IMPACT
Partnerships that Work
MEDA Montana Economic Developers Association
MEDA ROTUNDA DAY
January 17, 2017

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).
Check out the new Program and Project Map!

NEW! Visit the map: medamembers.org/resources/program-map
EASTERN PLAINS ECONOMIC DEVELOPMENT CORPORATION

Serving the Counties of Carter, Dawson, Fallon, Prairie and Wibaux

Eastern Plains Economic Development Corporation

...providing support for a better economy.
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
Growing Montana’s Economy by Helping Manufacturers Succeed

Growth, Innovation and Profit Enhancement for Montana’s Manufacturers

A proven record of positive impact for Montana manufacturing
MMEC Accountability & Results

• Growth, Innovation and Profit Enhancement for Montana’s Manufacturers
• MMEC staff has over 170 years of experience in growing and improving manufacturing business operations

• 800% Return on Investment for Montana’s Taxpayers

• Since 1996 (as reported by customers)
  – 4,755 New and Retained Jobs
  – $1.1 Billion in New and Retained Sales
  – $221 Million in Capital and Workforce Investment
  – $112 Million in Cost Savings & Avoidance
  – Worked in 54 of the 56 counties
2015 Governor’s Main Street Montana Project
Manufacturing KIN Recommendations

1. Encourage capital expansion: Eliminate personal property taxes on business equipment

2. Increase engineering assistance: Expand Funding for MMEC

3. Grow our workforce: Enhance manufacturing workforce development

4. Create more competitive logistics: Lower costs associated with transportation
Driving Economic Development Through:

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

Agriculture is Montana’s #1 Industry!
Food Processing . . .
#1 Growth Sector for Manufacturing
Growth Through Agriculture Program

Adding Value

Creating Jobs

Stimulating Economy

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

Serving Northern Montana since 1969

MicroBusiness Development Corporation
Small Business Development Center
$107M in Funds for Local Government Infrastructure in last 8 Years
North Central Montana Brownfields Redevelopment Program
$8M Revolving Loan Fund for Business Start-ups and Expansions
Food and Agriculture Development Center
$25M in Business Lending since 1988
Bear Paw's Food and Ag Development Center

In 2016:
- Assisted 6 businesses pursuing grant funding, including:
  - 2 pulse processors
  - 2 breweries
  - 1 produce farm
  - 1 meat processor

For a total of $366,738

Developing value-added agriculture for Montana
- New Havre business opened August 2014 and expanded February 2016
- Utilization of empty commercial property
- 5 new jobs created
- Family-owned and operated business
- Financing obtained through Bear Paw Revolving Loan Fund
Mission Statement
Sustain and grow Yellowstone County’s vibrant economy and outstanding quality of life, by providing leadership and resources for business creation, expansion, retention, new business recruitment and community development.

Business Growth Services - Community Development – New Business Recruitment & Outreach
Big Sky Economic Development
Strategic Priorities FY17-18

1. Strengthen Opportunities for Business Expansion and Economic Diversity

2. Workforce Development and Talent Attraction – BillingsWorks

3. Lead/Partner on Key Building Remarkable Community Investments
• Business Finance
• BillingsWorks
• Small Business Development Center
• Veterans Business Outreach Center
• Montana Procurement Technical Assistance Center
• Business Growth Incentives
• Business Expansion & Retention Team
MarCom, LLC is a small, SBA certified, Native American-owned, 8(a), woman-owned business with its administrative office in Butte, MT. The company provides professional engineering, nuclear-operations, IT, SCADA, and health/safety services to Federal and commercial customers.

In order to receive a significant award of a cost-type Federal project in the near future, MarCom sought funds to implement a new accounting system to become Defense Contract Audit Agency (DCAA) compliant.

Thanks to the BSTF Grant, MarCom, LLC:

- Received $75,000 Allocation of Funds
- Obtained Certified Information Systems Security Professional & Offensive Security Certified Professional Certifications
- Assisted Creating 10 Net New Jobs
WHAT HAS THE BLDC DONE?

$2,061,487 in loans distributed
233 jobs created or retained
$4,180,814 in obtained federal contracts

Retaining and growing our existing companies, nurturing and encouraging our promising entrepreneurs, and aggressively competing to attract new companies to Butte.
REGIONS SERVED

- Butte-Silver Bow County
- Jefferson County
- Granite County
- Beaverhead County
- Madison County
- Powell County
- Deer Lodge County
$4,809,160 invested in businesses within our region in 2016!

- 55 Jobs created through our economic development programs
- 22 Free/low cost training events hosted throughout the region
- 80 Households received Homebuyer Education Training
- 7 New businesses opened with our assistance
“People are constantly telling me this is going to be the biggest thing in 20 years! Without Headwaters, this project would have taken a lot longer to get off the ground.”
- Luke Carlson

“We opened like we were already a success because of Headwaters. They’ve been helping us from the beginning of our business. After 26 years they’re still here for us.”
- Shirley Beck

“Without Headwaters we wouldn’t have been able to accomplish what we have so far & wouldn’t have been able to fulfill the vision that we have.”
- Dave Rowell
Incumbent Worker Training (IWT) Reimbursement Grant Program

**Funded Training**
- Helps Businesses Remain Competitive
- Preserves Existing Jobs for Montana Residents
- Helps both the Business & Employee

**Business**
- Montana Small Businesses
- Operating 1+ Years
- Registered with Secretary of State’s Office

**Employee**
- Permanent
- Working 20+ Hours Per Week

**Training**
- Short-Term
- Skills-Based
- Certified Education

**Grant Amounts**
- $1,000 Per Part-Time Employee
- $2,000 Per Full-Time Employee
## Incumbent Worker Training (IWT)

### How Funding Has Been Used

<table>
<thead>
<tr>
<th>Industries</th>
<th>Common Training</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Agriculture</td>
<td>• Accounting / QuickBooks</td>
</tr>
<tr>
<td>• Business Services</td>
<td>• Business Management</td>
</tr>
<tr>
<td>• Construction</td>
<td>• Intra / Inter-Personal Communication</td>
</tr>
<tr>
<td>• Financial Activities</td>
<td>• ISO 9001 Internal Auditor Certification</td>
</tr>
<tr>
<td>• Health &amp; Education</td>
<td>• Management / Leadership Skills</td>
</tr>
<tr>
<td>• Information</td>
<td>• New Product Launch</td>
</tr>
<tr>
<td>• Leisure Activities</td>
<td>• Sales &amp; Marketing</td>
</tr>
<tr>
<td>• Manufacturing</td>
<td>• Social Media Marketing</td>
</tr>
<tr>
<td>• Mining &amp; Utilities</td>
<td>• Strategic Planning</td>
</tr>
<tr>
<td>• Trade &amp; Transportation</td>
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</tbody>
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Incumbent Worker Training (IWT)

Impact

McCall Homes (Billings)

- Utilized Grant Funding to purchase MMEC process efficiency training
- Trained entire staff
- Used own funds to include vendors
- Increased production from 5 homes a year to 50 homes per year in 2 years
- Customers and Vendors have never been happier

Incumbent Worker Training (IWT) Impact

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Trend Before IWT</th>
<th>Trend After IWT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4Before</td>
<td>$9,000</td>
<td>$10,600</td>
</tr>
<tr>
<td>Q3Before</td>
<td>$9,200</td>
<td>$10,400</td>
</tr>
<tr>
<td>Q2Before</td>
<td>$9,400</td>
<td>$10,200</td>
</tr>
<tr>
<td>Q1Before</td>
<td>$9,600</td>
<td>$10,000</td>
</tr>
<tr>
<td>IWT Application</td>
<td>$9,800</td>
<td>$10,000</td>
</tr>
<tr>
<td>Q1After</td>
<td>$10,000</td>
<td>$10,200</td>
</tr>
<tr>
<td>Q2After</td>
<td>$10,200</td>
<td>$10,400</td>
</tr>
<tr>
<td>Q3After</td>
<td>$10,400</td>
<td>$10,600</td>
</tr>
<tr>
<td>Q4After</td>
<td>$10,600</td>
<td>$11,000</td>
</tr>
</tbody>
</table>

99.8% of employees experience wage growth in the year following training

Average Wage Growth: $769 / quarter post training
Growth
Diversification
High Wage Jobs

The first 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

Great Falls, Montana Development Authority
Western Rural Development Region
CRDC - Partnerships that Work

2016 CRDC Annual Impact Report

$3.5 MILLION  Leveraged in Federal, State and Private Dollars

$1.22 MILLION  Business lending for 14 new businesses and business expansions

$720,000  Secured in federal, state, and local grants to support financial and technical assistance, community development, cooperative development and food enterprise development

$500,000  Earned income and other sources to support operations and programs

138  Jobs created or retained

892  Clients attended 60 Workshops

50,000  Pounds of locally grown food processed
Business Development Center

Client: Montana Trailer Manufacturing

2016 IMPACT

• Business Growth – record earnings, second year in business
• USDA IRP Financing and RMAP
• Participates in Client Technical Assistance Training Programs in Sanders County
• Collaborative Partnership with Sanders County Community Development Corporation
• Two Jobs Created in 2016
• Total Revenue in 2016 of $307,000
• 2016 Cost of Goods Sold total of $152,297
• Of that Expense 60% paid directly to MT businesses

Montana Trailer Manufacturers Economic Contribution for 2016 to the MT Economy is estimated at $91,000.
Our Cooperative Development Center has assisted seven cooperatives in their development over the past two years.

**Client Highlight**- Montana Poultry Growers Cooperative was assisted in the construction and launch of Montana’s first cooperatively owned state inspected processing facility.

Our Food and Agriculture Development Center has assisted 40 food businesses in their startup and development over the past two years.

**Client Highlight**- Kvichak Fish Company is an anchor tenant in the Mission Mountain Food Enterprise Center smoking her Coho Salmon products.

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
Catalyzing the Helena Regions Economy
Collaborative Economic Development Efforts

What does MBAC do?:

Community Development
- CTEP Beautification in White Sulphur Springs
- Helena Railroad Tax Increment Finance (TIF) District
- Broadwater County Tax abatements - Solar Farm, Graymont Limestone Expansion

Technical Assistance
- Growth Policy White Sulphur Springs and Meagher County
- Grant funds to acquire CT-Scanner for Broadwater Health Center
- 1 gigabyte per second fiber connection to emerging FinTech firm

Lending
- Manage a loan portfolio of $10,000,000
- 280 loans being serviced worth $8,391,308
- Brownfield Revolving Loan Fund Participant
Lewis & Clark Brewery

2016 Economic Development Trifecta
• Technical Assistance
• Grant
• Loan

Lewis & Clark Brewery was expanding up to 100,000 barrels per year. Including substantial expansion, new canning line, ability to take whole hops.

MBAC worked with Lewis & Clark Brewery on Technical Assistance that led to:
• A Big Sky Trust Fund Planning Grant
• MBAC Construction Loan
• Commercial Bank lending package worth $7.8 million

Lewis & Clark Brewery is located in the newly created Helena Railroad Tax Increment Finance (TIF) District. Lewis & Clark Brewery will be the first significant increment that will create incentive development in this portion of Helena.
Food & Agricultural Cooperatives

BudWood Co-op in Hamilton

Loyal to Local Multi-Farm Co-op in Hamilton

Big Flat Grocery in Turner

Farm-to-Table Co-op in Glendive
Shared-Service Cooperatives

Simple Yoga & Wellness Studio in Hamilton

Artitudes Co-op Gallery in Havre

Mountain Brook Craft Co-op in Bigfork

Montana Midwives Co-op in Kalispell
Cooperatives Formed in 2016

North 40 Bar & Café in Whitewater
Billings Bookstore Cooperative
Neihart Store Co-op
Fresh Start Grocery Co-op in Geraldine
Clay Works! in the Bitterroot Valley
Provide Information and Assistance to Local Governments and Non-Profits
- Project Management
- Business Technical Assistance
- Revolving Loan Fund
- Public & Private Project Development

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

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
- MT Dept of Commerce Big Sky Trust Fund Category II Planning Grant - $26,250
- MT Dept of Commerce, CDBG-ED Planning Grant 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
In 2012, Blackfeet Community College (BCC) in cooperation with CTA planned and developed a 10 year Facility Master Plan and prioritized two expansion projects. In 2014, a meeting was held with multiple state agency teams. Sweetgrass Development’s 2014 Regional Impact Assessment concluded that additional skilled training was needed to boost employment rates in the county. Nursing and health care staff was one of six key identified career fields.

Total Project cost $5,894,141.60
WHO WE ARE

The Missoula Economic Partnership is a broad, collaborative effort of more than 85 strategic partners and 125 businesses, 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.
HOW WE DO IT

MEP connects businesses with the resources they need to relocate and expand. We work with many local and regional partners to take advantage of every resource available. Key programs include:

- Montana Department of Commerce
- Missoula SBDC
- Montana Manufacturing Extension Center
- Montana Cooperative Development Center
- MT Board of Research & Commercialization
Missoula’s Advanced Technology Group has been a beneficiary of the MT Department of Commerce Big Sky Trust Fund Job Creation and Primary Sector Workforce Training Grant Programs.

These programs supported ATG as they doubled their workforce in 2016, creating high-paying jobs in the critically important IT sector.
Growing Montana ~ One Job at a Time

Southeastern Montana Development

OIL

COAL

Custer Powder River

Rosebud Treasure

Regional Economic Development Group since 1997

Business Services
1,024 Jobs
$36 Million in Investments

Financial Services
Six Gap Financing Funds
Banking Collaboration

Community Services
Grant Awards $13.6 M
Planning Assistance

Advocacy Services
13th Annual Energy Open
Southeastern Montana Development

“Real Deals” Home Décor
Miles City

Custer County, Montana
East Valley Water Line Project

Custer
Powder River
Counties

13th Annual Energy Open

“Growing Montana ~ One Job at a Time”

Rosebud
Treasure
Counties

MT Certified Regional Development Corporation (CRDC)

- Small Business Development Center
- Growth Thru Ag
  - MT Coop Development Center
- Big Sky Economic Development Trust Fund
  - Primary Sector Workforce Training
    - Coal Board
    - Eastern MT Brownfields Coalition
Southeastern Montana Development
Custer, Powder River, Rosebud and Treasure Counties

Lakeview Assisted Living, LLC

Dori Sichi - Owner
Opened an Assisted Living Facility in Colstrip

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

Impact
Created 5 FTE Jobs
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

U.S. EDD & MT CRDC

613 NE Main Street
Lewistown, MT  59457
It is our mission to improve economic and social conditions through conservation, utilization, expansion and development of all accessible resources in the area.
IMPROVING THE QUALITY OF LIFE IN CENTRAL MONTANA

SMDC has been serving communities in six Montana counties since 2001. From our office in Lewistown, we provide assistance in Fergus, Golden Valley, Judith Basin, Musselshell, Petroleum, and Wheatland counties. Click on the map below for more county information.