



Board Meeting Agenda

March 8th, 2023 | 9:00am

Big Sky Resort Area District

11 Lone Peak Drive #204

PO Box 160661

Big Sky, MT 59716

www.Resorttax.org

info@resorttax.org

406.995.3234

March's Board meeting will be held on Wednesday, March 8th at 9:00 am at the Resort Tax office

(11 Lone Peak Drive, Suite #204) and through Zoom.

Join this meeting here: <https://us02web.zoom.us/j/82457521561>

I. Open Meeting

- | | | |
|--|---|-------|
| A. Roll Call | — | 9:00 |
| B. Public Comment | | |
| C. <u>Consent Agenda: Action</u> | — | 9:05 |
| a. <u>Approval of Minutes: February 8th & 27th, 2023</u> | | |
| b. <u>Finance Report: January 2023</u> | | |
| D. Regular Agenda | | |
| 1. Old Business | | |
| a. <u>Executive Report: Discussion</u> | — | 9:10 |
| b. <u>Committee Reports: Action</u> | — | 9:15 |
| Application Revision | | |
| Elevate Big Sky | | |
| County Commission | | |
| Incorporation Exploration | | |
| Strategic Investments | | |
| c. <u>Government Services FY24 Funding: Action</u> | — | 9:30 |
| 2. New Business | | |
| a. <u>FY24 Request Overview: Discussion</u> | — | 9:45 |
| b. <u>SNO's Climate Action Plan: Discussion</u> | — | 10:00 |
| E. Public Comment | | |

BSRAD BOARD & STAFF: Sarah Blechta, Chair | Ciara Wolfe, Vice Chair | Steve Johnson, Secretary & Treasurer | Kevin Germain, Director | Grace Young, Director | Daniel Bierschwale, Executive Director | Kristin Drain, Finance & Compliance Manager | Jenny Muscat, Deputy Director | Tammy Estensen, Communications & Community Engagement Manager | Sara Huger, Office Manager

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Meeting Minutes

February 8th, 2023 | 9:00am

Big Sky Resort Area District

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406.995.3234

I. Open Meeting

A. Roll Call

[00:01:16](#) Sarah Blechta called the meeting to order; all board members present.

B. Public Comment

[00:02:30](#) Daniel Bierschwale discussed comments emailed to the District relating to the Transportation District.

[00:03:01](#) Ashley Schwader introduced herself and Two Suns Consulting.

[00:05:09](#) Courtney Jennings representing the Transportation District discussed communication and how they are improving services.

[00:06:27](#) Sarah Blechta clarified for public knowledge that the Transportation District is funded through interlocal agreements like other government services and are not included in the regular allocation process.

[00:07:17](#) Kim Beatty, the District's Attorney, explained Steve Johnson formally declared his conflicts of interest relating to the Local Governance Inc, and will not be participating in any debate, voting, or seeking to influence the board on any issues relating to the Local Governance Inc.

C. Consent Agenda: *Action*

a. Approval of Minutes: January 11th, 2023

b. Finance Report: December 2022

[00:08:21](#) **Motion**: to approve Consent Agenda: Kevin Germain

Second: Grace Young

[00:08:27](#) **Vote**: Motion Passed Unanimously

D. Regular Agenda

1. Old Business

a. Executive Report: *Discussion*

[00:08:39](#) Daniel Bierschwale discussed investment opportunities with the state Board of Investments and FY24 Letters of Inquiry updates. Leaders of the Ennis community will be visiting Big Sky and attending a Q&A regarding resort tax, and it's impacts on the community.

b. Committee Reports: Discussion

Application Revision

[00:13:24](#) Steve Johnson discussed the application process and suggested a short-form application process for requests less than \$25,000. Board members discussed a procedure for an opportunity fund.

[00:16:49](#) Kevin Germain considered a streamlined application review and minimizing questions. Board members discussed and encouraged applicants to clearly answer questions.

Elevate Big Sky

[00:18:57](#) Grace Young and Ciara Wolfe gave updates on Elevate Big Sky and the RFP for housing projects.

County Commission

[00:20:34](#) Kevin Germain gave updates on Gallatin and Madison County Commissions, including TIGER Grant and Transportation.

Incorporation Exploration

[00:21:49](#) Sarah Blechta was notified that the Local Governance group meeting is being postponed. Sarah encouraged the public to send her any questions and they will be compiled and asked when the Local Governance group meets next.

Strategic Investments

[00:22:36](#) 2 Capital Improvement Plan Bids were received, and they will be opened later in the agenda.

c. Post Office Update: Discussion

[00:23:53](#) Al Malinowski gave Post Office updates and explained the deadline is being extended for now while USPS discussions are progressing, and long-term options are being considered. Al answered questions from Board Members.

d. FY24-FY26 Strategic Plan: Action

[00:30:36](#) In January the Board met to review and update the District's Strategic Plan. Daniel Bierschwale introduced the revised draft FY24-FY26 Strategic Plan. Board Members discussed and suggested minor edits for clarity.

[00:37:33](#) **Motion:** to approve the FY24-FY26 Strategic Plan with rewording of "Develop a Tax Retention Strategy": Kevin Germain



Second: Steve Johnson

[00:37:51](#) **Vote:** Motion Passed Unanimously

2. New Business

a. FY22 Annual Report: Discussion

[00:37:59](#) Daniel Bierschwale shared the FY22 Annual Report. This year celebrated 30 years of Resort Tax and the accomplishments throughout our community. The Annual Report will be delivered to mailboxes.

View FY22 Annual Report  

b. Capital Improvement Plan (CIP) Bid Opening: Action

[00:43:15](#) Kevin Germain explained the CIP bidding and the reason for creating a CIP. Steve Johnson discussed the importance for zoning and planning. 2 bids were received.

[00:45:56](#) **Motion:** for the subcommittee to review the CIP bids, decide, and award: Ciara Wolfe

Seconded: Kevin Germain

[00:46:40](#) **Vote:** Motion Passed Unanimously

c. Reserves Strategy: Action

[00:46:56](#) Daniel Bierschwale explained the Reserve Strategy which includes the Operating Reserve (3 months of Operating Costs), Emergency Reserve, and Capital Reserve. Board Members discussed reserve commitments.

[00:52:34](#) Sarah Blechta discussed the benefit for long-term capital reserves. Ciara Wolfe discussed the value of making reserve decisions before application review meetings.

[00:56:27](#) **Motion:** fund the Reserve Strategy presented: Steve Johnson

Seconded: Grace Young

[00:56:42](#) **Vote:** Motion Passed Unanimously

d. Government Services Annual Update: Action

Big Sky Water and Sewer District no. 363

[00:57:17](#) Ron Edwards with the Big Sky Water and Sewer District gave updates, shared the project schedule, and discussed costs.

Big Sky Fire Department

[01:07:08](#) Greg Megaard with the Big Sky Fire Department gave updates regarding board elections and operations. The Fire Department is expecting to request funds awarded for the training facility within the next few months.

[01:10:52](#) Greg Megaard shared call volume history and projections. Board Members requested call volume of residents versus nonresidents.

[01:16:42](#) Greg Megaard shared designs for the Fire Training Facility and discussed the timeline for permitting, review, and building.

Big Sky Transportation District

[01:19:11](#) Due to a medical emergency the Transportation District will be presenting at the next Board meeting.

The Gallatin Canyon Water & Sewer District

[01:19:46](#) Scott Altman and Mace Mangold gave updates regarding board members, upcoming meetings, and annexation documents. Mace Mangold discussed environmental impacts.

The Gallatin County Sheriff's Office

[01:32:47](#) Daniel Haden gave updates and discussed call volume. The Sheriffs Office is planning to increase coverage 24/7 and incorporate Search & Rescue under the Sheriffs Office.

E. Public Comment

[01:37:25](#) Motion to Adjourn

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Meeting Minutes

February 27th, 2023 | 9:00am

Big Sky Resort Area District
11 Lone Peak Drive #204
PO Box 160661
Big Sky, MT 59716
www.Resorttax.org
info@resorttax.org
406.995.3234

The Board met virtually on Monday, February 27th at 9:00 am to review LOIs for eligibility.

I. Open Meeting

A. Roll Call

[00:00:17](#) Sarah Blechta began the meeting at 9:00 am. Board members in attendance: Steve Johnson, Ciara Wolfe, Grace Young, and Sarah Blechta. Kevin Germain was not available.

B. Public Comment: *None*

C. Regular Agenda

1. Old Business

a. Opportunity Fund Procedure: Action

[00:01:27](#) Daniel Bierschwale reviewed the Opportunity Fund Procedure and eligibility.

[00:02:56](#) **Motion**: to adopt the Opportunity Fund Procedure as outlined: Grace Young

Second: Ciara Wolfe

[00:03:08](#) Board members discussed the purpose of the Opportunity Fund.

[00:05:03](#) **Vote**: Motion Passed Unanimously

b. Emergency Fund Procedure: Action

[00:05:24](#) Daniel Bierschwale discussed the reserves and implementation of the emergency fund. Daniel informed everyone that TischlerBISE was chosen to prepare the Capital Improvement Plan in relation to the Capital Reserve Fund.

[00:06:43](#) **Motion**: Approve the emergency Fund Procedure: Steve Johnson

Second: Grace Young

[00:07:06](#) **Vote**: Motion Passed Unanimously

2. New Business

a. Project Eligibility: Action

[00:07:24](#) Daniel Bierschwale gave an overview of Letters of Inquiry (LOIs) and discussed eligibility requirements. Unanimous votes from Board Members are required to deny LOIs from moving forward to project applications.

[00:09:20](#) Sarah Blechta explained Steve Johnson had indicated conflicts of interest regarding 2 sponsors (Local Governance Inc, and Big Sky Trails, Recreation, & Parks District) and will abstain from discussion and voting regarding those sponsors.

Big Sky Local Governance Inc

[00:09:44](#) Daniel Bierschwale explained the LOI was flagged for ineligibility due to a low score of 3 out of 30 points and the sponsor was not registered with the District.

[00:10:28](#) Sarah Blechta clarified that to move this LOI to a project application, this sponsor would just need to register. Daniel confirmed and noted last year there were more instances of unregistered sponsors and they are now registered.

[00:11:53](#) Kim Beatty explained the legal requirements to deny an LOI moving forward.

No Motion; LOI moves forward.

Big Sky Skijoring Association

[00:12:46](#) Daniel Bierschwale explained the LOI was flagged for ineligibility due to a low score of 15 out of 30 points.

[00:13:10](#) Ciara Wolfe clarified the low scores were due to organizations (Big Sky Local Governance Inc, Big Sky Skijoring Association, Big Sky Trails Recreation and Parks District, Southwest Montana Mountain Bike Association) who did not ask for funding last year and do not have a track record with the District.

No Motion; LOI moves forward.

Big Sky Sustainability Network Organization (SNO)

[00:14:20](#) The 'Recycling/Composting Education & Outreach' project is requesting \$20,000, under the \$25,000 requirement and may be requested under the Opportunity Fund. Board members discussed.

[00:17:15](#) **Motion:** the 'Recycling/Composting Education & Outreach' project is ineligible (due to dollar amount and would be eligible for the Opportunity Fund): Ciara Wolfe

Second: Grace

[00:17:48](#) Lizzie Peyton from SNO requested the timeline for the Opportunity Fund. Sarah Blechta explained the Opportunity Fund applications would be available after July 1st and available year-round. Funding decisions would be made at the following regularly scheduled board meeting, as early as July 12th.

[00:19:46](#) **Vote:** Motion Passed Unanimously

Big Sky Trails Recreation and Parks District

[00:20:31](#) Sarah Blechta explained the sponsor score of 15 out of 30 points due to no track record.

[00:21:14](#) Ciara Wolfe and Daniel Bierschwale discussed interlocal agreements and process for government services applications.

No Motion; LOI moves forward.

Gallatin Valley Snowmobile Association

[00:21:32](#) Auditor report question was not answered; Kristina from GVSA explained why she left the question unanswered and why they did not have an auditor's report.

No Motion; LOI moves forward.

Southwest Montana Mountain Bike Association (SWMMBA)

[00:24:57](#) Sarah Blechta explained the sponsor score of 10 out of 30 points due to no track record.

[00:25:31](#) Hannah Richardson of SWMMBA explained the budget and programming/projects.

[00:27:14](#) Ashley on behalf of SWMMBA Big Sky chapter thanked the board for consideration.

No Motion; LOI moves forward.

Visit Big Sky

[00:27:54](#) Sarah Blechta and Daniel Bierschwale explained this LOI was flagged due to incomplete sponsor efficiency worksheet and referenced a different sponsor.

[00:28:53](#) Brad Niva explained why they did not complete the worksheet and will be submitting an updated form.

No Motion; LOI moves forward.

D. Public Comment: NONE

[00:30:01](#) Motion to Adjourn at 9:29 am.

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Accountant's Summary
Month Ended January 31, 2023

Balance Sheet

- No significant items to note for the bank accounts.
- Reserve funds were adjusted to reflect the 1% tax collections payments made to BSWS to date.
- General appropriations were adjusted to reflect the merger between BSCO and BSSHA. The unspent portion of BSSHA appropriation of \$38,000 was moved to BSCO per the amendment that was effective September 1, 2022.

Profit & Loss

- The overall tax collections appears to be significantly down when compared to the same month last year. However, MUNIREvs is showing total collections of \$2,671,575. This is just a timing difference based on when the reconciliation was completed.

For the first half of the fiscal year, tax collections were up 21% from FY21. This was approximately a \$1.4mm increase in total collections.

- The total budgeted expenditures for FY23 are approx. \$1,221,350 and \$634,000 (52%) of the budget was expended as of January 31, 2023.

BIG SKY RESORT AREA DISTRICT

Balance Sheet

As of January 31, 2023

| | TOTAL | |
|---|------------------------|-------------------------|
| | AS OF JAN 31, 2023 | AS OF JUN 30, 2022 (PP) |
| ASSETS | | |
| Current Assets | | |
| Bank Accounts | | |
| 10000 Funds Available | | |
| 10100 Reserved Funds | -5,392,449.48 | -4,301,387.49 |
| 10120 FSB-Checking #80073430 | 250,000.00 | 175,015.33 |
| 10121 FSB - Repurchase Checking | 16,246,154.08 | 18,546,851.71 |
| 10125 FSB - Disbursements #1336 | 121.52 | 395.24 |
| 10140 FSB-MM #80073422 - .19 | 5,113.12 | 5,111.88 |
| 10150 FSB Office Acct #2200001403547 | 595.64 | 1,418.42 |
| 10160 Petty Cash | 200.00 | 200.00 |
| 10170 STIP | 11,140.26 | 10,946.31 |
| Total 10000 Funds Available | 11,120,875.14 | 14,438,551.40 |
| 10500 Funds Reserved | | |
| 10502 Reserve fund | 0.00 | 1,086,306.00 |
| 10503 TIGER Project - Resolution 2022.01R | 573,329.94 | 573,329.94 |
| 10505 Infrastructure Tax Collected, net | 1,810,648.19 | 2,494,004.31 |
| 10510 Emergency reserve | 593,248.35 | 0.00 |
| 10520 Operating reserve | 305,338.00 | 0.00 |
| 10530 Capital reserve | 2,109,885.00 | 0.00 |
| 10545 Bond Account | 0.00 | 54,498.89 |
| 10550 Big Sky Relief Fund | 0.00 | 93,248.35 |
| Total 10500 Funds Reserved | 5,392,449.48 | 4,301,387.49 |
| 1072 Bill.com Money Out Clearing | 1,649.62 | 12.00 |
| Total Bank Accounts | \$16,514,974.24 | \$18,739,950.89 |
| Accounts Receivable | | |
| 12000 Accounts Receivable | 777,311.39 | 975,985.12 |
| 12001 Installment Plans | 0.00 | 25,073.00 |
| Total Accounts Receivable | \$777,311.39 | \$1,001,058.12 |

BIG SKY RESORT AREA DISTRICT

Balance Sheet

As of January 31, 2023

| | TOTAL | |
|--|------------------------|-------------------------|
| | AS OF JAN 31, 2023 | AS OF JUN 30, 2022 (PP) |
| Other Current Assets | | |
| 13100 Prepaid expenses | | |
| 13100.2 Prepaid software | 5,022.69 | 2,249.96 |
| Total 13100 Prepaid expenses | 5,022.69 | 2,249.96 |
| Total Other Current Assets | \$5,022.69 | \$2,249.96 |
| Total Current Assets | \$17,297,308.32 | \$19,743,258.97 |
| Fixed Assets | | |
| 15030 Capital Furnishings & Fixtures | 5,228.49 | 5,228.49 |
| 15040 Buildings & Improvements | 546,655.80 | 546,655.80 |
| 16000 Accumulated Depreciation | -71,300.42 | -71,300.42 |
| Total Fixed Assets | \$480,583.87 | \$480,583.87 |
| Other Assets | | |
| 19010 Deferred outflows | | |
| 19011 Deferred Outflows - BSWS Agreement | 18,842,906.00 | 21,695,625.00 |
| 19012 Deferred Outflows - Appropriations | 2,349,893.00 | 6,126,159.20 |
| Total 19010 Deferred outflows | 21,192,799.00 | 27,821,784.20 |
| Total Other Assets | \$21,192,799.00 | \$27,821,784.20 |
| TOTAL ASSETS | \$38,970,691.19 | \$48,045,627.04 |
| LIABILITIES AND EQUITY | | |
| Liabilities | | |
| Current Liabilities | | |
| Accounts Payable | | |
| 21000 General Accounts Payable | 40,814.31 | 1,135,971.33 |
| Total Accounts Payable | \$40,814.31 | \$1,135,971.33 |
| Other Current Liabilities | | |
| 23000 Payroll Liabilities | 0.00 | 0.00 |
| 23020 Accrued Leave | 7,681.68 | 7,681.68 |
| 23100 State Unemployment | 175.60 | 291.12 |
| 23110 State Withholding | -316.91 | 659.00 |
| 23401 Health Insurance (company paid) | -414.60 | 0.00 |

BIG SKY RESORT AREA DISTRICT

Balance Sheet

As of January 31, 2023

| | TOTAL | |
|---|------------------------|-------------------------|
| | AS OF JAN 31, 2023 | AS OF JUN 30, 2022 (PP) |
| Total 23000 Payroll Liabilities | 7,125.77 | 8,631.80 |
| 23500 General Appropriations | | |
| Arts Council | 225,000.00 | 0.00 |
| Big Sky Chamber of Commerce | 130,149.51 | 0.00 |
| Big Sky Community Housing Trust | 866,027.57 | 1,370,981.21 |
| Big Sky Community Organization | 726,902.80 | 0.00 |
| Big Sky Discovery Academy | 7,561.08 | 0.00 |
| Big Sky Fire Department | 1,733,441.00 | 1,874,425.00 |
| Big Sky Owners Association | 262,000.00 | |
| Big Sky SNO, Inc. | 105,341.49 | 0.00 |
| Big Sky Trails, Recreation & Parks District | 20,650.00 | 20,650.00 |
| Big Sky Transportation District | 1,925,000.00 | 1,925,000.00 |
| Food Bank | 35,377.65 | 0.00 |
| Friends of the Comm. Library | 76,988.58 | 0.00 |
| Gallatin Canyon Water & Sewer District | 271,736.23 | 148,000.00 |
| Gallatin Invasive Spe. Alliance | 74,189.35 | 0.00 |
| Gallatin River Task Force | 467,791.83 | 110,499.99 |
| Montana Land Reliance | 15,000.00 | 0.00 |
| Morningstar | 257,524.07 | 0.00 |
| Sheriff's Office | 559,593.55 | 676,603.00 |
| Snowmobile Association | 18,511.75 | 0.00 |
| Visit Big Sky | 479,147.38 | 0.00 |
| Warren Miller Performing Arts C | 225,000.00 | 0.00 |
| Women in Action | 284,015.55 | 0.00 |
| Total 23500 General Appropriations | 8,766,949.39 | 6,126,159.20 |
| Total Other Current Liabilities | \$8,774,075.16 | \$6,134,791.00 |
| Total Current Liabilities | \$8,814,889.47 | \$7,270,762.33 |
| Long-Term Liabilities | | |
| 23600 WRRF Phase I Project | 18,842,906.00 | 21,695,625.00 |
| 24000 Bonds Payable | 0.00 | 0.00 |
| 24001 Series 2019A Bond | 0.00 | 257,327.22 |
| 24002 Series 2019B Bond | 0.00 | 213,162.14 |
| Total 24000 Bonds Payable | 0.00 | 470,489.36 |
| 25000 Note Payable - Suite 203 | 0.00 | 281,782.09 |
| Total Long-Term Liabilities | \$18,842,906.00 | \$22,447,896.45 |
| Total Liabilities | \$27,657,795.47 | \$29,718,658.78 |
| Equity | | |
| 30100 Retained Earnings | 8,587,473.67 | 8,587,473.67 |
| 30200 Committed Fund Balance | 1,752,883.94 | 1,752,883.94 |
| 30300 Fund Balance | 5,482,842.14 | 5,482,842.14 |

BIG SKY RESORT AREA DISTRICT

Balance Sheet

As of January 31, 2023

| | TOTAL | |
|-------------------------------------|------------------------|-------------------------|
| | AS OF JAN 31, 2023 | AS OF JUN 30, 2022 (PP) |
| 30500 Investment in Fixed Assets | 480,583.87 | 198,801.78 |
| 31000 Restricted Fund Balance | 2,773,206.17 | 2,773,206.17 |
| 32000 Nonspendable Fund Balance | 2,249.92 | 2,249.92 |
| 33000 Amount to be provided for LTD | 0.00 | -470,489.36 |
| Net Income | -7,766,343.99 | |
| Total Equity | \$11,312,895.72 | \$18,326,968.26 |
| TOTAL LIABILITIES AND EQUITY | \$38,970,691.19 | \$48,045,627.04 |

BIG SKY RESORT AREA DISTRICT

Budget vs Actual - Month

January 2023

| | TOTAL | | | |
|---------------------------------------|-------------------------|-----------------------|-------------------------|-----------------|
| | ACTUAL | BUDGET | OVER BUDGET | % OF BUDGET |
| Income | | | | |
| 40010 Interest Earned | 13,302.76 | 214.58 | 13,088.18 | 6,199.44 % |
| 40020 Interest from Tax Collections | 169.98 | 497.16 | -327.18 | 34.19 % |
| 40030 Late Fees from Tax Collections | 453.95 | 2,857.92 | -2,403.97 | 15.88 % |
| 41000 Tax Collections | 208,015.41 | 2,255,565.76 | -2,047,550.35 | 9.22 % |
| Total Income | \$221,942.10 | \$2,259,135.42 | \$ -2,037,193.32 | 9.82 % |
| GROSS PROFIT | \$221,942.10 | \$2,259,135.42 | \$ -2,037,193.32 | 9.82 % |
| Expenses | | | | |
| 60000 Bad Debt | | 41.67 | -41.67 | |
| 60010 Bank Charges | 0.20 | 5.00 | -4.80 | 4.00 % |
| 60080 Dues & Meeting Expenses | 947.22 | 4,166.66 | -3,219.44 | 22.73 % |
| 60090 Public Information & Engagement | 4,201.18 | 9,624.99 | -5,423.81 | 43.65 % |
| 61000 Facilities | 2,116.02 | 2,179.50 | -63.48 | 97.09 % |
| 62000 Insurance | 3,846.50 | 3,865.58 | -19.08 | 99.51 % |
| 63000 Office Expenses | 5,720.77 | 5,235.92 | 484.85 | 109.26 % |
| 64000 Professional Fees | 33,300.87 | 22,051.64 | 11,249.23 | 151.01 % |
| 65000 Travel | | 151.03 | -151.03 | |
| 66000 Utilities | 842.64 | 617.00 | 225.64 | 136.57 % |
| 67000 Personnel Expenses | 46,997.30 | 56,324.27 | -9,326.97 | 83.44 % |
| 68000 Debt service | | 0.00 | 0.00 | |
| Total Expenses | \$97,972.70 | \$104,263.26 | \$ -6,290.56 | 93.97 % |
| NET OPERATING INCOME | \$123,969.40 | \$2,154,872.16 | \$ -2,030,902.76 | 5.75 % |
| Other Expenses | | | | |
| 79000 Other expenses | 1,426,359.50 | | 1,426,359.50 | |
| Total Other Expenses | \$1,426,359.50 | \$0.00 | \$1,426,359.50 | 0.00% |
| NET OTHER INCOME | \$ -1,426,359.50 | \$0.00 | \$ -1,426,359.50 | 0.00% |
| NET INCOME | \$ -1,302,390.10 | \$2,154,872.16 | \$ -3,457,262.26 | -60.44 % |

BIG SKY RESORT AREA DISTRICT

Profit and Loss - Comparative by Month

January 2023

| | TOTAL | | | |
|---------------------------------------|-------------------------|-----------------------|-------------------------|--------------------|
| | JAN 2023 | JAN 2022 (PY) | CHANGE | % CHANGE |
| Income | | | | |
| 40010 Interest Earned | 13,302.76 | 1,406.58 | 11,896.18 | 845.75 % |
| 40020 Interest from Tax Collections | 169.98 | 333.47 | -163.49 | -49.03 % |
| 40030 Late Fees from Tax Collections | 453.95 | 844.77 | -390.82 | -46.26 % |
| 40100 Intergovernmental | | 23,999.98 | -23,999.98 | -100.00 % |
| 41000 Tax Collections | 208,015.41 | 1,392,368.87 | -1,184,353.46 | -85.06 % |
| Total Income | \$221,942.10 | \$1,418,953.67 | \$ -1,197,011.57 | -84.36 % |
| GROSS PROFIT | \$221,942.10 | \$1,418,953.67 | \$ -1,197,011.57 | -84.36 % |
| Expenses | | | | |
| 60010 Bank Charges | 0.20 | 0.20 | 0.00 | 0.00 % |
| 60080 Dues & Meeting Expenses | 947.22 | 3.99 | 943.23 | 23,639.85 % |
| 60090 Public Information & Engagement | 4,201.18 | 3,549.57 | 651.61 | 18.36 % |
| 61000 Facilities | 2,116.02 | 2,116.02 | 0.00 | 0.00 % |
| 62000 Insurance | 3,846.50 | 63.70 | 3,782.80 | 5,938.46 % |
| 63000 Office Expenses | 5,720.77 | 6,060.22 | -339.45 | -5.60 % |
| 64000 Professional Fees | 33,300.87 | 6,525.89 | 26,774.98 | 410.29 % |
| 66000 Utilities | 842.64 | 677.95 | 164.69 | 24.29 % |
| 67000 Personnel Expenses | 46,997.30 | 31,796.21 | 15,201.09 | 47.81 % |
| 68000 Debt service | | 98,625.99 | -98,625.99 | -100.00 % |
| 80000 Big Sky Relief | | 73,002.00 | -73,002.00 | -100.00 % |
| Total Expenses | \$97,972.70 | \$222,421.74 | \$ -124,449.04 | -55.95 % |
| NET OPERATING INCOME | \$123,969.40 | \$1,196,531.93 | \$ -1,072,562.53 | -89.64 % |
| Other Expenses | | | | |
| 79000 Other expenses | 1,426,359.50 | 21,590.10 | 1,404,769.40 | 6,506.54 % |
| Total Other Expenses | \$1,426,359.50 | \$21,590.10 | \$1,404,769.40 | 6,506.54 % |
| NET OTHER INCOME | \$ -1,426,359.50 | \$ -21,590.10 | \$ -1,404,769.40 | -6,506.54 % |
| NET INCOME | \$ -1,302,390.10 | \$1,174,941.83 | \$ -2,477,331.93 | -210.85 % |

BIG SKY RESORT AREA DISTRICT

Budget vs Actual: YTD

July 2022 - June 2023

| | TOTAL | | | |
|---------------------------------------|-----------------------|------------------------|--------------------------|-----------------|
| | ACTUAL | BUDGET | OVER BUDGET | % OF BUDGET |
| Income | | | | |
| 40010 Interest Earned | 128,223.67 | 2,575.00 | 125,648.67 | 4,979.56 % |
| 40020 Interest from Tax Collections | 3,838.54 | 5,966.00 | -2,127.46 | 64.34 % |
| 40030 Late Fees from Tax Collections | 9,546.95 | 34,295.00 | -24,748.05 | 27.84 % |
| 41000 Tax Collections | 4,411,071.25 | 18,143,882.05 | -13,732,810.80 | 24.31 % |
| Total Income | \$4,552,680.41 | \$18,186,718.05 | \$ -13,634,037.64 | 25.03 % |
| GROSS PROFIT | \$4,552,680.41 | \$18,186,718.05 | \$ -13,634,037.64 | 25.03 % |
| Expenses | | | | |
| 60000 Bad Debt | | 500.00 | -500.00 | |
| 60010 Bank Charges | 53.40 | 60.00 | -6.60 | 89.00 % |
| 60080 Dues & Meeting Expenses | 5,258.43 | 50,000.00 | -44,741.57 | 10.52 % |
| 60090 Public Information & Engagement | 63,574.39 | 130,000.00 | -66,425.61 | 48.90 % |
| 61000 Facilities | 11,879.89 | 15,018.00 | -3,138.11 | 79.10 % |
| 62000 Insurance | 6,145.73 | 7,367.00 | -1,221.27 | 83.42 % |
| 63000 Office Expenses | 48,581.36 | 71,835.50 | -23,254.14 | 67.63 % |
| 64000 Professional Fees | 81,178.21 | 241,390.00 | -160,211.79 | 33.63 % |
| 65000 Travel | 76.81 | 5,045.00 | -4,968.19 | 1.52 % |
| 66000 Utilities | 6,058.25 | 7,209.00 | -1,150.75 | 84.04 % |
| 67000 Personnel Expenses | 395,245.71 | 675,000.00 | -279,754.29 | 58.55 % |
| 68000 Debt service | 768,003.29 | 17,926.36 | 750,076.93 | 4,284.21 % |
| Total Expenses | \$1,386,055.47 | \$1,221,350.86 | \$164,704.61 | 113.49 % |
| NET OPERATING INCOME | \$3,166,624.94 | \$16,965,367.19 | \$ -13,798,742.25 | 18.67 % |
| NET INCOME | \$3,166,624.94 | \$16,965,367.19 | \$ -13,798,742.25 | 18.67 % |

NRMEDD Scope of Work

Task 1: Economic Impact Report for Big Sky

Objective: To understand the economic impact of Big Sky relative to Madison and Gallatin Counties, and the state of Montana and create a document that can be regularly updated. This report is to be used to advocate for the TEDD, Highway 191/MT 64 funding, transportation hub funding, lobbying with MT State legislators.

This report will include two elements, data and projections listed below, and an estimate of economic impacts of Big Sky. Specifically, economic impact outputs will include:

- Big Sky resident spending, county-wide impacts (both Gallatin and Madison)
- Big Sky tourist spending, county-wide impacts (both Gallatin and Madison)
- Total economic impact, retained payroll dollars, retained non-payroll, and retained tax dollars to Gallatin County, and local job impacts (both Gallatin and Madison)

Data Sources:

1. Economic Impact Analysis – We want to examine local workforce data, visitor data, and business data to include the following raw data:

- Population tables
- Per capita income tables
- Visitor tax revenues
- Visitor Data from the Chamber
- Big Sky Resort Tax numbers by industry

2. Quantify Existing and Forecasted Over the Next 10 Years (as data allows):

- Number of permanent jobs
- Number of construction jobs
- Income and taxes on the above
- Breakdown of where those taxes go
- Property Taxes
 - State
 - County
- Lodging Tax
- Alcohol tax (?)
- Gas Tax (?)
- Visitor data (VISA) from the Chamber
- What other income streams to the Counties and State

Pricing to Complete the Above Scope of Work:

NRMEDD Time and Work

| NRMEDD Scope of Work | Cost |
|---|-----------------------------|
| NRMEDD work to complete Task 1 Estimated 400 hours at \$75/hr | \$30,000 |
| Subcontract Work Needed to Complete: | |
| Economic Impact Analysis | \$9,000 - \$14,000 |
| Graphic Design of Document | \$5,000 |
| TOTAL | \$44,000 -- \$49,000 |

| NRMEDD SCOPE OF WORK | Mar-23 | Apr-23 | May-23 | Jun-23 | Jul-23 | Aug-23 | Sep-23 |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Economic Impact Report for Big Sky | | | | | | | |
| Quantify existing and forecasted over the next 10 years | | | | | | | |
| Data collection | | | | | | | |
| Data analysis | | | | | | | |
| Economic Impact Analysis | | | | | | | |
| Narrative | | | | | | | |
| Graphic Design | | | | | | | |
| Final Document | | | | | | | |

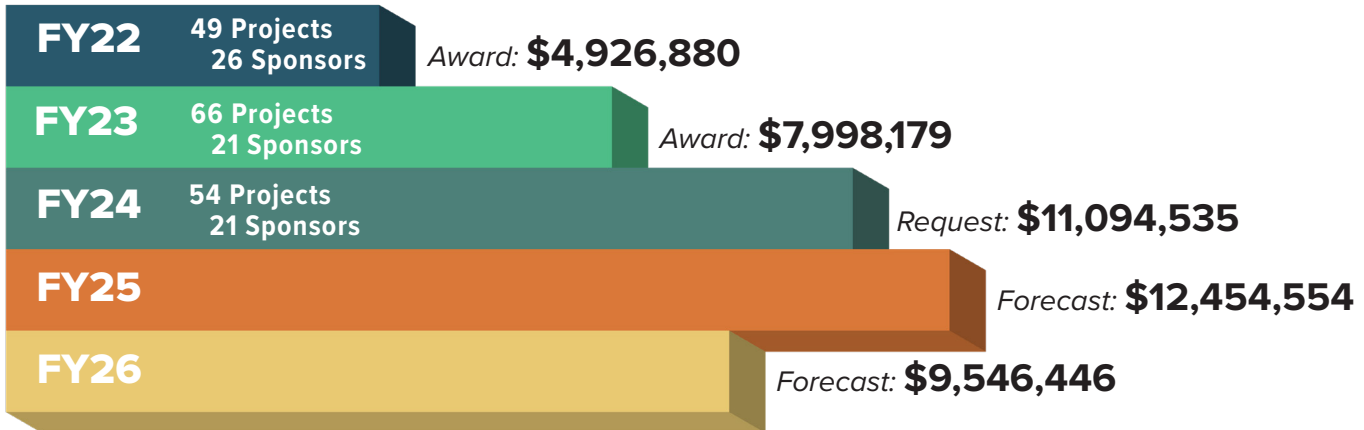
FY24 Government Services

| Organization | FY24 Contract Amount | FY24 Proposed Amendment | Notes |
|----------------------------------|----------------------|-------------------------|---|
| Big Sky Fire Department | \$955,589 | \$1,030,589 | Includes wildfire detection cameras - contingency on FY23 funds |
| Big Sky Transportation District | \$975,000 | \$1,175,000 | Additional funding for micro-transit services |
| Gallatin County Sheriff's Office | \$345,304 | \$655,688 | 24/7 coverage, detective cases, and including Search & Rescue |
| Gallatin Canyon Water & Sewer | \$74,000 | \$300,000 | Matching funds for ARPA |

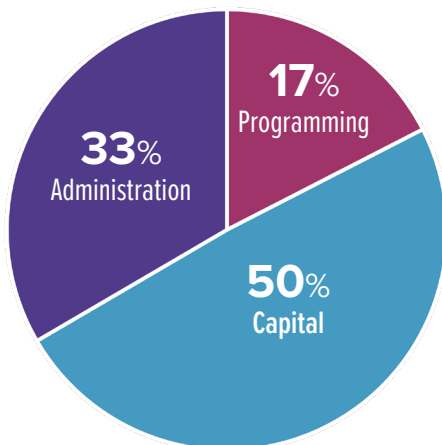
FY24 LOI Summary

Total Requests: \$11,094,535

Budgeted Projection: \$7,917,114 (+29%)



INVESTMENT TYPES



| Request Amount | \$25,000 - \$100,000 | \$100,001 - \$250,000 | \$250,001 + |
|--------------------|----------------------|-----------------------|-------------|
| Number of Projects | 29 | 14 | 11 |

5 Sponsors Scored a Perfect 30!

| Score Range out of 30 | <16 | 16-20 | 21-25 | 26-30 |
|-----------------------|-----|-------|-------|-------|
| Number of Sponsors | 4 | 1 | 2 | 14 |

ARTS & EDUCATION

- Big Sky Is an Arts & Culture Hub
- A Quality Education for All Children

ECONOMIC DEVELOPMENT

- A Positive Climate Where Businesses Can Prosper
- A Quality Visitor Experience Balanced with Local Needs

HEALTH & SAFETY

- High-Quality Public Safety
- Robust Social Services Exist for a Thriving & Livable Community
- Healthy Populations with Access to Local High-Quality Healthcare Services

HOUSING

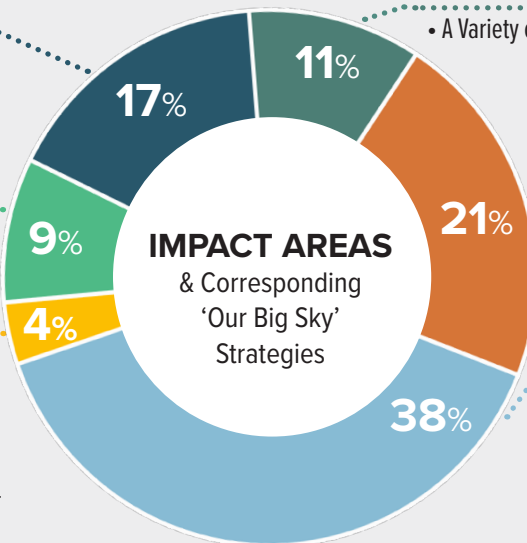
- A Variety of Affordable Housing Options for All Local Workers

PUBLIC WORKS

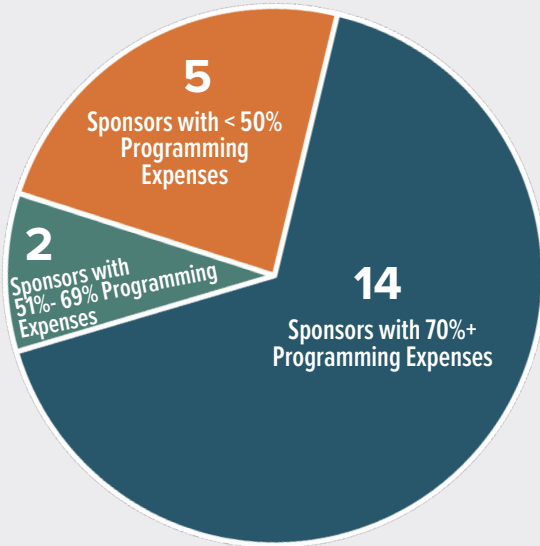
- Big Sky & the Region Have World-Class Transportation Infrastructure & Services
- Improve & Maintain Water & Sewer Infrastructure

RECREATION & CONSERVATION

- A Connected Community Through Trails, Parks, & Open Spaces
- World-Class, Year-Round Recreational Opportunities for Big Sky
- A Community-Based Solution to Develop Sustainability & Climate Neutrality
- Our Natural Resources Are Protected & Enhanced for Future Generations



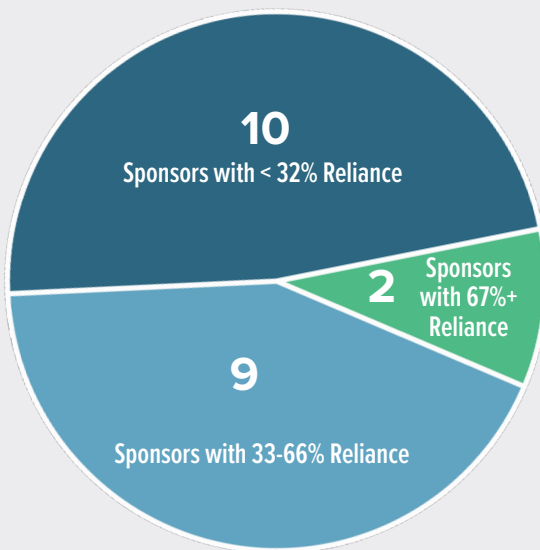
PROGRAMMING EXPENSE RATIO



5 Sponsors collaborating with Madison/Gallatin Counties.
14 Sponsors collaborating with Local Foundations.

| Number of Sponsors | FY23 Awards Distributed to date |
|--------------------|---------------------------------|
| 2 | 0-25% |
| 5 | 26-50% |
| 5 | 51-75% |
| 7 | 76-100% |

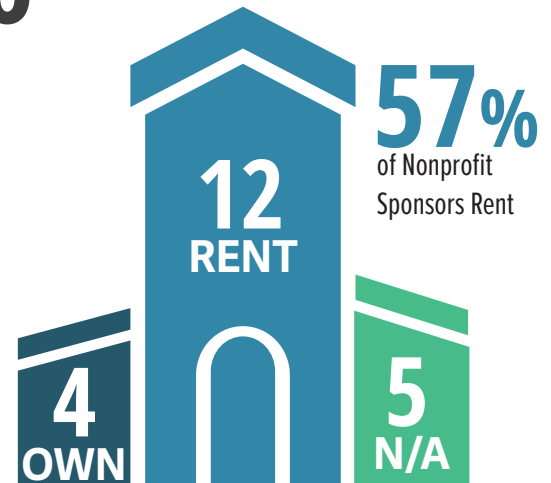
REVENUE RELIANCE ON RESORT TAX



Audit Report?

✓ **YES** **5**
 ✗ **NO** **16**

Sponsor
Rent vs. Own:



Full-Time
Employee
Count

< 1



Number
of
Sponsors

5

1-5



8

6-25



7

25+



1



Aggregate Wage Data

| | Low | Average | High |
|--------------------|----------|-----------|-----------|
| Tier 1-Executive | \$70,000 | \$120,518 | \$200,000 |
| Tier 2-VP | \$55,000 | \$91,844 | \$150,000 |
| Tier 3-Director | \$40,000 | \$80,640 | \$121,275 |
| Tier 4-Manager | \$41,600 | \$63,175 | \$103,187 |
| Tier 5-Coordinator | \$18,250 | \$49,000 | \$66,811 |



BIG SKY
SNO



SUSTAINABILITY NETWORK ORGANIZATION

Climate Action Plan (CAP)

FIGURE 1

Climate Action Trail Map



CLIMATE ACTION

Targeted Improvement Priorities

Energy & Buildings



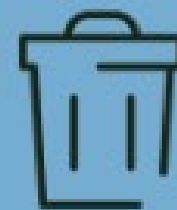
- Green Electricity Supply
- Electrify Buildings; Reduce Propane Gas Use
- Energy Efficiency Participation
- Green Builder Toolkit Platform

Transportation



- Reduce Vehicle Miles Traveled (VMT)
- Promote Electric Vehicle Infrastructure
- Personal Travel Educational Programming

Consumption & Waste



- Improved Waste Diversion Rates
- Increase Composting and Recycling
- Enhance Food Recovery Systems

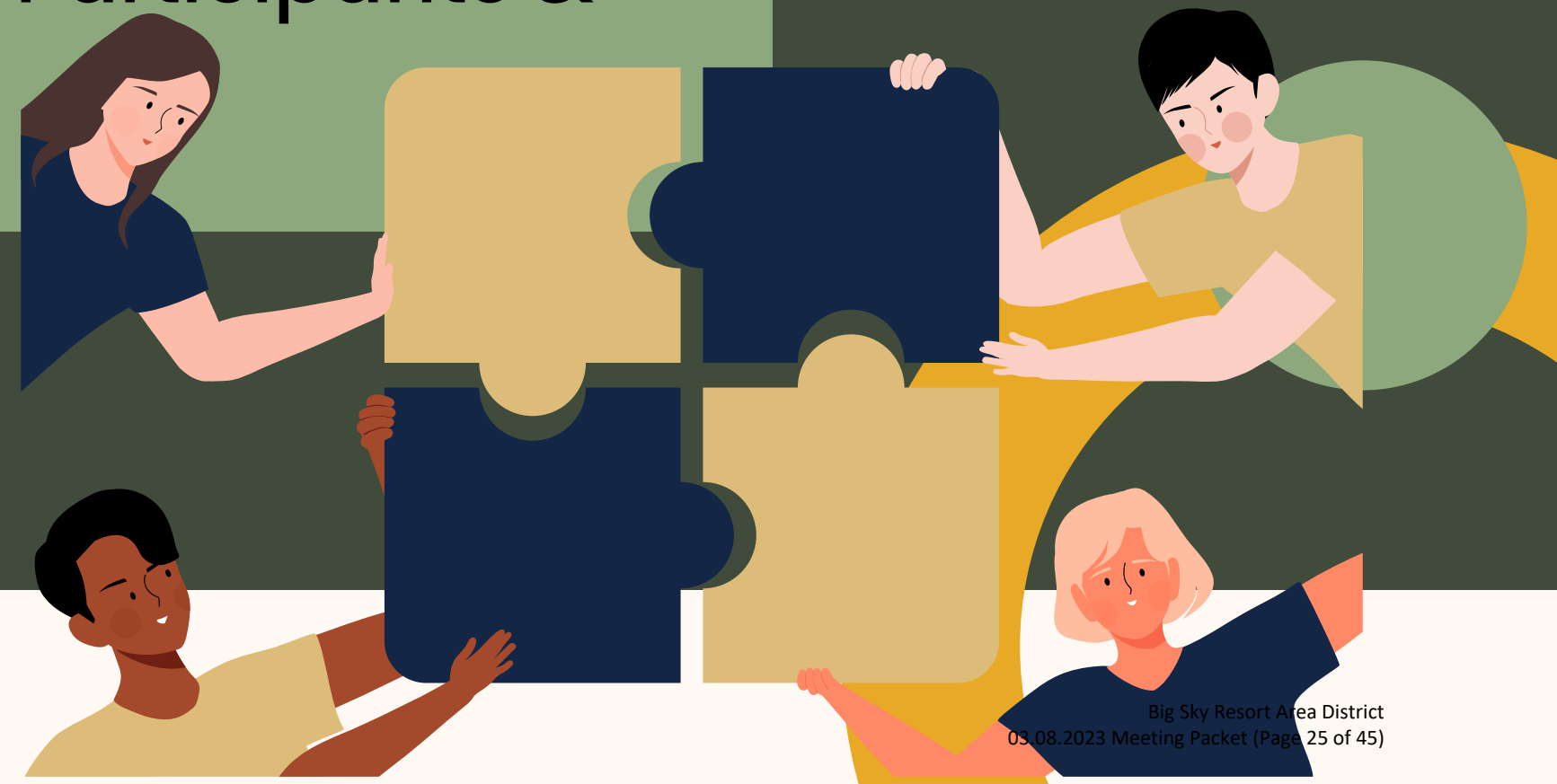
Natural Environment



- Carbon Offsets and Sequestration Education
- Water Use Reductions
- Natural Environment Restoration

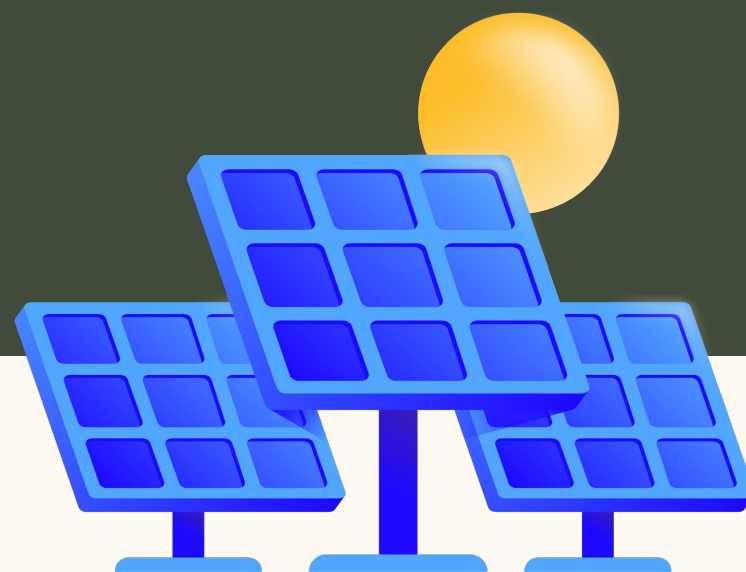
IMPLEMENTATION

- Create & facilitate local/regional coalitions to develop momentum
- Based on our CAP Key Participants & any others interested



ENERGY

- Renewable Rates Collaboration with Helena, Bozeman & Missoula
- Local Collaboration with Developers



NATURAL ENVIRONMENT

- Working with GRTF, GISA, BSFD on a Big Sky Landscape Partnership
- Fire Adapted Big Sky





HOW DID YOU
GET HERE
TODAY?

TRANSPORTATION

- Carpooling incentive
- Transportation District collaboration
- Grants for electrification



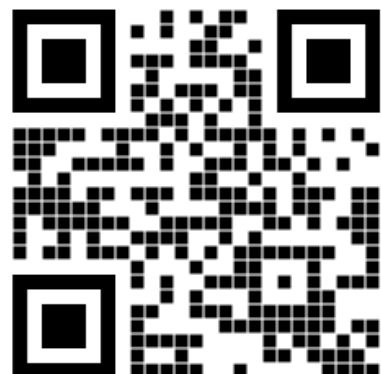
TRANSPORTATION



ONE
LESS
CAR



Log 4 rides/month on GoGallatin.org
& receive a gift card





RECYCLING & COMPOSTING EDUCATION

CONSUMPTION & WASTE REDUCTION

RETHINK

YOUR CHOICES

REFUSE

SINGLE USE

REDUCE

CONSUMPTION

REUSE

EVERYTHING

REFURBISH

OLD STUFF

REPAIR

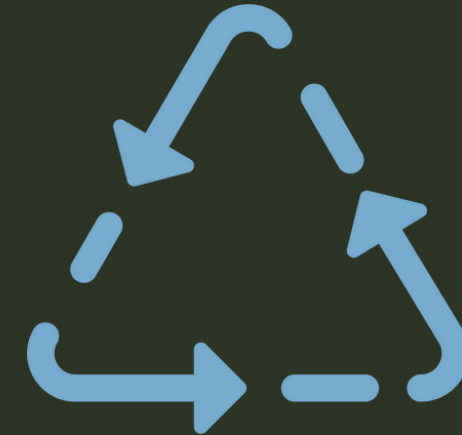
BEFORE REPLACING

REPURPOSE

BE CREATIVE

RECYCLE

LAST OPTION





WASTE COMPOSITION ASSESSMENT

Data - Driven Dumpster Diving

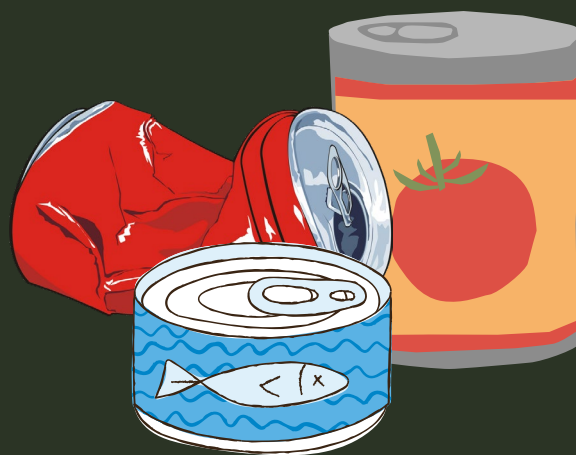
ZERO WASTE EVENTS

Create a natural space for outreach:
Community Week, PBR, Farmer's Markets



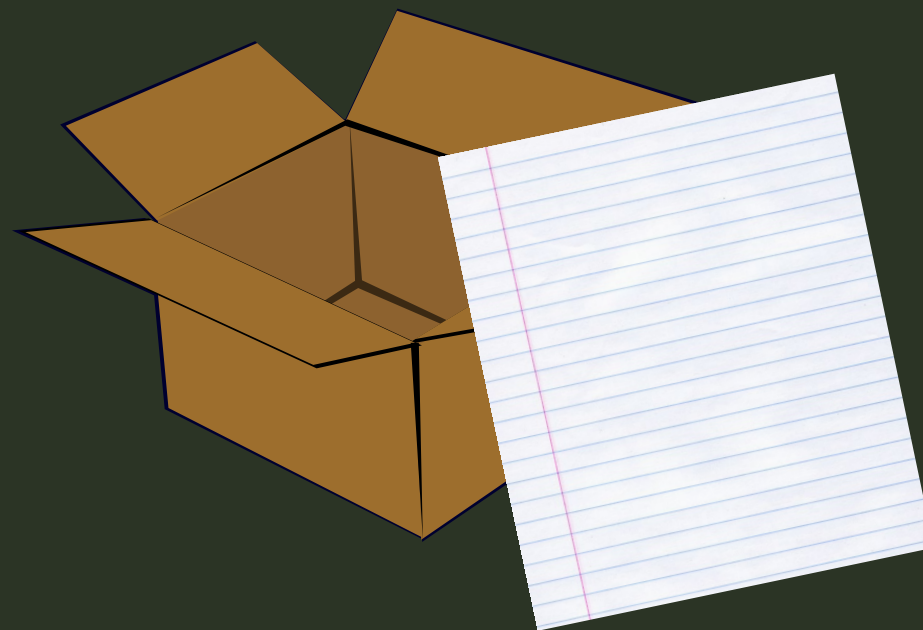


LOCALLY



Aluminum &
Steel

Cardboard &
Paper



Plastics:
1 & 2 Bottles
and Jugs



CLIMATE ACTION

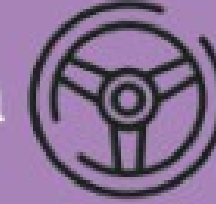
Targeted Improvement Priorities

Energy & Buildings



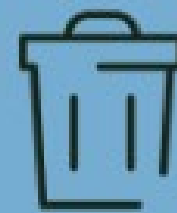
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Transportation



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Consumption & Waste



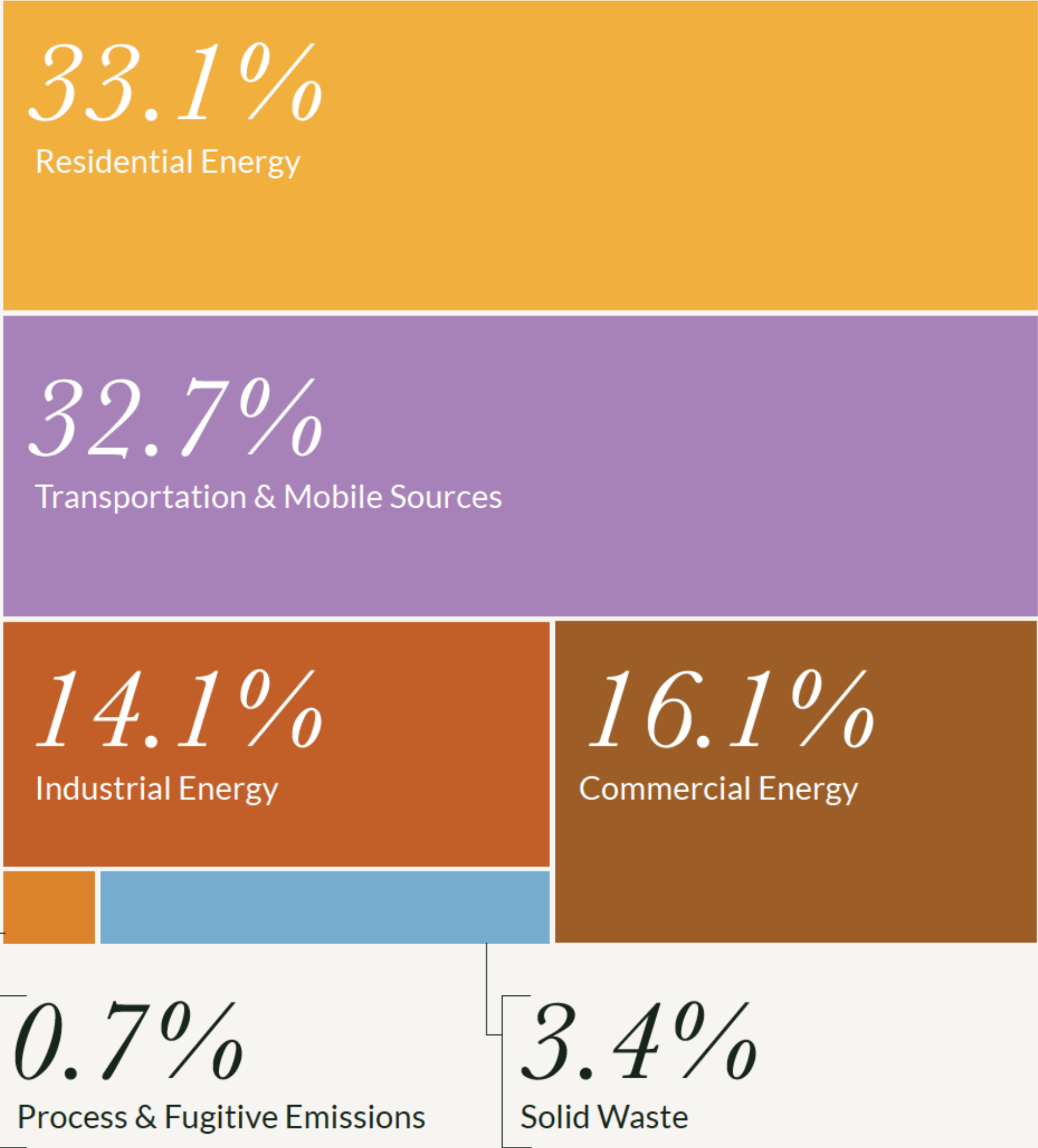
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Natural Environment



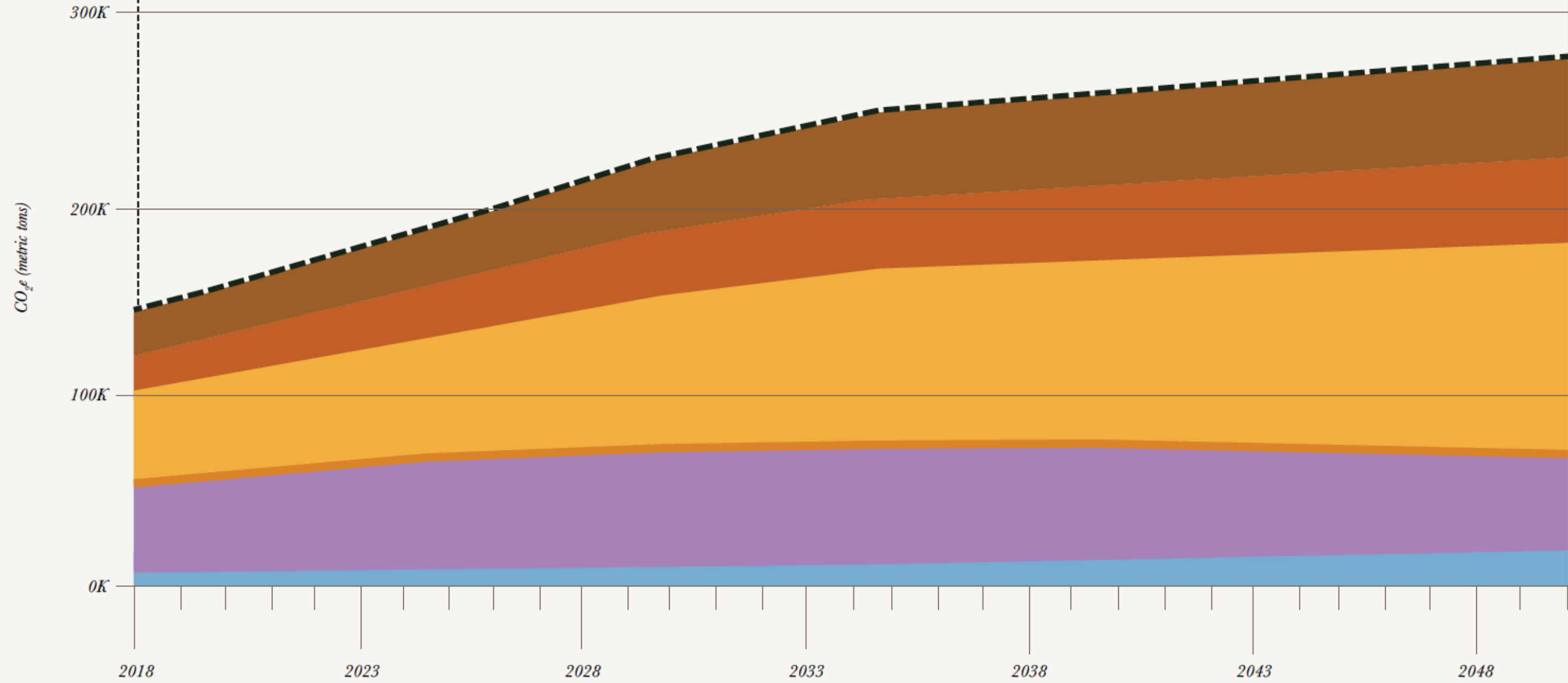
- Carbon Offsets and Sequestration Education
- Water Use Reductions
- Natural Environment Restoration

2018 Community-Wide Emissions by Sector MTCO₂e

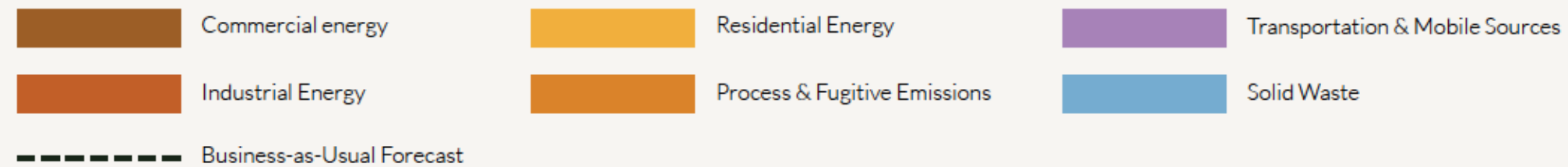


145,183 MTCO₂e
2018 Emissions

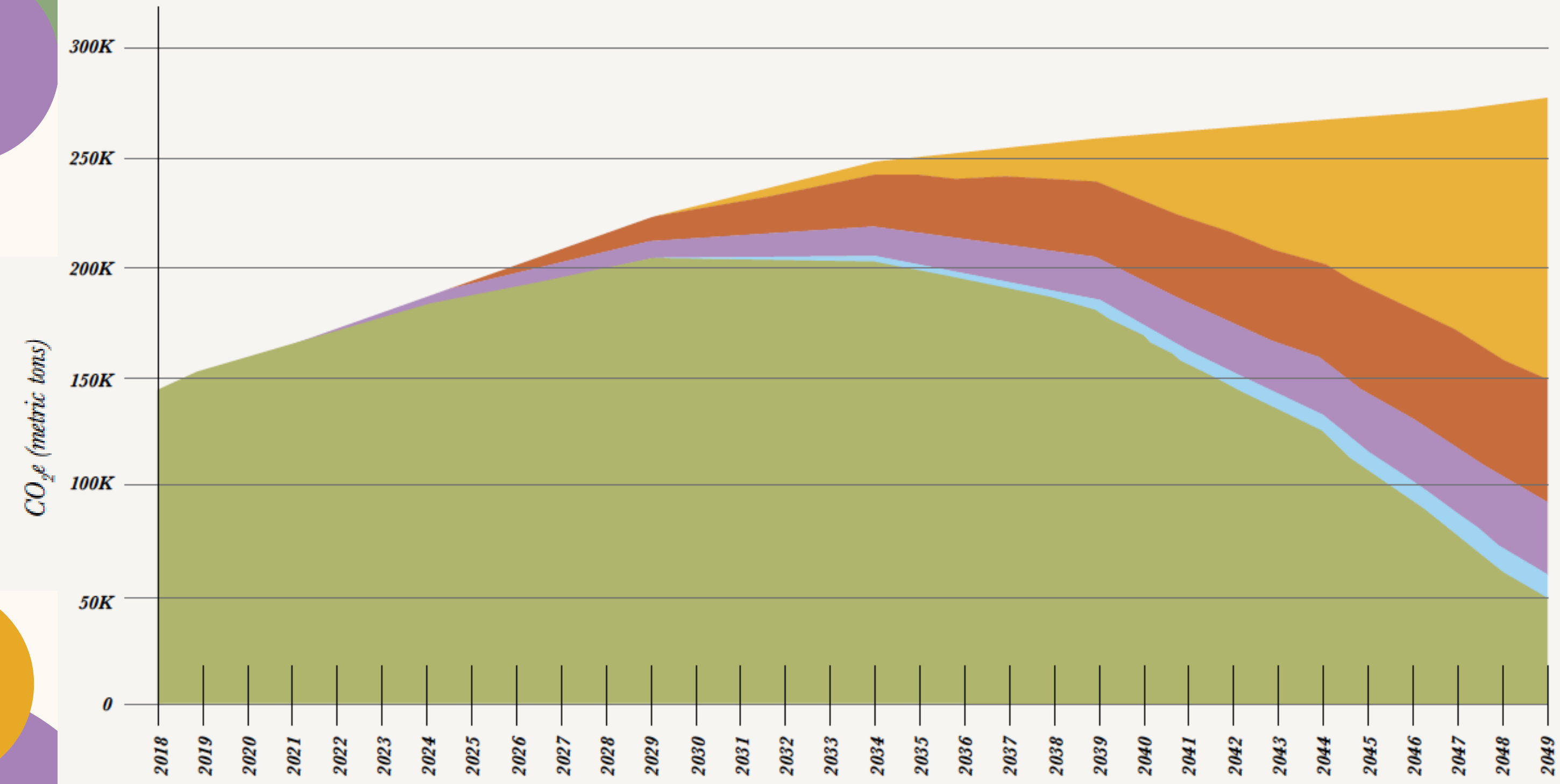
278,178 MTCO₂e
2050 Emissions



Key



Emission Reductions from BAU Forecast to Reach Net Zero by 2050



Key

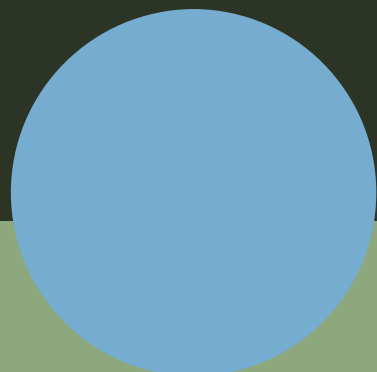
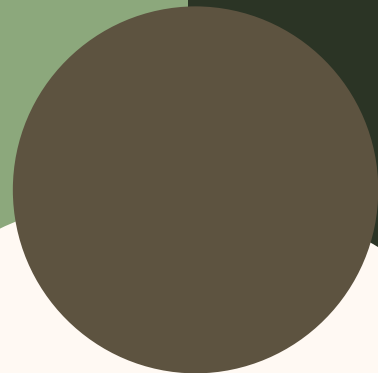
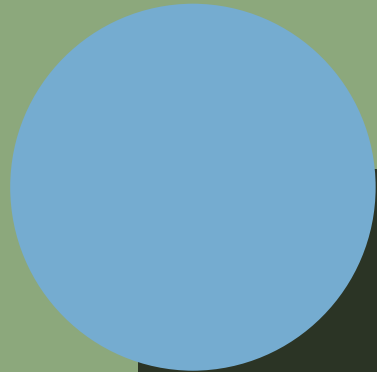
- Green Electricity Supply
- Building Electrification & Efficiency
- Transportation VMT & Electric Vehicles
- Consumption & Waste
- Environmental Health and Advocacy, New Technology, Carbon Credits/Offsets and Sequestration

OUR GOAL

NET ZERO EMISSIONS BY 2030

By 2030, Big Sky Resort aims to cut its entire atmospheric impact by operating with net-zero carbon emissions.

- ✓ By sourcing a global purchase of renewable energy credits (RECs), **100% of Big Sky Resort's energy use is carbon-free** as of January 2021
- ✓ All of Big Sky Resort's lift operations have been running on carbon-free energy since March 2020
- ✓ Ongoing efficiency projects allow us to reduce our energy use, like our upgraded hotel thermostats, solar-powered operations elements, and advanced snowmaking systems
- ✓ Big Sky Resort partners with **Tradewater** to allow our guests to offset the carbon footprint of their trip to Big Sky by destroying harmful refrigerants
- ✓ Strengthening relationships with local energy suppliers to find clean energy solutions that benefit the Resort and our community as a whole





BIG SKY RESORT SKIERS!



Get rewarded for sustainably getting to the slopes!

We are giving away **6 \$500 Big Sky Resort gift cards** at the end of the season

AND

We are doing monthly challenges for the chance to win \$100 gift cards



**RIDE TOGETHER,
SHRED FOREVER**

BIG SKY RESORT • GO GALLATIN
SEASON-LONG CARPOOL CHALLENGE





HOW CAN BE PART OF THE SOLUTION?





THANK YOU



BIG SKY
SNO

SUSTAINABILITY NETWORK ORGANIZATION

