



Great Falls, Montana
Development Authority

Growth

Diversification

High Wage Jobs

***The first Accredited Economic
Development Organization in Montana***





UNTAME
YOUR
adventurous
SPIRIT

UNTAME
YOUR
entrepreneurial
SPIRIT

Great Falls, Montana

- » 13 county 225,000 population
- » Rocky Mountain Front
- » Great Falls of Missouri River
- » 44,000 square miles
- » Agricultural commodity region
- » Overly dependent on USAF

- » Small metro, rural and tribal region



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NEED Economic Growth & Diversification

Large job loss in late 1970's

1980 – 1999
(70) Net Job Loss



NEED HIGHER WAGE JOBS

Cost of Living 93%

Average Wage 72%

Income Gap 21%



*Forward Great Falls
effort created in 2002*

Great Falls Development
Authority formed to implement



Take control of
our future

Build from within

Turn location to
advantage



Coaching Businesses to Success



Happy Tails



Great Falls Development Authority

- » 501 (c) 3 charitable non-profit corporation
- » Public/private partnership
 - 80% private; 100% community
- » Community Development Financial Institution (CDFI)

- » \$11.3 million in loan capital
- » Loan capital deployment ratio 94%
- » Insufficient loan capital to meet opportunity

- » Goal to increase loan capital to \$15 million by end 2017



Financing Entrepreneurial Dreams

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Mighty Mo Brewing Co.



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Great Falls Development Authority

- » Comprehensive economic development
 - Business retention and expansion
 - Entrepreneurship
 - Business attraction
 - Downtown, riverfront and commercial corridor redevelopment
 - Rail heavy industrial park
 - Workforce development
- » Host Small Business Development Center (SBDC)
- » Host Procurement Technical Assistance Center (PTAC)



Helping Local Companies Grow

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Loan Products

- » 8 revolving loan funds
- » Gap subordinate financing
 - Average 18% of deal
 - Up to 20 year amortization; typically 5-7 year balloon
- » Bridge subordinate financing
 - Average 16% of deal
 - Typically interest only with 2-3 year balloon
- » Participation loans
- » Borrowers
 - Business, commercial real estate, multi-family, non-profit



Financing Local Business Growth

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Sources of Loan Capital

- » Economic Development Administration (EDA)
- » Community Development Block Grant (CDBG)
- » USDA Intermediary Relending Program (IRP)
- » EPA Brownfield RLF
- » Community Development Financial Institution (CDFI)
- » State Small Business Credit Initiative (SSBCI)
- » City Tax Increment Financing Grant
- » State MicroBusiness Loan
- » Local 4-Bank Line of Credit
- » Locally raised loan capital match
- » Sell Loan Participations



Financing Historic Redevelopment

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Montana Building, Downtown Great Falls



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Other Financing Used

» In-House

- SBA 504 Loans
- Angel Network

Through Partners

- Tax Increment Financing
- Montana Economic Development Infrastructure Loans
- Historic Tax Credits
- New Market Tax Credits
- Industrial Bonds
- SBA Community Advantage (7a)



Supporting & Celebrating Entrepreneurs

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Financing Serial Entrepreneurs

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Financing Tribal Entrepreneurs

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Native Life, Browning



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Financing Riverfront Urban Renewal



Financing Brownfield Redevelopment

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Financing Historic Renovation

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Financing Rural Essential Services

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Financing Workforce Housing

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TALUS
APARTMENT HOMES



Financing Higher Wage Jobs

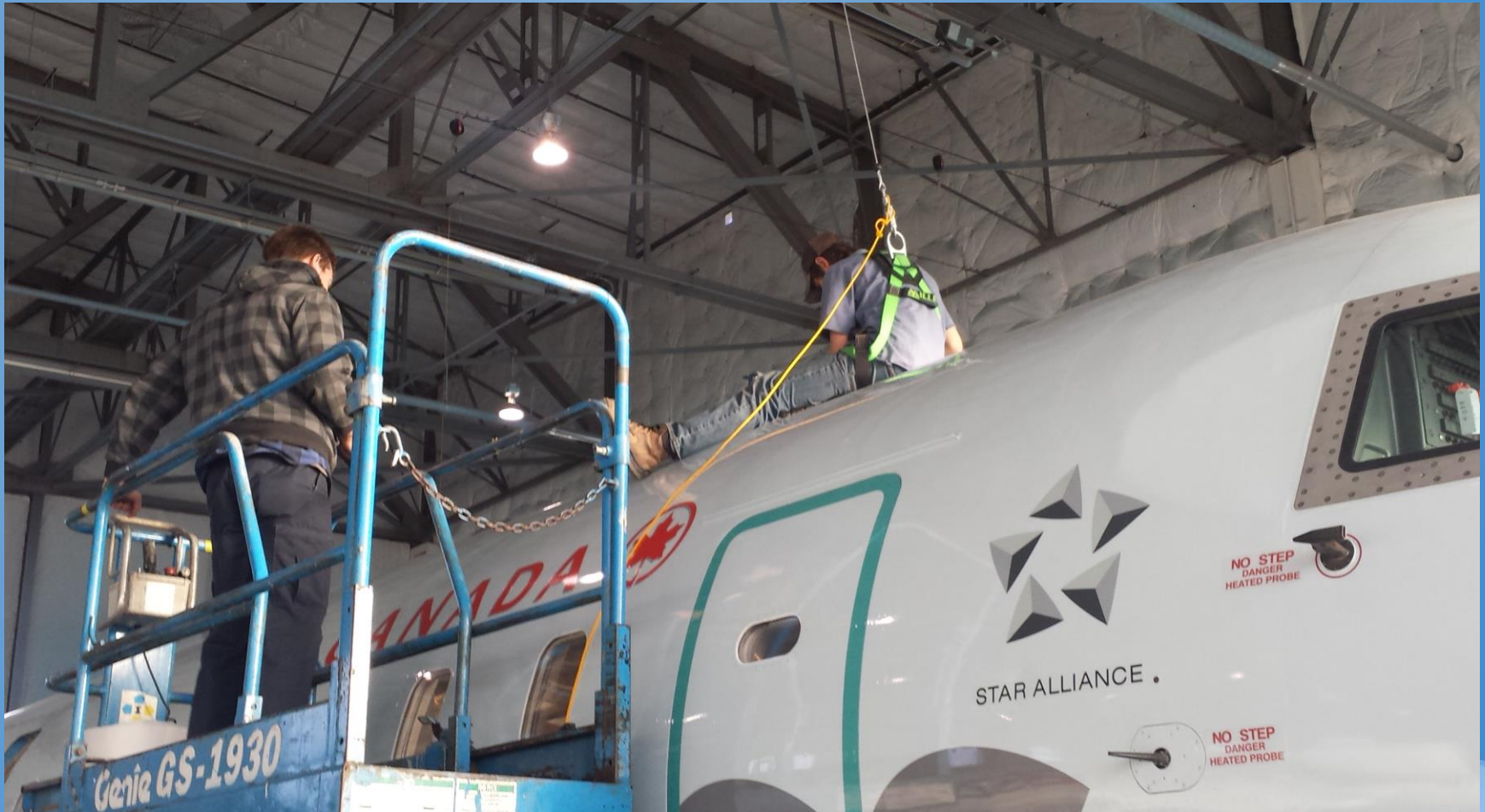
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Financing Manufacturing Jobs

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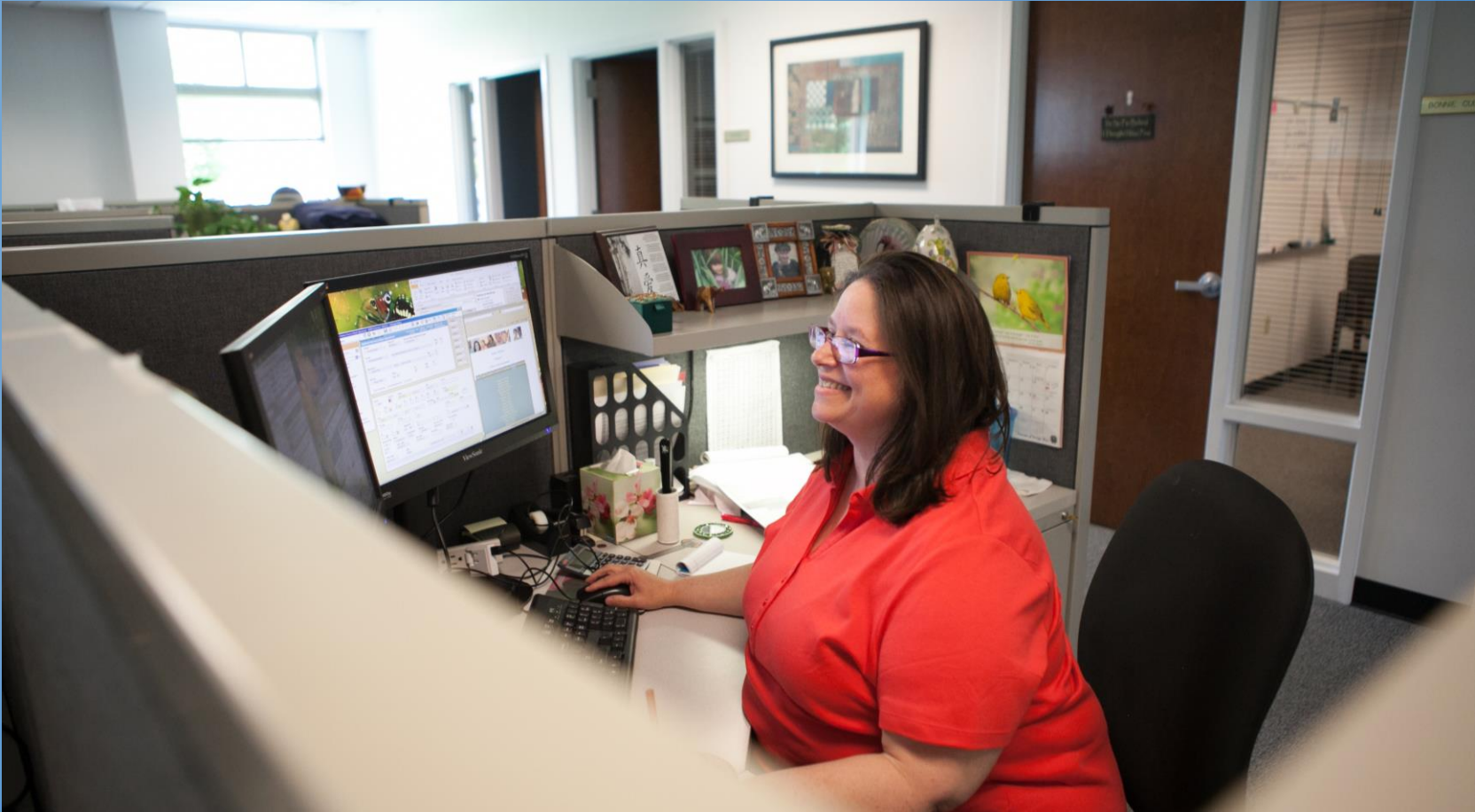
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Avmax

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Financing New Career Opportunities

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We have \$3 million in loan fund equity we're looking to leverage with PRI or EQ2 to grow our loan capital base



Invest in Changing Lives

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We will put your capital to work to
produce great results!

Brett Doney

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