Bridge Loans
Why do Bridge Loans?

- Put loan funds to work
- Can enable regular gap financing loans
- Generate more $$$
- Make projects happen
- Make stakeholders happy!
What are Bridge Loans?

- Different than gap financing
- Short-term (6 months to 3 years)
- Unusual collateral and security
- Other end of bridge sometimes uncertain
- Sometimes higher risk
Common types of bridges

- Tax Increment Financing
- Historic tax credits
- New Markets Tax Credits
- Developers fee
- Capital campaign fundraising
- Permanent financing take-out
Bridge Loan Successes

• Staybridge riverfront hotel
• Bullhook Community Health Center
• Arvon Block downtown redevelopment
For more information

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Entrepreneur Elite
Why do Entrepreneur Elite?

• Services not available in small state
• Support growth companies
• Generate revenue
• Break into higher level of clientele
• Make business expansions happen
• Make stakeholders happy!
How we put it together

• Researched what was producing results
• Fee for service model
• Focus on established growth-oriented companies
• Needed to get licenses and certifications
Our First Product Offerings

• GrowthWheel & Coaching
• PeerSpectives
• Thought Patterns for High Performance
Successes to Date

• 6 clients
• $18,500 revenue
• Loenbro expansion
For more information

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Great Falls AgriTech Park
Why is GFDA developing the Park?

• No available rail or heavy industrial sites
• Target industries need such sites
  – Expansions, start-ups and attractions
• Couldn’t get private or public sectors to do it
• Shovel ready competitive edge
What is the AgriTech Park?

• 1,100-acre phased heavy industrial park
• Large lots 10+ acres
• Rail, water, sewer, electric, gas, fiber
  – Municipal, river and spring water
How have we done it?

- Open site search
- 20 year rolling option agreement
- In-kind preliminary engineering & environmental
- Board, investor and staff expertise
- City and federal water/sewer funding
- GFDA $450,000 investment
- Tax increment financing
  - First tenants fronting expenses
Early Successes

- ADF Group
- Pacific Steel & Recycling
- Montana Specialty Mills
- Winning more shortlists/prospect visits
For more information

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GFDA Top 10
Why do it?

- Rely on investment from 200 private, public and non-profit investors
- Investors didn’t know what we were doing
  - Wanted to be “in the know”
- Needed something quick and cheap
- Needed something we could sustain over long term
What is the Top 10?

- Weekly email to investors, partners, media, clients and interested community members
  - Use Constant Contact
- Includes GFDA activities and positive community/regional news that supports our mission
  - All positive – part cheerleading
- Plain and straightforward by design
Planned benefits?

• Increased investment
• Better informed and engaged investors
Unexpected benefits?

- Drives earned media stories
- Drives new clients and referrals
- Boost for staff work that doesn’t make the news
- Focuses team on weekly goals
UNTAME YOUR ENTREPRENEURIAL SPIRIT
UNTAME YOUR ADVENTUROUS SPIRIT