We’re In This Together

MEDA Annual Meeting
May 28, 2020
10:30am – 12:30pm

Special thanks to our Membership Sponsors:

Gold

NorthWestern Energy
Delivering a Bright Future

Silver

Bronze
Guidelines and Format

■ Meeting is being recorded to share with those who could not join us.
■ Please make sure you are muted.
■ The “chat” feature is available for your comments.
■ When it is time for discussion, click the “participants” button and right click on “raise your hand.” As many people as possible will be recognized to speak.
Welcome!
We’re In This Together Agenda

- MEDA Business Meeting
  - Elections
  - Financial Report
  - Committee Spotlight
  - Fall Conference
- Montana Next Generation of Economic and Community Development Tools Update
- COVID-19 Program Updates, Census2020 – Federal and State
- We’re In This Together – Contest and Wrap Up
MEDA Business

Election of Board of Directors

Paddy Fleming – Nominating Committee Chair

- Terms up for renewal and recommended for approval:
  - Tim Guardipee, NADC
  - Paddy Fleming, MMEC
  - Craig Erickson, Great West Engineering
  - Rick Edwards, NorthWestern Energy
  - Leslie Messer, Richland Economic Development

List of all board members:
https://www.medamembers.org/about-us/board-of-directors
MEDA Business

Election of Officers

Paddy Fleming – Nominating Committee Chair

Brian Obert – President
Steve Arveschoug – Past President
Joe Willauer – Vice President
Rick Edwards – Treasurer
Gloria O’Rourke – Secretary
Tori Matejovsky – Executive Committee
Sarah Converse – Executive Committee
Special thanks to Paul Tuss for serving on the MEDA Executive Committee for years and years and years ....
## MEDA Business
### FINANCIALS

Rick Edwards, Treasurer

### Financial Position

#### Balance Sheet

**As of April 30, 2020**

<table>
<thead>
<tr>
<th>ASSETS</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Assets</td>
<td></td>
</tr>
<tr>
<td>Checking/Savings</td>
<td></td>
</tr>
<tr>
<td>Glacier Bank Savings</td>
<td>500.02</td>
</tr>
<tr>
<td>Glacier Bank Checking</td>
<td>30,335.23</td>
</tr>
<tr>
<td>SWMFCU 007</td>
<td></td>
</tr>
<tr>
<td>SWMFCU 007</td>
<td>121.31</td>
</tr>
<tr>
<td>SWMFCU 007 - Other</td>
<td>-121.31</td>
</tr>
<tr>
<td>Total SWMFCU 007</td>
<td>0.00</td>
</tr>
<tr>
<td>FIB CD 49 mos.</td>
<td>8,750.58</td>
</tr>
<tr>
<td>FIB CD 15 mos.</td>
<td>9,005.99</td>
</tr>
<tr>
<td>CD Account FIB</td>
<td>28,051.02</td>
</tr>
<tr>
<td>1st Interstate Checking</td>
<td>43,158.54</td>
</tr>
<tr>
<td>1st Interstate Savings</td>
<td>3,727.23</td>
</tr>
<tr>
<td>Total Checking/Savings</td>
<td>122,537.61</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>25.00</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>25.00</td>
</tr>
<tr>
<td>Total Accounts Receivable</td>
<td>25.00</td>
</tr>
<tr>
<td>Other Current Assets</td>
<td>250.00</td>
</tr>
<tr>
<td>Undeposited Funds</td>
<td>250.00</td>
</tr>
<tr>
<td>Total Other Current Assets</td>
<td>250.00</td>
</tr>
<tr>
<td>Total Current Assets</td>
<td>122,812.61</td>
</tr>
</tbody>
</table>

| TOTAL ASSETS | 122,812.61  |

<table>
<thead>
<tr>
<th>LIABILITIES &amp; EQUITY</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity</td>
<td></td>
</tr>
<tr>
<td>Unrealized Gain or Loss</td>
<td>8,484.00</td>
</tr>
<tr>
<td>Opening Bal Equity</td>
<td>50,911.53</td>
</tr>
<tr>
<td>Retained Earnings</td>
<td>58,901.29</td>
</tr>
<tr>
<td>Net Income</td>
<td>4,515.79</td>
</tr>
<tr>
<td>Total Equity</td>
<td>122,812.61</td>
</tr>
</tbody>
</table>

| TOTAL LIABILITIES & EQUITY | 122,812.61  |
# MEDA Business Financials

Rick Edwards, Treasurer

## Budget vs Actual

### MEDA Profit & Loss Budget vs. Actual

**January through April 2020**

<table>
<thead>
<tr>
<th>Ordinary Income/Expense</th>
<th>Jan - Apr 20</th>
<th>Budget</th>
<th>$ Over Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Professional Development</td>
<td>0.00</td>
<td>5,000.00</td>
<td>-5,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>CRDC EDD WG Inc</td>
<td>0.00</td>
<td>1,500.00</td>
<td>-1,500.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>Conference Income</td>
<td>0.00</td>
<td>25,000.00</td>
<td>-25,000.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>Contract MDCC</td>
<td>22,666.64</td>
<td>68,000.00</td>
<td>-45,333.36</td>
<td>33.3%</td>
</tr>
<tr>
<td>Next Gen Study Income</td>
<td>77,350.00</td>
<td>125,000.00</td>
<td>-47,650.00</td>
<td>61.9%</td>
</tr>
<tr>
<td>Membership Dues</td>
<td>35,275.00</td>
<td>22,500.00</td>
<td>12,775.00</td>
<td>156.8%</td>
</tr>
<tr>
<td>Total Income</td>
<td>135,989.54</td>
<td>247,000.00</td>
<td>-111,010.46</td>
<td>55.1%</td>
</tr>
</tbody>
</table>

| Expense                   |              |        |               |             |
| Web Site Maintenance      | 0.00         | 3,500.00 | -3,500.00    | 0.0%        |
| Professional Development Expenses | 0.00 | 5,000.00 | -5,000.00 | 0.0% |
| CRDC EDD Exp              | 0.00         | 1,500.00 | -1,500.00    | 0.0%        |
| Insurance                 | 528.00       | 1,500.00 | -972.00      | 35.2%       |
| IRS Filings and Review    | 0.00         | 1,750.00 | -1,750.00    | 0.0%        |
| Contracted Services       |              |        |               |             |
| MEDA Administration       | 27,594.00    | 82,782.00 | -55,188.00   | 33.3%       |
| Total Contracted Services | 27,594.00    | 82,782.00 | -55,188.00   | 33.3%       |
| Board Meetings            | 0.00         | 1,500.00 | -1,500.00    | 0.0%        |
| Next Gen TIP Contract     | 63,787.69    | 125,000.00 | -61,212.31  | 67.0%       |
| Conferences               | 0.00         | 10,000.00 | -10,000.00   | 0.0%        |
| Dues and Subscriptions    | 783.92       | 6,000.00 | -5,216.08    | 13.1%       |
| Licenses and Permits      | 0.00         | 500.00   | -500.00      | 0.0%        |
| Postage and Delivery      | 0.00         | 250.00   | -250.00      | 0.0%        |
| Scholarship Expense       | 1,000.00     | 6,000.00 | -5,000.00    | 16.7%       |
| Total Expense             | 114,526.34   | 245,282.00 | -130,755.66  | 46.7%       |

### Net Ordinary Income

- **Jan - Apr 20**: 21,463.20
- **Budget**: 1,718.00
- **$ Over Budget**: 19,745.20
- **% of Budget**: 1,249.3%

### Net Income

- **Jan - Apr 20**: 4,515.79
- **Budget**: 1,718.00
- **$ Over Budget**: 2,797.79
- **% of Budget**: 262.9%
MEDA Business

COMMITTEE SPOTLIGHT

Want to join a committee? Email Gloria@medamembers.org

- **Membership** – Membership growth; membership sponsorship off to great start. Chris Cerquone, Chair

- **Scholarship and Professional Development** – Second quarter scholarship round now open. Marie Hirsch, Chair

- **Legislative** – Watch for committee meeting date in early June. Rick Edwards, Chair

- **Impact Awards and AJP Champion Award** – Deadline is July 31st. Brett Doney, Chair

[https://www.medamembers.org/membership/awards](https://www.medamembers.org/membership/awards)
What MEDA Leadership is thinking thus far:

- Plan for in person conference.
- Create a Plan B in case virtual format is needed.
- Include Gubernatorial Candidate Forum and/or Congressional Candidate Forum, and/or other nominated official forums.
- Timeframe: end of September, early October

What are your thoughts? Comments? Enter them in Chat, please!
MONTANA NEXT GENERATION OF ECONOMIC AND COMMUNITY DEVELOPMENT TOOLS

PROJECT UPDATE
THEME
BUILDING A COMPETITIVE MONTANA

- Create a forward-looking approach to economic development.
- Respond to technology innovations and changing market conditions.
- Build capacity across urban, rural, and native economies to enhance the impact of state efforts.
- Identify tools and strategies to better position the state.
PROJECT PARTNERS

- A&E Architects
- Anaconda Local Development Corporation
- Bear Paw Development Corporation
- Beartooth RC&D
- Big Sky EDA
- Billings Chamber of Commerce
- BNSF
- Bozeman Area Chamber of Commerce
- Butte Local Development Corporation
- City of Billings
- City of Bozeman
- Cushing Terrell
- Downtown Billings Alliance
- Downtown Bozeman Partnership
- Eastern Montana Impact Coalition
- Express Employment Professionals
- First Interstate Bank
- Glacier Bank
- Great Falls Development Authority
- Great West Engineering
- Headwaters RC&D
- Interstate Engineering
- John Rogers Consulting
- Lake County Community Development Corporation
- Montana Associated Technology Roundtable
- MDU Resource Group
- Montana Economic Developers Association
- Missoula Economic Partnership
- MoFi
- Montana Ambassadors
- Montana Association of Counties
- Montana Business Assistance Connection
- Montana Chamber Foundation
- Montana Cooperative Development Center
- Montana Economic Development Services
- Montana Manufacturing Extension Center
- Montana West
- MT Photonics Industry Alliance
- Newfields
- North Western Energy
- Payne West
- Prospera Business Network
- Ravalli County Economic Development Authority
- Rocky Mountain Bank
- Stahly Engineering
- Sweetgrass Development
- TD&H
- WWCEngineering
WHAT YOU ASKED FOR

- A summary of the **challenges & opportunities** facing Montana’s state-level economic and community development efforts.

- A **conditions assessment** that highlights the available development strategies, tools, programs, and funding mechanisms.

- An understanding of the state’s **competitive position** relative to regional peers and in the national context.

- A review of compelling **best practices** that may be a fit for Montana.

- Articulation of **roles** within successful EDO’s, local communities, and state economic development teams.

- A set of **forward-looking recommendations** that give guidance to MEDA, its partners, and key decision makers for on both near-term and long-term initiatives.

- An actionable **implementation strategy** that offers an appropriate timeline, considers a phasing approach, identifies essential partners, and immediate next steps.
WHAT INFORMS OUR WORK?

WHAT YOU TELL US
- Meetings with community leadership & staff
- Focus group discussions
- Stakeholder interviews, surveys, & workshops

WHAT THE DATA TELL US
- Review of current approach
- Economic competitiveness data
- Regional benchmarking

WHAT OUR EXPERIENCE TELLS US
- Recommendations
- Best practices
- Trends in economic development
Engagement also included discussions with economic development reps from every county.
## Project Schedule

<table>
<thead>
<tr>
<th>Date</th>
<th>Event Description</th>
<th>Audience</th>
</tr>
</thead>
<tbody>
<tr>
<td>5/26</td>
<td>Draft Plan Overview</td>
<td>Stakeholder Group</td>
</tr>
<tr>
<td></td>
<td><em>Feedback due 5/28 COB</em></td>
<td></td>
</tr>
<tr>
<td>6/26</td>
<td>Final Plan Virtual Presentation (Soft Roll Out)</td>
<td>Stakeholder Group</td>
</tr>
<tr>
<td>TBD</td>
<td>Formal Plan Roll-Out</td>
<td>Broad Audience</td>
</tr>
<tr>
<td>TBD</td>
<td>Implementation Workshop</td>
<td>Stakeholder Group</td>
</tr>
</tbody>
</table>
FEDERAL COVID-19 PARTNERS
Fast Five Minute Update

- KIRK KEYSOR, EDA
- BRENT DONNELLY, SBA
- CHARLES ROBISON, USDA
• EDA Received $1.5 billion (yes with a “b”)
  – Denver Region - $193 million
    • $127 million non-competitive awards (100% grant)
      – $400k to each EDD
      – $150k to each Tribe participating in Partnership Planning
      – Recapitalization of existing EDA RLF’s
      – $300k to University Center
    • Roughly $65 million remains for competitive awards

• Applicants must explain clearly how the proposed project would “prevent, prepare for, and respond to coronavirus” or respond to “economic injury as a result of coronavirus.”

• Examples of potentially competitive projects:
• Example projects:
  – Health Facilities creating jobs and new healthcare opps
  – Workforce Training Infrastructure
  – Manufacturing/Food Distribution
  – Tourism
  – Recovery Strategies
  – Statewide RLF’s
Montana District Office

Brent Donnelly
District Director - Montana
406-439-7613 (cell)
brent.Donnelly@sba.gov

Rena Carlson
Lead Lender Relations Specialist
406-202-3401 (cell)
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Martin DeWitt
Senior Area Manager (Billings)
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Kelly Dixon
Business Opportunity Specialist
202-805-9199 (cell)
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Tom White
Lender Relations Specialist
406-202-1611 (cell)
harold.white@sba.gov

Andy Shirtliff (Temp)
Outreach & Marketing Specialist
andy.shirtliff@sba.gov
USDA RURAL DEVELOPMENT
COVID-19 Measures for Rural Communities
Charles Robison, Montana State Director

*Please note the information included is current as of 5/21/2020 and subject to change*
Single-Family Housing Direct and Guaranteed Programs

- Moratorium on foreclosure and evictions through at least end of June
- Payment Moratoriums and Assistance
- Lenders must provide immediate forbearance when requested on guaranteed loans for up to 180 days. Penalties and fees may not be charged during the forbearance period.

Multi-Family Housing Programs

- Under the CARES Act, Multi-family borrowers may not evict tenants for non-payment of rent at least through the end of July.
- Forbearance extension for property owner borrowers
Community Facilities Direct and Guaranteed Loan Program

- Direct loans may receive up to one year of payment deferrals
- Guaranteed Lenders may offer 180-day loan payment deferrals

Note: Full slide deck containing more in-depth USDA/RD COVID-19 Response is available at https://www.medamembers.org/events
RD Programs: COVID-19 Response
Rural Business Cooperative Service

- Lenders may offer 180-day loan payment deferrals on Business and Industry Loan Guarantees and Rural Energy for America Program Loan Guarantees without prior consent from RD.

- Intermediary borrowers participating in the following programs may approve loan payment deferrals for their borrowers without RD approval.
  - Intermediary Relending Program
  - Rural Business Development Grant
  - Rural Economic Development Loan and Grant
  - Rural Microentrepreneur Assistance Program

- Intermediary borrowers may request USDA loan payment deferrals and other servicing actions for case-by-case evaluation.
Business and Industry CARES Act Program

- $1 Billion in lending authority
- Loan amount can be 12x monthly average operating costs less any PPP loan received
  - up to $25 million.
- Loans must be used for working capital.
- Maximum allowable repayment terms are increased to 10 years.
- Agricultural producers who do not meet criteria for USDA Farm Service Agency loans are authorized to use this program.
- All loans will be guaranteed at 90 percent with a 2 percent guarantee fee and a 0.5 percent (50 basis points) annual renewal fee
- B&I Guarantee Webinar next week Wednesday, June 3, 2020 (For Stakeholders and the Public)
Montana Contacts

State Director: Charles Robison / Charles.Robison@usda.gov / 406-451-4008

Business & Cooperative Programs: Lad Barney / Lad.Barney@usda.gov / 406-309-0667

Community Programs: Steve Troendle / Steve.Troendle@usda.gov / 406-600-4642

Housing Programs: Katina Uecker / Katina.Uecker@usda.gov / 406-210-9728
STATE COVID-19 PARTNERS
Fast Five Minute Update

■ Ken Fichtler, GOED

■ Tara Rice, MDOC

AND......State Census2020 with Jeri Bucy
https://census.mt.gov/

https://commerce.mt.gov/Coronavirus-Relief
We’re In This Together – Challenge Contest
Tracy McIntyre

Visit: medamembers.org/events

MCDC Kicks It Off

Wrap Up
Brian Obert and Steve Arveschoug
THANKS FOR SUPPORTING MEDA!

Special thanks to our Membership Sponsors:

Gold
NorthWestern Energy
Delivering a Bright Future

Silver
NewFields
Perspective, Vision, Solutions.

Bronze
MTA
Engineering, Reimagined

LCCDC
Lake County Community Development Corporation
Growing Community, Growing Businesses

Cushing Terrell