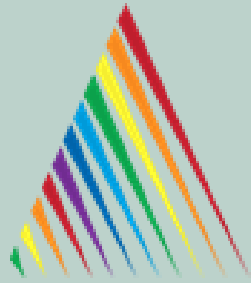


BUSINESS READY COMMUNITIES GRANT & LOAN PROGRAM

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**AVALON**  
INTERNATIONAL  
ALUMINUM

**PREPARED BY**

CITY OF EVANSTON & WYOMING  
BUSINESS COUNCIL

**PRESENTED TO**

WYOMING JOINT MINERALS, BUSINESS &  
ECONOMIC DEVELOPMENT COMMITTEE

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AUGUST 2021

# ABOUT

- Avalon manufactures aluminum products, specializing in door and window frames and other specialty fixtures
- The company is moving into manufacturing doors and windows
- Other products in the line include HVAC UV light systems for viruses

## COMPANY BACKGROUND

- Owned by Rick (father) and Baron (son) Carleton
- Rick has been in the industry for 20+ years
- Baron is a nuclear engineer working toward patented technology in other fields
- The family purchased the company in January 2016 and turned what was then a floundering company into a profitable, growth-oriented business

## WHY EVANSTON?

Rick and Baron are familiar with the area and were attracted to Wyoming because of the business-friendly climate. The area also offers supply chain advantages due to better logistics and location to raw materials available in Utah. They have outgrown their current, leased space and owning their own building was an appeal, not to mention the local culture and workforce ethics.

# PROJECT TIMELINE

8/5/2019  
INITIAL  
PHONE  
CALL

8/24/2019  
AVALON  
VISITS  
EVANSTON

8/30/2019  
AVALON  
DECIDES ON  
EVANSTON

10/10/2019  
AVALON  
REQUESTS  
QUOTES FOR  
BUILDING  
CONSTRUCTION

1/15/2020  
SECOND  
VISIT TO  
EVANSTON

2/6/2020  
AVALON  
BEGINS  
SITE PLAN

2/15/2020  
BRC GRANT  
DISCUSSION  
BEGINS

4/1/2020  
CITY COUNCIL  
AGREES TO  
EXPLORE LOAN  
OPTIONS

6/2020  
GEOTECHNICAL  
STUDY.  
SEWER  
EXTENSION  
COMPLETE.

8/31/2020  
AVALON  
FACILITY VISIT  
TUALATIN, OR

9/15/20  
BRC APP  
SUBMITTED

10/15/20  
BRC SITE  
VISIT

10/15/20  
WBC STAFF  
DISCUSSED  
AVALON  
W/ INVESTMENT  
COMMITTEE

10/22/20  
WBC  
SPECIAL  
BOARD  
MEETING

11/5/2020  
SLIB  
MEETING

1/12/2021  
GRANT  
AGREEMENT  
EXECUTED

1/21/21  
ADVERTISED  
FOR BIDS

8/2021  
BEGIN  
CONSTRUCTION

6/30/22  
CONSTRUCTION  
COMPLETE

# BY THE NUMBERS

- Job Creation:
  - 17 jobs initially, most positions hired from the community
  - 20 jobs by 2021
  - 60 jobs by 2025, anticipated sales of \$11.7 million
- Wages/Benefits:
  - Average \$34.50/hour base wage (roughly 140% of county median wage)
  - Anticipate providing benefits equivalent to \$3-4/hour per employee
- BRC grant will be recouped in 3.19 years in economic impact
- BRC loan w/interest will be repaid to BRC (\$1,223,495) plus \$750K (25% of grant) will be recaptured
- Evanston Contributions:
  - Land valued at \$130,000
  - Infrastructure valued at \$500,000
- Avalon Contributions: (A local bank assisted with some of the company's contributions.)
  - \$775,000 for equipment costs
  - \$260,000 for moving expenses
  - \$40,000 for engineering costs
  - \$150,000-\$250,000 for building materials
  - \$500,000 cash match

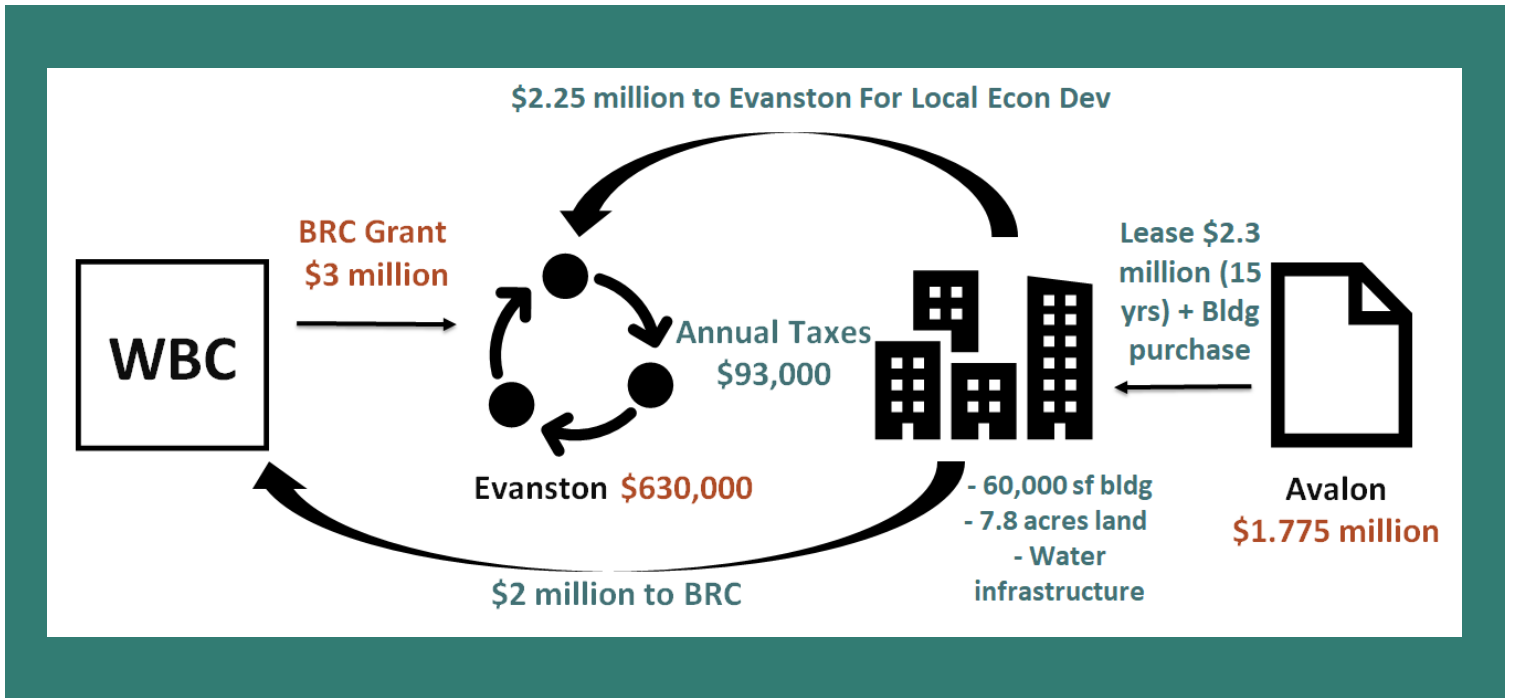
## WHAT DOES THE BRC INVESTMENT ACCOMPLISH?

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- 60,000 square foot building
  - Site development (parking, landscaping, etc)
  - An additional business will now relocate to Evanston due to the water and sewer infrastructure that will be in place as a result of the Avalon project. The lot has already been sold.
  - Area unemployment positively affected (6.3% in April 2021)
  - \$5,000 to \$15,000 per year in local sales tax estimated
  - \$56,000 per year in state sales tax estimated
  - \$25,000 to \$30,000 per year in property taxes
  - Wyoming will be Avalon's home versus Mississippi which offered \$1 million cash relocation incentive
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# THE BRC PROCESS

## WHERE DOES THE \$ GO?



Cash Flow to State and Uinta County

