

# WCCE News

## Wyoming Chamber of Commerce Executives

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**April 2009**  
**Newsletter**

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### **WCCE President:**

**Jackie Bredthauer, Niobrara County Chamber of Commerce**

Dear Fellow Chamber Executives

Can you believe the first quarter of the year is over? Time flies when you are having fun so let's keep smiling and promoting our business community. We especially need to be positive and uplifting in this uncertain economy.

Thanks to all those who attended the winter conference and Business Day at the Legislature. Special thanks to Tim for covering for me while I had a conference call with my daughter's surgeon. We always hope everyone learns something at each event and can take away some ideas for their local chambers. It was also great to network with all of you and nice to see all the new faces. Remember we are all just a phone call away!!!!!!!!!!

Hope to see all of you in Lusk this fall. Should be a great convention and a valuable opportunity to network with others. Attending the state meetings should be a priority for all of us as there is no better opportunity to network with each other and share ideas.

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### **SBA Recovery Act Information**

Beginning March 16, 2009, the SBA will temporarily raise its guarantee percentage and eliminate fees for borrowers on its popular general business loan program 7(a).

Additionally, the SBA has temporarily eliminated fees for borrowers and third party lenders on 504 Certified Development Company Loans. These loans offer growing small businesses long-term, fixed-rate financing for major fixed assets, such as land, buildings and machinery and equipment.

Borrowers can apply for these loans directly with their lending institutions, including banks, credit unions, and Small Business Lending Companies.

The maximum loan amount for a 7(a) loan is \$2 million. For 504 loans, the loan structures and amounts vary since lenders and borrowers each determine how much equity they are putting into the loan. However, for the SBA portion of the loan, the maximum loan amount is either \$2 million or \$4 million, depending on the purpose of the loan.

Businesses can apply immediately to any SBA participating lender to take advantage of these enhanced and improved programs.

- Fees will be reduced for 7(a) loans starting this week (March 16, 2009)
- SBA's guaranty will be raised to 90% (to a maximum of \$1,500,000)
- Fees will be eliminated for 504 loans beginning this week (March 16, 2009).
- Microloan intermediaries across the country are providing loans of up to \$35,000 now to start-up, newly established and growing small businesses.

Depending on loan volume in these programs, the SBA estimates it will be able to eliminate these fees on loans approved through approximately December 31, 2009. Fee eliminations will be retroactive for all eligible loans approved on or after February 17, 2009. Fees for a 7(a) loan are based only on the guaranteed portion of the loan and depend on the size of the loan. The fees range from 2% to 3.75%

**What does the increased guarantee percentage mean for small businesses?** It means the lender will have less risk and a greater sense of security due to the higher guarantee percentage and will be more likely to extend credit to your small business.

If you have ever thought of starting your own business or expanding your existing business, now is the time to visit your lender and specifically ask about the Recovery Act and SBA loans. Many of the provisions in the act provide incentives to lenders to encourage them to start lending again to get more dollars in the hands of the small businesses that need it most. Banks will have access to more funds and higher guarantees making it less risky and more attractive to lend to small businesses.

Also, as part of the Recovery Act, SBA is developing a new program to help viable businesses with immediate financial hardships with a short term loan that will help them make payments on their existing loans.

For more information contact the Wyoming District SBA Office at (307) 261-6500, [email them at sbawyo@sba.gov](mailto:sbawyo@sba.gov) or go to [www.sba.gov/wy](http://www.sba.gov/wy).

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## Object and Purpose of WCCE

*The organization shall be organized to advance Chamber of Commerce management in all areas; to advance standards of ethical and efficient operation; to provide assistance to members in the conduct of their responsibilities; to coordinate information on all matters relating to Chambers of Commerce and similar organizations; to be a clearinghouse for interchange of ideas and information among Chambers which may provide a basis for action on matters of statewide importance; and to provide a medium for effective cooperation with organizations performing specialized functions related to Chamber of Commerce.*

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## From the Wyoming Business Council Business & Industry Division Quarterly Report – National and Regional Outreach

**POWER-GEN INTERNATIONAL 2008.** The Wyoming Infrastructure Authority, the University of Wyoming School of Energy Resources and the Carbon County local economic development group joined WBC-B&I to promote Wyoming's resources to more than 15,000 power professionals. POWER-GEN International is the world's largest exhibition designed to connect key suppliers with influential decision makers and was held in Orlando, December 2-5.

**SHOT SHOW 2009** (Shooting, Hunting and Outdoor Trades). WBC-B&I attended its 15<sup>th</sup> annual expo. SHOT is the largest marketplace in the shooting sports and hunting industries. The event attracts over 40,000 attendees and 2,000-plus exhibitors from all 50 states and more than 75 foreign countries. WBC-B&I shares booth space with Wyoming Game and Fish as well as a variety of Wyoming businesses. Businesses attending SHOT in Orlando, January 15-18 were The Tannery; Grouse Wing Camo and North American Gear from Lander; and 4D Reamer Rentals and Twisted Barrel from Casper. The companies reported on-site sales of approximately \$5,000 and potential of an additional \$15,000 in orders. WBC-B&I visited with approximately 40 business owners about Wyoming's business climate as well as members of the press.

**INTERNATIONAL SPORTSMAN'S EXPO (ISE).** WBC-B&I secures booth space for Wyoming businesses at ISE. ISE is a consumer show and considered America's premier travel, fishing, hunting, camping and outdoor sports show with over 9,000 attendees. Businesses attending with WBC-B&I in Denver, January 22-25, were Picture It In Stone, Cheyenne; R&B Meats, Rock Springs; Magnetic Rayz, Laramie; and Bighorn Products, Buffalo. Companies reported on site sales of \$7,873.

**WEST PACK 2009.** WBC-B&I exhibited at a multi-show expo in Anaheim, February 10-12, 2009. CAEDA (Casper Area Economic Development Alliance) attended the show with WBC-B&I. Wyoming's favorable business climate was an easy sell in the California market.

**SOUTHERN CALIFORNIA RECRUITMENT TRIP.** In conjunction with the West Pack Show, WBC staff visited four southern California companies. One visit was a contact from the December Power-Gen Show; one was a follow-up contact from the West Pack 2008 show; two were in the wind industry.

**RETECH** (Renewable Energy Technology). WBC-B&I and the University of Wyoming - School of Energy Resources (SER) exhibited at the renewable conference in Las Vegas, February 25-27. The focus of the booth was Wyoming's wind resource and SER's roll in the state's renewable resources. The conference was centered on the stimulus plan and particularly renewable energy.

**DENVER MERCHANDISE MART.** WBC-B&I secures booth space for Wyoming First companies to give them the opportunity to sell their products to the more than 7,000 wholesale buyers. Space is offered to companies at a reduced cost. Taking advantage of the opportunity in Denver, February 27-March 2 were: Whatever It Takes, Casper; JB's Wild Wyoming, Lander; Casper Glass, Casper; Cameo Graphics, Rock Springs; and TaDa Soaps, Sheridan. The companies reported more than \$35,000 in sales and orders.

#### **WBC STATEWIDE ACTIVITIES**

WBC B&I offered the opportunity for Wyoming First companies to display their products at the Governor's Hospitality and Tourism Conference, January 25-27, 2009. In addition to displaying product, WBC-B&I offered table space for three businesses to personally market their products to the attendees. \* WBC-B&I set up an exhibit at both the Wyoming Association of Municipalities (WAM) Winter Workshops and the Wyoming Economic Development Association (WEDA) and the Wyoming Chamber of Commerce Executives (WCCE) Winter Conferences in Cheyenne. The purpose of displaying at these events is the dissemination of information about WBC programs. \* As part of WBC-B&I's partnership with the University, WBC-B&I co-sponsored the Gro-Biz Conference in Cody, February 17-19. The conference had a record attendance of 200. The purpose of the Gro-Biz Conference is to inform Wyoming's companies of available federal and state government contracts. The conference is also sponsored by Senator Michael Enzi, Wyomingentrepreneur.biz and the Small Business Administration.

#### **WBC LEGISLATIVE ISSUES**

Senate File 22 and Senate File 75 will become law on July 1, 2009. The two bills will allow the Challenge Loan Program to increase limits on government guaranteed loans from \$500,000 to \$1,000,000. Limits on non-guaranteed loans will go from \$250,000 to \$500,000. The Main Street Loan Program will become part of the Challenge Loan Program giving access to a larger revolving loan pool and the ability to work with local lenders for better due diligence. There will also be an additional \$2 million added to the Revolving loan pool to be lent out to growing Wyoming businesses. \* An Energy performance contracting bill was signed by the Governor. The bill will allow a facility owner to accomplish energy or water efficiency projects without upfront capital costs or capital appropriations. \* HB110 was signed and will become effect July 1, 2009. The law allows Business Ready Community money to be used to buy down utility costs of power and broadband for data center facilities.

#### **UPCOMING WBC EVENTS**

- April 26-28      **Corenet Global** – Dallas. Corenet Global is a semi-annual event for commercial real estate professionals aka site selectors. In the past, Wyoming has partnered with the states of Idaho and Utah for a regional presence in the exhibit hall. The states have collectively agreed to forego exhibiting at this conference. WBC staff will attend the conference.
- May 2-6          **Industrial Asset Management Council (IAMC)** – Ashville, NC. IAMC is another conference for site selectors. WBC-B&I co-sponsors a breakfast at the conference. Staff will attend the conference.
- May 4-7          **WINDPOWER 2009** Conference and Exhibition – Chicago. WBC-B&I will exhibit for the first time at WINDPOWER 2009. This is the largest annual wind conference and exhibition in the world featuring over 13,000 attendees and over 900 exhibitors. WBC-B&I will be sharing booth space with the Wyoming Infrastructure Authority, University of Wyoming School of Energy Resources and Casper College, and local economic developers.
- June 1-5          **Adjutants General Association of the U.S. (AGAUS)**. WBC-B&I will have a Wyoming products booth at the annual conference. The conference includes national guard leaders, staff and contractors from all states and U.S. territories.
- June 23-25      **National Plastic Expo (NPE)** – Chicago. NPE is a large manufacturing expo that is staged every three years. WBC-B&I will be exhibiting at NPE to market Wyoming's business climate to manufacturers.

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## WCCE Reminders:

- Wyoming Business Alliance's Economic Outlook Forum is scheduled for **April 15 -16, 2009** in Casper
  - Governor's Summit on Workforce Solutions is scheduled for **May 26-29<sup>th</sup>, 2009** in Jackson
  - WCCE Fall Conference is scheduled for **September 23, 24 & 25, 2009** in Lusk
  - The 2009 Business-to-Business Idea Expo is scheduled for **September 27-29, 2009** in Laramie
  - Governor's Tourism Conference is scheduled for **February 21-23, 2010** (ending at 2 p.m.) in Cheyenne
  - WCCE Winter Conference is scheduled for **February 23, 2010** in Cheyenne
  - WCCE's Business Day at the Legislature is scheduled for **February 24, 2010** in Cheyenne
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## WCCE Board of Directors 2008-2009

### **Jackie Bredthauer, President**

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### **Lori Becker, Past President**

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### **Tim O'Donoghue, President-Elect**

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### **2009 WCCE Members:**

Buffalo Chamber of Commerce  
Campbell County Chamber of Commerce  
Casper Area Chamber of Commerce  
Cody Country Chamber of Commerce  
Douglas Area Chamber of Commerce  
Evanston Chamber of Commerce  
Glenrock Chamber of Commerce  
Goshen County Chamber of Commerce  
Greater Cheyenne Chamber of Commerce  
Green River Chamber of Commerce  
Jackson Hole Chamber of Commerce  
Lander Chamber of Commerce  
Laramie Area Chamber of Commerce  
Newcastle Area Chamber of Commerce

### **Peggy Rounds (2010)**

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### **Janet Hartford (2010)**

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### **Julie Simon, Secretary/Treasurer (2009)**

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Niobrara Chamber of Commerce  
Platte County Chamber of Commerce  
Powell Valley Chamber of Commerce  
Rawlins-Carbon County Chamber of Commerce  
Ringle, Dan  
Riverton Chamber of Commerce  
Rock Springs Chamber of Commerce  
Saratoga/Platte Valley Chamber of Commerce  
Sheridan County Chamber of Commerce  
Star Valley Chamber of Commerce  
Sublette County Chamber of Commerce  
Thermopolis/Hot Springs Chamber of Commerce  
Wyoming Business Council  
Wyoming Economic Development Association  
Worland/Tensleep Chamber of Commerce