MEDA WELCOMES YOU
SHOWCASING IN THE ROTUNDA:

1. Montana’s Economic Development Organizations
2. Key “2019” Economic Development Programs that allow us to do our work.
3. Business Success Stories to demonstrate the success and leverage of our partnerships.
KEY TOOLS SUPPORTED IN HB 52

- Small Business Development Centers
- Small Business Innovation Research
- Office of Trade and International Relations Bureau
- Montana Manufacturing Extension Center
- Certified Regional Development Corporations
- MT Board of Research and Commercialization
- Growth Through Agriculture
- Montana Cooperative Development Center
Please Support HB 52

DON’T LET THE SUN SET ON MONTANA’S ECONOMIC DEVELOPMENT
• Federally-recognized Economic Development District and state-recognized Certified Regional Development Corporation

• Serving Northern Montana since 1969…it’s our 50th anniversary!

• Organizational highlights:
  • MicroBusiness Development Corporation
  • Small Business Development Center
  • North Central Montana Brownfields Redevelopment Program
  • Food and Agriculture Development Center
  • $112 million dollars obtained for local government infrastructure in the last 10 years
  • $26 million in business lending since 1988
Boys and Girls Club of the Hi-Line

- Received $76,000 from the BPDC Brownfields Cleanup Program for asbestos abatement prior to renovation
- Received $1.7 million in private dollars and CDBG funding for new 4,300 sq. ft. multipurpose addition, commercial kitchen, bathrooms, and reception area expansion
- Serves over 700 kids
- Provides 13 jobs
BPDC Brownfields Program

• Established in 2009 with an EPA assessment grant
• Expanded in 2011 with a $1M Brownfields Cleanup Revolving Loan Fund grant

• In the past 10 years:
  • Over 65 assessments completed and 8 cleanups conducted
  • $260,000 in matching funds secured
  • Over $11 million leveraged for redevelopment

• Right: Former Kaste’s Dept. Store Project
  • $32,553 brownfields subgrant for asbestos abatement
  • $619,411 in private dollars and grant funds raised by the Town of Big Sandy for a new library
Montana's

Agriculture

#1 Industry

Food & Ag Business Development

JOB CREATION

Business Marketing Assistance

INTERNATIONAL MARKETING

Financing

Driving ECONOMIC DEVELOPMENT through:
GROWTH THROUGH AGRICULTURE PROGRAM

Montana is known for its world-class wheat and barley, ranking #4 and #2 nationally for each crop.

Pulse crops (peas, chickpeas, lentils) have become some of Montana’s largest crops, and our state ranks #1 nationally in pulse production.

Flathead Cherries, which grow in the micro-climate of Flathead Lake, are among Montana’s numerous specialty crops, which also include hops, haskap, and other fruits.

Montana oilseed production is among the highest in the nation: #2 in flaxseed and #3 in both safflower and canola.

In 2018, Montana became the nation’s #1 hemp producing state with over 22,000 acres.

Montana agriculture is sweet for a lot of reasons, none more than the fact that we rank #4 in honey production and #6 in sugar beet production.

Montana is the leading producer of seed potatoes that are planted in the Columbia Basin for processing into french fries and other food products.

In 2017, Montana ranked #6 nationally in wool production.

2,650,000 head of cattle roam Montana, which is more than double our state’s population.

Food Processing . . .

#1 Growth Sector for Manufacturing
Growth Through Agriculture Program
The Power of the 2019 Economic Development Programs

CLIENTS: 450+
clients received technical assistance, consulting, training & mentorship

CAPITAL INFUSION: $6,000,000+

LAUNCH EARLY STAGE MONTANA PARTNERSHIP

BUSINESS GROWTH INCENTIVES
BSTF WORKFORCE TRAINING DOLLARS $200,000

LAUNCH OF ROCK31 ENTREPRENEUR CENTER
Creating 40 new jobs

Powered by:
BIG SKY ECONOMIC DEVELOPMENT

BILINGS SERVICE AREA:
578 Active Clients
$20,000,000 in Awards

STATEWIDE:
900 Active Clients
7 Centers
29 Training/Outreach Events
$70,000,000 in Awards

BILLINGS TECHNICAL ASSISTANCE CENTER

MONTANA PROCUREMENT PTAC

BILLINGSWORKS
FINANCING MONTANA BUSINESS

BETTER OFF IN BILLINGS

BIG SKY FINANCE

VETERANS BUSINESS OUTREACH CENTERS

REBOOT AND OUTREACH ENTREPRENEURIAL DEVELOPMENT TRAINING

U.S. SMALL BUSINESS ADMINISTRATION

TIER
2

6 REBOOT EVENTS IN 6 COMMUNITIES
61 TRAINING MODULES DELIVERED

486 TRANSITIONING SERVICE MEMBERS AND SPOUSES TRAINED

10 Outreach events held in 7 communities

201 VETERANS AND THEIR SPOUSES

BIG SKY ECONOMIC DEVELOPMENT > BIGSKYECONOMICDEVELOPMENT.ORG
Montana needs a new economic development tool to empower private development
Catalyzing the Helena Regions Economy
Collaborative Economic Development Efforts

What does MBAC do?:

Community Development
• Document, record and identify reuse opportunities for historic properties in White Sulphur Springs
• Downtown Helena Tax Increment Financing District
• Façade Improvement Program in Lewis & Clark, Broadwater and Meagher Counties.

Technical Assistance
• Redevelopment and marketing of Lamping Field in East Helena
• Masterplan for Silos Recreation Area next to Canyon Ferry Lake
• Environmental Assessment of the Helena Bus Depot

Lending
• Manage a loan portfolio of $10,000,000
• 300 loans being serviced worth $9,021,842
• Brownfield Revolving Loan Fund Participant
In 2018, MBAC launched a pilot program with the idea of attracting and mentoring “home grown” entrepreneurs looking to take their business to the next level…

*Montana Bones, Caffeic* and *Spy High Mounts* were chosen as the inaugural class. All of them participated in a rigorous six month curriculum designed to help them review their current venture, identify strengths, weaknesses, learn new tactics, and establish a plan to grow.

At the end of six months, each entrepreneur showcased their business during a *Pitch Night.*

Each participant was able to tell their story and how their business was started. However, the main focus was to hear how each planned to *grow* their business.

The event generated a significant turnout with attendees from local banks, non-profits, government, and other entrepreneurs.

The participants graduated from the inaugural class and have already begun to implement their future plan. We will be following up with each participant in 2019 to recap the year and hopefully hear about the *success.*

MBAC has begun accepting applications for the 2019 Accelerated Startup and the participants will be announced early 2019.
GREAT NORTHERN DEVELOPMENT CORP.
GREAT NORTHERN DEVELOPMENT CORPORATION

- Small Business Development Center, Fort Peck Tribes Native American Business Advisor, Montana Cooperative Development Corporation TA Consultant
- NWMT Housing Counseling, Education and Development
- Loan Products: Montana BOI, MicroBusiness and CDBG, USDA IRP and RMAP
- Eastern Montana Brownfields Coalition - Assessment and Cleanup
- Community Development Financial Institute
- Wolf Point Small Business Incubator

Northeast Montana’s Catalyst for Economic Vitality
HIGHLIGHTS: 2018 CRDC Annual Impact

- Counties Served: Valley, Roosevelt, Sheridan, Daniels, McCone, Garfield (pop. 26,748, US Census)
- 31 Jobs Created, 34 Retained, 62 SBDC clients (433 client hours), 23 NABA clients
- 5 loans closed totaling $312,000 (GNDC RLF funds invested)
- $2,097,500 private sector funds invested in GNDC region
- $400,000 CDBG-ED funds secured for McCone County Health Center
- Grand Opening: Northstar Apartments, Wolf Point – 28 units (LIHTC/HOME/MBOH funded project)
- Cooperative Impact Week (co-hosted with MCDC)
- NE MT PowerHouse Chapter established
- GNDC Minnow Tank Business Plan Competition - $10,000 awarded
- 4th Annual Small Business Saturday
- $600,000 EPA Brownfields Assessment to the Eastern Montana Brownfields Coalition
- Poplar MEDA Community Assessment
2017-2018 Fort Peck Indian Equity Fund Recipients

- Gorilla Heating and Air, LLC
- Indigenous Auto, LLC
- Wolf City Auto
- BCS Consulting

Through a partnership with Fort Peck Tribes and the Montana Indian Country Economic Development, GNDC is host to the Fort Peck Native American Business Advisor program. 2017 NABA clients received $45,000 for business start up and expansion projects. Clients received extensive one-on-one counseling to develop business plans and financials. Clients participated in the following training opportunities offered by the GNDC SBDC, MDT DBE and NACDC: QuickBooks, Business Plan writing, Customer Service training, Small Business Social Media Marketing, Credit Repair and Budgeting. Thanks to the CRDC credential, GNDC is able to leverage resources and develop partnerships to bring professional services to Northeast Montana.
The Butte Local Development Corporation (BLDC) is proud to be Butte-Silver Bow County's official public/private organization for economic development. Our mission is to lead our community in building a stronger and more diverse economy through high-quality financial services and loan programs designed to make relocation, expansion, or start-up as smooth as possible.

**OVER $1,000,000**

in grant funds committed to Butte Silver-Bow economic development projects and businesses with a focus on manufacturing, technology, aerospace innovation, healthcare solutions, and brownfields redevelopment.
ACHIEVEMENTS

150+ JOBS SUPPORTED

30+ EVENTS HOSTED

NEW AIRPORT TERMINAL

NEW CONVENTION FACILITY

11 PROPERTY ACQUISITIONS OR RENOVATIONS IN THE URA DISTRICT

17 NEW OR EXPANDED BUSINESSES
LOAN PROGRAMS

SMALL BUSINESS loans are the majority of the businesses we work with at the BLDC and loan programs are used for new and existing businesses.

BUSINESS EXPANSION loans are typically used for existing businesses with the use for expansion, business improvements, economic growth, and job creation.

COMMERCIAL REAL-ESTATE LOANS increase the overall Butte tax base by increasing value to the properties surrounding the buildings.

URBAN REVITALIZATION LOANS (URA) are used to improve business improvements within the URA district.
$2.9 MILLION
IN LOAN FUNDS DISPERSED

REAL ESTATE while the URA covers the majority of these improvements, they are also vital for property tax growth.

RETAIL & SERVICES are widespread across entertainment, vehicle maintenance, skincare, and healthcare.

MANUFACTURING & TECHNOLOGY are an important component of wage growth and GDP, and cover aerospace, software & medical technology.

FOOD & AGRICULTURE are essential for tourism and providing to the local economy, but also are vital to exports and manufacturing.
Veteran-Owned Businesses comprise only 9% of businesses in the U.S., so we are proud to significantly support our service members here in Butte.

Women or Minority-Owned Businesses provide diversity in the community and are offered a broad spectrum of programs and services for further development.

Business Expansion loans are used for existing businesses to expand, grow business operations, and to create new jobs.

New Businesses provide a valuable blend of entrepreneurs, start-ups and real-estate project improvements to the economy.
EASTERN PLAINS ECONOMIC DEVELOPMENT CORP.
PROGRAMS UTILIZED BY EASTERN PLAINS ECONOMIC DEVELOPMENT

• Community Development Block Grant
• Eastern Montana Brownfield Coalition
• Eastern Montana Infrastructure Coalition
• USDA-Rural Development
• Small Business Development Center
• Revolving Loan Funds
• Treasure State Endowment Program
• Growth Through Ag
• CRDC

Cross Country Brewing, Glendive-Growth Through Ag Grant Program

Ekalaka School
Eastern Montana Brownfield Coalition Phase I Assessment

Milwaukee Bridge
Rehabilitation-Prairie County Treasure State Endowment Program
PRAIRIE COMMUNITY HOSPITAL SYSTEMS UPGRADES

Utilizes grants from CDBD, USDA-RD, TransCanada and the Sample Foundation for upgrades of the Fire Suppression System, Boiler System, Heating and Air Conditioning as well as a Wander Guard to protect dementia patients.

CDBG-$639,050
USDA-RD- $50,000
TransCanada-$7,500
Sample Foundation-$12,000

Total Grant Funds-$708,550
MAKOSHIKA WATER AND CAMPGROUND

Business plan written by EPEDC with Dawson County EDC, Friends of Makoshika, Glendive Chamber of Commerce and Agriculture and Visit Glendive to propose a water main extension into Makoshika State Park for the development of a full-service campground with access to potable water, toilets and showers.

Impact: Estimated to double the park’s annual visitor attendance to 200,000 visitors per year.
TERRY WASTEWATER SYSTEM IMPROVEMENTS

Improvements to the system include construction of a third cell, a new splitter box structure for increased control, new flow monitoring, a new UV disinfection system, outfall improvements and replacement of the 18" sewer trunk main.

TSEP-$750,000
RRGL-$125,000
ACOE-$190,000

Total Grants-$1,065,000
WIBAUX COUNTY CAPITAL IMPROVEMENT PLAN

EPEDC authored a CIP for Wibaux County to better position the county for growth, access to grant resources and to give local officials and constituents concrete actions for the future of the community.
WEST GLENDIVE WASTEWATER IMPROVEMENTS

The project constructed a 2 new force main the lift stations. The project also included the connection of Dawson County-West Glendive’s collection system to the City of Glendive’s wastewater treatment system.

TSEP Grant- $750,000
RRGL Grant-$100,000
Total Grant Funds- $850,000
HEADWATERS RC&D
REGION: BEAVERHEAD, BUTTE- SILVER BOW, DEERLODGE, GRANITE, JEFFERSON, MADISON, & POWELL
COMPANIES WE SUPPORTED

FRONTIER ANGLERS
Dillon, MT

MONTANA CRAFT MALT
Butte, MT

BAUSCH POTATOES
Whitehall, MT

GRUBER EXCAVATING
Montana City, MT

R. L. WINSTON ROD
Twin Bridges, MT

WILLIES DISTILLERY
Ennis, MT
Headwaters RC&D Area, Inc., offers the following services:

- Grants Administration
- Organizational Development
- Consensus Building
- Small Business Technical Assistance
- Small Business Development Center
- Small Business Administration Loan Packaging
- Finance Programs
- Revolving Load Funds
- Technical Assistance for Board/Committee Approved Projects
- Homebuyer Education Classes
- Entry Level Training for Entrepreneurs
- Information and Education

WHAT WE ACCOMPLISHED IN 2018:

$2,772,256 in Loan Amount/Equity/Capital Investment for 14 Businesses

9 SBDC Trainings Administered
Over 226 Registered Attendees

9 NEW BUSINESS Start ups
150 Jobs Created/Retained

7 NEW LOANS in our region

$1,157,237 Grant Funds Awarded

7 FIRST TIME Home Buyer Education Courses
84 Attendees and counseled 20 First-Time Homebuyers

124 SBDC-COUNSELED Clients
Totaling Over 640 Hours
SOUTHEASTERN MONTANA DEVELOPMENT
SouthEastern Montana Development
Custer, Powder River, Rosebud and Treasure Counties

IMPACT
- Created New Workforce Readiness Center for Miles Community College
- Purchase and Remodel of vacant Armory Building
- $1.8 Million Project
- $1.4 Million Grant Funding

PROGRAMS
- Certified Regional Development Corp. (CRDC)
- Eastern MT Brownfield Coalition
- MT CDBG Program
- MT Coal Board
- Federal EDA Assistance
SouthEastern Montana Development

Custer, Powder River, Rosebud and Treasure Counties

Colstrip Diversification Strategy

One of Six recent Studies

Identified 6 Goals with 17 Strategies

Implementation Phase currently Underway

PROGRAMS

- Certified Regional Development Corp. (CRDC)
- Eastern MT Brownfield Coalition
- MT CDBG Program
- MT Coal Board
- Federal EDA Assistance
- MT Manufacturing Extension Center (MMEC)
SouthEastern Montana Development
Custer, Powder River, Rosebud and Treasure Counties

The Energy Open Tours and Conference Event
“Showcases the Economic Benefits of Responsible Energy Development” in Southeastern Montana

PROGRAM
- Certified Regional Development Corp. (CRDC)
SouthEastern Montana Development

Custer, Powder River, Rosebud and Treasure Counties

IMPACT

▪ Hired 10 New Employees
▪ Need 20 Additional Employees in 2 years
▪ Value Added AG Manufacturing
▪ Significant Investment in Site with New Building

PROGRAMS

▪ Certified Regional Development Corp (CRDC)
▪ Small Business Development Center (SBDC)
▪ Growth Thru AG
Co-ops Make a Difference!

The Montana Cooperative Development Center promotes and develops cooperatives to meet the economic and community needs of rural Montana.

Prospective Co-ops
- Child Care in Havre
- Naturalist Guide Co-op for North America
- Teton Pass Ski Area
- Producer Cooperatives for the Golden Triangle
- Employee Housing in Gardiner
New Co-ops Formed in 2017

“Riverside Crossing Adult Cottage Co-op” in Hamilton

“Red Paint Creek Trading Post & Pantry” in Lodge Pole

“The Original Montana Club Cooperative Association” in Helena

“Crucible” Worker Cooperative in Belgrade
New Co-ops Formed in 2018

“Musselshell Rural Investment Cooperative” in Roundup

“All Things Trowel” Worker Cooperative in Bozeman

“Bitterroot Hemp Cooperative” in Hamilton

“Yellowstone Valley Food Hub” in Billings
MISSOULA ECONOMIC PARTNERSHIP
“There is an energy that draws people to Missoula.”
In April 2018, MEP, in collaboration with other partners, engaged economic consulting firm Garner Economics LLC to conduct a study on Missoula’s economic assets and opportunities. This study resulted in the 2018 Competitive Realities Report, from which these statistics are drawn.

... and the effects

- **Per Capita Income**  
  - Average income has spiked 25.9%
  - Past 5 years

- **Average Wages**  
  - Average wages also increased 13.4%
  - Past 5 years

- **Unemployment Rate**  
  - Most of us are employed 4.1%
  - Lower than nation and state

- **Age Distribution**  
  - We are younger with a 36.4 year old median age
  - High percentage of age groups 20-39 years old
Noteworthy, a Big Sky Trust Fund Job Creation grantee, is a prime example of a local Missoula “main street” business creating sustainable jobs that help our community thrive.
Regional Private/Public Partnership

Accredited by the
International Economic Development Council
Great Falls Food/Ag Development Center
Small Business Development Center
Helping Montana Manufacturers and Agriculture Processors since 1996

- Growth
- Innovation
- Profit Enhancement
Accountability & Results

- 800% ROI to Montana’s Taxpayers
- 5,630 Jobs Created & Retained
- $1.3 Billion in New and Retained Sales
- $303 Million in Capital and Workforce Investment
- $145 Million in Cost Savings & Avoidance
- Helped over 1200 Montana Manufacturers
- Worked in 54 Montana Counties
Montana’s Manufacturers

• 3,700 Manufacturers in Montana
• 2.53 Additional Jobs For Each Manufacturing Job
• 24,000 High-Paying Manufacturing Jobs
• 60,720 Support Jobs
• 81% have less than 10 employees
• 68% Rural
• 55% Have Been In Business Less Than 20 Years
• 16% Have Been In Business Less Than 5 Years
PROSPERA BUSINESS NETWORK
Prospera Uses Montana Programs to Provide Direct Support to Local Businesses

**MT Department of Commerce**
- Certified Regional Development Corp.
- Growth thru Agriculture
- Big Sky Trust Fund Grants
  - Job Creation
  - Planning
- Worker Training Grants
- MT Manufacturing Extension Center
- Small Business Development Center

**MT Department of Labor**
- Incumbent Worker Training
Big Sky Job Creation

Prospera Business Network helped **MT Instruments** secure a BSTF job-creation grant. The company invested in business expansion, and the grant leveraged the creation of 17 new full-time jobs.

Montana Instruments is a high-tech photonics company based in Bozeman.

“I appreciate how smooth the (business grant) process has been, it’s a real service that Prospera has provided”

~ Luke Mauritsen, Founder of Montana Instruments Inc.
WESTERN RURAL DEVELOPMENT REGION
Western Rural Development Region
CRDC - Partnerships that Work

2018 CRDC Annual Impact Report

$5.1 MILLION  Leverage in Federal, State and Private Dollars

$1.2 MILLION  Business lending for 18 new businesses and business expansions

$452,201  Secured in federal, state, and local grants to support financial and technical assistance, community development, cooperative development and food enterprise development

$647,359  Earned income and other sources to support operations and programs

238  Jobs created or retained

449  Total clients receiving technical assistance

908  Attendees at Business Technical Assistance Workshops

20  Co-sponsored Events with 385 attendees

41,213  Pounds of locally grown food processed with $234,285 in sales to local institutions

14  Emerging and established cooperative businesses served
2018 IMPACT: A Success Story
Client: Superior Meats

Mmm, bacon. Even better, peppered bacon. Now that we have your attention, we’d like to congratulate LCCDC and Mineral County client Superior Meats for their outstanding showing at the annual Montana Meat Processors convention in Forsyth. They placed in the top three in 7 out of 14 products they entered. Says the client, “We are very proud to serve you with some of the best products in our state. Thank you to our customers for supporting us, and we look forward to any future customers. Stop by and pick up some award winning meat!”

Great news from our partner at Mineral County: “In Superior, Mineral County will receive $204,892 on behalf of Superior Meats to expand its facility and purchase new equipment. The expansion will allow the business to increase production and create 10 new full-time positions.”

Congratulations to Emily Park at the Mineral County Extension Office and to everyone at Superior Meats. They recently won several awards for their outstanding products, and now they’re expanding and bringing new jobs to the area.

Mission Mountain Food Enterprise Center

Our Food and Agriculture Development Center has assisted 104 food businesses in their startup and development over the past year.

**Client Highlight**- Chef Gail Kurpgeweit, owner of Taste of Amazing LLC, is launching a full line of ready to eat meals. has developed an exclusive line of fresh-to-go prepared meals (food bowls).

**Product Highlight**- Our Montana Mushroom Lentil Meatball is now being served in institutions throughout Montana.

In partnership with Montana Department of Agriculture Food and Agriculture Development Center, Network, Growth through Agriculture, USDA Rural Development Cooperative Development Grant Program, Specialty Block Grant Programs and Montana Department of Commerce Big Sky Trust Program
MT FOOD AND AGRICULTURE DEVELOPMENT CENTERS
The Montana Food and Agriculture Development Center (FADC) Network helps Montanans innovate and grow businesses that produce and commercialize food, agriculture and renewable energy products and processes, creating wealth and jobs in our communities and on our farms and ranches.
The FADC Network

The network centers provide training and technical assistance to food and agriculture businesses

- Bear Paw Development Corporation
  - Michael Peter
- Beartooth RC&D
  - Joel Bertolino
- Great Falls Development Authority
  - Barnett- Sporkin-Morrison
- Mission Mountain Food Enterprise Center
  - Jan Tusick
## FADC Program Statistics FY 2017

### Clients Served FY 2017

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Businesses Assisted</td>
<td>174</td>
</tr>
<tr>
<td>New Clients</td>
<td>86</td>
</tr>
<tr>
<td>Jobs Retained</td>
<td>191</td>
</tr>
<tr>
<td>Jobs Created</td>
<td>124</td>
</tr>
<tr>
<td>New Products</td>
<td>52</td>
</tr>
</tbody>
</table>

### Funds Leveraged FY2017

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public Grants</td>
<td>$698,356</td>
</tr>
<tr>
<td>Public Loans</td>
<td>$350,000</td>
</tr>
<tr>
<td>Private Investments</td>
<td>$54,689,655</td>
</tr>
<tr>
<td>Total</td>
<td>$55,738,011</td>
</tr>
</tbody>
</table>
SNOWY MOUNTAIN DEVELOPMENT CORP.
Brownfield Assessment, Cleanup and Redevelopment

“Building Community and Economic Capital.”

Serving Judith Basin, Fergus, Petroleum, Musselshell, Golden Valley, and Wheatland Counties

Certified Regional Development Corporation (CRDC)
Developing Community Resources

“Building Community and Economic Capital.”
Serving Judith Basin, Fergus, Petroleum, Musselshell, Golden Valley, and Wheatland Counties

Certified Regional Development Corporation (CRDC)

- Gap Financing for Businesses
- Musselshell Rural Investment Cooperative
- Roundup Tax Increment Financing District (TIFD)
- Lewistown TEDD District
- Women Lead Central Montana
“Building Community and Economic Capital.”
Serving Judith Basin, Fergus, Petroleum, Musselshell, Golden Valley, and Wheatland Counties

Certified Regional Development Corporation (CRDC)