



EDA/EDC – Joint Board Meeting
Thursday, May 15th, 2025
7:00 A.M. to 9:00 A.M.
Rock31/BSED Building
Venture Conference Room (Lower Level)

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.

Agenda items may be rearranged unless an item is listed as having a “time certain”. Action may be taken on any item listed on the Board Agenda.

Agenda

- 7:00 A.M. Call to Order/Pledge of Allegiance/Roll Call – Nick Pancheau, EDC Chair**
- 7:02 A.M. Public Comment/Introductions & Special Guest Presentations**
 - Public Comment
 - Rock31 Spotlight- LUNE Marketing Studio, Sam Steingraber and Wade Haesemeyer

- 7:15 A.M. Changes to Today’s Agenda**
- 7:17 A.M. Consent Items for Board Action** (EDA & EDC Action)
 - Minutes- April 10, 2025 (Attachment A)
 - EDA & EDC FY’25 March Financial Statements (Attachment B)

- 7:20 A.M. Other Financial Matters – Tami**
 - Presentation of first draft of FY ’26 Budget (Attachment C) (Action)

- 7:50 A.M. Program Action Items/Reports**
 - Big Sky Finance – Brandon
 - Loan Considerations (Handout) (Action)
 - Community Development/Recruitment Update – Dianne/Thom (Info)
 - TEDD Project Update – Thom (Info)
 - Space2Place Award Winners – Thom (Info)
 - Engagement – Marcell

- 8:20 A.M. Executive Director Report—Paul**
 - Staffing Update (Info)
 - BSED/SEMDC Joint Board meeting- July 10th at 1:00 (Hysham, MT) (Info)
 - Budget Hearing- June 25th at 11:00am (Info)

- 8:40 A.M. Public Comment**
- 8:45 A.M. Adjourn**

Next EDA/EDC Board Meeting: June 12, 2025, 7:00 AM to 9:00 AM, Zoot Training and Event Space, Rock31/BSED. The *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 406-256-6871.



BIG SKY
ECONOMIC DEVELOPMENT

EDA • EDC CREATING MONTANA BUSINESS OPPORTUNITIES

ATTACHMENT A

Big Sky EDA/EDC Joint Board Meeting Minutes
April 10th, 2025 - 7:00 A.M. to 9:15 A.M.
Zoot Training & Event Space (2nd Floor)

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** – Debbie Desjarlais, Lucy Aspinwall, Bryan Wood, Riley Bennett, Kate Vogel, Aaron Redland, Vince Mistretta, Ken Lutton, Darin Uselman
Ex-officio – John Brewer, Kurt Markegard

EDC – Nick Pancheau, Jennifer Kobza, Jennifer Weaver Kondracki, Andy Gott, Dr. Stefani Hicswa, Dave Ballard, DJ Clark, Keagan Harsha, Mike Marsh, Kim Jakub, Nichole Mehling, Judi Powers, Michael Phillips, Matt Robertson, Molly Schwend, Jerry Simonson, George Warmer, Tyler Wiltgen

Committee Members Absent: **EDA** – Zachary Dunn, Turk Stovall **Ex-officio** – Mike Waters, Dr. Erwin Garcia, Katy Schreiner, Mike Boyett

EDC – Cole Derks, Spencer Frederick, Mark Morse, Dr. Bob Wilmouth

Staff and Others Present: Commissioner John Ostlund, Paul Green, Reann Keller, Patrick Klugman, Tyler Wink, Steve Arveschoug, Shaye Metcalf, Tami Fleetwood, Lorene Hintz, Dianne Lehm, Deanna Langman, Tereza Brownell, Lynnette Engelhardt, Brandon Berger, Patrick Sparks, Brandon Grosen,

Call to Order:

Debbie Desjarlais, EDA Chair, called the meeting to order at 7:01 A.M.

Public Comment/Introductions & Special Guest Presentation:

- SK Security- New private security business in Billings. Guards receive hands on one-on-one training. For every one hour of combat training, they also receive four hours of situational training on how to de-escalate situations. Able to tailor training to specific business needs as well.
- Jen Kobza- sent an email to the Board sharing that the Billings Public School District is currently looking for industry partners and the community's understanding of their graduate profile. Informational sessions are currently being held for Board members interested in signing up.
- Announcements
 - YC Summer Jobs program- student applications are closed with 57 applicants who now need to be matched with employers. If any Board members need employees or want to be a mentor, contact Shaye.
 - Campus Billings- Summer internship program in partnership with Billings Chamber starts in June 2025. A talent recruitment and retention program for interns in YC.
 - Better Off In Billings (BOIB) event that is to be held on 4/17 from 3:00-5:00 at Craft Local where Space2Place will also be announcing their grant winners.

- Reminder to attend Steve’s retirement party and the Northern Hotel on Friday 4/11 at 4:30.
- Introductions
 - Lynnette Engelhardt, APEX Advisor serving Bozeman, Helena, and Butte. With BSED for 3 years and recently awarded her Certified Procurement Professional certification which will be formally awarded in the upcoming conference in Chicago.

Agenda Changes for Today’s Meeting:

None

REGULAR AGENDA

Approval to March 13, 2025 EDA/EDC- Joint Board Meeting Minutes/Approval EDA/EDC FY ’25 February Financial Statements

Motion: **Andy Gott** to approve both the March 13th, 2025, EDA/EDC Joint Board Meeting minutes and FY’25 February Financial Statements as presented to the Board.

Second: **Jen Kobza**

Discussion: None

Motion: Carried

Other Financial Matters

FY ’26 Budget Assumptions, Challenges and Opportunities

Tami reviewed the budget assumptions document and provided an overview of the values that guide our budget priorities which include retaining and developing the team, allocating resources where we can have the greatest impact, creating a margin to manage uncertainties, and retaining leadership role in our community to build/rebuild our economic future. Shared the challenge of not only balancing one budget but two, EDA and EDC. This year for the EDA budget we are holding our County Mills and Entitlement even when putting together our preliminary budget. Increases to expected include Salary, and market and inflation adjustments for Maintenance and Operations. There will be a reduction in some areas such as Dues and Subscriptions. Tami provided an overview of Expense and Revenue assumptions made for both the EDA and the EDC and explained the cost sharing agreement between the two entities. Tami highlighted a few opportunities and challenges to expect in FY ’26.

Budget Process/Sources and Uses

Steve provided a timeline for the budget process. The first draft of the budget for FY’26 to be presented to the Board in May and in June the Board will take action on the preliminary final budget. In late June there will be a YC Commissioners hearing and the Mill Levy is set at the end of August/beginning of September. During the September Board meeting adjustments are made to the budget as needed. Steve also provided an overview of the Sources and Uses chart that was created to outline where BSED funding comes from and how it is spent. The chart highlights the importance of the Mill Levy and how it impacts funding of each of BSED’s programs.

Financial Responsibilities – Board Member Signatories Recommendation

Tami shared the memo with the Board and explained that the purpose of the recommendation is to streamline the process of changing bank signers every January as we have changes on the Board. Tami would like to recommend that the Executive Director, EDA and EDC Chairs, and EDA and EDC Secretary/Treasurers added to accounts going forward.

Motion: **Nichole Mehling** to approve recommendation to update Board-Member Signatories responsibilities as presented to the Board.

Second: **Kate Vogel**

Discussion: Nick Pancheau shared that this discussion came about while working through the process to update signers and discovering that there were multiple accounts that had out of date signers from years prior. Creating this process for updating signers each January will help ensure that each financial account stays up to date.

Motion: Carried

BSED Impacts

Steve shared an overview of the impacts that BSED had in the community over the last year. Discussed a case study on the Coca-Cola project and reviewed a chart of tax base and highlighted how it increased the tax base considerably due to the infrastructure that was built for that site. Board members discussed how we can help expedite large projects when working with the City of Billings as well as the pros and cons of taking the capital risk to get land ready with infrastructure to attract businesses to move to the area. This becomes difficult since we do not own the land and some projects, such as Coca-Cola, require custom infrastructure. Steve encourages the Board to continue working with Paul to explore options in these areas.

FY'25 Merit Award Budget Considerations

Each year BSED looks at potential for end-of-year merit awards for the staff. The Salary Review Committee has met to review merit awards and whether BSED is in a financial position to offer these awards. Looking at the budget and projecting where we will be at the end of FY, it is estimated that we could have \$35,000 that could potentially be allocated to merit awards. Part of the process is asking Senior Directors to review the performance of each of their team members and identify those who are helping attribute to the success of their program reaching its goals. Recommendation to accommodate a year end merit award contingent on where our budget is at the end of FY. The Board wanted to note that these awards are not guaranteed and ask that the Framework Merit Award Program Description document that was drafted prior year, be corrected to reflect that.

Motion: **Stefani Hicswa** to approve implementation of the merit award framework contingent on year-end completion.

Second: **Jen Kobza**

Discussion: None

Motion: Carried

Program Updates/Action

Big Sky Finance – Loan Considerations

Big Sky EDC is requesting approval to submit to the US Small Business Administration the following SBA 504 loan requests. The Big Sky EDC Loan Committee has reviewed the requests and recommends approval to the full EDC Board for submission to the SBA for final approval. The requests meet all the underwriting and eligibility requirements of the EDC.

1. **Running R Equipment Repair LLC (SBA 504)** – The purpose of this request is for the purchase of land and existing building located at 84 S. Homewood Park Drive, Billings, MT, for Running R Equipment Repair LLC. Running R is an existing business started by Robert Rott in 2018 and is owned 50/50 by he and his spouse, Carrie. This is a full-service agricultural equipment repair company working on all makes and models of agricultural implement. They specialize in the agricultural tuning process and diesel repair. Much of their work is done in the field, but this new location will provide them with space to bring equipment in to be worked on. There is also ample outdoor space for storage. There are projected to be 4.5 FTE’s hired because of this project. Robert is a Veteran of the US Navy.

The total SBA debenture will be \$280,000 on a 25-year note comprising 40% of the total project. Big Sky EDC and the SBA will be in a 2nd lien position on the real property behind Stockman Bank of Montana.

Motion: **Mike Marsh** to approve the 504 Loan request for Running R Equipment Repair LLC in the amount of \$280,000 as presented to the board.

Second: **Jen Kobza**

Discussion: None

Motion: Carried

2. **SK Martial Arts, LLC (SBA 504)** – The purpose of this request is for the purchase of an existing building located at 1920 Central Ave., Billings, MT, for SK Martial Arts. SK Martial Arts is an existing martial arts school offering Jiu-Jitsu classes for all ages. This purchase will provide the owners with better visibility and room for growth. SK Martial Arts was started in 2016 by Shane and Tanya Weinreis who continue to own and operate the business today. Shane is the primary instructor and has been practicing martial arts for 39 years. He is also a Veteran of the US Marine Corps.

The total SBA debenture will be \$414,000 on a 20-year note comprising 40% of the total project. Big Sky EDC and the SBA will be in a 2nd lien position on the real property behind Yellowstone Bank.

Motion: **Andy Gott** to approve the 504 Loan request for SK Martial Arts, LLC in the amount of \$414,000 as presented to the board.

Second: **Judi Powers**

Discussion: None

Motion: Carried

Matt Robertson recuses himself from the vote.

3. **Blackfoot Asphalt Maintenance, LLP (SBA 504)** – The purpose of this request is for the purchase of land for the operations of Blackfoot Asphalt Maintenance LLP. The property consists of 2 acres of undeveloped land located at 6468 Grand Am Way, Missoula, MT. This property is currently leased by the borrower and the purchase will allow them to continue to utilize it for equipment storage and future development for their operations. Blackfoot is owned 50/50 by Dan Daniels and Jesse Cooney and was established in 2014. Blackfoot Asphalt Maintenance provides professional asphalt services including seal coating, crack sealing, striping and asphalt patching. There are projected to be 5 new jobs created because of this project.

The total SBA debenture will be \$188,000 on a 25-year note comprising 40% of the total project. Big Sky EDC and the SBA will be in a 2nd lien position on the real property behind Fist Security Bank of Missoula (Division of Glacier Bank).

Motion: **Tyler Wiltgen** to approve the 504 Loan request for Blackfoot Asphalt Maintenance, LLP in the amount of \$188,000 as presented to the board.

Second: **DJ Clark**

Discussion: None

Motion: Carried

Jerry Simonson recuses himself from the vote.

4. **Herron Veterinary Associates, PLLC (Ugly Mug Cribs, LLC) (SBA 504)** – The purpose of this request is for the refinance of the existing SBA 504 loan and third-party loan with Western Security Bank, along with cash out for eligible business expenses. The Primary objective of this refinance is to replenish the operation cash resulting from delays in their original remodel project and to provide working capital as they work towards stabilization of brining on new veterinarians. Revenues and profitability trends have increased over the past 8 months as new associate vets have been hired on and generating additional business.

The total SBA debenture will be \$1,842,000 on a 25-year note comprising of 40% of the total project. Big Sky EDC and the SBA will be in a 2nd lien position on the real and personal property behind Western Security Bank. The project meets an SBA Public Policy goal for a Woman-owned business.

Motion: **Michael Phillips** to approve the 504 Loan request for Herron Veterinary Associates, PLLC (Ugly Mug Cribs, LLC in the amount of \$1,842,000 as presented to the board.

Second: **Jennifer Weaver Kondracki**

Discussion: None

Motion: Carried

Jerry Simonson recuses himself from the vote.

BSF Loan Committee Appointment

Recommendation for two new Loan Committee members- Jerry Simonson with Western Security Bank and Darin Uselman with Faith E Church.

Motion: **Mike Marsh** to approve the appointment of new Loan Committee members as presented to the Board.

Second: **Nick Pancheau**

Discussion: None

Motion: Carried

Legislative Priorities Update

Legislature has already gone through the transmittal date which means that all the house bills have either died or moved onto the Senate. One of our main priorities related to healthcare was Medicaid reauthorization, HB245 passed both bodies and signed by the Governor. Between now and May 7th a lot of these items will be wrapped up, BSED will continue tracking. Discussion regarding teacher salary for the state of Montana being one of the lowest in the US and inquiry about what can be done to correct this issue.

Coulson Park Development Grant Consideration

Last minute opportunity to increase funding for Coulson Park improvements which aligns with our strategic priority of strengthening the quality of place. The city of Billings is working on phase 1 improvements that were delayed previously. The deadline for the city's matching grant program was last Saturday, 4/5. With federal uncertainties, we are not sure if this funding will be available in '26. It was important to get the application in for these funds. Application was submitted to add sandstone welcome sign and at least five solar-powered light poles. Lighting will help with safety and extend the use of the park. Asking for approval from the Board, should we receive those funds, we can move forward with this project.

Motion: **Darin Uselman** to approve the grant that was submitted and the use of the funds, should they be awarded, to move forward with Coulson Park improvements as presented to the Board.

Second: **Tyler Wiltgen**

Discussion: None

Motion: Carried

Executive Director Report

Update – Paul

Paul thanked Steve for assisting with the transition and all the materials that he had created for him to help prepare him for this role. Paul has been meeting with staff members and learning more about each of their programs and will continue to do so over the next couple weeks. He looks forward to getting to know the Board members better and will have meetings scheduled in upcoming months. Provided clarification regarding teacher salary discussion from earlier in the meeting, adding that in the 2023 session changes were made in teachers pay bring ranking of incoming teacher pay to 42nd in the US. This continues to be the Governor's priority. The Grid United Project is still moving forward which focuses on connecting east and west transmission lines. Paul shared the growing economies have less crime and this should remain a focus of ours.

Air Service Outreach

Steve provided a recap of the Mead and Hunt Air Conference (April 1-3). He had the opportunity to meet with several different airlines including Delta, Southern Airways, Alaska, Southwest, United, American, Sun Country, Avelo, and Allegiant. Overall, it was generally positive. Billings gained capacity this summer, but many airlines are stating that they are pulling back their capacity across many markets. We will see how that impacts BIL. American Airlines love the Dallas Fort Worth connection and the Chicago Connection. Area of concerns from American is the added Phoenix connection that did good last year, but not this year. Southwest told us we are on list. They are going through organizational changes, and they have the opportunity to stretch west or east. Billings is a consideration if they go west, if so, this will not take place until 2027 but there is a possibility that it is sooner. There was a question as to why Steve didn't meet with Frontier Airlines, he will do more research and follow-up.

Board Planning Session – Follow-Up- “Dive in Headfirst”

During Board Planning Session a key focus was the importance of the Board diving in with their 'yes.' Many accomplishments over the years are a result of BSED seizing opportunities even when there are challenges. Provided overview of Impact 3000, the goal being that in a three-year timeframe all programs collectively will impact 3,000 businesses. We are currently a year in and have impacted 1,404 local businesses thus far. We are currently working on looking at takeaways and implementing them. Shared that Joe Easton with Coca-Cola shared that he would like to see an expedited process for key projects when working with the city.

Final Thoughts

Steve reviewed his final thoughts – embrace change with new leadership, continue strengthening YC Commissioner relationships. Communicate with and leverage strategic partnerships. Continue seizing opportunities, particularly when it comes to business retention and recruitment. Steve asks to lean into Board leadership and help hold the team to high standards of performance and utilize their expertise. Ask the Commissioners to continue to support the work that BSED does, if we receive less than the full Mill Levy, it will be difficult to continue to do work with a talented team. Stay 100% engaged. Some opportunities include connecting with RVU, the Westend reservoir, Airport phase two planning and air services. Think Comprehensively act precisely- public safety is important but cannot be the only focus if we want to continue growing our community. Highlighted the importance of growing the Billings workforce.

Public Comment:

- Tyler Wiltgen- St. Vincent Healthcare groundbreaking, June 17th at 1:00 pm.
- Nichole Mehling- Billings Clinic and Blue Cross Blue Shield has reached an agreement and they are back in network.

Adjourn:

Motion: **Kate Vogel** to adjourn the meeting.

Second: **Jen Kobza**

Discussion: None

Motion: Carried

Debbie Desjarlais adjourned the meeting at 8:51 am.

Next Meeting – May 15th, 2025

Respectfully submitted,

Bryan Wood, EDA Secretary/Treasurer
Secretary/Treasurer

Jennifer Weaver Kondracki, EDC



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ATTACHMENT B



**Big Sky Economic Development Authority (BSEDA)
Financial Summary for Board of Directors
FY25 - As of and for the period ended March 31, 2025**

Statement of Operations

Net Operating Revenue: \$ 134,141

Factors Driving Net Operating Revenue:

The net operating revenue for the fiscal year to date through March 31, 2025 is within expectations as compared to the budgeted net operating revenue for this period. BSEDA's primary revenue source is County Mill Levy Revenues from Yellowstone County that are funded in November each year. Since the County Mill Levy revenues are used to support the activity of the organization the entire fiscal year, BSEDA records and reports one twelfth of the committed revenue amount each month. Likewise, Entitlement is passed through Yellowstone County to BSEDA and is funded 4 times per year in September, December, March, and June. The revenue is recognized equally each month during the fiscal year.

Other operating revenue sources correspond to the activity from cooperative agreements from the APEX Accelerator and VBOC programs. These programs are essentially reimbursement based, so the revenue is directly affected by the expenses incurred to run the program. Activity for these programs was slightly less than budget for the current fiscal year to date, so both revenues and expenses are under budget. Rock31 underwent some membership changes in recent months and realized a slight decrease in membership revenues while working through the changes. Membership levels are being restored and monthly rental fees for offices are being evaluated as members vacate spaces and before new members move in.

Operating expenses are less than expected for the year to date through March 31, 2025, primarily with regard to activity related to Federal programs. Salaries/wages and employer contributions make up approximately 63% of the total actual operating expenses. The other major expenses this year to date are APEX Subcenter costs, activity on Brownfields Assessment, building operations/maintenance, and travel expenses. The expenses for APEX Subcenter costs are entirely offset by revenues. In April and the beginning of May 2025, we will have an overlap of salary and employer contributions expensed for our Executive Director position. This will not negatively impact the bottom line for BSEDA.

Non-operating income and expenses consist primarily of bank interest income and depreciation expense.

Statement of Financial Position

Cash available for operations: \$1,480,970
Opportunity Fund cash and CDs: \$3,319,443
Accounts receivable: \$319,833
Due from EDC: \$68,365

Operating cash is deemed to be all of the checking/savings line items on the Statement of Financial Position aside from the opportunity fund bank accounts and CDs. A portion of the operating cash has been set aside as reserves for operations and reserves for repair and replacement. The amount set aside as reserves is \$539,508. BSEDA's cash position is good and sufficient to meet the needs of the organization.



The accounts receivable balances outstanding at March 31, 2025 include one customer balance that is aged more than 60 days (APEX Advisor support payment). We are still actively working to collect the aged receivable for APEX Advisor support. The amount owed from Big Sky EDC is for costs of salaries/wages/fringe benefits and building operations/maintenance for the month of February and is included on the Due to/Due from EDC line.

Big Sky Economic Development Authority
Statements of Operations - Budget vs. Actual
For the Month and YTD Ended March 31, 2025

	Mar 2025			YTD			Fiscal Year
	Actual	Budget	over Budget	Actual	Budget	over Budget	Annual Budget
Income							
40000 County Taxes Mill Levy Revenue	\$ 144,440	\$ 130,006	\$ 14,434	\$ 1,183,344	\$ 1,170,054	\$ 13,290	\$ 1,560,072
40010 Entitlement	23,691	23,691	-	213,222	213,222	-	284,296
40020 Health Ins Mill Levy Revenue	9,010	9,540	(530)	77,380	85,860	(8,480)	114,480
40030 Recovery of Protested Taxes	-	-	-	-	-	-	1,000
40050 Department of Defense - APEX	74,272	74,193	79	658,343	667,738	(9,395)	890,317
40060 EDC Reimbursement	65,369	65,770	(401)	589,919	591,930	(2,011)	789,240
40070 EPA Brownfields - Assessment	8,460	11,207	(2,747)	129,937	100,859	29,079	134,478
40080 EPA Brownfields - Project Mgmt	4,186	2,653	1,533	18,013	23,876	(5,862)	31,834
40090 EPA Brownfields - RLF	1,130	15,557	(14,427)	8,480	140,016	(131,536)	186,688
40100 APEX Advisor Agreement Support	3,000	3,000	-	27,000	27,000	-	36,000
40110 MT Dept of Commerce - SBDC	11,583	11,250	333	104,592	101,250	3,342	135,000
40120 SBDC Program Income	1,183	-	1,183	3,451	-	3,451	-
40130 SBA - VBOC	24,657	27,619	(2,961)	227,455	248,569	(21,114)	331,425
40140 Rock31 Membership Revenue	7,821	8,417	(596)	66,126	75,750	(9,624)	101,000
40150 Zoot/Other Room Rent Revenue	495	667	(172)	6,143	6,000	142	8,000
40160 Rock31 Barista Rent Revenue	-	700	(700)	6,050	6,300	(250)	8,400
40180 Grant Administration	8,249	9,950	(1,701)	71,878	89,550	(17,672)	119,400
40200 Miscellaneous Revenue	-	-	-	0	-	0	-
Total Income	387,547	394,219	(6,672)	3,391,333	3,547,973	(156,639)	4,731,630
Gross Profit	387,547	394,219	(6,672)	3,391,333	3,547,973	(156,639)	4,731,630
Expenses							
50100 Salaries/Wages	176,533	173,201	3,332	1,539,399	1,558,808	(19,408)	2,078,410
50110 Employer Contributions	60,838	53,815	7,023	536,609	482,860	53,748	644,305
50140 Advertising	800	750	50	6,286	6,750	(464)	9,000
50150 Barista Equipment Maintenance	-	-	-	260	500	(240)	2,500
50160 Barista Supplies	-	-	-	187	250	(63)	500
50170 Board Expenses	2,696	1,588	1,109	5,889	5,738	151	6,000
50180 Brownfields Assessment Expense	8,460	11,207	(2,747)	129,937	100,859	29,079	134,478
50190 Brownfields Project Mgmt Exp	-	2,653	(2,653)	13,827	23,875	(10,048)	31,834
50200 Brownfields RLF Expense	1,130	15,557	(14,427)	8,480	140,016	(131,536)	186,688
50210 Building Art and Decor	-	-	-	285	-	285	1,000
50220 Building Operations/Maintenance	6,736	9,012	(2,277)	72,041	81,110	(9,069)	108,146
50240 Community Development Projects	3,758	7,500	(3,742)	11,403	20,000	(8,597)	55,000
50250 Community Partner Projects	-	-	-	-	2,625	(2,625)	3,500
50260 Conferences	1,030	128	902	16,928	7,159	9,768	30,044
50270 Contingency	-	-	-	-	40,000	(40,000)	40,000
50280 Contribution Expense	-	-	-	-	-	-	3,500

Big Sky Economic Development Authority
Statements of Operations - Budget vs. Actual
For the Month and YTD Ended March 31, 2025

	Mar 2025			YTD			Fiscal Year
	Actual	Budget	over Budget	Actual	Budget	over Budget	Annual Budget
50300 Dues/Subscriptions/Memberships	18,403	10,667	7,736	72,369	87,959	(15,590)	121,783
50400 Event Expense	(118)	625	(743)	27,415	23,625	3,790	30,401
50410 Hosted Meetings	707	929	(223)	7,392	8,963	(1,570)	12,400
50430 Insurance	4,507	5,032	(525)	39,456	45,124	(5,668)	60,219
50440 Marketing	5,414	6,625	(1,211)	54,325	59,625	(5,300)	79,500
50450 Office Equip & Furn < \$5000	-	500	(500)	7,516	3,000	4,516	23,351
50460 Office Expense and Supplies	1,895	2,466	(572)	23,005	22,198	807	32,597
50470 Payroll Processing Expense	2,250	2,408	(158)	19,684	21,672	(1,988)	28,896
50480 Professional Development	604	792	(188)	10,638	7,125	3,513	27,274
50490 Professional Fees	8,268	4,208	4,060	85,351	72,875	12,476	85,500
50510 Programming - Workforce	-	9,500	(9,500)	10,774	25,500	(14,726)	54,000
50520 Property Tax Protests	-	-	-	14,935	39,002	(24,067)	39,002
50530 APEX Subcenter	41,132	43,908	(2,776)	372,437	395,171	(22,734)	526,895
50540 Rent	725	988	(263)	8,162	8,892	(730)	11,856
50550 Repairs	966	1,000	(34)	16,673	9,000	7,673	12,000
50560 Rock31 Outreach	306	236	70	388	2,126	(1,738)	2,835
50570 SBDC Program Expense	650	-	650	885	-	885	-
50571 Program Expense for TrueSpace	-	-	-	741	-	741	-
50580 Special Assessments BID	-	-	-	2,025	1,250	775	2,500
50590 Sponsorships	-	500	(500)	12,163	4,500	7,663	10,650
50600 Staff Expenses	843	375	468	6,158	6,375	(217)	9,600
50610 Strategic Priorities	-	-	-	-	-	-	15,000
50630 TEDD	-	-	-	-	-	-	600
50640 Telecommunications	5,304	4,715	589	43,922	42,437	1,485	56,582
50650 Travel	7,864	7,367	497	73,812	68,303	5,509	116,104
50670 Miscellaneous	341	269	72	5,435	4,155	1,280	6,727
Total Expenses	362,041	378,520	(16,479)	3,257,192	3,429,426	(172,234)	4,700,577
Net Operating Income	25,506	15,699	9,807	134,141	118,547	15,594	31,053
Other Income							
70000 Non-Operating Income	3,739	9,500	(5,761)	98,511	69,500	29,011	100,000
Total Other Income	3,739	9,500	(5,761)	98,511	69,500	29,011	100,000
Other Expenses							
80000 Non-Operating Expense	22,079	21,948	132	197,715	197,531	184	263,374
Total Other Expenses	22,079	21,948	132	197,715	197,531	184	263,374
Net Other Income	(18,341)	(12,448)	(5,893)	(99,204)	(128,031)	28,826	(163,374)
Net Income	\$ 7,165	\$ 3,251	\$ 3,914	\$ 34,936	\$ (9,484)	\$ 44,420	\$ (132,321)

Big Sky Economic Development Authority
Statements of Financial Position - Comparison to Previous Year
As of March 31, 2025

	As of Mar 31, 2025	As of Mar 31, 2024 (PY)	Change	% Change
ASSETS				
Current Assets				
Bank Accounts				
10000 Main Operating - FIB	\$ 433,819	\$ 429,155	\$ 4,665	1.09%
10010 Recovered Property Taxes - FIB	627	627	0	0.05%
10020 Operating Reserve - FIB	354,623	252,661	101,962	40.36%
10030 Reserve for Replacement - FIB	184,885	134,713	50,172	37.24%
10040 Pass-through - Cabelas Conduit	4,898	4,897	2	0.03%
10050 Opportunity Fund Savings Accounts	1,165,889	1,139,155	26,734	2.35%
10060 Opportunity Fund CDs-current	2,153,554	2,087,808	65,746	3.15%
10080 Yellowstone County Funds	502,118	391,727	110,392	28.18%
10090 Clearing Account	-	(1,722)	1,722	100.00%
Total Bank Accounts	4,800,413	4,439,020	361,394	8.14%
Accounts Receivable				
10100 Accounts Receivable	74,908	68,687	6,221	9.06%
10110 Accounts Receivable - APEX	156,248	217,210	(60,962)	-28.07%
10120 Accounts Receivable - SBDC	23,167	42,086	(18,920)	-44.95%
10130 Accounts Receivable - VBOC	51,735	83,104	(31,369)	-37.75%
10140 Accounts Receivable - Brownfields	13,776	59,047	(45,271)	-76.67%
Total Accounts Receivable	319,833	470,134	(150,301)	-31.97%
Other Current Assets				
10210 Due To/Due From EDC	68,365	261,893	(193,528)	-73.90%
10230 Tax Levy Receivable	641,508	592,156	49,352	8.33%
10240 Tax Levy Receivable - Protested	14,935	3,122	11,813	378.40%
10241 Allowance for Doubtful Accts - Protested Taxes	(14,935)	(3,122)	(11,813)	-378.40%
10260 American Airlines Rev Guarantee	6,887	6,887	-	0.00%
10270 Prepaid Expenses	48,172	20,633	27,540	133.48%
10299 Undeposited Funds	101,071	-	101,071	
Total Other Current Assets	866,004	881,570	(15,565)	-1.77%
Total Current Assets	5,986,251	5,790,723	195,527	3.38%
Fixed Assets				
Total Fixed Assets	6,136,825	6,398,197	(261,372)	-4.09%
Other Assets				
10600 Deferred Outflow of Resources	89,782	90,930	(1,148)	-1.26%
10630 Deposit	173	173	-	0.00%
10660 Right of Use Asset	11,771	5,596	6,175	110.35%
Total Other Assets	101,727	96,699	5,028	5.20%
TOTAL ASSETS	\$ 12,224,802	\$ 12,285,620	\$ (60,818)	-0.50%

Big Sky Economic Development Authority
Statements of Financial Position - Comparison to Previous Year
As of March 31, 2025

	As of Mar 31, 2025	As of Mar 31, 2024 (PY)	Change	% Change
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Total Accounts Payable	\$ 91,600	\$ 129,129	\$ (37,529)	-29.06%
Total Credit Cards	11,430	27,504	(16,074)	-58.44%
Other Current Liabilities				
20200 Accrued Expenses	143,531	148,448	(4,917)	-3.31%
20220 Compensated Absences	217,713	187,308	30,404	16.23%
20230 Payroll Liabilities	103	4,721	(4,618)	-97.82%
20300 Deferred Revenues	399,018	9,000	390,018	4333.53%
20400 Direct Deposit Liabilities	-	7,249	(7,249)	-100.00%
Total Other Current Liabilities	760,364	356,725	403,639	113.15%
Total Current Liabilities	863,394	513,359	350,036	68.19%
Long-Term Liabilities				
20500 Deferred Inflow of Resources	69,377	204,425	(135,048)	-66.06%
20600 Pension Liability	626,208	628,001	(1,793)	-0.29%
20700 Lease Liability	11,771	5,596	6,175	110.35%
Total Long-Term Liabilities	707,356	838,022	(130,666)	-15.59%
Total Liabilities	1,570,750	1,351,381	219,370	16.23%
Equity				
30100 Net Assets	7,908,005	7,666,804	241,201	3.15%
30200 Contributed Capital	3,193,580	3,193,580	-	0.00%
30300 Prior Period Adjustment	(482,470)	(482,470)	-	0.00%
Net Income	34,936	556,324	(521,388)	-93.72%
Total Equity	10,654,052	10,934,239	(280,187)	-2.56%
TOTAL LIABILITIES AND EQUITY	\$ 12,224,802	\$ 12,285,620	\$ (60,818)	-0.50%



**Big Sky Economic Development Corporation (BSEDC)
Financial Summary for Board of Directors
FY25 - As of and for the period ended March 31, 2025**

Statement of Operations

Net Operating Revenue: \$ 64,679

Factors Driving Net Operating Revenue:

The net operating revenue for the fiscal year to date through March 31, 2025 is approximately \$50K ahead of budgeted net operating revenue for this period. BSEDC's primary revenue sources come from the 504 loan program. 504 Loan Origination/Loan Processing Fee Income/Loan Closing Attorney Fee revenues will vary with the timing of loans that are closed and funded. BSEDC's loan origination funding occurs approximately one month after the 504 loan closes. As of March 31, 2025, BSEDC has received loan origination funds for seven 504 loans with one additional funded in April 2025 and one left to fund in June 2025. The Big Sky Finance team has eleven additional 504 loans in progress in various stages of the loan process, some of which are for businesses that are undergoing construction. Loan closings for four loans will occur in May 2025 and will be funded in July 2025 with expected loan origination funds of \$42K. The other seven 504 loans in progress amount to approximately \$93K in loan origination revenues.

The Member Investor program is also exceeding budgeted expectations for FY25. Revenues reported through March 31, 2025 amount to approximately \$213,000 with additional invoices of \$123,000 in member investor revenues billed in April 2025. With that, we have exceeded the FY25 annual budget for member investor revenues by \$39K. We appreciate the relationships we have with our member investors.

Operating expenses appear reasonable and are coming in slightly less than what was budgeted for the year to date. Non-operating income consists primarily of SSBCI 2.0 LPP Revenue for the loans that closed in July and August 2024, and revenue received from State of Montana DOC for RLF.

Statement of Financial Position

Cash available for general operations: \$419,639
Cash designated for loan programs: \$1,398,280
Accounts receivable: \$75,295
Loan portfolios, net of allowance for loan losses: \$3,939,994
Accounts payable: \$69,766
Due to EDA: \$68,365

Cash available for general operations consists of FIB main operating checking and long term reserve bank accounts. BSEDC has a management services agreement in which it reimburses BSEDA for the cost of BSEDC employee salaries and building operations and maintenance. The amounts owed to BSEDA are reflected as liabilities on the Statement of Financial Position on the Due to/Due from EDA line and consists of amounts owed for February 2025. The average monthly cost to BSEDC for the management services agreement is approximately \$65,000-\$70,000.

Big Sky Economic Development Corporation

Statement of Operations - Budget vs. Actual

For the Month and YTD Ended March 31, 2025

	Mar 2025			YTD			Fiscal Year
	Actual	Budget	over Budget	Actual	Budget	over Budget	Annual Budget
Revenue							
40010 504 Loan Servicing	\$ 33,989	\$ 35,333	\$ (1,344)	\$ 302,619	\$ 318,001	\$ (15,382)	\$ 424,000
40020 504 Loan Origination	7,829	11,250	(3,421)	99,994	101,250	(1,256)	135,000
40030 504 Loan Processing Fee Income		2,000	(2,000)	6,157	18,000	(11,843)	24,000
40040 504 Loan Closing Attorney Fees	5,000	2,083	2,917	17,500	18,750	(1,250)	25,000
40050 504 Float Income		-	-	53,280	20,000	33,280	30,000
41010 Member Investment Pledges	4,000	-	4,000	199,200	184,500	14,700	290,000
41020 Member Investment - Trades	1,260	2,083	(824)	14,135	18,750	(4,615)	25,000
42010 Federal EDA RLF Loan Interest	9,287	8,000	1,287	80,909	75,300	5,609	98,987
42020 RLF Loan Interest	1,913	5,500	(3,587)	14,390	21,282	(6,892)	37,782
42025 RLF Origination Fees	500	-	500	1,750	-	1,750	-
42030 MT RLF Loan Interest	374	-	374	753	-	753	-
42040 SSBCI Loan Interest	2,940	2,300	640	23,614	20,700	2,914	41,400
42045 SSBCI Origination Fees	-	500	(500)	-	4,500	(4,500)	8,600
42050 SSBCI 2.0 Loan Interest	1,071	1,241	(170)	12,577	11,177	1,400	-
42055 SSBCI 2.0 Origination Fees	-	-	-	1,500	1,500	-	-
43000 Other Revenue	-	-	-	2,262	-	2,262	250
Total Revenue	68,162	70,291	(2,128)	830,641	813,710	16,932	1,140,019
Gross Profit	68,162	70,291	(2,128)	830,641	813,710	16,932	1,140,019
Expenditures							
50140 Advertising	110	250	(140)	3,270	2,250	1,020	3,000
50170 Board Expenses	900	900	-	978	1,000	(22)	1,000
50240 Business Development Outreach	95	125	(30)	481	1,125	(644)	1,500
50250 Business Recruitment and Expans	-	1,332	(1,332)	8,347	11,004	(2,657)	15,000
50260 Conferences	-	-	-	2,000	1,720	280	4,560
50270 Contingency	-	-	-	-	-	-	20,000
50300 Dues/Subscriptions/Memberships	1,985	2,094	(109)	15,126	18,845	(3,719)	25,127
50330 EDA Reimbursement	65,369	65,770	(401)	589,919	591,930	(2,011)	789,240
50340 Event Expense	2,207	1,460	747	7,935	19,545	(11,610)	24,500
50360 Hosted Meeting Expense	166	1,125	(959)	2,103	4,425	(2,322)	7,800
50380 Insurance	1,983	1,265	718	15,689	11,383	4,306	15,177
50390 Loan Expenses	175	1,870	(1,695)	13,367	16,240	(2,873)	21,850
50400 Marketing	637	3,600	(2,963)	5,722	7,900	(2,178)	19,000
50410 Membership Development	14	708	(694)	1,571	6,375	(4,804)	8,500
50420 Member Investor Trades	1,260	2,083	(824)	14,135	18,750	(4,615)	25,000
50450 Office Expenses and Supplies	-	65	(65)	320	605	(285)	800
50460 Postage	-	-	-	154	-	154	100
50470 Professional Development	-	-	-	5,041	5,850	(809)	8,000

Big Sky Economic Development Corporation
Statement of Operations - Budget vs. Actual
For the Month and YTD Ended March 31, 2025

	Mar 2025			YTD			Fiscal Year
	Actual	Budget	over Budget	Actual	Budget	over Budget	Annual Budget
50480 Professional Fees	9,734	6,104	3,630	58,584	53,937	4,647	72,250
50490 Program Development - Workforce	-	200	(200)	-	400	(400)	1,000
50500 Rent	203	193	10	1,766	1,735	31	2,313
50510 Rock31 Business Accelerator	-	1,600	(1,600)	-	3,200	(3,200)	8,000
50530 Rock31 Member Appreciation	-	200	(200)	15	400	(385)	1,000
50540 Rock31 Programming	-	600	(600)	-	1,200	(1,200)	3,000
50550 Sponsorships	-	-	-	-	-	-	1,000
50560 Staff Expenses	57	223	(166)	255	480	(225)	1,150
50570 Telecommunications	205	205	-	1,845	1,845	-	2,460
50580 Travel	1,884	4,025	(2,141)	16,003	17,725	(1,722)	30,280
50610 Miscellaneous	261	121	140	1,338	1,087	250	1,450
Total Expenditures	87,243	96,118	(8,876)	765,963	800,957	(34,994)	1,114,057
Net Operating Revenue	(19,080)	(25,828)	6,747	64,679	12,753	51,925	25,962
Other Revenue							
70000 Non-Operating Income	124	192	(68)	770,340	1,725	768,615	12,300
Total Other Revenue	124	192	(68)	770,340	1,725	768,615	12,300
Other Expenditures							
80000 Non-Operating Expense	-	-	-	4,000	5,000	(1,000)	10,000
Total Other Expenditures	-	-	-	4,000	5,000	(1,000)	10,000
Net Other Revenue	124	192	(68)	766,340	(3,275)	769,615	2,300
Net Revenue	\$ (18,956)	\$ (25,636)	\$ 6,680	\$ 831,019	\$ 9,478	\$ 821,541	\$ 28,262

Big Sky Economic Development Corporation
Statements of Financial Position - Comparison to Previous Year
As of March 31, 2025

	As of Mar 31, 2025	As of Mar 31, 2024 (PY)	Change	% Change
ASSETS				
Current Assets				
Bank Accounts				
10000 Main Operating - FIB	\$ 169,639	\$ 179,340	\$ (9,701)	-5.41%
10020 Long Term Reserve - FIB	250,000	250,000	-	0.00%
10030 Coulson Park - FIB x0594	178,742	111,608	67,133	60.15%
10050 Opportunity Fund Savings - FIB	60,976	60,946	31	0.05%
10060 RLF Principal - FIB	573,054	334,267	238,788	71.44%
10070 SSBCI Principal - FIB/Stockman	701,127	575,112	126,015	21.91%
10080 Federal EDA RLF Principal- FIB	124,099	273,577	(149,478)	-54.64%
Total Bank Accounts	2,057,637	1,784,849	272,788	15.28%
Accounts Receivable				
10100 Accounts Receivable	75,295	123,000	(47,705)	-38.78%
Total Accounts Receivable	75,295	123,000	(47,705)	-38.78%
Other Current Assets				
10199 Undeposited Funds	8,450	5,000	3,450	69.00%
10200 Fed EDA RLF Portfolio - Current	110,058	65,665	44,393	67.61%
10240 Traditional RLF Portfolio - Current	20,206	9,072	11,135	122.74%
10270 MT RLF Portfolio - Current	2,772	-	2,772	
10300 SSBCI Portfolio - Current	20,956	12,088	8,868	73.36%
10330 SSBCI 2.0 Portfolio - Current	43,056	-	43,056	
10360 Stabilization - Current	-	1,534	(1,534)	-100.00%
10370 Prepaid Expenses	19,236	11,253	7,983	70.94%
Total Other Current Assets	224,734	104,612	120,123	114.83%
Total Current Assets	2,357,666	2,012,461	345,205	17.15%
Other Assets				
10600 Fed EDA RLF - Non-Current	1,724,595	1,735,789	(11,194)	-0.64%
10640 Traditional RLF Portfolio - Non-Current	369,900	167,999	201,902	120.18%
10670 MT RLF Portfolio - Non-Current	60,407	-	60,407	
10700 SSBCI Portfolio - Non-Current	765,883	754,708	11,175	1.48%
10730 SSBCI 2.0 Portfolio - Non-Curre	965,293	-	965,293	
10790 Allowance for Loan Losses	(143,132)	(26,357)	(116,776)	-443.06%
Total Other Assets	3,742,946	2,632,139	1,110,807	42.20%
TOTAL ASSETS	\$ 6,100,612	\$ 4,644,600	\$ 1,456,012	31.35%

Big Sky Economic Development Corporation
Statements of Financial Position - Comparison to Previous Year
As of March 31, 2025

	As of Mar 31, 2025	As of Mar 31, 2024 (PY)	Change	% Change
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
20000 Accounts Payable	\$ 69,766	\$ 101,054	\$ (31,288)	-30.96%
Total Credit Cards	3,363	4,441	(1,078)	-24.27%
Other Current Liabilities				
20150 Due to/Due From EDA	68,365	261,893	(193,528)	-73.90%
20200 Accrued Expenses	4,734	1,000	3,734	373.41%
Total Other Current Liabilities	73,099	262,893	(189,794)	-72.19%
Total Current Liabilities	146,229	368,389	(222,160)	-60.31%
Total Liabilities	146,229	368,389	(222,160)	-60.31%
Equity				
30100 Retained Earnings	5,123,364	3,500,911	1,622,453	46.34%
Net Revenue	831,019	775,300	55,719	7.19%
Total Equity	5,954,383	4,276,211	1,678,172	39.24%
TOTAL LIABILITIES AND EQUITY	\$ 6,100,612	\$ 4,644,600	\$ 1,456,012	31.35%



BIG SKY
ECONOMIC DEVELOPMENT

EDA • EDC CREATING MONTANA BUSINESS OPPORTUNITIES

ATTACHMENT C

FY26 Preliminary Budget

	EDA		EDC		Total	
	FY25 Budget	FY26 Budget	FY25 Budget	FY26 Budget	FY25 Budget	FY26 Budget
Operating Revenue						
Admin/Central Services	1,960,172	2,029,528	250	250	1,960,422	2,029,778
Community Development	365,720	242,720			365,720	242,720
Engagement	71,856	71,220			71,856	71,220
Big Sky Finance	572,256	590,500	824,769	816,180	1,397,025	1,406,680
Member Investor	74,844	71,360	315,000	324,450	389,844	395,810
Recruitment	12,720	12,720			12,720	12,720
Rock31	130,120	130,120			130,120	130,120
Workforce	6,360	6,360			6,360	6,360
APEX Accelerator	939,037	1,188,149			939,037	1,188,149
SBDC	267,120	151,720			267,120	151,720
VBOC	331,425	331,425			331,425	331,425
Total Operating Revenue	4,731,630	4,825,822	1,140,019	1,140,880	5,871,649	5,966,702
Operating Expense						
Admin/Central Services	185,421	155,854	157,941	168,218	343,362	324,072
Community Development	846,270	728,977			846,270	728,977
Engagement	438,636	448,691	99,636	96,500	538,272	545,191
Big Sky Finance	715,387	724,937	691,326	698,748	1,406,713	1,423,685
Member Investor	173,771	146,454	107,374	106,275	281,145	252,729
Recruitment	222,632	212,563	38,280	40,500	260,912	253,063
Rock31	323,652	333,169	13,000	11,500	336,652	344,669
Workforce	174,884	171,953	6,500	6,500	181,384	178,453
APEX Accelerator	1,041,664	1,278,906			1,041,664	1,278,906
SBDC	287,380	303,809			287,380	303,809
VBOC	290,880	303,453			290,880	303,453
Total Operating Expenses	4,700,577	4,808,766	1,114,057	1,128,241	5,814,634	5,937,007
Net Operating Revenue (Expense)	31,053	17,056	25,962	12,639	57,015	29,695
Non-Operating Revenue (Expense)						
Admin/Central Services		83,889		10,175		94,064
Community Development		(15,348)				(15,348)
Engagement		(17,592)				(17,592)
Big Sky Finance		(37,740)		1,898		(35,842)
Member Investor		(7,764)		(10,000)		(17,764)
Recruitment		(11,052)				(11,052)
Rock31		(89,040)				(89,040)
Workforce		(6,900)				(6,900)
APEX Accelerator		(15,756)				(15,756)
SBDC		(13,272)				(13,272)
VBOC		(14,376)				(14,376)
Net Revenue (Expense)		(127,895)		14,712		(113,183)