

Big Sky Chamber-FY21 Fall

FY21 Fall Application for Funding (Returning Applicants)

Big Sky Chamber of Commerce

Candace Strauss
Po Box 160100
55 Lone Mountain Trail
Big Sky, MT 59716

Lori@bigskychamber.com
O: 406-995-3000
M: 406-995-3000

Lori Wetzel

lori@bigskychamber.com

Application Form

Guidelines & Applications Tips

UPDATING INFORMATION FROM SPRING:

You will NOT need to retype your responses from the Spring application. Use the "Copy Answers" button at the top of the page to transfer your responses from the FY21 Spring application (submitted in April 2020) to this Application. You can make changes to any of your responses that need updating. If a response has not changed there is no need to update the response

NEW QUESTIONS:

★ Questions that were not asked on the Spring Application and are new to the Fall Cycle are indicated with a gold star

REQUIRED VS OPTIONAL QUESTIONS:

- All required questions are marked with an *asterisk* and must be answered in order to submit the application
- All optional questions have no notation and are not required in order to submit the application. But if an optional question applies to you, please provide an answer.

GUIDELINES:

- Please direct questions or concerns to Jenny Muscat, Operations Manager, at Jenny@ResortTax.Org or 406-995-3234
- Please only provide the information requested within this application
 - Supplemental materials will not be accepted
- Blackmail or bribery of staff or board members is strictly prohibited and will result in disqualification
- Please proofread your application for grammar and validate your data prior to submission
- Avoid organizational jargon and use layman's terms to minimize follow up questions
- You may SAVE the application at any time and return to it
- Final submission happens upon clicking 'SUBMIT'
- **The deadline for applications is Wednesday, September 30 @ 11:59 pm (Mountain Time)**

Organization/Background Information

INSTRUCTIONS:

Please verify and update any information that has changed since you applied for the FY21 Spring Cycle.

Request Title*

Please **update** with your "'Organization Acronym"-FY21 Fall'. For example: *BSRAD-FY21 Fall*

Big Sky Chamber-FY21 Fall

Number of Projects/Programs*

How many projects/programs are you requesting Resort Tax funds for in the Fall cycle?

- If you are requesting funds for **FEWER** projects than in the spring keep the number of projects the same as it was in the spring and in the corresponding project question section(s) enter \$0 for the amount requested **and** provide an explanation about why this project is no longer taking place
- If you are requesting funds for the **SAME** number of projects as the spring keep the number of projects the same and update/verify each project question section accordingly
- If you are requesting funds for **MORE** projects than in the spring enter the new (higher) number here and fill in the additional project question section accordingly
 - The maximum number of projects you may request funds for is 6

3

For applicants with multiple projects please note that the application will expand and create additional project/program information sections for each project you are requesting funding for based upon the number entered above. Please enter your projects in order of highest to lowest priority as you complete the application.

Funds Not Awarded*

★ How would your projects/programs be affected if Resort Tax funding were not awarded?

The Big Sky Chamber by definition is a 501(c)(6) nonprofit, membership organization so funding is typically built on a membership model. In addition to annual membership dues, incremental private support comes via program/event sponsorship sales, and advertising sales in digital/print publications. It should be noted that as a (c)(6), philanthropy, be it from individuals or corporate/private foundations, is not a fundraising tool available to the Big Sky Chamber. In addition, Big Sky's rural, resort community represents an unknown, finite number of businesses to solicit membership so if Resort Tax funding is not awarded, not all of the projects would be able to reach completion due to lack of staff to do so. The Chamber is able to use membership dues to support some of its programs, however, it relies heavily on Resort Tax dollars to help fund daily administration and operations including staff wages and benefits, rent and utilities.

Total Funds Requested FY21 Fall*

★ What is the total amount of funds your organization is requesting for all projects/programs for this cycle (1/1/21-30-21):

Please ensure that all requests for all projects add up to this total, the form does not calculate a total for you.

\$203,756.00

Additional COVID-19 Funds*

★ Has your organization received any funding from any of the following programs? (Check all that apply)

None

COVID-19 Funds Explanation

★ Please explain how the funding received affects your FY21 Fall Resort Tax request:

Provide detail on:

- *What funding was received (sources and amounts)*
- Amount your request to Resort Tax can be reduced (total ask and broken down by project) if applicable
- When funds were received/expected to be received
- Any other important information regarding this additional funding

To clarify why the Big Sky Chamber did not apply for the federal and local funds referenced above, 501(c)(6)s are not eligible for PPP Loans and as the organization administering the Save Small Business Grant from the organization's FY20 Resort Tax allocation, we of course did not give one to ourselves. However, the Big Sky Chamber did apply for and received the following from state CARES Act emergency grant funding: \$10,000 Montana Department of Public Health and Human Services, Social Services Nonprofit Grant to retain existing programs and services, employees, or organizational viability for provision of future services and operations. Round 2 of this grant opened on September 15 with a maximum allowable request of 10% of 2019 operating budget up to a maximum of \$150,000. The Big Sky Chamber is once again applying. Additionally, the Big Sky Chamber received \$5,000 from the Montana Adaptability Grant Program through the Montana Department of Natural Resources and Conservation related to keeping staff and customers safe with the purchase of 80 PPE bundles for our small businesses. A second round was opened for an additional \$5,000 for which the Chamber has once again applied to cover the remaining costs from those original bundles.

COVID-19 Impact*

★ What has the impact of COVID-19 been on your operation and how has this impact affected your Fall Resort Tax request?

Most of the small businesses in Big Sky have been negatively impacted by COVID-19. The Big Sky Chamber's private revenue base as a 501(c)(6) nonprofit, membership organization is comprised 83% of small businesses paying \$350 or less in annual dues. In addition, what would have been the Chamber's 24th Annual Fore-O-Six Golf Tournament scheduled for September 10th was cancelled due to Big Sky Resort's decision in early July not to allow any future golf tournaments this summer due to COVID-19. This much anticipated networking opportunity brings together current and prospective members, provides sponsorship dollars to the Chamber, and kicks off the organization's fall membership recruitment efforts. As a result, membership dues and sponsorship revenues are down. Our primary focus over the past four months has shifted to helping small businesses stay safe so that they can stay open by providing PPE such as signage, masks, hand sanitizer stations and plexi-glass shielding. With reduced revenue, many local businesses are unable to purchase the necessary PPE to keep staff and visitors safe. Further, COVID-19 has resulted in having to integrate new business operations related staffing protocols and sanitizing workplaces which costs more. Some businesses have had to close temporarily due to an outbreak of COVID-19 among their staff, making it more difficult to pay their operating expenses let alone their Chamber dues. We have resumed our collections policy of writing off members who are over 90 days past due yet continue to share resources to help them and their businesses regardless of member status. New challenges related to childcare, behavioral health and looking to ensure a safe Winter 20/21 season via a community-wide sentinel testing strategy is the current focus of the Big Sky Chamber in support of our Big Sky community. All of these program initiatives serve the greater good, and so with that we continue to seek funding from Resort Tax as proposed in the summer Resort Tax FY21 allocation process.

PAYMENT REQUEST SCHEDULE INSTRUCTIONS:

- **Update** your estimated payment request schedule for your entire request for the FY21 Fall Cycle (1/1/21-6/30/21)
- For any month you are NOT requesting funds please enter 0

Please note:

- The first-day funds can be requested for the fall cycle is 1/15/21
 - Funding will not be available until a contract has been signed and the Post Award Follow Up has been completed
- Enter your estimated schedule based on when you plan to request funds from Resort Tax

January 2021 Estimate*

Only for expenses incurred from 1/1-1/15/21 that you plan to request by 1/15/21. DO NOT INCLUDE ANY FUNDS YOU WERE AWARDED IN THE SPRING CYCLE IN THIS AMOUNT.

\$0.00

February 2021 Estimate*

\$27,800.00

March 2021 Estimate*

\$40,600.00

April 2021 Estimate*

\$30,600.00

May 2021 Estimate*

\$35,100.00

June 2021 Estimate*

\$41,756.00

July 2021 Request Total Request*

★ You may request funds until 7/15/21, for the FY21 Fall cycle for any expenses incurred before 6/30/21.

\$27,900.00

When projecting future requests, please ensure these numbers are as accurate as possible. While calculating these numbers keep the following in mind:

- Economic Growth
- Staffing Changes
- Changes in Community Needs

Future Funding Request FY22 Spring*

★ What is your forecasted Resort Tax request for the FY22 Spring cycle (7/1/21-12/31/21)?

\$215,000.00

Future Funding FY22 Fall*

★ What is your forecasted Resort Tax request for the FY22 Fall cycle (1/1/22-6/30/22)?

\$235,000.00

Future Funding Request FY23*

What is your forecasted Resort Tax request for FY23 (7/1/22-6/30/23)?

\$235,000.00

Future Funding Request FY24*

★ What is your forecasted Resort Tax request for FY24 (7/1/23-6/30/24)?

\$265,000.00

Project/Program 1 Information

INSTRUCTIONS:

Please verify and update any information that has changed since you applied for the FY21 Spring Cycle.

If this project/program will not be taking place in the Fall cycle enter \$0 in the amount requested text box and provide information about why this project is no longer taking place in the "Additional Information" question later in this section.

Project/Program 1*

Leadership, Staffing and Operations of the Big Sky Chamber of Commerce

Amount Requested | Project/Program 1*

Update the amount you are requesting for project/program 1 for the Fall cycle (1/1/21-6/30/21):

\$187,256.00

PAYMENT REQUEST SCHEDULE INSTRUCTIONS:

- Enter your estimated payment request schedule for project/program 1 ONLY for the FY21 Fall Cycle (1/1/21-6/30/21)
- For any month you are NOT requesting funds from Resort Tax please enter 0
- Please ensure your monthly request add up to the Amount Requested for this project/program
 - The application does not add up the requests for you

January 2021 Est Project/Program 1*

★ *Only for expenses incurred from 1/1-1/15/21 that you plan to request by 1/15/21. DO NOT INCLUDE ANY FUNDS YOU WERE AWARDED IN THE SPRING CYCLE IN THIS AMOUNT.*

\$0.00

February 2021 Est Project/Program 1*



\$27,800.00

March 2021 Est Project/Program 1*



\$29,600.00

April 2021 Est Project/Program 1*



\$30,600.00

May 2021 Est Project/Program 1*



\$29,600.00

June 2021 Est Project/Program 1*



\$41,756.00

July 2021 Est Project/Program 1*



You may request funds until 7/15/21, for the FY21 Fall cycle for any expenses incurred before 6/30/21.

\$27,900.00

Goals | Project/Program 1

What are the goals of this project/program and how will they be measured?

Project/Program 1 Spring Funding*



Was this project/program awarded funds in the FY21 Spring cycle?

If yes, please elaborate in the next question:

Yes

Project/Program 1 Spring Funding Explanation



If applicable, please describe how you met the measurable goals outlined in your Spring application:

This "project's" major goal was to ensure retention of Big Sky Chamber staff to support Big Sky's local businesses struggling with the impacts of COVID-19 - to ensure they could stay safe and stay open to serve our residents and visitors. The Big Sky Chamber is first and foremost a service organization. Without staff there is no service, and we need offices to house this staff. With the recent move from the corner of US 191 and MT Hwy 64, the Big Sky Chamber was able to lock in an annual rent for the next three years at the same level of its past lease, thus providing some financial stability as opposed to the drastic year-over-year increases experienced in its previous location. In response to COVID-19, staff has distributed PPE bundles, 100,000 masks, public health signage, hand sanitizer stations and plexi-glass dividers to businesses in need. In addition, staff has been actively adapting to the new online environment to continue to accommodate meetings and provide programs virtually. This includes delivering the remaining Inaugural Leadership Big Sky classes on-line, hosting the 3rd Annual Community Building Forum on September 17th in-person for speakers yet broadcast virtually for the public, a blended model for the upcoming Eggs&Issues | Joint County Commission meeting as well, providing newly created Small Business Roundtable sessions and HR specific webinars to maintain connectivity for our small businesses in a time of isolation during these ever-evolving and challenging times. Big Sky Chamber Board of Directors' meetings are virtual. Focus on new issues of concern including childcare, behavioral health, and community surveillance testing options have also required dedicated human resources.

Project/Program 1 Additional Information*



What additional information would you like to share with the Board regarding this project/program?

From a staffing perspective, in spite of the pandemic and economic recession on a national level, here locally in Big sky, gratefully, our picture is very different. We are extremely busy with all the new second homeowners who have purchased upwards of \$1 billion of real estate in market moving in, our second homeowners who took up residence over the summer needing services and of course, our visitors who are the lifeblood of our tourism economy coming in droves. This has led to a much broader scope of work than pre-COVID so our community has benefited from it being our business, in addition to our member businesses and their employees.

Community Messaging 1*



Please provide a brief (1-2 sentence) description of this project/program for community messaging purposes:

The Big Sky Chamber is a CATALYST, CONVENER and a CHAMPION for a strong and thriving Big Sky. Our Strategic Plan priorities are: 1) Advocating for our member businesses 2) Creating a Positive Business Climate 3) Encouraging Community Infrastructure Investment and 4) Facilitating Local Governance.

Project/Program 2 Information

INSTRUCTIONS:

Please verify and update any information that has changed since you applied for the FY21 Spring Cycle.

If this project/program will not be taking place in the fall cycle enter \$0 in the amount requested text box and provide information about why this project is no longer taking place in the "Additional Information" question later in this section.

Project/Program 2*

Local Governance Facilitation - Eggs&Issues/Gallatin-Madison Joint County Commission Meeting | Coordinating Council of Big Sky

Amount Requested | Project/Program 2*

Update the amount you are requesting for project/program 2 for the Fall cycle (1/1/21-6/30/21).

\$5,500.00

January 2021 Est Project/Program 2*



*Only for expenses incurred from 1/1-1/15/21 that you plan to request by 1/15/21. **DO NOT INCLUDE ANY FUNDS YOU WERE AWARDED IN THE SPRING CYCLE IN THIS AMOUNT.***

\$0.00

February 2021 Est Project/Program 2*



\$0.00

March 2021 Est Project/Program 2*



\$0.00

April 2021 Est Project/Program 2*



\$0.00

May 2021 Est Project/Program 2*



\$5,500.00

June 2021 Est Project/Program 2*



\$0.00

July 2021 Est Project/Program 2*



You may request funds until 7/15/21, for the FY21 Fall cycle for any expenses incurred before 6/30/21.

\$0.00

Goals | Project/Program 2

What are the goals of this project/program and how will they be measured?

Project/Program 2 Spring Funding*



Was this project/program awarded funds in the FY21 Spring cycle?

If yes, please elaborate in the next question:

Yes

Project/Program 2 Spring Funding Explanation

★ If applicable, please describe how you met the measurable goals outlined in your Spring application:

The November Eggs&Issues | Joint County Commission Meeting taking place on the Gallatin County side of Big Sky is scheduled for Wednesday, November 18, 2020 with the "issue" designated for community attention being Behavioral Health. Always looking for ways to increase our private funding sources without creating barriers for public participation, the Big Sky Chamber has created sponsorship packages to help underwrite the cost of delivering the morning program. To date, two sponsors are on board totaling \$5,000 in new monies for the organization with additional sponsors still being sought. Due to COVID-19 this event will be a blended one, with participants in-person at The Wilson Hotel and the viewing public joining in virtually to adhere to the Governor's directive of only allowing events under 50 people socially distanced. For the first time, two Resort Tax Board members will be joining the two sets of County Commissioners for the public meeting thus completing the "three-legged stool" of funding partners addressing our community's opportunities and challenges. The Spring meetings will be held in April on the Madison County side. The "issue" has yet to be determined, but potential topics include Telecommunications and Childcare, both of which are in need of attention for the Big Sky community at-large to continue to prosper. The 67th Legislative Session slated to begin in January may also bring an issue forward for consideration.

Project/Program 2 Additional Information*

★ What additional information would you like to share with the Board regarding this project/program?

Again, the addition of two Resort Tax Board members to join the conversation along side the Gallatin-Madison Joint County Commissions at the public meeting wherein Big Sky community leaders and the public inform the three local governing bodies about relevant and timely issues is a big step forward for the Big Sky Chamber in its role of facilitating local governance. More importantly, it provides greater transparency around the full spectrum of funding options available and who is contributing what to address our community's collective needs.

Community Messaging 2*

★ Please provide a brief (1-2 sentence) description of this project/program for community messaging purposes:

The Big Sky Chamber, in its role of Facilitating Local Governance, convenes Big Sky's three local governing bodies bi-annually to foster transparency, accountability and greater collaboration to address the community's needs and provides administrative support to the Coordinating Council of Big Sky.

Project/Program 3 Information

INSTRUCTIONS:

Please verify and update any information that has changed since you applied for the FY21 Spring Cycle.

If this project/program will not be taking place in the fall cycle enter \$0 in the amount requested text box and provide information about why this project is no longer taking place in the "Additional Information" question later in this section.

Project/Program 3*

Advocating for Our Community | Creating a Positive Business Climate - MT Chamber Days and BBER Economic Outlook Seminar

Amount Requested | Project/Program 3*

Update the amount you are requesting for project/program 3 for the Fall cycle (1/1/21-6/30/21):

\$11,000.00

January 2021 Est Project/Program 3*

★ *Only for expenses incurred from 1/1-1/15/21 that you plan to request by 1/15/21. DO NOT INCLUDE ANY FUNDS YOU WERE AWARDED IN THE SPRING CYCLE IN THIS AMOUNT.*

\$0.00

February 2021 Est Project/Program 3*



\$0.00

March 2021 Est Project/Program 3*



\$11,000.00

April 2021 Est Project/Program 3*



\$0.00

May 2021 Est Project/Program 3*



\$0.00

June 2021 Est Project/Program 3*



\$0.00

July 2021 Est Project/Program 3*

★ You may request funds until 7/15/21, for the FY21 Fall cycle for any expenses incurred before 6/30/21.

\$0.00

Goals | Project/Program 3

What are the goals of this project/program and how will they be measured?

Project/Program 3 Spring Funding*

★ Was this project/program awarded funds in the FY21 Spring cycle?

If yes, please elaborate in the next question:

No

Project/Program 3 Spring Funding Explanation

★ If applicable, please describe how you met the measurable goals outlined in your Spring application:

This program is "event-specific" in that it is tied to the Montana Chamber Business Days at The Capital which take place in January leading into the 67th Legislative Session, and the Economic Outlook Seminar 10-city, statewide tour produced by the University of Montana's Bureau of Business & Economic Research running from late January through month-end March. Typically Big Sky's in-market event is held in March. Neither of these have happened yet, and discussions continue on how they will look in light of COVID-19 and the Governor's directive of only up to 50 people at events so the Big Sky Chamber is in direct communication with both organizations as we continue moving closer toward the scheduled event dates.

Project/Program 3 Additional Information*

★ What additional information would you like to share with the Board regarding this project/program?

The Big Sky Chamber exists to support Big Sky's continued evolution from a destination ski resort to a sustainable and resilient community. As the Voice of business, combined with that of public partners like Resort Tax, we work to speak collectively to our government officials on behalf of Big Sky and its community needs. These events provide state-wide visibility and a forum to share our mutual struggles. The MT Chamber Business Days at The Capitol convenes business leaders and government officials to talk face-to-face about top legislative priorities and to network. It coincides this year with the opening of the biennial Legislature. The Bureau of Business & Economic Research's Annual Economic Outlook Seminar brings economists, business leaders and government officials together in Big Sky to present national, state and local economic forecasts for the upcoming year and to discuss a pain point, with past topics having included Affordable Housing in Montana and Workforce Availability.

Community Messaging 3*

★ Please provide a brief (1-2 sentence) description of this project/program for community messaging purposes:

The Big Sky Chamber's goal in Advocating for our member businesses and their employees is to ensure our public officials are Creating a Positive Business Climate in Montana while addressing critical issues impacting the Big Sky community at-large similar to other communities throughout the state.

Application Verification & Summary

APPLICATION VERIFICATION:

Please ensure that your application is complete, all calculations are accurate, and it has been proofread before submitting for Board review. Once you select Submit you will no longer be able to edit your application.

Verification*

Incomplete applications may not be considered for funding. It is the applicant's responsibility to provide all the information requested in the proper format by the application deadline.

I verify that the application is complete and contains accurate information

Date of Submission*

09/24/2020

Name of Submitter*

Lori Wetzel

Once you click 'SUBMIT', do not refresh the page. It may take a few moments to process the information and submit the application.

File Attachment Summary

Applicant File Uploads

No files were uploaded