

LEADS

THE CHEYENNE-LARAMIE COUNTY CORPORATION
FOR ECONOMIC DEVELOPMENT



FALL 2011 Report

LEADS' Manufacturing Spec Building breaks ground *Building serves as economic development incentive*

Cheyenne LEADS held a groundbreaking for its new Manufacturing Spec Building on Tuesday, September 20, 2011. This building will be available for companies looking to locate or relocate to the Laramie County area. It will be built on LEADS' rail-served acreage in the industrial component of Granite Peak Development's Swan Ranch.

A lack of available existing manufacturing facilities is currently a barrier to the economic development of the community. The LEADS Manufacturing Spec Building will change that, with approximately

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EchoStar Datacenter on schedule

Commissioning late 2011

Although the "dirt work" south of Cheyenne on I-25 has been attracting a lot of attention, there is a lot going on east of Cheyenne too, and it's more than the oil rigs.

If you have driven along Campstool Road to Sierra Trading Post or Arundel Technology Park lately, you have seen the latest addition to LEADS' Cheyenne

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(Above) Literally breaking ground at the site of the new Manufacturing Spec Building: LEADS CEO Randy Bruns, Laramie County Commissioner Troy Thompson, LEADS VP Scott Sutherland, LEADS Past Board Chair Steve Lovas of U.S. Bank, LEADS Board Member Scott Walker of *Wyoming Tribune-Eagle* and Wyoming Business Council CEO Bob Jensen.

(Left) LEADS VP Scott Sutherland thanks partners who made this possible while media representatives stand by.

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30,000 square feet of manufacturing space that is designed for expansion up to 75,000 square feet. Most significantly, this freespan building will have the capacity for a 50 ton crane with a 35 feet high hook height and will be adjacent to rail, which is vital for many manufacturers.

LEADS Vice President Scott Sutherland maintained that the key to this facility is its flexibility. He said, "In terms of layout, expandability and flow-through, multiple types of manufacturers will find this an excellent location. The LEADS Manufacturing Spec Building combined with our workforce, tax structure, accessibility to rail and two interstate highways will make it a very attractive site."

The construction is made possible by a \$1.5 million Business Ready Communities (BRC) grant through the Wyoming Business Council. Laramie County was the primary applicant. LEADS is providing project management as the local community development organization. The building will sit on nine acres of land owned by LEADS.



Site work has begun with Phase 1 of construction tentatively scheduled for completion in Spring 2012. Phase 2 will entail customizing the building to the specific needs of the tenant. A Committee of the LEADS Board of Directors reviewed all responses to the RFP and interviewed qualified builders. After an extensive review of builder submittals, the Committee chose the low bidder, Cheyenne's Stadel Construction as the general contractor.

"This building is already doing its job in economic development. It is selling our community," asserted LEADS CEO Randy Bruns. "Even during the construction phase, it creates conversations about the positive aspects of locating a business in Cheyenne and Laramie County." Prior to news coverage, word about the building had already begun to spread, putting Cheyenne on the radar to prospective manufacturing companies.

"As economic developers, we focus on a return through jobs and capital investment, not necessarily a dollar return on investment the way that a for-profit company would," Bruns explained. The LEADS Manufacturing Spec Building will be attractive to companies of all sizes as there is plenty of room for expansion.

Cheyenne LEADS appreciates the efforts of Granite Peak Development and Wyoming Business Council for their commitment to this project. Our thanks to all the supporters and media who attended the groundbreaking also. We will keep you posted on the progress of the building! ▲

(Top of page) A panoramic view of the building site. (Left) Dean Byrne of Granite Peak Development shares news of further development in Swan Ranch. (Right) LEADS CEO Randy Bruns congratulates LEADS VP Scott Sutherland for successfully getting to this point.



Thank You to Our Sponsors

of the 22nd Annual LEADS Invitational Golf Tournament

AVI Engineering
 Blue Cross/Blue Shield of Wyoming
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 McGee, Hearne & Paiz
 OfficeScapes
 Pinnacle Cabinet & Millwork
 Stadel Construction
 Taco John's International
 Union Wireless
 US Bank
 Warren Federal Credit Union
 Wells Fargo Bank
 Wyoming Tribune-Eagle

Winners

First Place (Tie)

Team First National Bank of Wyoming
 Kevin Paintner, Eddie Georges,
 Jerry Long, Kevin Lenhardt

Team Coldwell Banker The Property Exchange

David Blyth, Stu Healy,
 Ben Trautwein, Sue Blyth

Third Place

Team AVI Engineering
 Scott Cowley, Brad Emmons,
 Jim Murphy, Tom Kent

Chip for the Chair

OfficeScapes' game is a tournament tradition

Thank you to everyone who participated in the OfficeScapes Chip for the Chair Game at the Cheyenne LEADS golf tournament. OfficeScapes collected and donated \$305 through the participation of 56 golfers!

Tom Bass of Wyoming Bank & Trust was the lucky recipient of the Steelcase "Think" chair donated by OfficeScapes. Richard Mincer of Hirst Applegate deserves special recognition as the sole participant successful in getting the ball to stay in the chair.

We appreciate the willingness of Sharie Grant and OfficeScapes for continuing to sponsor this fun addition to the golf tournament. ▲

Thank you to Doug Horst of OfficeScapes for running the Chip for the Chair Game. Here is Horst with the grand prize, a Steelcase "Think" Chair .



Board of Directors Update

Welcome to new members of the Cheyenne LEADS Board of Directors



Stan Torvik

Laramie County Community College

of workers. He motivates and inspires his team to partner with state agencies and private businesses to train workers and get them hired into the workforce. He has spent the better part of his career helping people get the skills needed to go to work.

Stan graduated from the University of Montana with a BA in Speech and History, the University of Iowa with a MSW in Social Work and the University of Northern Colorado with an MPA. Stan is currently Vice President of Workforce and Community Development at LCCC.

Stan has spent the past 10 years leading a team that is an incubator for new programs and has developed Dental Hygiene, Paramedic, EMT, Fire Science, Wind Turbine Maintenance, Heating Ventilation and Air Conditioning, a National Certification in Certified Public Manager and training for the State of Wyoming. In addition, more than 300 private businesses and public agencies have participated in Workforce and Community Development training programs. Essentially, LCCC's Workforce and Community Development has created training for just about every community need.

Stan Torvik has called Cheyenne his home for more than 44 years. Stan's passion is training the next generation



Brandon Kramer

Bank of the West

California, Brandon and his fiancée Michelle moved to Cheyenne more than 13 years ago. Brandon began attending the University of Wyoming and graduated in 2003 with a BS in Business Administration with an emphasis in Finance. After graduation he obtained his State of Wyoming Insurance License as well as his Series 7 and Series 66 licenses with FINRA.

He has been a member of the board for non-profit organizations including the Cheyenne Business Leadership Network and Headstart of Laramie County. He has been involved as a coach in several different youth sports teams for the YMCA and the Cheyenne Junior League Baseball Organization. He is a member of the Cheyenne Chamber of Commerce. Brandon is also a proud member of the Public Relations Committee for Cheyenne Frontier Days where he gets the chance to meet people from all over the world.

Brandon and his wife Michelle have been happily married for 12 years. They have four young children that help to keep them busy, three boys and a beautiful baby girl. Four years ago they began their business, the IYAH Learning Center, where they provide a quality early childhood education program. They now have two locations and serve more than 115 families. They love living in and serving Cheyenne and couldn't be happier with the results of that coin toss.

Brandon Kramer is currently the Branch Manager-Vice President for Bank of the West in downtown Cheyenne. He has been in the banking industry for the last seven years.

With the flip of a coin, heads Cheyenne tails

Ann Nelson is the Regional President of Wyoming at American National Bank. Ann brings with her over 20 years of banking experience to lead her team and the Wyoming Region. She joined American National Bank in 1997 at the Laramie Banking Center. During her tenure with ANB she has held various lending and management roles serving as Commercial Lender, Laramie Market President, Regional Senior Credit Officer for the Wyoming Region, now culminating into her current role.

Ann is a graduate of the University of Wyoming with bachelor degrees in Accounting and Business Management. She is a graduate of the Graduate School of Banking at Colorado where she also co-taught BankSim courses for 9 years. Ann devotes her time to many deserving organizations in her community. She is the Treasurer for Cheyenne Meals on Wheels Foundation. She serves on the boards of the Greater Cheyenne Chamber of Commerce, LEADS and Cheyenne Rotary Club. She is a current class member of Leadership Wyoming 2011. She is also the recipient of the University of Wyoming College of Business Distinguished Alumnus Award for 2009-2010.

David Johnson is the Area Operations Manager at CenturyLink. With 28 years of telecommunications experience, David is an industry veteran. David is responsible for the operational performance across CenturyLink's entire Wyoming service area. David is a Wyoming native and has lived in Cheyenne for the past 15 years. Prior to his latest assignment in Wyoming, David managed Qwest's field operations in Northern and Western Colorado. David served on the Board of Directors for the Utility Notification Center of Colorado and Wyoming One Call. David attended the University of Wyoming, and received his education in Risk Management from the American Insurance Institute.

David is a member of the Cowboy Joe Club, American Motorcycle Association, and the American Historic Motorcycle Racing Association. He and his wife Cyndi are avid Wyoming fans and enjoy spending time with their grandchildren, playing golf and riding motorcycles.

Kevin Burke is currently the Vice President and Refinery Manager for HollyFrontier Corporation here in Cheyenne. Kevin is a graduate of the Colorado School of Mines in Golden, Colorado with a degree in Chemical Engineering. He originally got his start in the refining industry in Cheyenne in 1992. He has worked for Frontier both in Cheyenne and in their El Dorado, KS facility in a multitude of different positions. He has also worked for Giant Refining in New Mexico as a process engineer and ExxonMobil as an operations supervisor and refinery business analyst.

Kevin and his wife Traci have three children: Morgan, 12; Owen, 9; and Jameson, 6. Traci and Kevin stay active with Sting soccer, Cheyenne Capitals hockey, and supporting activities and fund-raising at St. Mary's school. They have been back in Cheyenne since 2009 and are enjoying all the activities that Cheyenne has to offer for them and their family.

Ann Nelson

American National Bank



David Johnson

CenturyLink



Kevin Burke

HollyFrontier Corporation



Welcome to Our Newest Members of Cheyenne LEADS!

AP WYOMING LLC (ADOLFSON & PETERSON CONSTRUCTION)

AP Wyoming LLC serves owners, architects and developers with a commitment to teamwork and quality. They combine more than sixty years of construction expertise with the newest technologies in order to meet their clients' needs. Their mission is to outperform the industry in all that they do by: cultivating client loyalty; nurturing a safe, collaborative workplace; creating a culture that rewards performance and innovation; having a positive impact on the communities in which we work; building high-performing teams; and creating a sustainable business that increases the value of our company for our employees, clients and shareholders.

Business Member

Contact: Anthony Durst,
Office/Preconstruction Manager
307-426-4242
www.a-p.com

ARTS ALLIANCE OF CHEYENNE

The Arts Alliance of Cheyenne is a collaboration of over 60 arts and culture organizations and community partners working together to keep you informed of events that are happening in Cheyenne. Their mission is to bring artists and their audiences together by working for the common organizational, marketing, developmental and economic needs of arts groups in the greater Cheyenne area, and to subsequently make the arts more accessible, visible, and affordable to all the vital elements of our community (such as schools, social agencies, business sector, military, and municipality).

Non Profit Organization Member

Contact: Anne Dramko, Coordinator
307-316-7223
www.artsalliancecheyenne.com

DENNIS FLYNN Individual Member

GE JOHNSON CONSTRUCTION COMPANY

The approach of GE Johnson Construction Company is to provide the most innovative solutions to the complexities of the built environment. They deliver total project solutions through an integrated service approach; services developed by a specialized team of construction, design integration, sustainable and skilled trade professionals. This innovative project approach ensures success, not compromise, in achieving your cost, schedule, and built quality goals. Their resume includes projects ranging from \$10,000 to over \$240 million, and they maintain an excellent surety rating with no single project bonding limit. GE Johnson provides a full range of project development services that expand upon those of a traditional general contractor.

Business Member

Contact: Doug Finley,
Preconstruction Director
307-734-2605
www.gejohnson.com

HENSEL PHELPS CONSTRUCTION Co.

Since 1937, Hensel Phelps Construction Co. has delivered the best value in building services by placing expert construction professionals on every project undertaken. Hensel Phelps is consistently ranked among the top general contractors and construction managers in the nation by ENR. They build a diverse range of project types, including new construction and renovation of commercial office, airport, distribution and industrial, correctional, public assembly, sports, health care, educational, institutional, residential, mixed use, retail, hospitality, mass transportation, entertainment, micro-electronics, research and development, and laboratory facilities.

Business Member

Contact: Ray Cullen
970-346-7282
www.henselphelps.com

PACLAND

As your development services consultant, PACLAND will make decisions that are unequivocally in your best interest. With their broad experience in rural and urban land development (founded in 1994), they are technically equipped to handle your project's biggest issues and smallest details. PACLAND Development Consulting Services is recognized as one of the leading and fastest growing full-service site development and engineering firms in the nation. They have offices all over the west including Washington, California, Oregon and Colorado.

Business Member

Contact: Mike Beach, Principal
303-322-6480
www.pacland.com

RSC EQUIPMENT RENTAL

RSC Equipment Rental strives to be the premier rental services provider in N. America. They serve as a vital and trusted partner for thousands of customers in construction, industrial, petrochemical, governmental and manufacturing businesses across the U.S. and Canada. By providing timely rentals, maintenance, service, and sales of new and used equipment, tools, and parts, RSC helps their customers to do their jobs more efficiently and more profitably. RSC has also built a high level of customer trust and satisfaction through our equipment availability and reliability, strong geographic presence, premium service, and unparalleled value.

Business Member

Contact: Philip Grako
307-632-1802
www.rscrental.com

SUNRISE ENGINEERING

Sunrise works with communities and private companies to study, design and manage engineering projects. Their services are diverse and a sample includes: the engineering of civil and city infrastructure projects, renewable energy, private development, surveying, GIS, electrical engineering, and environmental studies and permitting.

Business Member

Contact: Derek Johnson,
Service Center Manager
307-275-6909
www.sunrise-eng.com

Keeping up with construction

Cheyenne-area construction and other project updates

Gestamp-Worthington Wind Steel LLC. This joint venture between Ohio-based Worthington Industries and Spanish company Gestamp will manufacture wind turbine towers. The groundbreaking is tentatively slated for Fall 2011, on schedule from the February 2011 announcement.

Midwestern Wyoming, Inc. Announced in January 2011, this gas and oil pipeline powder coating and welding facility continues to move forward with one building complete and the second one under construction. This facility will create approximately 40 new jobs in Laramie County.

Bell Supply This oil field/drilling supply center in Swan Ranch is now open. It is significant that this facility is working to supply the entire region, not just companies related to the Niobrara oil play.

Jebro This asphalt storage plant creates approximately 15 new jobs in the area. As reported by Dean Byrne of Granite Peak Development, Jebro will be the first customer in Swan Ranch to officially get rail service on October 17, 2011.

Schlumberger The initial phase of this regional oil field services facility will create 50 new, well-paid jobs. They will be breaking ground as soon as possible on their 65 acres in Swan Ranch.

Niobrara Oil Play Although activity has tapered off on the Laramie County portion of the Niobrara, it has been noted that this shale is yet to be considered "well-understood." The Balkan formation around Williston, ND took several years for drilling professionals to best extract the oil.

FlyCheyenne & Cheyenne Regional Airport On July 15, 2011 we celebrated the one year anniversary of the inaugural flight from Dallas/Ft. Worth to Cheyenne Regional Airport. American Eagle is now operating as its own company and not as a subsidiary of American Airlines. This will not affect its jet service to Cheyenne. From July 2010 through June 2011, 25,500 passengers have used the service.

Cheyenne Regional Airport is installing a new information kiosk to aid incoming visitors in the next year. The touch-screen kiosk will allow visitors to view short videos on area attractions and amenities. Airport officials plan to build on a similar system developed by Visit Cheyenne that operates at the Depot Visitor Center. ▲

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Business Parkway, the Cheyenne Datacenter for EchoStar Broadcasting Corporation.

An official statement from EchoStar Broadcasting Corporation reads, "We are very pleased with the construction progress on our Cheyenne Datacenter to date. We are on schedule and look forward to commissioning late this year."

Our community is well-suited to datacenters for several reasons, including a climate conducive to freecooling methods; a low occurrence of natural risks such as seismic activity; abundant, reliable and reasonably-priced power; multiple fiber providers; and tax structure including recent exemptions for datacenters. We welcome EchoStar's datacenter and continue to focus on further datacenter recruitment. ▲



This recent photo shows the Cheyenne Datacenter for EchoStar Broadcasting Corporation adjacent to their existing facility in LEADS Cheyenne Business Parkway. (Photo courtesy of EchoStar Broadcasting Corporation)

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Gay Woodhouse, Laramie County Commissioner

LEADS STAFF

Scott Sutherland, Vice President

Tara Alexander, Director of Marketing & Communications

Karen Gastineau, Office Manager

Special Reminders to Members

2012 Annual Banquet & Membership Meeting: Friday, March 16

If any business or contact information changes, please let us know immediately -- otherwise, you might miss important invitations and community information. If you are not receiving our monthly e-newsletter, we must not have a proper email address for you. Please let Karen or Tara know.

We wouldn't be able to do our work without your support. Thank you to all of our members for your loyalty and generosity!

Cheyenne LEADS

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