



# Reshoring Institute

# WYOMING

## State Economic Survey and Incentive Comparison

## CONTACT INFORMATION

Contact Name: Wendy Lopez

Contact Phone Number: 307-777-2806

Contact Email Address:  
wendy.lopez@wyo.gov

US State Name: Wyoming

State Abbreviation: WY

State Economic Development Web  
Address: [whywyoming.org](http://whywyoming.org)

State Economic Development Email  
Address: wendy.lopez@wyo.gov

State Economic Development Phone  
Number: 307-777-2806

Additional Relevant Links for Relocating  
Companies: [whywyoming.org](http://whywyoming.org)

## INCOME AND OUTPUT

This section highlights the state's productivity and income to provide an understanding of the amount of business conducted and the rate of growth for businesses and individuals.

Gross Domestic Product, in millions: \$35,981

Gross Domestic Product % Growth: -0.1%

Per Capita Personal Income (*\*GDP/Population*) *This is often used as a standard of living measurement:*  
\$56,081

Per Capita Personal Income % Change: 0.1%

## WORKFORCE

This section gives manufacturers an idea of the industry's environment in the state, including the makeup of the available workforce, the labor requirements and recent trends.

Total Population: 585,501

Total Civilian Labor Force: 306,012

Total Number of Persons Employed: 293,262

Total Number of Persons Unemployed: 12,750

Unemployment Rate %: 4.2%

Manufacturing Employment: 9,759

Professional and Business Services Employment: 18,494

State Right-to-Work Law Y/N: Y

Large Factory Openings during Previous year:

Large Factory Closures during Previous year:

## EDUCATION

This section provides further insight into the potential workforce education levels, advanced areas of education and partnerships between higher education and industry for insight into quality of labor force and growth sustainability.

% High School Diploma or More: 30%

% Bachelor's Degree or Higher: 17%

Enrollment in Higher Education Institutions: 34,200

Science and Engineering Graduate Students: 753 enrolled

List of High school, College, or University Manufacturing Partnership Programs *These are partnerships with manufacturers to help train future employees in certain skills:*

Seven Community College programs, two of which partner with a local high school.

Manufacturing-Works partners with the University of Wyoming.

List of Additional Manufacturing Training Programs:

Wyoming Contractors Association Regional Training Center

List of Future Planned Manufacturing Training Programs *If known please include expected implementation date:* N/A

## COST OF DOING BUSINESS

This section highlights the cost associated with doing business in the state including taxes, wages, insurance and energy expenses.

State Corporate Income Tax %: 0

State Individual Income Tax %: 0

State Level Sales Tax %: 4



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State Use Tax %: (sales and use tax is 4%)

Unemployment Insurance Tax % (estimate):

Additional Relevant Taxes:

Workers' Compensation Employer Insurance Costs per \$100 of Payroll:

Average Industrial Electric Rate: \$5,487 (35<sup>th</sup> in nation – 26.7% below national average)

Average Price of Natural Gas Delivered to Industrial Consumers: \$8.76 (18.6% below national average)

Average Hourly Earnings of Production Workers in Manufacturing: \$22.20

Minimum Wage (current): \$5.15

Pending Legislation Regarding Minimum Wage: No

If you answered YES to the above question, What is the proposed minimum wage?:

If you answered YES to the above question, What is the legislative bill number?:

## ENTREPRENEURSHIP AND INNOVATION

This section underscores the successes of the state in terms of business innovation through awards, venture capital, and intellectual property attainment.

Total Small Business Innovation Research (SBIR) Awards *Found at:* [https://www.sbir.gov/reports/state-summary?year=2016&program\\_tid=105791](https://www.sbir.gov/reports/state-summary?year=2016&program_tid=105791): 185

Total Small Business Technology Transfer (STTR) Awards *Found at:* [https://www.sbir.gov/reports/state-summary?year=2016&program\\_tid=105792](https://www.sbir.gov/reports/state-summary?year=2016&program_tid=105792): 37

Venture Capital Deals, in millions: \$26 since 2010. 131 jobs created.

% of State with Internet Accessibility: 98.5%

Newly Registered Businesses: 73.3 per 1,000 firms

Newly Registered Patents: 115 (2015)

## FOREIGN DIRECT INVESTMENT

This section provides insight into the amount of current investment overseas and the potential state market for manufacturers to reshore.



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Foreign Direct Announcements: Tungsten Heavy Parts and Powder is bringing jobs back from China.

Foreign Direct Employment: 8,400

Foreign Direct Investment, in millions: \$2

## TRANSPORTATION AND INFRASTRUCTURE

This section sheds light on the basic infrastructure of the state and what a company can expect in terms of the logistics of shipping their product.

Number of major 2 or 4-Lane Highways running through state: Three interstates

Number of major railways going through state: BNSF and UP run through Wyoming

Number of major ports connected to state: N/A

Number of airports throughout state: 10

Number of International airports throughout state: 1

Number of distribution centers: 15

Number of foreign trade zones: 1

## INCENTIVES

Different states offer different incentives to entice companies to move to their state. This section will allow you to highlight these incentives.

### Pending Legislation

Proposed Incentives Currently Pending Approval (Y/N): Y

If you answered YES above, please describe the pending incentives including the bill number if applicable:

SF 132 - ENDOW Initiative provides staffing resources and \$2.5 million for economic development measures.

HB 253 – Economic Development Account Funding provides \$25 million toward large project loans.

SF 70 – Manufacturing Machinery Exemption Sunset Date extends the exemption to 2023.

### Cash Incentives



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Does the state provide any CASH incentives? (Y/N): N

If you answered YES above, please provide details of this incentive including the contact information and website if applicable:

### **State Tax Credits**

Does the state provide any Tax Credit incentives? (Y/N): N

If you answered YES above, please describe the available tax credits:

### **State Tax Exemptions**

Does the state provide any Tax Exemptions? (Y/N): Y

If you answered YES above, please describe the available tax exemptions:

No corporate, personal, inventory, franchise, occupation or value-added tax.

No tax on sale or lease of machinery to be used in manufacturing. No sales tax on electricity used in manufacturing. No data center equipment sales tax.

Reimbursement up to \$2.5 million on data center power usage.

### **State Grants**

Does the state provide any Grant incentives? (Y/N): Y

If you answered YES above, please describe the available grants:

Business Ready Community Grants pay for infrastructure for businesses.

### **State Loans**

Does the state provide any Low-Interest Financing incentives? (Y/N): Y

If you answered YES above, please describe the available financing opportunities:

Challenge Loans, Economic Development Large Project loans, Tax-Exempt Industrial Development Revenue Bonds, Wyoming Partnership Bridge Loans and Wyoming Partnership Guaranteed Loans are all programs created to provide businesses with low-interest financing incentives.

### **Training Programs**

Does the state provide any Specialized Training Program incentives? (Y/N): Y

If you answered YES above, please describe the available training programs:

The Workforce Development Training Fund for existing and new positions provides grant money for training up to \$4,000 per year for new positions.



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### **Zoning**

Does the state provide any Special Zoning incentives? (Y/N): N

If you answered YES above, please describe the available special zoning opportunities:

### **State Marketing and Promotions**

Does the state provide any Marketing and Promotional incentives? (Y/N): Y

If you answered YES above, please describe the available special marketing or promotional opportunities:

The Film Industry Financial Incentives program provides incentive to feature Wyoming and its industries in film.

The Trade Show Incentive Grant provides money for businesses to attend industry trade shows.

Various agriculture and Made in Wyoming grants are available to pay for product display at shows and value-added commodities sales.

### **Innovation Centers**

Does the state have Innovation Centers or Additional Resource available for companies? (Y/N): Y

If you answered YES above, please describe the available innovation centers or additional resources:

The Wyoming Technology Business Center provides incubator services to startups.

The Wyoming Small Business Development Center provides business planning, financing, marketing, research and succession resources.

The Wyoming SBIR/STTR Initiative provides money and assistance for Phase 1 federal research grant proposals.

Manufacturing-Works provides resources for manufacturers and inventors.

Private entities like Breakthrough 307, Wyoming Smart Capital Network, Silicon Couloir and others provide entrepreneur training, venture capital access and other resources to Wyoming startups.

## **REGIONAL INFORMATION**

Many states have "regions" that specialize in certain industries such as automotive in Detroit or high tech in Silicon Valley. This section is to help you highlight these regions. If the state doesn't have any special regions please skip this page.

Please note that a "region" could be an area, county, city etc...



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### Region One

Name of Region (This can include nicknames such as Silicon Valley): Southeast Wyoming

Does this region have a designated web site? (Y/N): N

If you answered YES to the question above, what is the website:

Geographic Location Information (For example, Silicon Valley spans several major cities including San Jose, Cupertino and Palo Alto): Region spans Laramie and Cheyenne

What industry or industries are prominent in this region?

- Aerospace
- Apparel
- Appliances
- Automotive
- Biomedical
- Building Materials and Equipment
- Computer and Electronic Products
- **Distribution Centers**
- Food or Beverage
- Furniture
- Machinery and Capital Equipment
- Paper
- Plastics
- **Telecom**
- Toys or Children's Products
- Warehousing
- Other: **Data Centers, Advanced Manufacturing, Firearms**

What are some unique aspects of this region? *Could include information about transportation, education, weather etc...:* Stunning scenery; easy and fast access to two interstates and two rails running north, east, south, west; proximity to front range; state's four year university located here

Are there any special programs or incentives for companies wanting to move to this region? (Y/N): N

If you answer YES to the question above, please list the programs or incentives for this region if not already mentioned in the Incentives section:

Does this region offer site selection assistance? (Y/N) *Please describe programs and resources:* Y

Laramie Chamber Business Alliance – local economic development organization

Brad Enzi, CEO

Email: [benzi@laramie.org](mailto:benzi@laramie.org)

Phone: 307-745-7339

Cheyenne LEADS – local economic development organization

Contact: Randy Bruns, CEO

Email: [rbruns@cheyenneleads.org](mailto:rbruns@cheyenneleads.org)

Phone: 307-772-7241



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Wyoming Business Council – state economic development agency

Contact: Wendy Lopez

Email: [wendy.lopez@wyo.gov](mailto:wendy.lopez@wyo.gov)

Phone: 307-777-2806

If you answer YES to the question above, please list the contact information for the site selection assistance:

Is there any extraordinary information that you would like to add about this region?

As the front range grows ever more crowded and expensive, this is the region people will be moving to next, thanks to its low cost of living, lack of income or corporate tax, scenery and easy access to the Denver Metro area.

## Region Two

Name of Region (This can include nicknames such as Silicon Valley): Bighorn Basin

Does this region have a designated web site? (Y/N): N

If you answered YES to the question above, what is the website:

Geographic Location Information (For example, Silicon Valley spans several major cities including San Jose, Cupertino and Palo Alto): Region reaches west of the Bighorn Mountains in northern Wyoming to the edge of Yellowstone National Park

What industry or industries are prominent in this region?

- Aerospace
- Apparel
- Appliances
- Automotive
- Biomedical
- Building Materials and Equipment
- Computer and Electronic Products
- Distribution Centers
- Food or Beverage
- Furniture
- Machinery and Capital Equipment
- Paper
- Plastics
- **Telecom**
- Toys or Children's Products
- Warehousing
- Other: **Agricultural manufacturing, Mining services manufacturing**

What are some unique aspects of this region? *Could include information about transportation, education, weather etc...:* Stunning scenery, served by a community college, extensive agriculture, mining and distribution.

Are there any special programs or incentives for companies wanting to move to this region? (Y/N): N





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If you answer YES to the question above, please list the programs or incentives for this region if not already mentioned in the Incentives section:

Does this region offer site selection assistance? (Y/N) *Please describe programs and resources:* Y

Washakie Development Association

LeAnn Baker-Chenoweth

Email: [info@washakiedevelopment.com](mailto:info@washakiedevelopment.com)

Phone: 307-347-8900

Forward Cody

James Klessens, CEO

Email: [jklessens@forwardcody.com](mailto:jklessens@forwardcody.com)

Phone: 307-587-3136

Powell Economic Partnership

Christine Bekes, executive director

Email: [info@pepinc.org](mailto:info@pepinc.org)

Phone: 307-754-6094

Wyoming Business Council – state economic development agency

Contact: Wendy Lopez

Email: [wendy.lopez@wyo.gov](mailto:wendy.lopez@wyo.gov)

Phone: 307-777-2806

If you answer YES to the question above, please list the contact information for the site selection assistance:

Is there any extraordinary information that you would like to add about this region?

A diverse mix of agriculture, mining and distribution provides a diverse economy for this rural area. The Bighorn Basin is known for its relatively warmer and calmer climate.

## Region Three

Name of Region (This can include nicknames such as Silicon Valley): NEW Growth Alliance

Does this region have a designated web site? (Y/N): Y

If you answered YES to the question above, what is the website:

<http://www.newgrowthalliance.com/new-growth>



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Geographic Location Information (For example, Silicon Valley spans several major cities including San Jose, Cupertino and Palo Alto): Region reaches east of the Bighorn Mountains to Devil's Tower National Monument

What industry or industries are prominent in this region?

- Aerospace
- Apparel
- Appliances
- Automotive
- Biomedical
- Building Materials and Equipment
- Computer and Electronic Products
- Distribution Centers
- Food or Beverage
- Furniture
- **Machinery and Capital Equipment**
- Paper
- Plastics
- **Telecom**
- Toys or Children's Products
- Warehousing
- Other: **Agricultural manufacturing, Mining and Energy services manufacturing**

What are some unique aspects of this region? *Could include information about transportation, education, weather etc...*: Stunning scenery, served by two community colleges, center of research into alternative uses of carbon, available skilled workforce

Are there any special programs or incentives for companies wanting to move to this region? (Y/N): N

If you answer YES to the question above, please list the programs or incentives for this region if not already mentioned in the Incentives section:

Does this region offer site selection assistance? (Y/N) *Please describe programs and resources*: Y

NEW Growth Alliance  
Phil Christopherson  
Phone: 307-689-9554

Wyoming Business Council – state economic development agency  
Contact: Wendy Lopez  
Email: [wendy.lopez@wyo.gov](mailto:wendy.lopez@wyo.gov)  
Phone: 307-777-2806

If you answer YES to the question above, please list the contact information for the site selection assistance:

Is there any extraordinary information that you would like to add about this region?  
The downturn in the coal, oil and gas industries have left many residents in the region underemployed despite their manufacturing skills. This presents a perfect opportunity for a relocated or expanded



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manufacturing company that needs workers quickly. This region is also the center of a push to find new uses for carbon – like activated charcoal or graphene. Opportunities for heavy industry abound in the area.

## AMERICAN MADE LABEL REQUIREMENTS

Federal Trade Commission oversees “Truth in Advertising” regulations including promotion or disclosure of products displaying “Made in USA” labeling. FTC requires products advertised as “Made in USA” be “all or virtually all” made in the U.S. “all or virtually all” means the product should contain no – or negligible – foreign content.

### Made In USA Requirements

Does the state have any specific requirements for labeling products "Made in USA"? (Y/N): N

If you answered YES to the question above, what are the requirements for labeling products "Made in USA":

Is there pending legislation regarding these requirements? (Y/N): N

If you answered YES to the question above, please describe the proposed legislation including the bill number:

### Made In YOUR STATE Requirements

Does your state have any specific requirements for labeling products "Made in YOUR STATE"? (Y/N): Y

If you answered YES to the question above, what are the requirements for labeling products "Made in YOUR STATE": Made in Wyoming products must have value added to them in the state.

Is there pending legislation regarding these requirements? (Y/N): N

If you answered YES to the question above, please describe the proposed legislation including the bill number:

Is there an organization or entity that monitors state labeling? (Y/N): Y

If you answered YES to the question above, please provide the name and contact information for the organization or entity: Terri Barr, Business Development Coordinator 307-777-2807



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Thank you for your time. Please email your responses to [alevy@reshoringinstitute.org](mailto:alevy@reshoringinstitute.org) and your responses will be recorded and available online for review at [www.reshoringinstitute.org](http://www.reshoringinstitute.org).