

## EDA/EDC - Joint Board Meeting

& Holiday Breakfast

Thursday, December 11, 2025
7:30 A.M. to 9:00 A.M.
Rock31/BSED Building
Zoot Training & Event Space (2<sup>nd</sup> 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.

Holiday Breakfast/Welcome - Brandon

7:30 A.M.

9:00 A.M.

**Adjourn** 

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**

| 7:45 A.M. | Call to Order/Pledge of Allegiance/Roll Call – Debbie Desjarlais, EDA   | Chair  |
|-----------|---|--|
| 7:47 A.M. | Public Comment/Introductions & Special Guest Presentations  Public Comment/Introductions  New EDC Board Members  Board Member Recognition – Board Members ending a term, Committee service  Guest Presentation – Melanie Williardson, Billings Public School Credit               |  |
| 8:10 A.M. | Changes to Today's Agenda   |  |
| 8:12 A.M. | <ul> <li>Consent Items for Board Action</li> <li>EDA/EDC Joint meeting Minutes- November 13, 2025</li> <li>EDA/EDC FY'26 September/October Financial Statements</li> </ul>  | (Action)<br>(Attachment A) (EDA & EDC)<br>(Attachment B) (EDA & EDC)       |
| 8:15 A.M. | <ul> <li>Executive Director Report – Brandon</li> <li>Approval of Search Committee Members/Scope of Work</li> <li>Nominating Committee Update</li> </ul>  | (Attachment C) (EDA & EDC)<br>(Info)                                       |
| 8:30 A.M. | <ul> <li>Program Action Items/Reports</li> <li>Big Sky Finance – SSBCI Loan Approval         <ul> <li>SBA 504 Loan Approval</li> </ul> </li> <li>MT APEX – Tereza</li> <li>Community Development – Dianne</li> <li>Business Development &amp; Communications – Marcell</li> </ul> | (Handout) (EDC Only)<br>(Handout) (EDC Only)<br>(Info)<br>(Info)<br>(Info) |

Next EDA/EDC Joint Board Meeting – January 8, 2026 (7:30 A.M. to 9:00 A.M.) Location-Zoot Training & Event Space, BSED Building, 2<sup>nd</sup> Floor. 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 email Reann Keller, <a href="mailto:reann@bigskyeda.org">reann@bigskyeda.org</a>, or call Big Sky Economic Development at 406-256-6871.



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## **ATTACHMENT A**



# Big Sky EDA/EDC Joint Board Meeting Minutes November 13th, 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, Riley Bennett, Aaron Redland,

Vince Mistretta, Ken Lutton, Darin Uselman

Ex-officio – Mike Waters, John Brewer, Katy Schreiner, Mike Boyett,

**EDC** – Nick Pancheau, Jennifer Kobza, Andy Gott, Dr. Stefani Hicswa, Dave

Ballard, Cole Derks, Kim Jakub, Mark Morse, Michael Phillips, Molly Schwend, Jerry Simonson, George Warmer, Dr. Bob Wilmouth

Committee Members Absent: EDA - Bryan Wood, Kate Vogel, Zachary Dunn, Turk Stovall

Ex-officio - Dr. Erwin Garcia, Kurt Markegard

**EDC** – Jennifer Weaver Kondracki, DJ Clark, Spencer Frederick, Keagan Harsha, Mike Marsh, Nichole Mehling, Judi Powers, Matt Robertson, Tyler

Wiltgen

**Staff and Others Present:** Chris White, Reann Keller, Tyler Wink, Dianne Lehm, Brandon Berger,

Marcell Bruski, Tereza Brownell, Thom Maclean, Heith Hart, Rick Brown,

Lorene Hintz, Ashley Kavanagh, Bill Siebrasse, Mitzi Racine

### Call to Order:

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

### **Public Comment/Introductions & Special Guest Presentation:**

- Staff Announcement Tereza Brownell is officially the MT APEX Statewide Program Director.
- Staff Announcement Brandon shared that Ashley Kavanagh resigned and Thom MacLean has decided to retire. This is their last Board meeting and week at BSED. Thanked them for their service.
- Introduction Bill Siebrasse with R & R Taylor Construction.
- Guest Presentation Mitzi Racine, Executive Director of Intermountain Community Development Foundation shared information regarding the 2<sup>nd</sup> Annual Family Giving for the Holidays initiative. Food donations and financial support are received to help provide holiday meals, clothing and gifts to families in need. This year's goal is to reach more than 50 families.

### Agenda Changes for Today's Meeting:

None

#### **REGULAR AGENDA**

#### **Consent Agenda Items for Board Action**

- Approval to October 9, 2025, EDA/EDC- Joint Board Meeting Minutes
- Approval of Board Resolution to Update Bank Signers

Motion: Mark Morse to approve both the October 9th, 2025, EDA/EDC Joint Board Meeting minutes

and the Board Resolution to update bank signers as presented to the Board.

Second: Darin Uselman

Discussion: None Motion: Carried

## **Executive Director Report**

**Beartooth RC&D MOU** – Brandon shared that this MOU includes contributions from Yellowstone County, City of Billings, City of Laurel and BSED. The other three organizations typically sign the MOU at the beginning of the year and BSED signs our part of the agreement at the beginning of our FY. The county, the city of Billings and Laurel have each signed the MOU for 2025 but when Beartooth reached out in June, Paul Green decided not to sign this agreement. Beartooth has since contacted BSED to see if we would reconsider this decision. Various BSED programs have partnered with Beartooth RC&D and this has been a good partnership over the years but this may be something to look at in future years to see if there are services that BSED could offer directly to Yellowstone County. Recommendation made to sign the contract for 2025 but continue looking into this going forward.

Motion: Riley Bennett to approve the signing of the 2025 Beartooth RC&D MOU as presented to the

Board.

Second: **Ken Lutton**Discussion: None
Motion: Carried

**Nominating Committee Recommendation for EDC** – Reviewed the Nominating Committee recommendation to fill the EDC vacancies and requested Board approval to forward the recommendation to Member Investors for their vote.

Motion: Mark Morse to approve the Nominating Committee recommendation for EDC as presented

to the Board and forward to membership for their vote.

Second: **Jen Kobza**Discussion: None
Motion: Carried

**Nominating Committee Recommendation for Executive Committee –** Reviewed the Nominating Committee recommendation for the 2026 Executive Committee.

Motion: Ken Lutton to approve the Nominating Committee recommendation for 2026 Executive

Committee as presented to the Board.

Second: **Dave Ballard**Discussion: None
Motion: Carried

Big Sky Finance Underwriting Contract – Brandon shared that with him acting as Interim Executive Director as well as being down a Loan Officer, there has been more of a demand on Big Sky Finance, and they want to ensure that they are continuing to meet their clients' needs. BSF has been looking into the option of contracting with a third party to help provide underwriting services on a case-by-case basis. This would also need to be submitted to the SBA for their approval. They would work directly with BSED and there would be no direct interaction with lenders or borrowers. Contracting with this company would also help delay the hiring of a new BSF staff member for the time being. Discussion regarding whether there was a local company that could provide this service, and it was noted that there is not currently a local option.

Motion: **Michael Phillips** to approve the request to contract services with third party underwriter as

presented to the Board. Second: Mark Morse Discussion: None Motion: Carried

**Staffing Update** – Brandon provided information regarding the current staff members and vacant positions. The APEX Advisor and Community Development Manager positions will be a priority to fill. Plan to hire one APEX Advisor soon and look to hire an additional advisor later in the year. Instead of having a remote advisor, we would like to have them located in Billings.

### **Program Action Items/Reports**

Business Development & Communications – Marcell and Tyler attended the MEDA conference earlier in October where they accepted three impact awards on behalf of BSED for ThinkBillings and Local intel on that website, World Trade & Investment Day/MT Ambassadors/Select USA SpinOff event hosted by BSED, and the 2024 Holiday Gift Guide. Marcell recently participated in the University of Montana leaders panel. Upcoming DIU event hosted by BSED. Marcell has been covering Marketing tasks with Katelyn's recent resignation. BSED is now a member of the Montana Energy Business Alliance (MEBA) Board and helped co-host an event mid-October at the Paper Mill with great attendance. Rock 31 member updates shared; Mark Nitz received a new long term consulting contract, Lune Marketing launched new Podcast called Bamboo Method, and addition of 7 new Rock 31 members. BillingsWorks Steering committee has been dissolved and the Chamber will be taking the lead on Campus Billings program. Better Off in Billings Ambassador program also dissolved. Annual Meeting was postponed in October, BSED will be hosting an Annual Gathering (in accordance with EDC bylaws) on December 9<sup>th</sup> in lieu of the Annual Meeting. There will be a short program, and an invite will be sent out soon.

**Member Investor** – Tyler shared R and R Taylor Construction recently joined as Member Investor. ADP will present on R&D tax credits here at BSED on December 2<sup>nd</sup> at 11:00. Tyler and Marcell have been working on revamping the Member Investor tiers with staff input to ensure there is value for our members. A handout will be created and shared with the Board soon. The second Behind the Build event was recently hosted at Weave Industries with great feedback from Member Investors. The next Behind the Build is tentatively scheduled for February, once confirmed, invites will be sent. There are currently five prospective Member Investors that Tyler has been working with. Please send any leads you may have to Tyler.

Search Committee - Debbie reviewed the recommended Executive Search Committee members with Nichole Mehling as Committee Chair. Adding Scott Chesarek as an alternate in addition to the eight committee members.

Motion: Andy Gott to approve Executive Search Committee members as presented to the Board with addition of Ken Lutton as member and Scott Chesarek as alternate.

Second: Jen Kobza

Discussion: Changes in the search process this time around compared to last time. The committee

has started reviewing the Executive Director job description and edits are being made.

Motion: Carried

Noted that we would utilize the services of Jorgenson Pace for this search process as we did for the last Executive Director search. Any potential candidates should be directed to Jorgenson Pace; Reann will send the contact information out to the Board.

| Adjourn   |   |
|---|---|
| Motion: <b>Ken Lutton</b> to adjourn the meet<br>Second: <b>Dave Ballard</b><br>Discussion: None<br>Motion: Carried | ting.   |
| Nick Pancheau adjourned the meeting at 8:30 A   | .M.   |
| Next Meeting – December 11, 2025  |   |
|   |   |
|   |   |
| Respectfully submitted,   |   |
|   |   |
|   |   |
|   | <del></del>                                       |
| Bryan Wood, EDA Secretary/Treasurer   | lennifer Weaver Kondracki FDC Secretary/Treasurer |



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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 October 31, 2025

## **Statement of Operations**

Net Operating Revenue: \$ 109,076

## Factors Driving Net Operating Revenue:

The net operating revenue for the fiscal year to date through October 31, 2025 resulted in an increase over budgeted net operating expense by approximately \$132K. Total revenues are less than budget by \$140K and total operating expenses are less than budget by \$272K. See below for factors contributing to the variances:

#### Revenue

- Brownfields revenue for Assessment and RLF grants are less than YTD budget by \$115K 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 \$29K. 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 \$10K 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 \$17K. 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 \$106.7K 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. Additionally, BSEDA lost several team members due to voluntary
  termination since 7/1/25.
- 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: \$1,601,145 Opportunity Fund cash and CDs: \$3,385,696

Accounts receivable: \$410,991

Due from EDC: \$57,800

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 \$542,797. BSEDA's cash position is good and sufficient to meet the needs of the organization.

The accounts receivable balances outstanding at October 31, 2025 include two customer balances that are aged more than 60 days (APEX and VBOC). With the government shutdown for several months, payments are behind. The Federal monies have all been committed, so there is not a concern that we won't get paid. We anticipate both Federal programs to be caught up in the next month. 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 September and October 2025 and YTD Ended October 31, 2025

|                                       |         | Sept 2025 |             | Oct 2025 |         |             |           | Fiscal Year |             |                  |
|---------------------------------------|---------|-----------|-------------|----------|---------|-------------|-----------|-------------|-------------|------------------|
|                                       |         |           |             |          |         |             |           |             |             | Annual           |
| lanama.                               | Actual  | Budget    | over Budget | Actual   | Budget  | over Budget | Actual    | Budget      | over Budget | Budget           |
| Income                                | ć 12C   | ć         | ć 12C       | ć 22.62F | ć       | ć 22.62E    | ć 24.CF2  | ć           | ć 24.CE2    |                  |
| 40000 County Taxes Mill Levy Revenue  | \$ 126  |           | \$ 126      |          |         | \$ 33,625   |           |             | \$ 34,653   | ·                |
| 40001 Yellowstone County MOU          | 108,333 | 108,333   | (200)       | 108,333  | 108,333 | (000)       | 433,332   | 433,332     | (0.400)     | 1,300,000        |
| 40020 Health Ins Mill Levy Revenue    | 7,420   | 7,818     | (398)       | 6,890    | 7,818   | (928)       | 29,150    | 31,272      | (2,122)     | 93,810           |
| 40030 Recovery of Protested Taxes     | 5       | 83        | (78)        | 6,678    | 83      | 6,595       |           | 332         | 6,351       | 1,000            |
| 40050 Department of Defense - APEX    | 69,827  | 81,413    | (11,586)    | 70,000   | 81,413  | (11,413)    | 296,892   | 325,652     | (28,760)    | 976,954          |
| 40060 EDC Reimbursement               | 56,708  | 57,603    | (895)       | 57,660   | 57,603  | 57          | ·         | 230,412     | (2,999)     | 691,233          |
| 40070 EPA Brownfields - Assessment    | 9,921   | 16,667    | (6,746)     | 2,000    | 16,667  | (14,667)    | 21,819    | 66,668      | (44,849)    | 200,000          |
| 40080 EPA Brownfields - Project Mgmt  | 4,303   | 2,500     | 1,803       | -        | 2,500   | (2,500)     | 4,303     | 10,000      | (5,697)     | 30,000           |
| 40090 EPA Brownfields - RLF           | 115     | 16,667    | (16,552)    | -        | 16,667  | (16,667)    | 1,556     | 66,668      | (65,112)    | 200,000          |
| 40100 APEX Advisor Agreement Support  | 2,000   | 2,000     | -           | 2,000    | 2,000   | -           | 8,000     | 8,000       | =           | 24,000           |
| 40110 MT Dept of Commerce - SBDC      | 6,217   | 8,792     | (2,575)     | 6,217    | 8,792   | (2,575)     | 24,868    | 35,168      | (10,300)    | 105,500          |
| 40120 SBDC Program Income             | =       | -         | -           | -        | -       | -           | 30        | -           | 30          | -                |
| 40130 SBA - VBOC                      | 25,323  | 30,000    | (4,677)     | 25,000   | 30,000  | (5,000)     | 102,637   | 120,000     | (17,363)    | 360,000          |
| 40140 Rock31 Membership Revenue       | 7,620   | 8,417     | (797)       | 7,647    | 8,417   | (770)       | 32,485    | 33,668      | (1,183)     | 101,000          |
| 40150 Zoot/Other Room Rent Revenue    | 645     | 667       | (22)        | 1,009    | 667     | 342         | 2,488     | 2,668       | (180)       | 8,000            |
| 40160 Rock31 Barista Rent Revenue     |         | 700       | (700)       | -        | 700     | (700)       | -         | 2,800       | (2,800)     | 8,400            |
| Total Income                          | 298,563 | 341,660   | (43,097)    | 327,059  | 341,660 | (14,601)    | 1,226,309 | 1,366,640   | (140,331)   | 4,099,897        |
| Expenses                              |         |           |             |          |         |             |           |             |             |                  |
| 50100 Salaries/Wages                  | 90,829  | 149,907   | (59,078)    | 139,123  | 149,907 | (10,784)    | 518,916   | 599,628     | (80,712)    | 1,798,883        |
| 50110 Employer Contributions          | 31,289  | 47,946    | (16,657)    | 43,132   | 47,946  | (4,814)     | 165,744   | 191,784     | (26,040)    | 575,349          |
| 50140 Advertising                     | -       | 250       | (250)       | -        | 250     | (250)       | -         | 1,000       | (1,000)     | 3,000            |
| 50150 Barista Equipment Maintenance   | -       | 208       | (208)       | -        | 208     | (208)       | -         | 832         | (832)       | 2,500            |
| 50160 Barista Supplies                | -       | 42        | (42)        | -        | 42      | (42)        | -         | 168         | (168)       | 500              |
| 50170 Board Expenses                  | -       | 500       | (500)       | -        | 500     | (500)       | 662       | 2,000       | (1,338)     | 6,000            |
| 50180 Brownfields Assessment Expense  | 9,921   | 16,667    | (6,746)     | 2,000    | 16,667  | (14,667)    | 21,999    | 66,668      | (44,669)    | 200,000          |
| 50190 Brownfields Project Mgmt Exp    | 4,303   | 2,500     | 1,803       | =        | 2,500   | (2,500)     | 4,303     | 10,000      | (5,697)     | 30,000           |
| 50200 Brownfields RLF Expense         | 115     | 16,667    | (16,552)    | -        | 16,667  | (16,667)    | 1,556     | 66,668      | (65,112)    | 200,000          |
| 50210 Building Art and Decor          | -       | 417       | (417)       | -        | 417     | (417)       | -         | 1,668       | (1,668)     | 5,000            |
| 50220 Building Operations/Maintenance | 8,996   | 8,879     | 117         | 7,848    | 8,879   | (1,031)     | 32,704    | 35,516      | (2,812)     | 106,550          |
| 50240 Community Development Projects  | =       | 4,583     | (4,583)     | 5,462    | 4,583   | 879         | 7,905     | 18,332      | (10,427)    | 55,000           |
| 50250 Community Partner Projects      | =       | 292       | (292)       | -        | 292     | (292)       | -         | 1,168       | (1,168)     | 3,500            |
| 50260 Conferences                     | 1,195   | 1,333     | (138)       | 414      | 1,333   | (919)       | 4,381     | 5,332       | (951)       | 15,990           |
| 50270 Contingency                     | -       | 3,333     | (3,333)     | -        | 3,333   | (3,333)     | -         | 13,332      | (13,332)    | 40,000           |
| 50870 Contribution Expense            | -       | 292       | (292)       | =        | 292     |             | -         | 1,168       | (1,168)     | 3,500            |
| 50300 Dues/Subscriptions/Memberships  | 7,157   | 9,612     | (2,455)     | 8,256    | 9,612   |             | 34,234    | 38,448      | (4,214)     | 115,345          |
| 50400 Event Expense                   | 1,585   | 383       | 1,202       | (400)    | 383     | (783)       | 2,737     | 1,532       | 1,205       | 4,600            |
| 50410 Hosted Meetings                 | 899     | 821       | 78          | 357      | 821     | (464)       | 3,157     | 3,284       | (127)       | 9,850            |
| 50430 Insurance                       | 4,795   | 4,670     | 125         | 6,750    | 4,670   |             | 21,097    | 18,680      | 2,417       | 56,035           |
| 50440 Marketing                       | 3,801   | 583       | 3,218       | 5,610    | 583     | 5,027       | 16,747    | 2,332       | 14,415      | 7,000            |
| 50450 Office Equip & Furn < \$5000    | -       | 1,167     | (1,167)     | -        | 1,167   | (1,167)     | -         | 4,668       | (4,668)     | 14,000           |
| 50460 Office Expense and Supplies     | 1,291   | 2,861     | (1,570)     | 1,436    | 2,861   | (1,425)     | 7,373     | 11,444      | (4,071)     |                  |
| 50470 Payroll Processing Expense      | 1,730   | 1,835     | (1,570)     | 1,488    | 1,835   | (347)       | 6,988     | 7,340       | (352)       | 34,331<br>22,017 |
|                                       | 1,730   |           |             |          |         |             |           |             |             |                  |
| 50480 Professional Development        | 7 502   | 1,875     | (1,875)     | (481)    | 1,875   | (2,356)     | (214)     | 7,500       | (7,714)     | 22,500           |
| 50490 Professional Fees               | 7,583   | 5,417     | 2,166       | 4,078    | 5,417   | (1,339)     | 22,977    | 21,668      | 1,309       | 65,000           |
| 50510 Programming - Workforce         | -       | -         | -           | -        | -       | -           | 259       | -           | 259         | -                |
| 50520 Programming - Workforce         | -       | 42.765    | /= ===      | 40.005   | 40 70-  | /o =o=1     | 1,921     | 175.000     | ,           | -                |
| 50530 APEX Subcenter                  | 38,208  | 43,765    | (5,557)     | 40,000   | 43,765  | (3,765)     | 175,071   | 175,060     | 11          | ,                |
| 50540 Rent                            | 571     | 876       | (305)       | 2,060    | 876     | 1,184       | 4,069     | 3,504       | 565         | 10,511           |

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

For the Months of September and October 2025 and YTD Ended October 31, 2025

|                               |           | Sept 2025   |             |              | Oct 2025 |             | YTD          |             |             | Fiscal Year  |
|-------------------------------|-----------|-------------|-------------|--------------|----------|-------------|--------------|-------------|-------------|--------------|
|                               |           |             |             |              |          |             |              |             |             | Annual       |
|                               | Actual    | Budget      | over Budget | Actual       | Budget   | over Budget | Actual       | Budget      | over Budget | Budget       |
| 50550 Repairs                 | -         | 1,333       | (1,333)     | 190          | 1,333    | (1,143)     | 4,343        | 5,332       | (989)       | 16,000       |
| 50560 Rock31 Programming      | 380       | 250         | 130         | 384          | 250      | 134         | 1,460        | 1,000       | 460         | 3,000        |
| 50570 SBDC Program Expense    | 51        | -           | 51          | -            | -        | -           | 51           | -           | 51          | =            |
| 50580 Special Assessments BID | -         | 375         | (375)       | -            | 375      | (375)       | -            | 1,500       | (1,500)     | 4,500        |
| 50590 Sponsorships            | -         | 1,333       | (1,333)     | -            | 1,333    | (1,333)     | 3,250        | 5,332       | (2,082)     | 16,000       |
| 50600 Staff Expenses          | -         | 842         | (842)       | -            | 842      | (842)       | 182          | 3,368       | (3,186)     | 10,100       |
| 50610 Strategic Priorities    | -         | 1,250       | (1,250)     | -            | 1,250    | (1,250)     | -            | 5,000       | (5,000)     | 15,000       |
| 50630 TEDD                    | -         | 50          | (50)        | -            | 50       | (50)        | -            | 200         | (200)       | 600          |
| 50640 Telecommunications      | 5,183     | 5,025       | 158         | 5,189        | 5,025    | 164         | 20,612       | 20,100      | 512         | 60,305       |
| 50650 Travel                  | 8,509     | 8,705       | (196)       | 9,082        | 8,705    | 377         | 31,702       | 34,820      | (3,118)     | 104,458      |
| 50670 Miscellaneous           | 149       | 542         | (393)       | 145          | 542      | (397)       | 1,047        | 2,168       | (1,121)     | 6,500        |
| Total Expenses                | 228,540   | 347,386     | (118,846)   | 282,123      | 347,386  | (65,263)    | 1,117,233    | 1,389,544   | (272,311)   | 4,168,607    |
| Net Operating Income          | 70,023    | (5,726)     | 75,749      | 44,936       | (5,726)  | 50,662      | 109,076      | (22,904)    | 131,980     | (68,710)     |
| Other Income                  |           |             |             |              |          |             |              |             |             |              |
| 70000 Non-Operating Income    | 10,196    | 12,500      | (2,304)     | 3,006        | 12,500   | (9,494)     | 24,329       | 50,000      | (25,671)    | 150,000      |
| Total Other Income            | 10,196    | 12,500      | (2,304)     | 3,006        | 12,500   | (9,494)     | 24,329       | 50,000      | (25,671)    | 150,000      |
| Other Expenses                |           |             |             |              |          |             |              |             |             |              |
| 80000 Non-Operating Expense   | 22,090    | 22,080      | 10          | 22,079       | 22,080   | (1)         | 88,327       | 88,320      | 7           | 264,954      |
| Total Other Expenses          | 22,090    | 22,080      | 10          | 22,079       | 22,080   | (1)         | 88,327       | 88,320      | 7           | 264,954      |
| Net Other Income              | (11,894)  | (9,580)     | (2,314)     | (19,073)     | (9,580)  | (9,493)     | (63,998)     | (38,320)    | (25,678)    | (114,954)    |
| Net Income                    | \$ 58,129 | \$ (15,306) | \$ 73,435   | \$ 25,863 \$ | (15,306) | \$ 41,169   | \$ 45,078 \$ | \$ (61,224) | \$ 106,302  | \$ (183,664) |

As of October 31, 2025

|  | As of Oct 31,<br>2025 | As of Oct 31,<br>2024 (PY) | Change       | % Change |
|--|-----------------------|----------------------------|--------------|----------|
| ASSETS   |                       |                            |              |          |
| Current Assets                                       |                       |                            |              |          |
| Bank Accounts  |                       |                            |              |          |
| 10000 Main Operating - FIB                           | \$ 872,756            | \$ 279,360                 | \$ 593,396   | 212.41%  |
| 10010 Recovered Property Taxes - FIB                 | 627                   | 627                        | 0            | 0.05%    |
| 10020 Operating Reserve - FIB                        | 357,804               | 353,576                    | 4,228        | 1.20%    |
| 10030 Reserve for Replacement - FIB                  | 184,993               | 184,794                    | 200          | 0.11%    |
| 10040 Pass-through - Cabelas Conduit                 | 4,899                 | 4,898                      | 2            | 0.03%    |
| 10050 Opportunity Fund Savings Accounts              | 1,180,466             | 1,153,886                  | 26,580       | 2.30%    |
| 10060 Opportunity Fund CDs-current                   | 2,205,230             | 2,119,770                  | 85,459       | 4.03%    |
| 10080 Yellowstone County Funds                       | 179,994               | 136,382                    | 43,612       | 31.98%   |
| 10090 Clearing Account                               | 72                    | 122                        | (50)         | -41.20%  |
| Total Bank Accounts                                  | 4,986,841             | 4,233,414                  | 753,426      | 17.80%   |
| Accounts Receivable                                  |                       |                            |              |          |
| 10100 Accounts Receivable                            | 77,023                | 71,154                     | 5,869        | 8.25%    |
| 10110 Accounts Receivable - APEX                     | 218,780               | 235,717                    | (16,937)     | -7.19%   |
| 10120 Accounts Receivable - SBDC                     | 12,434                | 23,281                     | (10,847)     | -46.59%  |
| 10130 Accounts Receivable - VBOC                     | 102,638               | 133,779                    | (31,141)     | -23.28%  |
| 10140 Accounts Receivable - Brownfields              | 116                   | 19,286                     | (19,169)     | -99.40%  |
| Total Accounts Receivable                            | 410,991               | 483,216                    | (72,225)     | -14.95%  |
| Other Current Assets                                 |                       |                            |              |          |
| 10200 Accrued Revenue                                | -                     | 23,691                     | (23,691)     | -100.00% |
| 10210 Due To/Due From EDC                            | 57,800                | 65,493                     | (7,693)      | -11.75%  |
| 10225 Accrued Interest Receivable                    | 16,365                |                            | 16,365       |          |
| 10230 Tax Levy Receivable                            | 50,424                | 1,556,867                  | (1,506,443)  | -96.76%  |
| 10240 Tax Levy Receivable - Protested                | 16,856                | 3,122                      | 13,734       | 439.93%  |
| 10241 Allowance for Doubtful Accts - Protested Taxes | (16,856)              | (3,122)                    | (13,734)     | -439.93% |
| 10260 American Airlines Rev Guarantee                | 6,887                 | 6,887                      | -            | 0.00%    |
| 10270 Prepaid Expenses                               | 62,066                | 72,488                     | (10,422)     | -14.38%  |
| 10299 Undeposited Funds                              | -                     | 66,864                     | (66,864)     | -100.00% |
| Total Other Current Assets                           | 193,543               | 1,792,291                  | (1,598,748)  | -89.20%  |
| Total Current Assets                                 | 5,591,374             | 6,508,921                  | (917,547)    | -14.10%  |
| Fixed Assets   |                       |                            |              |          |
| 10410 Bank Building - Land                           | 301,750               | 301,750                    | -            | 0.00%    |
| 10420 Bank Building - Building                       | 6,303,890             | 6,303,890                  | -            | 0.00%    |
| 10430 Furniture                                      | 227,169               | 227,169                    | -            | 0.00%    |
| 10440 Equipment                                      | 6,700                 | 6,700                      | -            | 0.00%    |
| 10450 Barista Equipment                              | 12,500                | 12,000                     | 500          | 4.17%    |
| 10460 Accumulated Depreciation                       | (867,155)             | (605,780)                  | (261,375)    | -43.15%  |
| Total Fixed Assets                                   | 5,984,854             | 6,245,729                  | (260,875)    | -4.18%   |
| Other Assets   |                       |                            |              |          |
| 10600 Deferred Outflow of Resources                  | 293,982               | 89,782                     | 204,199      | 227.44%  |
| 10630 Deposit  | 173                   | 173                        | -            | 0.00%    |
| 10660 Right of Use Asset                             | 9,900                 | 4,697                      | 5,203        | 110.77%  |
| Total Other Assets                                   | 304,055               | 94,653                     | 209,402      | 221.23%  |
| TOTAL ASSETS   | \$ 11,880,283         | \$ 12,849,302              | \$ (969,019) | -7.54%   |

As of October 31, 2025

|                                    | As | of Oct 31,<br>2025 | of Oct 31,<br>024 (PY) | Change       | % Change |
|------------------------------------|----|--------------------|------------------------|--------------|----------|
| LIABILITIES AND EQUITY             |    |                    |                        |              |          |
| Liabilities                        |    |                    |                        |              |          |
| Current Liabilities                |    |                    |                        |              |          |
| Total Accounts Payable             | \$ | 160,083            | \$<br>59,109           | \$ 100,974   | 170.83%  |
| Total Credit Cards                 |    | 7,780              | 18,762                 | (10,982)     | -58.53%  |
| Other Current Liabilities          |    |                    |                        |              |          |
| 20200 Accrued Expenses             |    | 50,230             | 126,183                | (75,953)     | -60.19%  |
| 20220 Compensated Absences         |    | 153,152            | 214,811                | (61,660)     | -28.70%  |
| 20230 Payroll Liabilities          |    | 1,422              | 150                    | 1,272        | 848.94%  |
| 20300 Deferred Revenues            |    | (92,333)           | 1,078,033              | (1,170,366)  | -108.56% |
| Total Other Current Liabilities    |    | 112,470            | 1,419,177              | (1,306,708)  | -92.08%  |
| Total Current Liabilities          |    | 280,332            | 1,497,047              | (1,216,715)  | -81.27%  |
| 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              |    | 9,900              | 4,697                  | 5,203        | 110.77%  |
| Total Long-Term Liabilities        |    | 930,844            | 700,282                | 230,562      | 32.92%   |
| Total Liabilities                  |    | 1,211,176          | 2,197,329              | (986,153)    | -44.88%  |
| 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                         |    | 45,078             | 32,858                 | 12,220       | 37.19%   |
| Total Equity                       |    | 10,669,107         | 10,651,973             | 17,134       | 0.16%    |
| TOTAL LIABILITIES AND EQUITY       | \$ | 11,880,283         | \$<br>12,849,302       | \$ (969,019) | -7.54%   |

As of September 30, 2025

|  | As of Sep 30,<br>2025 | As of Sep 30,<br>2024 (PY) | Change     | % Change |
|--|-----------------------|----------------------------|------------|----------|
| ASSETS   |                       |                            |            |          |
| Current Assets                                       |                       |                            |            |          |
| Bank Accounts  |                       |                            |            |          |
| 10000 Main Operating - FIB                           | \$ 685,564            | \$ 222,463                 | \$ 463,101 | 208.17%  |
| 10010 Recovered Property Taxes - FIB                 | 627                   | 627                        | 0          | 0.05%    |
| 10020 Operating Reserve - FIB                        | 357,159               | 353,430                    | 3,729      | 1.06%    |
| 10030 Reserve for Replacement - FIB                  | 184,978               | 184,781                    | 197        | 0.11%    |
| 10040 Pass-through - Cabelas Conduit                 | 4,899                 | 4,897                      | 2          | 0.03%    |
| 10050 Opportunity Fund Savings Accounts              | 1,180,466             | 1,151,638                  | 28,828     | 2.50%    |
| 10060 Opportunity Fund CDs-current                   | 2,203,568             | 2,119,146                  | 84,422     | 3.98%    |
| 10080 Yellowstone County Funds                       | 191,747               | 427,647                    | (235,899)  | -55.16%  |
| 10090 Clearing Account                               | -                     | 331                        | (331)      | -100.00% |
| Total Bank Accounts                                  | 4,809,008             | 4,464,960                  | 344,048    | 7.71%    |
| Accounts Receivable                                  |                       |                            |            |          |
| 10100 Accounts Receivable                            | 128,057               | 182,350                    | (54,293)   | -29.77%  |
| 10110 Accounts Receivable - APEX                     | 160,896               | 230,495                    | (69,599)   | -30.20%  |
| 10120 Accounts Receivable - SBDC                     | 18,650                | 34,921                     | (16,271)   | -46.59%  |
| 10130 Accounts Receivable - VBOC                     | 77,638                | 106,073                    | (28,435)   | -26.81%  |
| 10140 Accounts Receivable - Brownfields              | 14,455                | 4,606                      | 9,849      | 213.83%  |
| Total Accounts Receivable                            | 399,696               | 558,445                    | (158,748)  | -28.43%  |
| Other Current Assets                                 | 333,333               | 200,110                    | (200). 10) |          |
| 10200 Accrued Revenue                                | _                     | 390,018                    | (390,018)  | -100.00% |
| 10210 Due To/Due From EDC                            | 56,848                | 61,828                     | (4,980)    | -8.05%   |
| 10225 Accrued Interest Receivable                    | 17,850                | 01,020                     | 17,850     | 3.0370   |
| 10230 Tax Levy Receivable                            | 11,046                | 6,348                      | 4,698      | 74.00%   |
| 10240 Tax Levy Receivable - Protested                | 23,533                | 3,122                      | 20,411     | 653.81%  |
| 10240 Tax Levy Receivable Trotested                  | 23,333                | 3,122                      | 20,411     | 055.0170 |
| 10241 Allowance for Doubtful Accts - Protested Taxes | (23,533)              | (3,122)                    | (20,411)   | -653.81% |
| 10260 American Airlines Rev Guarantee                | 6,887                 | 6,887                      | =          | 0.00%    |
| 10270 Prepaid Expenses                               | 67,163                | 58,686                     | 8,477      | 14.45%   |
| 10299 Undeposited Funds                              | 325,000               | -                          | 325,000    |          |
| Total Other Current Assets                           | 484,795               | 523,768                    | (38,973)   | -7.44%   |
| Total Current Assets                                 | 5,693,499             | 5,547,172                  | 146,327    | 2.64%    |
| Fixed Assets   |                       |                            |            |          |
| 10410 Bank Building - Land                           | 301,750               | 301,750                    | -          | 0.00%    |
| 10420 Bank Building - Building                       | 6,303,890             | 6,303,890                  | -          | 0.00%    |
| 10430 Furniture                                      | 227,169               | 227,169                    | -          | 0.00%    |
| 10440 Equipment                                      | 6,700                 | 6,700                      | -          | 0.00%    |
| 10450 Barista Equipment                              | 12,500                | 12,000                     | 500        | 4.17%    |
| 10460 Accumulated Depreciation                       | (845,374)             | (583,999)                  | (261,375)  | -44.76%  |
| Total Fixed Assets                                   | 6,006,635             | 6,267,510                  | (260,875)  | -4.16%   |
| Other Assets   |                       |                            |            |          |
| 10600 Deferred Outflow of Resources                  | 293,982               | 89,782                     | 204,199    | 227.44%  |
| 10630 Deposit  | 173                   | 173                        | ·<br>-     | 0.00%    |
| 10660 Right of Use Asset                             | 10,171                | 4,829                      | 5,342      | 110.63%  |
| Total Other Assets                                   | 304,326               | 94,784                     | 209,542    | 221.07%  |
| TOTAL ASSETS   | \$ 12,004,460         |                            |            | 0.80%    |
|  | 1/                    |                            |            |          |

As of September 30, 2025

|                                    | As of Sep 30,<br>2025 |            | f Sep 30,<br>24 (PY) | Change    | % Change |
|------------------------------------|-----------------------|------------|----------------------|-----------|----------|
| LIABILITIES AND EQUITY             |                       |            |                      |           |          |
| Liabilities                        |                       |            |                      |           |          |
| Current Liabilities                |                       |            |                      |           |          |
| Total Accounts Payable             | \$                    | 182,647    | \$<br>131,462        | \$ 51,185 | 38.94%   |
| Total Credit Cards                 |                       | 10,644     | 37,222               | (26,578)  | -71.40%  |
| Other Current Liabilities          |                       |            |                      |           |          |
| 20200 Accrued Expenses             |                       | 65,250     | 135,554              | (70,304)  | -51.86%  |
| 20220 Compensated Absences         |                       | 153,152    | 214,811              | (61,660)  | -28.70%  |
| 20230 Payroll Liabilities          |                       | 405        | 150                  | 255       | 170.28%  |
| 20300 Deferred Revenues            |                       | 18,000     | 27,000               | (9,000)   | -33.33%  |
| Total Other Current Liabilities    |                       | 236,807    | 377,515              | (140,709) | -37.27%  |
| Total Current Liabilities          |                       | 430,098    | 546,199              | (116,101) | -21.26%  |
| 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              |                       | 10,171     | 4,829                | 5,342     | 110.63%  |
| Total Long-Term Liabilities        |                       | 931,115    | 700,414              | 230,701   | 32.94%   |
| Total Liabilities                  |                       | 1,361,213  | 1,246,613            | 114,600   | 9.19%    |
| 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                         |                       | 19,218     | <br>43,738           | (24,520)  | -56.06%  |
| Total Equity                       |                       | 10,643,247 | 10,662,853           | (19,605)  | -0.18%   |
| TOTAL LIABILITIES AND EQUITY       | \$                    | 12,004,460 | \$<br>11,909,466     | \$ 94,994 | 0.80%    |



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

## **Statement of Operations**

Net Operating Revenue: \$71,064

## Factors Driving Net Operating Revenue:

The net operating revenue for the fiscal year to date through October 31, 2025 is more than the budgeted net operating revenue by approximately \$82K. Total revenues are more than budget by \$22.8K and total operating expenses are less than budget by \$65K. See below for factors contributing to the variances:

#### Revenue

- 504 Loan Servicing and Origination are behind YTD budget by \$13.9K due to timing of closings for loans in progress
- Member Investment Pledges are ahead of YTD budget by \$15.6K
- Interest earned from Big Sky Finance loan programs is ahead of YTD budget by \$14.4K

#### Expense

- Marketing and Event expenses are less than YTD budget by \$40K 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 \$65K.

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: \$776,144 Cash designated for loan programs: \$1,720,819

Cash designated for Coulson Park and Opportunity Funds: \$204,080

Accounts receivable: \$104,501

Loan portfolios, net of allowance for loan losses: \$3,688,558

Accounts payable: \$66,147 Due to EDA: \$57,800

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 October 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 September and October 2025 and YTD Ended October 31, 2025

|                                       |           | Sept 2025 |             | Oct 2025 YTD |         |             | Fiscal Year |          |             |           |
|---------------------------------------|-----------|-----------|-------------|--------------|---------|-------------|-------------|----------|-------------|-----------|
|                                       |           |           |             |              | 5.1.    |             |             | 5.1.     |             | Annual    |
| Revenue                               | Actual    | Budget    | over Budget | Actual       | Budget  | over Budget | Actual      | Budget   | over Budget | Budget    |
| Revenue                               |           |           |             |              |         |             |             |          |             |           |
| 40010 504 Loan Servicing              | \$ 33,036 |           |             |              |         |             |             |          |             |           |
| 40020 504 Loan Origination            | -         | 12,375    | (12,375)    | 1,665        | 12,375  | (10,710)    | 48,685      | 49,500   | (815)       | 148,500   |
| 40040 504 Loan Closing Attorney Fees  | -         | 2,083     | (2,083)     | 2,500        | 2,083   | 417         | 12,500      | 8,332    | 4,168       | 25,000    |
| 40050 504 Float Income                | -         | -         | -           | -            | -       | -           | -           | -        | -           | 50,000    |
| 41010 Member Investment Pledges       | -         | 24,954    | (24,954)    | 75,500       | 24,954  | 50,546      | 115,502     | 99,816   | 15,686      | 299,450   |
| 41020 Member Investment - Trades      | 813       | 2,083     | (1,270)     | 813          | 2,083   | (1,270)     | 4,322       | 8,332    | (4,010)     | 25,000    |
| 42010 Federal EDA RLF Loan Interest   | 7,925     | 8,298     | (373)       | 7,599        | 8,298   | (699)       | 41,820      | 33,192   | 8,628       | 99,575    |
| 42020 RLF Loan Interest               | 2,068     | 3,364     | (1,296)     | 2,013        | 3,364   | (1,351)     | 8,311       | 13,456   | (5,145)     | 40,364    |
| 42025 RLF Origination Fees            | -         | -         | -           | 257          | -       | 257         | 257         | -        | 257         | -         |
| 42030 MT RLF Loan Interest            | 341       | 350       | (9)         | 336          | 350     | (14)        | 1,376       | 1,400    | (24)        | 4,200     |
| 42040 SSBCI Loan Interest             | 2,988     | 378       | 2,610       | 2,879        | 378     | 2,501       | 12,162      | 1,512    | 10,650      | 4,541     |
| 42050 SSBCI 2.0 Loan Interest         | 1,162     | 1,100     | 62          | 1,079        | 1,100   | (21)        | 4,442       | 4,400    | 42          | 13,200    |
| 43010 Donation Income                 | -         | -         | -           | -            | -       | -           | -           | -        | -           | 250       |
| Total Revenue                         | 48,333    | 90,885    | (42,552)    | 126,961      | 90,885  | 36,076      | 379,864     | 363,540  | 16,324      | 1,140,880 |
| Expenditures                          |           |           |             |              |         |             |             |          |             |           |
| 50140 Advertising                     | 165       | 750       | (585)       | 165          | 750     | (585)       | 660         | 3,000    | (2,340)     | 9,000     |
| 50170 Board Expenses                  | -         | 83        | (83)        | -            | 83      | (83)        | -           | 332      | (332)       | 1,000     |
| 50240 Business Development Outreach   | -         | 125       | (125)       | -            | 125     | (125)       | 79          | 500      | (421)       | 1,500     |
| 50250 Business Recruitment and Expans | 263       | 1,250     | (987)       | 5,000        | 1,250   | 3,750       | 5,281       | 5,000    | 281         | 15,000    |
| 50259 Community Recruitment Projects  | -         | 250       | (250)       | -            | 250     | (250)       | -           | 1,000    | (1,000)     | 3,000     |
| 50260 Conferences                     | -         | 1,131     | (1,131)     | -            | 1,131   | (1,131)     | 1,070       | 4,524    | (3,454)     | 13,575    |
| 50270 Contingency                     | -         | 1,667     | (1,667)     | -            | 1,667   | (1,667)     | -           | 6,668    | (6,668)     | 20,000    |
| 50300 Dues/Subscriptions/Memberships  | 2,826     | 2,014     | 812         | 2,826        | 2,014   | 812         | 11,381      | 8,056    | 3,325       | 24,163    |
| 50330 EDA Reimbursement               | 56,708    | 57,603    | (895)       | 57,660       | 57,603  | 57          | 227,413     | 230,412  | (2,999)     | 691,233   |
| 50340 Event Expense                   | 683       | 3,792     | (3,109)     | -            | 3,792   | (3,792)     | 562         | 15,168   | (14,606)    | 45,500    |
| 50360 Hosted Meeting Expense          | 762       | 667       | 95          | 113          | 667     | (554)       | 2,617       | 2,668    | (51)        | 8,000     |
| 50380 Insurance                       | 1,974     | 2,000     | (26)        | 1,974        | 2,000   | (26)        | 7,914       | 8,000    | (86)        | 24,000    |
| 50390 Loan Expenses                   | (183)     | 833       | (1,016)     | 1,378        | 833     | 545         | (3,024)     | 3,332    | (6,356)     | 10,000    |
| 50400 Marketing                       | 322       | 7,167     | (6,845)     | 81           | 7,167   | (7,086)     | 3,326       | 28,668   | (25,342)    | 86,000    |
| 50410 Membership Development          | -         | 708       | (708)       | -            | 708     | (708)       | 23          | 2,832    | (2,809)     | 8,500     |
| 50420 Member Investor Trades          | 2,313     | 2,083     | 230         | (688)        | 2,083   | (2,771)     | 4,321       | 8,332    | (4,011)     | 25,000    |
| 50450 Office Expense and Supplies     | 215       | 42        | 173         | -            | 42      | (42)        | 215         | 168      | 47          | 500       |
| 50460 Postage                         | -         | 15        | (15)        | -            | 15      | (15)        | 20          | 60       | (40)        | 175       |
| 50470 Professional Development        | -         | 667       | (667)       | 679          | 667     | 12          | 2,825       | 2,668    | 157         | 8,000     |
| 50480 Professional Fees               | 4,734     | 5,667     | (933)       | 10,441       | 5,667   | 4,774       | 34,643      | 22,668   | 11,975      | 68,000    |
| 50500 Rent                            | 239       | 280       | (41)        | 240          | 280     | (40)        | 961         | 1,120    | (159)       | 3,360     |
| 50510 Rock31 Business Accelerator     | -         | 667       | (667)       | -            | 667     | (667)       | -           | 2,668    | (2,668)     | 8,000     |
| 50520 Rock31 Business Incubation      | -         | -         | -           | -            | -       | -           | -           | -        | -           | -         |
| 50530 Rock31 Member Appreciation      | -         | 83        | (83)        | -            | 83      | (83)        | -           | 332      | (332)       | 1,000     |
| 50540 Rock31 Programming              | -         | 83        | (83)        | -            | 83      | (83)        | -           | 332      | (332)       | 1,000     |
| 50550 Sponsorships                    | 500       | 83        | 417         | -            | 83      | (83)        | 850         | 332      | 518         | 1,000     |
| 50555 SSBCI Servicing Fee             | -         | 321       | (321)       | -            | 321     | (321)       | =           | 1,284    | (1,284)     | 3,850     |
| 50560 Staff Expenses                  | -         | 100       | (100)       | -            | 100     | (100)       | 15          | 400      | (385)       | 1,200     |
| 50570 Telecommunications              | 140       | 190       | (50)        | 140          | 190     | (50)        | 560         | 760      | (200)       | 2,280     |
| 50580 Travel                          | -         | 3,100     | (3,100)     | 4,693        | 3,100   | 1,593       | 6,411       | 12,400   | (5,989)     | 37,200    |
| 50610 Miscellaneous                   | 159       | 146       | 13          | 210          | 146     | 64          | 677         | 584      | 93          | 1,750     |
| Total Expenditures                    | 71,820    | 93,567    | (21,747)    | 84,912       | 93,567  | (8,655)     | 308,800     | 374,268  | (65,468)    | 1,122,786 |
| Net Operating Revenue                 | (23,487)  | (2,682)   | (20,805)    |              | (2,682) | 44,731      | 71,064      | (10,728) | 81,792      | 18,094    |
|                                       |           |           |             | 17           |         |             |             |          |             |           |

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

For the Months of September and October 2025 and YTD Ended October 31, 2025

Other Revenue
70000 Non-Operating Income
Total Other Revenue
Other Expenses
80000 Non-Operating Expense
Total Other Expenses
Net Other Revenue
Net Revenue

|                   | Sept 2025 |             |            | Oct 2025   |             |            | YTD         |             | Fiscal Year      |
|-------------------|-----------|-------------|------------|------------|-------------|------------|-------------|-------------|------------------|
| Actual            | Budget    | over Budget | Actual     | Budget     | over Budget | Actual     | Budget      | over Budget | Annual<br>Budget |
| 445               | 100       | 345         | 199,617    | 100        | 199,517     | 218,783    | 400         | 218,383     | 12,073           |
| 445               | 100       | 345         | 199,617    | 100        | 199,517     | 218,783    | 400         | 218,383     | 12,073           |
| 5,250             | 833       | 4,417       | 2,422      | 833        | 1,589       | 7,672      | 3,332       | 4,340       | 10,000           |
| 5,250             | 833       | 4,417       | 2,422      | 833        | 1,589       | 7,672      | 3,332       | 4,340       | 10,000           |
| (4,805)           | (733)     | (4,072)     | 197,195    | (733)      | 197,928     | 211,111    | (2,932)     | 214,043     | 2,073            |
| \$<br>(28,292) \$ | (3,415)   | \$ (24,877) | \$ 239,244 | \$ (3,415) | \$ 242,659  | \$ 282,175 | \$ (13,660) | \$ 295,835  | \$ 20,167        |

As of October 31, 2025

|   | As of 0<br>202 |           | As of Oct 31,<br>2024 (PY) |           | Change        | % Change |
|---|----------------|-----------|----------------------------|-----------|---------------|----------|
| ASSETS  |                |           |                            |           |               |          |
| Current Assets                                |                |           |                            |           |               |          |
| Bank Accounts                                 |                |           |                            |           |               |          |
| 10000 Main Operating - FIB                    | \$             | 526,144   | \$                         | 37,171    | \$<br>488,973 | 1315.47% |
| 10020 Long Term Reserve - FIB                 |                | 250,000   |                            | 235,000   | 15,000        | 6.38%    |
| 10030 Coulson Park - FIB x0594                |                | 143,086   |                            | 128,677   | 14,409        | 11.20%   |
| 10050 Opportunity Fund Savings - FIB          |                | 60,994    |                            | 60,964    | 30            | 0.05%    |
| 10060 RLF Principal - FIB                     |                | 588,275   |                            | 681,886   | (93,611)      | -13.73%  |
| 10070 SSBCI Principal - FIB/Stockman          |                | 669,675   |                            | 575,870   | 93,805        | 16.29%   |
| 10080 Federal EDA RLF Principal- FIB          |                | 281,740   |                            | 217,846   | 63,894        | 29.33%   |
| Total Bank Accounts                           | 2              | ,519,915  | ;                          | 1,937,414 | 582,502       | 30.07%   |
| Accounts Receivable                           |                |           |                            |           |               |          |
| 10100 Accounts Receivable                     |                | 104,501   |                            | 104,950   | (449)         | -0.43%   |
| Total Accounts Receivable                     |                | 104,501   |                            | 104,950   | (449)         | -0.43%   |
| Other Current Assets                          |                |           |                            |           |               |          |
| 10199 Undeposited Funds                       |                | 5,000     |                            | -         | 5,000         |          |
| 10200 Fed EDA RLF Portfolio - Current         |                | 346,219   |                            | 178,954   | 167,264       | 93.47%   |
| 10240 Traditional RLF Portfolio - Current     |                | 62,769    |                            | 46,166    | 16,603        | 35.96%   |
| 10270 MT RLF Portfolio - Current              |                | 7,812     |                            |           | 7,812         |          |
| 10300 SSBCI Portfolio - Current               |                | 34,579    |                            | 33,722    | 856           | 2.54%    |
| 10330 SSBCI 2.0 Portfolio - Current           |                | 100,533   |                            | 99,895    | 639           | 0.64%    |
| 10370 Prepaid Expenses                        |                | 3,595     |                            | 9,158     | (5,563)       | -60.74%  |
| Total Other Current Assets                    |                | 560,507   |                            | 367,895   | 192,612       | 52.35%   |
| Total Current Assets                          | 3              | 3,184,923 | ;                          | 2,410,259 | 774,664       | 32.14%   |
| Other Assets                                  |                |           |                            |           |               |          |
| 10600 Fed EDA RLF - Non-Current               | 1              | ,376,442  |                            | 1,624,252 | (247,810)     | -15.26%  |
| 10640 Traditional RLF Portfolio - Non-Current |                | 379,660   |                            | 321,982   | 57,678        | 17.91%   |
| 10670 MT RLF Portfolio - Non-Current          |                | 48,824    |                            |           | 48,824        |          |
| 10700 SSBCI Portfolio - Non-Current           |                | 717,913   |                            | 807,844   | (89,931)      | -11.13%  |
| 10730 SSBCI 2.0 Portfolio - Non-Curre         |                | 826,616   |                            | 965,293   | (138,677)     | -14.37%  |
| 10790 Allowance for Loan Losses               | (              | (212,808) |                            | (143,132) | (69,676)      | -48.68%  |
| Total Other Assets                            | 3              | 3,136,646 |                            | 3,576,238 | (439,592)     | -12.29%  |
| TOTAL ASSETS                                  | \$ 6           | 5,321,569 | \$                         | 5,986,497 | \$<br>335,072 | 5.60%    |

As of October 31, 2025

|                                 | As of Oct 31,<br>2025 |           | As of Oct 31,<br>2024 (PY) |              | Change    | % Change |  |
|---------------------------------|-----------------------|-----------|----------------------------|--------------|-----------|----------|--|
| LIABILITIES AND EQUITY          |                       |           |                            |              |           |          |  |
| Liabilities                     |                       |           |                            |              |           |          |  |
| Current Liabilities             |                       |           |                            |              |           |          |  |
| Total Accounts Payable          | \$                    | 66,147    | \$                         | 69,980 \$    | (3,833)   | -5.48%   |  |
| Total Credit Cards              |                       | 9,170     |                            | 5,034        | 4,136     | 82.16%   |  |
| Other Current Liabilities       |                       |           |                            |              |           |          |  |
| 20150 Due to/Due From EDA       |                       | 57,800    |                            | 63,993       | (6,193)   | -9.68%   |  |
| 20200 Accrued Expenses          |                       | 10,679    |                            | (2,500)      | 13,179    | 527.18%  |  |
| Total Other Current Liabilities |                       | 68,479    |                            | 61,493       | 6,986     | 11.36%   |  |
| Total Current Liabilities       |                       | 143,797   |                            | 136,508      | 7,289     | 5.34%    |  |
| Total Liabilities               |                       | 143,797   |                            | 136,508      | 7,289     | 5.34%    |  |
| Equity                          |                       |           |                            |              |           |          |  |
| 30100 Retained Earnings         |                       | 5,895,597 |                            | 5,123,364    | 772,233   | 15.07%   |  |
| Net Revenue                     |                       | 282,175   |                            | 726,625      | (444,450) | -61.17%  |  |
| Total Equity                    |                       | 6,177,772 |                            | 5,849,989    | 327,783   | 5.60%    |  |
| TOTAL LIABILITIES AND EQUITY    | \$                    | 6,321,569 | \$                         | 5,986,497 \$ | 335,072   | 5.60%    |  |

As of September 30, 2025

|   |    | As of Sep 30,<br>2025 |    | of Sep 30,<br>124 (PY) | Change     | % Change |
|---|----|-----------------------|----|------------------------|------------|----------|
| ASSETS  |    |                       |    |                        |            |          |
| Current Assets                                |    |                       |    |                        |            |          |
| Bank Accounts                                 |    |                       |    |                        |            |          |
| 10000 Main Operating - FIB                    | \$ | 190,413               | \$ | 144,220                | \$ 46,192  | 32.03%   |
| 10020 Long Term Reserve - FIB                 |    | 250,000               |    | 235,000                | 15,000     | 6.38%    |
| 10030 Coulson Park - FIB x0594                |    | 143,074               |    | 128,666                | 14,408     | 11.20%   |
| 10050 Opportunity Fund Savings - FIB          |    | 60,992                |    | 60,961                 | 30         | 0.05%    |
| 10060 RLF Principal - FIB                     |    | 688,055               |    | 791,029                | (102,974)  | -13.02%  |
| 10070 SSBCI Principal - FIB/Stockman          |    | 832,738               |    | 551,846                | 280,892    | 50.90%   |
| 10080 Federal EDA RLF Principal- FIB          |    | 281,717               |    | 198,204                | 83,513     | 42.13%   |
| Total Bank Accounts                           |    | 2,446,987             |    | 2,109,926              | 337,061    | 15.98%   |
| Accounts Receivable                           |    |                       |    |                        |            |          |
| 10100 Accounts Receivable                     |    | 52,501                |    | 30,000                 | 22,501     | 75.00%   |
| Total Accounts Receivable                     |    | 52,501                |    | 30,000                 | 22,501     | 75.00%   |
| Other Current Assets                          |    |                       |    |                        |            |          |
| 10199 Undeposited Funds                       |    | 1,500                 |    | -                      | 1,500      |          |
| 10200 Fed EDA RLF Portfolio - Current         |    | 363,063               |    | 195,065                | 167,998    | 86.12%   |
| 10240 Traditional RLF Portfolio - Current     |    | 63,714                |    | 39,125                 | 24,589     | 62.85%   |
| 10270 MT RLF Portfolio - Current              |    | 8,763                 |    |                        | 8,763      |          |
| 10300 SSBCI Portfolio - Current               |    | 39,628                |    | 38,186                 | 1,441      | 3.77%    |
| 10330 SSBCI 2.0 Portfolio - Current           |    | 112,352               |    | 115,193                | (2,841)    | -2.47%   |
| 10370 Prepaid Expenses                        |    | 6,013                 |    | 7,410                  | (1,398)    | -18.86%  |
| Total Other Current Assets                    |    | 595,033               |    | 394,980                | 200,054    | 50.65%   |
| Total Current Assets                          |    | 3,094,522             |    | 2,534,906              | 559,616    | 22.08%   |
| Other Assets                                  |    |                       |    |                        |            |          |
| 10600 Fed EDA RLF - Non-Current               |    | 1,376,442             |    | 1,624,252              | (247,810)  | -15.26%  |
| 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               |    | 807,844                | (89,931)   | -11.13%  |
| 10730 SSBCI 2.0 Portfolio - Non-Curre         |    | 826,616               |    | 965,293                | (138,677)  | -14.37%  |
| 10790 Allowance for Loan Losses               |    | (212,808)             |    | (143,132)              | (69,676)   | -48.68%  |
| Total Other Assets                            |    | 3,042,633             |    | 3,472,548              | (429,914)  | -12.38%  |
| TOTAL ASSETS                                  | \$ | 6,137,155             | \$ | 6,007,454              | \$ 129,701 | 2.16%    |

As of September 30, 2025

|                                 | As of Sep 30,<br>2025 |           | As of Sep 30,<br>2024 (PY) |              | Change    | % Change |
|---------------------------------|-----------------------|-----------|----------------------------|--------------|-----------|----------|
| LIABILITIES AND EQUITY          |                       |           |                            |              |           |          |
| Liabilities                     |                       |           |                            |              |           |          |
| Current Liabilities             |                       |           |                            |              |           |          |
| Total Accounts Payable          | \$                    | 126,616   | \$                         | 154,196 \$   | (27,580)  | -17.89%  |
| Total Credit Cards              |                       | 2,176     |                            | 9,173        | (6,997)   | -76.28%  |
| Other Current Liabilities       |                       |           |                            |              |           |          |
| 20150 Due to/Due From EDA       |                       | 56,848    |                            | 61,828       | (4,980)   | -8.05%   |
| 20200 Accrued Expenses          |                       | 12,989    |                            | (2,500)      | 15,489    | 619.56%  |
| Total Other Current Liabilities |                       | 69,837    |                            | 59,328       | 10,509    | 17.71%   |
| Total Current Liabilities       |                       | 198,629   |                            | 222,697      | (24,068)  | -10.81%  |
| Total Liabilities               |                       | 198,629   |                            | 222,697      | (24,068)  | -10.81%  |
| Equity                          |                       |           |                            |              |           |          |
| 30100 Retained Earnings         |                       | 5,895,597 |                            | 5,123,364    | 772,233   | 15.07%   |
| Net Revenue                     |                       | 42,929    |                            | 661,392      | (618,463) | -93.51%  |
| Total Equity                    |                       | 5,938,526 |                            | 5,784,757    | 153,769   | 2.66%    |
| TOTAL LIABILITIES AND EQUITY    | \$                    | 6,137,155 | \$                         | 6,007,454 \$ | 129,701   | 2.16%    |



EDA · EDC CREATING MONTANA BUSINESS OPPORTUNITIES

## **ATTACHMENT C**



## December 11, 2025

To: Big Sky Economic Development Board of Directors

**RE:** Recommendation regarding an Executive Director Search Committee – Membership and Scope of Authority

### **Action Item**

## **Executive Director Search Committee Scope of Authority**

It is recommended that the following Proposed Search Committee be granted the authority to 1) manage the search process; 2) manage the working relationship with the search firm; 3) establish selection criteria and define "characteristics of the ideal candidate"; 4) provide input for the search/outreach strategies with the Search Firm; 5) conduct all candidate interviews; and 6) recommend the "finalist" to the Board of Directors for the Board to vote to extend the offer. They will also be charged with the responsibility to manage this process within the confidential structure, assuring integrity of the process for both the candidates and the Big Sky Economic Development organization.

## **Proposed Executive Search Committee**

COMMITTEE CHAIR: Nichole Mehling

Lucy Aspinwall Debbie Desjarlais

Jennifer Weaver Kondracki

Ty Elkin Riley Bennett Vince Mistretta Ken Lutton

Scott Chesarek (Alternate)

**Action Needed:** The Board will need to concur in the scope of authority for the Search Committee as well as select the committee members.