

**Big Sky EDA/EDC  
Executive Committee Agenda  
November 3, 2021  
7:30 A.M. to 9:15 A.M.  
Yellowstone Conference Room**

**BIG SKY ED Mission Statement:** - Focused on sustaining and growing our region's vibrant economy and outstanding quality of life, **Big Sky Economic Development** provides leadership and resources for business creation, expansion, retention, new business recruitment and community development.

**Committee Members** EDC –Ann Kosempa, Mac Fogelson, Kim Jakub, Mike Seppala, Aaron Ramage  
EDA –Paul Neutgens, Ken Lutton, Judi Powers, Dana Pulis, Riley Bennett

**7:30 A.M.— Call to Order** – Ann Kosempa, EDC Chair

**Agenda Changes for Today's Meeting**

**Public Comments/Board Member and Staff Announcements**

**7:35 AM –REGULAR AGENDA**

**I. Board Projects Update**

- Let's Rock Capital Campaign (Goal: \$275k+)—Melanie/Patrick (Handout)
- Member Investor Program (Goal: 160 Members)—Patrick (Handout)

**II. Ex Director Report**

- Nominating Committee-EDA Board Positions (November Nov. 12 and 19) (Attachment A) (Info)
- 1) Encourage EDA Applicants (Info)
- 2) Board Committee Selection Process (Current Board Committees) (Attachment B)
- Downtown Workforce Housing Working-Group Meeting (Info)
- MEDA Proposed Executive Director- Update (Info)
- City/County Regulation of Recreational Marijuana (Allison) (Attachment C) (Info)
- Letters of Support – ARPA/BBB Grant Applications (Attachment D) (Info)

**III. Approval of EDA/EDC Exec. Comm. Minutes**

- A. September 1, 2021 Ex. Committee Meetings (Attachment E) (Action)

**IV. Approval of EDA/EDC Financials – Shanna**

- A. September 2021 EDA and EDC Financials (Attachment F) (Action)
- B. Update FY21 Audit (Info)

**V. Program Directors' Updates**

- A. Operations--Becky (Info)
  - Big Sky to Sky Point Project Update—Becky (Info)
  - 1) RFP for Furniture Package (Handout) (Action)
- B. Community Development—Dianne (Handout) (Action)
  - Brownfields Assessment Program Grant Application (Handout) (Action)

**Executive Session (As Needed)**

**Public Comment**

**Adjourn**

**Next Executive Committee Meeting – December 1 (7:30 A.M. to 9:15 A.M.)** Big Sky Economic Development Board of Directors will make reasonable accommodations for known disabilities that may interfere with an individual's ability to participate. Persons requiring such accommodations should make their requests to Big Sky Economic Development as soon as possible before the meeting day. Please call Big Sky Economic Development at 256-6871.



BIG SKY  
ECONOMIC DEVELOPMENT

EDA • EDC    CREATING MONTANA BUSINESS OPPORTUNITIES

# ATTACHMENT A

**November 2021  
Executive Director’s Report  
to the Board of Directors  
(with Program-Level Highlights)**

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***Strategic Priorities Update (FY 2022)***

**1. Make Community Development Investments for a Measurable Impact to our Quality of Place**

**Objectives**

- a. **Advocate for a comprehensive approach/investment in Public Safety** (Board and ED) – *Board endorsed proposed public safety mill levy in July. We sent the attached Op-Ed to the Gazette. As of this date they did not publish the letter. We have shared this via social media.*
- b. **Incentivize downtown revitalization by identify and securing shovel-ready sites to spur new private investment** (ED, OF, DBP) We have put together an informal working group to build up a collaborative effort. That group meets Friday, Oct 31, 2021. There are multiple conversations around the future of the Gazette site. We’ll discuss this site at that meeting. More details to follow.
- c. **Support the redevelopment of MetraPark and associated private investment and entryway beautification** (CD and MetraPark) -nothing new to report.
- d. **Secure the \$250,000 match requirement for Phase I Coulson Park development, and advocate for a comprehensive approach to new parks and trails development** (CD and ED)- Since my last report we did secure \$100,000 from Scheels toward the match requirement. That puts us at \$166,500 toward the \$250,000 match challenge. *Other asks are outstanding.*
- e. **Support concept-development for a Native American cultural center** (DC)—*no work to report at this time. A fundraising event has been delayed due to Covid.*

**2. Invest in Essential Infrastructure That Directly Drives New Private Investment**

**Objectives**

- a. **Secure \$6.0 million to kickoff water and sewer infrastructure development in the TEDD (CD).** *The State did not approve the funding request that we made through the American Rescue Plan Act process. However, the TEDD has been included as part of a statewide application under the Build Back Better program through the federal EDA. The focus of this grant, submitted by the Montana Department of Commerce, is to focus resources in areas of the state impacted by coal market changes. This BBB grant is a phase one planning grant, to be followed by a large grant request to fund infrastructure projects. Stay tuned for more details as this grant moves through the federal process. More details on the TEDD can be found in the Program Reports section of this report.*

- b. **Support the development of three new business/industry parks:** *Nothing new to report in this area.*
- c. **Align our business recruitment efforts with these development and secure new private investment (RT)** *See Recruitment Section of this Report for an update. City Council did approve the tax abatement request for the Coca-Cola project. The final development agreement is in process. This is great progress. We really appreciate the City's and Council partnership on this project—it creates 50 good paying jobs and brings a \$40 million investment to our community.*

### 3. Build Upon our Leadership Status as a Regional Healthcare HUB

#### Objectives

- a. **Shepherd the development of the Montana College of Osteopathic Medicine from the permit process to opening (July 2023), propose and advocate clerkship and residency program development, and facilitate private sector partnership opportunities, including applied research and bioscience (ED and RT)** *The Montana College of Osteopathic Medicine project is underway, with the ceremonial groundbreaking being held October 4<sup>th</sup>, including very encouraging comments by Governor Gianforte. Next step for us is supporting road renaming and other development items related to City decision making. We had a great Community Advisory Council kick off meeting on September 13<sup>th</sup>. There are more than 25 key players from throughout Montana on the CAC. Our next meeting will be mid-January 2022. See attached CAC Newsletter.*
- b. **Incentivize downtown redevelopment that complements and connects the medical corridor to downtown (RT, ED, CD)** *A meeting is planned for Friday, October 29<sup>th</sup> to build consensus around housing development options near the medical corridor. Stay tuned for more details.*
- c. **Partner with the Bio Science Alliance initiative to secure research and lab space for the attraction of bioscience companies (RT, ED)** *A grant request is still active in the ARPA process in Helena that would see investment in lab space in Billings as a part of a statewide effort to build out infrastructure to support the bioscience industry. There is also a separate federal grant submitted that would see a partnership from Spokane to Billings—an I-90 partnership related to bio science development in our region. We'll stay supportive and active on these projects/grant requests.*

### 4. Grow and Attract Innovative Companies

#### Objectives

- a. **Complete the Rock31/BSED building to support a strong, growing entrepreneurship ecosystem and deliver BSED services (R31, DO, ED, Bd)** *See the Big Sky to Sky Point section of this report for details. Our Rock31 project team was on the Board last week visiting co-working/incubator spaces in Boise and SLC. We are using the information gained from this discovery work to finalize our business/operating plan for the Rock31 space. On the funding side, we are now over \$130,000 in secured dollars toward the development of this project. More meetings and tours are scheduled. Great work Melanie, Patrick and Becky.*
- b. **Foster the growth of a talent pool (through effective partnerships) that aligns with the needs of innovate companies (BW, R31)** *Billings Works is pulling together a team to consider a federal grant to support talent development in our market. This will be helpful but will likely focus on a broader set of workforce needs than the innovative/tech sector. This is under the feds Good Jobs Challenge.*
- c. **Deploy a targeted business expansion and recruitment strategy to realize measurable job growth and investment in this sector (RT)** *See Recruitment Section of this Report for details.*

## 5. Develop, Retain and Attract the Next Generation of our Workforce

### Objectives

- a. **Facilitate business/education partnerships that serve to strengthen the alignment of workforce needs and workforce development efforts to meet current and future workforce needs (BW)** *See the Billings Works section of this Report for details in this area.*
- b. **Enhance our BOiB talent retention and attraction measures to support employers' efforts to recruit workforce (BW, BOiB)** *We have hosted a series of Zoom meetings regarding a statewide talent attraction campaign, hoping the state would also help fund local talent attraction efforts through their ARPA dollars. We have follow-up meetings set with Commerce and the Department of Labor and Industry, as well as our Montana Economic Developers Association partners around the state.*
- c. **Advocate for the growth of key programs, enrollment, and capital investment at RMC and MSUB in partnership with college/university leadership/Board of regents/legislators (BW, ED)** *Nothing new to report in this area.*

## ***Board of Directors' FY 2022 Projects***

### **Status Report-**

1. **Raise \$275,000+ toward the funding of Rock31/BSED Downtown Center for Entrepreneurship.** *Dollars raised to date--\$130,000+*
2. **Sustain and grow the Member Investor Program to 160 members by June 2022—***Net membership to date 127, with American Steel, Billings Construction Supply, Jackson Group Peterbilt, Peterson Quality Office. I believe that is 6 new MI since Patrick came on board.*

## ***Program Updates***

### **Community Development**

Project Funding Requests YTD	\$8,045,000
Project Funding Secured YTD	\$135,000
Coulson Park Funding Secured	\$166,500
Assisted on Funding Requests YTD	\$15,000
Brownfield Assessments YTD	1

### Tax Abatements:

Coca Cola bottling was approved for a 50% tax abatement. Montana Sun hasn't responded as to whether they prefer the 50% tax abatement or the property tax reclassification available to them.

### Yellowstone Fuels Reduction Program:

BLM fuels reduction projects are back on as County fire restrictions <sup>in</sup> September. Two of the three assessments are moving forward with landowners in Emerald Hills subdivision near Lockwood. Hopefully the work will be completed this fall.

### Brownfields Program:

EPA Brownfields grant is spent down allowing BSED to move forward with another grant application, due December 1, 2021. BOARD ACTION REQUIRED.

**Coulson Park:**

BSED Team has met with multiple stakeholders and community leaders regarding the challenge grant and continues to follow up on the requests.

**MSUB Science Building/Montana Coal Board:**

Dianne is reviewing the closeout documents of the \$500,000 BSED secured on behalf of the MSU-B Science Building. \$10,000 remains to be awarded to BSED for the MSU-B project.

**Housing:**

Community Development continues to support the Billings Realtors Association ongoing training program. The October training topics were on Community Land Trusts and Housing Cooperatives. We had over 60 people participate in the three-hour training session. This is part of our ongoing economic recovery efforts using EDA CARES ACT funding from Beartooth RC&D.

**Lockwood Targeted Economic Development District (TEDD):**

KLJ and Morrison Maierle are working on some requested edits to the Lockwood TEDD Preliminary Infrastructure Technical Memo outlining the basic structure of water and sewer infrastructure to serve the TEDD. That plan will provide additional needed information for continued planning for water and sewer in the TEDD area.

We are still waiting on a scope of work and bid estimate from KLJ/Morrison Maierle for preliminary design and engineering of the priority projects identified in 2019 – extension of water and sewer infrastructure under I-90 to the TEDD and extension of North Frontage Road along with water and sewer to the east side of the TEDD. That scope of work should be ready soon for presentation to Yellowstone County commissioners.

**MetraPark:**

We continue to attend MetraPark Board meetings, public meetings, and committee meeting to assist with the MetraPark Vision 2025 efforts.

**Space2Place:**

Five of the seven Space2Place projects were completed by the September 30 deadline:

- Skate Park Mural by Underground Culture Krew
- Seating/Cinema area in Hillner Park by Optimist Club of Lockwood
- Outdoor seating area at Broadview Community Center
- Mural at Yellowstone Valley Animal Shelter
- Underpass Murals at 6<sup>th</sup> Street and North 13<sup>th</sup> Street by South Side Task Force/Elyssa Leininger

One project, DBA's Light Bike Alley project, has been granted an extension due to difficulties associated with material and labor availability. The Billings Community Foundation did not meet the deadline for their project or provide an explanation.

**BRC&D Response and Recovery Funding:**

Our organization's work continues to include providing training, business services to impacted businesses, and industry research across the Beartooth RC&D region. We submitted the require quarterly report this month.

## PTAC

Since August 1<sup>st</sup>, MT companies that have been assisted by one of our five PTAC locations have secured **\$12,704,317** in federal, state and local contracts. Of that, contracts valued at **\$2,001,773** were awarded to PTAC clients/companies in our region. BCL Enterprises LLC In Hardin secured a **\$102,811 contract** with Indian Health Services for portable hand washing stations and toilets. Billings based Yellowstone Enterprises, LLC secured two **contracts with the VA for \$83,760** for headstones at the Houston National Cemetery. On November 18<sup>th</sup>, Billings PTAC will be holding a virtual workshop titled, “Waiting for the Phone to Ring? Next Steps for Registered Government Contractors.” The premise of the training will be to illustrate proactive steps that companies can take to find and pursue government business opportunities after getting set up with registrations, etc. The event is free and interested companies can register at [www.montanaptac.org](http://www.montanaptac.org) As previously mentioned, the complexion of the statewide MT PTAC team has changed significantly in the last year. We have new advisors in Kalispell, Great Falls and Lewistown. Deanna and Roz are spending a lot of time with each of them via weekly virtual meetings to help them with client issues and understanding various government contracting subjects. Lynnette Hale is our newest MT PTAC advisor. She will be based at Headwaters RC&D in Butte and will cover the counties of Silver Bow, Jefferson, Gallatin, Lewis & Clark and Broadwater. During the last week of October, Lynnette was in Billings for training and orientation with Deanna and Roz. She is looking forward to getting up to speed and assisting companies in her area.

## VBOC

Important news: We have hired a new Training Manager/Business Advisor at the VBOC. Starting November 1<sup>st</sup>, please welcome [Kevin Beagle](#) to the team. Kevin is a retired Army Lt. Colonel with extensive business experience.

Note: National Veterans Small Business Week is Nov. 1 to 5. Check out our events to celebrate the week here and please join us for any of our virtual events at this link (be sure to register if you’d like to attend): <https://www.bigskyeconomicdevelopment.org/national-veterans-small-business-week-november-1-5-2021/>

### **Training: 26 attendees at 2 events in the month of October**

- In Person Boots to Business at Hill AFB, Utah- 20 attendees. Delivered in partnership with the Utah Veterans Business Resource Center.
- Montana Veterans Startup Roadmap –6 attendees, including 2 Montana veterans

Training goal 1 is 100% B2B coverage: **GOAL MET**

Goal 2 is 5 non B2B training events with >29 attendees per quarter. **Below goal.** Completed 4 trainings this quarter. 5<sup>th</sup> one would have been a startup roadmap class in September but we cancelled that due to Rock31 efforts to complete showing of the Edge of the Plains documentary. Training will increase once Kevin starts in the next quarter.

**Outreach highlights: 10 meetings with 62 attendees.** Our goal is 30 outreach meetings per quarter. **Below goal.** This will increase as Kevin gets into his new role.

**Counseling – 32 counseling sessions with 15 veteran or military spouse clients in the last month.** Goal is 41 sessions per month- **below goal.** Other counseling goals:

1.  $\geq 150$  referrals to local resource partners in the year: Currently at 47 referrals at the end of the 6<sup>th</sup> month in our program year. Below goal but this will be increasing after NVSBW and with Kevin coming on board.
2. 100% of new veteran e-center sign ups each month have at least 1 counseling session: Current rate is 90% asle wait for contact with 1 client in October. Rate for the year to date is 81% as we work to connect with clients.

## **Member Investor Program**

Transition back to BSED has felt seamless and I feel fortunate to be a part of a great Team and partner with all Board Members. My goal was to hit the ground running, and while I believe I have done that, there is undoubtedly much work to be done. We have connected with over 20 different companies in the past 6-weeks, both prospective and current Member Investors. 6 new Member Investors have joined Big Sky Economic Development, with additional in the “queue”. I look forward to additional conversations with prospective and current Member Investors. Direct referrals from Board Members Scott Cheserak, Riley Bennet, and Paul Neutgens secured Member Investor commitments referenced above, thank you. Connect with me regarding new perspective Member Investor referrals or communications with current Member Investors at [patrick@bigskyeda.org](mailto:patrick@bigskyeda.org), 869-8419.

## **Organizational Marketing/BillingsWorks**

### Marketing:

The Marketing department, in collaboration with local vendors hosted a successful Annual Meeting and *Edge of the Plains* documentary street party and screening on October 7, 2021. They released the 2021 BSED Annual Report and Community Report (in the Billings Gazette on Sunday, October 10<sup>th</sup>). During that week they were featured on the Q2 morning show and Big J Show. They are planning marketing campaigns around Small Business Saturday, BillingsWorks toolkit, National Veterans Small Business Week, in addition to assisting all programs with their marketing needs. They released a statement to the Gazette on behalf of the board, an Op-ed supporting the Billings Public Safety Mill Levey. Marcell provided a “welcome to Billings” address at the Disaster Emergency Services Fall Conference in Billings.

### BillingsWorks:

BillingsWorks had individual workforce/organization conversations this month with HRDC, United Way, First Interstate Bank, and NextGEN. Steve and Marcell gave a workforce presentation to St. John’s United Residents. BillingsWorks joined the MEDA Workforce group that meets monthly. BillingsWorks has been attending and hosting meetings for the Good Jobs Challenge. BillingsWorks attended the Montana Chamber Annual Meeting in Billings. They had great conversations with Exxon Mobil, NorthWestern Energy, Reach Higher Montana, and SD2.

## **Rock31 | SBDC**

### Noteworthy:

- The Rock31/SBDC Team traveled to Boise, ID and Salt Lake City, UT to tour co-working spaces to learn how spaces are operated and what is working well.
  - Boise, ID
    - Office Evolution
    - Trailhead Co-Working Space
    - Wheelhouse- 2<sup>nd</sup>

- SBDC Business Accelerator
- Salt Lake City, UT
  - WORK Hive
  - The Square with Industrious
  - WeWork
  - Church & State

Team Activity:

- The team held showings of the Edge of the plains in September/October
  - Harlowton – 93 attended, Harlow Theater Project, September 9
  - Big Timber – 95 attended, Sweetgrass Arts Theater, September 15
  - Hardin – 22 attended, Centre Cinema, September 23
  - Red Lodge - 155 attended, Roman Theater, September 30
  - Billings –310 attended, Babcock Theater, October 7

The local chambers of commerce helped to promote the Edge of the Plains documentary and market SBDC services. The entrepreneurs and the producers came to the showings for a Q&A session in their local towns. We were pleased with the numbers of attendance in each session. All of the businesses that were highlighted in the documentary came to the Gala event held in Billings before the showing for the Q&A.

- Team members met with the Lead Center Director and DOC Bureau Director to discuss the future promotion of Edge of the Plains October 7<sup>th</sup>.
- The Team helped and attended the BSED Annual meeting on October 7<sup>th</sup>.
- Team members met with the Big Sky Trust Fund monitoring team to tour and monitor two grant recipients in Billings October 12<sup>th</sup>.
  - Belle Chemical
  - Wyo Ben
- Team members attended Montana Dept of Commerce Manufacturing & Trade Day on October 25 & 26<sup>th</sup>.
- Team members meet with the Founder on Wed's in the Yellowstone Room.
- The monthly training courses in the Entrepreneurial Academy series:
  - Start-up Roadmap, monthly recurring training for all start-ups, Oct 21<sup>st</sup>.
  - Business Model Canvas workshop to help businesses identify their customers, relationships, value proposition, channels, key activities, key resources, key partners, cost structure and revenue streams, Oct 28<sup>th</sup>

**Recruitment/Outreach/Economic Development Policy**

Recruitment:

Coke has chosen Dick Anderson Construction and A&E Architects for their contractors and had their construction kick-off meeting on the 27<sup>th</sup>. RVU continues to be on schedule. We are meeting the CEO of lab company on Friday, have answered one applicable RFI for manufacturing space, and are in the process of responding to a lead that came from the State's Taiwan office.

Outreach:

All three of the Big Sky Trust Fund Planning grants from the last cycle were approved, two at a reduced amount because the fund was running low this quarter (it is funded off interest earning from the coal trust). Austin has been continuing to complete approximately 5 outreach calls a week, we plan to provide

a summary of trends in December. Quarterly reports are due for BSTF Planning grants, we have 7 active planning grants.

Policy:

The past month, we have been working hard to meet with all area legislators and partner organizations to explore area in which we can collaborate in the upcoming session. We have an ad-hoc committee meeting coming up mid-November to explore next steps. We provided testimony at the ARPA committee regarding the additional state dollars to help Billings address public safety and provided public comment on the issue of recreational marijuana as it relates to economic development.

**Big Sky Finance**

Big Sky Finance – October 2021 update.

The following loan activity, all pertaining to the SBA 504 Loan program, has occurred in July and August:

SBA 504 Loan approvals:	1 loan for \$1,071,000 (Approved through SBA)
SBA 504 Loan funding:	1 loan for \$770,000
LC 504 loan presentations:	4 loans for \$2,069,000 (Presented to and approved by Loan Committee)

October brought again change to the Big Sky Finance team, yet in a very positive way. We are excited to introduce and welcome Nina Philpott to our team. Nina is a Loan Officer and will be primarily handling our SBA 504 loan closing activities. Nina comes to us from Western Security Bank where she was involved in their SBA processing. This experience and knowledge with the SBA and commercial lending operations has provided her the ability to hit the road running! She has already been working diligently on a number of 504 closings. Welcome Nina!

Nina and Jo Ann traveled to Kalispell to close on a loan for a small business, Wrap Hive, that had purchased a new building to expand their operations. The amount of the debenture will be \$501,000 and this loan will fund in December. Thank you to Jo Ann for the work on bringing this project in and assisting with its completion. While in the area they were able to meet with several lenders and check on other projects we have going in the Flathead Valley.

As noted above, we had several loans presented to Loan Committee and approved for SBA submission. We continue to work on getting these loans approved. We have also received new applications which are currently in the underwriting phase and other prospects we are working on to complete applications and bring in house.

Lastly, the fee waiver and other stimulus previously being offered by the SBA came to an end as of September 30<sup>th</sup>. The SBA and Federal government is open for business, but currently operating under a temporary continuing resolution. Currently there is no change in our processing of SBA 504 loans. This extension is set to expire on December 3, 2021.

Interest rates on SBA 504 loans continue to remain low and competitive, providing a great opportunity for long-term, fixed rate financing. We are in a new fiscal year beginning October 1, 2021. Each year the SBA sets its fee structure. Pleased to announce that for those loans approved in this fiscal year will benefit from a reduced fee compared to the prior year! The effective rates for loans funded in October were:

- 25-year debenture = 3.16%.
- 20-year debenture = 2.02%
- 10-year debenture = 2.69%.

### ***Organizational/Policy Matters***

1. EDA Board Member Selection and Nominating Committee Recommendations -We have two openings for the EDA Board, and the application process is now open. Applications are due November 11, 2021. We will have two meetings of the Nominating Committee—November 12<sup>th</sup> and 19<sup>th</sup>—to consider and interview applicants. The Committee will also draft recommendations concerning the proposed EDA/EDC Board officers for 2022.
2. Annual Meeting – Last thing to say re our Annual Meeting—great job team.
3. Regulation of Recreational Marijuana – The City is considering how best to regulate the processing and dispensary of marijuana products within the city limits. That is a very big issue and it could have a cooling affect on other development opportunities, over and above the safety and public health concerns. Allison testified by BSED at the October 25<sup>th</sup> City Council meeting to express our list of concerns and questions around City regulations. See attached briefing paper on this topic. Allison and I will discuss it with the Board at our November meeting.
4. Leadership Team Model Development and Staffing Decisions – Nothing new to report.
5. Big Sky to Sky Point Project – Big Sky to Sky Point Project – We can see a light at the end of the tunnel! The abatement phase of the project will be wrapping up soon and we are eager to move forward. The space is beginning to take shape as framing has gone up in most of the building. It’s fun to walk through each floor and imagine how it will look completed. Our main focus this month is on selecting companies to provide the security, access control, audio/visual, and tele/data packages. We are also putting together our Furniture RFP and are aiming to present that to the Board for consideration on November 9th. We check in often with our contractors about the construction schedule. We might face a few challenges with supply chain issues, but they feel confident we’ll still be able to move in around June. As a reminder, we are giving tours weekly so if someone you know would like to see inside, please reach out!

**Respectfully submitted,  
November 3 and 9, 2021**



**Steve Arveschoug  
Executive Director**



BIG SKY  
ECONOMIC DEVELOPMENT

EDA • EDC    CREATING MONTANA BUSINESS OPPORTUNITIES

# ATTACHMENT B

**GOVERNANCE COMMITTEES**

**EDA/EDC Joint Executive Committee**

*from the Opportunity Fund.*

<u>EDA</u>	<u>EDC</u>
Paul Neutgens	Ann Kosempa
Ken Lutton	Mac Fogelsong
Judi Powers	Kim Jakub
Dana Pulis	Mike Seppala
Riley Bennett	Aaron Ramage

*The Executive Committee provides the initial governance and guidance for EDA/EDC policies, strategic priorities and budget. It also functions as the Planning Committee for purposes of setting expectations for the Boards' Strategic Planning processes*

MEETING SCHEDULE: First Wednesday of each Month.

**Ad Hoc Legislative Committee**

**EDA/EDC Joint Nominating Committee**

<u>EDA</u>	<u>EDC</u>
Jennifer Owen	<b>Open</b>
Paul Neutgens	Mike Phillips
Riley Bennett	Ann Kosempa

EDA  
Chair— Paul Neutgens  
Vice Chair— Ken Lutton  
Member at Large – Dana

EDC  
Chair— Ann Kosempa  
Vice Chair— Kim Jakub  
Past Chair— Mike Seppala

Community Representatives\*  
Commissioner— Denis Pitman  
City of Laurel— Nick Altonaga  
City of Billings— Shaun Brown

Staff  
Becky Rogers  
Steve Arveschoug  
Brandon Berger  
Melanie Schwarz

*The Joint Nominating Committee provides recommendations for the appointment or election of the EDA and EDC Board Members and recommendations for the nomination and election of officers. During the EDA board member selection process, this Committee will screen applicants and make recommendations concerning the appointment of EDA Board members. That process includes Community Representatives as prescribed by Yellowstone County resolution. EDA and EDC Boards must annually confirm the Nominating Committee Membership.*

*\*Community Representatives are only needed for the EDA process.*

MEETING SCHEDULE: As needed

Member Investors

Luke Kobold, Billings Clinic  
Daniel Brooks, Chamber of Commerce

Staff

Steve Arveschoug

*The Ad Hoc Legislative Committee develops the legislative agenda for Board consideration and then provides guidance during the state legislative session.*

MEETING SCHEDULE: As needed

**Big Sky Opportunity Fund Committee**

<u>EDA</u>	<u>EDC</u>
Ken Lutton— Comm. Chair	Mike Nelson
Jennifer Smith	Ann Kosempa
George Warmer	Scott Chesarek
Paul Neutgens	Craig Bartholomew

Staff

Steve Arveschoug      Melanie Schwarz  
Shanna Zier

*The Opportunity Fund Committee Serves to make strategy and funding recommendations on the development of the Opportunity Fund. They also serve as the Committee that evaluates and recommends projects that are intended to benefit*

MEETING SCHEDULE: As needed

## **PROGRAM COMMITTEES**

### **Loan Committee**

Anne DeBoo—Western Security Bank  
Mary Dyre—Karrell Dyre Haney LLP  
Ron Cole—MT Peterbilt  
Dennen Gamradt—Eide Bailly LLP  
Randy Swenson—Tendernest, LLC  
Darrin Maas—Stockman Bank  
Dustin Barber – Opportunity Bank  
Mac Fogelson—EDC Board  
Paul Neutgens –EDA Board

#### Staff

Brandon Berger

*The Loan Committee reviews and approves or disapproves SBA 504 and Revolving Loan requests.*

MEETING SCHEDULE: As needed

### **Membership Committee**

#### EDC

Bob Wilmouth  
Scott Chesarek  
Aaron Ramage  
Mike Marsh

#### EDA

Jen Kobza  
Mike Phillips  
George Warmer

#### Staff

Melanie Schwarz  
Steve Arveschoug

*The Membership Committee works with the Member Investor Program Director to retain and build the number of EDC Member Investors.*

MEETING SCHEDULE: Quarterly meetings

### **SBDC Advisory Council**

#### EDA

Paul Neutgens  
Greg McDonald

#### EDC

Dave Ballard  
Ann Kosempa  
Andy Gott

#### Community

Allyn Hulteng  
Michael Morrison  
Rene Beyl  
Jeremy Vannatta  
Joel Bertolino  
Martin DeWitt

Kris Carpenter  
James Smith  
Mehmet Casey  
Scott Severance  
Skip King  
Sheri Bartz

#### Staff

Lorene Hintz  
Steve Arveschoug

Kevin Scharfe  
Kayla Vokral

*The mission of the SBDC Advisory Council is to collaboratively offer guidance, market insight, and support for the enhancement of services that help small businesses start, grow, or expand their business. The vision is for our regional service center (supporting a 9-county area) to be a strong and dynamic community for the growth and success of small business.*

MEETING SCHEDULE: Two times a year in January and July

### **Recruitment Committee**

#### EDA

Dana Pulis  
Greg McDonald  
George Warmer

#### EDC

Mike Seppala  
Nicole Bengé  
Jen Kobza

#### Community

Casey McGowan  
Katy Easton  
Liz Ching

John Roberts  
Wyeth Friday  
Debbie Singer

#### Staff

Allison Corbyn

*The Recruitment Committee serves as a resource for the Director of Business Recruitment & Outreach.*

MEETING SCHEDULE: Quarterly meetings

## **REPRESENTATIVE COMMUNITY SERVICE**

## BillingsWorks Workforce Council

EDA

Ken Lutton

Jennifer Owen

Jen Kobza

**Open**

EDC

Andy Gott

Mike Phillips

**Open**

**Open**

Staff

Melanie or BW Staff Member

*The BillingsWorks Workforce Council is a partnership of stakeholders working to set and execute strategies for the development of the Billings area workforce/talent pool. The Board members listed on the BillingsWorks Workforce Council are the EDA and EDC representatives on the greater Workforce Council.*

MEETING SCHEDULE: As needed, approximately 6 times per year

## Trailhead Hospitality Corridor Vision Steering Committee

EDA

John Brewer

Don Jones

EDC

Mike Phillips

Jon Stepanek

Staff

Steve Arveschoug

*The Trailhead Hospitality Corridor Vision Steering Committee is a boarder group of stakeholders in the redevelopment of the Gateway Concept and of the East Billings Urban Renewal District. The Board members listed are EDA and EDC representatives on that Committee.*

MEETING SCHEDULE: First Friday of every-other-month from 11:45am—1:00pm

Judi Powers

Dana Pulis

Debbie Desjarlais

Bob Wilmouth

Michael Marsh

Community:

Drew Bennett

Ethan Kanning

James Collins

Kade Peterson

Mehemet Casey

Shane Coleman

Trevor Hartman

Danny Choriki

Gary Slane

Joshua Toenyas

Keith Lauver

Reg Gibbs

Shea Dawson

Vu Pham

Staff

Kevin Scharfe

Lorene Hintz

Steve Arveschoug

Dustin Frost

Kayla Vokral

*The Rock31 Advisory Council provides insight, industry knowledge, and guidance as we work to create a more robust and comprehensive entrepreneurial ecosystem in our community.*

MEETING SCHEDULE: TBD

## VBOC Board Liaisons

EDA

Bryce Terpstra

EDC

**Open**

Staff

Dustin Frost

*The VBOC Advisory Council works to provide guidance, experience, and insight to enhance the Program as it works to best serve transitioning service members, activity duty service members and spouses who are interested in business ownership.*

MEETING SCHEDULE: TBD

## Rock31 Advisory Council

EDA

EDC

## REPRESENTATIVE COMMUNITY SERVICE

## **Brownfields Advisory Council**

### EDA

Judi Powers

### EDC

Mac Fogelsong

### Community Partners

Wyeth Friday

Zack Terakedis

John Armstrong

Ken Kunkel

Katy Easton

### Staff

Dianne Lehm, Patrick Klugman, Thom MacLean

*The Brownfields Advisory Committee reviews potential Brownfield projects regarding expansion, reuse, and development in our community.*

MEETING SCHEDULE: As needed, approximately 6 times per year, generally via email.

## **Space2Place Micro Grants Committee**

### EDA

Riley Bennett

Judi Powers

### EDC

Mac Fogelsong

Ann Kosempa

### Staff

Dianne Lehm, Patrick Klugman, Thom MacLean, Melanie Schwarz, Steve Arveschoug

*The Space2Place Micro Grants Committee serves as the selection committee who reviews Space2Place grant applications made available by the Community Development Team.*

MEETING SCHEDULE: Generally the first quarter of the year, approximately four, 2-hour meetings.

## **PTAC Advisory Council**

### EDA

Riley Bennett

### EDC

Eric Simonsen

Scott Chesarek

Aaron Ramage

### Community Partners

Velvett Cummins

Gary Stephens

Kevin Gustainis

Meghan Holmlund

### Staff

Deanna Langman, Rosalind Dix, Steve Arveschoug

*The PTAC Advisory Council works to provide guidance, experience, and industry insight to enhance the MT PTAC Program. Committee members also support outreach and education efforts to stakeholders across Montana.*

MEETING SCHEDULE: TBD

## **New Facility Project Management Team**

### EDA

Riley Bennett

Bryce Terpstra

### EDC

Eric Simonsen

Mitch Goplen

### Staff

Becky Rogers, Shanna Zier Steve Arveschoug

*The New Facility Project Management Team is responsible for guiding the decision making process through each phase of our renovation of the Montana National Bank Building, BSED's future home.*

MEETING SCHEDULE: As needed



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# ATTACHMENT C

## **Recreational Marijuana**

In order to support a well-thought-out implementation of recreational marijuana in Yellowstone County, we have put together the below three talking points. Additionally, we have included the letter that the Substance Abuse Coalition provided to council. This letter provides a lot of good information to consider as we work through this challenge. We believe the below are the critical considerations from an economic development perspective on implementation of recreational marijuana.

1. In talking with economic development peers in Colorado we know that there are a few factors in zoning for this industry.
  - a. There will be concerns and frustration from existing businesses
    - i. Dispensaries – safety
    - ii. Growing/drying plants – odor intrusion
  - b. Location disparity
    - i. In part so Colorado dispensaries local in lower income areas, these areas often do not have as loud of political voice, this community chose to legalize recreational marijuana so no one socioeconomic area should alone bear the burden of the industries footprint
2. Managing potency will be critical to limiting workforce impacts and maintaining a healthy community
  - a. The bill does not limit potency on edibles, this leaves the door open for users to be consuming far more than intended.
    - i. Inability to show up to work
    - ii. Addiction
    - iii. Economic disengagements due to apathy
3. City capacity concerns
  - a. Already hear from the business industry that the permitting process can be lengthy, concerned about the impacts of onerous enforcement and permitting that will be required for marijuana businesses, we do not want to slow the progress of all business in our community, the city needs to invest appropriately in the staff this will require. TO do so permitting fees need to be reviewed carefully.



October 25, 2021

To Billings City Council,

Substance Abuse Connect is dedicated to preventing addiction, fostering a healthy climate for recovery, and ensuring behavioral health treatment is available to those in need. Because of our work to substantially reduce addiction and addiction related crime, Substance Abuse Connect believes it is important to responsibly prepare for the impacts of recreational marijuana on addiction and addiction-related problems. To that end, the signing members of this letter commend Council and city staff for your work to date on this issue. We also urge you to strongly consider incorporating the following in local regulation:

**1) Ensure the cost of licensing and license renewals will adequately provide for the cost of additional code enforcement and Drug Recognition Experts.**

- Code Enforcement for marijuana businesses will require extensive specialized knowledge and training, and dedicated FTE.
- Driving Under the Influence of marijuana is anticipated to increase. Between 2014 and 2020 Colorado experienced a 120% increase in DUI summonses in which marijuana-alone or marijuana-in-combination was recorded. Testing that works for other substances in a DUI situation does not exist for marijuana. This is due to the fact that marijuana can remain in the system long after an individual is no longer impaired. The only way to substantiate impaired driving due to marijuana consumption is through the use of Drug Recognition Experts.
- There is no other funding source for the additional Code Enforcement and Drug Recognition Experts that will be necessary. Therefore Council should consider pricing licensing fees and renewals at a rate sufficient to cover these expenses.

**2) Regulate THC potency, not just weight, in all products sold in dispensaries. We recommend a 35% potency cap, to match the potency cap set by the state for flower.**

- Potency matters the most when it comes to harmful side effects of marijuana use.

- Prior to the 1990s the percent of THC occurring in cannabis was about 2%. In the 1990s it grew to 4%, and between 1995 and 2015 there was a 212% increase in THC content in the marijuana flower.
  - The flower or leaves that are generally smoked or vaped are only one formulation. We now have concentrated THC products such as oil, shatter, dab, and edibles that have been able to get the THC concentration upwards of 95%. There is absolutely no research that indicates this level of THC is beneficial for any medical condition. The purpose of these products is to produce a high, and the increased potency makes them potentially more dangerous and more likely to result in addiction<sup>i</sup>.
- The risks of physical dependence and addiction increase with exposure to high concentrations of THC, and higher doses of THC are more likely to produce anxiety, agitation, paranoia, and psychosis.<sup>ii</sup>
- The consumption of high potency marijuana is associated with an increase in violent behavior over the course of an individual's lifespan, a high risk of psychosis for frequent users, an increase of cardiovascular diseases, and deterioration in health for individuals who have pre-existing mental health issues such as Post Traumatic Stress Disorder, social anxiety, and depressions. High potency marijuana is a predictable and preventable cause of tragic violent consequences.<sup>iii</sup>

**3) Limit the number of dispensaries within the city limits to no more than three.**

- As the city ramps up code enforcement for these businesses, this number will keep the city from being overwhelmed.
- More research is needed on impacts of marijuana outlet density; however studies to date suggest caution. According to research in The American Journal On Addictions, higher density of both licensed and unlicensed cannabis outlets near young adults' homes was associated with greater likelihood of use, heavier use, stronger intentions to use, and more problematic use during a period after the opening of recreational cannabis outlets<sup>iv</sup>.
- It is much easier to increase the number of dispensaries over time than to decrease.

**4) Ensure that zoning includes setbacks from any behavioral health treatment facility, organization, club, or community facility whose primary clientele include those suffering from mental illness, or in recovery from addiction.**

- Exposure to marijuana businesses and smells could be triggering for individuals in recovery from addiction. Zoning setbacks provide a common sense way to prevent relapse for individuals in recovery.
- Patients with a serious mental illness often use cannabis at higher rates than the general population and are also often diagnosed with cannabis use disorder. Clinical studies reveal a strong association between the psychoactive effects of cannabis and the symptoms of serious mental illnesses<sup>v</sup>. Setbacks from locations whose primary clientele include those suffering from mental illness could be protective for those suffering from a mental illness.

**5) Add regulation regarding odor mitigation (that can be adapted over time with innovation).**

- Odors associated with the marijuana industry have sparked litigation against cannabis companies, fueled neighborhood tension and decreased quality of life in some locations,
- Odor mitigation is possible, with methods similar to those used for other businesses where exhaust odors impact quality of life.
- These protections make sense for businesses and real estate that may be adversely affected by odors if there are regulations in place.

As leaders whose businesses are impacted by and/or devoted to addiction and the consequences of addiction, we believe that incorporating these common-sense regulations offers pragmatic protection from potential harms. The recommendations are based on research cited in the attached End Notes, and extensive conversations with national expert Ben Cort who provided insight into the impacts and challenges in Colorado and other state that are ahead of us in their journey with recreational marijuana. Thank you for your consideration.

Sincerely,



Kristin Lundgren, Executive Director Substance Abuse Connect

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## END NOTES

<sup>i</sup> Stuyt E. (2018). The Problem with the Current High Potency THC Marijuana from the Perspective of an Addiction Psychiatrist. *Missouri medicine*, 115(6), 482–486.

<sup>ii</sup> NIDA. 2020, June 25. Marijuana Concentrates DrugFacts. Retrieved from <https://www.drugabuse.gov/publications/drugfacts/marijuana-concentrates> on 2021, October 24

<sup>iii</sup> Miller, N. S., Ipeku, R., & Oberbarnscheidt, T. (2020). A Review of Cases of Marijuana and Violence. *International journal of environmental research and public health*, 17(5), 1578. <https://doi.org/10.3390/ijerph17051578>

<sup>iv</sup> Pedersen, E.R., Firth, C.L., Rodriguez, A., Shih, R.A., Seelam, R., Kraus, L., Dunbar, M.S., Tucker, J.S., Kilmer, B. and D'Amico, E.J. (2021), Examining Associations Between Licensed and Unlicensed Outlet Density and Cannabis Outcomes From Preopening to Postopening of Recreational Cannabis Outlets. *Am J Addict*, 30: 122-130. <https://doi.org/10.1111/ajad.13132>

<sup>v</sup> Jenkins BW and Khokhar JY (2021) Cannabis Use and Mental Illness: Understanding Circuit Dysfunction Through Preclinical Models. *Front. Psychiatry* 12:597725. doi: 10.3389/fpsyt.2021.597725



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# ATTACHMENT D

Senator Mark Blasdel  
Chair, Economic Transformation & Stabilization and Workforce Development Advisory Commission  
1301 East 6<sup>th</sup> Street  
Helena, MT 59601

Dear Senator Blasdel:

Community safety and economic health go hand in hand. In fact, one of the top questions we are asked by prospective companies – outside of property & workforce availability – is, “Is this a safe community?”

When businesses and individuals alike are looking to move to Billings, they expect that a town of our size in a state of our size will offer them a safe community. It has long been an anecdote that in Montana we don’t lock our doors, and in the winter, you’ll find cars on, unlocked, and running, in the grocery store parking lot. That is quickly becoming a thing of the past in Billings as we face higher and higher crime rates.

To understand the volume of crime, I will use a property we all know, the DoubleTree Hotel (formerly the Sheraton/Crown Plaza) in downtown Billings. In a half mile radius around that property, there were 96 crime incidents in just a seven-day period (October 7<sup>th</sup> – October 13<sup>th</sup>). That building is in the heart of our central business district and is just one illustrative example of the prevalence of safety challenges we face throughout our community that have only been exacerbated by Covid-19.

Our State, City, and County are in this public safety challenge together. We are tied together through significant State and local safety, corrections, and judicial infrastructure, and we are tied economically. The Billings metropolitan statistical area represents 22% of the State’s GDP. When Billings does well, so does the state – and the converse is also true. We’re asking for your continued partnership to ensure a strong future and, to do so, we need public safety support.

Your consideration is greatly appreciated.

Sincerely,



Steve Arveschoug  
Executive Director  
Big Sky Economic Development

CC: Scott Osterman, DOC  
BSED Board of Directors  
Mayor Bill Cole

October 15, 2021

RE: FY 2021 American Rescue Plan Act Build Back Better Regional Challenge, EDA-HDQ-  
ARPBBB-2021-2006976

To Whom it May Concern:

Big Sky Economic Development (Billings, MT regional ED agency) is pleased to offer support for the Mountain Northwest Innovation Coalition (MoNIC) and their American Rescue Plan Act Build Back Better Regional Challenge application, and we fully support the work outlined in their proposal.

We believe that through MoNIC we can build an Interstate-90 Corridor of Innovation to leverage the work of bio science and life sciences in our region. For over 17 years the MoNIC Partners including, Greater Spokane Inc.(GSI), the Coeur D'Alene Economic Development Corporation (CDA EDC), and the Montana Bioscience Alliance (MBA) have led economic development initiatives, convened partners, and created a rich channel for bio and life sciences companies to thrive. Each has helped businesses access the continuum of needs after incubation including supply chain solutions, manufacturing, clinical trials, quality talent and excellent transportation resources. We are ready to provide access to this list of resources as part of the Build Back Better Regional Challenge.

We have partnered on numerous occasions with the Montana BioScience Alliance (headquartered in Billings) and know their quality of work and reputation will add greatly to the coalitions work. More recently we partnered with the Montana BioScience Alliance on a discovery session with emerging bio-science industries and medical education partners in our community. We see great opportunities to build out the infrastructure needed to support the growth of bio-science start-ups and applied research partnerships. This will be a partnership that bears fruit for the Alliance and our industry/education partnership.

We recognize that the life sciences ecosystem in the Mountain Northwest includes many independently organized entities, each working on initiatives to expand the industry across artificial boundaries of state and region. Increasingly, these entities are also engaging across industries in critical supply chain areas like advanced manufacturing, logistics, data, and planning. We believe that MoNIC will develop an advanced bio science research and manufacturing corridor that highlights scientific research, product design and advanced supply chain solutions. From Spokane, WA to Billings, MT the coalition will connect more partners and opportunities. MoNIC will build a regional toolkit to harness the power of industry, academia, entrepreneurs, funders, and government to attract, retain and grow bio and life science related businesses.

GRANITE TOWER  
222 NORTH 32ND ST. SUITE 200  
BILLINGS, MT 59101-1948

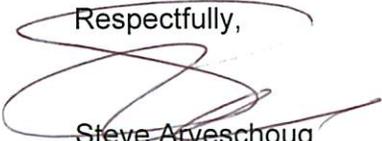
P 406.256.6871  
F 406.256.6877

Big Sky Economic Development is committed to partnering with MoNIC as we share a common vision for how significant investment from the EDA could catalyze job creation, wage growth, capacity building, private investment, and overall economic growth. Furthermore, we believe that acting together as ecosystem partners will help us develop strategies to create connectivity and conditions for growth where it usually does not occur.

We fully support MoNIC's American Rescue Plan Act Build Back Better Regional Challenge proposal and commit to actively engaging in the work to come. Our region is known for our exceptional partnerships and collaboration, and we look forward to demonstrating this as we pursue increased economic opportunity in our region.

Thank you for your consideration.

Respectfully,



Steve Arveschoug  
Executive Director



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# ATTACHMENT E

**Big Sky EDA/EDC Joint Executive Committee Meeting Minutes**  
**September 1<sup>st</sup>, 2021 – 7:30 A.M. to 9:30 A.M.**  
**Granite Tower – Yellowstone Room**

**BIG SKY ED Mission Statement:** - Focused on sustaining and growing our region's vibrant economy and outstanding quality of life, **Big Sky Economic Development** provides leadership and resources for business creation, expansion, retention, new business recruitment and community development.

**Committee Members Present:**     **EDA** – Ken Lutton, Riley Bennett, Paul Neutgens, Judi Powers, Dana Pulis  
  **EDC** – Aaron Ramage, Ann Kosempa, Mac Fogelsong, Kim Jakub

**Committee Members Absent:**   **EDA** – None  
  **EDC** – Mike Seppala

**Staff and Others Present:**       Dustin Frost, Becky Rogers, Austin Trunkle, Marcell Bruski, Shanna Zier, Dianne Lehm, Lorene Hintz, Patrick Klugman, Melanie Schwarz

**Call to Order:**  
Ann Kosempa, EDC Chair, called the meeting to order at 7:30 A.M.

**Agenda Changes for Today's Meeting:**  
None.

**Public Comment/Introductions**

Marcell gave an update about the Annual Meeting. Marcell noted that the Annual Meeting will be on October 7<sup>th</sup>. The meeting will begin with our regular program followed by the debut of the Edge of Plains documentary at the Babcock Theater. Marcell also mentioned that while tickets are free, folks will need to reserve theirs as capacity is limited. Becky added that the team has considered safety precautions and will encourage people to mask when indoors.

**Board Projects Update**

**Let's Rock Capital Campaign/Member Investor Program – Melanie**

Melanie shared a handout detailing the growth and efforts related to the Member Investor program. Melanie is hearing good things from the prospects and business seems to be going well for many. Melanie continued by saying that Patrick Klugman is beginning today and will take over these efforts.

Melanie went on to speak about the Capital Campaign and our outreach to Board Members. Melanie will be asking Board Members to match their regular Member Investor dues as a one-time gift to the Capital Campaign project.

**Acting Executive Director Report**

**Nominating Committee Recommendation – Becky**

Becky started by saying we have seven openings on the EDC side. Mike Seppala and Mac Fogelsong will be recommended to serve another term. Becky then listed the candidates that have been nominated to join the EDC. Pending a vote from the Member Investors, they will begin their terms in 2022.

Motion: Judi Powers to approve the Nominating Committee's Recommendations, as presented to the Executive Committee.

Second: Paul Neutgens

Discussion: None

Motion: Carried

October 6<sup>th</sup> Executive Committee Meeting – Recommendation to Cancel

Steve has asked that the Committee consider cancelling the October Executive Committee meeting as it is the day before our annual meeting.

Motion: Dana Pulis to Cancel the October Executive Committee Meeting, as presented to the Executive Committee.

Second: Paul Neutgens

Discussion: Above

Motion: Carried

Beartooth RC&D MOU

Each year, we enter an agreement to provide some funding to Beartooth RC&D and this has been factored into our budget. The amount is \$11,000 and there were no substantial changes to the MOU.

Motion: Paul Neutgens to approve the execution of the Beartooth RC&D MOU, as presented to the Executive Committee.

Second: Judi Powers

Discussion: None

Motion: Carried

Approval of August 4<sup>th</sup> Executive Committee Meeting Minutes

Motion: Aaron Ramage to approve the August 4<sup>th</sup> Executive Committee Meeting Minutes, as presented to the Executive Committee.

Second: Riley Bennett

Discussion: None

Motion: Carried

Approval of July 2021 EDA/EDC Financials – Shanna

On the EDA Balance Sheet current assets decreased slightly and accounts receivable increased slightly at the end of July. Due To/Due from the EDC totaled approximately \$28,000. Accrued expenses total approximately \$100,000 and consist largely of salary/benefits accruals.

On the Statement of Revenue and Expenses, revenue is slightly over budget through the first month of the fiscal year. Most expenses remain under budget through July with the exception of marketing and professional fees. Professional fees are slightly over budget due the Brownfields Program but those expenses are 100% reimbursable.

On the EDC Balance Sheet, current assets decreased slightly at the end of July. Accounts Receivable increased. The RLF portfolio totaled \$361,000, the SSBCI portfolio totaled \$618,000, and the Stabilization Loan portfolio totaled \$92,000 at the end of July.

On the EDC Statement of Revenue and Expenses, loan servicing revenue is close to budget and no origination revenue has been recognized through the first month of the fiscal year. Most expenses remain under budget.

Motion: Judi Powers to approve the July 2021, EDA/EDC Financials, as presented to the Executive Committee.

Second: Dana Pulis

Discussion: None

Motion: Carried

#### Final Mill Levy and Proposed Final FY22 Budget

Shanna said the County Commissioners will meet next week to decide the final mill levy. Shanna also noted that there have been a few changes to the PTAC changes as our Federal Reimbursement will increase.

#### Program Directors' Updates

##### Operations – Becky

##### Big Sky to Sky Point Project Update

Becky noted we have approved three change orders to the construction project and those total \$54,000. However, Becky and Dianne noticed that the DEQ is offering funds to assist with abatement.

##### DEQ Application

Becky continued by explain what the application requires and what the next steps would be. These funds would be \$30,000 that would reimburse our costs for the abatement. Becky went on to say that there are likely more change orders to come as we continue to progress through the project.

Motion: Aaron Ramage to approve the BSED application to the DEQ, as presented to the Executive Committee.

Second: Paul Neutgens

Discussion: None

Motion: Carried

Becky shared construction and demolition progress pictures with the Committee.

##### Covid Precautions and Protocols for Meetings

Becky made note of some of the precautions the team is taking to stay safe in light of the rise in Covid cases. Becky also noted that our November Board meeting falls on Veterans Day and we may need to discuss having it on a different day.

##### Recruitment/Business Outreach/Economic Development Policy – Austin

Austin updated the Committee about the status of the Coca Cola project, Business Outreach efforts, potential target industry analyses, and our efforts with our local legislators. Austin also made note of an upcoming meeting with air service providers and ended by speaking to the ARPA Commission meetings.

##### Big Sky Trust Fund Grant Applications – Lorene

Lorene Began with Big Sky Trust Fund Planning Grants.

Coca Cola High Country – is requesting \$25,000 for the planning of their new warehouse and the money will be used for preliminary engineering costs.

Motion: Riley Bennett to approve and forward to the Board, the Coca Cola High Country Planning Grant Request, as presented to the Executive Committee.

Second: Paul Neutgens

Discussion: None

Motion: Carried

Flex Family Health – is requesting \$25,000 preliminary site layout plan and engineering costs.

Motion: Judi Powers to approve and forward to the Board, the Flex Family Health Planning Grant, as presented to the Executive Committee.

Second: Riley Bennett

Discussion: None

Abstentions: Aaron Ramage  
Motion: Carried

TKI Industries – Is requesting \$25,000 for preliminary scope of services and estimates for a new building.

Motion: Aaron Ramage to approve and forward to the Board, the TKI Industries Planning Grant, as presented to the Executive Committee.  
Second: Paul Neutgens  
Discussion: Above  
Motion: Carried

Lorene then continued with the Job Creation Grant Requests:

Reciprocity Industries – anticipates creating 78 new jobs as they grow and expand their services.

Motion: Riley Bennett to approve and forward to the Board, the Reciprocity Industries Job Creation Grant, as presented to the Executive Committee.  
Second: Mac Fogelsong  
Discussion: None  
Motion: Carried

Montana Custom Mill Works – Anticipates creating six new jobs and will be looking to purchase equipment as well.

Motion: Judi Powers to approve and forward to the Board, the Montana Custom Millworks Job Creation Grant, as presented to the Executive Committee.  
Second: Dana Pulis  
Discussion: None  
Motion: Carried

TKI Industries – Anticipates creating five new jobs with the expansion of their manufacturing facility.

Motion: Paul Neutgens to approve and forward to the Board, the TKI Industries Job Creation Grant, as presented to the Executive Committee.  
Second: Riley Bennett  
Discussion: It was asked if a company can apply for both grants. Lorene replied that it is encouraged if a company qualifies for both.  
Motion: Carried

**Executive Session:**

None

**Public Comment:**

Patrick addressed the Committee and let them know that he is very excited to return to the BSED team. Patrick went on to say that the organizational mission is what brought him back and he is excited to continue making a difference in the community.

**Adjourn:**

Ann Kosempa adjourned the meeting at 8:37am.

Next Meeting – November 3<sup>rd</sup>, 2021



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# ATTACHMENT F

**Big Sky Economic Development Authority**  
**Financial Report for Board of Directors**  
**October 28, 2021**

Included with this report is balance sheet reflecting the assets, liabilities, and net assets of Big Sky EDA as of September 30, 2021. Also included is the statement of revenue and expenses through the first three months of FY22 as compared to budget.

**Balance Sheet**

Current assets decreased to about \$5,955,000 at the end of September from \$6,509,000 at the end of August. This decrease is largely attributable to payments to TW Clark for construction costs (\$474,000). These payments also resulted in an increase to accounts receivable related to the U.S. EDA grant. Accounts receivable increased from \$167,000 in August to \$367,500. The receivable consists of U.S. EDA (\$170,000), VBOC (\$37,000), PTAC (\$145,000), and SBDC (\$15,500).

Due To/Due From EDC totaled approximately \$46,000 at the end of September and consists of the September amount due from EDC. The tax levy receivable decreased slightly to \$4,500 from \$5,500. Protested tax receivable totaled \$110. An allowance totaling \$110, or 100% of protested tax levy receivable is reflected to allow for potentially uncollectible protested tax levy. Total fixed assets totaled \$2,525,500 at the end of September.

Accounts payable totaled \$101,000 at the end of September. Accrued expenses total approximately \$97,000 and consist largely of salary/benefits accruals (\$77,000) and Space2Place Grant accruals (\$15,500). We paid out \$11,000 in Space2Place Grants in October, decreasing the Space2Place Grant accrual to \$4,500. Deferred revenue totals \$50,000 and consists of \$50,000 conditional grant award amount from Beartooth RC&D.

**Statement of Revenue and Expenses**

Revenue is about \$4,000 under budget through the first three months of the fiscal year. Most revenue amounts are consistent with budget with the exception of EPA-Brownfields and Department of Defense (PTAC). EPA-Brownfields revenue is over budget based on timing of expenses associated with this grant. PTAC revenue is below budget based on actual expenses incurred.

Most expenses remain under budget through September. Salaries/wages and employer contributions are under budget by about \$18,000 due to vacancy savings. Travel/training is under budget by about \$40,000 through September. Marketing expenses remain slightly over budget due to a larger invoice for the PTAC GovMatch event in July. Professional fees total \$119,000 and are over budget by about \$45,000 largely based on expenses related to Brownfields. Brownfields expenses totaled \$38,650 through September. These expenses are 100% reimbursable.

Through the first three months of FY22, Big Sky EDA recognized net operating revenue of (\$66,000) compared to budget of \$65,000. When excluding non-operating revenues/expenses (interest income, U.S. EDA reimbursement, professional fees related to the Big Sky to Sky Point project, and depreciation expense), Big Sky EDA recognized net operating revenues of (\$267,000) compared to budget of (\$355,000).

**Big Sky EDA**  
**Comparative Balance Sheet**  
**As of September 30, 2021 and 2020**

	9/30/2021	9/30/2020	+/-	6/30/2021	+/-
<b>Assets</b>					
First Interstate Bank	\$149,889	\$147,975	\$1,915	\$229,874	-\$79,985
FIB-Recovered Property Taxes	377,795	148,202	229,593	177,795	200,000
FIB-Operating Reserve	251,051	1,032	250,020	301,044	
Opportunity Fund-FIB	106,681	521,365	(414,684)	940,395	(833,714)
Opportunity Fund-Stockman	65,005	44,526	20,479	64,997	8
Opportunity Fund-Opportunity Bank	625,861	622,303	3,558	625,004	857
Stockman GE Maintenance	15,128	15,128	-	15,128	-
Rocky Mountain Bank Money Market	493,307	492,967	339	493,262	45
Valley Federal- Savings	25	-	25	-	25
Valley Federal- Money Market	300,207	-	300,207		300,207
Opportunity Fund - CDs (current)	3,310,280	2,404,278	906,003	3,309,497	783
Altana Savings	25	-	25	25	
Yellowstone County Funds	259,795	311,286	(51,491)	570,859	(311,064)
<b>Total Current Assets</b>	<b>5,955,048</b>	<b>4,709,060</b>	<b>1,245,988</b>	<b>6,727,879</b>	<b>(772,831)</b>
<b>Other Assets</b>					
Accounts Receivable	367,480	218,084	149,396	141,814	225,666
Grants Receivable	100,000	-	100,000	100,000	-
American Revenue Guarantee	6,887	6,887	-	6,887	-
Due To/Due From EDC	45,886	51,303	(5,417)	62,431	(16,545)
Tax Levy Receivable	4,515	3,324	1,191	17,649	(13,134)
Tax Levy Receivable - Protested	111	21,479	(21,368)	665	(554)
Allowance for Doubtful Accounts	(111)	(21,479)	21,368	(665)	554
Prepaid Expenses	24,865	16,528	8,337	30,393	(5,528)
Deposit	-	1,390	(1,390)	-	-
Undeposited Funds	-	-	-	-	-
Interest Receivable	-	8,509	(8,509)	-	-
Miscellaneous Receivable	-	-	-	-	-
<b>Total Other Assets</b>	<b>549,633</b>	<b>306,025</b>	<b>243,608</b>	<b>359,174</b>	<b>190,459</b>
<b>Non-Current Assets</b>					
Opportunity Fund - CDs (non-current)	150,577	1,251,137	(1,100,560)	150,388	189
Loans Receivable	-	400,000	(400,000)	-	-
TEDD Receivable	13,650	34,100	(20,450)	13,650	-
Cabela's Conduit	4,984	9,546	(4,562)	4,984	0
Deferred Outflow of Resources	249,285	146,350	102,935	249,285	-
<b>Total Non-Current Assets</b>	<b>418,496</b>	<b>1,841,133</b>	<b>(1,422,637)</b>	<b>418,307</b>	<b>189</b>
<b>Fixed Assets</b>					
Construction in Progress	797,754	-	797,754	275,627	
Bank Building - Land	301,750	301,750	-	301,750	-
Bank Building - Building	1,473,250	1,473,250	-	1,473,250	-
Accumulated Depreciation	(47,220)	(19,863)	(27,357)	(47,220)	-
<b>Total Fixed Assets</b>	<b>2,525,534</b>	<b>1,755,137</b>	<b>770,397</b>	<b>2,003,407</b>	<b>-</b>
<b>Total Assets</b>	<b>9,448,711</b>	<b>8,611,355</b>	<b>837,356</b>	<b>9,508,766</b>	<b>(60,055)</b>
<b>Liabilities &amp; Equity</b>					
<b>Current Liabilities</b>					
Accounts Payable	100,632	84,407	16,225	80,102	20,529
Accrued Expenses	97,249	98,600	(1,351)	99,860	(2,611)
Deferred Revenue	50,000	-	14,000	51,667	-
Payroll Liabilities	63	1,032	(969)	(590)	654
Compensated Absences	173,068	164,026	9,042	184,483	(11,415)
<b>Total Current Liabilities</b>	<b>421,012</b>	<b>348,065</b>	<b>72,948</b>	<b>415,522</b>	<b>5,491</b>
<b>Long Term Liabilities</b>					
Deferred inflow or Resources	32,238	68,045	(35,807)	32,238	-
Pension Liability	1,127,529	825,316	302,213	1,127,529	-
<b>Total Long Term Liabilities</b>	<b>1,159,767</b>	<b>893,361</b>	<b>266,406</b>	<b>1,159,767</b>	<b>-</b>
Current Year Excess of Revenue over Expenses	(65,735)	(250,630)	184,895	312,919	(378,654)
Balance at Beginning of Year	7,933,667	7,620,559	313,108	7,620,559	313,108
<b>Net Assets</b>	<b>7,867,932</b>	<b>7,369,929</b>	<b>498,003</b>	<b>7,933,478</b>	<b>(65,546)</b>
<b>Total Liabilities &amp; Equity</b>	<b>9,448,711</b>	<b>8,611,355</b>	<b>837,356</b>	<b>9,508,766</b>	<b>(60,055)</b>

**Big Sky EDA**  
**Statements of Operations**  
**For the Periods Ending September 30, 2021**

	Month			YTD			Fiscal Year Projection		
	Actual	Budget	Variance	Actual	Budget	Variance	Year-end Projection	Budget	Variance
<b>Operating Revenue</b>									
County Taxes (Mill Levy Revenue)	87	-	87	2,257	-	2,257	-	1,291,820	(1,291,820)
Entitlement	60,970	61,000	(30)	60,970	61,000	(30)	-	244,000	(244,000)
Health Insurance Mill Levy	8,480	9,010	(530)	24,910	25,970	(1,060)	-	107,060	(107,060)
Recovery of Protested Taxes	-	-	-	554	-	554	554	-	554
Department of Defense	40,000	63,373	(23,373)	145,174	190,118	(44,944)	-	760,473	(760,473)
EDC Reimbursement	45,606	53,022	(7,416)	143,056	148,644	(5,587)	-	694,595	(694,595)
EPA-Brownfields	38,650	6,786	31,864	78,232	20,357	57,875	-	47,500	(47,500)
SBA/MT Dept of Commerce	15,616	14,750	866	71,639	71,400	239	-	204,150	(204,150)
SBDC Program Income	-	-	-	-	-	-	-	-	-
VBOC	14,647	25,000	(10,353)	60,968	75,000	(14,032)	-	300,000	(300,000)
Rents/Leases	-	-	-	-	-	-	-	-	-
Grant Administration	-	-	-	6,345	-	6,345	6,345	-	6,345
Beartooth RC&D CARES Act	-	-	-	-	-	-	-	50,000	(50,000)
Other Intergovernmental Revenue	-	-	-	1,667	-	1,667	-	-	-
Contribution Revenue	-	-	-	-	-	-	-	-	-
Miscellaneous Revenue	-	-	-	1,000	-	1,000	-	-	-
<b>Total Revenue</b>	<b>224,054</b>	<b>232,940</b>	<b>(8,886)</b>	<b>596,772</b>	<b>592,489</b>	<b>4,283</b>	<b>6,899</b>	<b>3,699,598</b>	<b>(3,692,699)</b>
<b>Operating Expenses</b>									
Salaries/Wages	127,981	141,753	(13,772)	397,484	410,260	(12,776)	-	1,737,800	(1,737,800)
Employer Contributions	41,080	45,150	(4,070)	125,736	131,086	(5,350)	-	554,949	(554,949)
BID Assessment	-	-	-	-	1,398	(1,398)	-	1,398	(1,398)
Contingency	-	3,087	(3,087)	-	9,260	(9,260)	-	36,969	(36,969)
Community Development Projects	-	-	-	-	-	-	-	45,000	(45,000)
Dues and Subscriptions	5,001	2,897	2,105	25,659	35,178	(9,518)	-	71,301	(71,301)
Event Expense	-	-	-	-	-	-	-	-	-
Insurance	2,509	2,006	502	10,174	8,619	1,555	-	26,676	(26,676)
Marketing - Departmental	2,277	2,227	50	12,352	6,680	5,672	-	26,720	(26,720)
Marketing - Organizational	5,698	3,789	1,909	11,897	11,368	529	-	48,211	(48,211)
Office Equipment	547	-	547	632	4,500	(3,868)	-	6,500	(6,500)
Office Expense	1,467	1,250	217	4,171	9,610	(5,439)	-	22,360	(22,360)
Professional Fees	41,330	7,907	33,423	119,163	74,071	45,093	-	131,748	(131,748)
Property Tax Protests	-	-	-	-	-	-	-	38,755	(38,755)
PTAC Subcenter	26,658	40,704	(14,046)	87,319	118,012	(30,694)	-	484,347	(484,347)
Rent	13,393	12,764	629	38,730	37,893	837	-	157,478	(157,478)
Repairs	-	-	-	-	-	-	-	-	-
Sponsorships	-	417	(417)	250	1,250	(1,000)	-	5,000	(5,000)
Strategic Priorities	-	2,500	(2,500)	841	7,500	(6,659)	-	30,000	(30,000)
TEDD	100	500	(400)	100	500	(400)	-	2,000	(2,000)
Telecommunications	3,364	4,948	(1,585)	11,183	14,845	(3,662)	-	59,715	(59,715)
Travel/Training	2,534	17,474	(14,940)	7,182	46,812	(39,630)	-	123,050	(123,050)
Utilities	416	3,057	(2,641)	2,555	9,471	(6,916)	-	40,489	(40,489)
Miscellaneous	569	3,134	(2,564)	7,844	9,549	(1,705)	-	43,964	(43,964)
<b>Total Operating Expenses</b>	<b>274,923</b>	<b>295,564</b>	<b>(20,641)</b>	<b>863,272</b>	<b>947,862</b>	<b>(84,590)</b>	<b>-</b>	<b>3,694,430</b>	<b>(3,694,430)</b>
<b>Net Operating Revenue</b>	<b>(50,869)</b>	<b>(62,624)</b>	<b>11,755</b>	<b>(266,501)</b>	<b>(355,373)</b>	<b>88,872</b>	<b>6,899</b>	<b>5,168</b>	<b>1,731</b>
<b>Non-Operating Income/Expense</b>									
Interest Income	1,358	1,349	9	2,081	4,048	(1,967)	-	16,193	(16,193)
US EDA Reimbursement	192,248	138,802	53,446	198,684	416,406	(217,722)	-	1,388,020	(1,388,020)
Grant Revenue (GASB 68)	-	-	-	-	-	-	-	-	-
Architectural/Professional Fees	-	-	-	-	-	-	-	-	-
Pension Expense	-	-	-	-	-	-	-	-	-
Depreciation Expense	-	-	-	-	-	-	-	-	-
Relocation	-	-	-	-	-	-	-	16,000	(16,000)
<b>Total Non-operating Income/Expense</b>	<b>193,606</b>	<b>140,151</b>	<b>53,455</b>	<b>200,765</b>	<b>420,454</b>	<b>(219,689)</b>	<b>-</b>	<b>1,388,213</b>	<b>(1,388,213)</b>
<b>Net Revenue Over (Under) Expense</b>	<b>142,737</b>	<b>77,527</b>	<b>65,210</b>	<b>(65,735)</b>	<b>65,081</b>	<b>(130,816)</b>	<b>6,899</b>	<b>1,393,381</b>	<b>(1,386,482)</b>

**Big Sky Economic Development Corporation**  
**Financial Report for the Board of Directors**  
**October 28, 2021**

Included with this report is the balance sheet reflecting the assets, liabilities, and net assets of Big Sky EDC as of September 30, 2021. Also included is the statement of revenue and expenses through the first three months of FY22 as compared to budget.

**Balance Sheet**

Current assets totaled approximately \$2,135,000 at the end of September, a slight increase from \$2,105,000 at the end of August. Accounts receivable increased to a total of \$113,000. Accounts receivable consist of Member Investor pledges for FY21 (\$71,000), and Pledges Receivable for the new building (\$42,000). There was one RLF loan (\$90,000) that paid off in August. The RLF portfolio totaled \$252,000, the SSBCI portfolio totaled \$614,000, and the Stabilization Loan portfolio totaled \$85,000 at the end of September.

Accounts payable totaled \$16,000 at the end of September. Deferred 504 revenue remained consistent at \$65,000. Deferred 504 revenue will be recognized as loans fund. Due to/Due from EDA totaled approximately \$46,000 and represents the amount owed to EDA from EDC for September reimbursement.

**Statement of Revenue and Expenses**

The 504 loan servicing revenue is close to budget and totaled \$105,500 through September. We received \$14,000 in 504 loan origination revenue in September with the funding of one loan. Loan origination revenue is about \$20,000 below budget through September. Member investor revenue increased with the first quarterly invoicing. Member investor revenue totaled \$51,000 through September. Revenue is below budget based on the timing of the second quarter invoices. Grant administration revenue is \$15,000 below budget. Grant administration revenue will be derived from the administration of the Federal EDA RLF grant. We will complete the first grant draw for RLF loan funds in November and will recognize grant administration revenue at this time.

We received three additional pledges for the Big Sky to Sky Point Project in September. These amounts are being tracked under the non-operating income/expense section of the income statement. Donation income/pledges for the Big Sky to Sky Point Project total \$19,150 through September.

Most expenses remain under budget. Professional fees are under budget by about \$19,000 due to the timing of budgeted expenses. Travel/training expense are under budget by about \$10,000. Sponsorship expense and event expense are slightly over budget based on timing of budgeted expenses. Sponsorship expense totaled \$6,500 through September and event expense totaled \$4,500.

Through the first three months of FY22, Big Sky EDC recognized net operating revenue of (\$19,000) compared to budget of (\$12,000). When excluding non-operating revenues/expenses (bad debt expense, Big Sky to Sky Point Pledges, and Coulson Park donations), Big Sky EDC recognized net operating revenues of (\$34,000) compared to budget of (\$12,000). This variance is largely attributed to the timing of budget revenue for loan origination revenue, member investor revenue, and grant administration revenue.

**Big Sky EDC**  
**Comparative Balance Sheet**  
**As of September 30, 2021 and 2020**

	9/30/2021	9/30/2020	+/-	6/30/2021	+/-
<b>Assets</b>					
First Interstate Bank	\$279,133	\$158,426	\$120,707	\$353,963	-\$74,830
FIB/Stockman SSBCI Principal	1,147,774	1,017,520	130,254	1,124,775	22,999
FIB-Long Term Reserve	250,000	250,000	-	250,000	-
FIB-Opportunity Fund	22,200	152,357	(130,157)	22,200	-
FIB-RLF	234,432	67,600	166,832	116,034	118,398
Accounts Receivable	113,092	21,500	91,592	66,092	47,000
Contributions Receivable	-	-	-	-	-
Miscellaneous Receivable	60	-	60	60	-
Prepaid Expenses	2,471	8,281	(5,810)	2,471	-
Undeposited Funds	-	-	-	-	-
Stabilization Portfolio - Current	32,805	46,849	(14,044)	43,631	(10,826)
RLF Portfolio-Current	27,644	44,854	(17,209)	58,761	(31,117)
SSBCI Portfolio-Current	25,557	42,386	(16,828)	31,058	(5,500)
<b>Total Current Assets</b>	<b>2,135,169</b>	<b>1,809,773</b>	<b>325,396</b>	<b>2,069,045</b>	<b>66,124</b>
<b>Other Assets</b>					
RLF Portfolio-Non Current	224,484	363,655	(139,171)	307,760	(83,276)
SSCBI Portfolio-Non Current	588,055	601,615	(13,560)	588,055	0
Stabilization Portfolio-Non Current	52,018	105,151	(53,133)	52,018	-
Allowance for Loan Losses	(21,626)	(21,934)	309	(21,626)	-
<b>Total Other Assets</b>	<b>842,931</b>	<b>1,048,486</b>	<b>(205,556)</b>	<b>926,207</b>	<b>(83,276)</b>
<b>Fixed Assets</b>					
Bank Building - Building	-	-	-	-	-
Bank Building - Land	-	-	-	-	-
<b>Total Fixed Assets</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total Assets</b>	<b>2,978,100</b>	<b>2,858,259</b>	<b>119,840</b>	<b>2,995,252</b>	<b>(17,152)</b>
<b>Liabilities &amp; Equity</b>					
<b>Current Liabilities</b>					
Accounts Payable	15,916	14,856	1,060	23,118	(7,201)
Property Tax Payable	-	-	-	-	-
Accrued Expenses	-	10,000	(10,000)	-	-
Deferred 504 Revenue	65,249	23,669	41,580	39,674	25,575
Deferred Revenue	-	-	-	-	-
Due to/Due from EDA	45,886	51,303	(5,417)	62,431	(16,545)
<b>Total Liabilities</b>	<b>127,051</b>	<b>99,828</b>	<b>27,223</b>	<b>125,222</b>	<b>1,829</b>
Current Year Excess of Revenue over Expenses	(18,981)	18,864	(37,845)	130,462	(149,443)
Balance at Beginning of Year	2,870,030	2,739,567	130,462	2,739,567	130,462
<b>Net Assets</b>	<b>2,851,049</b>	<b>2,758,432</b>	<b>92,617</b>	<b>2,870,030</b>	<b>(18,981)</b>
<b>Total Liabilities &amp; Equity</b>	<b>2,978,100</b>	<b>2,858,259</b>	<b>119,840</b>	<b>2,995,252</b>	<b>(17,152)</b>

**Big Sky EDC**  
**Statements of Operations**  
**For the Periods Ending September 30, 2021**

	Month			YTD			Fiscal Year Projection		
	Actual	Budget	Variance	Actual	Budget	Variance	Year-end Projection	Budget	Variance
<b>Operating Revenue</b>									
504 Loan Origination	13,703	11,250	2,453	13,703	33,750	(20,047)	-	135,000	(135,000)
504 Loan Servicing	34,533	36,000	(1,467)	105,478	108,000	(2,522)	-	432,000	(432,000)
Float Income	-	-	-	-	-	-	-	10,000	(10,000)
CTE Director Donations (Restricted)	-	-	-	-	-	-	-	-	-
Member Investment	46,000	-	46,000	50,509	70,000	(19,491)	-	285,000	(285,000)
RLF Business Loan Interest	1,430	1,750	(320)	5,141	5,250	(109)	-	21,000	(21,000)
RLF Origination Fees	-	-	-	-	-	-	-	-	-
Stabilization Loan Interest	147	74	73	460	242	219	-	634	(634)
SSBCI Revenue	1,854	1,500	354	5,102	4,500	602	-	18,000	(18,000)
Recovery of Bad Debt	-	-	-	-	-	-	-	-	-
Coronavirus Relief Funds	-	-	-	-	-	-	-	-	-
Healthcare Appreciation Income	-	-	-	-	-	-	-	-	-
Grant Administration	-	5,000	(5,000)	-	15,000	(15,000)	-	60,000	(60,000)
Interest Income	2	1,500	(1,498)	4	4,500	(4,496)	-	18,000	(18,000)
Donation Income	-	-	-	-	-	-	-	-	-
Miscellaneous Revenue	132	2,843	(2,711)	132	8,528	(8,396)	-	34,112	(34,112)
In-Kind Donations	-	-	-	-	-	-	-	-	-
EDA In-Kind	-	-	-	-	-	-	-	-	-
<b>Total Revenue</b>	<b>97,801</b>	<b>59,917</b>	<b>37,884</b>	<b>180,530</b>	<b>249,770</b>	<b>(69,240)</b>	<b>-</b>	<b>1,013,746</b>	<b>(1,013,746)</b>
<b>Operating Expenses</b>									
Business Incubation	-	125	(125)	-	375	(375)	-	1,500	(1,500)
Business Recruitment	-	1,250	(1,250)	158	3,750	(3,592)	-	15,000	(15,000)
Contingency	-	833	(833)	-	2,500	(2,500)	-	10,000	(10,000)
Contract Support	4,000	4,000	-	12,000	12,000	-	-	12,000	(12,000)
Contribution Expense	-	-	-	-	-	-	-	-	-
Dues and Subscriptions	804	894	(90)	3,120	3,975	(856)	-	22,797	(22,797)
EDA Reimbursement	45,606	53,022	(7,416)	143,056	148,644	(5,587)	-	694,595	(694,595)
Event Expense	4,423	-	4,423	4,541	-	4,541	-	27,000	(27,000)
Insurance	881	881	-	2,643	4,083	(1,440)	-	12,250	(12,250)
Investment in Economic Activity	-	-	-	-	-	-	-	5,000	(5,000)
Marketing - Departmental	678	2,458	(1,781)	2,650	7,775	(5,125)	-	30,578	(30,578)
Marketing - Organizational	4,892	2,774	2,117	7,797	8,374	(577)	-	34,000	(34,000)
Membership Development	43	700	(657)	2,314	2,100	214	-	8,400	(8,400)
Office Supplies	113	3,200	(3,087)	214	3,600	(3,386)	-	7,850	(7,850)
Professional Fees	3,250	2,458	792	12,256	31,575	(19,319)	-	81,400	(81,400)
Postage and Printing	49	70	(21)	49	210	(161)	-	840	(840)
R31 Outreach	-	75	(75)	44	225	(181)	-	2,300	(2,300)
Rent	2,552	2,237	315	6,999	6,710	289	-	27,388	(27,388)
Sponsorships	2,000	-	2,000	6,420	-	6,420	-	7,000	(7,000)
Telecommunications	286	605	(318)	916	1,814	(898)	-	7,256	(7,256)
Travel/Training	1,067	1,650	(583)	3,979	13,830	(9,851)	-	42,296	(42,296)
Utilities	-	-	-	-	-	-	-	-	-
Miscellaneous	1,328	2,903	(1,575)	5,004	10,610	(5,606)	-	48,789	(48,789)
<b>Total Operating Expenses</b>	<b>71,971</b>	<b>80,136</b>	<b>(8,165)</b>	<b>214,160</b>	<b>262,150</b>	<b>(47,989)</b>	<b>-</b>	<b>1,098,239</b>	<b>(1,098,239)</b>
<b>Net Revenue Over (Under) Expense</b>	<b>25,831</b>	<b>(20,218)</b>	<b>46,049</b>	<b>(33,631)</b>	<b>(12,380)</b>	<b>(21,251)</b>	<b>-</b>	<b>(84,493)</b>	<b>84,493</b>
<b>Non-Operating Income/Expense</b>									
Non-Operating Income/Expense									
Coulson Park	-	-	-	-	-	-	-	-	-
BSTSP	6,500	-	6,500	19,150	-	19,150	-	-	-
Bad Debt Expense	4,500	-	4,500	4,500	-	4,500	-	12,500	(12,500)
<b>Total Non-operating Income/Expense</b>	<b>2,000</b>	<b>-</b>	<b>(4,500)</b>	<b>14,650</b>	<b>-</b>	<b>(4,500)</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net Revenue Over (Under) Expense</b>	<b>27,831</b>	<b>(20,218)</b>	<b>41,549</b>	<b>(18,981)</b>	<b>(12,380)</b>	<b>(6,601)</b>	<b>-</b>	<b>(84,493)</b>	<b>84,493</b>