

Your Chamber AT WORK

Getting things done, behind the scenes

February 2008

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Chamber Staff

Lorraine Armstrong
Assistant Director

Clarissa Callahan
Carrol Schoening
Colleen Wilson
Kathy Wilson

Riverton Rendezvous

Chamber Social

February 21, 2008

5:00 to 7:00 PM



*Riverton Chamber of Commerce & Visitor Center
213 West Main, Ste C*

Come enjoy hors d'oeuvres and Railroaders' Bar and listen to the Riverton Rendezvous Committee as they present the plans for Rendezvous activities

Riverton Five-Year Follow-up Assessment is in



Riverton Five-Year Follow-up Assessment that was done in November of 2007 is ready for viewing on the internet at <http://www.wyomingrural.org>. Be advised that the document is 123 pages.

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What is happening at the Chamber.....

By Lorraine Armstrong

Chamber Staff:

Lorraine Armstrong; Assistant Director, Clarissa Callahan, Carrol Schoening, Colleen Wilson and Kathy Wilson

Yes, the board is seeking a new director, but the daily work of the Chamber continues.

Examples of Chamber duties are as such:

1. Management of the Visitor Center,
2. Management of the membership database and providing member services to current and new members,
3. Management of chamber activities such as Chamber Socials, Ground Breakings, Open Houses, and Ribbon Cuttings,
4. Management of the budgeting and purchasing,
5. Management of special activities such as the Agriculture Banquet and Awards Banquet,
6. Management of the event and web calendars, and

7. Management of the staff, newsletters, e-news, city events, radio spot, tourism grants/activities assigned and much, much more!!

Opened Position:

We are seeking a Membership and Marketing Associate utilizing the Wyoming Department of Workforce Services. The individual in this position will promote Riverton area and local events, assist in member retention and recruitment programs, invoice accounts receivable, increase membership and promote advertising. Professionalism, teamwork, good public relations and communication skills are a must. Knowledge and experience in Microsoft Office and Publisher is required. The Associate will perform all duties in a 30 hour work week including occasional evening hours and weekends. Please contact the Riverton and Lander Workforce Centers for more information regarding this position.

A Message from Senator Enzi

By U.S. Senator Mike Enzi

Tax lapse fix was early Christmas present for Americans

A provision in a 1960s tax bill had the potential to wreak major havoc for 23 million taxpayers. Before Congress adjourned at the end of 2007 language was fixed and taxpayers were spared from an outdated law that could have cost them millions.

The Alternative Minimum Tax (AMT) was originally enacted to ensure that all taxpayers, especially those with high-incomes, pay at least a minimum amount of federal taxes. However, the tax was not indexed for inflation. This oversight meant that the income brackets that were considered high-incomes in the 1960s, are middle class incomes today. Therefore, today's middle class would be taxed more harshly even though the AMT was never intended to tax the middle class.

At the end of this year the number of taxpayers subject to the AMT was set to increase from 3.5 million to 23 million nationwide with a price tag of about \$52 billion. Taxpayers would have expected to pay an additional \$2,500 to \$15,000 to the Internal Revenue Service each year. I worked diligently up until the last day of session to ensure that taxpayers were not unfairly subjected to a tax that was never meant for them – and those efforts paid off.

Congress took action to fix this problem for the next year and

hopefully made the change early enough to allow adequate time for accountants to get up to speed on the new requirements before tax season begins.

Unfortunately, the AMT fix was not permanent and will need to be addressed again next year, but for now taxpayers won't have to worry about ponying up a few extra thousand dollars for the IRS.

I will work with my fiscally minded colleagues to get a permanent fix in place so taxpayers will no longer be adversely affected by this



DOES YOUR 501(c)3 ORGANIZATION NEED A USED COPIER?

The Riverton Chamber has a used Cannon ImageRUNNER 3300 copier for sale.

Come by and stop in at 213 W. Main St. between 8 a.m. and 5 p.m., Monday-Friday.

The copier will go to the organization with the "Best Offer"



Help yourself find government contracts

By Tom Lacock - Wyoming Business Council

We've all heard the myths about the government buying \$800 hammers. While they may not be able to help you find million-dollar nails, the folks at GRO-BIZ - the Wyoming Procurement Technical Assistance Center – can help you get your chunk of available government money.

Whether you are interested on selling the government something as big as missiles or something as small as ink pens, there is a process to go through and the staff at GRO-BIZ has the roadmap to get through it. GRO-BIZ is offering their services at their 2008 Conference Feb. 20-21 at the Holiday Inn of Cheyenne. The event is being sponsored by the office of U.S. Senator Mike Enzi (R-Wyo.), the Wyoming Business Council, and GRO-BIZ.

El Belish, Regional Director for GRO-Biz, said his organization helps Wyoming businesses sell services and products to federal, state and local governments. Their services are free of charge to Wyoming companies. GRO-BIZ has helped Wyoming companies secure a total of 434 government contracts more than \$79 million since the year 2000.

"There is a process involved and we know that process," said Belish.

The GRO-BIZ conference will kick off at 8 a.m. on Feb. 20 with opening remarks from Sen. Enzi. The breakout sessions will cover topics such as doing business with the state of Wyoming, the U.S. General Services Administration's Buyers and Vendors Program as well as how to market to the government. Sue Payton, assistant secretary of Air Force procurement, will be the keynote speaker on Feb. 20.

In addition to local small businesses, Belish said nearly 50 government procurement officers have been invited to the conference with around 30 agencies typically attending. Among the agencies who will be participating in the conference are the General Services Administration, the Bureau of Land Management, the State of Wyoming and the National Parks Service.

Cost of the conference is \$150 per person and \$90 for each additional person from the same business. The registration fee includes breakfast and lunch both days of the conference. Vendors are also encouraged to set up display booths for procurement officers attending the event for \$325 per booth. For more information, contact Belish at 307.672.3700 or gro-biz@actaccess.com. Registration for the event can be done on-line at www.gro-biz.com.

GRO-BIZ will host a pre-conference workshop, "Wide Area Workflow (WAWF): The Latest in E-Invoicing Compliance" on Feb. 19 from 1-4 p.m. at the Cheyenne Holiday Inn. Rob Annicellia from the Defense Contract Management Agency's E-

Business Directorate will train participants on WAWF version 3.9, which increases invoice submission accuracy, reduces payment cycle time and keeps contractors compliant with mandated and imminent E-Invoicing requirements.

To register, email grobizdirector@wyoming.com or call 866.253.3300. The workshop is free to anyone registered for the GRO-Biz Conference. There is a \$50 fee for non-conference attendees.

2008 Fremont County Employment EXPO

March 4, 2008

9 a.m.—2 p.m.

See enclosed flyer for registration
and contact information.

2008 Fremont County Ag Appreciation Awards Banquet May 10, 2008

See enclosed nominate form for
the best man, woman, business
and service



Second phase of Bailey's South Federal Redevelopment Project opens

Wyoming's newest and "greenest" Sinclair branded truck stop and travel center is now open on South Federal Boulevard in Riverton offering alternative fuels and a 24-hour convenience store. The Pit Stop Travel Center features bio diesel, #1 and #2 diesel fuels, E-85 Ethanol and regular grades of gasoline.

We have 11 fueling bays featuring high volume pumps with separate areas for cars and for tractor-trailer rigs and other large vehicles," said Mike Bailey, owner. "Our new full-service truck stop is the only one in Fremont County and West Central Wyoming featuring ASC Certified Mechanics, tires, oil changes, alignment and fuel." The new travel center also features a technologically advanced above ground 200,000-gallon bulk fuel storage facility.

The opening of the Pit Stop Travel Center marks completion of the second phase of a three-phase project undertaken by Bailey Enterprises that has greatly enhanced Riverton's south side. A new 28,000 square foot tire and automotive service center was completed and opened in late 2007. It features 14 service bays, including a truck alignment bay and a truck service pit. Phase Three of the massive redevelopment project will open soon, including trucker showers and laundry facilities and a new restaurant, the Speedway Café.

Mike and his brother Darren Bailey said they are making this major investment to improve customer service, expand their current product line, increase the efficiency of their businesses and become the first west-central Wyoming distributors of environmentally friendly biodiesel and E-85 Ethanol vehicle fuels.

"West Central Wyoming has been without a full-service truck stop for a long, long time," Mike Bailey said. "This new facility is state-of-the-art and we think a tremendous addition to Riverton's business sector. It's also the state's "greenest" fueling facility," he said.

The project has added 15 new employees to the Bailey's payroll.

The Bailey brothers operate seven different Fremont County businesses from their greatly expanded South Federal Boulevard location, including Bailey Tire and Auto Service Centers in Riverton and Lander, five Pit Stop convenience stores in Riverton, Lander and Dubois, Rocky Mountain Logistics-an oil field service company, NAPA Auto Parts of Lander, Central Wyoming Transportation, Bailey Oil Company, and Evergreen Wholesale.

"We are very excited to be adding environmentally friendly fuels, which are being produced right here in the USA," said Mike Bailey. The E-85 ethanol fuel is refined from ag products produced in the Rocky Mountain Region.

Chamber Coupons

Have you thought to give the chamber your coupon for distribution? We are preparing a new list of coupons for 2008.

- Your coupons will be distributed to people requesting vacation/relocation packets and attending conferences and workshops during 2008
- There are approximately 4,500 people receiving your business coupon each year. Visitors staying in Riverton for the night come to the chamber asking for coupons. See the Statistics section of the monthly newsletter for the total requests
- All coupon copies are printed at the chamber office
- Charge to you is **\$25** per year

Criteria for coupons

- Must give at least 15% discount or more
- Size of the coupon: 3-1/4 inches by 3-3/4 inches (6 business coupons per page)

- Design your own coupon, or our office will design it for you. (You will approve the coupon prior to printing)
- Coupons are printed in black and white (Chamber does not have a color printer)
- Example of a coupon:

<p>Business Name Address (307) 85x-xxxx</p> <p>Save 15% on your entire purchase! Or xxxxxxxxxxxx item only or Something eye catching</p> <p>Add something about your business xxxxxxxxxxxxxxxxxxxx XXXXXXXXXXXXXXXXXXXX Store hours?? Coupon Valid through xxxxxxx</p>

New Members

Back on the Rack

307 E Main St
 Riverton, WY 82501
 (307) 856-6677
 E-mail: hoconnor@wyoming.com

Back on the Rack is a boutique consignment store for high school girls and women. Patty O'Connor, the owner, carries sizes 0-24. You will find creations by Coldwater Creek, Eddie Bauer, Pendleton, Liz Claiborne Studio, Carol Anderson Collection, as well as vintage clothing featured in prom dresses, wedding dresses, jeans, shoes, purses, jewelry, coats, shirts and vests.

Come join us for the Grand Opening and Ribbon Cutting Ceremony for Back on the Rack on February 9th, 10:00 a.m. This new business is located at 307 E. Main St. here in Riverton.



Thank you to our Renewing Members

- | | |
|-------------------------------------|---|
| ADvertiser, The | Smartt Insurance Agency |
| Big Mountain Insurance | Smith's Food & Drug Center |
| Dinwoody Construction | Star Trims Clear Bra Installations |
| Edward Jones Investments/L. Gerardo | Top of the Hill |
| Gabel Theatres, Inc. | United Methodist Church |
| Golden Buffalo Fine Jewelry, The | Walking Star Marketing, Design & Internet |
| HB Rentals | Wells Fargo Home Mortgage |
| High Country Sporting Goods | Wherehouse, The |
| Meadowlark Books LLC | Woodward's Floral |
| Riverton Ranger | Wyoming Dinosaur Center, The |



Thank you to Traveling Computers, Inc. & Wild West Winter Carnival and Wyoming Public Television (Wyoming PBS) for hosting the Chamber Socials, January 17 and 24 respectively. The food was very good and the staff are wonderful!



Secrets to Keeping Your New Year's Resolutions Sabrina Schleicher, PhD, ACC

As the new year begins, you may be thinking about what you would like to accomplish in the year ahead. You might make some resolutions to do things differently in the coming year. You might work very hard at these resolutions for a couple of weeks. But, then something happens. You slip right back into your old ways. By mid-year, your resolutions are just that—resolutions you made, but didn't keep.

As a coach, one of the things I help my clients with is achieving goals—the kind of goals that change your life for the better.

There are several important considerations when setting a goal for yourself:

Make the goal meaningful. Tie your goal to a larger vision for your life—your best life. Ask yourself: What will achieving this goal get me? What will it do for those I love? Allow yourself to visualize what you will experience when you achieve the goal. Consider what you will be thinking, feeling and doing as a result of accomplishing that goal. Holding this vision in mind motivates you to persist when obstacles arise, or when other demands compete for your attention.

Stretch yourself. Set a goal, then make it even bigger. Working toward a BIG goal is exciting, especially when you see yourself accomplishing it. Too often, we set mediocre goals, telling ourselves we don't want to fail. However, a goal that is easy to achieve is not exciting or rewarding, so we lose interest along the way. This reinforces the notion that we shouldn't try harder and go for a bigger goal. It's a vicious cycle. Remember, when you set mediocre goals, you get mediocre results. When you set a BIG goal and put the right support in place, you get amazing results!

Be accountable. Have you ever noticed that what gets done are those things that you have told someone you will do? When someone is waiting for something from you, you get it done. When someone asks something of you, you get it done. When there is a deadline, you meet it. Yet, your personal projects and goals sit on the backburner and drag on. Eventually, you lose interest or give up because you just haven't had time to focus on them.

Accountability is powerful! We are much more likely to accomplish goals that involve someone else. Find ways to hold yourself accountable for working toward your goals. Share your intentions. But, don't stop there. The more people you share your intentions with, the more accountable you will be.

Partner with a coach. Partnering with a coach increases your accountability and dramatically increases the likelihood that you will achieve the goals you set. With a coach, you have weekly contact and check-ins to report progress on your goals. You have a supportive, confidential relationship to assist you in brainstorming ways to overcome obstacles, celebrate your successes and learn from your setbacks. Those who work with a coach are more effective in all areas of life. The bottom line—when you work with a coach, you achieve bigger goals and live a better life!



Welcome Bag Request

We need your help!

The Chamber has received 400 requests for Welcome Bags in February through May 2008 so far. We need your marketing and advertising items such as business cards, pens, pencils, key chains, note pads, flyers, post cards, coupons, etc.

Keep in mind when people come to town for conferences, workshops or meetings they may want to shop in Riverton before heading home. Make it easier for our visitors to remember the name of your business with a marketing item in the Welcome Bag.

Please drop any items for inclusion in the Welcome Bag at 213 W. Main St., Ste. C.

Thank you for your help!

Your Chamber Staff

RIVERTON
CHAMBER OF COMMERCE

HAVE YOU SEEN:

- sinks canyon?
- south pass city?
- riverton museum?
- cwc art collections?
- wind river indian reservation?
- cultural centers • pow-wows?
- nat'l big horn sheep center?

VISITOR INFORMATION CENTER AT
213 WEST MAIN, SUITE C
RIVERTON, WY 82501
307-856-4801 • 800-325-2732

Member Feature: Sheep Camp Quilt Supply

Sheep Camp Quilt Supply is the area's only quilt store within 20 miles of Riverton. The business opened in August 2007 and is located at 865 Paradise Valley Road, just off of Burma Road. Stephanie Logan is the store owner and operator and her husband, Jim Logan, is the Assistant State Veterinarian. Once you step inside her fabric store, you will know that it was worth your drive!

Stephanie Logan had operated a quilt store in the 1980's, but found she was busy meeting the demands of family life. Her quilt store dream was put on hold, but it became a reality last August.

Stephanie Logan said, "I really wanted to open a quilt store again, and with guidance from God and prayer, I felt that I was led to do this." During her journey of preparing to open her store, she came across Margie Rowell, a business counselor for the Wyoming Small Business Development Center in Riverton. "Margie never let me give up on my dream," said Stephanie. It took someone from outside her family and circle of friends to have faith in her to help her pursue her dream. "Margie knew I felt strongly about my dream to open a quilt store, and helped provide me with guidance and support to complete my business plan," said Stephanie.

"With advice and opinions from my friends, I make decisions on which fabrics to carry in the store," states Stephanie. Some store owners carry only fabrics that they personally like. At Sheep Camp Quilt Supply, you will find a wide variety of fabrics that are sure to appeal to your tastes.

It didn't take long for word to spread about a new quilt store in the area. "Customers regularly come from Dubois, Crowheart, Lander, Thermopolis, and the Riverton area," said Stephanie. "When I first opened, a couple came to the store from New York State and Michigan. Every year they choose a state and visit all of the quilt stores in that area. This year they came to Wyoming and Sheep Camp Quilt Supply was on their list of places to stop and shop."

One step inside Sheep Camp Quilt Supply and you will want to stay awhile. Its country location makes it a destination. "Customers will find hot chocolate or iced

tea by the conversation area at the front door to sip while browsing over 700 different bolts of fabric," said Stephanie, "We also are your source for tools, books, thread, needles, embroidery supplies, notions, patterns, needle felting and punch needle

supplies." "Customers will find quality brands, including Presencia floss, Aida embroidery cloth, and Hoffman Challenge fabrics," said Stephanie, "We also carry hand-dyed and batik fabric, wool fabric, convenience panels, and seasonal fabric." Sheep Camp Quilt Supply offers gift cards, and sells key tags that when presented you receive a 10% discount off each shopping trip.

In the back of the store, quilters will find a large classroom and workspace where classes are held for those with all levels of experience. "Quilting is one of the only industries which dedicates workspace in their stores for customers to learn and use the products," shares Stephanie. "If you don't decide to participate in one of our many classes, you are welcome to bring your sewing machine and use our workspace to enjoy the peace and quiet," said Stephanie. The store also features a mini kitchen which is ideal for carry-in lunches for classes.

Needle felting is becoming popular, and Sheep Camp Quilt Supply offers everything you need for this unique handicraft. "We sell roving from local supplier Colleen Jennings. We also have the needles and equipment needed for both 3D and flat needle felting," said Stephanie Logan. Classes are also offered for those wanting to know more about needle felting.

"On the third Saturday of each month, we feature a class that works on a block of the month. It is a great learning process and different techniques are taught," said Stephanie, "For intermediate sewers, we are offering a 15 month series where a quilt will be assembled." "On February 2, teacher Cynthia Griewahn will be conducting a Pre-Super Bowl Party workshop. At the workshop, students will make a charm pack quilt. Taco soup will be served and students are encouraged to bring a carry in item for the lunch." For more information on their classes, fees, or to sign up, contact Sheep Camp Quilt Supply by stopping in or calling (307) 856-1468.

After meeting Stephanie Logan, you will feel her passion for quilting. "I really enjoy fabric selection, and I am here to offer advice and help when needed. We encourage customers to choose a focal fabric, and we can help find other fabrics

to help emphasize the focal fabric," said Stephanie. To learn more about Sheep Camp Quilt Supply, stop by or visit them on the web at: <http://sheepcampquiltssupply.com>.

-Anne Even



Pictured above: Stephanie Logan, owner of Sheep Camp Quilt Supply, standing next to her large array of fabric.

THE PRESIDENT'S CIRCLE

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CASINO

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WINNERS
PLAY!

www.windrivercasino.com

16th Annual Business Day at the Legislature

Presented by the Wyoming Chamber of Commerce Executives
Little America Hotel in Cheyenne, Wyoming
Tuesday, February 26, 2008

- 7:00 AM** Breakfast with President of the Senate John C. Schiffer and Speaker of the House Roy Cohee
- 8:15 AM** Pace of Development: The Good, the Bad & the Ugly
- 10:15 AM** Infrastructure/Transportation: How do we keep up with the demand! How do we maintain what we have!
- 12:15 AM** Business Day Luncheon with special guest Governor Dave Freudenthal
- 1:30 PM** Spend the afternoon at the Capitol watching first hand the actions of Wyoming's legislators



Tickets are \$65. Register by calling Wyoming Chamber of Commerce Executives (WCCE) at (307) 322-3977. Thank you to all of our sponsors!

Statistics

December 16, 2007-January 15, 2008

Website Visits-6,458 Welcome Bags-400

Vacation Packets-11

Relocation Packets-31

Top Members Displayed on Website

Wal-Mart	674
Holiday Inn	446
Wind River RV Park	408
K-Mart	377
Owl Creek Kampground	371
Sundowner Station	366
E-Temp Solutions	321
Daylight Donut & Ice Cream Shop	318
Safeway	310
Smith's Food & Drug Store	310
Breadboard	288
Miner's Delight Inn Bed & Bkfast	285

Getting things done, behind the scenes



RIVERTON

CHAMBER OF COMMERCE

213 West Main St | Suite C
Riverton WY 82501

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