IMPACT
Partnerships that Work
MEDA Montana Economic Developers Association
SUCCESS STORIES - Partnerships that Work

- Small Business Development Centers
- Montana Cooperative Development Cr.
- MT Board of Research and Commercialization Tech
- Montana Growth Through Agriculture
- Montana Technology Innovation Partnership
- Certified Regional Development Corporations
- Montana Manufacturing Extension Center
- Trade and International Relations Bureau
- New Worker Training
- Incumbent Worker Training Grant
- Richland Economic Development
- Main Street Program
- Indian Country Economic Development Program
- Great Falls Development Authority
- Ravalli County EDA
- Montana West Economic Development
- Big Sky EDA
- Missoula Economic Partnership
- Kootenai River Development
- Lincoln County Port Authority
- Eureka Rural Development Partners
- Montana Community Finance Corp.
- Montana Community Development Corp.
- Bitterroot Economic Dev District
Montana Small Business Development Centers

SBDC Director: Julie Jaksha
Client: Sam Jankovich

IMPACT
- Business Restored
- Financing Received
- 20 Jobs Created

In partnership with headwaters
Montana Small Business Development Centers

SBDC Director: Sean Becker
Client: Ryan Olson

IMPACT
• Business Expanded
• Financing Received

In partnership with
Montana Small Business Development Centers

SBDC Director: Chris Parson
Client: Pierre Edmond

IMPACT
• Business Created
• Financing Received

In partnership with Flathead Valley Community College
Fostering financial prosperity through cooperation

**IMPACT:**
- Since its inception in 2000, MCDC has assisted 97 entities with Cooperative Education and Project Management
- Formed 45 Cooperatives
- Total Payroll benefits: $19,595,712
- State Dollars ($455,000) Leveraged $4.6 million
A Sampling of Impact:
Linx Transportation Co-op
Last Chance Cafe (Sunburst)
Mobile Home Park Co-op
Vegetable Growers Co-op
Women's Business Incubator Co-op
Lazy JC Cooperative
Riverside Crossing Cooperative
Northwest Pork Cooperative
North Central Senior Housing Co-op
Got Socks Community Owned Store
Artitudes Art Gallery
Hamilton Farmers Market Cooperative
Big Fork Farmers Market Cooperative
Commercial Kitchen and Restaurant Cooperative (Glendive)
Montana Branded Beef Association Cooperative (MBBA) (Statewide)
Montana Board of Research and Commercialization Technology

**Project:**  Enhancement of Applied/Translational Research in Biomedicine

**Recipient:**  Richard J. Bridges
University of Montana

**Funded:**  FY2001-FY2012  $1,851,290

**IMPACT:**
- Matching Funds Leveraged: $2,323,516 – 1.25:1
- Follow-On Funding: $37.6 million – 20.3:1
- Numerous patents
- Four biotech startups:
  - Synapis Pharma
  - ATERIS Technologies
  - Transynaptic
  - Rio Pharmaceuticals
Montana Board of Research and Commercialization Technology

Project: OsteoSelect Demineralized Bone Matrix Putty for Orthopedic Bone Grafting Applications

Funded: July 2006 in the amount of $165,974

Recipient: Bacterin International, Inc. Dr. Gregory Juda

IMPACT:
• Sales generated $4.7 million in 2011
• Estimated sales 2012 $6.7 million
• Number of jobs created: 12
Montana Growth Through Agriculture Program (GTA)

Kalispell Kreamery
Funding: 2009 – 2012
$120,000
Leveraged: $230,000

IMPACT
• 5.5 Jobs Created
• Support 15 producers with purchases over $400,000 per year
• Herd doubled to 300 cows
• Product spreading across the state.
Montana Technology Innovation Partnership (MTIP)

Legal Atlas – Missoula, MT
Project: Mapping of country laws around the world

IMPACT
• Winner at HiiL Innovating Justice forum at The Hague, Netherlands.
• Ongoing development of global reference center
• Database of descriptions of legal processes, structures, implications
• Visual mapping system of jurisdictional footprint of laws.

In partnership with: The University of Montana, MonTEC, and SBIR
Montana Technology Innovation Partnership (MTIP)

Westscape Nursery — Belgrade, MT

Project: Develop halophytic plants that grow in areas where salt and selenium have collected in the soil.

IMPACT

- Winner of SBIR Phase I and II Awards
- Commercialization of technology
- Produce and grow vegetation in areas where experts said nothing would grow for 100 years.

In partnership with: SBIR, US Fish & Wildlife Services, Army Corps of Engineers
Big Sky Trust Fund from the Montana Department of Commerce has partnered to accelerate the growth of

The Zane Ray Group
An E Commerce consulting firm in Whitefish

IMPACT: With 85% of sales occurring from out of state but 100% of salaries remaining in the Flathead!
Montana West & Flathead County Economic Development Authority
Serving the area of Flathead County/Glacier Park Region

**Big Sky Trust Fund from the Montana Department of Commerce** has partnered to accelerate the growth of **Nomad Global Communication Solutions**

Manufacturer of custom engineered specialty vehicles within the emergency management, medical, energy and mining industries.

Columbia Falls

**IMPACT:** Will create 126 new positions in 24 months
GeneSearch, Inc. — Bozeman, MT

Recipient: Dr. Paul Taylor
Project: Engineering and refining of an embryo manipulation tool named “Dracula Pipette”

IMPACT

- Winner of $15,000 NIH SBIR Phase I Award
- Tool provides unique capabilities for biopsy and freezing of pre-implantation embryos
- Major breakthrough - the Dracula Pipette could become the tool of choice for manipulation of all early embryos of all mammalian species.

In partnership with: Montana State University
Montana Manufacturing Extension Center (MMEC)

Montana Instruments, Inc.

IMPACT

• transitioning from research & development to production
• Sales started at zero: 2009 on target for $5 million in 2012
• Now at 10 employees and hiring.

Montana Instruments benefited from LEAN Manufacturing and an MMEC strategic marketing plan.
Trade and International Relations Bureau

Project: Provide training and expertise for companies attending industry trade shows

IMPACT

“[Our] booth conveyed ability and confidence as we generated more interest than other companies whose booths were not as informative. With the high cost of trade shows it was wonderful to have financial help.”

A&S Diversified
New Worker Training Grant Program
Primary Sector Workforce, MT Dept. of Commerce

SRS Crisafulli – Glendive, MT

Project: Train 34 workers to manufacture, sell and service high performance pumps, dredges and power units around the world

Funding: $99,225

IMPACT

• The State of Montana’s return on its investment of $99,225 of WTG funds equated to $119,987 annually; thus the payback of the WTG investment to SRS Crisafulli was less than one year.
• The company buys parts and hires expertise from Montana to Seattle; wanting to ensure that their products are US Made.
“If I was to give a number to it, I could safely say that RMR has seen an easy $400k increase in sales with over 25% of that going directly to employee wages.”

Paul Donaldson, RMR Productions

ROCKY MOUNTAIN RIGGING
Training: Operator licensing
Safety training

IMPACT
• 4 employees trained in mobile stages thus able to book more events.
• Sales increased by $400,000 in 2 years; became NW operators.
• Increased wages of employees
• Able to secure liability insurance that led to $100,000 in new business.
“We have already added one more employee to meet the growing sales demand for our jewelry.”

ELICHAI FINE JEWELRY
Livingston, MT

Project: Fine Jewelry Laser Training

IMPACT
• Wholesale division created to offset slow season
• Revenue stream diversified = stable business
• Trained employee pool
• Continuing education strategy in place
• Efficient production = key to business growth
“We have already added one more employee to meet the growing sales demand for our jewelry.”

Elke Govertsen

MAMALODE
Elke Govertsen, Owner

Training:  Writing and Publishing Technology

IMPACT
• Grown from a local publication to a national media platform.
• Education and connections made at training events = priceless.
• Business growth, increased employee wages
• Compete in global economy
The Stevensville Main Street Association raised funds to provide a match for the $500,000 Community Transportation Enhancement Program (CTEP) grant.

STEVENSVILLE, MT
A Certified Main Street Community

IMPACT

- **Streetscape Project** - improve pedestrian safety and downtown district aesthetics

- **Public Relations Plan** - develop a proactive approach to positively influence the public’s perception of Stevensville to live and conduct business

- **Historic Downtown Development Plan** - secured a Preserve America grant to develop the historic downtown district in coordination with Stevensville’s long-range strategic planning efforts.
MONTANA MAIN STREET PROGRAM

Town of Terry, MT
A Main Street Affiliate

IMPACT

• **Growth Policy** - To address significant regional economic growth and development in the town’s traditional community setting.

• **Heritage Tourism Action Plan** – Preserve America grant to develop a heritage tourism action plan in coordination with the community growth policy.

• **Identified** - Three emphasis areas: economic development, the preservation of Terry’s historic, cultural, and natural resources, and community pride.
INDIAN COUNTRY ECONOMIC DEVELOPMENT PROGRAM (ICED)

TRIBAL GOVERNMENT PRIORITY ECONOMIC DEVELOPMENT PROJECTS

Blackfeet Tribe
Oki Communications

Fort Belknap Indian Community
Smokehouse Grill ($70,000)

IMPACT
• Startup Funding
• 23 Part-time Employees Supported

IMPACT
• Retention of 4 FTE tribal member employees.
• Expanded internet services on the Blackfeet Reservation to include southeastern and eastern sections.
• Matched $70,000 grant with $100,000 by Oki Communications.
**INDIAN COUNTRY ECONOMIC DEVELOPMENT PROGRAM (ICED)**

**MONTANA INDIAN EQUITY FUND**

**Clara Caufield**

“A Cheyenne Voice”

**IMPACT**

- Utilized $7,000 to purchase printing equipment and supplies.
- “A Cheyenne Voice” distribution has grown from 200 weekly copies to over 1,000 weekly circulated copies.

**Aileen Meyer**

*Finley Creek Greenhouse*

**IMPACT**

- Grant award was matched with $43,800 in assets.
- Utilized $7,000 Montana Indian Equity Fund grant to increase inventory.
Yolanda Good Voice

Crow Indian Entrepreneur Training

IMPACT

• Yolanda Good Voice has provided almost 70 individuals training.
• Worked with over 200 individuals to provide business resources and training.
• Yolanda was recently named the Small Business Administration 2012 Minority Small Business Champion.
Avmax Montana, Inc.
Great Falls, MT
Project: Business Expansion into Montana
$265,000 Great Falls International Airport

IMPACT
• Created 62 jobs paying a minimum of $14.20 per hour.
• Total employment of 140 people.
• Project leveraged $7,108,799 in equity funding.
• The Great Falls International Airport is one of 13 airports nationally that has a Category 3 status for instrument landing by the FAA.
Das Kuchenhaus Bakery  
Bridger, MT

Resources used:
* USDA/RD RBEG Grant  * BEAR Program
* Growth through Ag  * IWT Grant

IMPACT
• Targeted marketing plan = business growth
• Accounting training
• Packaging design
• Increased sales contracts
• Trailblazer Bars offered to 3 million visitors annually in Yellowstone National Park
Dell Mercantile & Meat Processing
Dell, MT

Project: Business growth and expansion

IMPACT
• State inspected facility for area ranchers to access
• Jobs in a struggling rural area
• 2,000sq.ft. building to allow for processing of 400 animals per year.
Earl Fisher Biofuels
Chester, MT

Project: Montana made bio-diesel available for rail and commercial use.

IMPACT
• Ezzie’s Wholesale, downtown Havre, unveiled first commercial biodiesel pump using Earl Fisher Biofuels

• North Central Montana Transit buses filled tanks with biodiesel blend on March 6, 2012.
Mission Mountain Food Enterprise Center - Farm to Institution Program

- **Fresh fruit and vegetables:** cucumbers, melons, cabbage, carrots, beets, peppers
- **Season extended products:** Butternut squash, green beans, zucchini, carrots, cherries, pumpkin
- **Montana Lentil Patty:** A center of the plate produce and complete protein made from Montana grains, legumes, eggs, oil, and vegetables

**IMPACT:** Increasing access to healthy, local Montana foods in public institutions

Over 20,000lbs of fruits and vegetables processed
Funded by Specialty Crop Block Grant, Federal State Marketing Improvement Grant, and USDA Farm to School grant
Mission Mountain Food Enterprise Center - Farm to Institution Program

**IMPACT:** Promoting Montana producers and entrepreneurs; Raising community awareness of the value of choosing local

Funded by Specialty Crop Block Grant
Mission Mountain Food Enterprise Center - Cooperative Development Program

**Western Montana Growers Cooperative**
- **Incorporated in 2003**
- **38 Small – Mid-Size Farms**

**IMPACT**
- **4.5 FTE**
- **255% increase in sales from 2006 - 2012**

Farmers Coming Together to Retain Food Dollars in Montana Communities
Assisted by Montana Department of Agriculture Food and Agriculture Development Program, Montana Growth Through Agriculture Program, and USDA Rural Cooperative Development Program
Flathead Cherry Growers Cooperative

2011 - Conducted Feasibility Analysis of Flathead Cherry Brand

2012 - Launched Flathead Cherry Brand in Montana Stores

Flathead Lake Cherry Brand
Assisted by Montana Department of Agriculture Food and Agriculture Development Program, Montana Growth Through Agriculture Program, and USDA Rural Cooperative Development Program
CRDC Serving Lake, Mineral, Sanders Counties and the Flathead Indian Reservation

Mission Mountain Food Enterprise Center - Cooperative Development Program

Organic Seed Producer Coop

- **2012** - Conducted Market Analysis for Organic Vegetable Seed in Intermountain West

- **2013** – Coordinating delivery of 5-day Organic Seed School with Native Seed/SEARCH

- **35 students enrolled in school**

IMPACT: Grow, Preserve, and Develop Locally Resilient and Locally Relevant Seeds
Assisted by USDA Rural Cooperative Development Program
**Mission Mountain Food Enterprise Center- Food and Agriculture Program**

- Mrs. Wonderful
- IMPACT
  - Doubled sales in 2012 in local markets
  - Weekly sales at Polson Farmers Market
  - 2 FTE

A unique niche food business Celtic Salt with fresh organic herbs
Supported through the Mission Mountain Food Processing Facility
Mission Mountain Food Enterprise and Business Finance Centers

Tipus Chai Tea

- Start-up Funding - $57,000; Introduction to Angel Investors
- Processing Facility for Product Development and Expansion
- Two New Product Lines- Instant and Condensed Chai Tea
- Expanding Sales of an authentic Chai Tea in Regional and National Markets
- 5 FTE

“An Authentic Chai Tea Company“

Assisted by the Montana Dept. of Agriculture Mission Mountain Food Enterprise Center processing facility, LCCDC Revolving Loan Fund, USDA RBEG, Frontier Angels Venture Capital
Thunderhead Gardens

IMPACT

Expanding sales in 2012 in national markets

2 FTE

CRDC Serving Lake, Mineral, Sanders Counties and the Flathead Indian Reservation

Mission Mountain Food Enterprise Center- Food and Agriculture Program

Grower and Manufacturer of Fine Products- from Seed to Sauce
Supported through the Mission Mountain Food Processing Facility and assisted by USDA RBEG grant program
Ashley Martin
Manufacturing, LLC

- $1.8 Million Project
- 75 Jobs Over 5 Years
- National and International Markets

“Manufacturing Products to Aid Health and Wellness for People of All Ages”
Recruited to occupy empty FDA facility
Community Development Block Grant – USDA-RD Loan – Leveraged Equity
CORE Outdoor Power

- Total Project Start-up $1,000,000
- Exceeded $1,000,000 in sales in 9th month
- 30 Jobs
- Goal of 50 Total Jobs

“Intelligent Technology to Replace Gas”
Hybrid Power Cell – Zero Emissions – Local Family Owned
Community Development Block Grant - USDA-RD Loan – Leveraged Equity
Sanders County CDC - Community Development

**Hot Springs Clinic**

- **Project:** $890K
- **Construction:** $665K
- **Funding:** CDBG $450K
  - Regional Medical Providers Support: $101K
  - SCCDC: $75K
  - Community Fundraising: $252K
- **Number of New Jobs:** 2 Healthcare Professionals - Retained: 4
- **Increased capacity from 2200 to 3800 square feet of clinic space**

CRDC Serving Lake, Mineral, Sanders Counties and the Flathead Indian Reservation

Provides Critical Healthcare to a Rural Community of 1200
Funded by Community Development Block Grant
Business Development Center – Business Finance and Technical Assistance

MT Rigmat, LLC

**IMPACT**

- Created 10 FTE Jobs
- Sales Over $1 million in 1st year
- Created 2 P/T Jobs
- Located in Montana, they are the local custom-fabricated rigmat solution for the Bakken Field in Montana and North Dakota, and the oil industry in Wyoming
- Sourcing supplies and components in MT when possible

Specializing in Oilfield Rig Mats, Camp Mats, and Custom Fabrication

Made for the Oilfields – Manufactured in Western Montana

USDA -RD Loan – Leveraged Bank and Private Equity
EthnoTech, LLC

- 3 Jobs Created
- USDA-RD Loan: $35,500
- Leveraged: $39,963 in Bank and Private Equity
- HUB-Zone Certified
- MT-DOT DBE Certified
SNOWY MOUNTAIN DEVELOPMENT CORP. (CRDC)
Serving the counties of Judith Basin, Fergus, Petroleum, Musselshell, Golden Valley and Wheatland

Spika Welding

Project: Business Expansion

Resources: Big Sky Trust Fund
           Worker Training Grant

IMPACT
• 8 new jobs created
• International markets opened up for the manufacturer of airplane and helicopter lifts.
Oil and Gas Seminars

Project: Educational oil and gas seminars held in Lewistown and Roundup.

IMPACT - 400 people informed about

- Landman
- Leases
- Oil and Gas Activity in Montana
- Glimpse of growth impacts
SNOWY MOUNTAIN DEVELOPMENT CORP. (CRDC)
Serving the counties of Judith Basin, Fergus, Petroleum, Musselshell, Golden Valley and Wheatland

Dean Creek Fire District

Project: new ambulance and fire station remodel

IMPACT
• Musselshell and Golden Valley Counties critical need addressed due to coal development growth
• New ambulance purchased for Musselshell County
• Fire station remodel on edge of Musselshell and Golden Valley Counties
Historic Satellite Airfield Hangar

Project:  maintenance and repairs

IMPACT
• Grant received from MT Dept. of Commerce
• Roof and hangar doors repaired
• Chimneys repaired which alleviated the problem of bats accessing the inside of the building.
SNOWY MOUNTAIN DEVELOPMENT CORP. (CRDC)
Serving the counties of Judith Basin, Fergus, Petroleum, Musselshell, Golden Valley and Wheatland

City of Lewistown

Project: building removal and clean up
Resource: Central Montana Brownfields Coalition EPA Grant

IMPACT
• Remove abandoned building
• Clean-up asbestos
• Expansion of existing park with EPA grant.
EASTERN PLAINS EDC (CRDC)
Serving the counties of Dawson, Prairie, Wibaux, Fallon and Carter

**Juniper Apartments**
Glendive, MT

**Project:** 14 units with common areas

**Financing:** EPEDC RLF funds in combination with private equity and traditional financing

**Total cost:** $300,000

**IMPACT**
Created housing solutions for a growing workforce.
Town of Terry

**Project:** Marketing and Growth Policy

**Partnerships:** Main Street Program
Preserve America Grant

**IMPACT**

- *Terry Heritage Tourism Action Plan;*
- New branding and marketing materials showcase Terry as the “Home of Evelyn Cameron”
- *Town of Terry Growth Policy*
EASTERN PLAINS EDC (CRDC)
Serving the counties of Dawson, Prairie, Wibaux, Fallon and Carter

Town of Ekalaka

Resources: USDA, local, and corporate funding to refurbish empty buildings on main street and relocate facilities.

IMPACT
• Town of Ekalaka Growth Policy Amendment added to existing Carter County Growth Policy
• New Town Hall with neighboring addition of library.
EASTERN PLAINS EDC (CRDC)
Serving the counties of Dawson, Prairie, Wibaux, Fallon and Carter

Town of Baker

Project: water and sewer

Resources: EDA, TSEP, RRGL, ACOE, Local Funding

IMPACT
• North Baker Water and Sewer District project completed
• Total Project Cost $2,928,000
CTAP Training for Local Officials

IMPACT

- Local officials learned the use of CTAP regarding growth, policy, and development to address needs.
EASTERN PLAINS EDC (CRDC)
Serving the counties of Dawson, Prairie, Wibaux, Fallon and Carter

Evelyn Cameron Heritage Center
Terry, MT

Project: Remodel

Resources: TIIP Grant

IMPACT
• TIIP grant funding used to remodel the main floor of the Evelyn Cameron Heritage Center
• Brownfield grant used to remove asbestos and old boiler from the facility’s basement
EASTERN MONTANA IMPACT COALITION MEMBERS:

- SOUTHEASTERN MT DEV CORP
- EASTERN PLAINS EDC
- GREAT NORTHERN DEV CORP
- RICHLAND ECONOMIC DEV

Resource Coordinator
Tori Matejovsky

Jason Rittal  Martin DeWitt  Leslie Messer  Jim Atchison
Community Roundtable Meetings were facilitated through the Region to discuss between community leaders and the DOC, MDOT and EDA regarding the impacts of oil development in the area.
SBDC Director Lorene Hintz meeting with Mike Bushman owner of Bushman’s Jerky of Wolf Point. Through the assistance of the SBDC Mike was able to capture funding to assist his business.
Eastern Montana Brownsfield Coalition Assessment funds were used to define the extent and types of contamination left behind when the refinery closed in 1986. The redevelopment goal is to establish a new 20,000 bbd energy efficient refinery on the property that can utilize the crude coming out of the Bakken fields that surround this location. The site is located on the Fort Peck Indian Reservation and would provide new employment opportunities for various skill levels.
Community Development Block Grant funds awarded to the City of Wolf Point for housing rehabilitation and demolition were utilized on numerous Wolf Point properties. Pictured is Ruth Harris enjoying new siding and windows on her home. Ruth’s home was one of 9 rehabilitations and 25 demolitions which included 40 structures completed by this grant.
HEADWATERS RC&D (CRDC)
Serving the counties of Granite, Powell, Deer Lodge, Silver Bow, Jefferson, Madison and Beaverhead

Dell Mercantile –
This great little store has everything from fuel, groceries, meat market, and home decorations to hunting and fishing supplies.
Bob and Marilyn Thaden
Custer County

Opened a Winery and expanded their Vineyard outside of Miles City

Programs
* Small Business Development Center
* Value Added Equipment RLF

Impact
Created 2 PTE Jobs
SOUTHEASTERN MONTANA DEVELOPMENT (CRDC)
Rosebud, Custer, Treasure and Powder River Counties

Clara Caufield
Northern Cheyenne Reservation

Created the only print media covering the Northern Cheyenne Reservation

Programs
* Indian Country Economic Development Program
* Small Business Development Center

Impact
1.5 Jobs created
Got Socks Clothing
Colstrip

Opened a community owned clothing store as a cooperative in 2005

Programs
* Montana Cooperative Development Center
* Small Business Development Center

Impact
2.5 Jobs Created
The Playpen Childcare

Keela Brilz and Adrienne Violett Colstrip

Opened a childcare business in Colstrip in 2011.

Programs
* Small Business Development Center

Impact
* Created 3.5 FTE Jobs
SOUTHEASTERN MONTANA DEVELOPMENT (CRDC)
Rosebud, Custer, Treasure and Powder River Counties

Powder River Forestry

Abel and Laura Meza
Ashland

Purchased mobile sawmill equipment

Programs
* Small Business Development Center.
* Value Added Equipment RLF

Impact
Retained 1 FTE Job
ADF Group

300 High Wage Jobs

Five Year Plan for 1,100 High Wage Jobs

Made Possible by the

- Primary Sector Worker Training Program
- Big Sky Trust Fund
EMTEQ

87 Jobs

Over 100 by YE 2013

Made Possible by the

• Primary Sector Worker Training Program
• Big Sky Trust Fund
Huckleberry Healthcare

Start up with 3 Jobs
Plus Business Expansion

Made Possible by

- Small Business Development Center

Great Falls, MT
DEVELOPMENT AUTHORITY

Growth ▪ Diversification ▪ High Wage Jobs
Flipping Family Fun

Start up with 8 Jobs

Made Possible by

• MicroBusiness Loan Program
• Small Business Development Center

Great Falls, MT
DEVELOPMENT AUTHORITY

Growth ▪ Diversification ▪ High Wage Jobs
Jerry Noble Tire Factory

10 Jobs Saved
2 Jobs Created

Made Possible by

- State Small Business Credit Initiative (SSBCI)

Great Falls, MT
Development Authority

Growth ▪ Diversification ▪ High Wage Jobs
BEAR PAW DEVELOPMENT CORPORATION (CRDC)
Serving the counties of Liberty, Hill, Chouteau, Blaine and Phillips and the Fort Belknap and Rocky Boy’s Indian Reservations

The Press
Havre, MT

Project:
Business Purchase and Expansion

Resources:
Havre Small Business Development Center
Bear Paw Development MicroBusiness Loan Program

Impact:
• 6 Full-time jobs retained
• Expanded retail inventory and food and beverage services
BEAR PAW DEVELOPMENT CORPORATION (CRDC)
Serving the counties of Liberty, Hill, Chouteau, Blaine and Phillips and the Fort Belknap and Rocky Boy’s Indian Reservations

Triple Divide Spirits
Helena, MT

Project:
New Business Start-up

Resources:
Bear Paw Food & Ag Development Center
Havre Small Business Development Center

Impact:
• 2 Full-time jobs created
• Expansion of unique market opportunities for Montana agricultural producers
• Further highlights the quality of Montana-made products in craft distilling industry
Earl Fisher Biofuels
Chester, MT
Project:
Market Expansion
Resources:
Bear Paw Food & Ag Center
Montana Growth Through Agriculture (GTA) Program
Impact:
- Developed relationships with several established wholesalers
- Opened first Montana-made biodiesel commercial fuel pump in Havre
Holden’s Hot Wheels, Inc.
Havre, MT

Project:
Expansion and Remodel

Resources:
EDA Loan Funds
SSBCI Loan Funds

Impact:
• Restoration and reuse of historic building in downtown Havre, MT
• Additional mechanical service provided to area farmers and ranchers
• 7 Full-time jobs retained and 2 full-time jobs created
Terra Echos

**Project:** Financials and Slide Deck

**Funds:** BSTF Cat II Planning

**Grant:** $30,000 investment for a $50,000 project.

**ROI:** $1.75 million in seed funds and 5 jobs created to date, more pending

“The TerraEchos platform will change the way security threats are handled, and it will open opportunities that have yet to be envisioned.”

– Trevor Loy, Flywheel Ventures
STATEWIDE BUSINESS EXPANSION AND RETENTION PROGRAM

In Partnership with:
- Governor’s Office of Economic Development
- MT Dept. of Labor & Industry
- Montana Dept. of Commerce
- MEDA

Mission: Business Expansion and Retention

In 2012:
- 319 Businesses visited and surveyed
- 262 Referrals were made for assistance
- 31 Jobs created; 24 retained

Shirley Cortright provides resources and thanks an owner for doing business in Montana.
Serving the area of North Lincoln and North Flathead Counties

Tobacco Valley Wood Development Center: Business Incubator Opened Spring 2012. Located on a 22 acre Industrial District Business Park, in the process of becoming a TIF District, owned by Lincoln County and administered by ERDP.

Facilitating business growth on site with incubator programs and equipment and has a virtual incubator program to serve off site business development and expansion needs in the area.

Utilizes: SBDC, Montana Cooperative Development Center, US EDA, PTAC, USDA-Rural Development, Local Government Partnership, Workforce Training and BEAR programs,

Glacier Peaks Holistics

Creating 100% organic natural remedies for pain and great health. Alternative Pain management specialist offering natural remedies that eliminate pain and inflammation for animals.

Spring of 2012 moved into the Center with 12 retail and renting one bay. Today serving 57 retail stores and partnered with major distribution centers, expanded to 2 bays in the Center and created 3 jobs, and will be featured in the Spring Sky Mall magazine.
Serving Lewis & Clark, Broadwater and Meagher Counties

Project: Product Development And Business Expansion

Resources: Capstone Project, Montana Manufacturing Center UTAP and Big Sky Trust Fund

IMPACT:
• 7 jobs created and/or retained
• International export market
• AS 9100/ISO 9000 Manufacturer
Montana Community Development Corporation (Montana CDC)
Serving all of Montana

In 2012, Montana CDC’s Revolving Loan Fund:
• Lent over $7.5 Million to
• 36 businesses across Montana
• Using a variety of funding sources including Microbusiness Development Corporation (MBDC) funds

2012 IMPACTS
• 350 Jobs Created or Retained
• $650K invested in women-owned businesses
• 18 Loans to start-up businesses

Plain Feather Construction, Billings, MT

Bitterroot Gymnastics, Missoula, MT
Montana CDC’s Small Business Development Center (SBDC) and Procurement Technical Assistance Center (PTAC) programs provide free business advising and government contracting assistance to entrepreneurs and established businesses throughout the state.

In 2012, Montana CDC’s SBDC and PTAC programs:
• Held 86 trainings
• Advised over 750 small businesses

Amita Patel Greer, Director of Consulting and SBDC
Montana Community Development Corporation (Montana CDC)
New Markets Tax Credit Program

OUR REACH

$156 MILLION IN ALLOCATION

- Stinger Welding: Polson, MT
- Expected Project: Tiber, MT
- Expected Project: Chinook, MT
- Last Chance Block: Helena, MT
- Capital City Health and Fitness: Helena, MT
- Browning, Kåleczyc, Berry, and Hoven, PC: Helena, MT
- Helena Cinemark: Helena, MT
- Billings GSA Federal Building: Billings, MT
- Expected Project: Bozeman, MT
- Kootenai Medical Center: Coeur d'Alene, ID
- Garlington Building: Missoula, MT
- Historic Sears Building: Butte, MT
- Town and Country Foods: Bozeman, MT

PERMANENT JOBS CREATED OR RETAINED*: 1,100
CONSTRUCTION JOBS CREATED: 580
$222 MILLION IN ECONOMIC IMPACT**
RAVALLI COUNTY ECONOMIC DEVELOPMENT AUTHORITY

Project: Ravalli Entrepreneurship Center – Rural Capacity Building (2008-2012)

State Resources: CDBG, Big Sky Trust Fund, Growth Through Agriculture, MT Cooperative Development Center, Montana Board of Investments

Federal Resources: Economic Development Administration, SBA - Montana Women’s Business Center, USDA Programs: RBEG, RBOG, IRP, RCDI

Impacts:
• $4.8 million in grant funds for economic development projects
• 244 jobs created through the assistance of funds and partnerships
• 648 jobs retained through the assistance of funds and partnerships
• 500+ attending Building Bitterroot Business classes
• Tax Increment Finance District (Light Industrial) established in North Stevensville
• Waste water lift station constructed to service 300+ acre City of Hamilton planning area
• 110 clients received one-on-one counseling via Montana Women’s Business (Sub Center)
• Bitterroot Line Rail retained – affected 202 jobs, $12 M annual payroll, $95,000 tax base
Seeley ROCKS (Nordic Events Center)

Objective: Provide year round economic stability for the Seeley Lake Region

Collaborative Partners: Seeley Lake Community Council, BREDD, Seeley Lake Community Foundation, USFS, U of M Business School, Seeley Lake Elementary School, Seeley Lake Nordic Club

Funding Sources: BSTF, Seeley Lake Community Foundation, Private Local Donations

Economic Gardening Program

Objective: Provide local high growth businesses with market research information to grow and create jobs

Collaborative Team: Montana CDC, MEP, MMEC, Missoula County Library, Mineral Extension, John Balsam Associates, Mineral County EDC, Job Service, U of M, Hellgate Venture Network, MWTC

Funding Sources: US Department of Commerce EDA, High Stakes Foundation, Area Banks, BREDD
Certified Regional Development Corporation serving Gallatin and Park Counties

In 2012 our Montana Women’s Business Center provided business technical assistance services throughout Gallatin and Park Counties and helped businesses to:

- Create 32 jobs
- Start 13 new businesses
- Obtain $1.2 million capital infusion
- 1,108 clients served; 233 businesses received over 856 hours of one-to-one counseling
With the help of the Prospera and the WBC, we were able to get the funding needed for a larger, more efficient manufacturing facility and an upgrade in equipment that will increase our production.

Melinda Pierson, Owner

Impact:

- Larger manufacturing facility to meet increased demand.
- New, more efficient equipment.
- Employee retention, future job creation, health care benefits for employees.

“We with the help of the Prospera and the WBC, we were able to get the funding needed for a larger, more efficient manufacturing facility and an upgrade in equipment that will increase our production.”

Melinda Pierson, Owner
Community Economic Development Projects

Gardiner Gateway Project

Big Sky Trust Fund – Preliminary Engineering Report

Project objectives being addressed:

- Infrastructure – utilities
- Storm water runoff
- Pedestrian safety
- Improved traffic flow

Impact:

- Projected $4.5 million capital improvement project in Gardiner’s Downtown District

Partners:

State of Montana, Park County, Yellowstone National Park, Greater Gardiner Community Council, and the Gardiner Chamber of Commerce
Community Economic Development Projects

Livingston “Branding” Project

**Big Sky Trust Fund** – Planning Grant

- New Logo
- New Brand Messaging
- On-line toolkit for businesses

**Partners:**

- City of Livingston
- Park County
- Livingston Chamber of Commerce
- Livingston Business Improvement District
- Vision Livingston
SWEETGRASS DEVELOPMENT CORP (CRDC)
Serving the counties of Cascade, Glacier, Pondera, Teton and Toole.

Cut Bank International Airport

Project: Expanded Preliminary Engineering Report

Resources: MT Department of Commerce
Big Sky Trust Fund Category II

IMPACT
• Provided funding for infrastructure planning for an industrial park. The project may now move forward with construction and job creation.
Avmax Montana, Inc.
Leveraged Funds: $8,933,864

**Funding sources:**
BSTF Funds: $265,000
Workforce Training Grant (WTG) $ 179,866
EDA $1,200,000
Avmax Montana, Inc $3,336,425
Great Falls International Airport Authority $4,217,573

**Impact:** 53 Jobs Created
A $265,000 grant was awarded to the Great Falls International Airport Authority to purchase ventilation system equipment for a paint hanger to be leased to Avmax Montana, Inc., an aircraft maintenance company. Leading to a total creation of 74 jobs.
“Making an Impact”
Partnering with State programs to create Montana jobs

Steve Arveschoug, Executive Director
Making an **Impact** through the **Small Business Development Center**

**The Dog Spot**
- Full-service pet care facility
- Opened in April 2012
- Provides dog & cat grooming, doggie daycare, dog boarding, pet photography, and specialty products and events.
- Billings SBDC assisted with preparation of business planning, budgeting, cash flow projections and market research.
- Received an SBA loan through Stockman Bank for $60,000
- Created four new jobs

**The Fieldhouse Café**
- Locally owned café
- Opened Spring of 2012
- Is a certified “green” restaurant
- Offers locally grown/produced products
- Billings SBDC provided counseling on authoring a business plan, assisted in compiling cash flow projections as well as the complete loan package
- Capital investment was $95,000

**Velvet Cravings**
- Locally owned bakery
- Opened October 2012
- Features 15 gourmet cupcakes and baked goods
- Billings SBDC provided one-on-one training through an International Food Consultant to help them with their business venture
- Billings SBDC assisted Velvet with budgeting, cash flow projections, market research, and business planning
- Capital investment was $14,000
Making an **Impact** through the **Workforce Training Grant Program**

**Northwest Scientific**

Northwest Scientific was approved for **$70,000** from the Department of Commerce **Primary Sector Workforce Training Grant** to be used for the training of 15 new employees that they will hire in the next two years. This grant was received to help Northwest Scientific with their expansion efforts to a new building on the West end of Billings. They have been in business in Billings since 1948.
Making an Impact through the
Big Sky Trust Fund

Northwest Scientific

- Big Sky Economic Development was awarded $60,000 from the Montana Department of Commerce Big Sky Economic Development Trust Fund Category I Grant to assist Northwest Scientific with their expansion project. The expansion will allow NWS to hire 15 new employees and 12 of those employees met the wage threshold of $18.24 per hour to qualify for the BSTF category I grant. They will use the grant for lease rate reduction at their new facility.

Red Oxx Manufacturing

- $26,250 BSTF Category II Planning Grant to Beartooth RC& D Area, Inc. to assist Red Oxx Manufacturing, LLC with initial planning and conceptual documentation for a new building near their current manufacturing facility. The grant helped Red Oxx discover that it would be more cost effective to develop a plan to remodel an existing building close to their current downtown location. The new facility provides room to hire 30 more employees (3 immediate positions) for this business that specializes in manufacturing high quality luggage, duffel bags, garment bags and other travel accessories. This business is a great example of a manufacturer creating local jobs and impacting our economy while competing worldwide.
Making an **Impact** through the **Big Sky Trust Fund**

**Exposition Concept Plan for EBURD Project Area**

- **$52,500 BSTF Category II Planning Grant** to Beartooth RC&D Area, Inc. to assist Big Sky Economic Development Authority (BSEDA) and the Billings Industrial Revitalization District (BIRD) with the completion of a concept plan for the Billings Exposition Gateway. This project is continued research based on the East Billings Urban Renewal District’s Master Plan.

**Yellowstone County Target Industry Analysis**

- **$26,250 BSTF Category II Planning Grant** to Beartooth RC&D Area, Inc. to assist Big Sky Economic Development Authority with the completion of a target industry analysis for Yellowstone County.
Making an **Impact** through the **Incumbent Worker Training Program**

**Krivonen Associates:**
- Two grants approved
- Received $2797.6 in reimbursed funds
- Type of training: management and AutoCAD

**Master Lube:**
- Four grants approved
- Received $34,494.34 in reimbursed funds in FY 2012
- Types of training: team building, management, and emotional intelligence

**Metro Property Management:**
- Seven grants approved
- 36 opportunities for employees to be trained
- Received $8,065.56 in reimbursed funds
- Types of training: realtors licensing, management, housing codes, and fair housing

**Full Moon Enterprises (Shotcrete):**
- Three grants approved
- Received $1173.48 in reimbursed funds
- Types of training: Microsoft software and management

**Red Lodge Chamber:**
- Two grants approved
- Received $899.47 in reimbursed funds
- Types of training: customer service and tourism

**Northwest Scientific:**
- 15 employees trained for higher roles within the company
- Received $30,000 in reimbursed funds in FY 2012
- Types of training: management, interpersonal and leadership skills
Making an Impact through the

**RC&D Food and Ag Development Center**

**Das Kuchenhaus Bakery Marketing and Expansion**

Das Kuchenhaus is a family owned and operated bakery started in 2008 by the Zimbleman family. The goal was to take local ingredients raised on the family farms and develop a variety of classic and European style gourmet baked products for customers in the Southern Montana and Northern Wyoming area. Since the bakery opened, the family has remained dedicated to the success of this enterprise. Deb and Tim Zimbleman and Deb’s mother operate the Bakery.

- In 2010 Beartooth RC&D Food and Ag Development Center assisted with the development of a Rural Business Enterprise grant for $8,000.00 through USDA Rural Development for the development of a marketing plan and materials. CTA Design was hired to assist the business with their logo, signage and website design. The result was a well crafted plan for expanding the business through targeted efficient marketing efforts, a professional logo, business signage and a website that has been developed to help broaden their market. [www.daskuchenhausbakery.com](http://www.daskuchenhausbakery.com).

- Beartooth RC&D Food and Ag staff also assisted the Business using the Business Expansion and Retention program to give them access to an accounting professional.

- In 2012 the Beartooth Food and Ag Center assisted the business in writing a Growth Through Ag mini grant for $1,500.00 to assist with new packaging for their trailblazer bars.

- In 2012 Das Kuchenhaus met with Quality Foods Distributing in Bozeman and Delaware North, (which handles the Yellowstone Park General Stores food and beverage sales). They sent a case of samples, preliminary packaging and costs so they were able to work directly with their representative. Their response was that at this time they did not distribute any snack bars in the park that were made in Montana, so they were the first “Made In Montana” snack bars sold in Yellowstone Park this past summer. Also, the sales representative from Food Services of America offered to take the Trail bar samples to her buyer for possible future distribution through Food Services of America. The business is now expecting the first orders from FSA.

- This project is a wonderful example of local entrepreneurship and innovation to a value-added, locally produced commodity utilizing local ingredients for many of their products. The business is now projecting they will need to hire 2 additional staff persons once full production starts, and have already sourced out 2 local people.
Making an Impact through the
RC&D Food and Ag Development Center

Montana Natural Lamb Marketing and Expansion

Currently this group of local sheep producers is aggressively marketing their locally raised and processed lamb products to restaurants, grocery stores, specialty meat markets and to individuals. They initiated this recent effort in 2008 after several years of cooperative business development. These three families have stepped forward to form a successful production, processing, and marketing campaign that combines on-site sales and relationship building with interactive web sales and promotion.

- Beartooth RC&D Food and Ag Center staff has been working with this group of producers for several years on this business expansion opportunity. RC&D assisted the business with numerous forms including: facilitating and assisting with initial organizational meetings, drafting marketing materials, obtaining grant funds from MT Growth Through Ag Program $16,000 and USDA Rural Business Enterprise Grant Program $20,000, administering funding and completing reports, and other forms of business counseling and assistance. They began the process as Sweet Grass Natural Lamb, and amongst other recommendations from Future Farm, Inc. of Bozeman have changed their name, logo, taglines, marketing strategies/materials, and general target markets to include a greatly expanded number and diversity of customers as well as the web-based purchasing capability. MT Department of Commerce’s Business to Business marketing program also assisted the group early on by providing a market profiling study to focus the group’s efforts on the most appropriate market segments for sustainable growth and development. The business has grown steadily over the last three years and are purchasing locally raised, high quality lambs from numerous producers across the area.

The sustainability of the multi-generational family ranch is one of the primary benefits of this effort. Pictured here are photos of the Halverson family (left) and the Jarrett family, both operations spanning over one hundred years plus each. Getting their value-added products to market at prices they have more control over is critical.
Projects:
• Construction of new plant
• Purchase of robotic equipment

Resources:
SBA 504 loan program and local Montana lender

IMPACTS:
• Expanded capacity allows for increased export sales
• Safer work environment for employees