



June 21, 2024

Blanche McLure
PO Box 925
Philipsburg, MT 59858

Dear Ms. McLure,

On behalf of the Headwaters RC&D Board of Directors and our State of Montana *Certified Regional Development Corporation*, we would like to express our appreciation for Granite County's past support.

The dues that you pay to Headwaters assist us in providing the essential, non-federal matching funds for many of our programs, such as the Small Business Development Center; the Food and Ag Development Center; First-Time Homebuyers Education Classes; educational workshops/trainings, and grant writing services, and provide support for local community assessments and project development.

Included below is but a snapshot of the programming Headwaters has brought to the region in the past year, many directly impacting your county.

- We hosted over 16 training sessions throughout the region - virtually, in-person, and through hybrid options - that were tailored to small businesses and community development. Topics included:
 - Web Design and Development
 - First-Time Homebuyer's Education Training
 - Cyber Security for Small Business
 - QuickBooks Beginner and Advanced Classes (*our most popular class!*)
 - Social Media Marketing 101
 - SAFEtalk Suicide Prevention Seminar
- We provided 1,850 hours of 1:1 business and financial counseling with clients
- We submitted Value-Added Producer Working Capital Grants in the amount of \$1,586,752.00 (!) for Agriculture producers, and are now waiting on award announcements.
- Assisted four businesses in your county with pro-forma development; cash flows; marketing education; business plan development; and the exploration of funding opportunities and loan packaging.

This upcoming year we are planning on hosting the following events and trainings (which are offered at low- and often no-cost), which will be offered throughout the Headwaters region, including in Granite County:

- The Headwaters Team's *Council of Commissioner Meetings Road Tour*, Summer 2024
- HACCP Food Training Class
- Social Media Marketing 101
- QuickBooks Beginner and Advanced Classes
- Grant Writing 101
- HR 101
- Securing the Big Sky: Privacy Basics for Southwest Montana Businesses
- Culture of Social Media
- Advanced Google Search for Montana Small Businesses
- Excel in Small Business Decision-Making

During the last 18 months, MT APEX Accelerator has provided 51 unique counseling sessions to 8 different companies in your county. But this is only part of the story. Since the program started in 1990, MT APEX advisors have provided 463 advising sessions to 53 different entities. Several of these companies also attended various MT APEX training sessions on government contracting subjects. Since the program's inception, companies in Granite County that were assisted by MT APEX were successful in winning federal contracts valued at \$3,798,346.

Our Brownfields manager is currently working with the APEX Accelerator in assisting a new local business in Hall in straightening out their SAMs number and getting their Federal Contracting Authorization, and our loan committee recently approved a loan for \$250,000 for a Granite County business.

Headwaters has also welcomed a few new staffers since the first of this year, including Melissa Wanamaker, Brownfields Program Manager (a position new to our organization); Brenan Hammer, our new Director of the Food and Ag Center; and Fionn Zarubica, who is our new business advisor in the Small Business Development Center. Contact information for each of these experts can be found on our Headwaters website.

Finally, a fun thing we hosted in January of 2024 was our 'Headwaters on the Road' Tour. We brought the tour to communities (11 in all) located throughout our 7-county region, and were able to visit at each stop with business owners, council members and government officials about their needs and the ways in which we can help with our extensive programs and services. We gained a lot of new clients through this exercise and will repeat it in the Spring of 2025.

Enclosed please find an invoice in the amount of 1,720.68 for your 2024 dues to Headwaters. This is based on the most recent U.S. Census Bureau population data that shows 3,309 people residing within Granite County. The dues are based on \$.52 per capita, a fee that has not increased in many years.

If you have any questions or projects you would like to bring before the Board, or discuss with us or any member of our team, please feel free to reach out!

Sincerely,



Rick Edwards, Chairman of the Board
406/490-1499



Kelly Sullivan, Executive Director
406/490-8439

Invoice

Headwaters RC&D Area, Inc
65 E. Broadway
Butte, MT 59701
406-782-7333
www.headwatersrcd.org

Date	Invoice #
6/19/2024	2605

Bill To

Granite County Commissioners
Mr. Scott Adler
P.O. Box 925
Philipsburg, Montana 59858

Grant/Contract #

Description	Rate	Amount
Granite County 2024/2025 dues to Headwaters RC&D Area, INC. The dues are based on \$.52 per capita.	0.52	1,720.68
Total		\$1,720.68