



Bear Paw Development Corporation
of Northern Montana

ANNUAL REPORT 2018



Friends of Bear Paw Development,

Northern Montana is a special place. Our quality of life is unrivaled and the sky is the limit when it comes to opportunities for entrepreneurial growth. Through the deep partnerships we have nurtured for decades, Bear Paw Development continued to work with both the public and private sectors in 2018 to make our special part of Montana an even better place to live, work, raise a family and build a business.

In 2018, our team of economic and community development practitioners coordinated more than \$2.84 million for the communities in our region, and assisted entrepreneurs in northern Montana to create or retain 56 jobs. While these are impressive figures, especially given our rural area, we also realize we must never

rest on our past good work, but always look for new opportunities to positively impact the communities and people we serve.

As we transition to the 50th anniversary as Montana's longest-serving Economic Development District, our vision, mission and commitment is stronger than ever to do well by those who have entrusted us to build the communities and encourage the entrepreneurial spark for our region that will bear fruit for years and decades to come.

This Annual Report celebrates great accomplishments. Thank you for the trust you have placed in us to make a difference. We look forward to working with you to continue the momentum!

Best regards,



Deborah Callahan
President



Paul Tuss
Executive Director

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"The Small Business Development Center at Bear Paw Development was a great asset in helping us with all the details and paperwork it took to make this deal happen."

Ashley Weinheimer and Anthony Windy Boy
Boxcars Restaurant and Lounge Owners



BOXCARS RESTAURANT AND LOUNGE

HAVRE

Anthony Windy Boy and Ashley Weinheimer have worked in the restaurant and bar industry most of their lives. In 2017, they noticed that Boxcars Restaurant and Lounge in Havre was for sale, and wanted to see what it would take to make it their own business. They started with a free, one-on-one counseling session with Bear Paw's Small Business Development Center.

Anthony and Ashley learned they needed a business plan, financial projections and discovered what funding options were available. They also realized the time this process could take.

After writing a comprehensive business plan and computing detailed financial projections, they were able to secure financing. In April of 2018 they completed the sale, and Boxcars was now their very own business! With a staff of six employees they are currently serving lunch in the dining room and the bar is open through the evening.



NEW FIRE TRUCK DELIVERED TO HAVRE FIRE DEPARTMENT

HAVRE

In 2016, Bear Paw Development assisted the Havre Fire Department with an application for the federal Assistance to Firefighters Grant Program to purchase a new pumper truck that would replace one from 1973. The new pumper truck cost approximately \$510,000 and grant funding covered \$485,000 of the expense, with additional funding coming from the Department itself. The new pumper truck was delivered in July of 2018, the first new fire truck for Havre in 26 years. The new truck has many new features, including a thousand-gallon carrying capacity, more efficient electronics, a poly water tank, and better overall efficiency.

The Havre Fire Department is staffed with approximately 17 members serving Havre and Hill County for fire protection and ambulance service.

"We had a positive experience working with Bear Paw Development and were able to secure grant funds to be able to purchase a much-needed new fire truck that will help the Havre Fire Department serve Havre and Hill County for decades to come. This new firefighting asset will make this community a safer place to live, work and own a business."

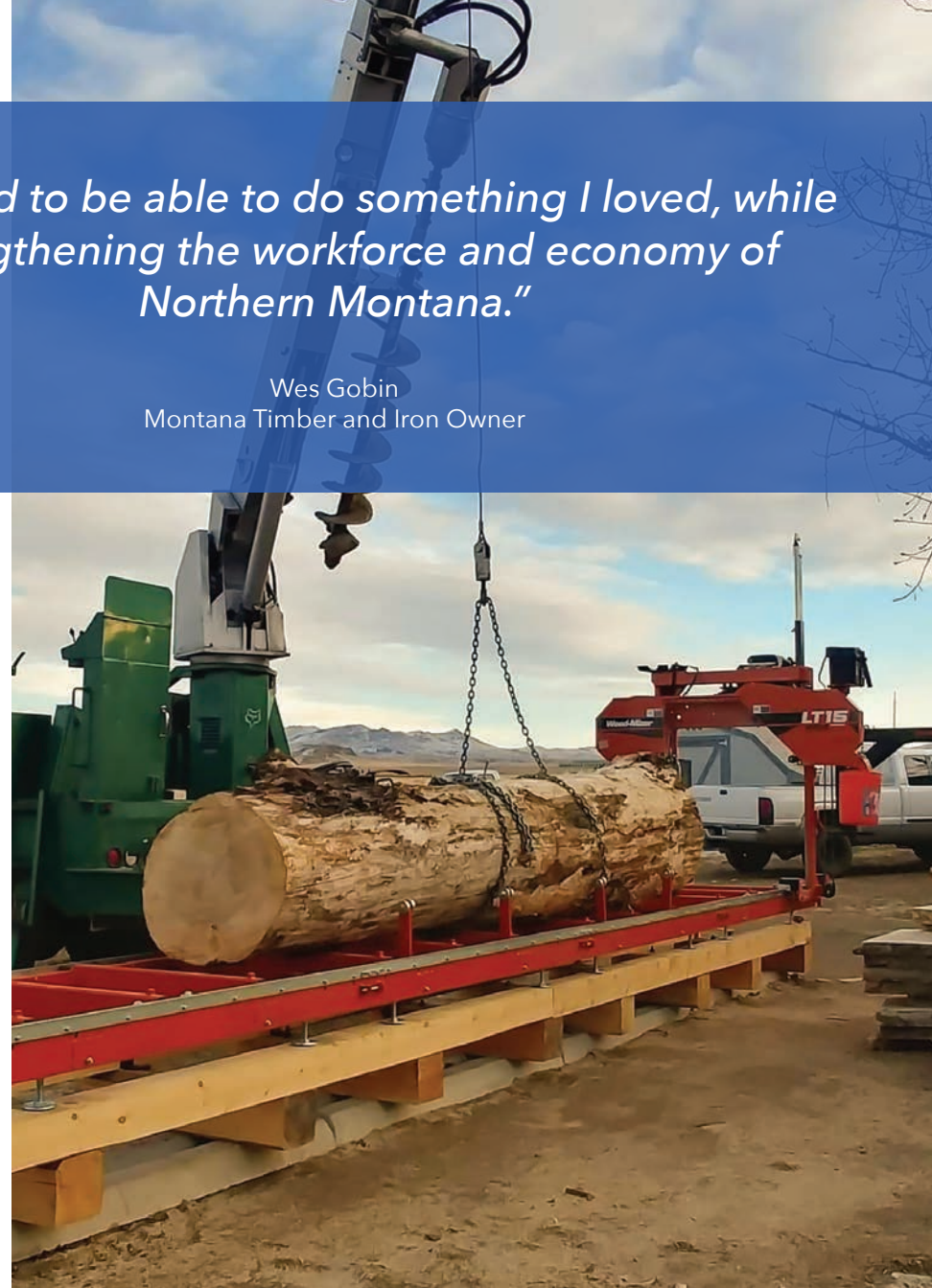
Mel Paulson
Havre Fire Chief





"I wanted to be able to do something I loved, while strengthening the workforce and economy of Northern Montana."

Wes Gobin
Montana Timber and Iron Owner





MONTANA TIMBER AND IRON

LAREDO

There are new additions near U.S. Highway 87 north of Laredo. Wes Gobin and Jennifer Reese have brought equipment to the location to start their business, Montana Timber and Iron. They will be using salvaged lumber from the Bear's Paw Mountains to make beautiful outdoor structures, or pergolas.

Bear Paw's Food and Agriculture Development Center assisted Wes and Jennifer with their business plan, financial projections, and Growth Through Agriculture funding application. Montana Timber and Iron was one of thirty-two Montana value-added agriculture businesses selected to present to the Montana Agriculture Development Council for the first quarter of 2019.



VIZSLA BREWING

HAVRE

Raymond Miller and Maria Naranjo moved from California to Montana in 2015 when Raymond was transferred with the U.S Border Patrol. Over the course of several years, Raymond developed a hobby of brewing craft beer. Once they settled into Havre, their new home, Raymond and Maria decided it was time to make their dream of opening a craft brewery a reality and reached out to Bear Paw Development for assistance.

Raymond and Maria worked with Bear Paw's Small Business Development Center and Loan Department to obtain funding to purchase their brewing equipment. After finding a location, construction began, and Vizsla Brewing opened its doors in the Holiday Village Mall in October of 2018. Named after a unique sporting dog, Vizsla Brewing provides an environment where outdoor enthusiasts can enjoy a comfortable atmosphere while savoring locally crafted beers. Raymond and Maria are excited to be part of the Hi-Line and look forward to the future of Vizsla Brewing.



"Bear Paw was integral in helping us fine-tune our plans for the brewery and in assisting us to complete the financial package for our business endeavor."

Raymond Miller
Vizsla Brewing Co-Owner



"The loan from Bear Paw Development not only allowed us to financially pursue our business venture, but it gave us the support and encouragement we needed to take this big step toward business ownership."

Tia Stiles
Studio Stiles & Total Fitness Owner



STUDIO STILES & TOTAL FITNESS, LLC

MALTA

Early in 2018, Tia and Kirk Stiles saw an opportunity to own their own business when a local gym facility came on the market. The gym would provide the perfect location for Tia to expand her cosmetology career, start her own salon and create Malta's only 24-hour fitness center. The Stiles were able to purchase the business with financing from Bear Paw Development's Revolving Loan Fund and have been hard at work growing their membership and clientele.



BIG SANDY DRINKING WATER

Bear Paw Development continues to assist communities across northern Montana with important public infrastructure enhancements. The Town of Big Sandy, with assistance from Bear Paw Development, secured over \$1 million in grant funds to revamp their antiquated water system. When completed, the \$1.7 million water project will enhance public health and safety in Big Sandy by upgrading the distribution system to meet current standards and include new main lines capable of delivering needed water supply in the event of a fire. The Town hired KLJ Engineering and awarded the construction contract to C&C Excavation from Havre. The grants from Montana's Treasure State Endowment Program (TSEP) and the federal USDA Rural Development (RD) Program were critical to this project and helped keep rate increases to a minimum.

"The Town of Big Sandy strives to provide public infrastructure designed to deliver long-term service to our residents.

Thanks to Bear Paw Development's expertise to secure and administer state and federal grants, Big Sandy will have an upgraded drinking water system capable of meeting our current needs and positioning us well to accept water from the Rocky Boy's/North Central Regional water system."

Shaud Schwarzbach
Mayor of Big Sandy



BEAR PAW BY THE NUMBERS

\$2,843,998



Funding coordinated in 2018 through grant writing, revolving loan fund investments, bank financing and other sources for business start-ups and expansions and community enhancements, including local government infrastructure.

Leveraged funds from outside sources in 2018 for every \$1 of local government investment in Bear Paw Development.

\$27.08



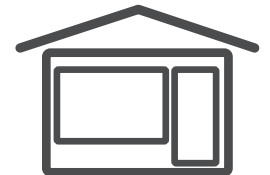
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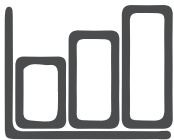


Jobs created or retained by private industry and others in 2018 through business advising, technical assistance, business lending and project management by our Small Business Development Center, Loan Department, Food and Agriculture Development Center and Community Development Department.

Number of business owners or aspiring entrepreneurs counseled by our Small Business Development Center in 2018.

111



386 

Number of loans to entrepreneurs since inception of Bear Paw's Loan Department to finance business start-ups and expansions.

Estimated number of jobs created or retained due to business lending activity over the past 31 years.

1,516 

\$139,344,049 

Funding coordinated by Bear Paw Development since 2006 for projects in Bear Paw's Economic Development District through state, federal and local government sources, as well as through banks, revolving loan funds, owner equity and other investments.

Business lending by Bear Paw Development, plus leveraged funds coordinated by our organization, for more than 319 private sector start-ups and expansions over 35 years.

\$60 Million 

BOARD OF DIRECTORS

Debbie Callahan <i>President</i>	Member At-Large
Jim Ghekiere <i>Vice President</i>	Liberty County
Doug Kaercher <i>Secretary</i>	Member At-Large
Scott Ross	Town of Chester
Richard Sangrey	Rocky Boy's Indian Reservation
Loretta Bell	Fort Belknap Indian Reservation
Carol Floren	City of Chinook
Bruce Christofferson	Phillips County
Diane McLean	Hill County
Daren Schuster	Chouteau County
Leona Kienenberger	Little Shell Tribe
John Demarais	City of Malta
Kim Hansen	City of Harlem
Tim Solomon	City of Havre
Rick Morris	City of Fort Benton
Colby Baumgarn	Town of Big Sandy
Tom Fairbank	Blaine County
Rhonda Brewer	Member At-Large
Ron Young	Member At-Large
Dave Skiff	Member At-Large
Morb Wicks	Member At-Large
Terry Brockie	Member At-Large
Ashley Stuart	Member At-Large
Greg Kegel	Member At-Large

BEAR PAW STAFF

Paul Tuss	Executive Director
Stefnie Redding	Director of Operations
Samantha Chagnon	Assistant Director of Loan Services Director of Brownfields
Joe LaPlante	Small Business Development Center Director
Michael Peter	Food and Agriculture Development Center Director
Tiffany Melby	Director of Loan Services
Nanette Gabriel	Director of Community Planning
Lisa Moisey	Director of Community Development

SMALL BUSINESS DEVELOPMENT CENTER INVESTORS

Independence Bank	First State Bank of Malta
US Bank	First Bank of Montana

BUSINESS INVESTMENT PROGRAM PARTNERS

CTA Architects Engineers	NorthWestern Energy
Great West Engineering	BNSF Railway
Morrison-Maierle, Inc.	Town Pump, Inc.

PHOTOGRAPHY

Larry Sasaki	Sean Rabe, KLJ Engineering
Paige Henry	Havre Daily News
Rachel Berg	

Designed by Metcalfe Media



BEAR PAW STAFF

***Bear Paw Development Corporation's mission** is to be the most responsive and relevant nonprofit economic and community development organization in Montana, focusing on our five-county, two-reservation region of northern Montana. Timely, courteous and knowledgeable assistance to our customers with their project development needs - every time - will be the hallmark of our commitment. Our services will be delivered with honesty and integrity and will always be client-focused.*



BEAR PAW DEVELOPMENT CORPORATION

48 Second Avenue, Suite 202
P.O. Box 170
Havre, Montana
406-265-9226
bearpaw.org

Building Partnerships For Community & Economic Development