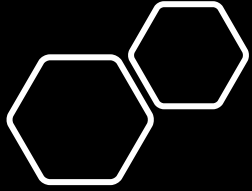




**the ALLIANCE**  
**LARAMIE CHAMBER BUSINESS ALLIANCE**

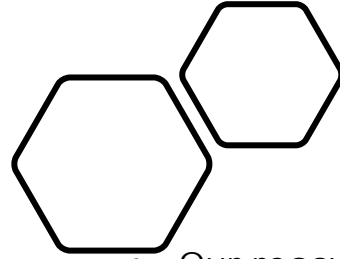
Laramie Chamber Business Alliance



# Overview

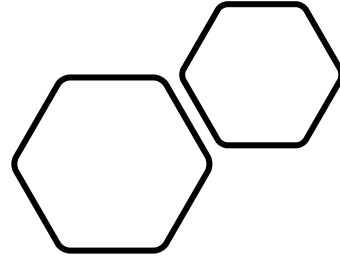
- Created and Retained 273 Jobs through LCBA projects
- Developed and launched a new \$1,000,000 Revolving Loan Fund Program in partnership with the Economic Development Association (EDA).
- Hosted 8 company site visits in cooperation with the Wyoming Business Council (WBC).
- Responded to 12 Wyoming Business Council proposals.
- Relocated offices to encourage development along Snowy Range Corridor.
- Assisted Albany County Tourism Board in securing a more suitable location for the mission of their organization.
- Increased usage of the South Laramie Rail Spur
- Partnered with City of Laramie in developing and subsequently operating and administering the COVID Grant and Loan Program.
- Updated strategic direction and organization to meet evolving community needs and adopted Thrive goals
  - Targeted National Recruitment Committees
  - Local Industry Sector Committees
  - Infrastructure and Advancement
- Changed our Board meeting format to encourage additional engagement with local leaders on community issues.
- Continuous support and education of local businesses.
- Supported to WyoTech in reopening and growth.
- Workforce Retention
  - Job Placement
  - Recruitment Portal for
  - Assisting with office space for rental relief growth program.

# Emerging From COVID-19



- Our recovery and response activities
  - Instrumental in working with local & state levels to help businesses stay operational and vital through COVID and related impacts on the economy.
  - Partnered with City of Laramie on COVID-19 Emergency Grant/Loan program
  - Educated business community on Federal resources and assistance.
  - Helped business community access marketplace by creating the following: Initiated curbside challenge, virtual tip jar, Alliance Shopping Network (ASN), and Story telling
  - Participated in community, state, regional and national awareness calls.
- Worked over the last year to provide service to all local and county businesses regardless of membership.
  - Maintained tight budgetary controls over organization.
  - Assessed and evaluated our resource allocation to have maximum immediate and long term impact.
  - Provided and facilitated coaching for more than 40 local businesses through staff interaction.
  - Had over 400 logged interactions with area businesses.

# COVID-19 Emergency Grant & Loan Program



- \$135,852.41 total monies given out in grants and loans
- \$31,552.41 in grants for 32 businesses
- \$104,300 in loans for 6 businesses
- Overall LCBA Staff hours dedicated to program 345

# Programmatic Year in Review

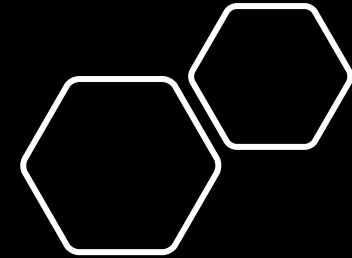
Highlights of FY 20/21, including:

- Major organizational or programmatic accomplishments
  - Created new programs to educate and engage businesses
    - SBRT
    - Lunch & Learn
  - Develop and educate business leaders
    - Leadership Laramie continued through pandemic
    - Establishment of a Non-profit fund through WCF
    - Greenway cleanup project
    - More than 20 start-up consultations
- Tangible community impacts
  - Jobs created and retained through LCBA and City developed projects - **273**
  - Businesses Supported Recruited
    - DMTI
    - Vigilant
    - Conducted over 350 member meetings to understand and assist in impacts of extraordinary year.
- Your organization's role in helping to develop the 10-year ED Plan
  - 100% Staff and Board Participation in development.
  - Heavy member and committee member participation in listening sessions.
  - Despite COVID Staff continued to work to meet Thrive objectives.
  - Participated in sessions with Fourth Economy to update the plan post COVID.

# HiViz 1

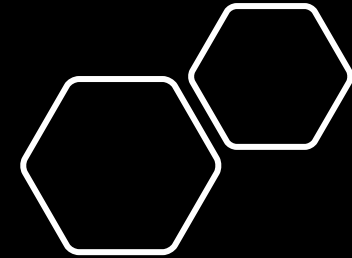
Statement of Activity  
January - December 2020

	TOTAL
Revenue	
4800 Rent/Lease Revenue	
4083 Hiviz 1	150,000.00
<b>Total 4800 Rent/Lease Revenue</b>	<b>150,000.00</b>
<b>Total Revenue</b>	<b>\$150,000.00</b>
Direct Program Expenses	
5100 Economic Development Projects Expenditures	
5112 Revenue Recapture Funds	19,930.54
<b>Total 5100 Economic Development Projects Expenditures</b>	<b>19,930.54</b>
<b>Total Direct Program Expenses</b>	<b>\$19,930.54</b>
<b>GROSS REVENUE</b>	<b>\$130,069.46</b>
Expenditures	
6410 Depreciation & Amortization	
6411 Depreciation	45,161.68
<b>Total 6410 Depreciation &amp; Amortization</b>	<b>45,161.68</b>
6920 Interest Paid	4,242.04
7810 Rent & Lease	
7811 Building Lease	75,000.00
<b>Total 7810 Rent &amp; Lease</b>	<b>75,000.00</b>
8010 Taxes & Licenses	
8011 Property	15,118.96
<b>Total 8010 Taxes &amp; Licenses</b>	<b>15,118.96</b>
<b>Total Expenditures</b>	<b>\$139,522.68</b>
<b>NET REVENUE</b>	<b>\$ -9,453.22</b>
<b>NET REVENUE</b>	<b>\$ -9,453.22</b>



# HiViz 2

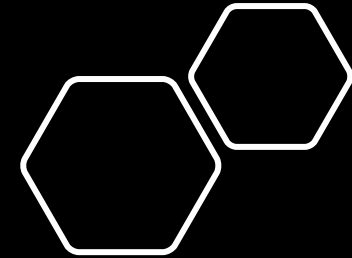
Statement of Activity  
January - December 2020



	TOTAL
Revenue	
4800 Rent/Lease Revenue	75,000.00
<b>Total Revenue</b>	<b>\$75,000.00</b>
Direct Program Expenses	
5100 Economic Development Projects Expenditures	
5112 Revenue Recapture Funds	7,800.00
<b>Total 5100 Economic Development Projects Expenditures</b>	<b>7,800.00</b>
<b>Total Direct Program Expenses</b>	<b>\$7,800.00</b>
GROSS REVENUE	<b>\$67,200.00</b>
Expenditures	
6410 Depreciation & Amortization	
6411 Depreciation	71,874.99
<b>Total 6410 Depreciation &amp; Amortization</b>	<b>71,874.99</b>
8010 Taxes & Licenses	
8011 Property	14,893.82
<b>Total 8010 Taxes &amp; Licenses</b>	<b>14,893.82</b>
<b>Total Expenditures</b>	<b>\$86,768.81</b>
NET REVENUE	<b>\$ -19,568.81</b>
NET REVENUE	<b>\$ -19,568.81</b>

# Plenty

Statement of Activity  
January - December 2020

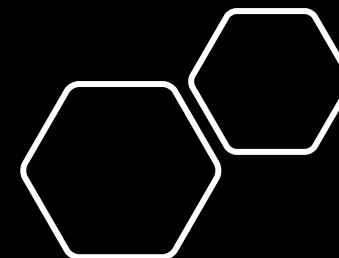


	TOTAL
Revenue	
4800 Rent/Lease Revenue	53,095.56
<b>Total Revenue</b>	<b>\$53,095.56</b>
Direct Program Expenses	
5100 Economic Development Projects Expenditures	
5112 Revenue Recapture Funds	10,780.54
<b>Total 5100 Economic Development Projects Expenditures</b>	<b>10,780.54</b>
<b>Total Direct Program Expenses</b>	<b>\$10,780.54</b>
<b>GROSS REVENUE</b>	<b>\$42,315.02</b>
Expenditures	
6220 Bank Charges & Fees	108.00
6410 Depreciation & Amortization	
6411 Depreciation	54,279.00
<b>Total 6410 Depreciation &amp; Amortization</b>	<b>54,279.00</b>
6920 Interest Paid	3,802.80
8010 Taxes & Licenses	
8011 Property	7,373.29
<b>Total 8010 Taxes &amp; Licenses</b>	<b>7,373.29</b>
<b>Total Expenditures</b>	<b>\$65,563.09</b>
<b>NET REVENUE</b>	<b>\$ -23,248.07</b>
<b>NET REVENUE</b>	<b>\$ -23,248.07</b>



# Tungsten

Statement of Activity  
January - December 2020



	TOTAL
Revenue	
<b>Total Revenue</b>	
Direct Program Expenses	
5100 Economic Development Projects Expenditures	
5112 Revenue Recapture Funds	352,658.57
<b>Total 5100 Economic Development Projects Expenditures</b>	<b>352,658.57</b>
5200 Fundraisers/Programs/Events Expenditures	
5210 COVID-19 Grants	115,000.00
<b>Total 5200 Fundraisers/Programs/Events Expenditures</b>	<b>115,000.00</b>
<b>Total Direct Program Expenses</b>	<b>\$467,658.57</b>
GROSS REVENUE	<b>\$ -467,658.57</b>
Expenditures	
<b>Total Expenditures</b>	
NET REVENUE	<b>\$ -467,658.57</b>
Other Revenue	
9010 Interest Earned	185.03
<b>Total Other Revenue</b>	<b>\$185.03</b>
NET OTHER REVENUE	<b>\$185.03</b>
NET REVENUE	<b>\$ -467,473.54</b>

# Business Ready Communities Update

## Reinvestment Status

- UL
- COVID-19 Grant/Loan Program
- Business Recruitment
- Adams Street
- Tourism Partnerships
- Business placement into Airport, County, and private buildings
- Accelerator model to help businesses move from saleable product to sustainability

## Jobs created

- Created and retained jobs on LCBA projects – **273**
- Over **30** additional jobs created through LCBA assistance
- Pandemic Pivot – Retention of workforce over creation, back

## Other impacts and updates

- Housing moving from critical to crisis.
- Businesses choosing to land in other communities due to

# Fiscal Year in Review



Organizational annual budget of approximately \$1.20 M



LCBA employees 4



Directly managed Economic Development Properties 8



Businesses in active relocation discussions 6



Regular working hours spent on economic development in a year 4,840



City of Laramie COO sits on LCBA Finance Committee as a voting member per Fee for Service contract



City Council member liaison is an Ex-Officio member of the LCBA Board



City Manager or city staff member can attend LCBA board meetings in place of City manager



Looking  
forward to FY  
2020/2021  
(Programmatic)

Strategic plans for 2020-2021:

- Assist in Thrive re-launch
- Continue to help businesses as higher education continues to re-open.
- Work with new industry committees to identify and address emerging challenges
- Work with ACTB to capitalize on increased interest in outdoors
- Focused efforts to generate interest in Laramie through focused committees
- Expanding events and reach

Assets that will aid in success

- EDA and LCBA Revolving Loan Fund \$1 M
- WBC's rollout of most recent round of state aid
- Business counseling and coaching
- Federal programs

Possible roadblocks to success

- Housing
- Project Timelines
- Commodity Crunch
- Decentralization of Industrial Model workspace

# Thank you for partnering with us by

- Supporting our economic development services
- Developing, Launching, and serving on COVID Grant and Loan Program
- Serving on committees
- Providing updates and information to LCBA Board on Community Hot Topics



# Questions