



EDA/EDC – Joint Board Meeting
Thursday, October 9, 2025
7:30 A.M. to 9:00 A.M.
Rock31/BSED Building
Zoot Training and Event Space (2nd 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

- 7:30 A.M. Call to Order/Pledge of Allegiance/Roll Call – Debbie Desjarlais, EDA Chair**
- 7:32 A.M. Public Comment/Introductions & Special Guest Presentations**
- 7:40 A.M. Changes to Today’s Agenda**
- 7:42 A.M. Consent Items for Board Action** (Action)
- EDA/EDC Joint meeting Minutes- September 11, 2025 (Attachment A) (EDA & EDC)
 - EDA & EDC FY’26 July/August Financial Statements (Attachment B) (EDA & EDC)
 - SBA 504 Reinvestment (Attachment C) (EDA & EDC)
 - Brownfield Recommendation (Attachment D) (EDA & EDC)
- 7:50 A.M. Program Action Items/Reports**
- Executive Director update – Debbie & Jen (Info)
 - FY’26 Budget – Tami (Attachment E) (EDA & EDC)
 - APEX – Brandon (Attachment F) (Info)
- 8:15 A.M. Public Comment**
- 8:20 A.M. Adjourn**

Next EDA/EDC Board Meeting: October 9, 2025, 7:30 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.

ATTACHMENT A

Big Sky EDA/EDC Joint Board Meeting Minutes
September 11th, 2025 - 7:30 A.M. to 9:00 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, Zachary Dunn, Vince Mistretta, Turk Stovall, Ken Lutton, Darin Uselman
Ex-officio – Mike Waters, Dr. Erwin Garcia, Kurt Markegard

EDC – Nick Pancheau, Jennifer Kobza, Andy Gott, Dr. Stefani Hicswa, DJ Clark, Cole Derks, Keagan Harsha, Kim Jakub, Nichole Mehling, Michael Phillips, Molly Schwend, Jerry Simonson, George Warmer, Dr. Bob Wilmouth, Tyler Wiltgen

Committee Members Absent: **EDA** – Riley Bennett, Kate Vogel, Aaron Redland **Ex-officio** – John Brewer, Katy Schreiner, Mike Boyett

EDC – Jennifer Weaver Kondracki, Dave Ballard, Spencer Frederick, Mike Marsh, Mark Morse, Judi Powers, Matt Robertson

Staff and Others Present: Paul Green, Reann Keller, Marcell Bruski, Tyler Wink, Tami Fleetwood, Dianne Lehm, Brandon Berger, Deanna Langman, Thom Maclean, Ashley Kavanagh, Nik Pedersen, Keith Hart, Chris White, Jake Pancheau, Morgan Ditto

Call to Order:

Nick Pancheau, EDC Chair, called the meeting to order at 7:30 A.M.

Public Comment/Introductions & Special Guest Presentation:

- Introduction- Jake Pancheau, Project Manager for a home builder, Google business on the side and part time National Guard.

Agenda Changes for Today's Meeting:

Move Member Investor spotlight to later in the agenda after Executive Director Report.

REGULAR AGENDA

Consent Items for Board Action

Approval to August 14, 2025, EDA/EDC- Joint Board Meeting Minutes

Motion: **Ken Lutton** to approve August 14, 2025, EDA/EDC Joint Board Meeting minutes as presented to the Board.

Second: **DJ Clark**

Discussion: None

Motion: Carried

Big Sky Finance – SBA 504 Loan Considerations

Advanced Practice Physical Therapy, Inc

Motion: **Jerry Simonsen** to approve the increase to previously approved 504 Loan request for Advanced Practice Physical Therapy to a total of \$642,000 as presented to the Board.

Second: **George Warmer**

Discussion: None

Motion: Carried

Executive Director Report – Paul

- Paul shared he is currently in Bozeman along with other BSED staff, attending the Headwaters Tech Hub event and meeting with partners to discuss the Defense Innovation Unit project.
- Nominating Committee Recommendation- Michael Phillips has agreed to a 2nd term on the Board. Debbie Desjarlais and Shannon Christensen are recommended to fill two of the Board vacancies and the committee is working to fill the third spot.

Motion: **Jen Kobza** to approve the Nominating Committee recommendation as presented to the Board.

Second: **Tyler Wiltgen**

Discussion: None

Motion: Carried

- AEDO Reaccreditation- Notification received that they will be recommending BSED for reaccreditation. Once formal accreditation is received a celebration will be held. AEDO site visitors had four recommendations for the organization and BSED staff are already working on suggestions provided.
- Lewistown Visit- Paul and staff met with Vacom and Spika in Lewistown to discuss supply chain needs for current projects. Vacom is photonics vacuum packaging company that currently has one facility but hopes to start work on a new campus next year. This project could mean new opportunities for some of our member investors.
- Defense Innovation Unit- BSED is partnering with MSU-Bozeman who is completing the research portion and BSED will help with supply chain needs.
- BNSF- there may be an upcoming opportunity, but Paul would like to wait until he has more details before sharing with the Board.
- Intermountain Health- Ongoing discussions regarding housing solutions as well as the Right to Try Bill that recently passed that gives patients with a terminal diagnosis the right to try experimental treatment. This could increase traffic to medical facilities in Billings.
- Bus Tour- great feedback received from the two legislators who were able to attend earlier this month. Paul is focusing on encouraging more participation with legislators in BSED events. Tyler

shared that there was a great turnout this year. The tour included two walking tours, Limited Army Aviation Facility and RVU College of Veterinary Medicine.

Guest Presentation

Member Investor Spotlight – Morgan Ditto, CFO and VP of Sundown Security provided an overview of her company. Founded in 1982 by the Kirkwood family, Sundown Security serves the community 24 hours a day and offers armored courier services in addition to security. Focus on partnership relationships. Offers CPTED consultation services.

Program Action Items/Reports

Big Sky Finance – SBA 504 Semiannual Report – Brandon

Brandon provided an overview of SBA 504 portfolio and how it is performing. Portfolio has been stable over the last 6 months. Consists of a total of 134 loans and 2 that are currently passed due 65 days (2 payments). Overall, Brandon feels like we have a strong portfolio and that is reflected in our SBA ratings. In the first 6 months of the year, we had 11 loans payoff and 5 new loans on the books. Average life of our loans is 8-10 years. No issues with concentrations currently, with our highest concentration being car washes followed by accommodations/hospitality. 5 stress loans in catch-up, 1 is delinquent, 0 in liquidation. 5 substandard loans, 2 delinquent. Brandon feels confident in collecting from these 2 delinquent loans. Reviewed SBA ratings. The Lender Purchase rating is a key metric, and Big Sky received the highest rating of 1. A few moderate risk items and no high-risk items currently. With state cuts for the SBA department the turnaround time has increased slightly, from 2-3 days to 5-6 days. Brandon shared that he has found it a little more difficult to communicate with the SBA but there have been no significant impacts.

EDC Electronic Vote – Brandon

Brandon will be sending EDC Board members an electronic vote request next week to approve use of SSBCI funds. Please be on the lookout for this notice.

Public Comment

- BSEDs' Annual Meeting is scheduled for October 2nd. Please RSVP at your earliest opportunity. Marcell will send calendar invites to those who have RSVP'd.
- Jen Kobza thanked everyone who was able to attend the Behind the Build event last month hosted by TKI.

Adjourn:

Motion: **Ken Lutton** to adjourn the meeting.

Nick Pancheau adjourned the meeting at 8:26 A.M.

Next Meeting – October 9, 2025

Respectfully submitted,

Bryan Wood, EDA Secretary/Treasurer

Jennifer Weaver Kondracki, EDC Secretary/Treasurer

ATTACHMENT B



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

Statement of Operations

Net Operating Revenue: \$ 158

Factors Driving Net Operating Revenue:

The net operating revenue for the fiscal year to date through August 31, 2025 resulted in a position better than YTD budgeted net operating expense by approximately \$11.6K. Total revenues are less than budget by \$87K and total expenses are less than budget by \$99K. See below for factors contributing to the variances:

Revenue

- Brownfields revenue for Assessment and RLF grants are less than YTD budget by \$60.5K due to amount of activity during the reporting period. Note that Brownfields is a reimbursement based grant, so revenues are 100% offset by Brownfields expenses.
- APEX revenue is less than YTD budget by \$7.6K. APEX is a reimbursement based grant based on actual activity for the reporting period, so revenues are offset by expenses.
- SBDC revenue is less than YTD budget by \$6K due to a contract amendment that took place July 1, 2025 to reduce the 2025 annual amount. The SBDC performance period is calendar year, so the first six months of the performance period were under the original contract that was higher and more of the contract was reimbursed during that period leaving less for the last six months of the year.
- VBOC revenue is less than YTD budget by \$7.6K. VBOC is a reimbursement based grant based on actual activity for the reporting period, so revenues are offset by expenses.

Expense

- Salaries and employer contributions are underspent by \$15.4K compared to budget since the annual budget has been allocated equally over 12 months, but it includes a contingency amount for staffing changes and overtime that has not been utilized YTD.
- Brownfields expenses are less than YTD budget due to amount of activity during the reporting period.
- Contingency has not been used, so underspent by amounts allocated to this reporting period.
- Federal cooperative agreements are reimbursement based, so underspent by the amount of revenues noted above
- Other expense category variances are reasonable with slight variations over and under

Non-operating income consists of interest income earned on Opportunity Fund CDs, Money Market, and Savings accounts. Non-operating expense consists of Depreciation and Amortization and immaterial bank fees.

Statement of Financial Position

Cash available for operations: \$1,379,530
Opportunity Fund cash and CDs: \$3,367,178
Accounts receivable: \$5048,778
Due from EDC: \$57,558



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 \$541,428. BSEDA's cash position is good and sufficient to meet the needs of the organization.

The accounts receivable balances outstanding at August 31, 2025 include two customer balances that are aged more than 60 days (APEX and VBOC). However, BSEDA received payment for the outstanding balances in September 2025. 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 Months of July and August 2025 and YTD Ended August 31, 2025

	Jul 2025			Aug 2025			YTD			Fiscal Year
	Actual	Budget	over Budget	Actual	Budget	over Budget	Actual	Budget	over Budget	Annual Budget
Income										
40000 County Taxes Mill Levy Revenue	\$ (1,218)	\$ -	\$ (1,218)	\$ 199	\$ -	\$ 199	\$ (1,019)	\$ -	\$ (1,019)	\$ -
40001 Yellowstone County MOU	108,333	108,333	-	108,333	108,333	-	216,666	216,666	-	1,300,000
40020 Health Ins Mill Levy Revenue	7,420	7,818	(398)	7,420	7,818	(398)	14,840	15,636	(796)	93,810
40030 Recovery of Protested Taxes	-	83	(83)	-	83	(83)	-	166	(166)	1,000
40050 Department of Defense - APEX	75,203	81,413	(6,210)	80,000	81,413	(1,413)	155,203	162,826	(7,623)	976,954
40060 EDC Reimbursement	56,790	57,603	(813)	56,255	57,603	(1,348)	113,045	115,206	(2,161)	691,233
40070 EPA Brownfields - Assessment	5,350	16,667	(11,317)	4,432	16,667	(12,235)	9,782	33,334	(23,552)	200,000
40080 EPA Brownfields - Project Mgmt	-	2,500	(2,500)	-	2,500	(2,500)	-	5,000	(5,000)	30,000
40090 EPA Brownfields - RLF	1,441	16,667	(15,226)	-	16,667	(16,667)	1,441	33,334	(31,893)	200,000
40100 APEX Advisor Agreement Support	2,000	2,000	-	2,000	2,000	-	4,000	4,000	-	24,000
40110 MT Dept of Commerce - SBDC	5,794	8,792	(2,998)	5,794	8,792	(2,998)	11,588	17,584	(5,996)	105,500
40120 SBDC Program Income	-	-	-	30	-	30	30	-	30	-
40130 SBA - VBOC	26,744	30,000	(3,256)	25,570	30,000	(4,430)	52,314	60,000	(7,686)	360,000
40140 Rock31 Membership Revenue	8,990	8,417	573	8,228	8,417	(189)	17,218	16,834	384	101,000
40150 Zoot/Other Room Rent Revenue	485	667	(182)	349	667	(318)	834	1,334	(500)	8,000
40160 Rock31 Barista Rent Revenue	-	700	(700)	-	700	(700)	-	1,400	(1,400)	8,400
Total Income	297,332	341,660	(44,328)	298,610	341,660	(43,050)	595,942	683,320	(87,378)	4,099,897
Expenses										
50100 Salaries/Wages	145,100	149,907	(4,807)	143,864	149,907	(6,043)	288,964	299,814	(10,850)	1,798,883
50110 Employer Contributions	45,614	47,946	(2,332)	45,709	47,946	(2,237)	91,323	95,892	(4,569)	575,349
50140 Advertising	-	250	(250)	-	250	(250)	-	500	(500)	3,000
50150 Barista Equipment Maintenance	-	208	(208)	-	208	(208)	-	416	(416)	2,500
50160 Barista Supplies	-	42	(42)	-	42	(42)	-	84	(84)	500
50170 Board Expenses	19	500	(481)	643	500	143	662	1,000	(338)	6,000
50180 Brownfields Assessment Expense	5,350	16,667	(11,317)	4,432	16,667	(12,235)	9,782	33,334	(23,552)	200,000
50190 Brownfields Project Mgmt Exp	-	2,500	(2,500)	-	2,500	(2,500)	-	5,000	(5,000)	30,000
50200 Brownfields RLF Expense	1,441	16,667	(15,226)	-	16,667	(16,667)	1,441	33,334	(31,893)	200,000
50210 Building Art and Decor	-	417	(417)	-	417	(417)	-	834	(834)	5,000
50220 Building Operations/Maintenance	9,480	8,879	601	6,380	8,879	(2,499)	15,860	17,758	(1,898)	106,550
50240 Community Development Projects	2,443	4,583	(2,140)	-	4,583	(4,583)	2,443	9,166	(6,723)	55,000
50250 Community Partner Projects	-	292	(292)	-	292	(292)	-	584	(584)	3,500
50260 Conferences	150	1,333	(1,183)	2,622	1,333	1,289	2,772	2,666	106	15,990
50270 Contingency	-	3,333	(3,333)	-	3,333	(3,333)	-	6,666	(6,666)	40,000
50870 Contribution Expense	-	292	(292)	-	292	(292)	-	584	(584)	3,500
50300 Dues/Subscriptions/Memberships	11,838	9,612	2,226	6,941	9,612	(2,671)	18,779	19,224	(445)	115,345
50400 Event Expense	770	383	387	782	383	399	1,552	766	786	4,600
50410 Hosted Meetings	370	821	(451)	1,531	821	710	1,901	1,642	259	9,850
50430 Insurance	4,784	4,670	114	4,784	4,670	114	9,568	9,340	228	56,035
50440 Marketing	2,712	583	2,129	4,624	583	4,041	7,336	1,166	6,170	7,000
50450 Office Equip & Furn < \$5000	-	1,167	(1,167)	-	1,167	(1,167)	-	2,334	(2,334)	14,000
50460 Office Expense and Supplies	2,374	2,861	(487)	2,272	2,861	(589)	4,646	5,722	(1,076)	34,331
50470 Payroll Processing Expense	2,037	1,835	202	1,733	1,835	(102)	3,770	3,670	100	22,017
50480 Professional Development	142	1,875	(1,733)	125	1,875	(1,750)	267	3,750	(3,483)	22,500
50490 Professional Fees	3,948	5,417	(1,469)	7,368	5,417	1,951	11,316	10,834	482	65,000
50510 Programming - Workforce	259	-	259	-	-	-	259	-	259	-
50530 APEX Subcenter	45,493	43,765	1,728	42,631	43,765	(1,134)	88,124	87,530	594	525,183
50540 Rent	580	876	(296)	858	876	(18)	1,438	1,752	(314)	10,511

Big Sky Economic Development Authority
Statements of Operations - Budget vs. Actual

For the Months of July and August 2025 and YTD Ended August 31, 2025

	Jul 2025			Aug 2025			YTD			Fiscal Year
	Actual	Budget	over Budget	Actual	Budget	over Budget	Actual	Budget	over Budget	Annual Budget
50550 Repairs	1,273	1,333	(60)	2,880	1,333	1,547	4,153	2,666	1,487	16,000
50560 Rock31 Programming	696	250	446	-	250	(250)	696	500	196	3,000
50580 Special Assessments BID	-	375	(375)	-	375	(375)	-	750	(750)	4,500
50590 Sponsorships	500	1,333	(833)	2,750	1,333	1,417	3,250	2,666	584	16,000
50600 Staff Expenses	54	842	(788)	128	842	(714)	182	1,684	(1,502)	10,100
50610 Strategic Priorities	-	1,250	(1,250)	-	1,250	(1,250)	-	2,500	(2,500)	15,000
50630 TEDD	-	50	(50)	-	50	(50)	-	100	(100)	600
50640 Telecommunications	5,125	5,025	100	5,115	5,025	90	10,240	10,050	190	60,305
50650 Travel	7,559	8,705	(1,146)	6,848	8,705	(1,857)	14,407	17,410	(3,003)	104,458
50670 Miscellaneous	436	542	(106)	217	542	(325)	653	1,084	(431)	6,500
Total Expenses	300,547	347,386	(46,839)	295,237	347,386	(52,149)	595,784	694,772	(98,988)	4,168,607
Net Operating Income	(3,215)	(5,726)	2,511	3,373	(5,726)	9,099	158	(11,452)	11,610	(68,710)
Other Income										
70000 Non-Operating Income	5,276	12,500	(7,224)	4,632	12,500	(7,868)	9,908	25,000	(15,092)	150,000
Total Other Income	5,276	12,500	(7,224)	4,632	12,500	(7,868)	9,908	25,000	(15,092)	150,000
Other Expenses										
80000 Non-Operating Expense	22,079	22,080	(1)	22,079	22,080	(1)	44,158	44,160	(2)	264,954
Total Other Expenses	22,079	22,080	(1)	22,079	22,080	(1)	44,158	44,160	(2)	264,954
Net Other Income	(16,803)	(9,580)	(7,223)	(17,447)	(9,580)	(7,867)	(34,250)	(19,160)	(15,090)	(114,954)
Net Income	\$ (20,018)	\$ (15,306)	\$ (4,712)	\$ (14,074)	\$ (15,306)	\$ 1,232	\$ (34,092)	\$ (30,612)	\$ (3,480)	\$ (183,664)

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

	As of Jul 31, 2025	As of Jul 31, 2024 (PY)	Change	% Change
ASSETS				
Current Assets				
Bank Accounts				
10000 Main Operating - FIB	\$ 237,270	\$ 187,698	\$ 49,572	26.41%
10010 Recovered Property Taxes - FIB	627	627	-	0.00%
10020 Operating Reserve - FIB	355,832	253,176	102,656	40.55%
10030 Reserve for Replacement - FIB	184,947	134,758	50,189	37.24%
10040 Pass-through - Cabelas Conduit	4,899	4,897	2	0.04%
10050 Opportunity Fund Savings Accounts	1,175,039	1,146,766	28,273	2.47%
10060 Opportunity Fund CDs-current	2,190,334	2,094,853	95,481	4.56%
10080 Yellowstone County Funds	760,303	721,068	39,235	5.44%
Total Bank Accounts	4,909,251	4,543,844	365,407	8.04%
Accounts Receivable				
10100 Accounts Receivable	78,541	99,608	(21,067)	-21.15%
10110 Accounts Receivable - APEX	327,860	293,213	34,647	11.82%
10120 Accounts Receivable - SBDC	7,029	21,640	(14,611)	-67.52%
10130 Accounts Receivable - VBOC	78,183	82,901	(4,718)	-5.69%
10140 Accounts Receivable - Brownfields	3,461	83,823	(80,362)	-95.87%
Total Accounts Receivable	495,074	581,185	(86,111)	-14.82%
Other Current Assets				
10200 Accrued Revenue	108,333	153,697	(45,364)	-29.52%
10210 Due To/Due From EDC	58,978	66,040	(7,062)	-10.69%
10225 Accrued Interest Receivable	27,430		27,430	
10230 Tax Levy Receivable	16,928	19,364	(2,436)	-12.58%
10240 Tax Levy Receivable - Protested	23,539	3,122	20,417	654.00%
10241 Allowance for Doubtful Accts - Protested Taxes	(23,539)	(3,122)	(20,417)	-654.00%
10260 American Airlines Rev Guarantee	6,887	6,887	-	0.00%
10270 Prepaid Expenses	65,183	70,024	(4,841)	-6.91%
Total Other Current Assets	283,739	316,012	(32,273)	-10.21%
Total Current Assets	5,688,064	5,441,041	247,023	4.54%
Total Fixed Assets	6,050,198	6,311,072	(260,874)	-4.13%
Other Assets				
10600 Deferred Outflow of Resources	293,982	89,782	204,200	227.44%
10630 Deposit	173	173	-	0.00%
10660 Right of Use Asset	10,709	5,089	5,620	110.44%
Total Other Assets	304,864	95,044	209,820	220.76%
TOTAL ASSETS	\$ 12,043,126	\$ 11,847,157	\$ 195,969	1.65%

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

	As of Jul 31, 2025	As of Jul 31, 2024 (PY)	Change	% Change
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Total Accounts Payable	\$ 167,913	\$ 114,768	\$ 53,145	46.31%
Total Credit Cards	5,950	15,734	(9,784)	-62.18%
Other Current Liabilities				
20200 Accrued Expenses	157,854	163,191	(5,337)	-3.27%
20220 Compensated Absences	153,152	185,081	(31,929)	-17.25%
20230 Payroll Liabilities	593	150	443	295.83%
20300 Deferred Revenues	22,000	33,000	(11,000)	-33.33%
Total Other Current Liabilities	333,599	381,422	(47,823)	-12.54%
Total Current Liabilities	507,462	511,923	(4,461)	-0.87%
Long-Term Liabilities				
20500 Deferred Inflow of Resources	20,034	69,377	(49,343)	-71.12%
20600 Pension Liability	900,910	626,208	274,702	43.87%
20700 Lease Liability	10,709	5,089	5,620	110.44%
Total Long-Term Liabilities	931,653	700,674	230,979	32.97%
Total Liabilities	1,439,115	1,212,597	226,518	18.68%
Equity				
30100 Net Assets	7,912,919	7,908,005	4,914	0.06%
30200 Contributed Capital	3,193,580	3,193,580	-	0.00%
30300 Prior Period Adjustment	(482,470)	(482,470)	-	0.00%
Net Income	(20,018)	15,445	(35,463)	-229.60%
Total Equity	10,604,011	10,634,560	(30,549)	-0.29%
TOTAL LIABILITIES AND EQUITY	\$ 12,043,126	\$ 11,847,157	\$ 195,969	1.65%

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

	As of Aug 31, 2025	As of Aug 31, 2024 (PY)	Change	% Change
ASSETS				
Current Assets				
Bank Accounts				
10000 Main Operating - FIB	\$ 230,935	\$ 383,860	\$ (152,925)	-39.84%
10010 Recovered Property Taxes - FIB	627	627	-	0.00%
10020 Operating Reserve - FIB	356,467	253,301	103,166	40.73%
10030 Reserve for Replacement - FIB	184,961	134,769	50,192	37.24%
10040 Pass-through - Cabelas Conduit	4,899	4,897	2	0.04%
10050 Opportunity Fund Savings Accounts	1,176,844	1,149,234	27,610	2.40%
10060 Opportunity Fund CDs-current	2,190,334	2,108,998	81,336	3.86%
10080 Yellowstone County Funds	601,641	519,275	82,366	15.86%
10090 Clearing Account	-	338	(338)	-100.00%
Total Bank Accounts	4,746,708	4,555,299	191,409	4.20%
Accounts Receivable				
10100 Accounts Receivable	146,096	107,959	38,137	35.33%
10110 Accounts Receivable - APEX	235,447	219,380	16,067	7.32%
10120 Accounts Receivable - SBDC	11,588	23,281	(11,693)	-50.22%
10130 Accounts Receivable - VBOC	103,754	83,060	20,694	24.91%
10140 Accounts Receivable - Brownfields	7,893	42,683	(34,790)	-81.51%
Total Accounts Receivable	504,778	476,362	28,416	5.97%
Other Current Assets				
10200 Accrued Revenue	216,667	307,395	(90,728)	-29.52%
10210 Due To/Due From EDC	57,558	62,909	(5,351)	-8.51%
10225 Accrued Interest Receivable	27,430		27,430	
10230 Tax Levy Receivable	12,790	6,984	5,806	83.14%
10240 Tax Levy Receivable - Protested	23,539	3,122	20,417	654.00%
10241 Allowance for Doubtful Accts - Protested Taxes	(23,539)	(3,122)	(20,417)	-654.00%
10260 American Airlines Rev Guarantee	6,887	6,887	-	0.00%
10270 Prepaid Expenses	63,417	68,711	(5,294)	-7.70%
Total Other Current Assets	384,749	452,885	(68,136)	-15.04%
Total Current Assets	5,636,235	5,484,546	151,689	2.77%
Total Fixed Assets	6,028,416	6,289,291	(260,875)	-4.15%
Other Assets				
10600 Deferred Outflow of Resources	293,982	89,782	204,200	227.44%
10630 Deposit	173	173	-	0.00%
10660 Right of Use Asset	10,441	4,959	5,482	110.53%
Total Other Assets	304,596	94,915	209,681	220.92%
TOTAL ASSETS	\$ 11,969,247	\$ 11,868,752	\$ 100,495	0.85%

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

	As of Aug 31, 2025	As of Aug 31, 2024 (PY)	Change	% Change
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Total Accounts Payable	\$ 122,031	\$ 93,905	\$ 28,126	29.95%
Total Credit Cards	9,821	22,739	(12,918)	-56.81%
Other Current Liabilities				
20200 Accrued Expenses	142,328	156,213	(13,885)	-8.89%
20220 Compensated Absences	153,152	185,081	(31,929)	-17.25%
20230 Payroll Liabilities	593	150	443	295.83%
20300 Deferred Revenues	20,000	30,000	(10,000)	-33.33%
Total Other Current Liabilities	316,073	371,444	(55,371)	-14.91%
Total Current Liabilities	447,925	488,088	(40,163)	-8.23%
Long-Term Liabilities				
20500 Deferred Inflow of Resources	20,034	69,377	(49,343)	-71.12%
20600 Pension Liability	900,910	626,208	274,702	43.87%
20700 Lease Liability	10,441	4,959	5,482	110.53%
Total Long-Term Liabilities	931,385	700,544	230,841	32.95%
Total Liabilities	1,379,310	1,188,632	190,678	16.04%
Equity				
30100 Net Assets	7,912,919	7,908,005	4,914	0.06%
30200 Contributed Capital	3,193,580	3,193,580	-	0.00%
30300 Prior Period Adjustment	(482,470)	(482,470)	-	0.00%
Net Income	(34,092)	61,005	(95,097)	-155.88%
Total Equity	10,589,937	10,680,120	(90,183)	-0.84%
TOTAL LIABILITIES AND EQUITY	\$ 11,969,247	\$ 11,868,752	\$ 100,495	0.85%



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

Statement of Operations

Net Operating Revenue: \$ 52,502

Factors Driving Net Operating Revenue:

The net operating revenue for the fiscal year to date through August 31, 2025 is more than the budgeted net operating revenue by approximately \$58K. Total revenues are more than budget by \$22.8K and total expenses are less than budget by \$35K. See below for factors contributing to the variances:

Revenue

- 504 Loan Servicing and Origination are ahead of YTD budget by \$15K due to timing of closings for loans in progress
- Federal EDA RLF loan interest is ahead of YTD budget by \$9.7K due to recapture of interest upon the sale of the collateral tow truck

Expense

- Marketing and Event expenses are less than YTD budget by \$19K due to timing of when expenses occur as compared to allocating the full year budget equally over 12 months
- Other operating expenses variances are reasonable with slight variations over and under resulting in net underspending of \$16K. No notable large variances.

Non-operating income consists primarily of interest income. Non-operating expense consists of bad debt expense.

Statement of Financial Position

Cash available for general operations: \$512,932
Cash designated for loan programs: \$1,720,819
Cash designated for Coulson Park and Opportunity Funds: \$204,050
Accounts receivable: \$63,751
Loan portfolios, net of allowance for loan losses: \$3,671,620
Accounts payable: \$143,555
Due to EDA: \$57,558

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 May 2025. The average monthly cost to BSEDC for the management services agreement is approximately \$55,000-\$60,000.

Big Sky Economic Development Corporation

Statement of Operations - Budget vs. Actual

For the Months of July and August 2025 and YTD Ended August 31, 2025

	Jul 2025			Aug 2025			YTD			Fiscal Year
	Actual	Budget	over Budget	Actual	Budget	over Budget	Actual	Budget	over Budget	Annual Budget
Revenue										
40010 504 Loan Servicing	\$ 32,064	\$ 35,900	\$ (3,836)	\$ 33,067	\$ 35,900	\$ (2,833)	\$ 65,131	\$ 71,800	\$ (6,669)	\$ 430,800
40020 504 Loan Origination	47,020	12,375	34,645	-	12,375	(12,375)	47,020	24,750	22,270	148,500
40040 504 Loan Closing Attorney Fees	10,000	2,083	7,917	-	2,083	(2,083)	10,000	4,166	5,834	25,000
40050 504 Float Income	-	-	-	-	-	-	-	-	-	50,000
41010 Member Investment Pledges	38,502	24,954	13,548	1,500	24,954	(23,454)	40,002	49,908	(9,906)	299,450
41020 Member Investment - Trades	1,241	2,083	(842)	1,455	2,083	(628)	2,696	4,166	(1,470)	25,000
42010 Federal EDA RLF Loan Interest	17,410	8,298	9,112	8,886	8,298	588	26,296	16,596	9,700	99,575
42020 RLF Loan Interest	2,124	3,364	(1,240)	2,106	3,364	(1,258)	4,230	6,728	(2,498)	40,364
42030 MT RLF Loan Interest	352	350	2	347	350	(3)	699	700	(1)	4,200
42040 SSBCI Loan Interest	3,255	378	2,877	3,040	378	2,662	6,295	756	5,539	4,541
42050 SSBCI 2.0 Loan Interest	1,061	1,100	(39)	1,140	1,100	40	2,201	2,200	1	13,200
43010 Donation Income	-	-	-	-	-	-	-	-	-	250
Total Revenue	153,029	90,885	62,144	51,541	90,885	(39,344)	204,570	181,770	22,800	1,140,880
Expenditures										
50140 Advertising	330	750	(420)	-	750	(750)	330	1,500	(1,170)	9,000
50170 Board Expenses	-	83	(83)	-	83	(83)	-	166	(166)	1,000
50240 Business Development Outreach	79	125	(46)	-	125	(125)	79	250	(171)	1,500
50250 Business Recruitment and Expans	18	1,250	(1,232)	-	1,250	(1,250)	18	2,500	(2,482)	15,000
50259 Community Recruitment Projects	-	250	(250)	-	250	(250)	-	500	(500)	3,000
50260 Conferences	1,035	1,131	(96)	35	1,131	(1,096)	1,070	2,262	(1,192)	13,575
50270 Contingency	-	1,667	(1,667)	-	1,667	(1,667)	-	3,334	(3,334)	20,000
50300 Dues/Subscriptions/Memberships	2,578	2,014	564	3,151	2,014	1,137	5,729	4,028	1,701	24,163
50330 EDA Reimbursement	56,790	57,603	(813)	56,255	57,603	(1,348)	113,045	115,206	(2,161)	691,233
50340 Event Expense	79	3,792	(3,713)	(200)	3,792	(3,992)	(121)	7,584	(7,705)	45,500
50360 Hosted Meeting Expense	544	667	(123)	1,198	667	531	1,742	1,334	408	8,000
50380 Insurance	1,983	2,000	(17)	1,983	2,000	(17)	3,966	4,000	(34)	24,000
50390 Loan Expenses	(4,403)	833	(5,236)	184	833	(649)	(4,219)	1,666	(5,885)	10,000
50400 Marketing	2,440	7,167	(4,727)	483	7,167	(6,684)	2,923	14,334	(11,411)	86,000
50410 Membership Development	-	708	(708)	23	708	(685)	23	1,416	(1,393)	8,500
50420 Member Investor Trades	1,241	2,083	(842)	1,455	2,083	(628)	2,696	4,166	(1,470)	25,000
50450 Office Expense and Supplies	-	42	(42)	-	42	(42)	-	84	(84)	500
50460 Postage	20	15	5	-	15	(15)	20	30	(10)	175
50470 Professional Development	-	667	(667)	2,146	667	1,479	2,146	1,334	812	8,000
50480 Professional Fees	14,734	5,667	9,067	4,734	5,667	(933)	19,468	11,334	8,134	68,000
50500 Rent	239	280	(41)	243	280	(37)	482	560	(78)	3,360
50510 Rock31 Business Accelerator	-	667	(667)	-	667	(667)	-	1,334	(1,334)	8,000
50520 Rock31 Business Incubation	-	-	-	-	-	-	-	-	-	-
50530 Rock31 Member Appreciation	-	83	(83)	-	83	(83)	-	166	(166)	1,000
50540 Rock31 Programming	-	83	(83)	-	83	(83)	-	166	(166)	1,000
50550 Sponsorships	-	83	(83)	350	83	267	350	166	184	1,000
50555 SSBCI Servicing Fee	-	321	(321)	-	321	(321)	-	642	(642)	3,850
50560 Staff Expenses	-	100	(100)	15	100	(85)	15	200	(185)	1,200
50570 Telecommunications	140	190	(50)	140	190	(50)	280	380	(100)	2,280
50580 Travel	912	3,100	(2,188)	806	3,100	(2,294)	1,718	6,200	(4,482)	37,200
50610 Miscellaneous	144	146	(2)	164	146	18	308	292	16	1,750
Total Expenditures	78,903	93,567	(14,664)	73,165	93,567	(20,402)	152,068	187,134	(35,066)	1,122,786
Net Operating Revenue	74,126	(2,682)	76,808	(21,624)	(2,682)	(18,942)	52,502	(5,364)	57,866	18,094

Big Sky Economic Development Corporation
Statement of Operations - Budget vs. Actual

For the Months of July and August 2025 and YTD Ended August 31, 2025

	Jul 2025			Aug 2025			YTD			Fiscal Year
	Actual	Budget	over Budget	Actual	Budget	over Budget	Actual	Budget	over Budget	Annual Budget
Other Revenue										
70000 Non-Operating Income	18,312	100	18,212	409	100	309	18,721	200	18,521	12,073
Total Other Revenue	18,312	100	18,212	409	100	309	18,721	200	18,521	12,073
Other Expenses										
80000 Non-Operating Expense	-	833	(833)	-	833	(833)	-	1,666	(1,666)	10,000
Total Other Expenses	-	833	(833)	-	833	(833)	-	1,666	(1,666)	10,000
Net Other Revenue	18,312	(733)	19,045	409	(733)	1,142	18,721	(1,466)	20,187	2,073
Net Revenue	\$ 92,438	\$ (3,415)	\$ 95,853	\$ (21,215)	\$ (3,415)	\$ (17,800)	\$ 71,223	\$ (6,830)	\$ 78,053	\$ 20,167

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

	As of Jul 31, 2025	As of Jul 31, 2024 (PY)	Change	% Change
ASSETS				
Current Assets				
Bank Accounts				
10000 Main Operating - FIB	\$ 188,984	\$ 100,795	\$ 88,188	87.49%
10020 Long Term Reserve - FIB	250,000	235,000	15,000	6.38%
10030 Coulson Park - FIB x0594	143,050	111,646	31,404	28.13%
10050 Opportunity Fund Savings - FIB	60,987	60,956	31	0.05%
10060 RLF Principal - FIB	666,856	249,396	417,460	167.39%
10070 SSBCI Principal - FIB/Stockman	791,526	618,595	172,930	27.96%
10080 Federal EDA RLF Principal- FIB	244,627	169,399	75,228	44.41%
Total Bank Accounts	2,346,029	1,545,788	800,241	51.77%
Accounts Receivable				
10100 Accounts Receivable	79,751	72,000	7,751	10.77%
Total Accounts Receivable	79,751	72,000	7,751	10.77%
Other Current Assets				
10199 Undeposited Funds	2,500	6,000	(3,500)	-58.33%
10200 Fed EDA RLF Portfolio - Current	278,781	227,032	51,750	22.79%
10240 Traditional RLF Portfolio - Current	77,431	47,555	29,876	62.82%
10270 MT RLF Portfolio - Current	10,649	-	10,649	
10300 SSBCI Portfolio - Current	49,429	42,729	6,699	15.68%
10330 SSBCI 2.0 Portfolio - Current	135,474	132,895	2,578	1.94%
10370 Prepaid Expenses	9,755	6,923	2,832	40.91%
Total Other Current Assets	564,019	463,135	100,884	21.78%
Total Current Assets	2,989,799	2,080,923	908,876	43.68%
Other Assets				
10600 Fed EDA RLF - Non-Current	1,494,806	1,624,252	(129,446)	-7.97%
10640 Traditional RLF Portfolio - Non-Current	285,648	218,291	67,357	30.86%
10670 MT RLF Portfolio - Non-Current	48,824	-	48,824	
10700 SSBCI Portfolio - Non-Current	717,913	709,993	7,920	1.12%
10730 SSBCI 2.0 Portfolio - Non-Curre	826,616	867,442	(40,826)	-4.71%
10790 Allowance for Loan Losses	(212,808)	(143,132)	(69,676)	-48.68%
Total Other Assets	3,160,998	3,276,846	(115,848)	-3.54%
TOTAL ASSETS	\$ 6,150,797	\$ 5,357,768	\$ 793,029	14.80%

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

	As of Jul 31, 2025	As of Jul 31, 2024 (PY)	Change	% Change
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Total Accounts Payable	\$ 83,686	\$ 80,107	\$ 3,579	4.47%
Total Credit Cards	1,077	6,397	(5,320)	-83.17%
Other Current Liabilities				
20150 Due to/Due From EDA	58,978	66,040	(7,062)	-10.69%
20200 Accrued Expenses	19,021	-	19,021	
Total Other Current Liabilities	77,999	66,040	11,959	18.11%
Total Current Liabilities	162,762	152,545	10,217	6.70%
Total Liabilities	162,762	152,545	10,217	6.70%
Equity				
30100 Retained Earnings	5,895,597	5,123,364	772,233	15.07%
Net Revenue	92,438	81,859	10,579	12.92%
Total Equity	5,988,035	5,205,224	782,811	15.04%
TOTAL LIABILITIES AND EQUITY	\$ 6,150,797	\$ 5,357,768	\$ 793,029	14.80%

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

	As of Aug 31, 2025	As of Aug 31, 2024 (PY)	Change	% Change
ASSETS				
Current Assets				
Bank Accounts				
10000 Main Operating - FIB	\$ 262,932	\$ 275,447	\$ (12,515)	-4.54%
10020 Long Term Reserve - FIB	250,000	235,000	15,000	6.38%
10030 Coulson Park - FIB x0594	143,061	128,655	14,406	11.20%
10050 Opportunity Fund Savings - FIB	60,989	60,959	30	0.05%
10060 RLF Principal - FIB	667,207	783,143	(115,936)	-14.80%
10070 SSBCI Principal - FIB/Stockman	808,966	535,510	273,455	51.06%
10080 Federal EDA RLF Principal- FIB	244,646	187,359	57,288	30.58%
Total Bank Accounts	2,437,802	2,206,073	231,728	10.50%
Accounts Receivable				
10100 Accounts Receivable	63,751	38,500	25,251	65.59%
Total Accounts Receivable	63,751	38,500	25,251	65.59%
Other Current Assets				
10199 Undeposited Funds	5,500	3,000	2,500	83.33%
10200 Fed EDA RLF Portfolio - Current	261,785	211,091	50,695	24.02%
10240 Traditional RLF Portfolio - Current	70,592	43,351	27,241	62.84%
10270 MT RLF Portfolio - Current	9,709	-	9,709	
10300 SSBCI Portfolio - Current	44,529	39,151	5,378	13.74%
10330 SSBCI 2.0 Portfolio - Current	124,008	122,938	1,070	0.87%
10370 Prepaid Expenses	7,254	7,090	164	2.31%
Total Other Current Assets	523,376	426,619	96,756	22.68%
Total Current Assets	3,024,928	2,671,193	353,736	13.24%
Other Assets				
10600 Fed EDA RLF - Non-Current	1,494,806	1,624,252	(129,446)	-7.97%
10640 Traditional RLF Portfolio - Non-Current	285,648	218,291	67,357	30.86%
10670 MT RLF Portfolio - Non-Current	48,824	-	48,824	
10700 SSBCI Portfolio - Non-Current	717,913	711,509	6,403	0.90%
10730 SSBCI 2.0 Portfolio - Non-Curre	826,616	868,958	(42,343)	-4.87%
10790 Allowance for Loan Losses	(212,808)	(143,132)	(69,676)	-48.68%
Total Other Assets	3,160,998	3,279,879	(118,881)	-3.62%
TOTAL ASSETS	\$ 6,185,926	\$ 5,951,071	\$ 234,855	3.95%

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

	As of Aug 31, 2025	As of Aug 31, 2024 (PY)	Change	% Change
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Total Accounts Payable	\$ 143,555	\$ 68,869	\$ 74,686	108.45%
Total Credit Cards	1,988	8,752	(6,764)	-77.29%
Other Current Liabilities				
20150 Due to/Due From EDA	57,558	62,909	(5,350)	-8.51%
20200 Accrued Expenses	16,005	(2,500)	18,505	740.19%
Total Other Current Liabilities	73,563	60,409	13,154	21.78%
Total Current Liabilities	219,106	138,029	81,077	58.74%
Total Liabilities	219,106	138,029	81,077	58.74%
Equity				
30100 Retained Earnings	5,895,597	5,123,364	772,233	15.07%
Net Revenue	71,223	689,678	(618,455)	-89.67%
Total Equity	5,966,820	5,813,042	153,778	2.65%
TOTAL LIABILITIES AND EQUITY	\$ 6,185,926	\$ 5,951,071	\$ 234,855	3.95%

ATTACHMENT C

Big Sky Economic Development Corporation
EDC Investment in Economic Development - Reinvestment of SBA 504 Program Net Income
FY26 Budget

	Engagement	Big Sky Finance	G&A	Member Investor	Business Recruitment	Rock31	Total
Operating Revenue							
504 Loan Servicing		430,800					430,800
504 Loan Origination		148,500					148,500
504 Loan Processing Fee Income							-
504 Loan Closing Attorney Fees		25,000					25,000
Federal EDA RLF Loan Origination		-					-
Float Income		50,000					50,000
Member Investment				299,450			299,450
Member Investment - Trade				25,000			25,000
Federal EDA RLF Loan Interest		99,575					99,575
RLF (Yellowstone County) Loan Interest		29,564					29,564
RLF (Montana) Loan Interest		15,000					15,000
SSBCI Orig Fees/Loan Interest		17,741					17,741
Donation			250				250
Grant Administration							-
Total Revenue	-	816,180	250	324,450	-	-	1,140,880
Operating Expenses							
Advertising	9,000						9,000
Board Expense - Appreciation & Meetings			500				500
Board Expense - Planning			500				500
Business Accelerator						8,000	8,000
Business Development Outreach		1,500					1,500
Business Recruitment and Expansion					15,000		15,000
Community Recruitment Projects					3,000		3,000
Conferences	4,000	4,500		75	5,000		13,575
Contingency			20,000				20,000
Dues and Subscriptions	100	21,483	2,580				24,163
EDA Reimbursement	63,015	418,872	90,185	119,161			691,233
Event Expense	39,000	5,000				1,500	45,500
Hosted Meetings	500	500	1,000	1,000	5,000		8,000
Insurance			24,000				24,000
Loan Processing Expense		10,000					10,000
Marketing - Departmental	19,000						19,000
Marketing - Organizational	67,000						67,000
Membership Development				8,500			8,500
Member Investor Trades				25,000			25,000
Office Expense and Supplies		200	300				500
Postage		125		50			175
Professional Development		6,500		1,500			8,000
Professional Fees - Accounting			33,000				33,000
Professional Fees - Consulting					5,000		5,000
Professional Fees - Legal		2,500			2,500		5,000
Professional Fee - 504 Closing		25,000					25,000
Programming - Workforce							-
Rent/Parking Garage		3,360					3,360
Rock31 Member Appreciation						1,000	1,000
Rock31 Programming						1,000	1,000
Sponsorships	1,000						1,000
SSBCI Servicing Fee		3,850					3,850
Staff Expenses	1,000	150		50			1,200
Telecommunications	900	780		600			2,280
Travel	500	15,000		4,000	17,700		37,200
Miscellaneous		1,200		550			1,750
Total Operating Expenses	205,015	520,520	172,065	160,486	53,200	11,500	1,122,786
Net Operating Revenue	(205,015)	295,660	(171,815)	163,964	(53,200)	(11,500)	18,094

SBA 504 Program Contribution to Economic Development	
504 Loan Servicing	\$ 430,800
504 Loan Origination	148,500
504 Loan Closing Attorney Fees	25,000
Float Income	50,000
Total 504 Program-related Revenue	<u>\$ 654,300</u>
Total Big Sky Finance Revenue	\$ 816,180
Total 504 Program-related Revenue	\$ 654,300
504-related Percentage of Total	80.17%
Total Big Sky Finance Expense	\$ 520,520
Total 504 Program-related Expense (80.17%)	\$ 417,281
Total 504 Program-related Revenue	\$ 654,300
Total 504 Program-related Expense 80.17%)	(417,281)
Allowable for Economic Reinvestment	<u>\$ 237,019</u>
EDC Investment in Economic Development:	
Business Recruitment	53,200
Engagement	172,319
Rock31 Entrepreneurial Program	11,500
Amount Used for Economic Reinvestment	<u>\$ 237,019</u>

ATTACHMENT D

**Recommendation for Brownfield Community Wide Assessment
Qualified Environmental Professional**

Date: September 23, 2025
Memo to: BSED Executive Committee
From: Thom MacLean, Community Development
RE: Qualified Environmental Professional recommendation for Brownfield Assessment Grant

The Brownfield Review Committee recommends that Big Sky Economic Development contract with Granite Peak Environmental to serve as the Qualified Environmental Professional (QEP) for our Brownfield Community Wide Assessment grant. Our Brownfield CWA grant is for \$500,000, of which about \$436,000 is dedicated to contractual obligations. The bulk of that amount will go to the selected QEP for assessment work, cleanup planning, community outreach, and other tasks. We request Board approval to establish a contract with Granite Peak Environmental for their services.

Brownfield Review Committee:

- Wyeth Friday
- Zack Dunn
- Vince Mistretta
- Dianne Lehm
- Thom MacLean

BSED published a Request for Qualifications (RFQ) for environmental consultants in August with a deadline of September 11, 2025. We received four responses – Granite Peak Environmental, Hydrometrics, WWC Engineering, and WGM Group. The Statements of Qualifications were sent to the Brownfield Review Committee for review and scoring. We met on September 23rd to review the scores. Granite Peak was the top choice of all committee members. Hydrometrics and WGM were second and third. Because Granite Peak was the consensus top choice, we did not elect to conduct interviews with the firms. Granite Peak displayed much more relevant experience and expertise.

Though not a deciding factor in their selection, Granite Peak also serves as the QEP for our EPA Brownfield Revolving Loan Fund grant. This will provide some efficiencies in our overall Brownfield program.

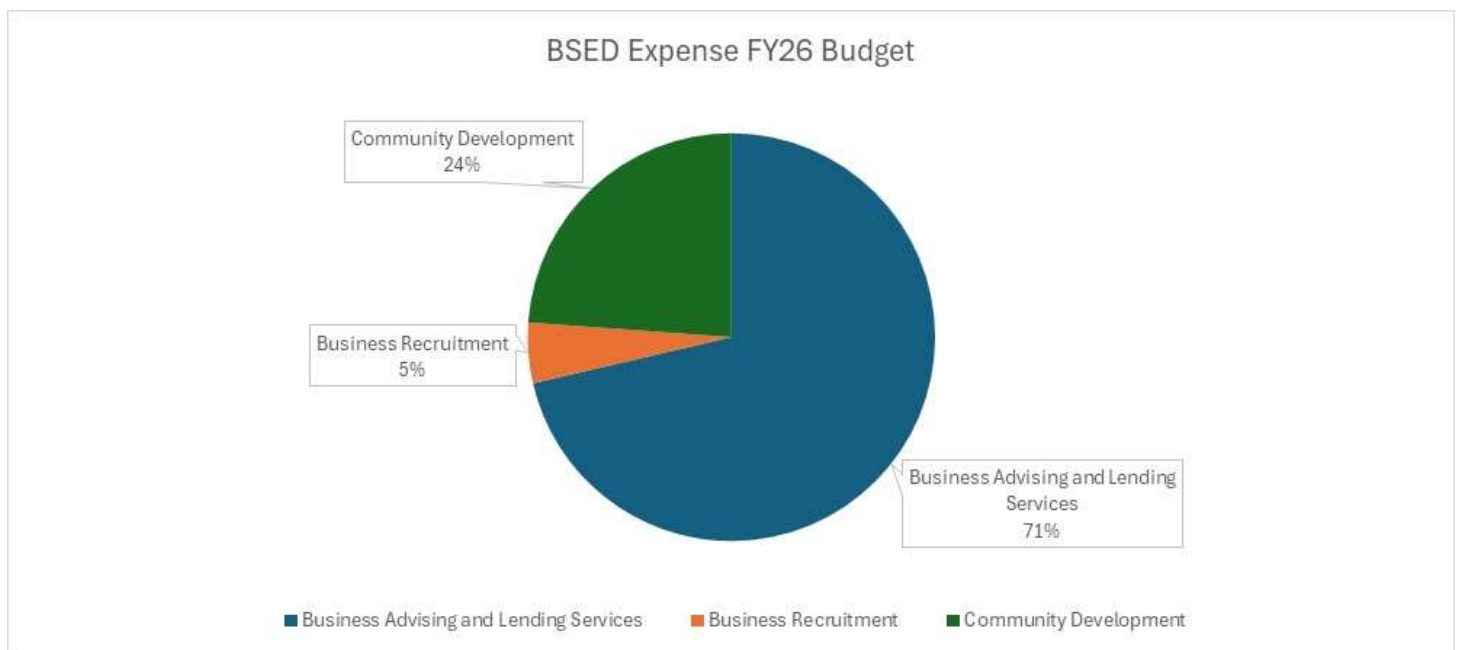
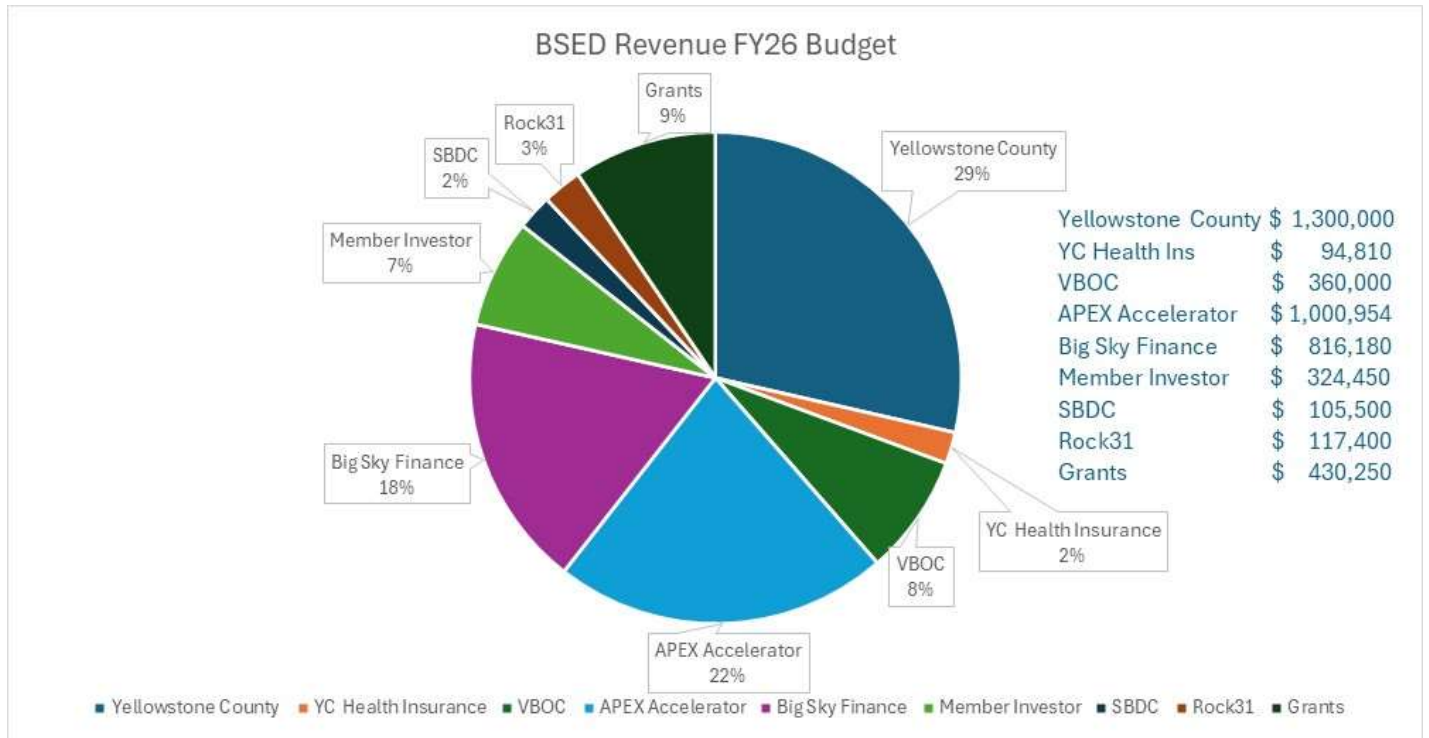


BIG SKY
ECONOMIC DEVELOPMENT

EDA • EDC CREATING MONTANA BUSINESS OPPORTUNITIES

ATTACHMENT E

Allocation of Resources



FY26 Organizational Budget

Resource Allocation Framework

Values that Guide Budget Priorities

- Retain and develop our team
- Allocate resources where we can have the greatest impact
- Create margin to manage uncertainties
- Retain leadership role in our community to build/rebuild our economic future

Key Assumptions

EDA Revenue Assumptions

- County Mill Levy revenue structure was eliminated and replaced with a contract with Yellowstone County. Entitlement revenue was also eliminated. These changes resulted in a decrease of approximately 30%, or approximately \$544,000, compared to FY25.
- Funding from Federal and State partners budgeted at approximately \$1,900,000
 - Federal and State partners: Department of Defense (APEX), U.S. EPA (Brownfields Assessment and RLF), and Small Business Administration (VBOC and SBDC)
 - VBOC and Brownfields Assessment are fully reimbursement-based programs. VBOC receives indirect cost allocation. Brownfields RLF has a lending component that has not been utilized yet
 - APEX and SBDC are reimbursement-based with a matching component. APEX receives indirect cost allocation as well
 - Uncertainties do exist for the Federal programs, but the preliminary budget assumes the awards will be honored
- Anticipated full occupancy/membership for Rock 31

EDA Expense Assumptions

- Staff salary/fringe adjustments – decrease of approximately \$350,000 over FY25 actual for base salary/fringe
 - Reduction in staff by 5 full-time employees occurred in response to the revenue cuts by Yellowstone County
 - Salary increases include some market adjustments and/or merit increases deemed to be warranted due to additional responsibility, certifications earned, etc. All proposed salary adjustments were reviewed and recommended by the Board's Salary Review Committee
- Included expense contingency of \$40,000 (consistent with FY25 budget)
- Included strategic priorities budget of \$15,000 (consistent with FY25 budget)
- Occupancy costs for building operations and maintenance budget of approximately \$241,000 (maintenance, janitorial, security, utilities, insurance, repairs, telecommunications, etc.)

EDC Revenue Assumptions

- Growth assumption for Member-Investor revenue – 6 new member investors while maintaining current membership level
 - \$324,450 Member-Investor revenue inclusive of member investor trades for services (3% increase from net revenue of \$315,000 in FY25)
- Growth assumption for Big Sky Finance SBA 504 program – approximately \$20,000 new revenue across the program
 - \$148,500 SBA 504 Loan origination fee revenue (increase from \$135,000 in FY25)
 - \$430,800 SBA 504 Loan servicing revenue (increase from \$424,000 in FY25)
- Interest revenue from existing Federal EDA RLF, RLF, and SSBCI loans approximately \$161,880 (decrease from \$187,769 in FY25)
 - Funds available to lend from balance of principal repayments for other loan types:
 - Federal EDA RLF approx. \$150,000
 - Traditional and MT RLF approx. \$570,000
 - SSBCI approx. \$680,000
 - Interest revenue will be added to the bottom line as funds are loaned out

EDC Expense Assumptions

- Included expense contingency of \$20,000 (same as FY25)
- EDA Reimbursement:

EDA-EDC Cost Sharing

	Salary	Fringe	Rent	Phone & Internet	Liability Insurance
Senior Director of Business Finance	100%	100%	100%	100%	100%
Loan Officers (2)	100%	100%	100%	100%	100%
Business & Development Manager	100%	100%	100%	100%	100%
Senior Director of Business & Development & Communications	25%	25%	25%	25%	25%
Marketing Manager	25%	25%	25%	25%	25%
Executive Director	25%	25%	-	-	-
Senior Director of Finance	25%	25%	-	-	-

FY26 Budget

	EDA		EDC		Total	
	FY25 Budget	FY26 Budget	FY25 Budget	FY26 Budget	FY25 Budget	FY26 Budget
Operating Revenue						
Admin/Central Services	1,960,172	1,416,625	250	250	1,960,422	1,416,875
Community Development	365,720	445,900			365,720	445,900
Engagement	71,856	75,735			71,856	75,735
Big Sky Finance	572,256	418,872	824,769	816,180	1,397,025	1,235,052
Member Investor	74,844	125,521	315,000	324,450	389,844	449,971
Recruitment	12,720	3,180			12,720	3,180
Rock31	130,120	123,760			130,120	123,760
Workforce	6,360	-			6,360	-
APEX Accelerator	939,037	1,018,444			939,037	1,018,444
SBDC	267,120	111,860			267,120	111,860
VBOC	331,425	360,000			331,425	360,000
Total Operating Revenue	4,731,630	4,099,897	1,140,019	1,140,880	5,871,649	5,240,777
Operating Expense						
Admin/Central Services	185,421	146,053	157,941	172,065	343,362	318,118
Community Development	846,270	920,897			846,270	920,897
Engagement	438,636	368,584	99,636	205,015	538,272	573,599
Big Sky Finance	715,387	531,603	691,326	520,520	1,406,713	1,052,123
Member Investor	173,771	149,358	107,374	160,486	281,145	309,844
Recruitment	222,632	131,500	38,280	53,200	260,912	184,700
Rock31	323,652	250,460	13,000	11,500	336,652	261,960
Workforce	174,884	-	6,500	-	181,384	-
APEX Accelerator	1,041,664	1,142,708			1,041,664	1,142,708
SBDC	287,380	179,292			287,380	179,292
VBOC	290,880	348,152			290,880	348,152
Total Operating Expenses	4,700,577	4,168,607	1,114,057	1,122,786	5,814,634	5,291,393
Net Operating Revenue (Expense)	31,053	(68,710)	25,962	18,094	57,015	(50,616)

FY26 Opportunities and Challenges

Opportunities

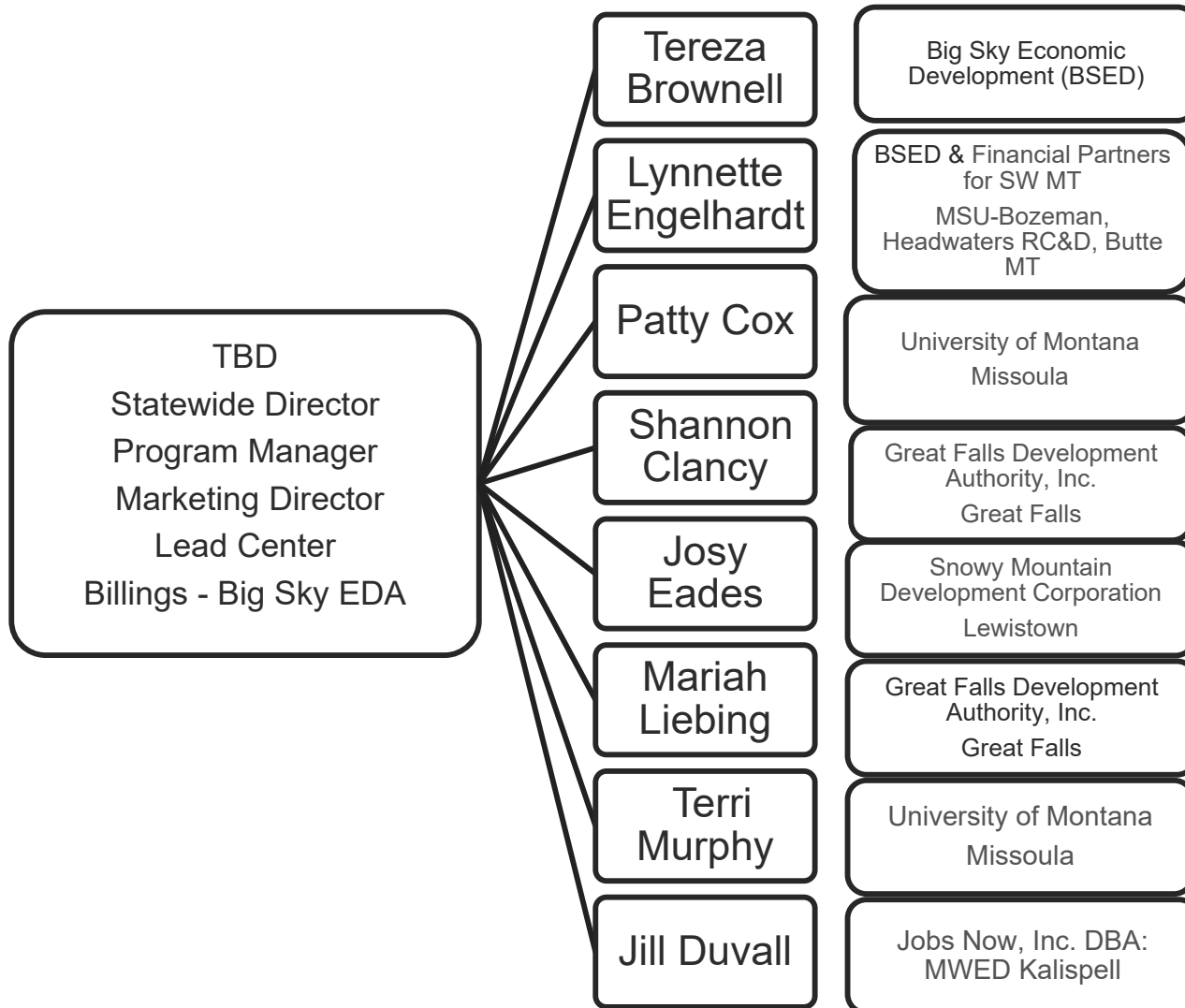
- Accomplishing important mission driven work plan and goals and community development centered strategic priorities
- Building capacity
 - Retaining our talent
 - Investing in the professional development of our team
 - Building BSED awareness
- Grow the Big Sky Finance program
- Sustain and grow the Member Investor program

Challenges

- Continued commitment to fund the work of BSED after facing budget cuts and reduction of our team
- Staff retention during an incredibly competitive market for talent
- Uncertainties with Federal programs

ATTACHMENT F

MONTANA APEX ACCELERATOR ORG CHART



Big Sky Economic Development Authority holds the Cooperative Agreement with DOD.

Subrecipients to Big Sky EDA

University of Montana
 Great Falls Development Authority Inc.
 Snowy Mountain Corporation
 Jobs Now, Inc. DBA MWED

 Financial Partners for SW
 Location are: MSU-Bozeman
 and Headwaters RC&D, Butte