

**MDOC/MEDA Opportunity Call  
October 26, 2016  
10:30-11:30**

**MDOC Participants: Annmarie Robinson (Facilitator), Gus Byrom, Adam Gill, Debi Davidson, Barb Sanem, Lindsey Hagmaier, and Tom Kaiserski.**

**MEDA Participants: Kathie Bailey (Facilitator) Becky Bey, Sue Taylor, Russ Fletcher, Andi Daniels, Cheryl Ulmer, Brian Obert, Paul Reichert, Brett Doney**

Annmarie welcomed everyone to the meeting and requested updates from those representing MDOC on the call.

<p><b>Barb Sanem – Community Visitor Bureau Program and CVB</b></p>	<p>Barb reviewed the basics of the bed tax (4% goes to promotion of tourism in designated regions and cities) and shared information on the Community Visitor Bureau program. There are six tourism regions and 18 CVBs. Collections from the tax go to MT Dept. of Revenue where it is divided out accordingly. Payments are based on budgets and collections in particular areas. Each June the Tourism Advisory Council meets and reviews the annual marketing plans for each organization. The plans are then approved by the Council for the Fiscal Year. Payments range from \$20,000 to \$1.5 million. Collaboration of marketing efforts is encouraged.</p> <ul style="list-style-type: none"> <li>• Bed Tax Collections by Region, CVB and County <a href="http://tourism.mt.gov/Resources/LodgingFacilityUseTax">http://tourism.mt.gov/Resources/LodgingFacilityUseTax</a></li> <li>• Region and CVB annual Marketing Plans <a href="http://tourism.mt.gov/Partners/TourismRegionsCVBs">http://tourism.mt.gov/Partners/TourismRegionsCVBs</a></li> </ul>
<p><b>Tom Kaiserski – Overview of efforts to increase Airport Traffic</b></p>	<p>Tom shared information regarding progress in improving and increasing air service in Montana, with the focus on marketing BSTF grants and using the funds to improve air service. A meeting was recently held with airport managers and general aviation airport representatives on the selling of seat guarantees to make sure flights are full. Commercial airports were asked about using BSTF and EDA Technical Assistance to fund a strategic plan to collaborate on the best way to attract new flights to the state. There was interest from those present at the meeting to pursue this. Tom was encouraged by the meeting and new follow-up activities were determined.</p>
<p><b>Gus Byrom – Outreach Planning Bureau, MDOC</b></p>	<p>Gus reported there is a funding opportunity with the new Housing Trust Fund Program. Letters of intent will be accepted up to November 15<sup>th</sup>. The state has received an allocation of \$2.7million to develop affordable housing for people of extremely low income. It is designed to provide housing for the homeless, disabled, elderly and other disadvantaged populations. Entitlement communities can apply, as well as nonprofits such as HRDCs, and housing authorities. 841.2777 – call Gus for more information. Land can be acquired, site improvements made, structures removed to build a new structure, etc. There is a two stage process</p>

	with the first being a letter of intent due November 15 <sup>th</sup> . Housing Trust Fund information: <a href="http://comdev.mt.gov/Programs/HTF">http://comdev.mt.gov/Programs/HTF</a>
<b>Lindsey Hagmaier - MTIP</b>	MTIP is holding Innovation trainings in Billings and Lame Deer November 2 <sup>nd</sup> and 3 <sup>rd</sup> . The website <a href="http://mtip.mt.gov">mtip.mt.gov</a> has all of the details. An informational webinar is also planned for November 1 <sup>st</sup> on behalf of the MT Dept. of Energy which will demonstrate a success story using MTIP.
<b>Adam Gill – Montana Finance Facility Authority</b>	Adam shared complicated information about Industrial Development Bonds. These bonds have tax exempt interest and can be leveraged under certain conditions. Adam said the key word is “transform” – if you are transforming something, the funds may be available. This is a great way to use bond financing; if interested, contact Adam. Adam will be in Lewistown the 17 <sup>th</sup> of November and is happy to travel or visit via conference call. <a href="http://mtfacilityfinance.com/">http://mtfacilityfinance.com/</a>
<b>BSTF – Annmarie Robinson</b>	Annmarie reported CRDC’s have submitted record applications for BSTF. The next funding round will close on December 28 <sup>th</sup> . Regarding job creation projects, Annmarie noted wages go up in 2017; more information will be available in December.

#### MEDA

<b>Sue Taylor - Beartooth RC&amp;D</b>	Sue Taylor reported that she, Kathie Bailey, and Jim Atchison will be selecting a firm in the next few weeks for their study on changes in the coal economy. Beartooth is working on quarterly reports and preparing budgets for next year.
<b>Kathie Bailey - SMDC</b>	Kathie reported there is more activity in her region than in the past 15 years. There are also more needs than SMDC has resources to provide; in addition, staff is stretched thin. Yet, great progress is being made. There are many Brownfield projects the area with eight completed and four more to be completed in the next few months.
<b>Brett Doney - GFDA</b>	Brett is at a Site-Selection conference but reported on a successful business expansion project thanks to a partnership with MMEC. Montana Eggs is under construction with a \$7million plant. Entrepreneur activity continues to increase with loan funds being put to work. GFDA wrapped up its 8 <sup>th</sup> agriculture business case to process products grown in the region.
<b>Cheryl Ulmer – Sen. Jon Tester</b>	Cheryl encouraged everyone to attend the 17 <sup>th</sup> Small Business Opportunity Workshop, set in Great Falls tomorrow with a focus on veterans. 8:30am – 12:30pm
<b>Russ Fletcher - MATR</b>	Russ welcomed business owners looking to sell their businesses and those seeking workers to post the information on <a href="http://matr.net">matr.net</a> Many of those following MATR are seeking ways to invest in Montana or find work in Montana.
<b>Brian Obert - MBAC</b>	Brian reported MBAC is also as busy as they have ever been. Things are hopping in multiple directions.

**Anne Boothe – Triangle  
Telecommunications**

Anne noted two successful road shows were held in partnership with GOED recently: Columbus and Big Timber.