycasper.com

Finance

American National Bank – www.anbbank.com
Bank of the West - www.bankofthewest.com
First Interstate Bank – www.firstinterstatebank.com
Hilltop National Bank – www.HilltopNationalBank.com
Jonah Bank of Wyoming - www.jonahbank.com
Merrill Lynch – www.ml.com
Platte Valley Bank – www.pvbankwy.com
Wells Fargo Bank – www.wellsfargo.com

Health Care

Casper Orthopedic Associates, P.C. – www.wyoortho.com
Elkhorn Valley Rehabilitation Hospital –
evrh.ernesthealth.com
Wyoming Medical Center – www.wmcnet.org

Real Estate

Broker One Real Estate - www.broker1realestate.com
Eastland Development – (307) 234.0583
Granite Peak Development – www.granitepeakdev.com
Phillips & Company – www.phillips-company.com
Remax The Group – www.wythegroup.com
South-South Property - (307) 266.0129

Professional Services

ARC Integrated Program Management - www.arcimp.com
Elliott & Associates – (307) 234.2241
Grooms & Harkins – www.groomsandharkins.com
GSG Architecture – www.gsgarchitecture.com
Inberg-Miller – www.inberg-miller.com
Lenhart, Mason & Associates LLC – www.wyocpa.com
Lincoln Financial Advisors – (307) 235.5822
Lovelett, Skogen & Associates – www.cpawyoming.com
Porter, Muirhead, Cornia & Howard, CPA –
www.pmch.com
Raymond James Financial Services -
www.raymondjames.com
SOS Staffing – www.sosstaffing.com
Willis of Wyoming - www.willis.com
WLC – www.wlcwyo.com

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INVESTORS CONT.

Utilities

Rocky Mountain Power – www.rockymountainpower.net
SourceGas – www.sourcegas.com

Hospitality

Casper Petroleum Club – www.casperpetroleumclub.com
Timberline Hospitalities – www.timberlinehotels.com
World Wide Travel - www.worldwidetvl.com

Education

Casper College – www.caspercollege.edu
Natrona County School District #1 – www.natronaschools.org
University of Wyoming/Casper College Center - www.uwyo.edu/outreach/uwcc

Media

Casper Star-Tribune – www.trib.com

CAEDA Facebook Page

Don't forget to find and 'like' us on Facebook!

We keep our Facebook page regularly updated with business-related articles, blogs, and comments. You can also find some local community events by following our page!

Just Click Here to go to the CAEDA page and like us today!

Casper/Natrona County International Airport cont.

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In 2011, 508 aircraft were cleared into the United States at the Airport (a record), all done by a “part time” Customs agent. As a comparison that is more than twice the number of aircraft cleared at most airports with more than one full time agent.

And while the vast majority of the aircraft come to the Airport from Canada and Mexico, with the range of aircraft (particularly corporate aircraft), aircraft cleared in Casper in the last couple of years have come direct from: Austria, the Bahamas, Belgium, Brazil, Croatia, the Dominican Republic, Ecuador, England, France, Germany, Greece, Iceland, Ireland, Jamaica, Peru, Portugal, Russia, Saint Kits, Saudi Arabia, South Africa, Spain, Switzerland, and Turks Caicos. And who is onboard? Well, celebrities, musicians, politicians from around the globe, and business and industry leaders. Many of the names you would recognize, but most are in to conduct business, in Casper, around the State, and in the Rocky Mountain Region. We hear a lot about the quality of the facilities, the services they receive, and the professionalism of the Customs operations here. Speaking of facilities, the space the Airport currently provides for Customs here does not meet the

space requirements of Customs so the Airport secured WYDOT Aeronautics funding to cover 60% of the cost of new Customs’ space. The Airport has hired Hein | Bond to design the new space to be located in the terminal behind Charlie T’s and Sky Terrace Lounge. The conceptual design is nearly complete, and construction of the new facility should begin later in 2012.

So what does this do for the Airport? Well, beyond increasing the number of aircraft operations, as the only port of entry in Wyoming we help to facilitate business activity in Wyoming and the region, and knowing the facilities and services are what is really drawing the aircraft, the aircraft come in pretty thirsty and their fuel orders aren’t generally small. All the activity certainly makes this an interesting place to work.



GRO-Biz CONFERENCE & Idea EXPO

February 22 - 23, 2012
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U.S. Senator Mike Enzi, Governor Matt Mead, and the 2012 GRO-Biz Conference and Idea Expo Planning Committee invite small businesses to this annual event in Wyoming.



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U.S. Small Business Administration;
Wyoming Entrepreneur PTAC & SBDC;
Wyoming Business Council;
University of Wyoming Business Resource Network

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Wyoming Department of Corrections
Wyoming Department of Health



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Economic Forecast Luncheon held in Casper

The Wyoming Business Report held its annual Central Wyoming Economic Forecast Luncheon in Casper on December 13, 2011. The panelists for this luncheon included Rob Hurlless, Alan Dubberly, Scott Sutherland, and Anne Alexander.

Hurlless, the Deputy Director of the Carbon Management Institute at the School of Energy Resources at the University of Wyoming and Governor Mead's energy strategy advisor, provided an overview of the future of energy.

Next, Alan Dubberly, the Assistant Director of Wyoming Travel and Tourism, spoke about the latest marketing efforts this department has been using to increase travel and tourism in Wyoming. Dubberly stated that tourism is our second-largest industry, and

that maintaining the beauty of Wyoming is extremely important to its success.

The new CEO and President of CAEDA, Scott Sutherland, spoke next. Although Sutherland had only been on staff for approximately nine days at the time of this presentation, he gave an overview of Casper demographics and the business climate. Finally, Anne Alexander, Ph.D., Director of the University of Wyoming's College of Business International Program, spoke about Wyoming and how it is affected by the world economy. The issues regarding the euro may impact Wyoming, but mostly in indirect ways.

Former Wyoming Business Report Publisher Phil Noble served as moderator for this year's luncheon, which was held at the Best Western Ramkota Hotel in Casper.

Wyoming Named Best-Run State

How well run are America's 50 states? The answer depends a lot on where you live. For the second year, 24/7 Wall St. has reviewed data on financial health, standard of living and government services by state to determine how well each is managed. The best-run state, for the second year in a row, is Wyoming.

24/7 Wall St. stated that, despite all the differences between each state, states can do a great deal to control their fate. Well-run states seem to mirror well-run corporations. For example, books are kept balanced, investment is prudent, debt is sustainable, etc.

To determine how well a state is run, 24/7 Wall St. weighed each state's financial health based on factors including credit score and debt. They also evaluated how a state uses its resources to provide its citizens with high living standards (this was done by looking at health insurance, employment rates, crime rates, and educational opportunities).

Wyoming came in number one for the second year in a row. Some figures that helped place Wyoming at the top

include: State debt per capita (18th lowest); residents without health insurance (21st highest); residents below poverty line (7th lowest); and unemployment (6th lowest).

Additionally, Wyoming earned high marks in many other categories including high school graduation rates. Incredibly, 93.2 percent of the state's residents age 25 or older have at least a high school diploma – the highest rate in the country. Additionally, the state has the fourth lowest rate of violent crimes and the smallest population of any state in the country.

