

Headwaters RCD Report: May 2022

Success Story – Koby Owens Photography

Dollar Amount: BPA-Base plus options up to \$250,000

Narrative description of the issue(s); and narrative describing the PTAC's contribution to the success story.

Client reached out for assistance with getting registered in SAM to pursue the solicitation for the BLM National Interagency Fire Center for photography and videography services for the BLM Fire Program. He was under a time crunch because the solicitation was due. I assisted with SAM registration and also review of the solicitation materials. This was a newer business and a young entrepreneur that saw what he wanted and then used our PTAC services to assist him with his first government contract award. He told me PTAC services are invaluable and he would not have been able to navigate the process with them.

Loans:

- Wagon Wheel, LLC – After restructuring this loan was closed April 14, 2022, for \$50,000 of working capital
- There are currently no projects with full applications pending. We have received partial applications for a Hotel and Restaurant project in Philipsburg

Small Business Development Center:

The Rise and Restore Conference at Fairmont was a huge success, and we are still being contacted by attendees for assistance with business planning, training courses, PTAC assistance and more

- Continue to administer and aid with the Big Sky Trust Fund Job Creation and Planning Grants as well as the Rural Business Development Grants.
- Continue to establish new clients and provide technical assistance.

Upcoming Trainings / Events:

- Upcoming Training: Introduction to PTAC/Understanding Government Contracting – June 1st (Hybrid)
- Lien Training – June 14, 2022
- Social Media for Small Businesses – June 15, 2022
- Website Design – July 13, 2022
- Is your Small Business on Google? Are you reaching the right customers? – August 2, 2022
- Cybersecurity – Things you should know! – September 15, 2022
- QuickBooks Desktop Beginning and Advanced – October 13 & 14, 2022