MEDA IGNITE MONTANA!

Montana Superheroes
Building Communities

MEDA Fall Conference
Oct 5 – 6
Red Lodge, MT
MEDA IGNITE MONTANA!

Carly Wheatly
Snowy Mountain Development Corporation
Creekside Marketplace & Pavilion
Creekside Marketplace & Pavilion

Presented by: Carly Wheatley
Designing the future
Creekside ‘park’ project moves to next step

By DEB HILL | News-Argus Managing Editor

A proposal to create a new gathering place and amphitheater along Spring Creek near downtown will move forward to the design phase, supporters say, thanks in part to local donations. The project grew out of the 2015 Recharge Our Community program, which challenged locals working on six different focus areas to develop ideas with potential to “recharge” Lewistown.

According to Karen Sweeney, a member of the ROC Youth Engagement Group, $20,000 has been raised so far to help pay for the next design phase of what is now being called “Creekside Marketplace and Pavilion.”

Currently the project site is a mix of natural areas along Spring Creek and trails, as well as parking lots and buildings.

One of the buildings, the Mill Building, also known as the Gamble-Robinson Company Warehouse, was recently nominated to the National Register of Historic Places.

Redevelopment of the area could include adding an amphitheater for outdoor performances, an all-season restroom facility and a children’s play area, as well as improved vehicle access and parking to accommodate marketers and fans.

Susan Barto, also a member of the Youth Engagement group, said she feels the plan will add value to the whole of downtown.

By creating a place that is safe, is off the highway and has an inviting atmosphere, combined with the proposed brewhouse restaurant, our hope is to lure traffic and visitors to stay and see what Lewistown and Central Montana have to offer,” Barto said.

Committee member Stephen Taylor said he feels the proposed development could assist with building a more business-minded culture in Lewistown’s downtown.

The concept plan for the Creekside Marketplace and Pavilion shows possible layouts and potential facilities. With the new funding, a detailed plan will be created, based on input from the public.

Drawing courtesy of ROC Youth Engagement Committee

Karen Sweeney

What is proposed?
The original proposal, then called Creekside Park, was for redevelopment of the area near the old Westside building across from Trailhead Park on Main Street.

Taking Care of Businesses

A Century Companies construction crew demolishes the Mill Building across from the Veteran’s Park Friday afternoon.

Photo by Jenny Savastru
Final Concept Plan
Creekside Marketplace & Pavilion

June 2017

In association with

Foley Group
Snowy Mountain Development Corporation
Debi Davidson
MT Dept. of Commerce
BSTF PG Knows No Boundaries
Debi Davidson  
Big Sky Economic Development Trust Fund Program  
Montana Office of Tourism and Business Development  
Montana Department of Commerce  
(406) 406-841-2792 | ddavidson2@mt.gov  
October 2017
The Players

Prospera Business Network Applicant

The Assisted Business
West Paw Properties, LLC

for

Scope of Work

Phase I includes expansion of the building and parking

Creation of Schematic Design Drawings

Design Development Drawings

Construction Drawings
The Deliverable As Is Drawing
The Deliverable New Design
The Players

Prospera Business Network
Applicant

The Assisted Business

Scope of Work

Export Marketing Plan

Creation of Strategic Export Marketing Plan
Vendor Presentations

Photo Credit West Paw Design, Inc.
QUESTIONS?

Debi Davidson
Big Sky Economic Development Trust Fund Program
Montana Office of Tourism and Business Development
Montana Department of Commerce
(406) 406-841-2792 | ddavidson2@mt.gov

October 2017
MEDA IGNITE MONTANA!

Alyssa Townsend
MT Dept. of Commerce

Job Creation in a Rural Community
JOB CREATION IN A RURAL COMMUNITY

Alyssa Townsend
Big Sky Economic Development Trust Fund Program
Office of Tourism and Business Development
Montana Department of Commerce
406.841.2748| ath@mt.gov

October 2017
Better Than Logs, Inc.: Drummond’s Making Changes

- Start up manufacturing company of concrete log siding
Innovative Product Design
How Did BTL Get Involved with BSTF?

• Business led, Town of Drummond was supportive;
• Drummond: town of @ 300 people, with a focus on ranching, hunting, fishing and a solid sense of community;
• Actively-involved Mayor, town attorney, accountant and clerk willing to learn the grant process and work together to draft the documents;
• Equally supportive relationship between the Town and business.
How was this buy-in achieved?

• Town recognized the opportunities for well-paying jobs directly in their community;
• BTL is redeveloping blighted buildings along Front Street and elsewhere in Drummond;
• Business owners actively involved in the community through their church and children’s activities;
• Mayor worked with her team to thoroughly research the BSTF program pros and cons and the history of the business/business owner experience;
• A personal guarantee was provided by the business;
• Several other businesses in Drummond petitioned for the State to assist the Town and BTL in the application.
However....not everyone was supportive

- Concerns regarding change to the character of Drummond;
- Misinformation regarding the business;
- Town risk as a Grantee.
BSTF can assist!

• Grant was originally to assist in the creation of two jobs with a $15,000 award;
• Request was made for another 10 jobs, and another $75,000—this business is growing quickly!
• BSTF is able to reimburse for purchase of equipment, land, building, construction materials, and wage reimbursement; and
• The Town of Drummond is now familiar with the BSTF grant process and more likely to consider the program for future use with prospective basic sector businesses who may settle in Drummond.
IT’S A GOOD FIT!

The business is satisfied;

The Town is supportive; and

BSTF is pleased to assist with program funds.
QUESTIONS?

Alyssa Townsend
Big Sky Trust Fund Economic Development Program
Office of Tourism and Business Development
Montana Department of Commerce
406.841.2748| ath@mt.gov

October 2017
MEDA IGNITE MONTANA!

Paul Reichert
Suzi Berget White
Prospera Women’s Business Center
Raise Awareness and Funds
Top Ways to Raise Awareness + Fundraise for Your Center

Paul Reichert
Executive Director, Prospera Business Network
preichert@prosperabusinessnetwork.org

Suzi Berget White
Director, MT Women’s Business Center at Prospera
swhite@prosperabusinessnetwork.org
Get a Google Business Page
Its all about the people...
Strategic Partnerships

- Downtown Bozeman
- American Bank
- Montana Manufacturing Extension Center
- Bozeman Daily Chronicle
- KBZK
- First Interstate Bank
- Montana State University College of Business
- America's SBDC
- Montana Women's Business Center
- DBE
Connect with Elected Officials
Market Your Organization
Social Media

Montana Women’s Business Center shared Jennifer Perks Murphtroy’s post. Published by Suzi Berget White on September 16 at 8:10 am.

Go Montana!

PERCENTAGE OF FEMALE BUSINESS OWNERS IN EVERY STATE

Jennifer Perks Murphtroy September 15 at 11:21 am

We are Montana has the highest percentage of female business owners in the US! Way to kick some biz-ass ladies!

1,385 people reached

Boost Post

Like · Comment · Share

Montana Women’s Business Center, Liorah Johnson, Anica Frances and 65 others

Write a comment...
Host Popular Trainings

VISUAL BUSINESS PLANNING
READY, SET, DON’T GO!

- Use pencil to draw out your 9 blocks
- Once final, outline in colored pen and title each block
- Execute ROUND 1 at a fast pace. Don’t overthink your ideas down!
- Once drawings are done, roll quick thinking through ROUND 2 to self to add at least one.

Strategies For Maximizing Value In Your Business

June 7th
9 am - noon

Hosted by: Fortis Technologies
143 Willow Path Dr., Bozeman, MT 59718

Instructors: Bryce DeGroot of Compass Advisors & Christopher Gregory of Fortis Group

What you will learn:

1. What drives value?
2. Why must your business be transferable?
3. How does a valuable and salable business provide freedom and options?
4. Strategies to build a valuable and salable business.
5. What is at stake in business ownership transition?

Registration: $25 for Prospera Members, $40 for Non-Members.
www.prosperabusinessnetwork.org/business-events

Montana Women’s Business Center | Powered by Prospera
Business Tours
Business Awards

Prospera 2016
The Prospera Awards

Celebrating the 2016 Business Excellence Award Winners

gold sponsors
Edward Jones
First Security Bank

silver sponsors
FOX Montana
The University of Montana

bronze sponsors
Northwestern Mutual
State Farm
Billings Gazette

bozeman's choice reader poll 2017
we won!

20 under 40

Rays Beauty Supply
Get Out There!

406 NETWORKING

Bozeman Area Chamber of Commerce Montana
Write!

success stories
## Start a Membership Program

### 2017 Prospera Membership Levels and Benefits

<table>
<thead>
<tr>
<th>Levels</th>
<th>Benefits</th>
<th>Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>Prospera</strong></td>
<td><strong>Montana Women’s Business Center</strong></td>
</tr>
<tr>
<td>Sales Process*</td>
<td><strong>$150</strong> ($200) as Associate $300</td>
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<tr>
<td>Contributer</td>
<td>$400</td>
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<tr>
<td>Partner</td>
<td>$1,200</td>
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<tr>
<td>Executive</td>
<td>$2,500</td>
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<tr>
<td>Community Leader</td>
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</tr>
<tr>
<td>Economic Partner</td>
<td>$10,000</td>
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</table>

*Sales Process Level is only available to sole proprietors and consulting businesses with no employees.
Ask for Cash Contributions
In-Kind Contributions
### Get Sponsors!

"When we invest in women, we are investing in people who invest in everyone else." - Melinda Gates

## Prosperity Party

Annual Fundraiser to benefit the Montana Women’s Business Center | September

225+ Business Professionals

- Live + silent auction
- Food and drink tasting

### Benefits

<table>
<thead>
<tr>
<th>Benefits</th>
<th>Platinum</th>
<th>Gold</th>
<th>Silver</th>
<th>Bronze</th>
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<tbody>
<tr>
<td>Opportunity for company representative to present business overview and explain to guests</td>
<td>X</td>
<td></td>
<td></td>
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<tr>
<td>Free listing in Women’s Business Council’s membership directory</td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Opportunity to set up an informational table showcase your company</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Free admission to month+1 event and opportunity to provide promotional item at event (Free listing in directory)</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
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<tr>
<td>Option to display standing banner at event (with sponsorship)</td>
<td>X</td>
<td>X</td>
<td>X</td>
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</table>

### Sponsor Seating Tickets

<table>
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<th>Tickets</th>
<th>Platinum</th>
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<th>Silver</th>
<th>Bronze</th>
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<tr>
<td>10 (1 table)</td>
<td>6</td>
<td>4</td>
<td>2</td>
<td></td>
</tr>
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</table>

### Inclusions

- All marketing collateral, including Prospera + WBC website (with link), email invitations, all advertising, and event program

### Advertising in event program

- Due August 6

<table>
<thead>
<tr>
<th>Title</th>
<th>Platinum</th>
<th>Gold</th>
<th>Silver</th>
<th>Bronze</th>
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<tbody>
<tr>
<td>Full Page</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>1/2 Page</td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>1/4 Page</td>
<td></td>
<td></td>
<td></td>
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</table>

### Personal Thank You by name at event

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Platinum</th>
<th>Gold</th>
<th>Silver</th>
<th>Bronze</th>
</tr>
</thead>
<tbody>
<tr>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
</tbody>
</table>
Community Reinvestment Act $
Loan Fees
Host a Fundraising Event
Soccer, Anyone?

Bill Snoddy

Jason Seyler

MT DEQ
Red Lodge Soccer Field Proposed Project

Jason Seyler
Brownfields Coordinator

Bill Snoddy
AML Project Manager
History of the Site

- Covers Old Red Lodge Landfill
- Constructed from Coal Waste in 1989
- Capped with topsoil and turned over to City of Red Lodge for maintenance
Current Condition of Repository

- Trails have been cut into cap
- Erosion and poor vegetation have removed soil
- Coal waste exposed in many locations
- Potential for coal to erode into Rock Creek
So What’s a Local Non-Profit To Do?

Beth Graham – President Red Lodge Youth Soccer
So What’s a Local Non-Profit To Do?

KEEP CALM AND LIGHT THE BAT SIGNAL
So What Really Happened?
So What Really Happened?
So What Really Happened?
So What Really Happened?
So What Really Happened?
So What Really Happened?
So What Really Happened?
What Did We Learn?
What's Next???

• Wait for decision on DNRC Planning Grant
• Retain engineer to design complex
• Fundraise, Fundraise, Fundraise!
• AML potentially helps with construction of new cap
• Installation of irrigation system
• Plant Grass,
• And...
Play Soccer!!!!
Who Were These Superheroes?

Beth Graham  
President Red Lodge Youth Soccer  
bgraham@wildfire-defense.com

James Caniglia  
Red Lodge City Planner  
jcaniglia@cityofredlodge.com

Sue Taylor  
Bearthooth RC&D  
staylor@beartooth.org
Who Were These Superheroes?

Heidi Anderson-Folnagy
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HAndersonFolnagy@mt.gov
406-444-6691

Jason Seyler
DEQ Brownfields Coordinator
406-444-6447
jseyler@mt.gov

Bill Snoddy
DEQ AML Project Manager
406-444-6458
BSnoddy@mt.gov
MEDA IGNITE MONTANA!

Alex Amonette
Sweetgrass Associates
Why Renewables?
WHY RENEWABLES?

- Renewables
- Energy Transitions
- National Security
- Energy Options
- Work & Wind
- Affordable
- Battery Storage
- Less polluting
- Example: Solar + Battery Storage
- Savings

Alex Amonette
Sweetgrass Associates
Technical Writer/Editor; Grant Writer
Big Timber, MT
(406) 932-5075
MEDA IGNITE MONTANA!

Molly Cook
Missoula Economic Partnership
Innovation Districts
INNOVATION DISTRICTS

MOLLY COOK
MISSOULA ECONOMIC PARTNERSHIP
95,000,000 SQUARE FEET
$62,720
<table>
<thead>
<tr>
<th></th>
<th>Missoula</th>
<th>San Francisco</th>
<th>Seattle</th>
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<tbody>
<tr>
<td><strong>Average Cost Per Square Foot</strong></td>
<td>$8.80</td>
<td>$57.84</td>
<td>$50.00</td>
</tr>
<tr>
<td>– Incubator Office Space</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Number of Establishments</strong></td>
<td>489</td>
<td>3,119</td>
<td>2,711</td>
</tr>
<tr>
<td>– Health Care and Social Services</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Median Home Cost (Value)</strong></td>
<td>$275,000</td>
<td>$1,500,000</td>
<td>$722,000</td>
</tr>
</tbody>
</table>
“INNOVATION DISTRICTS ARE THIS CENTURY’S PRODUCTIVE GEOGRAPHY.”

-Brookings Institute 2015
Bill Foisy

Red Lodge Area Community Foundation

Raising $$$ - Fun Run
Check out our Stories
FUN RUN 13
$228,257
Julie Johnson

Sweet Grass County Chamber

Sweet! (Grass) Touring Aps
SWEET! (GRASS) TOURING APPS

A COMMUNITY PROJECT
STEP 1: APPLYING FOR THE GRANT

• SWEET GRASS COUNTY APPLIED FOR THE TRIANGLE SMART RURAL CONNECTED COMMUNITY CHALLENGE GRANT.

• $2,500

• OBJECTIVE: USE THE GRANT TO INCREASE RESOURCES NECESSARY TO PROVIDE EXPANDED AND DIVERSIFIED OPPORTUNITIES FOR COMMUNITY-BASED DEVELOPMENT.
STEP 2: SET UP STAKEHOLDER COMMITTEE

- Consisting of Sweet Grass County Commission, Sweet Grass County Planning Department and Sweet Grass County Chamber of Commerce in partnership with Triangle Communications.

- Involved representatives from the Big Timber Carnegie Library, Beartooth RC&D, Montana State Library, Business Owners, Sweet Grass County Sheriff’s Office, Sweet Grass County High School and the Superintendent of Schools.
STEP 3: DECIDE WHAT COMMUNITY-BASED DEVELOPMENT PROJECT TO TACKLE

• TECHNOLOGY INVENTORY

• IDEAS AND PRIORITIZE ACTIONS

• FINAL DECISION: CREATE A SWEET GRASS COUNTY HISTORICAL WALKING TOUR AND A SWEET GRASS COUNTY HIKING TOUR – MAKE THESE TOURS AVAILABLE ON A MOBILE APP AND ON THE CHAMBER WEBSITE.
STEP 4: BUILD THE APPS

1. Find a platform – The wandering app
2. Contract someone to create content and get pictures for the apps – rfp
3. Put together a list of sites to include in each tour
Hiking Trails in Sweet Grass County

WANDERING • 8 PLACES

the Absaroka-Beartooth and Crazy Mountain ranges on a variety of hiking trails. For the most up-to-date information on trail and road conditions call the US Forest Service at (406) 22

Big Timber and Sweet Grass County Historical Tour

WANDERING • 10 PLACES

trace the history of Sweet Grass County on this adventurous historical tour. While map
STEP 5: MANAGEMENT

- Marketing
- Editing
- Adding places
TAKE AWAYS

• IF YOU APPLY FOR A GRANT AND ARE UNSUCCESSFUL, DON’T GIVE UP. TRY AGAIN.

• IT IS IMPORTANT TO INCLUDE AS MANY PEOPLE AS POSSIBLE, BUT DO NOT GET HUNG UP ON TRYING TO MEET EVERYONE’S REQUESTS OR TRY TO ACCOMMODATE PEOPLE/GROUPS WHO ARE NOT ACTIVELY INVOLVED.

• PROJECTS ALWAYS SOUND EASIER ON PAPER THAN WHEN YOU ACTUALLY PUT THEM INTO ACTION AND THEY MAY TAKE MORE TIME THAN YOU ANTICIPATED.
MEDA IGNITE MONTANA!

Brett Doney

Great Falls Development Authority

BRE Long Term Commitments = Long Term Awards
Business Retention & Expansion

Long-term commitment = Long-term rewards!
Pasta Montana
Gap financing leads to continued expansion 20 years later
Happy Tails Lodge
Business coaching helps long-term success
Timeless Seeds
Marketing via multi-company booth at Food Expo
Montana Eggs
Infrastructure help with water/sewer lines enabled expansion then new plant
O’Haire Motor Inn

“The Fire Within” award sparked enthusiasm leading to new projects & tourism alliance
Calumet Montana Refining
Land assembly and approvals enable
$450 million investment
Loenbro
Second-stage company workshop catalyst for expansion and new facilities
US/Canada Dual-Certified community college training center enabled multi-company expansions
Great Falls AgriTech Park
Creation of Park driven by site needs of existing businesses
Montana Specialty Mills
Kept project alive through 11 year effort to find viable site
TD&H Engineering
SBA 504 financing helps create new headquarters
West Bank Landing
Brownfield clean-up and bridge financing enables multiple mixed-use local “serial” developer
Mighty Mo Brewing Co.
Making B2B connections fuels growth
New pedlet allows for outdoor “beer garden”
Blue Cross Blue Shield
Relationship maintained after closure helped win business back to town
Lead came from community residents impressed by our focus our service to local businesses
Expansion publicity helps to grow industry cluster

- **AG Week**, “Pasta Montana Opens New $6.5 Million Processing Line, Increases Production,” appeared on August 23, 2017
- **Great Falls Tribune**, “New $6.5M Processing Line Served Up at Pasta Montana Celebration,” appeared on August 23, 2017
- **World-Grain**, “Pasta Montana Opens $6.5 Million Processing Line,” appeared on August 24, 2017
- **Baking Business**, “Pasta Montana Opens $6.5 Million Processing Line,” appeared on August 24, 2017
- **Fairfield Sun Times**, “Pasta Montana Celebrates Opening of New $6.5M Processing Line, 20th Anniversary in Great Falls,” appeared on August 24, 2017
- **Baking Business**, “Pasta Montana Opens $6.5 Million Processing Line,” appeared on August 24, 2017
- **FoodBnv**, “Nippon Flour-owned Pasta Montana Opens $6.5m Facility,” appeared on August 25, 2017
Make everyday work of BRE sexy and exciting through weekly Top 10
IEDC Report Available

BEYOND THE SURVEY:
HOW EDOs ADD VALUE
THROUGH BUSINESS
RETENTION & EXPANSION
Results Matter.
See how we help companies like yours to succeed.

Brett Doney
BDoney@GFdevelopment.org
MEDA IGNITE MONTANA!

Sarah Hudson
Region VIII
Veteran’s Business Outreach Center
Region VIII Veterans Business Outreach Center at

Where economic development and veteran entrepreneurship converge to train, counsel and educate vetrepreneurs.

Steve Arveschoug, Sara Hudson, Brian Clemons, Rachel Court
MEDA IGNITE MONTANA!

Marci Dye

Red Lodge Food Partnership Council

Farm to School - Video
RED LODGE, MONTANA
population: 2,200