

On the EDC, Shanna began with the June balance sheet and highlighted the outstanding pledges for the Member Investor Program and the Healthcare Summit. Shanna also noted that they had to write-off some outstanding Member Investor pledges. The Due To/Due From account totaled approximately \$58,000 and represents the amount owed to EDA from EDC for June.

On the June EDC Statement of Operations, Loan Origination revenue exceeded budget projections by \$67,000. Servicing revenue ended up slightly below budget. During the fiscal year close process, EDA expenses that are allocated to EDC based on the Management Services Agreement were reclassified to the proper expense from EDA reimbursement.

Shanna then reviewed the July EDA balance sheet where current assets decreased slightly due to operating expenses. Accounts receivable remains high as we anticipate the Federal EDA disbursement. Accounts payable have decreased slightly from \$52,000 at June 2020 to approximately \$39,000. Accrued expenses total approximately \$110,000 and consist largely of salary/benefits accruals and Space2Place Grant accruals.

On the July EDA Statement of Revenues and Expenses, most revenue items remain in line with budget amounts through the first month of the fiscal year. Salary/wage expense totaled \$135,569 through July. This amount is slightly under budget due to vacancy savings.

On the EDC, Shanna began with the July balance sheet and current assets fell due to the funding of a Revolving Loan Fund Loan. The RLF portfolio totals \$380,000. The Stabilization Loan portfolio totaled \$152,000 at the end of July and consisted of eleven loans. Accounts payable decreased at the end of July. Deferred 504 revenue will be recognized as loans fund.

On the July EDC Statement of Revenues and Expenses, servicing revenue came in slightly under budget for the month. We received a donation for the Coulson Park project in July. These restricted donations are being tracked in a separate Coulson Park Revenue account. Expenses remain close to or in-line with budget as we begin the fiscal year. There was a slight variance in office supplies due to the purchase of supplies related to COVID-19. Those expenses will be reimbursed as a part of an Adaptability Grant from the State.

Motion: Judi Powers to approve and forward to the Board, the June and July 2020 EDA/EDC Financials, as presented to the Executive Committee.

Second: Ken Lutton

Discussion: None

Motion: Carried

Concurrence on Adaptability Grant - Shanna

Shanna then presented an adaptability grant application we had made. The grant was for an amount of up to \$10,000. The grant is paid on a reimbursement basis that covers the expenses incurred due to COVID 19.

Motion: Greg McDonald to approve and forward to the Board, the Adaptability Grant Application, as presented to the Executive Committee.

Second: Mac Fogelsong

Discussion: None

Motion: Carried

Executive Director's Report – Steve

Yellowstone County Economic Response and Recovery Team – Plan Outline

Steve began with an update related to the Economic Response and Recovery Team. The team is working through a draft recovery plan which will be reviewed tomorrow. The team is hoping to finalize the plan later this month with a rollout of the plan to follow.

Ad Hoc Legislative Committee Report

Steve presented a Legislative Priorities draft with the committee. This framework will be distilled further but broadly represents issues and initiatives we have identified as important to our economic development mission. Steve went on to highlight the priorities in the draft.

Steve has been asked to serve on the search committee for the new Chancellor of MSUB. Supporting our university remains a top priority and thus, Steve has accepted the invitation to work with that group.

Endorse MEDA Next Generation of Community and Economic Development Tools Analysis

Steve gave a quick overview of the project and the results of the analysis. The Montana Chamber Foundation Board partnered strongly with MEDA on this work and has endorsed the plan. Steve is asking that MEDA also endorse the report. There will be a meeting tomorrow to consider the endorsement. Steve went on to explain a bit about the dynamic that exists among the urban and rural economic development groups.

Steve is asking that the Committee forward an endorsement of the plan to the full Board. He presented a handout that highlighted components of the full plan that BSED would likely lean into.

Discussion was had amongst the group about the scope of the recommendations that BSED will actively champion.

Motion: Ken to approve and forward to the Board, the Committee's endorsement of the analysis with an emphasis on the priorities Steve and the Ad Hoc Legislative Committee had identified (outlined in the handout.)

Second: Judi Powers

Discussion: Above

Motion: Carried

Board Member Outreach

Steve shared some takeaways and feedback from the one-on-one Board Member Meetings he has been conducting over the past few weeks.

Organizational Restructuring Evaluation

Steve then went on to update the Committee about some organizational restructuring. With that said, our SBDC Regional Director, Dena Johnson, will be pursuing a new career opportunity with Payne West Insurance. Dena addressed the Committee and looks forward to what lies ahead. Work will continue as we evaluate what the structure of our team and leadership teams will look like.

Program Directors/Leaders' Updates

BSED's IRT COVID-19 Response Update – Melanie

Melanie spoke about the conclusion of the IRT team meetings. Melanie then turned it over to other members of the IRT.

Status: SBDC Response and Recovery Advisor – Dena

Dena updated the Committee about the status of the SBDC Senior Advisor position. As the situation continues to evolve, the State SBDC recognized that hiring of new advisors has not yielded the intended results. With that

information, we have decided to not pursue the hiring of a new advisor. Dena went on to add that we are pursuing other avenues for use of the CARES act dollars, including wage reimbursement for a .5 FTE staff members and a training program we have been working on with Gallup.

Stabilization Loan Program Update – Brandon

Brandon updated the Committee about the Stabilization Loan and RLF Grant program. The Stabilization Loan has remained quiet as borrowers are wary of pursuing additional loans. Brandon spoke also of the RLF grant we had applied for through the Federal EDA. The dollars are very competitive and organizations who have applied with 20% match are seen as more competitive than those who have offered 10%, such as BSED. Renewed discussion will take place as we decide how we will move forward with this application.

Beartooth RC&D Proposal - Dianne

Dianne then added some information about a proposal we have submitted in response to a Beartooth RC&D RFP. They are offering funds for delivering services (we need to ask Dianne for some language here!) in partnership with them. BSED would stand to gain additional funds for the next two years should our proposal be selected.

Operations: Big Sky to Sky Point Project – Becky

Becky began by updating the Committee about the status of the contract with Cushing Terrell. The contract has been approved by the EDA and has been signed by Steve.

The next steps are kicking off the design process with an engagement session with Cushing Terrell, which will take place this week. Becky went on to mention who will be attending these engagement sessions and adding their input. The final design decision will be made by the internal project management team which is comprised of Board Members and BSED Staff.

Becky then explained that we will be moving forward with pursuing historic tax credits.

Nominating Committee Recommendation – Becky

The Nominating Committee convened to produce a ballot for the EDC Board appointments. Four current Board Members are eligible for another term and two new nominees have been selected from a pool of Member Investor applicants. The two new applicants fulfill criteria the Nominating Committee had determined to be important in our considerations.

Steve Loveless made a motion to forward the ballot to the Board for approval.

Steve Arveschoug reminded the Committee to be mindful of size of the Board as that theme came up in conversations with Board Members. The committee members then offered their thoughts on the topic and the discussion evolved to include the structure of the agenda, start times, length of the meetings, and the ultimate composition of the Board.

Steve Loveless then offered the following amended motion:

Motion: Steve Loveless motions to forward the Ballot to the full Board, contingent on the Board's discussion and concurrence on the size of the Board.

Second: Ken Lutton

Discussion: Above

Motion: Carried

Paul Neutgens vote against the motion as he believes the size of the Board helps widen the pool of individuals that may be considered for the Executive Committee.

Big Sky Trust Fund Grant Applications

Lorene gave a Big Sky Trust Fund Applications update to the Committee. The consideration of those applications will be taken on by the full Board next week. Action was deferred due to a lack of quorum.

Status of Founders District Project – Steve

Steve stepped in for Allison and gave a Founder's District update. The Billings City Council voted to not move their application forward at this time.

TEDD Update – Thom

Thom mentioned they are still working on the sewer expansion with the City and Lockwood Water and Sewer. Thom is on the schedule for the September 28th City Council business meeting. Finally, the increments have been released and show more increment in the fund than expected.

Mac asked about the degree of confidence we have moving into the City Council vote. Thom anticipates they need one more confirmed vote but the City Administration will now offer their recommendation to approve which should improve the odds of the vote passing.

Coulson Park

Dianne updated the Committee about the status of Coulson Park. The team has received some donations already that are counting towards the matching grant. Patrick has been hard at work drumming up support for the project. **Meetings continue.** ??

Executive Session: None

Public Comment:

None

Adjourn:

Robin adjourned the meeting at 9:27am

Next Meeting – October 7th, 2020