

Laramie Site Visit Follow-Up Questions

1. Provide an update on the annexation and re-zoning process.

The City and landowners are working cooperatively to process three different but related land-use regulatory requests for the subject property: (a) Annexation; (b) Rezoning per City zoning code; and (c) a Comprehensive Plan amendment to the City's Future Land Use Map. A 4th land-use amendment is also following the same timeline: namely, the creation of a new City zoning district, the Technology-Office (TO) District, which is to be applied to the subject property by the rezoning process.

All four of these amendments have been reviewed and considered by Planning Commission, at public meetings on Monday, Sep. 10 and Oct. 8. The Planning Commission tabled their decision(s) at the Sept. meeting until Oct. 8, in order to allow more time for the public to be notified and their questions answered. At the Oct. meeting the Planning Commission passed each item and recommended approval to Council. The requests will be forwarded for City Council review, public hearings, and ultimate approval in early 2013, shortly after the scheduled SLIB review in January.

2. Are there any environmental issues with this property?

To the best of the City's knowledge there are no environmental issues. The City has a solid waste facility just north of the site and the University has conducted some geotechnical work on the site that have not identified any obvious issues.

3. Please describe the infrastructure to be installed with this project. Will the infrastructure provide the needed redundancy for such a project?

This project will install basic infrastructure systems along the outside perimeter of the 149-acre parcel including potable water, sanitary sewer, storm water sewers and detention basins, data-conduit, two improved-gravel roads (30th Street and Cirrus Sky Boulevard), and one short section of asphalt street (22nd Street) terminating in a temporary, gravel cul-de-sac. In addition, electrical service for construction uses will be made available.

Initial design for each of the infrastructure components has been conducted according to the area plans as indicated in Grant Attachment 4: Development Plan - meaning all City infrastructure is sized to accommodate future growth. To achieve redundancy in potable water service, a looped transmission line will draw from two separate pressure-zones, and the roadways will connect to existing transportation corridors in accordance with the Master Street and Highway Plan for both traffic volume and zoning classification.

Data-conduit will allow fiber optic lines to be installed to the Technology Park and subsequently connected to as many of the nearby, two (2) regional and ten (10) long-haul

fiber lines as required by clients to achieve their desired level of redundancy. The existing electrical substation already has redundancy with transmission feeds from four, separate sources into bringing power to the site.

4. Is the \$237,662 in the Funding Sources chart on page 35 referring to the volunteer hours spent on the project?

The total value of time invested by the project planning team as of the date of submission of the grant application was \$147,662.21. This investment, coupled with the \$90,000 expended by the City for development planning, totals the amount listed on page 35. Both expenses are also listed separately in the budget at the beginning of Attachment 7.

5. In the Funding Sources chart on page 35, the Right of Way Acquisition line item is for the amount of \$242,414, how was this figure established?

Included in Attachment 7 is a document titled "Cirrus Sky Data Center Summary of Easements & ROWs" which includes the calculations of value. In the notes you will see that the cost per acre used is \$14,000 from the appraisal, which is broken down and calculated on a per square foot basis.

6. Provide the executed August 7, 2012 Laramie City Council Public Hearing minutes.

Attached.

7. Provide the executed August 22, 2012 Laramie City Council Public Hearing minutes.

Attached.

8. Provide an executed copy of the revenue recapture plan.

Attached. The Revenue Recapture Plan is outlined in Attachment C to the *Contingency & Development Agreement between the City of Laramie and the Laramie Economic Development Corporation*.

9. Provide the amount of revenue anticipated to be recaptured in the revenue recapture plan.

Grant Attachment 4: Development Plan includes an economic impact analysis using RIMS II modeling for Albany County for both the construction and ongoing operational phases (see pages 52-60). Original projections were made based upon the known, recent 'lost opportunities' of one large data center (Verizon) and one medium size data center (Microsoft). Such analysis was obviously inadequate, however, as CSTP is planned to serve a full complement of technology, research, and development clients and will not be limited to only data center prospects.

Economic impacts were projected for other, non-data center clients based upon known business profiles from the SNAPIT Study. Consideration was given to local tech firms (many graduates of the WY Technology Business Incubator) known to be growing and likely to seek to locate in CSTP, as well as prospective new businesses. To project the amount of revenue anticipated to be recaptured a hypothetical slate of five businesses was projected to occupy the business park within ten years (page 60). This extremely conservative scenario of five new businesses locating in CSTP would create 273 permanent non-construction jobs with an annual payroll of \$10 million and a total economic impact of \$34 million each year, including nearly \$1.4 million in additional state and local tax.

In addition, Regional Director Tom Johnson conducted a return on investment analysis including assumptions about the project based on the revenue recapture agreement, actual absorption rates for similar regional projects, and the input and expertise of the planning team (Grant Attachment 4: Economic Impact). As demonstrated in the attached spreadsheet, the anticipated return is estimated to be between \$2.6 Million and \$10.1 Million in today's dollars. If the original grant amount is included, the return on investment over ten years ranges from \$8 Million to \$15.6 Million.

10. Who provided the project estimates?

Project estimates were prepared by the professional engineers on the team contracted by the City to complete the development plan and subsequently corroborated by City Engineer Larry Ketcham. Attached in this information you will find the spreadsheets used in the calculations by both entities, along with the P.E. Stamp from each respective engineer.

11. In the project estimates, 22nd Street will only be half completed. Why?

In an effort to reduce the cost of our overall grant request the planning team determined that this "half length" street would provide the ability to appropriately market the area while minimizing expense. The remaining roads in Phase I will be developed to a gravel standard until such time as future development occurs and roads are paved accordingly to full city standard. As you will see in the budget at the beginning of Grant Attachment 7 the cost of the full length street would be \$632,288 versus \$431,065 for the half length version.

12. In the project estimates, 30th and Cirrus Sky Streets will be base only. What phases will complete these streets?

The completion of each street to full City standard will depend upon which lots are sold initially and in accordance with the requirements of development as outlined in City Development Code. Each street will be developed to provide appropriate access and public safety service to the lot being developed. For instance, if land is developed to the north in Phase IB, it is likely that all three streets would be completed. However, if a site to the north east of 22nd street is developed first, it is likely that 22nd will be extended first. This is the same process and plan that the City has used in developing the Turner Tract where lot sales,

sometimes in combination with private development investment, provide revenue to further extend transportation corridors.

13. Explain the fiber assessment costs – Pre-plan vs. Assessment from the project estimates in attachment 7.

The Pre-Plan option was presented by Joe Sharkey of TMNG Global to the planning team as a lower cost alternative than the full assessment. The Pre-plan will provide a preliminary route feasibility, timeline, and cost estimate - but stops short of engineering or permitting the fiber routes as would occur in the full assessment. Additionally, Sharkey's advice was that these three routes provide the most opportunity for redundant service to companies considering sites in CSTP.

14. Please clarify; will the city of Laramie's cash match be \$351,224 or \$500,000 (See project estimates in attachment 7)?

The City's Cash match is \$500,000 which is currently allocated in the City General Fund. The \$351,224 is the amount of in-kind work that will be performed for final engineering and construction administration by City staff and is included as part of the match for the total project costs.

15. Provide a clear description of each phase of the proposed project and provide a timeline for completion of each, as well as funding mechanisms.

Phase I of the Cirrus Sky Technology Park would fund the purchase of a parcel of land approximately 149 acres in size on the northern edge of the city limits between 15th and 30th Streets and development of the infrastructure as described in the grant application and further described in question number 3 above. The City is providing matching funds to assess the fiber routes and perform the required Rocky Mountain Power and WAPA power studies. (See Maps and Budget on pages 1-5 of Grant Attachment 7). The timing of completion of Phase I is dependent upon the funding decision of the Wyoming Business Council.

Future phases are identified in the attached land use and area maps (pages 3-5 of Grant Attachment 7) and are intended to occur according to business demand and therefore, may not necessarily proceed in a sequential fashion. Phase IB would develop Cirrus Sky Boulevard and 30th Streets to full paved standards and would also include future land use changes, annexation and zoning. Phase II and III would extend water, sanitary sewer, surface water (storm sewer), fiber conduit and road infrastructure along the corridors identified in the Development Plan.

Current costs for all future phases are identified in the attached phasing maps but market forces will impact these estimates over time. Recaptured revenue will help pay for future phases, and the City and LEDC are contemplating other taxing options that could augment

available revenue for future phases. As described in question number nine above, indirect revenue recapture will include new tax revenues created by Phase I which the City can use to finance future phases. Additionally, it is anticipated that the City may seek additional grant funds for future phases.

16. Rocky Mountain Power provided a letter that discusses lead times for various levels of capacity of power needs, how will these timelines be mitigated to meet business needs?

The construction service listed in the budget as Option #1 under Construction would be completed and available with the initial infrastructure construction on Phase I. As indicated in the Rocky Mountain Power letter in Grant Attachment 7, if power for a client is required that exceeds 1MW, it would require a study that would take approximately three months to complete. This is easily accommodated during the construction phase of future developments within CSTP.

Option #2 (the second bullet point in the Rocky Mtn. Power letter) addresses the larger amount of power that could be required by a larger sized company and is not part of the initial construction supply. The anticipation is that a company could begin construction on their facility while permanent power service is being installed over an 8-12 month period and avoid any significant delay to a company. Since this work could begin as soon as a commitment of location at the business park is made by a business..

Option #3 (the third bullet point) is similar to option #2 in terms of the trigger that will require this analysis. Once a company has committed to locating on site and indicated that their electrical need will exceed 10MW, the studies would begin. These studies take a little longer, but are contemplated as part of our planning for the grant because we anticipate it will be important to complete the study once the initial installation concludes, if not sooner.

All of these timelines were discussed in depth with the Rocky Mountain Power Community Manager (letter signatory) and with consultant Joe Sharkey of TMNG Global. Both are familiar with timeline requirements for data centers and technology enterprises, and both advise that the majority of these types of firms will find the letter's timelines coincide with their site-planning and permitting needs.

17. The Contingency and Development Agreement is a required part of the application, please provide the final draft.

Executed documents are attached.

18. Provide the executed Memorandum of Understanding. Will the MOU include UW's intent to purchase 23 acres?

The executed documents are attached, indicating UW's commitment to purchase property.

19. Provide proof of the Right of Way agreements and explain the process/timeline to acquire the agreements.

These agreements as drafted are attached and they are currently under negotiation. Negotiation is being conducted by the City Attorney and City Manager with property owners who are willing participants. Grant Attachment 8 includes letters of commitment from affected land owners. Once negotiation is concluded the agreements will be presented for approval by City Council. The City anticipates the process will be completed in November.

20. What makes this a unique economic development project? The applicant must demonstrate how the project will exceed application evaluation criteria.

No other location in Wyoming has the depth of redundancy or abundance of supply of both electric power and telecommunications connectivity within mere miles. The ample, redundant power and multiple fiber optic lines already exist within the very heart of Wyoming's rapidly growing technology hub. Other regions and communities have to work very hard and expend significant resources to make power and telecommunications of this caliber available to their technology business sectors. CSTP is most notably unique for this reason; however, there are many other factors that contribute to the 'specialness' of CSTP.

In addition to the new and very robust availability of power from the WAPA switchyard and the ten long-haul fiber lines and two regional lines running through this area, CSTP also offers the proximity to Wyoming's only academic institution that is preferred by many research and development firms. The synergy created between academia and R & D is a well-tested economic development principal known to spawn innovation and turn out high-caliber, well trained workforce. CSTP offers unique factors preferred by data center clients in that it will provide large tracts of land nestled away from undesirable highways and interstates, dense residential development and other conflicting uses, and shows no history of tectonic activity or natural disasters. Also, data centers and other technology intensive businesses would reap millions of dollars in cost savings in cooling costs and electric consumption due to the cool climate.

It is the convergence of this myriad of assets that exists nowhere else in Wyoming that demands special attention from the State, Business Council, University and the proximate communities. While some of these assets are independently present in other Wyoming communities, CSTP is a unique site that boasts all of the aforementioned amenities.

It is not often that a community finds that it has assets that are of interest to an industry already experiencing rapid growth, but for southeastern Wyoming this is the fortunate reality of our situation. This would not be unlike a city with ready access to shipping traffic building a port. The fiber lines running through Laramie are identified in the TMNG Global "Statewide

assessment of infrastructure" in Grant Attachment 6. On page 11 Laramie is identified as an area with excellent data center potential and the map on page 20 shows how the convergence of fiber running both east/west and north/south come together in this location. When this is coupled with the other assets the community looks particularly enticing to many data center companies.

An increasing synergy between Cheyenne and Laramie is quickly making the southeast part of Wyoming the State's technology hub. The foundation for this synergy is the close working relationships between NCAR and UW's Mt. Moran Computer Center, Wyoming Technology Business Center, substantial increase in first-rate faculty and research in computational science, and the expanding School of Energy Resources and College of Engineering and Applied Sciences. This is a unique partnership, not found anywhere else in the nation, and the State should take full advantage of it. This synergy is setting the stage for large advances in technology businesses, particularly in the private sector, and CSTP will take the necessary next steps to facilitate this growth. The decision by Microsoft to locate in Cheyenne and the increasing number of small technology businesses in Laramie is the latest examples of this trend. However, given the increasing competition from other Western states, it is important for Wyoming to continue to advance its technological abilities, including the capacity for Laramie to support technology businesses and data centers.

Additionally, the Laramie community is committed to and has invested a significant amount of resources in the pursuit of this project, as the budget indicates in Grant Attachment 7. This includes cash from the City general fund, time and property from local citizens and a commitment from elected officials to bring the project to fruition. Since the initial budget was submitted, additional investments to support this project have been identified. As you will see in the amended budget sheet the cost of the greenway and improvements to the municipal well have been added bringing community match to 37%, or \$3.2 million. Despite having relative financial resources that are much smaller than many other Wyoming communities, the City and LEDC stand as full partners with the State in making CSTP a reality.

21. Who are the 4 or 5 companies that the University of Wyoming is in conversation with currently? Will any provide a letter of intent?

As the WBC knows, there are many conversations with interested businesses; only a small subset of those businesses moves to deeper conversation or actually decides to make a move. As a general practice all conversations that the University of Wyoming has with prospective companies include the Wyoming Business Council, either with Mr. Jensen, Mr. Avery or Mr. Johnson when the time becomes appropriate.

22. Provide additional information on the fluid flow in porous media industry.

Fluid flow in porous media describes how natural gas, petroleum and water move in sandstone or limestone reservoirs. It is the basis of the gas and oil business and it also is critical in the use of potable water sitting in subsurface aquifers. UW has considerable research strength in this area and unique technology giving UW a world class footing. The University believes, because of their visits to companies in the energy sector, that some entities may wish to move some research and development areas closer to UW for this reason although we have had no direct conversations at this date.

23. What is John Benson's and his staff's capacity to manage the property when combined with his other responsibilities?

Professionals in the Wyoming Technology Business Center are highly regarded regionally. This group of highly qualified professionals has the ability to manage a research park such as the one UW intends to build if the Cirrus Sky proposal is accepted. If it is determined by University administration that they do not have sufficient time to perform their various associated job elements with the WTBC operations we will pursue more hiring. Dr. Benson has a great ability to identify qualified people who have the necessarily high skill level to work at the WTBC.

24. What is the timeline for the 30 companies referenced in the LEDC Workforce grant to hire the 146 employees? Please expand upon this conversation.

As detailed on page 22 of the Snapit Report in Attachment 4, the estimation of 146 additional positions is anticipated in a two year timeframe. These jobs are in a range of skill sets and include engineers, project managers, marketers, administrators, technicians and administrators. Additionally, this does not include projections for the companies that were not a part of the survey. According to the report, another 88 employees are projected to be hired in these companies based on trends seen in our local technology environment.

25. Provide a written response as to why the project cannot be phased.

Also see question fifteen above. The grant application provided by the City is already broken down into at least four separate phases, the first of which is anticipated to cost \$7.4 Million and make the technology park shovel ready. Phasing the project into a smaller amount will render the project *not* "shovel ready" for the needs of the companies being sought. This initial phase includes the subsurface infrastructure, of which water is the most costly and unfortunately least able to be implemented in smaller sections. This is because the water line will go up-gradient from the existing City infrastructure and must create a "loop" instead of just extending and terminating. To not loop the line would cause loss of redundancy and negative effects to water quality and quantity. Other infrastructure lines would be installed at the same time to save on excavation and mobilization costs and also because eliminating sewer line or fiber conduit would eliminate basic services that companies need. To eliminate the storm sewers and detention areas would compromise public health and safety.

The description on pages 6-9 of the application explains the infrastructure installation and includes Joe Sharkey's estimation of urgency. The window of opportunity to identify and land a company is at hand and phasing this project in smaller portions will only delay the project and decrease the likelihood of attracting an anchor tenant and potentially compromise the overall success of CSTP.

26. Provide the cost breakdown for the new well/waterline project.

During the site visit, we discussed the Electric Valve-Spur Well project and its impact in helping develop the Cirrus Sky Project area and provide redundancy to the City's water supply in the area. This project is currently scheduled as a FY2014 Capital Improvement Project through Water Enterprise revenues. The project budget is \$437,750. As with a similar well pipeline project that was completed in FY2011, the intent is to upgrade the Spur Well pipeline primarily for water quality and related flow control purposes. Accomplishment of these goals would be provided through installation of electrically-controlled pipeline valves and remote monitoring through the current *Supervisory Control and Data Acquisition* (SCADA) radio telemetry system. Due to existing Spur Well pipeline alignment and conditions as well as pumping schedules, flows to town vary frequently and back pressures observed at the chemical feed pumps installed at the well site are difficult to control. This has the effect of sacrificing the mandated drinking water quality standards that are needed for the well water entering the community potable water system. Therefore, the project will provide for upgraded chemical feedback-pressure and monitoring control necessary to meet water quality purposes that address the existing issues.

27. Provide the cost breakdown for the greenway portion of the project.

Cost breakdown is attached with a map of the greenway. Overall, the cost estimates total \$868,000 and are included in the updated budget sheet as part of the match. This total includes trail amenities, landscaping, irrigation and a concrete path between 15th and 30th Streets.

28. Expand upon the statewide benefits of the project.

Also see question number twenty above. The purchase of a parcel of land by the University for a research and development facility has the potential to enhance the Wyoming Technology Business Center function in Laramie and throughout the State significantly. Both facilities are training and incubating facilities that help grow, educate and train budding entrepreneurs. The ability of the University to help companies utilize the technologies and skills that develop in this environment throughout the State cannot be overstated.

In addition, having a technology hub developing in the southeast quadrant of the state will enhance the existing businesses in the area by providing new techniques and services as well as a pool of quality employees to service technology businesses.

29. Discuss the loan option for partial funding of this project and payback capacity.

The City has been working diligently to address historic deficiencies in infrastructure, protect the municipal water supply and quality, as well as to add quality of life amenities such as recreation opportunities and transportation options. These items are all contributing to the growth and vitality of the community, but have not yet hit the tipping point in job creation and economic diversification that will generate the revenue needed to allow the City to construct this project through a full or partial loan.

Annually, the City derives approximately a little less than \$4 Million from each of the 5th and 6th penny sales taxes. These revenues are fully committed to infrastructure improvements for water and sewer systems and streets and to provide essential services to citizens. Assessed valuation in Albany County is among the lowest in the State; consequently, the bonding capacity available to the City of Laramie is quite low at roughly \$8.4 Million (as of 2011). The City currently has about 96% of available bonding capacity leveraged for infrastructure projects. This leaves a little less than \$300,000 available in bonding capacity and this would require an election to access. Additionally, bonds must be guaranteed by a stream of revenue, in this case, the Specific Purpose Tax. Because the SPT is currently obligated (until approximately 2018) for current projects and user fees are supplementing the \$27 Million in SPT infrastructure projects (we have a total of \$133 Million in projects currently underway) the City doesn't have another stream of revenue to cover a loan for this project.

In the current economy with sales tax remaining flat and revenues from the state anticipated to decline the City is anticipating it will be necessary to reduce essential services to citizens given the negative financial outlook. Even though the opportunity to improve our economy in the future with this project is real, it is simply not wise for the City over-leverage in a time when the economy is tenuous at best. In the event that a stream of revenue becomes available to the City through the taxing issue or some other means, the City believes CSTP is an important enough project to warrant consideration of a loan as part of the repayment plan.

However, we remain optimistic that the uniqueness of CSTP, coupled with the tremendous match of 37% (\$3.2 million) that the City and LEDC have already pledged, will warrant a similarly atypical level of investment by the Business Council and State of Wyoming. Despite having relative financial resources that are much smaller than many other Wyoming communities, the City and LEDC have corralled all available resources to stand as full partners

with the State in making CSTP a reality because we know the project is a game-changer for our community and Wyoming.

30. Provide a summary of all areas Laramie has invested in itself as discussed by the Mayor.

As the Mayor detailed at the site visit, the City has spent significant resources investing in things that will improve the economy and quality of life in Laramie. The citizens have imposed taxes on themselves to build a recreation center, improve community facilities and most recently to address aging and failing infrastructure.

In 2009 the City embarked on a study of infrastructure financing for the water and wastewater systems to determine both what was needed and how to cover those costs. The study determined that the water system needed \$96 Million and the wastewater \$37 Million in improvements over ten years to bring the system up to a sustainable condition. Following this analysis, the community imposed a Specific Purpose Tax that is anticipated to last for 8-10 years and will contribute \$27 Million to cover the cost of this infrastructure. This is supplemented by increasing rates and grants, but still has caused rates to increase very significantly over the past years (see attached rate increase chart).

Some of the Specific Purpose Tax infrastructure improvements were bonded, at least up to the City's \$8.4 Million limit. These bonds are repaid through rate increases from the users of City infrastructure and these investments are also supplemented by plant investment fees. These fees are charged to developers when systems are expanded to accommodate growth for the development instead of loading those costs across the whole system.

The City also has a strong history of investing funds in economic development by funding both the match for grants and also allocating funds to support LEDC annually. LEDC and the City have also worked together to fund quality of life improvements such as the Laramie River Restoration project, the Laramie greenbelt and a variety of water efficiency projects throughout the community to ensure that the resources are available to support growth.

Additionally, as noted by the Mayor, in addition to taxing themselves to rehabilitate critical infrastructure, build a recreation center, and protect the aquifer the citizens are now considering tax issues to fund a transportation system, a bond issue for a new high school and an economic development fund. Each of these issues has enabled a cash-strapped community to make progress on very lean finances.

Proposed Cirrus Sky Technology Park

Responses to the Questions Posed by Governor Mead

Elaboration on the proposed synergy that the University of Wyoming's (UW) involvement brings to the project:

The University of Wyoming's (UW) role in the Cirrus Sky Technology Park (CSTP) is critical to local economic development efforts in Southeastern Wyoming, in similar manner to the way coal and natural gas are the foundation of economic development in the northeast or tourism is to the northwestern region of the State.

Technological development in southeastern Wyoming is complemented by having two interstate highways, the Cheyenne Capitol and NCAR in this region. Just as other areas of Wyoming rely upon local resources for economic development, Laramie must capitalize on its unique asset -- the University of Wyoming -- for further growth. In fact, the proposed development of CSTP goes hand-in-hand with technological advances on the UW campus over the past several years. This includes UW's partnership with NCAR, formation of the Wyoming Technology Business Center (WTBC), creation of the Mount Moran, an IBM iDataPlex high-performance computer, establishment of the School of Energy Resources (SER) and the assembled nucleus of nearly three dozen first-rate faculty members in computational science. CSTP will further UW's efforts by offering a much-needed home for the increasing number of technology businesses graduating from the WTBC and resulting from \$85 million annually in sponsored research conducted throughout UW. It also is important to note the CSTP will attract technology-related businesses to Laramie and Southeastern Wyoming that wish to be close to UW, its faculty, students and resources. These would be small to medium-size businesses. If a data center is drawn to the Cirrus Sky Technology Park, then so much the better for the community and State. As in many other places in our nation, including Salt Lake City, Utah; Austin, Texas; and Boulder, Colorado, a major university will be the driving intellectual and economic force for technology-related business development. This reality and the integral relationship between UW and the larger community of Laramie underpin the vision behind CSTP.

UW brings several synergies to support the Cirrus Sky Technology Park.

- **Technology Transfer** - Many early stage-technology companies have their roots in UW, either through the processes of spinout or start-up. These companies include IDES, Delta Nu, Bright AgroTech, GlycoBac, and Firehole Composites. As these companies grow, they typically must find adequate facilities that correspond to their expanding needs. These types of companies possess the potential to provide significantly higher salaries than the average wage in Wyoming and the U.S. It has been problematic, on occasion, for these businesses and others graduating from WTBD to find suitable land and buildings to expand. If an environment like CSTP exists in Wyoming, UW's and Laramie's rapidly growing technology-related businesses will avoid burdensome costs and the disruption of relocation.

for small, medium, and large data centers, as well as tech companies. This electrical capacity would also benefit companies working with UW that rely on electrical redundancy and availability.

- In addition to the new and very robust availability of power from the WAPA switchyard, nine (9) long haul fiber optic carrier companies and two (2) regional fiber service providers have fiber routes near CSTP. This close proximity allows for relatively inexpensive connection to fiber. This redundant fiber capacity will allow companies residing in CSTP with a series of telecommunications options; and more importantly, redundancy, which is a critically important consideration relative to the placement of data and computing centers.
- No other location in Wyoming has the depth of redundancy or abundance of supply of both electric power and telecommunications connectivity within mere miles. These multiple fiber optic lines and ample redundant power already exist within the very heart of Wyoming's rapidly growing technology hub. Other regions and communities must expend a great deal of time, money and effort to make power and telecommunications of this caliber available to their technology businesses.
- CSTP offers other features preferred by the data center industry as well, in that the site includes large tracts of land nestled away from undesirable highways, interstates and railways, dense residential development and other conflicting uses.
- CSTP offers close proximity to the State's only four-year institution of higher education – a desirable characteristic for many research and development firms. The synergy created between academia and R&D (research and development) is a well-tested economic development principle known to spawn innovation and turn out high-caliber, well trained workforce.
- UW will sell parcels of land in its portion of CSTP. As detailed in an agreement and option that UW, LEDC and the City have signed, UW will expend funds from the sale of these parcels to continue infrastructure development within its purchased portion of CSTP. UW can also use these funds to further the Technology Business Incubator Program that includes other Wyoming communities. Thus, the success of CSTP will directly benefit other areas of the State as UW continues its economic development outreach.

Information regarding the proposed role of the University of Wyoming within the park:

The roles of the City of Laramie, LEDC, and UW in CSTP are largely defined in the responses above. In particular, UW would have control of approximately 23-acres within the Cirrus Sky Technology Park (described above). None of the BRC requested funding for infrastructure would go to extending water, sewer, curb, gutter, and/or roads into the UW portion. UW will use its own funding to enhance its portion. The BRC grant would permit the city to develop this critical infrastructure in the remainder of the park. UW would tap into the public infrastructure

Explanation of the projected return on investment and ratios for the project:

Determination of the Return On Investment (ROI) for this project was conducted by Tom Johnson, Southeast Regional Director, for the Wyoming Business Council, using the Wyoming Business Council's standard model. It employs as much third-party data as possible so that numbers would be more precise estimates of park adsorption and recapture. The model assumed a \$5.4 million outlay of granted tax dollars in year zero and then the projected public benefits over an 11-year period taking into account the time value of money. Therefore, this is not a cash-on-cash rate of return, but a rate of return that recognizes dollars as they were estimated to come into the project. Benefits to the public accruing from the project stem from lot sales, tax benefits realized to the community, and recaptured funds from adjacent landowners. It included a range of returns from 5% on the low end to 21% on the high end. The calculations are from a range of values from several variables, but primarily determined by the price at which lots in the CSTP would sell. There are roughly 126 developable acres. The price of the pre-infrastructure land appraised at \$14,000/acre. A local real estate professional estimated the price of the post-infrastructure land at approximately \$130,680/acre (\$3/square foot). Mr. Johnson used a range of values from \$0.66/square foot to \$2/square foot in order to accommodate the possibility of the lots selling as an incentive tool for local economic development. These assumptions could change if market conditions were to change materially. The model also included the following assumptions as described in the paragraphs below.

- The park would be absorbed over an 11-year period. An established absorption rate from a composite index of ten (10) other data center/technology parks were made available to Mr. Johnson by the data center site selection firm, TMNG Global out of Salt Lake City, Utah. They included parks in Olympia, WA; Omaha, NE; Quincy, WA; Yakima, WA; The Dalles, OR; and Prineville, OR. Mr. Johnson wanted to include the most recent data center/technology parks in Kearney, NE and Grand Island, NE, but these parks were not yet two (2) years into their life cycles and could not reasonably be relied up as adequate comparisons for absorption.
- On average, the take rate or absorption rate in this composite of parks was 11% per year. When applying this average to CSTP, it yielded an 11-year absorption and a take rate of 14 acres/year. To avoid having to estimate precisely when lot sales would occur the model assumes lot sales would occur at the average take rate. As with all models, this assumption could change depending on future market conditions.
- As indicated, the model included sales and property tax benefits that accrued on an annual basis. The consulting firm CBI Associates provided the tax estimates utilized in the ROI and represents an average of a technology/small-medium sized data center companies. These annual benefits are approximated at \$92,000 annually over the life of the park and further, they continue to accrue. Therefore, the tax benefits from the first company in a certain year accumulate to the tax benefits as other companies locate to Laramie in subsequent years.

Information regarding existing and prospective businesses that are likely tenants of CSTP



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October 23, 2012

Governor Matt Mead
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Re: Cirrus Sky Technology Park in Laramie

Dear Governor Mead:

On behalf of Happy Jack Software, Inc. (HJS), I am expressing my support for the proposed Cirrus Sky Technology Park (CSTP) here in Laramie. CSTP has the potential to open up significant business opportunities for Laramie and southern Wyoming as well as turning an eyesore on the Laramie skyline into a component supporting beneficial growth.

In 2010 HJS moved its data center from the Wyoming Technology Business Center to a Qwest Cyber Center in Denver because the available services and dependability here in Laramie, and Wyoming in general, were sufficiently lacking. If the CSTP were to become a reality and offered services similar to those which we receive in Denver, we would not hesitate to relocate our data center back to Laramie. Having a quality data center here in Laramie is a huge step toward providing the necessary infrastructure to build, maintain and grow high technology companies. The CSTP would provide numerous benefits to Laramie and all of Wyoming, including money currently being spent out of state would stay in Wyoming and the creation of highly skilled jobs which would allow the retention of intellectual capital in the form of UW graduates.

CSTP is a unique data park that will provide a new amenity to the data and technology companies that seek to expand within or relocate to Laramie. CSTP is different than any other business park currently in the community and will fill a necessary need for high technology companies. The proposed University of Wyoming research and development component of this project also provides many resources to local businesses in the form of more graduate student jobs, which infuses more money into the local economy and provides another level of highly skilled work force available to local business upon graduation. Another UW contribution is the spin off companies that could then be housed within the CSTP which again generate highly skilled, highly paid, technical jobs for the Laramie community.

We at HJS applaud the efforts underway to secure resources for this project, and we fully support this endeavor. If you have any questions or would like to further discuss our support of CSTP, I can be reached at the phone number above or via email at mona@happyjacksoftware.com.

Regards,
HAPPY JACK SOFTWARE, INC.

By: 
Mona Gamboa, President

**Proposed CSTP Technology Park
Responses to the Questions Posed by Governor Mead
October __, 2012**

With a large contingent part time workforce available from Students from the University of Wyoming and WYO Tech Students in addition to Albany County workers this workforce alone should be attractive to the following types of clean business:

- Hotel Reservations
- Technical Support Centers
- Catalog Order Entry
- Technical Repair Centers

With our close proximity to proposed wind farms, underground coal gasification and the new rail spur, this workforce and facility becomes a viable location for:

- Regional Business Hubs
- Technical Repair Centers
- Wind farm turbine controls repair center
- Coal gasification controls repair center
- Wind farm / coal gasification data collection

The State can be a catalyst in this growth. Please call if I can clarify or help in bringing the endeavor of the **Cirrus Sky Technology Park to help grow the technology sector in Southeastern Wyoming.**

Best Regards,

Tom Hembree
Engineering Manager
DeltaNu - Laramie



5452 Aerospace Drive
Laramie, WY 82070

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4. STREET SECTION: 30th Street Constructed as Arterial

0	unit	description	type	unit cost / unit	0.00
		Cost of Oversized Street			0.00

City Participation (@ 34%) 0.00

5. STREET SECTION: Cirrus Sky (f.k.a. Asphalt Lane) Constructed as Arterial

0	LF	Install Curb & Gutter	(Highback)	18.11 / LF	0.00
0	CY	Placement of Base and Sub-Base Material For Roadways	(10 IN)	32.97 CY	0.00
0	SY	Placement of Plant Mix Bituminous Pavement	(5 IN)	21.94 SY	0.00

Cost of Oversized Street 0.00

0	LF	Install Curb & Gutter	(Highback)	18.11 / LF	0.00
0	CY	Placement of Base and Sub-Base Material For Roadways	(7 IN)	32.97 CY	0.00
0	SY	Placement of Plant Mix Bituminous Pavement	(3 IN)	15.30 SY	0.00

Cost of Local Street 0.00

City Participation (Oversized Street Infrastructure, Arterial w/ Island - Minimum Sized Street Infrastructure, Local) 0.00
 (As a footnote: Upsizing with a center island is approximately a 39% ratio)

Total Estimated Participation on Water, Sewer & Street Oversizing Costs 186,300.00

DATE: 7.10.12

SAG Quantities

rev

8.22.12

QUANTITIES:

Cirrus Sky

QUANTITY	ITEM DESCRIPTION	TYPE	MATERIAL & INSTALLATION UNIT COST	COST EACH ITEM	COST EACH PHASE
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GENERAL WORK

1.00	LS	Mobilization, demobilization and general contract requirements	10% of Contract / LS	63,527.89	
1.00	LS	Storm Water Permit and Erosion Control	2% of Contract / LS	12,705.58	
1.00	LS	Contingency	10% of Contract / LS	63,527.89	

COST THIS PHASE: 139,761.37

CONCRETE WORK

0	LF	Install Curb & Gutter	(Highback)	18.11 / LF	0.00
FLATWORK CONCRETE WORK					
0	SY	Install Concrete Flatwork		32.69 / SY	0.00
0	CY	Placement of Base and Sub-Base Material Beneath Flatwork	(Flatwork Only)	63.00 / CY	0.00
0	EA	Install ADA Ramp	(Det. To Att.)	521.00 / EA	0.00

OTHER CONCRETE WORK

0	EA	Install Curb Return		1,000.00 / EA	0.00
0	SY	Install Concrete Valley Pan		50.69 / SY	0.00

COST THIS PHASE: 0.00

STREET SECTION

1,667	CY	Placement of Base and Sub-Base Material For Roadways		32.97 / CY	54,950.00
ASPHALT SURFACE					
0	SY	Placement of Plant Mix Bituminous Pavement	(5 IN)	21.94 / SY	0.00

COST THIS PHASE: 54,950.00

STREET SIGNS

0	EA	Street Name Signs		350.00 / EA	0.00
0	EA	Stop Signs		200.00 / EA	0.00

COST THIS PHASE: 0.00

STREET LIGHTS

0	EA	Per Light		1,300.00 / EA	0.00
0	LF	Trench & Backfill (wiring)		5.00 / LF	0.00

COST THIS PHASE: 0.00

WATER LINES

WATER MAIN					
2,400	LF	Install Water Main	(24" PVC)	150.00 / LF	360,000.00

VALVES & FITTINGS

54,000		Valves and Fittings - 15%			54,000.00
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OTHER WATER APPURTINENCES

2	EA	Install Fire Hydrant Assembly		6,500.00 / EA	13,000.00
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COST THIS PHASE: 427,000.00

3. STREET SECTION: 22nd Street Constructed as Collector

0	unit	description	type	unit cost / unit	0.00
		Cost of Oversized Street			0.00

City Participation (@ 12%) 0.00

4. STREET SECTION: 30th Street Constructed as Arterial

0	CY	Placement of Base and Sub-Base Material For Roadways	(10 IN)	32.97	CY	0.00
0	SY	Placement of Plant Mix Bituminous Pavement	(5 IN)	21.94	SY	0.00
		Cost of Oversized Street				0.00

City Participation (@ 34%) 0.00

5. STREET SECTION: Cirrus Sky (f.k.a. Asphalt Lane) Constructed as Arterial

0	unit	description	type	unit cost / unit	0.00
		Cost of Oversized Street			0.00
0	unit	description	type	unit cost / unit	0.00
		Cost of Local Street			0.00

City Participation (Oversized Street Infrastructure, Arterial w/ island - Minimum Sized Street Infrastructure, Local)
 (As a footnote. Upsizing with a center island is approximately a 39% ratio) 0.00

Total Estimated Participation on Water, Sewer & Street Oversizing Costs 165,600.00

DATE: 7.10.12 SAG Quantities rev 8.22.12

QUANTITIES: Cirrus Sky

QUANTITY	ITEM DESCRIPTION	TYPE	MATERIAL & INSTALLATION UNIT COST	COST EACH ITEM	COST EACH PHASE
GENERAL WORK					
1.00	LS	Mobilization, demobilization and general contract requirements	10% of Contract / LS	51,350.00	
1.00	LS	Storm Water Permit and Erosion Control	2% of Contract / LS	10,270.00	
1.00	LS	Contingency	10% of Contract / LS	51,350.00	
COST THIS PHASE:					112,970.00

WATER LINES

WATER MAIN					
2.800	LF	Install Water Main	(24" PVC)	150.00 / LF	420,000.00

VALVES & FITTINGS					
63.000		Valves and Fittings - 15%			63,000.00

OTHER WATER APPURTINENCES

1	EA	Install Fire Hydrant Assembly		6,500.00 / EA	6,500.00
1	EA	Install Air-Vacuum Vavle & Vault		20,000.00 / EA	20,000.00

WATER CONNECTIONS

1	EA	Connection to Existing Water Main	(12 IN)	4,000.00 / EA	4,000.00
COST THIS PHASE:					513,500.00

TOTAL IMPROVEMENTS: 626,470.00

I. Estimated Participation on Oversizing Costs

1. WATER LINE: (City pays increase above what the subdivision would require on its own, i.e. Assume anything above a 12" line to the Zone 4 connection)

2,800	LF	Install Water Main	(24" PVC)	150.00 / LF	420,000.00
1	EA	Install Air-Vacuum Vavle & Vault		20,000.00 / EA	20,000.00
		Valves and Fittings - 15%		-	63,000.00
Cost of Oversized Water Infrastructure					503,000.00
2,800	LF	Install Water Main	(12" PVC)	90.00 / LF	252,000.00
1	EA	Install Air-Vacuum Vavle & Vault	(12" PVC)	15,000.00 / EA	15,000.00
		Valves and Fittings - 15%		-	37,800.00
Cost of Minimum Sized Water Infrastructure to serve the needs of the subdivision					304,800.00
City Participation (Oversized Water Infrastructure - Minimum Sized Water Infrastructure)					198,200.00

DATE: 7.10.12

SAG Quantities

rev

8.28.12

QUANTITIES:

Cirrus Sky

QUANTITY	ITEM DESCRIPTION	TYPE	MATERIAL & INSTALLATION UNIT COST	COST EACH ITEM	COST EACH PHASE
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GENERAL WORK

1.00	LS	Mobilization, demobilization and general contract requirements	10% of Contract / LS	115,380.50	
1.00	LS	Storm Water Permit and Erosion Control	2% of Contract / LS	23,076.10	
1.00	LS	Contingency	10% of Contract / LS	115,380.50	

COST THIS PHASE: 253,837.09

CONCRETE WORK

5,600	LF	Install Curb & Gutter	(Highback)	18.11 / LF	101,416.00
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FLATWORK CONCRETE WORK

3,111	SY	Install Concrete Flatwork		32.69 / SY	101,702.22
519	CY	Placement of Base and Sub-Base Material Beneath Flatwork	(Flatwork Only)	63.00 / CY	32,666.67

COST THIS PHASE: 235,784.89

STREET SECTION

4,580	CY	Placement of Base and Sub-Base Material For Roadways		32.97	CY 151,010.74
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ASPHALT SURFACE

14,933	SY	Placement of Plant Mix Bituminous Pavement	(4 IN)	18.61	SY 277,909.33
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COST THIS PHASE: 428,920.07

WATER LINES

WATER MAIN

2,800	LF	Install Water Main	(8" PVC)	70.00 / LF	196,000.00
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VALVES & FITTINGS

29,400		Valves and Fittings - 15%			29,400.00
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SERVICE LINES, METER PITS, & VAULTS

4	EA	Install Water Meter Vault	(2 IN)	10,000.00 / EA	40,000.00
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OTHER WATER APPURTINENCES

7	EA	Install Fire Hydrant Assembly		6,500.00 / EA	45,500.00
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WATER CONNECTIONS

COST THIS PHASE: 310,900.00

3. STREET SECTION: 22nd Street Constructed as Collector

0	unit	description	type	unit cost / unit	0.00
0	unit	description	type	unit cost / unit	0.00

Cost of Oversized Street 0.00

City Participation (@ 12%) 0.00

4. STREET SECTION: 30th Street Constructed as Arterial

0	unit	description	type	unit cost / unit	0.00
0	unit	description	type	unit cost / unit	0.00

Cost of Oversized Street 0.00

City Participation (@ 34%) 0.00

5. STREET SECTION: Cirrus Sky (f.k.a. Asphalt Lane) Constructed as Arterial

0	unit	description	type	unit cost / unit	0.00
0	unit	description	type	unit cost / unit	0.00
0	unit	description	type	unit cost / unit	0.00

Cost of Oversized Street 0.00

0	unit	description	type	unit cost / unit	0.00
0	unit	description	type	unit cost / unit	0.00
0	unit	description	type	unit cost / unit	0.00

Cost of Local Street 0.00

City Participation (Oversized Street Infrastructure, Arterial w/ Island - Minimum Sized Street Infrastructure, Local) 0.00

(As a footnote: Upsizing with a center island is approximately a 39% ratio)

Total Estimated Participation on Water, Sewer & Street Oversizing Costs 0.00

DATE: 7.10.12

SAG Quantities

rev

8.28.12

QUANTITIES:

Cirrus Sky

QUANTITY	ITEM DESCRIPTION	TYPE	MATERIAL & INSTALLATION UNIT COST	COST EACH ITEM	COST EACH PHASE
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GENERAL WORK

1.00	LS	Mobilization, demobilization and general contract requirements	10% of Contract / LS	172,863.83	
1.00	LS	Storm Water Permit and Erosion Control	2% of Contract / LS	34,572.77	
1.00	LS	Contingency	10% of Contract / LS	172,863.83	

COST THIS PHASE: 380,300.44

CONCRETE WORK

3,600	LF	Install Curb & Gutter	(Highback)	18.11 / LF	65,196.00
FLATWORK CONCRETE WORK					
2,000	SY	Install Concrete Flatwork		32.69 / SY	65,380.00
333	CY	Placement of Base and Sub-Base Material Beneath Flatwork	(Flatwork Only)	63.00 / CY	21,000.00
4	EA	Install ADA Ramp	(Det. To Att.)	521.00 / EA	2,084.00
OTHER CONCRETE WORK					
8	EA	Install Curb Return		1,000.00 / EA	8,000.00
256	SY	Install Concrete Valley Pan		50.69 / SY	12,976.64

COST THIS PHASE: 174,636.64

STREET SECTION

2,944	CY	Placement of Base and Sub-Base Material For Roadways		32.97 / CY	97,078.33
ASPHALT SURFACE					
9,600	SY	Placement of Plant Mix Bituminous Pavement	(4 IN)	18.61 / SY	178,656.00

COST THIS PHASE: 275,734.33

STREET SIGNS

2	EA	Street Name Signs		350.00 / EA	700.00
2	EA	Stop Signs		200.00 / EA	400.00

COST THIS PHASE: 1,100.00

STREET LIGHTS

2	EA	Per Light		1,300.00 / EA	2,600.00
200	LF	Trench & Backfill (wiring)		5.00 / LF	1,000.00

COST THIS PHASE: 3,600.00

WATER LINES

WATER MAIN					
1,900	LF	Install Water Main	(12" PVC)	90.00 / LF	171,000.00
VALVES & FITTINGS					
25,650		Valves and Fittings - 15%			25,650.00

I. Estimated Participation on Oversizing Costs

1. WATER LINE: (City pays increase above what the subdivision would require on its own, i.e. Assume anything above a 12" line to the Zone 4 connection)

1	EA	Install Pressure Reducing Valve & Vault		500,000.00 / EA	500,000.00
		Cost of Oversized Water Infrastructure			500,000.00
1	EA	Install Pressure Reducing Valve & Vault (12" PVC)		350,000.00 / EA	350,000.00
		Cost of Minimum Sized Water Infrastructure to serve the needs of the subdivision			350,000.00

City Participation (Oversized Water Infrastructure - Minimum Sized Water Infrastructure) 150,000.00

2. SEWER LINE: (City pays increase above what the subdivision would require on its own)

0	unit	description	type	unit cost / unit	0.00
		Cost of Oversized Sewer Infrastructure			0.00
0	unit	description	type	unit cost / unit	0.00
		Cost of Minimum Sized Sewer Infrastructure to serve the needs of the subdivision			0.00

City Participation (Oversized Sewer Infrastructure - Minimum Sized Sewer Infrastructure) 0.00

3. STREET SECTION: 22nd Street Constructed as Collector

1,636	CY	Placement of Base and Sub-Base Material For Roadways	(10 IN)	32.97	CY	53,932.41
5,333	SY	Placement of Plant Mix Bituminous Pavement	(4 IN)	18.61	SY	99,253.33
		Cost of Oversized Street				153,185.74

City Participation (@ 12%) 18,382.29

4. STREET SECTION: 30th Street Constructed as Arterial

0	unit	description	type	unit cost / unit	0.00
		Cost of Oversized Street			0.00

City Participation (@ 34%) 0.00

5. STREET SECTION: Cirrus Sky (f.k.a. Asphalt Lane) Constructed as Arterial

0	unit	description	type	unit cost / unit	0.00
		Cost of Oversized Street			0.00
0	unit	description	type	unit cost / unit	0.00
		Cost of Local Street			0.00

City Participation (Oversized Street Infrastructure, Arterial w/ Island - Minimum Sized Street Infrastructure, Local) 0.00

(As a footnote: Upsizing with a center island is approximately a 39% ratio)

Total Estimated Participation on Water, Sewer & Street Oversizing Costs 168,382.29

DATE: 7.10.12 SAG Quantities rev 8.28.12

QUANTITIES: Cirrus Sky

QUANTITY	ITEM DESCRIPTION	TYPE	MATERIAL & INSTALLATION UNIT COST	COST EACH ITEM	COST EACH PHASE
<u>GENERAL WORK</u>					
1.00	LS	Mobilization, demobilization and general contract requirements	10% of Contract / LS	149,837.21	
1.00	LS	Storm Water Permit and Erosion Control	2% of Contract / LS	29,967.44	
1.00	LS	Contingency	10% of Contract / LS	149,837.21	
		COST THIS PHASE:			329,641.85
<u>CONCRETE WORK</u>					
11,200	LF	Install Curb & Gutter (Highback)	18.11 / LF	202,832.00	
FLATWORK CONCRETE WORK					
4,667	SY	Install Concrete Flatwork	32.69 / SY	152,553.33	
519	CY	Placement of Base and Sub-Base Material Beneath Flatwork (Flatwork Only)	63.00 / CY	32,666.67	
2	EA	Install ADA Ramp (Detached)	716.00 / EA	1,432.00	
		COST THIS PHASE:			389,484.00
<u>STREET SECTION</u>					
5,012	CY	Placement of Base and Sub-Base Material For Roadways	32.97 / CY	165,257.04	
ASPHALT SURFACE					
14,933	SY	Placement of Plant Mix Bituminous Pavement (5 IN)	21.94 / SY	327,637.33	
		COST THIS PHASE:			492,894.37
<u>WATER LINES</u>					
WATER MAIN					
2,700	LF	Install Water Main (24" PVC)	150.00 / LF	405,000.00	
VALVES & FITTINGS					
60,750		Valves and Fittings - 15%		60,750.00	
OTHER WATER APPURTINENCES					
2	EA	Install Fire Hydrant Assembly	6,500.00 / EA	13,000.00	
		COST THIS PHASE:			478,750.00
<u>SANITARY SEWER LINES</u>					
SANITARY SEWER MAINS					
2,700	LF	Install Sanitary Sewer Pipe (8" PVC)	40.00 / LF	108,000.00	
SANITARY MANHOLES					
7	EA	Install Sanitary Sewer Manhole (48 IN)	4,000.00 / EA	28,000.00	
OTHER SANITARY CONNECTIONS AND REQUIREMENTS					
0	LF	Cleaning & Televisioning	2.50 / LF	0.00	
		COST THIS PHASE:			136,000.00

3. STREET SECTION: 22nd Street Constructed as Collector

0	unit	description	type	unit cost / unit	0.00
		Cost of Oversized Street			0.00

City Participation (@ 12%) 0.00

4. STREET SECTION: 30th Street Constructed as Arterial

0	unit	description	type	unit cost / unit	0.00
		Cost of Oversized Street			0.00

City Participation (@ 34%) 0.00

5. STREET SECTION: Cirrus Sky (f.k.a. Asphalt Lane) Constructed as Arterial

0	LF	Install Curb & Gutter	(Highback)	18.11 / LF	0.00
0	CY	Placement of Base and Sub-Base Material For Roadways	(10 IN)	32.97 CY	0.00
0	SY	Placement of Plant Mix Bituminous Pavement	(5 IN)	21.94 SY	0.00

Cost of Oversized Street 0.00

0	LF	Install Curb & Gutter	(Highback)	18.11 / LF	0.00
0	CY	Placement of Base and Sub-Base Material For Roadways	(7 IN)	32.97 CY	0.00
0	SY	Placement of Plant Mix Bituminous Pavement	(3 IN)	15.30 SY	0.00

Cost of Local Street 0.00

City Participation (Oversized Street Infrastructure, Arterial w/ island - Minimum Sized Street Infrastructure, Local) 0.00
 (As a footnote: Upsizing with a center island is approximately a 39% ratio)

Total Estimated Participation on Water, Sewer & Street Oversizing Costs 263,925.00

DATE: 7.10.12

SAG Quantities

rev

8.28.12

QUANTITIES:

Cirrus Sky

QUANTITY	ITEM DESCRIPTION	TYPE	MATERIAL & INSTALLATION UNIT COST	COST EACH ITEM	COST EACH PHASE
GENERAL WORK					
1.00	LS	Mobilization, demobilization and general contract requirements	10% of Contract / LS	147,878.10	
1.00	LS	Storm Water Permit and Erosion Control	2% of Contract / LS	29,575.62	
1.00	LS	Contingency	10% of Contract / LS	147,878.10	
		COST THIS PHASE:			325,331.82
CONCRETE WORK					
6,000	LF	Install Curb & Gutter (Highback)	18.11 / LF	108,660.00	
FLATWORK CONCRETE WORK					
3,111	SY	Install Concrete Flatwork	32.69 / SY	101,702.22	
519	CY	Placement of Base and Sub-Base Material Beneath Flatwork (Flatwork Only)	63.00 / CY	32,666.67	
2	EA	Install ADA Ramp (Det. To Alt.)	521.00 / EA	1,042.00	
OTHER CONCRETE WORK					
6	EA	Install Curb Return	1,000.00 / EA	6,000.00	
192	SY	Install Concrete Valley Pan	50.69 / SY	9,732.48	
		COST THIS PHASE:			259,803.37
STREET SECTION					
5,963	CY	Placement of Base and Sub-Base Material For Roadways	32.97 / CY	196,598.89	
ASPHALT SURFACE					
19,911	SY	Placement of Plant Mix Bituminous Pavement (5 IN)	21.94 / SY	436,849.78	
		COST THIS PHASE:			633,448.67
STREET SIGNS					
2	EA	Street Name Signs	350.00 / EA	700.00	
2	EA	Stop Signs	200.00 / EA	400.00	
		COST THIS PHASE:			1,100.00
STREET LIGHTS					
2	EA	Per Light	1,300.00 / EA	2,600.00	
300	LF	Trench & Backfill (wiring)	5.00 / LF	1,500.00	
		COST THIS PHASE:			4,100.00
WATER LINES					
WATER MAIN					
2,400	LF	Install Water Main (24" PVC)	150.00 / LF	360,000.00	
VALVES & FITTINGS					
54,000		Valves and Fittings - 15%		54,000.00	
OTHER WATER APPURTINENCES					
2	EA	Install Fire Hydrant Assembly	6,500.00 / EA	13,000.00	
		COST THIS PHASE:			427,000.00

3. STREET SECTION: 22nd Street Constructed as Collector

0	unit	description	type	unit cost / unit	0.00
		Cost of Oversized Street			0.00

City Participation (@ 12%) 0.00

4. STREET SECTION: 30th Street Constructed as Arterial

0	CY	Placement of Base and Sub-Base Material For Roadways	(10 IN)	32.97	CY	0.00
0	SY	Placement of Plant Mix Bituminous Pavement	(5 IN)	21.94	SY	0.00
		Cost of Oversized Street				0.00

City Participation (@ 34%) 0.00

5. STREET SECTION: Cirrus Sky (f.k.a. Asphalt Lane) Constructed as Arterial

0	unit	description	type	unit cost / unit	0.00
		Cost of Oversized Street			0.00

0	unit	description	type	unit cost / unit	0.00
		Cost of Local Street			0.00

City Participation (Oversized Street Infrastructure, Arterial w/ island - Minimum Sized Street Infrastructure, Local) 0.00
 (As a footnote: Upsizing with a center island is approximately a 39% ratio)

Total Estimated Participation on Water, Sewer & Street Oversizing Costs 234,600.00



LARAMIE CAMPUS

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Mr. Gary Negich, Chair
Wyoming Business Council
214 W. 15th Street
Cheyenne, WY 82002

August 31, 2012

Dear Gary Negich:

On behalf of WyoTech, I am pleased to support the proposed grant application for the building, creating, and funding of Cirrus Sky Technology Park.

The proposed Cirrus Sky Technology Park (CSTP) will capitalize on the existing synergy and partnerships that are already present between the University of Wyoming, Laramie Economic Development Corporation and the City of Laramie. These partnerships in combination with your grant can create a "clean, green, shovel ready" technology park, while opening up significant opportunities for our community and southeastern Wyoming.

The Cirrus Sky Technology Park (CSTP) has the potential to assist and foster a focus and realization that Laramie is a growing Technology Hub—with more than 60 technology oriented businesses employing almost 500 people at an average wage of \$65,000. The creation of Cirrus Sky Technology Park (CSTP) will enhance both job growth and diversity while improving job availability and wages for residents of Laramie. Cirrus Sky Technology Park as proposed could preserve open space and create trail connectivity along the ridgeline and creates a live, work, and play environment for technology companies as an infrastructure is developed to accommodate local businesses.

Both continued growth and the sustained viability of the community's technology sector are crucial ingredients for Laramie's economic vitality and well-being providing a new amenity to the data and technology companies that seek to relocate or expand in Laramie. Cirrus Sky Technology Park (CSTP) is different than any other business park currently in the community and will fill a necessary need presented by the technology community.

WyoTech applauds the efforts underway to secure resources for the project, and fully supports this endeavor. With your help and the forward thinking that has fostered the concept of the Cirrus Sky Technology Park the possibilities for our community are endless.

If you have questions or need additional information, please contact me at (307) 755-2120.

Sincerely,

Guy Warpness
President



255 NORTH 30TH STREET • LARAMIE, WYOMING 82072
(307) 742-2141 • www.ivinshospital.org

August 30, 2012

Mr. Gary Negich, Chair
Wyoming Business Council
214 W. 15th Street
Cheyenne, WY 82002

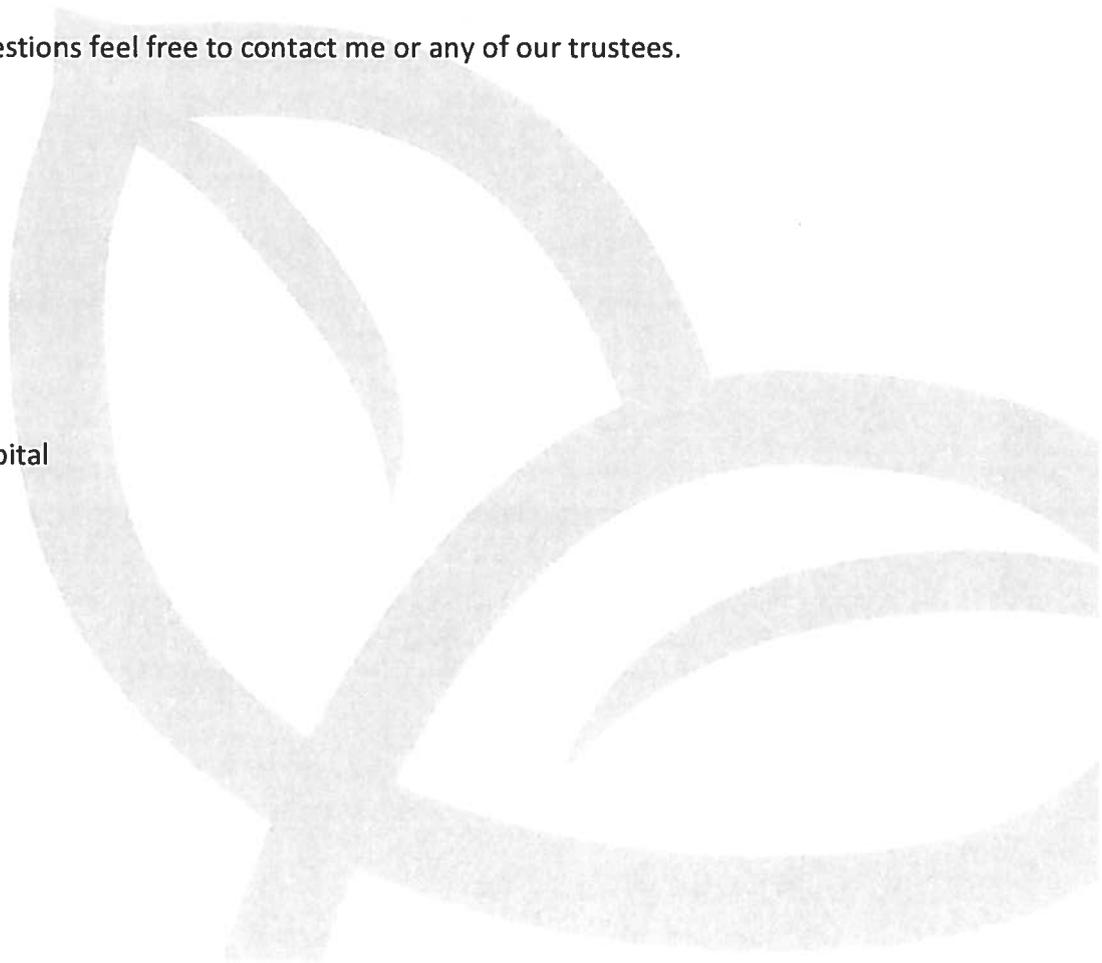
Dear Mr. Negich:

The Ivinson Memorial Board of Trustees wish to express their support for the Cirrus Sky Technology Park. As a partner with the LEDC, we are pleased with their efforts as well as those of the City of Laramie and University of Wyoming to be proactive and progressive in this concept. We believe this park will benefit the residents and businesses of Laramie and bring economic benefits to the entire state.

If you have further questions feel free to contact me or any of our trustees.

Sincerely,

Carol Dozier
President & CEO
Ivinson Memorial Hospital



P.O. Box 82545
Lincoln, NE 68501-2545

ELECTRONIC SERVICE REQUESTED

August 24, 2012

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Mobile DRAM Upswing Boosting Memory Market

Noting a slowdown in PC sales and the associated slowdown in the need for desktop DRAM (dynamic random-access memory), IHS iSuppli identified an increase in mobile DRAM market growth. According to the research company, the mobile DRAM market will see \$6.56 billion in revenues this year compared to \$5.98 billion in 2011, representing a 10% growth in mobile DRAM compared to 3% growth for the standard DRAM found in desktop PCs and laptops. "Crucial features like multi-tasking, media decoding and decompression, data synchronization and background operations are all driving DRAM needs—and new phones and tablets are meeting those needs with their rise in mobile DRAM densities," said Ryan Chien, analyst for memory and storage at IHS iSuppli, in a company statement.

BMC Software Acquires VaraLogix

Houston-based BMC Software recently

Laramie To Develop A Green Technology Park

The city of Laramie, Wyo., and the LEDC (Laramie Economic Development Corp.) are developing plans to create a data center/technology park in the northern part of the city. The main goals for the park, which will be called the Cirrus Sky Tech Park, include creating a welcoming environment for data centers, high-tech businesses, and research organizations; adding value to a large amount of property; and inviting more opportunities for the community. With developers mentioning companies such as Microsoft (which recently opened a \$112 million data center in Cheyenne, Wyo.), Megan Overmann Goetz, LEDC chair, said in a press release, "We need to better induce site selectors to Laramie, by providing a 'turn-key' site, complete with ready-to-connect infrastructure (water, sewer, power, fiber), and the time to do that is now." The project planners expect the first phase of construction to be complete in October 2013.

Twice As Many Employees To Bring Smartphones, Tablets To Work

Digia To Buy Nokia's Qt Mobile Ecosystem Business

Nokia's Qt project centered on the development of Qt, an application and user interface framework that enabled programmers to develop mobile software only once and yet produce an end product with source code that would work across multiple platforms. That is, no programming once for Symbian, then again for Windows, etc. Now the Espoo, Finland,-based mobile phone manufacturer has entered into an agreement to sell its Qt business to Helsinki-based Digia. Through the acquisition, Digia will become responsible for the product development, licensing, and service roles related to the Qt technology. Once the acquisition is complete, Digia intends to expand Qt to support additional platforms: Android, iOS, and Windows 8.

Nokia To Sell 500-Plus Patents To Vringo

New York-based Vringo, which owns dozens of patents, markets video ringtones, and operates on a stated goal of engaging "in the innovation, development, and monetization of mobile technologies and intellectual property,"

CIRRUS SKY - TECHNOLOGY PARK

ESTIMATED RETURN OF STATE'S INFRASTRUCTURE INVESTMENT

ASSUMPTION	NOTE/SOURCE
Total Acres (Including UW)	139 Randy Hunt, City of Laramie; includes public right of ways
Total Developable Acres	126 Randy Hunt, City of Laramie; not all 139 acres is suitable for development purposes, some will be used for green and public space
Take Rate /Year	11.00% Joe Sharkey, Data Center Site Selector; Based on a composite of 10 data center/tech parks nationally
Implied Acres Dev./Year	14 Same as above
Annual Tax Benefits (State and Local)	\$92,138 Joe Coyne, CBI Group (Includes Property Taxes)
Price / Acre (Post Infrastructure)	\$87,120 \$2/sq. foot, discounted from market value of \$3/sq. ft.; some of these lot sales may be discounted for economic development purposes
Grant Request	-\$5,419,000 Amount City of Laramie is requesting from State
UW Recapture	\$326,200 Based on 23.3 acres @ \$14,000 acre (this is the appraised value of the property as it currently stands)
Samuelson Recapture	\$250,000 Estimate based on Mega Data Center in Year 5; Cirrus Sky Park can handle small-medium sized data centers, but Samuelson property would handle mega data centers.

Year	Company Type	Total Acres /Year	Total Acres Remaining	BENEFITS & RECAPTURE				Total Benefits	Infr. Costs	Cash Flow-Best Case	Cash Flow - Middle	Cash Flow - Worst
				Ann. New Tax Benefits	Lot Sales	Recapture-UW	Recapture-Samuelson					
0	None	0	126	\$0	\$0	\$0	\$0	\$0	(\$5,419,000)	-\$5,419,000	-\$5,419,000	-\$5,419,000
1	None	0	126	\$0	\$0	\$326,200	\$0	\$326,200	\$0	\$326,200	\$326,200	\$326,200
2	Data Center / Tech	14	112	\$92,138	\$1,207,483	\$0	\$0	\$1,299,621	\$0	\$1,299,621	\$695,880	\$490,607
3	Data Center / Tech	28	98	\$184,276	\$1,207,483	\$0	\$0	\$1,391,759	\$0	\$1,391,759	\$788,018	\$582,745
4	Data Center / Tech	42	84	\$276,414	\$1,207,483	\$0	\$0	\$1,483,897	\$0	\$1,483,897	\$880,156	\$674,883
5	Data Center / Tech	55	71	\$368,552	\$1,207,483	\$0	\$250,000	\$1,826,035	\$0	\$1,826,035	\$972,294	\$767,021
6	Data Center / Tech	69	57	\$460,690	\$1,207,483	\$0	\$0	\$1,668,173	\$0	\$1,668,173	\$1,064,432	\$859,159
7	Data Center / Tech	83	43	\$552,828	\$1,207,483	\$0	\$0	\$1,760,311	\$0	\$1,760,311	\$1,156,570	\$951,297
8	Data Center / Tech	97	29	\$644,966	\$1,207,483	\$0	\$0	\$1,852,449	\$0	\$1,852,449	\$1,248,708	\$1,043,435
9	Data Center / Tech	111	15	\$737,104	\$1,207,483	\$0	\$0	\$1,944,587	\$0	\$1,944,587	\$1,340,846	\$1,135,573
10	Data Center / Tech	125	1	\$829,242	\$1,207,483	\$0	\$0	\$2,036,725	\$0	\$2,036,725	\$1,432,984	\$1,227,711
TOTALS		126	0	\$4,146,210	\$10,867,349	\$326,200	\$250,000	\$15,589,759		\$10,170,759	\$4,487,084	\$2,639,635

Present Value of Cash Flows \$5,883,605.52 \$1,804,727.29 \$481,337.00

Internal Rate of Return 21% 11% 7%

Modified IRR (3.03% Reinvestment Rate) 12% 7% 5%

(Note: Best Case assumes lot sales at \$2/sq.ft)

(Note: Middle Case assumes lot sales at \$1/sq. ft.)

(Note: Worst Case assumes lot sales at \$.66/sq. ft.)