MEDA ROTUNDA DAY
January 14, 2015

IMPACT – PARTNERSHIPS THAT WORK

This presentation is showcasing:

 ✓ Montana’s Economic Development Organizations
 ✓ Key Economic Development Programs that allow us to do our work.
 ✓ Business Success Stories to demonstrate the IMPACT of our partnerships.
Partnerships that Work – Need Essential Tools

- Key “2019” Economic Development Programs
  - Small Business Development Centers
  - Small Business Innovation Research
  - Office of Trade and International Relations Bureau
  - Montana Manufacturing Extension Center
  - Certified Regional Development Corporations
  - Research and Commercialization
  - Growth Through Agriculture
  - Montana Cooperative Development Center

- Key One-Time-Only Programs
  - Primary Sector Workforce Training Grant Program
  - Incumbent Worker Training Grant Program
  - Food and Agriculture Development Centers

The following slides demonstrate the IMPACT of economic development organizations, the programs used, and the successful business outcome(s).
Glendive / Dawson County Growth Policy

- Phase 1; planning document will be used to direct growth and development
- $15,000 MT DOC
  $12,000 local match
  $27,000 project
- Partners/Programs Utilized:
  City/County planning board,
  EPEDC (Certified Regional Development Corporation),
  MT Main Street Program
Plevna Water System Phase 1

- Replaced the town’s leaking water storage tank and 1/3 of the town’s water lines
- $500,000 TSEP
  $100,000 DNRC
  $1,000,000 local (Fallon Co.)
  $1,600,000 project to date
- Partners/Programs Utilized:
  Town of Plevna, EPEDC (Certified Regional Development Corporation), TSEP, DNRC, Fallon County
RB Smith Land, LLC dba Smith Tico (Dawson County)

- Oil and gas servicing firm, expanding their building and operations
- 4 FTE jobs created
- **Partners/Programs Utilized:** Small Business Development Center, SEMDC and EPEDC (Certified Regional Development Corporations), MT SSBCI, local lender
Montana Manufacturing Extension Center

Helping Montana’s Manufacturers with

• Growth
• Innovation
• Efficiency
• Compliance
• Management

A proven record of positive impact for client firms and the economy.

<table>
<thead>
<tr>
<th>2013 RETURN ON INVESTMENT</th>
<th>SINCE 1996</th>
</tr>
</thead>
<tbody>
<tr>
<td>13 – 1 ROI for Montana taxpayers</td>
<td>♦ $1 Billion in New/Retained Sales</td>
</tr>
<tr>
<td></td>
<td>♦ 3411 New and Retained Jobs</td>
</tr>
</tbody>
</table>
**Problem:**

Not having certification to Global Food Safety Initiatives (GFSI) and lacking resources to fully implement compliant systems jeopardized existing sales and prevented expansion into new markets.

**Solution:**

Developed a project plan to accommodate a tight timeline, identified and provided external expertise, coordinated internal and external resources including SBDC - GFDA and Montana Food & Agriculture Development Centers - MMFE in the development of systems to meet organizational and GFSI requirements, and participated in the certification process.

**Partners:**

- Pasta Montana, Great Falls, MT
- Small Business Development Centers – GFDA
- Food & Agriculture Development Centers – MMFE
- Montana Manufacturing Extension Center

**MMEC Fees:** $49,533

**Benefits/Impact:**

- Highest Possible Rating with GFSI
- Increased and Retained Sales: $7 Million
- New and Retained Employees: 8
- New investments: $300,000
- Cost savings: $275,000

**Pasta Montana pasta made from Montana Durum Wheat**
Satisfied Customers
MMEC has worked with over 1,000 of the 3,348 Manufacturers in MT

Clients include:
- Semitool/AMAT
- Gibson Guitar
- Scientific Materials/FLIR
- SRS Crisafulli
- GTUIT
- Wheat Montana
- West Paw Design
- Montana Silversmiths
- Wood’s Power Grip
- Béquet Confections
- Pasta Montana
- Spika Welding & Mfg.
- SmartLam
- Nomad
- Creative Sales
- S&K Electronics
- Anderson Steel
- RedOxx Mfg
- Cream of the West
- Intercontinental Truck Body
- Hi-Country Snack Foods
- Simms Fishing Products
- Proof Research
- Mystery Ranch
- Omnabar
- Diversified Plastics
- BLACKHAWK/ATK
- All American Pharmaceuticals
- PFM Land Tamer
- Sunburst Sensors
- Ligocyte/Takada
- Red Ants Pants
- Montana Specialty Mills
- Montana Hydraulics
- Felco
- Neuralynx
- Bacterin International
- PDM
- Timeless Food
- True North Steel
- Summit Aeronautics/Boeing
- CM Manufacturing
- Lattice Materials
- Neptune Aviation
- American Chemet
- Big Sky Brewing
- Kettlehouse Brewing
- Willie’s Distilling
- American Eagle Instruments
- Darcova
- H-E Parts Mining
- Dixon Pumps
- Alpine Touch
- MRL Equipment
- CleanWaste
- Pyramid Mountain Lumber
- McDantim Gas Blending
- Towhaul
- Schnee’s
- Bridger Photonics
- Bitterroot Tool & Machine
- Northwest Factory Finish
$49,300
ANNUAL WAGE PER WORKER
MANUFACTURING

vs.

$40,800
ANNUAL WAGE PER WORKER
ALL OF MONTANA

MANUFACTURING’S SHARE OF MONTANA’S EXPORTS:
81%

3,098 MANUFACTURING COMPANIES EMPLOY 22,100 WORKERS
Building Partnerships for Community and Economic Development

Federally-recognized Economic Development District and State-recognized Certified Regional Development Corporation

Serving Northern Montana since 1969

MicroBusiness Development Corporation
Small Business Development Center
$75M in Funds for Local Government Infrastructure in last 6 Years
North Central Montana Brownfields Redevelopment Program
$8M Revolving Loan Fund for Business Start-ups and Expansions
Food and Agriculture Development Center
$22M in Business Lending since 1988
Small Business Development Center

By the Numbers

Since 2006:

- 521 Entrepreneurs Counseled
- $15.7 Million in Business Investments Secured
- 35 New Businesses Started
- 430 Jobs Created or Retained
- New Havre business opened March 2014
- Renovation of empty building
- 4 new jobs created
- Only microbrewery between Wolf Point and Flathead Valley
- Business plan developed through SBDC
- Financing obtained through Bear Paw Revolving Loan Fund
No. 1
In Start-ups per Capita

#3
Economic Performance
Beartooth RC&D - Joliet, Montana

Serving South Central Montana since 1969.

- Big Horn, Carbon, Stillwater, Sweet Grass, and Yellowstone Counties
- Business, Local Gov’t and Non-Profit Assistance
- Economic Development District (EDA)
- Certified Regional Development Corporation (MT Department of Commerce)
- Montana Cooperative Development Center
- Food and Agriculture Development Center (MT Department of Agriculture)
- Fuels Mitigation Program
Pioneer Medical Center
Community Development Block Grant (CDBG) Project in Big Timber

- $1.4 million project
- $624,000 in CDBG funds
- $781,000 in local funds matched
- 64 jobs hired
- CT Scanner, mammography machine, patient alarm system, new phone system, new boiler
- Complete facility overhaul

Without the CRDC program’s support, Pioneer Medical wouldn’t have had the staff or resources to apply for the funding, nor facilitate the contacts that led to significant fundraising.

Using Montana berries, they are now expanding into barbecue sauces.

In 2014, Beartooth RC&D Food and Ag Center was awarded a $16,000 USDA Rural Business Enterprise Grant for a marketing and production expansion plan that included the development of a canopy for food shows and signage, labels, and brochures, as well as a plan for the development of a new processing facility for the business.

- Jobs Retained: 2
- Jobs Created: .5
Collaboration: Our business clients use the following to accelerate their growth and expand their markets

**Funding**
- Big Sky Trust Fund
- Growth Through Agriculture
- Workforce Training Grant
- CDBG-ED
- Incumbent Worker Training

**Technical Assistance**
- Montana Board of Research and Commercialization
- Montana Manufacturing and Extension
- Small Business Development Center
- MTIP
- Food and Ag Centers

**Key Partners**
- Montana CDC
- Msla Economic Partnership
- Mineral County
- Missoula County
- City of Missoula
- Mineral County Economic Development Corp
- Hellgate Venture Network
- Blackstone Launchpad
### Local and State Programs Used

<table>
<thead>
<tr>
<th>Program</th>
<th>Benefits</th>
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<tbody>
<tr>
<td>BREDD Economic Gardening Program</td>
<td>• Identified target market for Talentd, their HR platform</td>
</tr>
<tr>
<td>BSTF Category I</td>
<td>• 15 new well paying jobs</td>
</tr>
<tr>
<td></td>
<td>• Equipment purchases and office expansion</td>
</tr>
<tr>
<td>Incumbent Worker Training</td>
<td>• Allowed them to participate in Y-combinator leveraging key relationship and investment</td>
</tr>
<tr>
<td>Workforce Training Grant</td>
<td>• Train new employees in a ever changing technology world</td>
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“Submittable is the go-to service for managing submissions of any kind.” –Red Antler
Celebrating 25 Years

BIG SKY ECONOMIC DEVELOPMENT

Thank you for your trust and partnership!
In 2014...

Our business recruitment efforts won **national** recognition for best economic development campaign.

We helped small businesses find $6.9 million in capital.

We provided $11,325,000 in SBA financing to small businesses.

We secured $400,000 in Federal Brownfields grants.

We provided 1,229 government contracting counseling sessions.

BIG SKY ECONOMIC DEVELOPMENT

BIGSKYECONOMICDEVELOPMENT.ORG
In 2014, Montana approved $170,000 in Incumbent Worker Training dollars to 40 companies in Yellowstone County. McCall Homes received funding to train their employees on the LEAN manufacturing model.
Certified by the United States Economic Development Administration and the State of Montana with GNDC serving as the Certified Regional Development Corporation.

- Small Business Development Center
- Business Technical Assistance
- Loan Programs
- Brownfields Response
- Housing Assistance
- Grant Assistance
- Local Government Assistance

Proudly Serving Northeast Montana for 25 years for the Counties of Daniels, Garfield, McCone, Roosevelt, Sheridan and Valley
Peggy purchased the Glasgow business in 2005. She utilized GNDC’s loan funds utilizing the MicroBusiness Finance Program and revolved Community Development Block Grant program and most recently utilized the SBDC to access Incumbent Worker Training program to train her staff and improve employee retention. She now has two certified floral designers on staff as well as three other employees. The company was awarded Business of the Year by GNDC.
Hi-Line Service & Hydraulics
Highway #2, Culbertson

The company was purchased by Cassandra Bergum in 2014. The business created and retained 12 employees.

SBA loan with 1st Community Bank leveraged with $505,000 of GNDC’s Micro, Revolved CDBG, MT BOI and IRP loan programs for a total impact of $942,000.
7 county region in Southwestern Montana (Madison, Beaverhead, Deer Lodge, Jefferson, Granite, Silver-Bow, Powell)

- Covers both sides of the continental divide
- Population of region: 82,000
- Butte: Population 33,704
Key Programs

- Montana Food & Agriculture Development Network
- America’s Small Business Development Center
- Blackstone LaunchPad
- U.S. Economic Development Administration
- USDA Rural Development
- Montana Department of Commerce
Success Stories
#6 Business Tax Climate

#1 Best Sales Tax Performance
Incumbent Worker Training
Funding training for Montana’s small businesses

Targeting:
• Montana small businesses employing 20 < in any location; and 50< statewide
• Permanent employees
Partners

State of Montana

BEAR

MMEC

SBDC
Industries Utilizing Funding

- Agriculture
- Business Services
- Construction
- Financial Activities
- Health & Education
- Information
- Leisure Activities
- Manufacturing
- Mining & Utilities
- Trade & Transportation
Occupations Trained

- Owner, Presidents and Management, 38.1%
- Office and Administrative Support, 11.3%
- Computer and Mathematical, 7.6%
- Sales, 4.3%
- Healthcare, 5.3%
- Transportation and Material Moving, 1.9%
- Personal Care and Service, 1.7%
- Production, 3.6%
- Food Prep and Serving, 3.2%
- Business and Financial Operations, 5.8%
- Construction and Extraction, 2.1%
- Education, 2.2%
- Farming, Fishing and Forestry, 0.1%
- Legal, 0.3%
- Life, Physical and Social Science, 1.4%
- Installation, Maintenance and Repair, 0.6%
- Architecture and Engineering, 2.7%
- Art, Design, Entertainment, Sports and Media, 4.9%
- Building and Grounds Cleaning and Maintenance, 0.4%
- Community and Social Service, 2.4%
- Computer and Mathematical, 7.6%
- Construction and Extraction, 2.1%
- Education, 2.2%
- Farming, Fishing and Forestry, 0.1%
- Food Prep and Serving, 3.2%
- Healthcare, 5.3%
- Installation, Maintenance and Repair, 0.6%
- Architecture and Engineering, 2.7%
- Art, Design, Entertainment, Sports and Media, 4.9%
- Building and Grounds Cleaning and Maintenance, 0.4%
- Community and Social Service, 2.4%
- Construction and Extraction, 2.1%
- Education, 2.2%
- Farming, Fishing and Forestry, 0.1%
- Food Prep and Serving, 3.2%
- Healthcare, 5.3%
- Installation, Maintenance and Repair, 0.6%
Employees Experience Wage Growth

99.8%

In the year following training

Average Wage Growth

$769 / quarter

Starting the quarter after grant-funded training
Growth
Diversification
High Wage Jobs

The only Accredited Economic Development Organization in Montana
Primary Worker Training Program & Big Sky Trust Fund

Attracting World-Class Companies

ADF International, Great Falls
SBDC & MicroBusiness Loan Fund
Financing Entrepreneurial Dreams

Might Mo Brewery, Great Falls
Montana Governor’s Office of Economic Development

6 out of 10 largest generating plants are hydroelectric facilities

Top in nation for commercial Wind Potential

Montana Crude Oil
- Wyoming
- Colorado
- Utah
- Midwest

i.e. it’s crazy windy here
Mission: Create, expand and attract businesses, jobs, and investment.

Conducting economic development projects, programs and loans with banks to businesses in
- Helena
- Broadwater County
- Lewis & Clark County
- Meagher County

Through DEQ providing 180+ energy efficiency loans statewide to businesses and homeowners.
Collaborative Economic Development Efforts

- Prepare and acquire grants for business feasibility studies via Big Sky Trust Fund.
- Prepare and acquire grants to conduct *Growth Policy Plans* via Department of Commerce *Community Development Block Grant* program.
- With area banks provide loans to businesses via MT Department of Commerce *Micro-Loan program*, US Department of Agriculture, US Economic Development Administration.
- Acquire and redevelop sites via grants and loans from US Environmental Protection Agency and local governments in cooperation with MT Department of Environmental Quality.
- Provide economic & demographic data to firms seeking to start or expand business into Montana.
- Operate a business incubator.
- Market to and attract businesses to Montana.
Example Economic Development Project:
Cleanup Capital City Polluted & Eyesore Site

120 year old foundry in center of Helena going out of business and for sale for 10 years. MBAC purchased in March 2014 to cleanup pollution for new development.

Collaborators
Neighborhood Residents
City of Helena
Lewis & Clark County
Snowy Mountain Development Corp.
MT Dept. Environmental Quality
US Environmental Protection Agency

Site sale contract 2014 to develop new businesses.

Cleanup Summer 2014
Blackstone LaunchPad is a co-curricular, experiential, campus program at University of Montana and Montana State University designed to introduce entrepreneurship as a viable career path and develop entrepreneurial skills and mindsets through individualized coaching and venture support.
LaunchPad is open to all 30,000+ UM and MSU students, as well as university faculty, staff, and alumni.

Since opening in 2013, LaunchPad has advised 200+ prospective Montana ventures.

LaunchPad is funded by a $3 million grant from the Blackstone Charitable Foundation in New York City.

LaunchPad works to keep Montana students, ideas, and money in Montana after graduation.
UM LaunchPad client Walker Milhoan made it to the final round of Blackstone LaunchPad’s first annual Demo Day in New York City, where he pitched a new venture, Ranch Logs, he believes can lower ranching costs, increase stock weight and drive up the return on cattle by growing more efficient cows.

“The Blackstone LaunchPad at Montana State has been integral in taking our product from a prototype to a functional business. The team at the LaunchPad got to know us and our product and connected us with the information, people and resources we needed to give our venture the best possible chance of success.”

– Michelle Hertel, Pocket NC
RANKED 1st FOR INCREASING College Graduates With 2-Year Degrees

No. 7 In Academic R&D Intensity
U.S. EDD & MT CRDC

Serving Central Montana since 2001

Business Technical Assistance (TA)
Government Contracting TA - PTAC
Assistance to Local Gov. & Non-Profits
Brownfields RLF
BLM Fuels Mitigation
First Time Home Buyer Education
Leadership Central Montana Program
Back on Track
Central Montana Rail

Charlie Russell Chew Choo Dinner Train

2011 Flood Damage - repairs funded by:

- BSTF (PER): $42,280
- U.S. EDA Disaster Relief Grant: $1,000,000
- MDT: $2,449,550
- Central Montana Rail: $471,480
- 14 jobs retained
- 30-year economic impact: $189.5 million

1st Trip over repaired Judith River Trestle, Nov. 21, 2014
Fitness Central, LLC
Lewistown, MT

- New Main Street business opening January 2015
- Renovation of vacant 2-story building
- 4+ new jobs created
- SMDC Business Technical Assistance: Start-up counseling
- Project funded by: SMDC RLF loan, bank, & private investment
Recognized Since 2004 by the following:
US Department of Commerce Economic Development Administration
Funded Economic Development District
State of Montana Funded Certified Regional Development Corporation

- Provide Information and Assistance to Local Governments and Non-Profits
- Project Management
- Business Technical Assistance
- Revolving Loan Fund
- Public & Private Project Development

521 1st Avenue Northwest, Great Falls, Montana 59404
www.sweetgrassdevelopment.org
Regional Impact Assessment

Funded via the following:

- Federal Economic Development Administration Short Term Planning Grant – $75,000
- Montana Department of Commerce Big Sky Trust Fund Category II Planning Grant – $26,250
- Montana Department of Commerce, Community Development Block Grant – ED via Glacier County – $25,000
- Local Partners including Cities, Towns and Non-Profits – $17,500
- In-kind provided by the City of Great Falls and Sweetgrass Development – $6,250

Public Outreach & Community Participation
Collaboration with Identified Private Entities
Identification of Key Issues, including Solutions and Recommendations.
Sun Roads Farmory was awarded a CDBG-ED loan through a grant to Glacier County in 2013. The purpose of the funds are to assist with business expansion and low to moderate income individuals. The loan repayment is managed by SDC and the funds will be revolved to other businesses within the region. Sweetgrass Development is providing grant writing, business counseling, loan underwriting and project management for this project as well as other endeavors within Glacier County.

Project Totals:
MT DoC CDBG-ED grant to Glacier County: $400,000
Match Funds: $400,000 from Sun Roads Farmory
Total to be hired: 16 employees
Total LMI to be hired: 15 of 16 employees
RAVALLI COUNTY ECONOMIC DEVELOPMENT AUTHORITY

In 2013 RCEDA had an operating budget of $127,000. In that same time period RCEDA’s impact on Ravalli County was $1.2 million for a return on investment of $11 for every $1 of investment. In 2013 RCEDA counseled 107 businesses.

In 2014 RCEDA has made $501,365 in loans, assisted in $549,000 in grant funding affecting the creation and retention of 133. This resulted in over $2 million in private investment.
Bitterroot Tool & Machine
Project Size | $823,800 | Jobs 29
(Ravalli County)

Bitterroot Tool & Machine has been in operation since 1999 and is owned and operated by Randy and Bonnie Jones. They serve the dental, ammunition, gun, security and aerospace industries with innovative machine and die designs. BTM was built with a highly motivated and skilled workforce that excel in specialty tool and die manufacture.

• Community Development Block Grant Program
• Big Sky Trust Fund Program
• Farmers State Bank
B.E. Forest Products
Project Size | $490,250 | Jobs 40 (Stevensville)

B.E. Forest Products processes lumber into high quality building materials. Their mission is to provide superior custom products through safe, ethical practices and cutting edge technology.

• Big Sky Trust Fund Program
• Tax Increment Finance District
• Farmers State Bank
• USDA IRP
Richland Economic Development Corp
1060 S Central Ave, Suite 3
Sidney, Montana 59270
406-482-4679

SERVING RICHLAND COUNTY SINCE 1987

- Business plans
- Business Consultations
- Technical Assistance
- Revolving Loan Fund
- Marketing
Eastern MT Impact Coalition

• We collaborate together to work on issues
• Awarded $228,000 from Econ Dev Admin
• Awarded $132,000 from MT DOC
• Local match: $20,000
• Total project cost: $380,000
• Quantify the impacts of oil & gas development
• Subcontract for resource coordinator
• Communicate needs of the region to local, state and federal agencies
Checkers was started in 2004 by Janette McCollum and a partner. The company is drug testing & collection service; they also conduct DOT physicals and TSA services. Started as a mobile service, Janette bought out her partner in 2008, then added four locations, 16 full time and 23 part time employees. REDC & GNDC partnered small business development services to achieve this success.
Success Story

Eagles Lodging
Sidney, Montana

After meeting with the Eastern MT Impact Coalition (EMIC), six representatives from IAP toured several locations in the region to determine the potential for a temporary housing community. Eagles Lodging has been given approval by county officials to build a three phase housing complex with 700 beds, on approximately 40 acres. Their investment is over $10 M to date.
Did you know since 1999 MCDC ... 

- has directed & managed over 50 Feasibility Studies.
- has directed & managed over 70 Business & Marketing Plans.
- assisted 22 entities with Applied Research.
- has provided various training to 95 projects.
Did you know since 1999 MCDC ...

- has provided Co-Op Education & Project Management to over 161 entities
- provided legal assistance to 54 projects.
- provided financing for 46 projects.
- has assisted with the formation of 49 Co-Op Businesses.
- averages 5.45 formations of Co-Ops per year.
MCDC has 2 full time employees & 7 statewide contracted Co-Op Development Specialists. Stop by our booth for more information.

Sandra Fermo

Juanetta Keeler

12 Third Street Northwest #110 * Great Falls, MT 59404 * Phone: 406-727-1517
Southeastern Montana Development Corporation

Growing Montana ~ One Job at a Time

Regional Economic Development Group since 1997

MT CRDC Program

MT SBDC Program

MT Coop. Development Center

BSED Trust Fund

CDBG-CD and ED

Growth Through AG

Gap Financing Services

Grant / Planning Services
Southeastern Montana Development

Custer, Powder River, Rosebud and Treasure Counties

Major Infrastructure Expansion Project

**Programs**
- CRDC Program
- Big Sky Trust Fund
- MT CDBG-ED & EDA

**Partners**
- * Custer County
- * Water & Sewer District #2
- * Miles City Area Economic Development Council

**Impact**
- Created 50 + FTE’s

**Project Cost**
- $1.3 Million
- 93% Grant Funded

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East Valley Water Line Extension Project

Custer County
Southeastern Montana Development
Custer, Powder River, Rosebud and Treasure Counties

Dori Sichi - Owner
Opened an
Assisted Living Facility
in Colstrip

**Programs**
* Certified Regional Development Corporation
* Small Business Development Center
* MT SSBCI Gap Financing

**Impact**
Created 5 FTE Jobs

Lakeview Assisted Living, LLC
Southeastern Montana Development
Custer, Powder River, Rosebud and Treasure Counties

A Western Energy Company dragline in operation during one of the Tours at the annual Energy Open.

The Energy Open Conference and Tours event “showcases the economic benefits of responsible energy development” in Southeast Montana each year.

11th Annual Energy Open Conference and Tours
Eastern Montana Impact Coalition

Jason Rittal       Martin DeWitt    Leslie Messer   Jim Atchison
Eastern Montana Impact Coalition
EPEDC               GNDC             REDC               SEMDC
Bakken oil fields hold an estimated **1.6 BILLION** barrels of recoverable oil.
Driving Economic Development Through:

- Food and Agriculture Business Development
- Job Creation
- Business Marketing Assistance
- International Marketing
- Tradeshow Assistance
- Financing

Montana’s #1 Industry!
Food Processing - #1 Growth Sector for Manufacturing
Creating Jobs

Encouraging Innovation

Stimulating Economy

Adding Value

Growth Through Agriculture Program
Montana Governor’s Office of Economic Development

Montana’s Top Industry

No. 6 In Honey Production

18,000 DAIRY COWS 16,833 lbs. OF MILK PER YEAR MORE DAIRY FOR MT
WHO WE ARE

The Missoula Economic Partnership is a broad, collaborative effort of more than 30 strategic partners and 80 business, individual and government investors, all of whom share a vision of a vibrant, growing and diversified regional economy in Western Montana.

WHAT WE DO

Missoula Economic Partnership serves as a centralized resource to accelerate the growth of existing and startup businesses and attract relocating businesses to Missoula County.
BUSINESS RETENTION AND EXPANSION

The Partnership provides direct, individualized, prescriptive strategic planning consultation to local businesses. Additionally, we offer specific programs, like the Air Service Task Force aimed at helping businesses grow.

STARTUP ASSISTANCE

In today's globalized economy, continuous innovation is an essential ingredient in sustainable local economic development. Programs to support entrepreneurship including the MEP Angel Network and Innovation Initiative.

BUSINESS ATTRACTION

For companies considering a move to Missoula, our dedicated staff of economic development professionals provides detailed, customized reports and consultation services; and arranges site visits that include face-to-face meetings with public and regulatory officials, area business leaders, real estate agents and others.

While our Business Attraction Program is designed to cast a wide net, we specifically recruit businesses in industry sectors deemed “best-fit” for Missoula:

- Life Sciences
- Back Office & Creative Professional Services
- Information Technology
- Forest Products & Renewables
- Manufacturing

PARTNERSHIP IN ACTION

In order to achieve its next stage of growth, Missoula-based stream computing firm TerraEchos needed to develop its financials and investor slide deck. We helped the company secure a Big Sky Trust Fund Category II Planning Grant of $30,000. The result: $1.75 million in private investment seed funds and five jobs created to date, with more planned. In addition, we worked with company founder Alex Philp, The University of Montana and IBM to develop the world’s first undergraduate course in IBM’s InfoSphere Streams platform, helping to establish Missoula as a center of big data expertise.
Through a joint application process with Missoula County, Siegfried’s company qualified for a $220,000 grant from the Big Sky Economic Development Trust Fund to support the hiring of 40 new employees. OnXmaps also received $94,000 in tax increment financing to defray construction costs for its new building on Brooks Street. Through Missoula Job Service, onXmaps also received Work Opportunity Tax Credits to hire veterans, and Incumbent Worker Training dollars to train existing staff.

The company’s Hunting GPS Maps chips allow hunters to access detailed ownership and other boundary data on Garmin GPS units.

OnXmaps programs and packages all of its chips on-site at its new facility in Missoula. The company’s new, purpose-built facility combines high-tech amenities with a rustic feel that reflects the company’s core market.
Lincoln County Port Authority and the Kootenai River Development Council

Development/Management of an Industrial Park
Business support services
Access to Financing for business growth
Development of business-responsive infrastructure

Serving the greater communities of Troy, Libby and South Lincoln County, Montana
A Plan for an Industrial Park.

Full Access to Main Line Rail

BSTF Planning Grant – Engineering and Design for:

- Rebuild Existing Spur to the east
- Adding New Spur to the west
- Eliminating all main line blockage

Lincoln County Port Authority
Kootenai River Development Council
The Return of a Legacy
Libby, MT

A finger joint mill reopens under local ownership

- Reinvestment into plant and equipment
- 16 new jobs
EUREKA RURAL DEVELOPMENT PARTNERS

SERVING NORTH LINCOLN AND NORTH FLATHEAD COUNTIES
Building a local economy through Business Incubation
The Wood Development Center and Business Resource Center

- Built using Local, State and Federal Economic Development Programs
- 4 Bay-4 Office Incubator Facility at the Industrial District
- Created 20 plus jobs directly in the building and through the Business Resource Center assisted 36 businesses in 2014
- Annually Host workshops on business planning, financials, marketing, government contracting, human resources, and more
- Utilizes the following Economic Development Programs on a daily basis
  - Small Business Development Center
  - Montana Cooperative Development Center
  - Montana Manufacturing Extension Center
  - Incumbent Workforce Training
Infrastructure Development

- Completed $2.4 Million dollar Water Improvement and Expansion Project for Town of Eureka in 2012
  - Utilized State programs of Montana DNRC-RRGL, Montanan TSEP, and State Revolving loan fund
  - Leveraged USDA-Rural Development Loan and Grant program
  - Made improvements to the Town’s main system, expanded service to adjacent areas that were on untreated wells, and built an additional water tower to expand fire protection, better
Infrastructure 2014

- Completed funding for a $1.7 Million mandated by DEQ/EPA upgrade to the Eureka Water Filtration system
  - Project is now in the design phase
  - Utilized State programs of DNRC-RRGL and TSEP matched by the USDA-Rural Development Loan and Grant program

- Completed Funding for a $1.4 Million phase one project to upgrade and expand the Town of Eureka’s Wastewater to an area that has failing septic systems.

- Funded through the Montana State Revolving Loan Fund the sewer upgrade project in the Town of Rexford.
Tourism Infrastructure

Ksanka View Trail is a planned trail that will link the Town of Eureka to the key tourism drivers of the Valley and completes a loop between two active trail systems already in use.

In partnership with the County and Eureka Riverwalk, ERDP applied and received $20,000 from the TIIP grant program and $335,000 through the Montana Transportation CTEP program.

The project is under a request for proposal for engineering services.
Western Rural Development Region – 2014 CRDC Impact Report

Financial Assistance

- Loans Funded: 17
- $1.12 million in loans Awarded
- $1.5 million in Private dollars leveraged
- $146,000 in total State managed dollars
- $947,500 in total Federal managed dollars
- $3.5 million in total leveraged dollars
- Jobs Created: 100
- Jobs Retained: 75

Technical Assistance

- PTAC Clients Assisted: 116
- $9,790,581.56 in PTAC Awards in the Western Region
- Total Businesses Assisted: 171
  - 20 Disadvantaged/Minority Owned
  - 19 Women Owned
  - 5 Service Disabled Veteran Owned
- Workshops Presented: 32
- Workshop Attendees: 279

“We strive to meet business and community needs with an entrepreneurial spirit, creative thinking, current information, multiple resources and committed follow-through.”
Client: MT Rigmat/MT Solar

2014 IMPACT

- Business Growth – record earnings, third year in a row
- USDA IRP Financing of subsidiary business – MT Solar
- 8 Jobs Retained in 2014
- 2 Jobs Created in 2014
- BEAR Team client
- Utilized Incumbent Worker Training Programs
- Department of Commerce – International Trade Show Grant
  Resulted in clients from Canada and Australia
- 2013 Cost of Goods Sold total of $1.8 million*
- Of that Expense $1.2 million paid directly to MT vendors*
- $310,348 paid in MT wages employing 10 employees*

MT Rigmat and MT Solar Economic Contribution for 2013 to the MT Economy is estimated at $1.49 million.*
Mission Mountain Food Enterprise Center

Center Director: Jan Tusick
Client: Western Montana Growers Cooperative

IMPACT- 2104
• 6.5 FTE
• 42 small to mid size grower/owners
• $250,000 private investment in warehouse expansion
• $1.5 million in sales

In partnership with Montana Department of Agriculture Food and Agriculture Development Center, Growth through Agriculture and Specialty Block Grant Programs and Montana Department of Commerce Incumbent Worker Program