



# FY25 APPLICATIONS

Welcome to the FY25 Allocation Cycle! Thank you in advance for your time and commitment to investing in our community. This binder is a summary of the FY25 Nonprofit requests, organized by sponsor acronym:

ACBS	Arts Council of Big Sky
BSCFB	Big Sky Community Food Bank
BSCHT	Big Sky Community Housing Trust
BSCO	Big Sky Community Organization
BSCOC	Big Sky Chamber of Commerce
BSDA	Big Sky Discovery Academy
BSOA	Big Sky Owners Association
CLLC	Center for Large Landscape Conservation
FOL	Friends of the Big Sky Community Library
GRTF	Gallatin River Task Force
GVSA	Gallatin Valley Snowmobile Association
GW	Grow Wild
MLC	Morningstar Learning Center
RUFF	Riley's Urgent Fund for Friends
SNO	Big Sky Sustainability Network Organization
VBS	Visit Big Sky
WIA	Wellness in Action
WMPAC	Warren Miller Performing Arts Center

Full applications can be viewed online using the application portal. Specific information to look for:

- SMART goal measurement, project budgets, additional detail regarding capital projects involving construction

**Staff will reach out to set up an individual meeting to review all application resources and have an application portal training.**

Digital tools to be forwarded:

- Spreadsheet containing:
  - FY25 request data
  - Historical awards by organization
- Balancing Act Simulate tool link

## KEY DATES

May 15 - EOD	Questions due back to staff
May 24 - EOD	Responses to questions from the Board
June 4 – 8:00 am	Application Review Meeting #1 - Discussion
June 6 – 4:00 pm	Application Review Meeting #2 - Action & Award Ratification

**BIG SKY RESORT AREA DISTRICT  
RESOLUTION NO. 2023-02R**

**RESOLUTION OF THE BIG SKY RESORT AREA DISTRICT BOARD OF  
DIRECTORS RELATED TO PROCEDURES FOR THE ALLOCATION OF RESORT  
TAX FUNDS FOR FISCAL YEAR 2025: JULY 1, 2024 THROUGH JUNE 30, 2025**

PURSUANT TO THE AUTHORITY VESTED IN THE BIG SKY RESORT AREA DISTRICT BOARD OF DIRECTORS UNDER SECTION 7-6-1542, MCA, AND SECTION 7-6-1547(4), MCA, THE BOARD OF DIRECTORS HEREBY RESOLVES TO ADOPT RESOLUTION NO. 2023-02R AS FOLLOWS:

WHEREAS, the Big Sky Resort Area District (“District”) was created effective April 7, 1998 pursuant to sections 7-6-1531 through 1550, MCA; and

WHEREAS, members of the District Board of Directors (“Board”) have been duly elected by the electors residing within the District; and

WHEREAS, pursuant to section 7-6-1542, MCA, the Board may appropriate and expend revenue from the resort tax; and

WHEREAS, pursuant to section 7-6-1547(4), MCA, the Board is authorized to act by Resolution; and

WHEREAS, at duly noticed public meetings held on August 14, 2023, October 25, 2023, October 31, 2023, November 8, 2023, and January 10, 2024, the Board discussed (a) its past and current procedures and rules related to its methodology of allocating resort tax funds; (b) its historical allocation of resort tax funds to impact areas; (c) its historical allocation of resort tax funds to various applicants; (d) the Our Big Sky Community Vision and Strategy; (e) the Big Sky Capital Improvement Plan; (f) Infrastructure Investment, Funding, and Voter Representation Roadmap; (g) information from past award recipients related to their projected future needs; (h) various comments, input, and survey results from the public, including individuals, business owners, and community leaders; and (i) the amount of resort tax funds available in past years and projected to be available in Fiscal Year 25; and

WHEREAS, following these detailed discussions, the Board has determined certain changes are needed to its procedures, rules, and methodology of allocation in order to continue to meet the needs of the residents and businesses within the District and the Big Sky Community, and to set and communicate expectations of the Board related to the funding priorities for the fiscal year, and to provide clarity to the public and applicants with respect to these priorities;

**NOW, THEREFORE, BE IT RESOLVED BY THE BOARD AS FOLLOWS:**

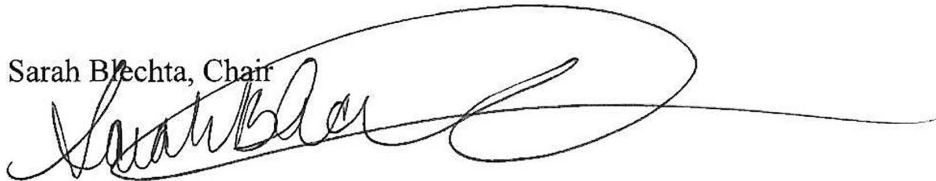
1. Recognizing the need to establish and clearly communicate important deadlines to the public and for applicants of resort tax funds, the Board hereby adopts the timeline set forth in **Exhibit A** for the Fiscal Year 25 allocation cycle for resort tax funds.
2. Recognizing the significant and broad-ranging funding needs of residents within the District and the Big Sky Community for governmental services, infrastructure and public works, housing, health and safety, arts and culture, education and childcare, economic development, recreation, and conservation, the Board has determined:
  - a. it shall set aside from its available resort tax funds an amount for reserves consistent with the Board approved Reserve Funds Strategy and an amount for the District's operating budget; and
  - b. with the balance of the available resort tax funds, it shall establish certain impact areas and allocate a percentage of available resort tax funds to each impact area; and
  - c. it shall hereby adopt the impact areas and funding percentages described in **Exhibit B** for Fiscal Year 25; and
  - d. it shall annually revisit these determinations during the Fall season and adjust both the designated impact areas and the designated funding percentages as it deems appropriate following public meetings and discussion.
3. Recognizing the number of applicants for resort tax funds has increased and the amount of funds requested by such applicants has increased, and recognizing the projected available resort tax funds will be less than the anticipated resort tax funds requests from applicants, the Board hereby adopts eligibility requirements for funding requests from nonprofit and other non-governmental entities for Fiscal Year 25 as set forth on **Exhibit C**. The Board further resolves to annually revisit these determinations during the Fall season and adjust the eligibility requirements as it deems appropriate following public meetings and discussions.
4. Recognizing the available resort tax funds are unlikely to meet the anticipated funding requests, and recognizing the Board must establish a procedure to assist it to objectively rank the requests in each impact area and to clearly communicate such procedure, process, and criteria to the public and to applicants, the Board hereby adopts the scoring system, criteria, weighting and evaluation procedures for the initial evaluation of funding requests from nonprofit and other non-governmental entities for Fiscal Year 25 as set forth on **Exhibit D**. The Board further resolves to annually revisit these determinations during the Fall season and adjust the scoring system, criteria, weighting and evaluation procedures as it deems appropriate following public meetings and discussion.
5. Recognizing the need for clear communication to the public and applicants for how scores will be used by the Board in the allocation process for the Fiscal Year funding cycle, the Board hereby agrees it shall consider one impact area at a time and will

consider funding of projects in numerical scoring order from highest to lowest in each impact area. If there are projects with the same score within an impact area, those equally scored applications will be reviewed in order of submission.

6. Recognizing that the District and the community of Big Sky faces challenges across its impact areas which might require large dollar spends on projects over the next several years as reflected in the Our Big Sky Community Vision and Strategy, the Big Sky Capital Improvement Plan, and the Infrastructure Investment, Funding, and Voter Representation Roadmap, the Board hereby agrees that in the event it does not make awards in the Fiscal Year 25 funding cycle which exhaust the percentage of funds allocated to a particular impact area, such "excess" funds shall be deposited in a restricted fund account established for the impact area within the District's general restricted account, and which funds shall be assigned for use on projects within that specific impact area in future years, and therefore directs its staff and professionals to create appropriate systems to track funding by impact areas.
7. Recognizing some of the determinations, procedures, and criteria addressed in this Resolution are new, the Board directs its staff to promptly develop and implement a comprehensive public communications plan to disseminate this information to the general public and to all past applicants in advance of the opening of the application period for the Fiscal Year 25 funding cycle.

**PASSED and APPROVED** on this 10th day of January 2024, by a vote of 5 in favor and 0 opposed.

Sarah Blechta, Chair



Ciara Wolfe, Vice Chair

Ciara Wolfe  
Ciara Wolfe

Ciara Wolfe (Jan 10, 2024 14:05 MST)

Steve Johnson, Secretary & Treasurer



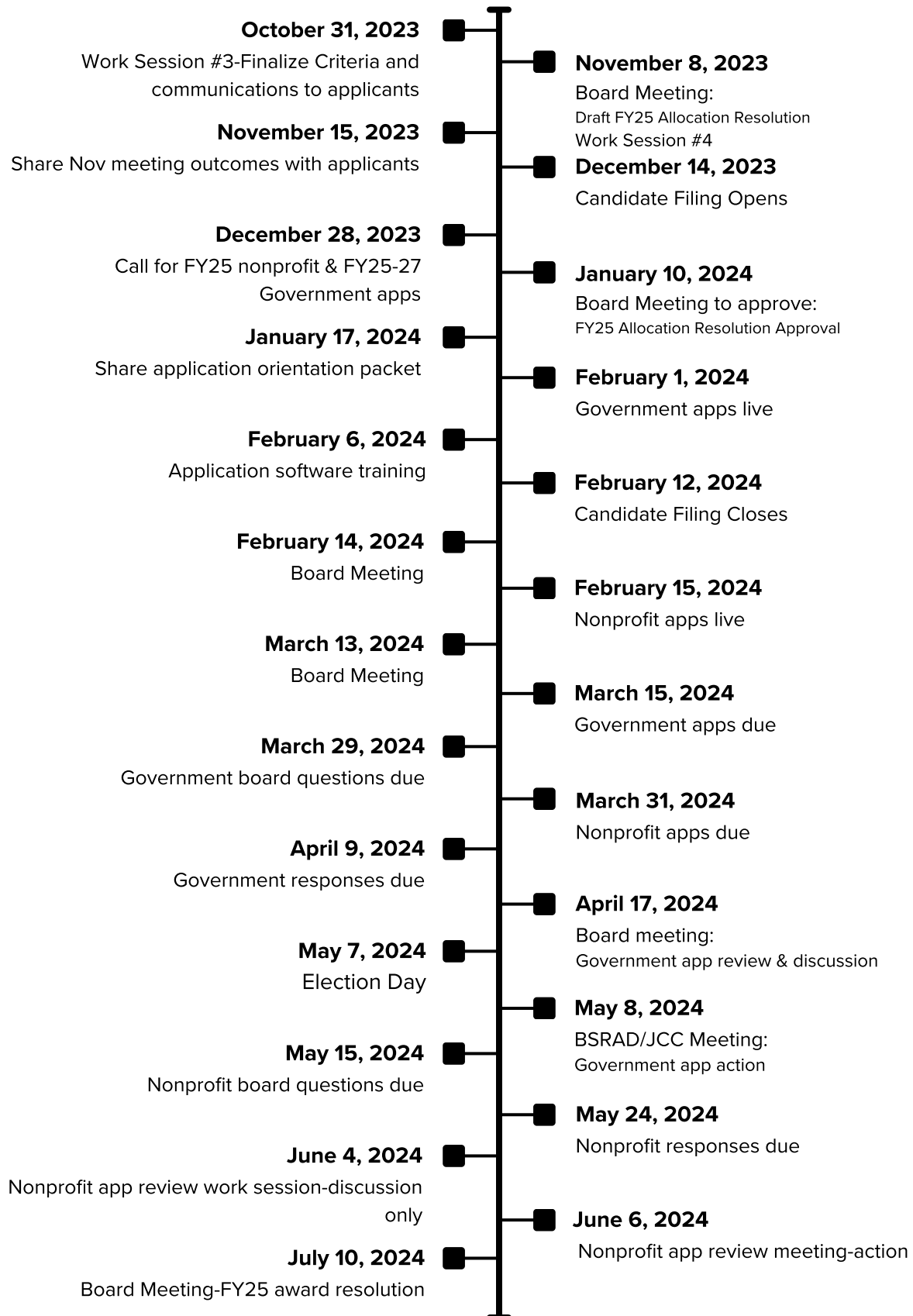
Kevin Germain, Director



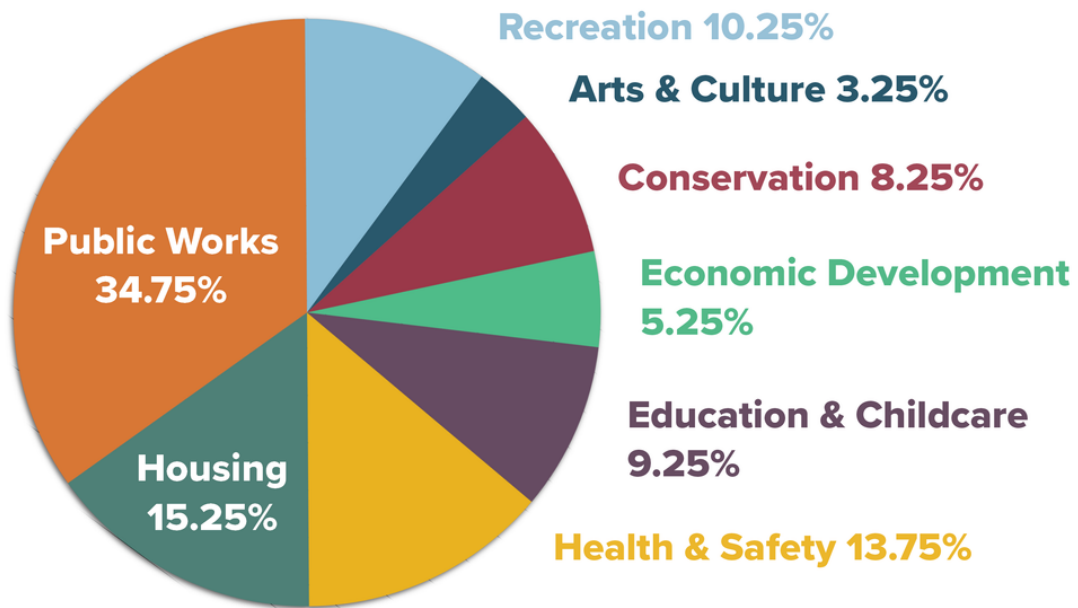
Grace Young, Director



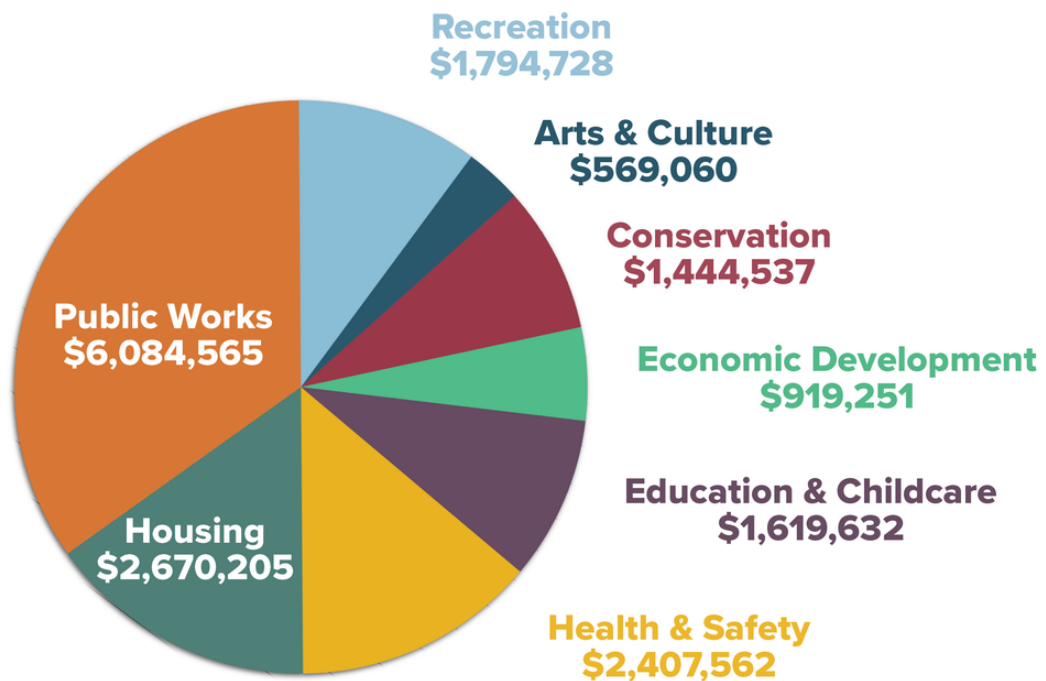
## Exhibit A: FY25 Process



## Exhibit B: Impact Area Allocation



Based on FY24 Available Funds of \$17,509,540



## IMPACT AREA DEFINITIONS

- **Arts & Culture:** Addresses stewarding creative expression, story-telling, and cultural participation.
  - *Examples include but are not limited to, performances, events, bilingual initiatives, and public art.*
- **Conservation:** Addresses sustainable efforts for current and future generations to live and play in Big Sky through thoughtful mitigation of human impact on the natural environment.
  - *Examples include but are not limited to, easements, studies, and preservation.*
- **Education & Childcare:** Addresses multi-disciplinary inclusive education for all ages.
  - *Examples include but are not limited to skill training, instruction, and childcare.*
- **Economic Development:** Addresses balancing Big Sky's tourism-driven economy by sustainably growing prosperity and ensuring a high quality of life for Big Sky workers.
  - *Examples include but are not limited to, research, marketing, business development, and professional training.*
- **Health & Safety:** Addresses emergency, medical, and social services essential to the welfare of Big Sky -- in many cases, resulting in property tax or fee reduction.
  - *Examples, include but are not limited to, search and rescue, fire, medical, hospital, food security, social programs, and law enforcement.*
- **Housing:** Addresses long-term (30+ days) rental and ownership opportunities for Big Sky workers.
  - *Examples include but are not limited to, deed and affordability restrictions.*
- **Public Works:** Addresses core utilities and services used broadly by the community -- in many cases, resulting in property tax or fee reduction.
  - *Examples include but are not limited to, transportation, postal services, water and sewer, and other utilities.*
- **Recreation:** Addresses indoor or outdoor activities done for the enjoyment and health of residents and visitors.
  - *Examples include but are not limited to, parks, trails, public access, training, sports and recreation.*

## Exhibit C: Eligibility Requirements

Minimum requirements for an application to be eligible for board review.

Requirement	Description	Applicable Investment Types	Evaluation Method
Matching Funds	For every dollar requested from Resort Tax 25 cents match from other funding source(s).	<ul style="list-style-type: none"> <li>• Administration</li> <li>• Capital</li> <li>• Programming</li> </ul>	Project budget
Preliminary Engineering Report	Capital for construction projects, \$50,000 and greater, must provide a preliminary engineering report (PER) by a licensed architect or engineer.	<ul style="list-style-type: none"> <li>• Capital (construction only)</li> </ul>	Document upload of PER
Submission Deadline	Application and supplement materials must be submitted on or before posted deadlines.	<ul style="list-style-type: none"> <li>• Administration</li> <li>• Capital</li> <li>• Programming</li> </ul>	Completion date
Active BSRAD Registration	Sponsors must be actively registered with the District by the application deadline.	<ul style="list-style-type: none"> <li>• Administration</li> <li>• Capital</li> <li>• Programming</li> </ul>	Registration status as of application deadline.
Application Score	Applications must receive a score of 60 or higher to be eligible for funding.	<ul style="list-style-type: none"> <li>• Administration</li> <li>• Capital</li> <li>• Programming</li> </ul>	Score
Management Agreement for Pass Through Funding	Sponsors with pass-through funding to another sponsor (Resort Tax funded entity) must have a formal agreement in place prior to submission.	<ul style="list-style-type: none"> <li>• Administration</li> <li>• Capital</li> <li>• Programming</li> </ul>	Uploaded document
Project Reports	Sponsors must be up to date on reporting to the District from the current fiscal year award.	<ul style="list-style-type: none"> <li>• Administration</li> <li>• Capital</li> <li>• Programming</li> </ul>	FY24 Project Reports
Request Amount	Requests must be \$25,000 or greater. <i>Smaller requests may be submitted using the "micro-grant" form/process.</i>	<ul style="list-style-type: none"> <li>• Administration</li> <li>• Capital</li> <li>• Programming</li> </ul>	Project budget
Organization Type	Sponsoring organization must be a nonprofit or other non-government entity	<ul style="list-style-type: none"> <li>• Administration</li> <li>• Capital</li> <li>• Programming</li> </ul>	Sponsor Information



## Exhibit D: Score Criteria

The following is an outline of what criteria and traits the board prefers to invest in. Criteria will carry more weight and receive a higher score based on preference. Scores will be calculated based on application responses and data provided by sponsors.

Criteria & Value	Description	Preference/Weight	Evaluation Method
Audience Served <b>15 Points</b>	What is the audience directly being served by this project?	<ul style="list-style-type: none"> <li>• <b>15 pts:</b> Serves residents and visitors</li> <li>• <b>10 pts:</b> Serves residents only</li> <li>• <b>5 pts:</b> Serves visitors only</li> </ul>	Application question: Audience served
Investment Type <b>15 Points</b>	What investment type is this project?	<ul style="list-style-type: none"> <li>• <b>15 pts:</b> Capital-included in CIP</li> <li>• <b>10 pts:</b> Capital &amp; Programming</li> <li>• <b>5 pts:</b> Administration</li> </ul>	Application question: Investment Type
Forecasting Accuracy <b>10 Points</b>	How accurately was this project forecasted on last year's application? <i>If the sponsor has not requested resort tax funds in the last 3 years they will receive 10 points.</i>	<ul style="list-style-type: none"> <li>• <b>10 pts:</b> 0-15% forecasting variance YOY</li> <li>• <b>7 pts:</b> 16-29% forecasting variance YOY</li> <li>• <b>3 pts:</b> 30% or greater forecasting accuracy YOY</li> </ul>	Forecasted amount on FY24 App & FY25 Request
Matching Funds <b>10 Points</b>	What portion of project costs are being requested of resort tax?	<ul style="list-style-type: none"> <li>• <b>10 pts:</b> 25% or less requested of resort tax</li> <li>• <b>7 pts:</b> 26-48% requested of resort tax</li> <li>• <b>3 pts:</b> 49-74% requested of resort tax</li> </ul>	Project budget
Partnerships <b>10 Points</b>	How many partners does this project have?	<ul style="list-style-type: none"> <li>• <b>10 pts:</b> 4 or more partners</li> <li>• <b>7 pts:</b> 1-3 partners</li> <li>• <b>3 pts:</b> No partners</li> </ul>	Application question: Partnerships
Program Expense Ratio <b>10 Points</b>	What percentage of the sponsors expenses are programming related?	<ul style="list-style-type: none"> <li>• <b>10 pts:</b> Program expense ratio 70% or higher</li> <li>• <b>7 pts:</b> Program expense ratio of 51-69%</li> <li>• <b>3 pts:</b> Program expense ratio less than 50</li> </ul>	Sponsor efficiency worksheet data

Criteria & Value	Description	Preference/Weight	Evaluation Method
Public Funds & Government Service Alignment <b>10 Points</b>	Is this project providing a service typically provided by a government agency? OR Is this a project (or similar to) that is funded by public tax dollars in other Montana communities?	<ul style="list-style-type: none"> <li>• <b>10 pts:</b> Publicly funded elsewhere</li> <li>• <b>0 pts:</b> Not typically publicly funded</li> </ul>	Application question: provide an example of another community
SMART Community Need <b>10 Points</b>	Does this project meet an identifiable and measurable need outlined in the Our Big Sky Vision and Strategy, the Big Sky Capital Improvement Plan, and other guiding documents?	<ul style="list-style-type: none"> <li>• <b>10 pts:</b> Addresses identified and measurable community need</li> <li>• <b>0 pts:</b> Does not address any identified and measurable community need</li> </ul>	Application question: SMART Metrics
Annuity <b>5 Points</b>	<p>For how many years will this project need resort tax funding?</p> <p><i>Applicable to Administration and Programming requests only. Capital requests will receive 5 points.</i></p>	<ul style="list-style-type: none"> <li>• <b>5 pts:</b> 1 year of RT funding</li> <li>• <b>3 pts:</b> 2-3 years of RT funding</li> <li>• <b>2 pts:</b> 3+ years of RT funding</li> </ul>	Application question: Annuity
Programming Growth Rate <b>5 Points</b>	<p>Is the amount of requested growing at a higher rate than Gallatin County wage growth?</p> <p><i>Applicable to recurring Administration and Programming requests only. New and capital requests will receive 5 points.</i></p>	<ul style="list-style-type: none"> <li>• <b>5 pts:</b> ≤10% growth</li> <li>• <b>3 pts:</b> 11-20% growth</li> <li>• <b>2 pts:</b> &gt;21% growth</li> </ul>	FY25 Request amount & FY24 Request amount



# FY25 FUNDING REQUEST OVERVIEW

Total Requests: **\$16,937,098**  
 Budgeted Projection: \$13,900,934 (+22%)

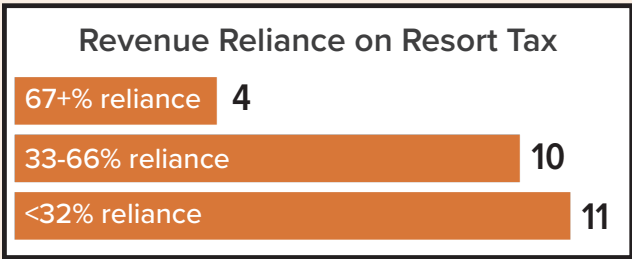
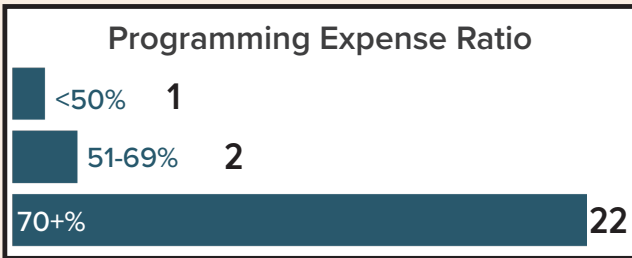
**45 Projects | 25 Sponsors**

  
**GOVERNMENT**  
 12 Projects  
 \$8,809,405

  
**NONPROFIT**  
 33 Projects  
 \$8,127,693

<b>FY23</b>	71 Projects   24 Sponsors	Award: <b>\$13,241,033</b>
<b>FY24</b>	57 Projects   24 Sponsors	Award: <b>\$14,719,700</b>
<b>FY25</b>	44 Projects   25 Sponsors	Request: <b>\$16,937,098</b>
<b>FY26</b>		Forecast: <b>\$16,345,461</b>
<b>FY27</b>		Forecast: <b>\$16,463,225</b>

## SPONSOR OVERVIEW



**Audit Report?**    10 Yes    15 No

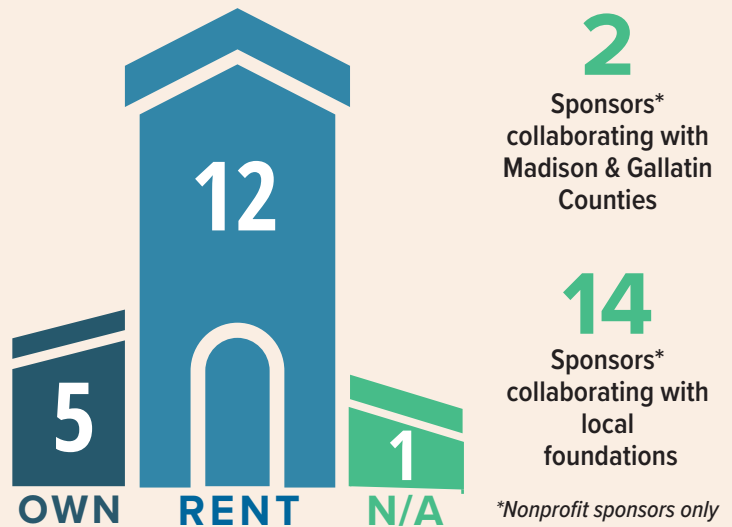
**FY24 Awards Distributed to date**

0-25%	2
26-50%	3
51-75%	11
76-100%	7

**Full-Time Employees**

<1	4
1-5	10
6-25	6
25+	4

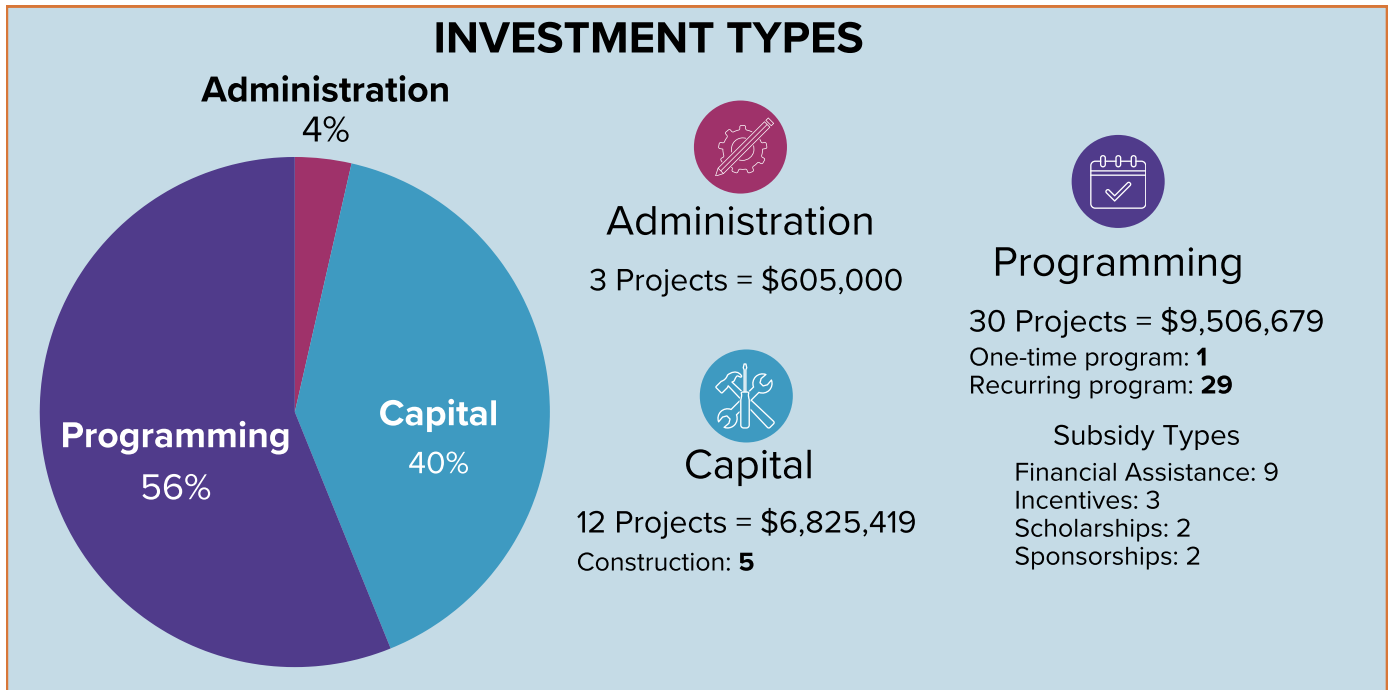
### Rent vs. Own\*



### Aggregate Wage Data

	Low	Average	High
Tier 1-Executive	\$80,000	\$132,278	\$225,000
Tier 2-VP	\$60,000	\$105,829	\$197,600
Tier 3-Director	\$40,000	\$82,394	\$140,000
Tier 4-Manager	\$45,000	\$73,031	\$124,800
Tier 5-Coordinator	\$23,400	\$60,427	\$110,000

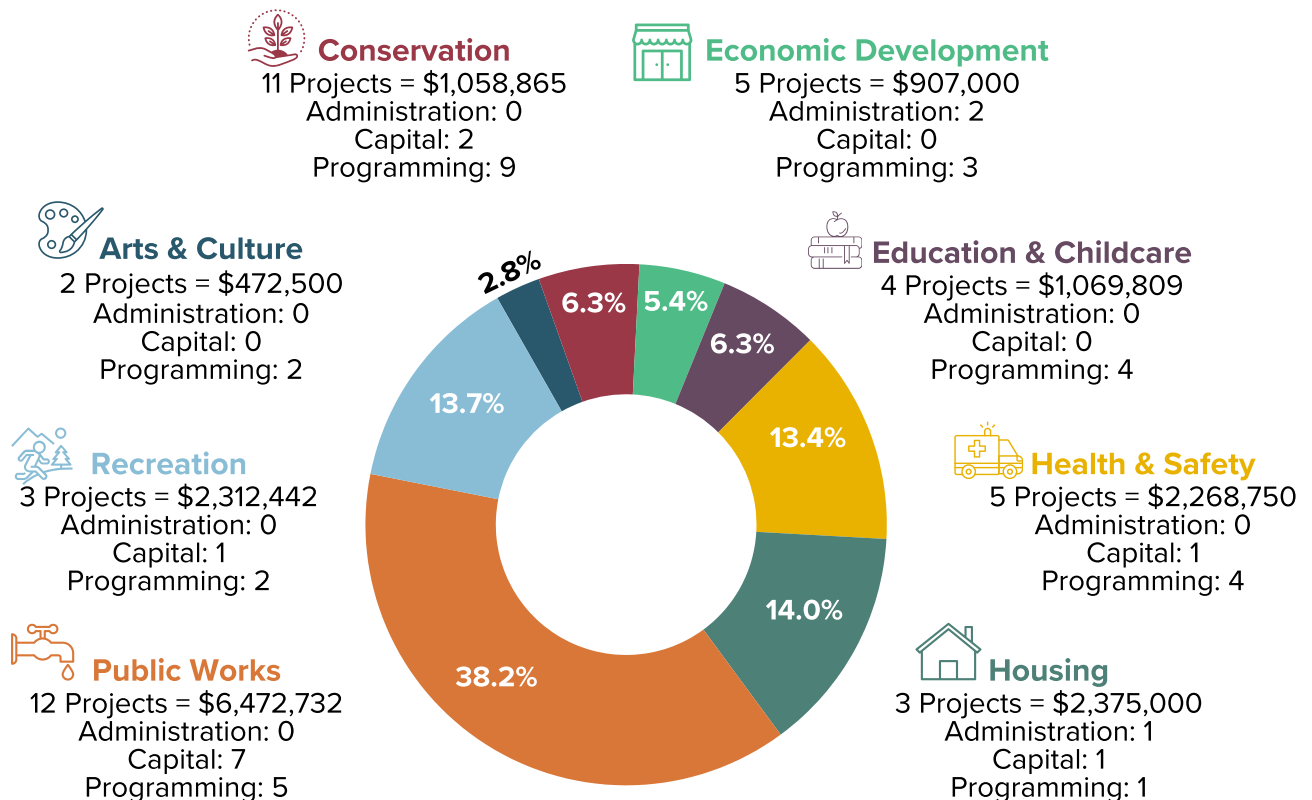
# PROJECT OVERVIEW



## REQUEST BREAKDOWN

Request Amount	\$25,000-\$99,999	\$100,000-\$249,999	\$250,000+
Number of Projects	15	16	14

## IMPACT AREAS



# ARTS COUNCIL OF BIG SKY (ACBS)

\$245,000 (3.0% of requests)

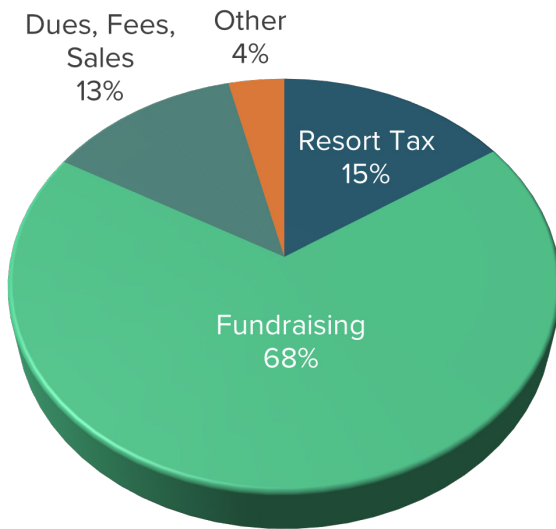
Projected: \$270,000 (-9%)



\$245,000 • 2025 Music in the Mountains Free Summer Community Concert Series (Programming)

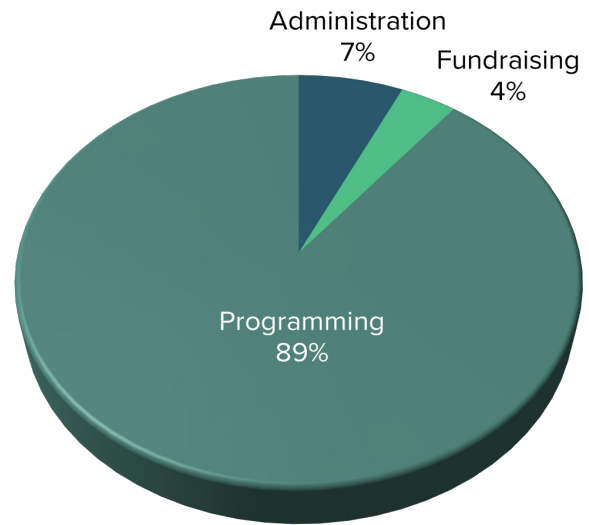
## REVENUE DISTRIBUTION

Current FY Budget



## EXPENSE DISTRIBUTION

Current FY Budget



FY23 Award: \$225,000

FY24 Award: \$250,000

\$15,000 • Music in the Mountains Transport Vehicle Electric UTV (Opportunity Grant)  
\$235,000 • 2024 Music in the Mountains

FY25 Request: \$245,000

**Big Sky Arts Council  
Sponsor Efficiency Worksheet**

<b>1) REVENUE</b> <b>(Cash only, do not include in-kind)</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Public Funding-Resort Tax	\$ 225,000	\$ 235,000	4%	16%
Public Funding-Other <i>(mills, county, etc)</i>	\$ -	\$ -		0%
Fundraising-Private Dontaions	\$ 501,836	\$ 529,500	6%	35%
Fundraising <i>Corporate Donations &amp; Sponsorships</i>	\$ 91,550	\$ 120,000	31%	8%
Fundraising-Grants	\$ 74,846	\$ 125,000	67%	8%
Fundraising-Events	\$ 159,952	\$ 250,000	56%	17%
Direct Revenue <i>Dues, fees, sales</i>	\$ 180,926	\$ 195,300	8%	13%
Other-explain below	\$ 66,632	\$ 56,625	-15%	4%
<b>TOTAL</b>	<b>\$ 1,300,742</b>	<b>\$ 1,511,425</b>	<b>16%</b>	<b>100%</b>
<i>Other Revenue Explanaiton</i>	In kind; interest			
<b>2) EXPENSES</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Administration <i>Management &amp; General Expenses reported in section IX on a 990</i>	\$ 93,368	\$ 100,000	7%	7%
Fundraising <i>Fundraising Expenses reported in section IX on a 990</i>	\$ 50,934	\$ 54,000	6%	4%
Programming <i>Program Expenses reported in section IX on a 990</i>	\$ 975,445	\$ 1,308,235	34%	89%
<b>TOTAL</b>	<b>\$ 1,119,747</b>	<b>\$ 1,462,235</b>	<b>31%</b>	<b>100%</b>
<b>3) GROWTH FORECAST</b>	<b>Previous-FY</b>	<b>Current-FY</b>	<b>Upcoming-FY</b>	
<b>Total # of FTE</b>	5.75	6.75	7.25	
<b>Payroll &amp; Benefits</b>	\$ 426,662	\$ 511,065	\$ 530,000	
<b>Total Operating Budget</b> <i>(including payroll &amp; benefits)</i>	\$ 1,234,110	\$ 1,454,800	\$ 1,350,000	
<b>Capital Expenditures</b>	\$ 14,750	\$ 50,000		
<b>OPERATING BUDGET GROWTH</b>	<b>Previous-Current</b>	<b>Current-Upcoming</b>		
	18%	-7%		
<b>4) RESERVES ON HAND</b>	<b>Amount</b>	<b>Explanation</b>		
Restricted-Explain in column c	\$ 16,717	Classical music accounts		
Unrestricted	\$ 173,238	-		
Goal				
<b>5) PAYROLL DETAIL</b>				
<b>Level of Position</b>	<b>Salary Range</b>	<b>Benefits Summary</b>		
<b>Tier 1</b> <i>(Eg Executive)</i>	\$106,700	400 toward health insurance; \$60 cell phone stipend		
<b>Tier 2</b> <i>(Eg Vice President)</i>	\$89,880	400 toward health insurance; \$60 cell phone stipend		
<b>Tier 3</b> <i>(Eg Director)</i>	\$72,293	400 toward health insurance; \$60 cell phone stipend		
<b>Tier 4</b> <i>(Eg Manager)</i>				
<b>Tier 5</b> <i>(Eg Coordinator/Assistant)</i>	\$55,000	400 toward health insurance; \$60 cell phone stipend		

# 2025 MUSIC IN THE MOUNTAINS FREE SUMMER COMMUNITY CONCERT SERIES

ARTS COUNCIL OF BIG SKY (ACBS)

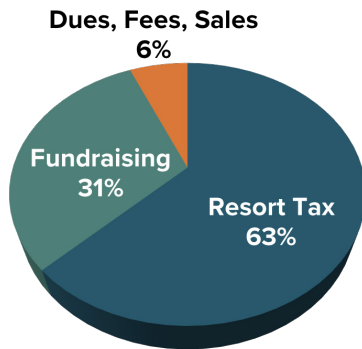
Request: \$245,000

Total Project Cost: \$390,000

## ARTS AND CULTURE • PROGRAMMING

Music in the Mountains is a family-friendly, free concert series held on Thursdays in Len Hill Park. It pairs nationally touring bands with local and regional musicians to create a vibrant, fun and cultural event for Big Sky’s residents and visitors.

### MATCHING FUNDS



### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Programming	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 49-74% Requested of Resort Tax	<b>3</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) <10% Growth	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>85</b>

### Our Big Sky Strategy

Big Sky is an Arts and Culture Hub

### SMART Goal

50% of Arts and Culture Events are Zero Waste by 6/30/25

### SMART Goal Measurement

This project really is working towards two of the above SMART goals. We are working hard for Music in the Mountains to become a Zero Waste event. In the last few years we have:

- contracted YES to provide recycle and compost receptacles at MITM events, significantly lowering the amount of trash collected.
- worked with SNO to provide a drinking water station in Len Hill Park for concerts for reusable water bottles
- transitioned backstage green room to all compostable/recyclable serving products (utensils, napkins, plates, etc.)
- eliminated plastic water bottles backstage by partnering with SNO to provide reusable aluminum water bottles to all artists
- required vendors to offer compostable and recyclable serving items

This project is also adding to the overall number of arts and cultural offerings. In 2023 we added an extra concert in September (Metal in the Mountains) that we plan to continue in 2024 and beyond. In 2024 we will be offering 13 free concerts and in 2025 we will be offering 14.

**Project Name:** 2025 Music in the Mountains Free Summer Community Concert Series

<b>Revenue</b> <i>Cash only, not including In-Kind</i>	<b>FY25 Request</b> <i>(7/1/23-6/30/24)</i>	<b>FY26 Forecasted Request</b> <i>(7/1/24-6/30/25)</i>	<b>FY27 Forecasted Request</b> <i>(7/1/25-6/30/26)</i>	<b>FY25 Matching Funds %</b>
Resort Tax	\$ 245,000	\$ 250,000	\$ 255,000	63%
Other Public Funding				0%
Private Donations	\$ 5,000	\$ 5,000	\$ 5,000	1%
Corporate Donations & Sponsorships	\$ 100,000	\$ 105,000	\$ 105,000	26%
Grants	\$ 15,000	\$ 17,500	\$ 17,500	4%
Events				0%
Dues, Fees, Sales	\$ 25,000	\$ 27,000	\$ 28,000	6%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 390,000</b>	<b>\$ 404,500</b>	<b>\$ 410,500</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		

**EXPENSES**

<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>	
Contract Services	\$ 240,000	\$ 285,000	
Property Acquisition			
Marketing, Advertising, and Communications	\$ 5,000	\$ 15,000	
Materials and Supplies		\$ 20,000	
Payroll and Benefits			
Repairs and Maintenance		\$ 2,500	
Scholarships and Financial Assistance			
Travel		\$ 2,500	
Other (explain below)			
<i>Subtotal-Direct</i>	<b>\$ 245,000</b>	<b>\$ 325,000</b>	
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>	
Contract Services	\$ -		
Insurance (Liability, D&O, Vehicle, Umbrella, etc)		\$ 21,000	
Marketing, Advertising, and Communications			
Memberships (Industry and Trade Organizations)			
Office Expenses			
Payroll and Benefits		\$ 75,000	
Rent and Mortgage			
Repairs and Maintenance			
Sponsorships			
Travel & Training			
Other (explain below)			
<i>Subtotal-Indirect</i>	<b>\$ -</b>	<b>\$ 96,000</b>	
<b>EXPENSES TOTAL</b>	<b>\$ 245,000</b>	<b>\$ 421,000</b>	
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>



# BIG SKY COMMUNITY FOOD BANK (BSCFB)

\$75,000 (0.9% of requests)

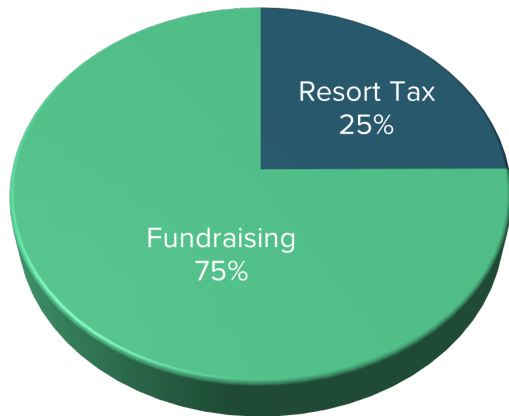
Projected: \$125,000 (-40%)



\$75,000 • Big Sky Workforce & Community Food Security (Programming)

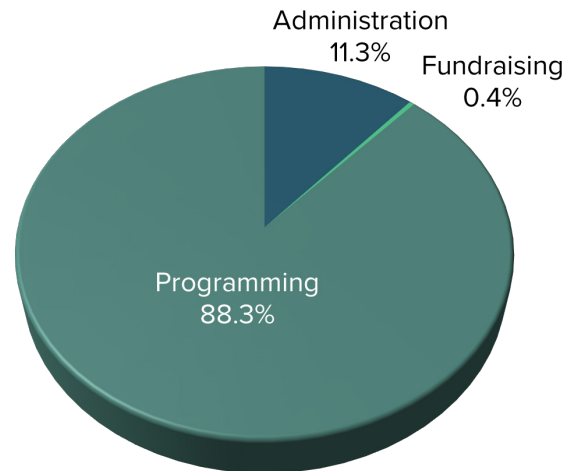
## REVENUE DISTRIBUTION

Current FY Budget



## EXPENSE DISTRIBUTION

Current FY Budget



FY23 Award: \$51,570

FY24 Award: \$70,000

\$70,000 • Emergency Food & Social Services

FY25 Request: \$75,000

**Big Sky Community Food Bank  
Sponsor Efficiency Worksheet**

<b>1) REVENUE</b> <b>(Cash only, do not include in-kind)</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Public Funding-Resort Tax	\$ 49,421	\$ 70,000	42%	25%
Public Funding-Other <i>(mills, county, etc)</i>	\$ -	\$ -		0%
Fundraising-Private Dontaions	\$ 211,401	\$ 136,000	-36%	48%
Fundraising <i>Corporate Donations &amp; Sponsorships</i>	\$ -	\$ -		0%
Fundraising-Grants	\$ 44,850	\$ 70,000	56%	25%
Fundraising-Events	\$ 20,805	\$ 5,000	-76%	2%
Direct Revenue <i>Dues, fees, sales</i>	\$ -	\$ -		0%
Other-explain below	\$ 115	\$ -	-100%	0%
<b>TOTAL</b>	<b>\$ 326,592</b>	<b>\$ 281,000</b>	<b>-14%</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Interest</i>			
<b>2) EXPENSES</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Administration <i>Management &amp; General Expenses reported in section IX on a 990</i>	\$ 30,115	\$ 31,070	3%	11.3%
Fundraising <i>Fundraising Expenses reported in section IX on a 990</i>	\$ 553	\$ 1,000	81%	0.4%
Programming <i>Program Expenses reported in section IX on a 990</i>	\$ 305,846	\$ 242,263	-21%	88.3%
<b>TOTAL</b>	<b>\$ 336,514</b>	<b>\$ 274,333</b>	<b>-18%</b>	<b>100%</b>
<b>3) GROWTH FORECAST</b>	<b>Previous-FY</b>	<b>Current-FY</b>	<b>Upcoming-FY</b>	
<b>Total # of FTE</b>	2	2	2	
<b>Payroll &amp; Benefits</b>	\$ 119,476	\$ 146,354	\$ 150,000	
<b>Total Operating Budget</b> <i>(including payroll &amp; benefits)</i>	\$ 206,706	\$ 274,333	\$ 303,760	
<b>Capital Expenditures</b>	\$ 58,000	\$ -	\$ -	
<b>OPERATING BUDGET GROWTH</b>	<b>Previous-Current</b>	<b>Current-Upcoming</b>		
	33%	11%		
<b>4) RESERVES ON HAND</b>	<b>Amount</b>	<b>Explanation</b>		
Restricted-Explain in column c	\$ 212,227	restricted to building purchase or rent short fall		
Unrestricted	\$ 640,429			
Goal	\$ 900,000			
<b>5) PAYROLL DETAIL</b>				
<b>Level of Position</b>	<b>Salary Range</b>	<b>Benefits Summary</b>		
<b>Tier 1</b> <i>(Eg Executive)</i>	\$127,909 - \$157,062	All full time positions are eligible for: Health Savings Account, life insurance, retirement with employer 7% match, 36 hour work week, Paid time off and 11 paid holidays.		
<b>Tier 2</b> <i>(Eg Vice President)</i>	\$112,613 - \$143,205			
<b>Tier 3</b> <i>(Eg Director)</i>	\$86,084 - \$121,275			
<b>Tier 4</b> <i>(Eg Manager)</i>	\$54,820 - \$103,187			
<b>Tier 5</b> <i>(Eg Coordinator/Assistant)</i>	\$30,942 - \$66,811			

# BIG SKY WORKFORCE & COMMUNITY FOOD SECURITY

BIG SKY COMMUNITY FOOD BANK (BSCFB)

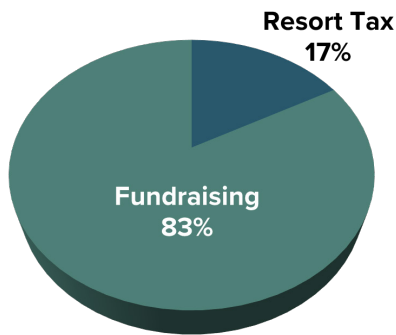
Request: \$75,000

Total Project Cost: \$445,000

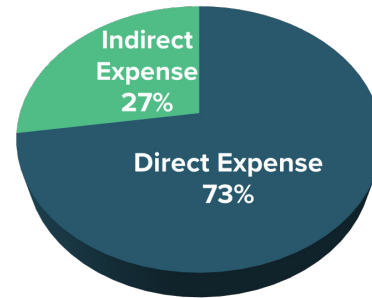
## HEALTH AND SAFETY • PROGRAMMING

Many households in Big Sky struggle to make ends meet, even while fully employed. The Big Sky Community Food Bank provides free emergency food as well as ongoing support to help paychecks stretch further each month. We provide access to an array of community resources which increase households success and stability, enhancing the livability of our mountain town.

### MATCHING FUNDS



### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents Only	<b>10</b>
<b>Investment Type</b> (max: 15 pts) Programming	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 25% or less Requested of Resort Tax	<b>10</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) <10% Growth	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>87</b>

### Our Big Sky Strategy

Comprehensive Wellness & Social Services network increases quality of life for all community members

### SMART Goal

3% increase in wellness & social service supports by 6/30/25

### SMART Goal Measurement

Big Sky Community Food Bank helps enhance Big Sky's wellness and social service support system by offering referrals and case management to customers seeking mental and behavioral health care and other supports. We are currently experiencing a 30% increase in requests for food assistance and a 150% increase in request for referral and case management from last winter. While we will not add staffing in the near future, we do provide space for our community partners to meet with customers for case management, thereby enhancing community access to wellness and social service supports. Case management hours are up 35% from last year. We are often the starting point for community members to access Big Sky's array of support services; we measure our success by counting our daily referrals (by household and unique individual) to Big Sky resources, HRDC services, and our own case management hours.

**Project Name:** Big Sky Workforce & Community Food Security

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request (7/1/23-6/30/24)	FY26 Forecasted Request (7/1/24-6/30/25)	FY27 Forecasted Request (7/1/25-6/30/26)	FY25 Matching Funds %
Resort Tax	\$ 75,000	\$ 82,500	\$ 90,750	17%
Other Public Funding				0%
Private Donations	\$ 200,000	\$ 225,000	\$ 250,000	45%
Corporate Donations & Sponsorships				0%
Grants	\$ 150,000	\$ 150,000	\$ 150,000	34%
Events	\$ 20,000	\$ 25,000	\$ 30,000	4%
Dues, Fees, Sales				0%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 445,000</b>	<b>\$ 482,500</b>	<b>\$ 520,750</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		

**EXPENSES**

<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	FY25 Resort Tax Request	FY25 Total Project	
Contract Services		\$ -	
Property Acquisition		\$ -	
Marketing, Advertising, and Communications	\$ 250	\$ 1,250	
Materials and Supplies	\$ 462	\$ 2,312	
Payroll and Benefits	\$ 37,500	\$ 187,500	
Repairs and Maintenance	\$ 438	\$ 2,188	
Scholarships and Financial Assistance	\$ 50	\$ 250	
Travel	\$ 1,119	\$ 5,594	
Other (explain below)	\$ 15,300	\$ 76,500	
<i>Subtotal-Direct</i>	<b>\$ 55,119</b>	<b>\$ 275,594</b>	
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	FY25 Resort Tax Request	FY25 Total Project	
Contract Services	\$ 8,750	\$ 43,750	
Insurance (Liability, D&O, Vehicle, Umbrella, etc)	\$ 300	\$ 1,500	
Marketing, Advertising, and Communications	\$ 1,250	\$ 6,252	
Memberships (Industry and Trade Organizations)	\$ 50	\$ 250	
Office Expenses	\$ 271	\$ 1,355	
Payroll and Benefits			
Rent and Mortgage	\$ 10,200	\$ 51,000	
Repairs and Maintenance			
Sponsorships			
Travel & Training			
Other (explain below)			
<i>Subtotal-Indirect</i>	<b>\$ 20,821</b>	<b>\$ 104,107</b>	
<b>EXPENSES TOTAL</b>	<b>\$ 75,940</b>	<b>\$ 379,701</b>	
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>
Line 11	15300	Direct	Food Costs
Of Note rent & utilities in the past have been a direct service.			

# BIG SKY COMMUNITY HOUSING TRUST (BSCHT)

\$2,000,000 (24.6% of requests)

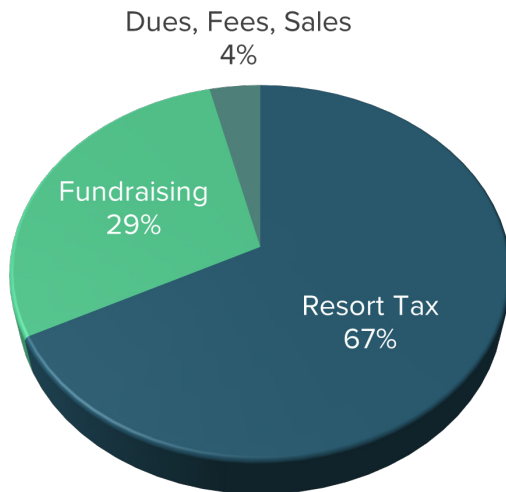
Projected: \$1,225,000 (+63%)



\$250,000 • BSCHT-Operations and Administration (*Administration*)  
\$1,750,000 • Community Housing Conversion & Preservation (*Programming*)

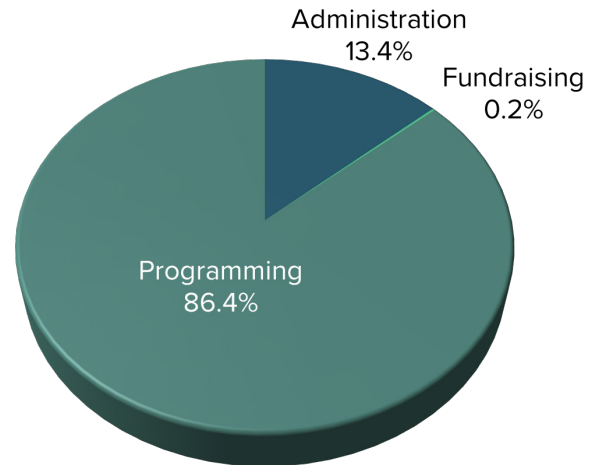
## REVENUE DISTRIBUTION

Current FY Budget



## EXPENSE DISTRIBUTION

Current FY Budget



**FY23 Award: \$1,675,000**

**FY24 Award: \$1,175,000**

\$150,000 • Rent Local  
\$225,000 • BSCHT-Operations  
\$800,000 • Good Deeds

**FY25 Request: \$2,000,000**

Big Sky Community Housing Trust  
Sponsor Efficiency Worksheet

1) REVENUE (Cash only, do not include in-kind)	Previous FY (Actual)	Current FY (Budget)	% Change	% of total (Current FY)
Public Funding-Resort Tax	\$ 1,175,000	\$ 2,050,000	74%	68%
Public Funding-Other (mills, county, etc)				0%
Fundraising-Private Dontaions	\$ 66,887	\$ 45,000	-33%	1%
Fundraising Corporate Donations & Sponsorships	\$ 8,769	\$ 15,000	71%	0%
Fundraising-Grants	\$ 742,500	\$ 780,000	5%	26%
Fundraising-Events	\$ 1	\$ 25,000	2499900%	1%
Direct Revenue Dues, fees, sales	\$ 77,948	\$ 113,797	46%	4%
Other-explain below				0%
<b>TOTAL</b>	<b>\$ 2,071,105</b>	<b>\$ 3,028,797</b>	<b>46%</b>	<b>100%</b>
<i>Other Revenue Explanaiton</i>	<i>*Event revenue was included in "Private Donations" in prior years</i>			
2) EXPENSES	Previous FY (Actual)	Current FY (Budget)	% Change	% of total (Current FY)
Administration Management & General Expenses reported in section IX on a 990	\$ 368,658	\$ 392,495	6%	13.4%
Fundraising Fundraising Expenses reported in section IX on a 990	\$ 4,508	\$ 5,000	11%	0.2%
Programming Program Expenses reported in section IX on a 990	\$ 1,825,000	\$ 2,530,000	39%	86.4%
<b>TOTAL</b>	<b>\$ 2,198,166</b>	<b>\$ 2,927,495</b>	<b>33%</b>	<b>100%</b>
3) GROWTH FORECAST	Previous-FY	Current-FY	Upcoming-FY	
Total # of FTE	3	3.5	4	
Payroll & Benefits	\$ 278,952	\$ 340,111	\$ 375,000	
Total Operating Budget (including payroll & benefits)	\$ 368,658	\$ 392,495	\$ 425,000	
Capital Expenditures				
<b>OPERATING BUDGET GROWTH</b>	<b>Previous-Current</b>	<b>Current-Upcoming</b>		
	6%	8%		
4) RESERVES ON HAND	Amount	Explanation		
Restricted-Explain in column c	\$ 471,331	Prepaid restricted grants, property management reserves as required by law		
Unrestricted	\$ 443,064			
Goal	\$ 500,000			
5) PAYROLL DETAIL				
Level of Position	Salary Range	Benefits Summary		
Tier 1 (Eg Executive)	\$120,000-\$130,000	Health Insurance premium contribution, HSA contribution, paid time off (24 days)		
Tier 2 (Eg Vice President)				
Tier 3 (Eg Director)	\$80,000-\$90,000	Health Insurance premium contribution, HSA contribution, paid time off (24 days)		
Tier 4 (Eg Manager)				
Tier 5 (Eg Coordinator/Assistant)	\$65,000-\$75,000	Health Insurance premium contribution, HSA contribution, paid time off (24 days)		

# BSCHT-OPERATIONS AND ADMINISTRATION

## BIG SKY COMMUNITY HOUSING TRUST (BSCHT)

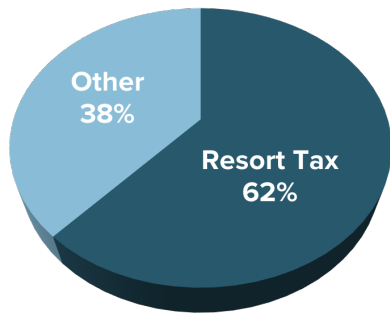
Request: \$250,000

Total Project Cost: \$405,409

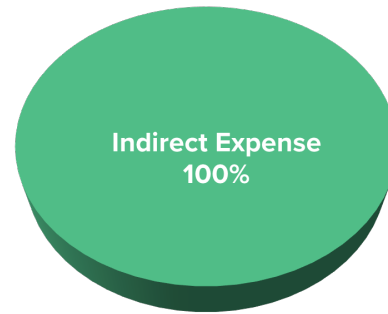
### HOUSING • ADMINISTRATION

High property values make homeownership unattainable for Big Sky’s workforce, forcing many into a rental market with high demand and little supply. Because of this, most renters live in constant uncertainty about lease renewals, with the fear of homelessness looming every lease cycle. BSCHT aims to tackle this crisis by preserving and developing homes for the community.

#### MATCHING FUNDS



#### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents Only	<b>10</b>
<b>Investment Type</b> (max: 15 pts) Administration	<b>5</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 49-74% Requested of Resort Tax	<b>3</b>
<b>Partnerships</b> (max: 10 pts) No Partners	<b>3</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) 11-20% Growth	<b>3</b>
<b>Total Score</b> (max: 100 pts)	<b>66</b>

#### Our Big Sky Strategy

Variety of Affordable Housing Options for All Local Workers

#### SMART Goal

Convert or preserve 3% of units to long-term rentals for Big Sky workers by 6/30/25

#### SMART Goal Measurement

FY25 marks the opening of RiverView Apartments, a collaborative project first announced in January 2021. BSCHT’s portion will add 24 rental apartments to the community’s housing stock. Currently, the only rentals of its kind are the 36 Big Sky Apartments near Big Sky Resort, which forces the community to rely on private property owners and employee housing for its rental stock, creating a volatile rental market that has forced many families out of the community. After the opening of RiverView, BSCHT will reevaluate rental demand. As over 500 people initially signed up for its RiverView waitlist, BSCHT anticipates continuing preservation programs like Good Deeds and revamping Rent Local to match current demand so the program can continue as a stop-gap solution until the community can permanently convert or build enough rental inventory. It will also partner with LMLC to best use the stock LMLC built at Powder Light and RiverView utilizing community SFEs (water/sewer hookups).

**Project Name:** BSCHT-Operations and Administration

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$250,000	\$275,000	\$300,000	62%
Other Public Funding				0%
Private Donations				0%
Corporate Donations & Sponsorships				0%
Grants				0%
Events				0%
Dues, Fees, Sales				0%
Other* (explain below)	\$155,409	\$160,000	\$175,000	38%
<b>TOTAL</b>	<b>\$ 405,409</b>	<b>\$ 435,000</b>	<b>\$ 475,000</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		
	\$ 155,409	BSCHT Unrestricted Funds		
<b>EXPENSES</b>				
<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services				
Property Acquisition				
Marketing, Advertising, and Communications				
Materials and Supplies				
Payroll and Benefits				
Repairs and Maintenance				
Scholarships and Financial Assistance				
Travel				
Other (explain below)				
<i>Subtotal-Direct</i>	\$ -	\$ -		
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services	\$ 24,000	\$ 24,000		
Insurance (Liability, D&O, Vehicle, Umbrella, etc)	\$ 4,000	\$ 4,000		
Marketing, Advertising, and Communications	\$ 4,500	\$ 4,500		
Memberships (Industry and Trade Organizations)	\$ 1,500	\$ 1,500		
Office Expenses	\$ 8,550	\$ 8,550		
Payroll and Benefits	\$ 197,616	\$ 353,025		
Rent and Mortgage	\$ 4,992	\$ 4,992		
Repairs and Maintenance				
Sponsorships				
Travel & Training	\$ 4,842	\$ 4,842		
Other (explain below)				
<i>Subtotal-Indirect</i>	\$ 250,000	\$ 405,409		
<b>EXPENSES TOTAL</b>	<b>\$ 250,000</b>	<b>\$ 405,409</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	



# COMMUNITY HOUSING CONVERSION AND PRESERVATION

BIG SKY COMMUNITY HOUSING TRUST (BSCHT)

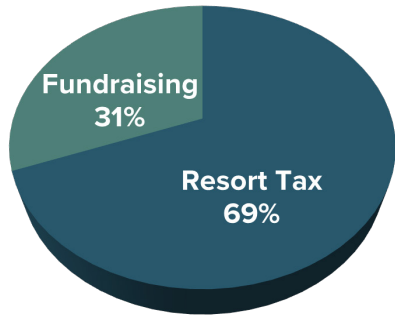
Request: \$1,750,000

Total Project Cost: \$2,530,000

## HOUSING • PROGRAMMING

This project funds programs and initiatives designed to preserve existing homes for local use. BSCHT will employ a suite of tools to ensure a significant portion of the community’s residential housing is available for purchase or long-term lease by the local workforce. BSCHT developed all tools with significant community input and consistent funding from BSRAD.

### MATCHING FUNDS



### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents Only	<b>10</b>
<b>Investment Type</b> (max: 15 pts) Programming	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 30%+ Forecasting Variance YOY	<b>3</b>
<b>Matching Funds</b> (max: 10 pts) 49-74% Requested of Resort Tax	<b>3</b>
<b>Partnerships</b> (max: 10 pts) 1-3 Partners	<b>7</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) 21%+ Growth	<b>2</b>
<b>Total Score</b> (max: 100 pts)	<b>67</b>

### Our Big Sky Strategy

Variety of Affordable Housing Options for All Local Workers

### SMART Goal

Build or preserve 3% of homes that Big Sky workers and residents can afford to purchase by 6/30/25

### SMART Goal Measurement

The primary tool we will employ is the Good Deeds program, which purchases deed restrictions on existing properties faster and at a quarter of the cost of new construction. The program meets SMART goals by requiring workforce occupancy and prohibiting short-term rentals. These restrictions transfer between owners in perpetuity and can assist new buyers, existing homeowners, and developers of new homes. Good Deeds will use about 80% of this funding to restrict approximately 12 homes. The secondary tool BSCHT will utilize is the Rent Local program. Rent Local incentivizes owners to turn their vacation rentals into long-term rentals for local workers and requires landlords to adhere to affordable rental rates. Rent Local will use about 10% of this funding to flip approximately 15 vacation rentals. Additionally, because high down payments present barriers to homeownership, BSCHT will administer a Down Payment Assistance program, using approximately 10% of the funds to assist local buyers.

**Project Name:** Community Housing Conversion and Preservation

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$ 1,750,000	\$ 1,850,000	\$ 2,000,000	69%
Other Public Funding				0%
Private Donations				0%
Corporate Donations & Sponsorships				0%
Grants	\$ 780,000	\$ 780,000	\$ 780,000	31%
Events				0%
Dues, Fees, Sales				0%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 2,530,000</b>	<b>\$ 2,630,000</b>	<b>\$ 2,780,000</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		
<b>EXPENSES</b>				
<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services	\$ 1,225,000	\$ 1,725,000		
Property Acquisition				
Marketing, Advertising, and Communications				
Materials and Supplies	\$ 100,000	\$ 100,000		
Payroll and Benefits				
Repairs and Maintenance	\$ 250,000	\$ 250,000		
Scholarships and Financial Assistance				
Travel	\$ 175,000	\$ 480,000		
Other (explain below)				
<i>Subtotal-Direct</i>	<i>\$ 1,750,000</i>	<i>\$ 2,555,000</i>		
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services				
Insurance (Liability, D&O, Vehicle, Umbrella, etc)				
Marketing, Advertising, and Communications				
Memberships (Industry and Trade Organizations)				
Office Expenses				
Payroll and Benefits				
Rent and Mortgage				
Repairs and Maintenance				
Sponsorships				
Travel & Training				
Other (explain below)				
<i>Subtotal-Indirect</i>	<i>\$ -</i>	<i>\$ -</i>		
<b>EXPENSES TOTAL</b>	<b>\$ 1,750,000</b>	<b>\$ 2,555,000</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	

# BIG SKY COMMUNITY ORGANIZATION (BSCO)

\$1,708,159 (21.0% of requests)

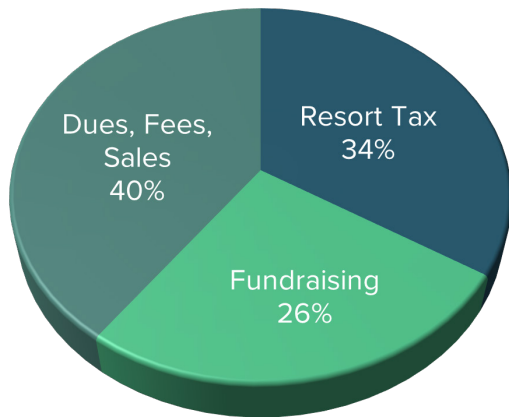
Projected: \$1,622,500 (+5%)



- \$101,250 • Additional Parking & Public Restrooms for Community Park (Capital - In CIP)
- \$1,606,909 • Renovation of Athletic Fields & Riverside Pavillion Recreation Area @ Big Sky Community Park (Capital - In CIP)

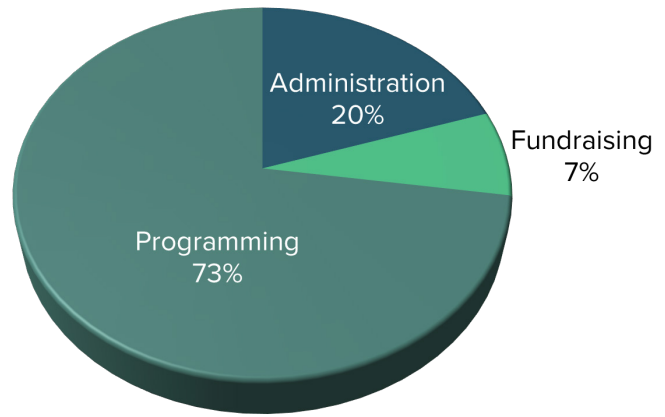
## REVENUE DISTRIBUTION

Current FY Budget



## EXPENSE DISTRIBUTION

Current FY Budget



**FY23 Award: \$1,827,852**

**FY24 Award: \$1,020,500**

- \$37,500 • Community Warming Hut & Green Room
- \$108,625 • Parks & Trails Equipment
- \$110,000 • Trail Projects & Safety
- \$764,375 • Big Sky Community Park Implementation Phase 1

**FY25 Request: \$1,708,159**

**Big Sky Community Organization  
Sponsor Efficiency Worksheet**

<b>1) REVENUE (Cash only, do not include in-kind)</b>	<b>Previous FY (Actual)</b>	<b>Current FY (Budget)</b>	<b>% Change</b>	<b>% of total (Current FY)</b>
Public Funding-Resort Tax	\$ 1,725,111	\$ 1,020,500	-41%	34%
Public Funding-Other <i>(mills, county, etc)</i>	\$ -	\$ -		0%
Fundraising-Private Dontaions	\$ 1,587,460	\$ 373,325	-76%	12%
Fundraising <i>Corporate Donations &amp; Sponsorships</i>	\$ 43,300	\$ 50,500	17%	2%
Fundraising-Grants	\$ 358,793	\$ 206,300	-43%	7%
Fundraising-Events	\$ 222,561	\$ 166,980	-25%	6%
Direct Revenue <i>Dues, fees, sales</i>	\$ 1,177,578	\$ 1,202,561	2%	40%
Other-explain below	\$ 6,961	\$ 1,500	-78%	0%
<b>TOTAL</b>	<b>\$ 5,121,765</b>	<b>\$ 3,021,666</b>	<b>-41%</b>	<b>100%</b>
<i>Other Revenue Explanaition</i>	<i>Other revenue is interest income</i>			
<b>2) EXPENSES</b>	<b>Previous FY (Actual)</b>	<b>Current FY (Budget)</b>	<b>% Change</b>	<b>% of total (Current FY)</b>
Administration <i>Management &amp; General Expenses reported in section IX on a 990</i>	\$ 311,255	\$ 873,399	181%	20%
Fundraising <i>Fundraising Expenses reported in section IX on a 990</i>	\$ 117,812	\$ 323,727	175%	7%
Programming <i>Program Expenses reported in section IX on a 990</i>	\$ 3,868,105	\$ 3,184,510	-18%	73%
<b>TOTAL</b>	<b>\$ 4,297,172</b>	<b>\$ 4,381,636</b>	<b>2%</b>	<b>100%</b>
<b>3) GROWTH FORECAST</b>	<b>Previous-FY</b>	<b>Current-FY</b>	<b>Upcoming-FY</b>	
<b>Total # of FTE</b>	25	28	30	
<b>Payroll &amp; Benefits</b>	\$ 1,667,253	\$ 2,196,607	\$ 2,345,022	
<b>Total Operating Budget</b> <i>(including payroll &amp; benefits)</i>	\$ 2,979,257	\$ 3,344,832	\$ 3,720,425	
<b>Capital Expenditures</b>	\$ 1,384,750	\$ 2,825,178	\$ 8,500,000	
<b>OPERATING BUDGET GROWTH</b>	<b>Previous-Current</b>	<b>Current-Upcoming</b>		
	12%	11%		
<b>4) RESERVES ON HAND</b>	<b>Amount</b>	<b>Explanation</b>		
Restricted-Explain in column c	\$ 300,000	Capital Reserve Fund		
Unrestricted	\$ 260,000			
Goal	\$ 780,000			
<b>5) PAYROLL DETAIL</b>				
<b>Level of Position</b>	<b>Salary Range</b>	<b>Benefits Summary</b>		
<b>Tier 1</b> <i>(Eg Executive)</i>	100K-200K	Health, Dental, Vision, 403(b), PTO		
<b>Tier 2</b> <i>(Eg Vice President)</i>	N/A	N/A		
<b>Tier 3</b> <i>(Eg Director)</i>	70K - 140K	Health, Dental, Vision, 403(b), PTO		
<b>Tier 4</b> <i>(Eg Manager)</i>	50K-90K	Health, Dental, Vision, 403(b), PTO		
<b>Tier 5</b> <i>(Eg Coordinator/Assistant)</i>	50K-80K	Health, Dental, Vision, 403(b), PTO		

# ADDITIONAL PARKING AND PUBLIC RESTROOMS FOR COMMUNITY PARK

BIG SKY COMMUNITY ORGANIZATION (BSCO)

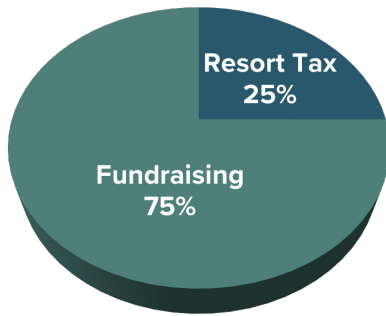
Request: \$101,250

Total Project Cost: \$405,000

## PUBLIC WORKS • CAPITAL - IN CIP

Constructing amenities in the Big Sky Community Park by adding two additional parking areas and a public restroom facility to improve visitor convenience and accessibility will significantly enhance overall user satisfaction.

### MATCHING FUNDS



### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents	<b>10</b>
<b>Investment Type</b> (max: 15 pts) Capital-included in CIP	<b>15</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 25% or less Requested of Resort Tax	<b>10</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 1 Year of Resort Tax Funding	<b>5</b>
<b>Programming Growth Rate</b> (max: 5 pts) Capital or new project	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>95</b>

### Our Big Sky Strategy

Big Sky and the Region Have World-Class Transportation Infrastructure and Services

### SMART Goal

Increasing connections with other transportation providers by 3% by 6/30/25

### SMART Goal Measurement

Increasing the parking area in the Big Sky Community Park by over 30% will improve the opportunity for both residents and visitors to have additional connection points for other transportation providers.

**Project Name:** Additional parking and public restrooms for Community Park

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$ 101,250			25%
Other Public Funding				0%
Private Donations	\$ 253,750			63%
Corporate Donations & Sponsorships				0%
Grants	\$ 50,000			12%
Events				0%
Dues, Fees, Sales				0%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 405,000</b>	<b>\$ -</b>	<b>\$ -</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		

**EXPENSES**

<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	FY25 Resort Tax Request	FY25 Total Project	
Contract Services	\$ 101,250	\$ 405,000	
Property Acquisition			
Marketing, Advertising, and Communications			
Materials and Supplies			
Payroll and Benefits			
Repairs and Maintenance			
Scholarships and Financial Assistance			
Travel			
Other (explain below)			
<i>Subtotal-Direct</i>	<i>\$ 101,250</i>	<i>\$ 405,000</i>	
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	FY25 Resort Tax Request	FY25 Total Project	
Contract Services			
Insurance (Liability, D&O, Vehicle, Umbrella, etc)			
Marketing, Advertising, and Communications			
Memberships (Industry and Trade Organizations)			
Office Expenses			
Payroll and Benefits			
Rent and Mortgage			
Repairs and Maintenance			
Sponsorships			
Travel & Training			
Other (explain below)			
<i>Subtotal-Indirect</i>	<i>\$ -</i>	<i>\$ -</i>	
<b>EXPENSES TOTAL</b>	<b>\$ 101,250</b>	<b>\$ 405,000</b>	
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>

# RENOVATION OF ATHLETIC FIELDS & RIVERSIDE PAVILLION RECREATION AREA AT THE BIG SKY COMMUNITY PARK

Request: \$1,606,909

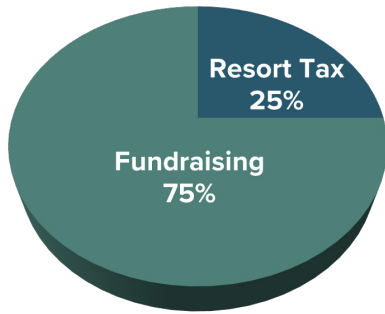
Total Project Cost: \$6,427,635

BIG SKY COMMUNITY ORGANIZATION (BSCO)

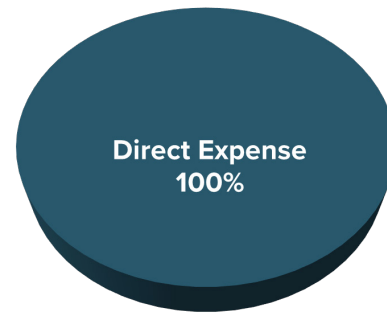
## RECREATION • CAPITAL - IN CIP

Expanding and transforming the athletic fields at the Community Park into low-maintenance synthetic turf, enhancing the playability and extending usability throughout the year. Renovating the Riverside Pavilion recreation area into a family-friendly space reminiscent of a backyard setting, providing diverse recreational opportunities for residents and visitors alike.

### MATCHING FUNDS



### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Capital-Included in CIP	<b>15</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 25% or less Requested of Resort Tax	<b>10</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 1 Year of Resort Tax Funding	<b>5</b>
<b>Programming Growth Rate</b> (max: 5 pts) <10% Growth	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>100</b>

### Our Big Sky Strategy

World-Class Year-Round Recreational Opportunities

### SMART Goal

Increase year-round recreational opportunities by 3% by 6/30/25

### SMART Goal Measurement

By upgrading the athletic fields at Big Sky Community Park, the extended usability by an additional 12 weeks enhances year-round recreational opportunities for residents and visitors alike. This improvement not only accommodates a wider range of activities but also ensures sustained enjoyment of outdoor sports and leisure activities throughout the seasons. We will measure progress to this goal through: Usage Data: Tracking the number of events, practices, and games held on the fields during the extended period compared to previous years. Visitor Numbers: Monitoring the park counter data during the extended period compared to previous years, indicating the heightened recreational activity.

**Project Name:** Renovation of athletic fields and Riverside Pavillion recreation area at the Big Sky Community Park

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$ 1,606,909			25%
Other Public Funding				0%
Private Donations	\$ 3,645,726			57%
Corporate Donations & Sponsorships				0%
Grants	\$ 1,000,000			16%
Events	\$ 175,000			3%
Dues, Fees, Sales				0%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 6,427,635</b>	<b>\$ -</b>	<b>\$ -</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		

**EXPENSES**

<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	FY25 Resort Tax Request	FY25 Total Project	
Contract Services	\$ 1,606,909	\$ 6,427,635	
Property Acquisition			
Marketing, Advertising, and Communications			
Materials and Supplies			
Payroll and Benefits			
Repairs and Maintenance			
Scholarships and Financial Assistance			
Travel			
Other (explain below)			
<i>Subtotal-Direct</i>	<b>\$ 1,606,909</b>	<b>\$ 6,427,635</b>	
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	FY25 Resort Tax Request	FY25 Total Project	
Contract Services			
Insurance (Liability, D&O, Vehicle, Umbrella, etc)			
Marketing, Advertising, and Communications			
Memberships (Industry and Trade Organizations)			
Office Expenses			
Payroll and Benefits			
Rent and Mortgage			
Repairs and Maintenance			
Sponsorships			
Travel & Training			
Other (explain below)			
<i>Subtotal-Indirect</i>	<b>\$ -</b>	<b>\$ -</b>	
<b>EXPENSES TOTAL</b>	<b>\$ 1,606,909</b>	<b>\$ 6,427,635</b>	
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>



# BIG SKY CHAMBER OF COMMERCE (BSCOC)

\$227,000 (2.8% of requests)

Projected: \$189,557 (+20%)

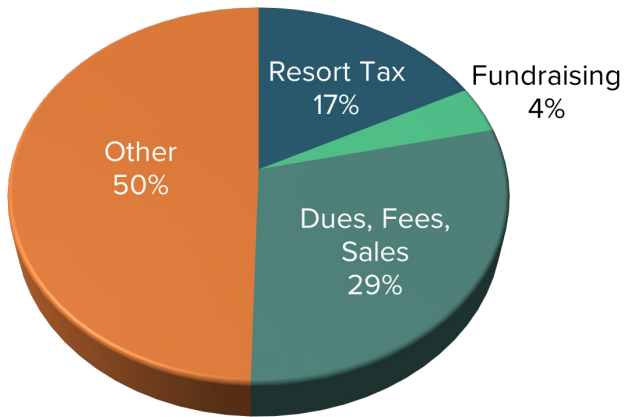


**BIG SKY**  
CHAMBER

\$87,000 • Development of Business Skills Programming (*Programming*)  
\$140,000 • Chamber Operation Programming (*Administration*)

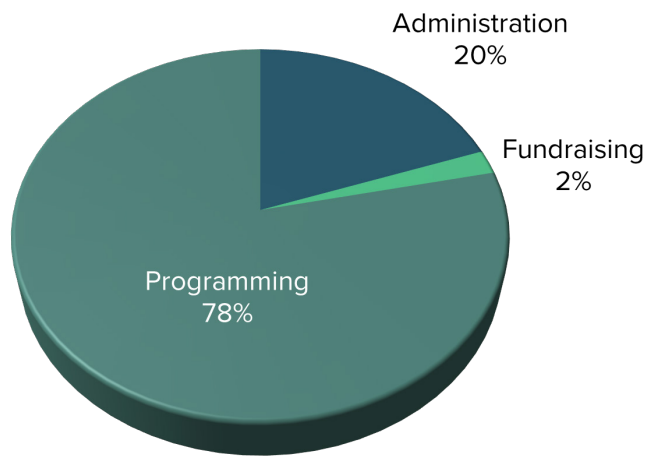
## REVENUE DISTRIBUTION

*Current FY Budget*



## EXPENSE DISTRIBUTION

*Current FY Budget*



**FY23 Award: \$279,000**

**FY24 Award: \$227,075**

\$26,000 • Workforce Sustainability Research  
\$75,000 • Development of Business Skills Programming  
\$126,075 • BSCOC-Operations

**FY25 Request: \$227,000**

Big Sky Chamber of Commerce  
Sponsor Efficiency Worksheet

1) REVENUE (Cash only, do not include in-kind)	Previous FY (Actual)	Current FY (Budget)	% Change	% of total (Current FY)
Public Funding-Resort Tax	\$ 263,215	\$ 227,075	-14%	17%
Public Funding-Other (mills, county, etc)				0%
Fundraising-Private Dontaions				0%
Fundraising Corporate Donations & Sponsorships	\$ 8,326	\$ 15,000	80%	1%
Fundraising-Grants		\$ 8,000		1%
Fundraising-Events	\$ 41,615	\$ 34,750	-16%	3%
Direct Revenue Dues, fees, sales	\$ 345,833	\$ 377,503	9%	29%
Other-explain below	\$ 519,085	\$ 645,284	24%	49%
<b>TOTAL</b>	<b>\$ 1,178,074</b>	<b>\$ 1,307,612</b>	<b>11%</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Funding from Visit Big Sky and interest income</i>			
2) EXPENSES	Previous FY (Actual)	Current FY (Budget)	% Change	% of total (Current FY)
Administration Management & General Expenses reported in section IX on a 990	\$ 309,624	\$ 247,966	-20%	20%
Fundraising Fundraising Expenses reported in section IX on a 990	\$ 27,218	\$ 26,015	-4%	2%
Programming Program Expenses reported in section IX on a 990	\$ 809,343	\$ 993,554	23%	78%
<b>TOTAL</b>	<b>\$ 1,146,185</b>	<b>\$ 1,267,535</b>	<b>11%</b>	<b>100%</b>
3) GROWTH FORECAST	Previous-FY	Current-FY	Upcoming-FY	
Total # of FTE	6.38	6.28	6.33	
Payroll & Benefits	\$ 657,374	\$ 711,667	\$ 826,000	
Total Operating Budget (including payroll & benefits)	\$ 1,146,185	\$ 1,267,535	\$ 1,350,000	
Capital Expenditures	\$ -	\$ -	\$ -	
<b>OPERATING BUDGET GROWTH</b>	<b>Previous-Current</b>	<b>Current-Upcoming</b>		
	11%	7%		
4) RESERVES ON HAND	Amount	Explanation		
Restricted-Explain in column c	\$ 400,986	Wayfinding and Building Fund		
Unrestricted	\$ 524,153			
Goal	\$ 985,000			
5) PAYROLL DETAIL				
Level of Position	Salary Range	Benefits Summary		
Tier 1 (Eg Executive)	140K to \$190K	Payroll Taxes, Workers Comp, Health Ins, Dental/Vision/IRA Match, Fringe Wellness Benefit, Short Term Disability		
Tier 2 (Eg Vice President)	80 to \$95			
Tier 3 (Eg Director)	72K to \$110K			
Tier 4 (Eg Manager)	50K to \$75K			
Tier 5 (Eg Coordinator/Assistant)	70K to \$85K - \$85K - \$110K			

# DEVELOPMENT OF BUSINESS SKILLS PROGRAMMING

BIG SKY CHAMBER OF COMMERCE (BSCOC)

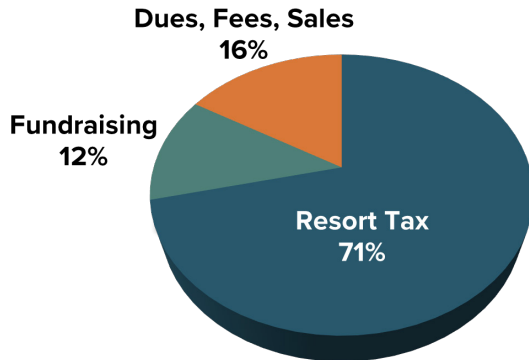
Request: \$87,000

Total Project Cost: \$122,000

## ECONOMIC DEVELOPMENT • PROGRAMMING

The Chamber can offer a collection of educational programming for Big Sky businesses. This format is similar to FY24 ask, where funds will be used for Leadership Big Sky and skill building classes. New for FY25 is a partnership with Prospera to have an office at the Chamber and offer business classes, coaching and loan fund options to support the Big Sky business ecosystem.

### MATCHING FUNDS



### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents Only	<b>10</b>
<b>Investment Type</b> (max: 15 pts) Programming	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 16-29% Forecasting Variance YOY	<b>7</b>
<b>Matching Funds</b> (max: 10 pts) 49-74% Requested of Resort Tax	<b>3</b>
<b>Partnerships</b> (max: 10 pts) 1-3 Partners	<b>7</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) <10% Growth	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>74</b>

### Our Big Sky Strategy

Create a positive business climate where business can prosper

### SMART Goal

Have an annualized business retention rate of 90% by 2027

### SMART Goal Measurement

The Big Sky Chamber with a partnership with Prospera will measure success based on ten businesses signing up for coaching services and seeing a business retention rate of 90%. We plan to have Prospera in Big Sky with an office at the Chamber where business engagement classes and 1:1 meetings can occur. As the program expands and we add additional businesses our goal will be to keep a 90% retention rate.

**Project Name:** Development of Business Skills Programming

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$ 87,000	\$ 95,000	\$ 103,000	71%
Other Public Funding				0%
Private Donations				0%
Corporate Donations & Sponsorships	\$ 15,000			12%
Grants				0%
Events				0%
Dues, Fees, Sales	\$ 20,000			16%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 122,000</b>	<b>\$ 95,000</b>	<b>\$ 103,000</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		
<b>EXPENSES</b>				
<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services	\$ 55,000	\$ 55,000		
Property Acquisition				
Marketing, Advertising, and Communications				
Materials and Supplies				
Payroll and Benefits	\$ 32,000	\$ 62,000		
Repairs and Maintenance				
Scholarships and Financial Assistance				
Travel				
Other (explain below)		\$ 5,000		
<i>Subtotal-Direct</i>	<b>\$ 87,000</b>	<b>\$ 122,000</b>		
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services				
Insurance (Liability, D&O, Vehicle, Umbrella, etc)				
Marketing, Advertising, and Communications				
Memberships (Industry and Trade Organizations)				
Office Expenses				
Payroll and Benefits				
Rent and Mortgage				
Repairs and Maintenance				
Sponsorships				
Travel & Training				
Other (explain below)				
<i>Subtotal-Indirect</i>	\$ -	\$ -		
<b>EXPENSES TOTAL</b>	<b>\$ 87,000</b>	<b>\$ 122,000</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	

# CHAMBER OPERATION PROGRAMMING

## BIG SKY CHAMBER OF COMMERCE (BSCOC)

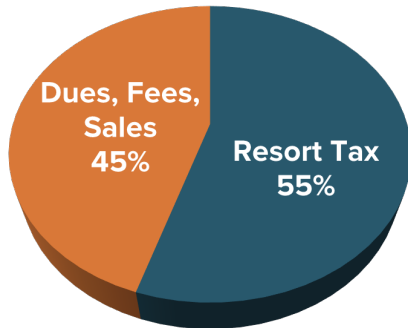
Request: \$140,000

Total Project Cost: \$255,000

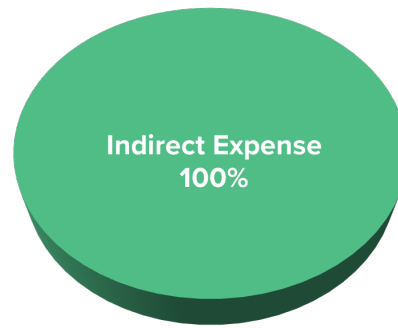
### ECONOMIC DEVELOPMENT • ADMINISTRATION

Annual request for funds from BSRAD to support the work of the Chamber of Commerce for community engagement and projects. Examples being, Community Week and events, TEDD/TIF efforts, Economic Development and special projects for the betterment of the community.

#### MATCHING FUNDS



#### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents Only	<b>10</b>
<b>Investment Type</b> (max: 15 pts) Administration	<b>5</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 16-29% Forecasting Variance YOY	<b>7</b>
<b>Matching Funds</b> (max: 10 pts) 49-74% Requested of Resort Tax	<b>3</b>
<b>Partnerships</b> (max: 10 pts) 1-3 Partners	<b>7</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) 11-20% Growth	<b>3</b>
<b>Total Score</b> (max: 100 pts)	<b>67</b>

#### Our Big Sky Strategy

Create a positive business climate where business can prosper

#### SMART Goal

Have an annualized business retention rate of 90% by 2027

#### SMART Goal Measurement

The efforts of the Big Sky Chamber of Commerce is to support the business community and the tourism economy by providing services and support so all Big Sky businesses can prosper. Our goal is to have a 90% retention rate for businesses in Big Sky by 2027. To do so our goal is to make sure Big Sky businesses have the resources and the knowledge to operate within the challenges of seasonality on an annual basis. With our expanded partnership with Prospera and continued business outreach we want businesses to know the Chamber is here to support them and will connect professional advisors to support that business to succeed. We will measure progress semi annually on new businesses that have started as well as understand why a business has failed in Big Sky throughout the year.

**Project Name:** Chamber Operation Programming

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$ 140,000	\$ 125,000	\$ 115,000	55%
Other Public Funding				0%
Private Donations				0%
Corporate Donations & Sponsorships				0%
Grants				0%
Events				0%
Dues, Fees, Sales	\$ 115,000	\$ 125,000	\$ 135,000	45%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 255,000</b>	<b>\$ 250,000</b>	<b>\$ 250,000</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		
<b>EXPENSES</b>				
<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services				
Property Acquisition				
Marketing, Advertising, and Communications				
Materials and Supplies				
Payroll and Benefits				
Repairs and Maintenance				
Scholarships and Financial Assistance				
Travel				
Other (explain below)				
<i>Subtotal-Direct</i>	\$ -	\$ -		
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services	\$ 27,000	\$ 77,000		
Insurance (Liability, D&O, Vehicle, Umbrella, etc)	\$ 4,000	\$ 9,500		
Marketing, Advertising, and Communications				
Memberships (Industry and Trade Organizations)				
Office Expenses				
Payroll and Benefits	\$ 90,000	\$ 105,700		
Rent and Mortgage	\$ 16,200	\$ 54,000		
Repairs and Maintenance	\$ 2,800	\$ 12,800		
Sponsorships				
Travel & Training				
Other (explain below)				
<i>Subtotal-Indirect</i>	\$ 140,000	\$ 259,000		
<b>EXPENSES TOTAL</b>	<b>\$ 140,000</b>	<b>\$ 259,000</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	

# BIG SKY DISCOVERY ACADEMY (BSDA)

\$150,000 (1.8% of requests)

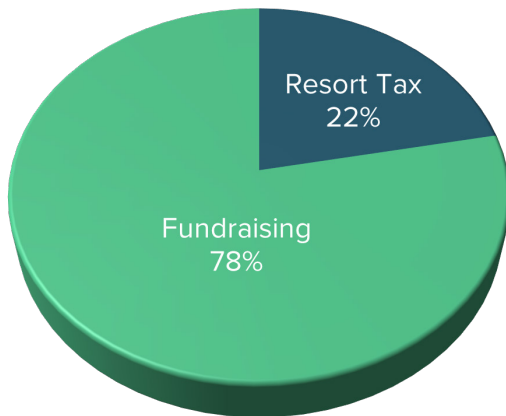
Projected: \$160,000 (-6%)



\$150,000 • Early Childhood Student Tuition Assistance Program  
(Programming)

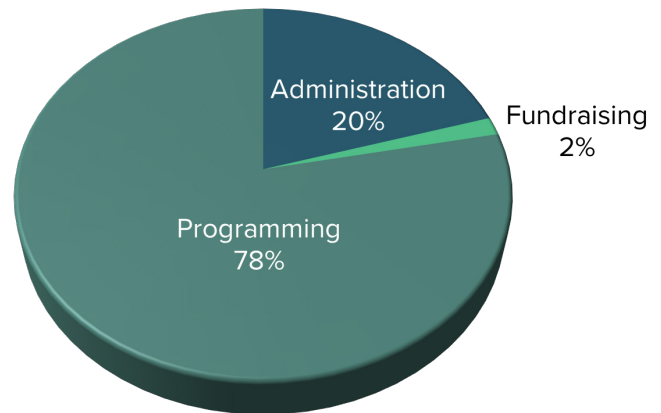
## REVENUE DISTRIBUTION

Current FY Budget



## EXPENSE DISTRIBUTION

Current FY Budget



**FY23 Award: \$44,000**

**FY24 Award: \$100,000**

\$100,000 • Early Childhood Program & Tuition Assistance

**FY25 Request: \$150,000**

**Big Sky Discovery Academy  
Sponsor Efficiency Worksheet**

<b>1) REVENUE</b> <b>(Cash only, do not include in-kind)</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Public Funding-Resort Tax	\$ 36,438	\$ 100,000	174%	22%
Public Funding-Other <i>(mills, county, etc)</i>	\$ -	\$ -		0%
Fundraising-Private Dontaions	\$ 40,921	\$ 45,000	10%	10%
Fundraising <i>Corporate Donations &amp; Sponsorships</i>	\$ 3,000	\$ -	-100%	0%
Fundraising-Grants	\$ 10,000	\$ 47,500	375%	10%
Fundraising-Events	\$ 542,050	\$ 265,000	-51%	58%
Direct Revenue <i>Dues, fees, sales</i>	\$ 761,039		-100%	0%
Other-explain below	\$ 3,701		-100%	0%
<b>TOTAL</b>	<b>\$ 1,397,149</b>	<b>\$ 457,500</b>	<b>-67%</b>	<b>100%</b>
<i>Other Revenue Explanaition</i>	<i>Credit Card Convenience Fee</i>			
<b>2) EXPENSES</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Administration <i>Management &amp; General Expenses reported in section IX on a 990</i>	\$ 262,651	\$ 209,834	-20%	20%
Fundraising <i>Fundraising Expenses reported in section IX on a 990</i>	\$ 11,000	\$ 15,917	45%	2%
Programming <i>Program Expenses reported in section IX on a 990</i>	\$ 854,262	\$ 808,393	-5%	78%
<b>TOTAL</b>	<b>\$ 1,127,913</b>	<b>\$ 1,034,144</b>	<b>-8%</b>	<b>100%</b>
<b>3) GROWTH FORECAST</b>	<b>Previous-FY</b>	<b>Current-FY</b>	<b>Upcoming-FY</b>	
<b>Total # of FTE</b>	12	17	13	
<b>Payroll &amp; Benefits</b>	\$ 679,108	\$ 1,164,450	\$ 795,175	
<b>Total Operating Budget</b> <i>(including payroll &amp; benefits)</i>	\$ 1,127,913	\$ 1,705,915	\$ 1,354,376	
<b>Capital Expenditures</b>	\$ -	\$ -	\$ -	
<b>OPERATING BUDGET GROWTH</b>	<b>Previous-Current</b>	<b>Current-Upcoming</b>		
	51%	-21%		
<b>4) RESERVES ON HAND</b>	<b>Amount</b>	<b>Explanation</b>		
Restricted-Explain in column c	\$ 53,000	Savings account		
Unrestricted	\$ 225,000			
Goal				
<b>5) PAYROLL DETAIL</b>				
<b>Level of Position</b>	<b>Salary Range</b>	<b>Benefits Summary</b>		
<b>Tier 1</b> <i>(Eg Executive)</i>	80,000 - 120,000	12 month contract, 4 weeks of vacation, 500.00 a month toward healthcare, 12 month contract		
<b>Tier 2</b> <i>(Eg Vice President)</i>	60,000 - 80,000	11 month contract, 400.00 a month toward healthcare		
<b>Tier 3</b> <i>(Eg Director)</i>	40,000 - 70,000	10 Month contract, 350.00 a month for health care		
<b>Tier 4</b> <i>(Eg Manager)</i>				
<b>Tier 5</b> <i>(Eg Coordinator/Assistant)</i>				



# EARLY CHILDHOOD STUDENT TUITION ASSISTANCE PROGRAM

BIG SKY DISCOVERY ACADEMY (BSDA)

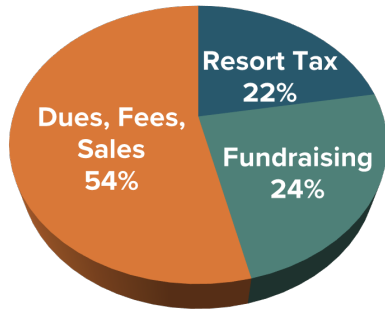
Request: \$150,000

Total Project Cost: \$676,000

## EDUCATION AND CHILDCARE • PROGRAMMING

Discovery Academy is seeking funding for our needs-based tuition assistance program to help local families who want to attend our 5 day a week, full-time early childhood program. The program will consist of two full-time classrooms for students between the ages 3-5.

### MATCHING FUNDS



### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Programming	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 25% or less Requested of Resort Tax	<b>10</b>
<b>Partnerships</b> (max: 10 pts) No Partners	<b>3</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) <10% Growth	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>85</b>

### Our Big Sky Strategy

Accessible Affordable Childcare for Working Families (0-5)

### SMART Goal

Provide 75 licensed spots to serve children 0-4 by 6/30/26

### SMART Goal Measurement

For the 24-25 school year, we will open 25 spots for children of the ages 3 and 4 to attend a Full-Time, 5 day a week early childhood, educational program. These 25 spots will be offered to start on September 2, 2024. This is 2 more spots that we offered for the current 23-24 school year.

**Project Name:** Early Childhood Student Tuition Assistance Program

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request (7/1/23-6/30/24)	FY26 Forecasted Request (7/1/24-6/30/25)	FY27 Forecasted Request (7/1/25-6/30/26)	FY25 Matching Funds %
Resort Tax	\$ 150,000	\$ 120,000	\$ 100,000	22%
Other Public Funding	\$ -	\$ -	\$ -	0%
Private Donations	\$ 20,000	\$ 20,000	\$ 20,000	3%
Corporate Donations & Sponsorships	\$ 4,000	\$ 4,000	\$ 4,000	1%
Grants	\$ 10,000	\$ 20,000	\$ 20,000	1%
Events	\$ 130,000	\$ 130,000	\$ 130,000	19%
Dues, Fees, Sales	\$ 362,000	\$ 392,000	\$ 412,000	54%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 676,000</b>	<b>\$ 686,000</b>	<b>\$ 686,000</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		
<b>EXPENSES</b>				
<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services		\$ 2,843		
Property Acquisition		\$ -		
Marketing, Advertising, and Communications		\$ 1,364		
Materials and Supplies		\$ 35,673		
Payroll and Benefits		\$ 213,750		
Repairs and Maintenance				
Scholarships and Financial Assistance	\$ 150,000	\$ 150,000		
Travel		\$ -		
Other (explain below)		\$ 11,373		
<i>Subtotal-Direct</i>	<i>\$ 150,000</i>	<i>\$ 415,003</i>		
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services		\$ 7,600		
Insurance (Liability, D&O, Vehicle, Umbrella, etc)		\$ 8,572		
Marketing, Advertising, and Communications		\$ 12,408		
Memberships (Industry and Trade Organizations)		\$ 3,980		
Office Expenses		\$ 6,307		
Payroll and Benefits				
Rent and Mortgage		\$ 98,230		
Repairs and Maintenance		\$ 20,680		
Sponsorships		\$ 1,137		
Travel & Training		\$ -		
Other (explain below)		\$ 12,200		
<i>Subtotal-Indirect</i>	<i>\$ -</i>	<i>\$ 171,114</i>		
<b>EXPENSES TOTAL</b>	<b>\$ 150,000</b>	<b>\$ 586,117</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	
	\$ 12,220		Utilities	
	\$ 8,530		Field Trips	
	\$ 2,843		Professional Development	

# BIG SKY OWNERS ASSOCIATION (BSOA)

\$47,000 (0.6% of requests)

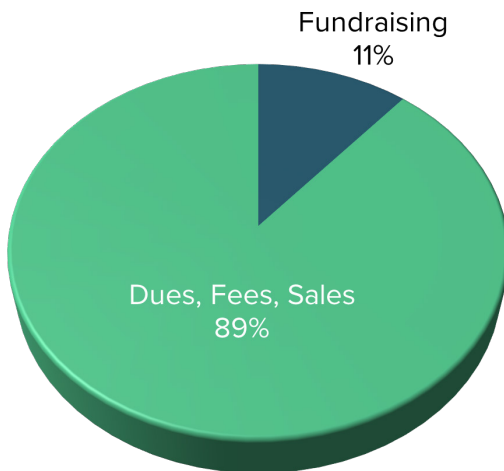
Projected: *Unforecasted*

\$47,000 • Big Sky Community Traffic Safety: Little Coyote Road Speed Tables (Capital - Not in CIP)



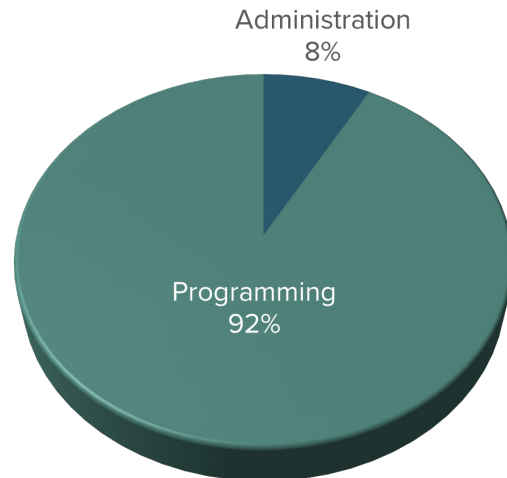
## REVENUE DISTRIBUTION

Current FY Budget



## EXPENSE DISTRIBUTION

Current FY Budget



FY23 Award: \$262,000

FY24 Award: \$ --

FY25 Request: \$47,000

**Big Sky Owners Association  
Sponsor Efficiency Worksheet**

<b>1) REVENUE</b> <b>(Cash only, do not include in-kind)</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Public Funding-Resort Tax	\$ 262,000		-100%	0%
Public Funding-Other <i>(mills, county, etc)</i>	\$ -	\$ -		0%
Fundraising-Private Dontaions	\$ -	\$ -		0%
Fundraising <i>Corporate Donations &amp; Sponsorships</i>	\$ -	\$ -		0%
Fundraising-Grants	\$ -	\$ 142,000		11%
Fundraising-Events	\$ -	\$ -		0%
Direct Revenue <i>Dues, fees, sales</i>	\$ 1,062,559	\$ 1,127,319	6%	89%
Other-explain below				0%
<b>TOTAL</b>	<b>\$ 1,324,559</b>	<b>\$ 1,269,319</b>	<b>-4%</b>	<b>100%</b>
<i>Other Revenue Explanaition</i>				
<b>2) EXPENSES</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Administration <i>Management &amp; General Expenses reported in section IX on a 990</i>	\$ 103,405	\$ 106,362	3%	8%
Fundraising <i>Fundraising Expenses reported in section IX on a 990</i>	\$ -	\$ -		0%
Programming <i>Program Expenses reported in section IX on a 990</i>	\$ 1,123,636	\$ 1,224,863	9%	92%
<b>TOTAL</b>	<b>\$ 1,227,041</b>	<b>\$ 1,331,225</b>	<b>8%</b>	<b>100%</b>
<b>3) GROWTH FORECAST</b>	<b>Previous-FY</b>	<b>Current-FY</b>	<b>Upcoming-FY</b>	
<b>Total # of FTE</b>	4.5	5	5	
<b>Payroll &amp; Benefits</b>	\$ 543,173	\$ 645,942	\$ 678,239	
<b>Total Operating Budget</b> <i>(including payroll &amp; benefits)</i>	\$ 1,227,041	\$ 1,331,225	\$ 1,397,786	
<b>Capital Expenditures</b>	\$ 13,617	\$ 609,683	\$ 130,650	
<b>OPERATING BUDGET GROWTH</b>	<b>Previous-Current</b>	<b>Current-Upcoming</b>		
	8%	5%		
<b>4) RESERVES ON HAND</b>	<b>Amount</b>	<b>Explanation</b>		
Restricted-Explain in column c	\$ -			
Unrestricted	\$ 642,259			
Goal	No set goal			
<b>5) PAYROLL DETAIL</b>				
<b>Level of Position</b>	<b>Salary Range</b>	<b>Benefits Summary</b>		
<b>Tier 1</b> <i>(Eg Executive)</i>	\$125,000-\$155,000	Medical, Retirement, Vision, Disability, Wellness, Life, PTO		
<b>Tier 2</b> <i>(Eg Vice President)</i>	0 0			
<b>Tier 3</b> <i>(Eg Director)</i>	\$80,000-\$105,000	Medical, Retirement, Vision, Disability, Wellness, Life, PTO		
<b>Tier 4</b> <i>(Eg Manager)</i>	\$70,000-\$95,000	Medical, Retirement, Vision, Disability, Wellness, Life, PTO		
<b>Tier 5</b> <i>(Eg Coordinator/Assistant)</i>	\$50,000-\$55,000	Medical, Retirement, Vision, Disability, Wellness, Life, PTO		

# BIG SKY COMMUNITY TRAFFIC SAFETY: LITTLE COYOTE ROAD SPEED TABLES

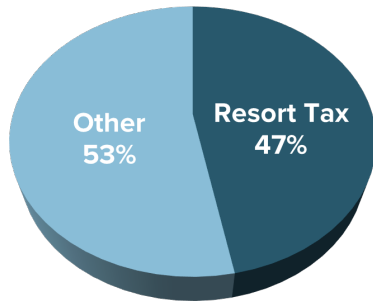
BIG SKY OWNERS ASSOCIATION (BSOA)

Request: \$47,000  
Total Project Cost: \$100,000

## PUBLIC WORKS • CAPITAL - NOT IN CIP

Little Coyote Road (LCR) traffic continues to increase with development and impacts will escalate with the Community Park's expanded services, new golf course, additional workforce housing and other developments. BSOA will install three speed tables this summer to slow vehicles and discourage through traffic for the safety of residents, pedestrians, and vehicles along LCR.

### MATCHING FUNDS



### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Capital	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 30%+ Forecasting Variance YOY	<b>3</b>
<b>Matching Funds</b> (max: 10 pts) 26-48% Requested of Resort Tax	<b>7</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 1 Year of Resort Tax Funding	<b>5</b>
<b>Programming Growth Rate</b> (max: 5 pts) Capital or new project	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>85</b>

### Our Big Sky Strategy

Big Sky and the Region Have World-Class Transportation Infrastructure and Services

### SMART Goal

Create a preliminary engineering report for new transit facilities by 6/30/25

### SMART Goal Measurement

Enhancing quality of life for our members and the Big Sky community is a primary goal of the BSOA. The Big Sky Community CIP and its noted TIGER grant projects include additional and improved access to LCR. Along with development, both have consequently increased traffic on LCR and impacted the quality of life of the many residents along the road. As noted in the enclosed engineering report, there is need to mitigate these impacts and improve safety along this residential road. Speed tables is the chosen method, which is a reliable traffic calming measure that allows snowplows to plow the road without issue. Speed table effectiveness/Measurable project goals are: Speed reduction of 15% up to 28%; Reduce through traffic by 20%. For purposes of measuring goals, BSOA will collect data (speed and vehicle #s) through 2025, using our driver feedback signs and compare it with data collected last year. Anticipated measurable goals should be achieved within 6 months of project completion.

**Project Name:** Big Sky Community Traffic Safety: Little Coyote Road Speed Tables

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$ 47,000	\$ -	\$ -	47%
Other Public Funding	\$ -			0%
Private Donations	\$ -			0%
Corporate Donations & Sponsorships	\$ -			0%
Grants	\$ -			0%
Events	\$ -			0%
Dues, Fees, Sales	\$ -			0%
Other* (explain below)	\$ 53,000			53%
<b>TOTAL</b>	<b>\$ 100,000</b>	<b>\$ -</b>	<b>\$ -</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		
	\$ 53,000	BSOA capital reserves		
<b>EXPENSES</b>				
<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services	\$ 47,000	\$ 100,000		
Property Acquisition				
Marketing, Advertising, and Communications				
Materials and Supplies				
Payroll and Benefits				
Repairs and Maintenance				
Scholarships and Financial Assistance				
Travel				
Other (explain below)				
<i>Subtotal-Direct</i>	\$ 47,000	\$ 100,000		
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services				
Insurance (Liability, D&O, Vehicle, Umbrella, etc)				
Marketing, Advertising, and Communications				
Memberships (Industry and Trade Organizations)				
Office Expenses				
Payroll and Benefits				
Rent and Mortgage				
Repairs and Maintenance				
Sponsorships				
Travel & Training				
Other (explain below)				
<i>Subtotal-Indirect</i>	\$ -	\$ -		
<b>EXPENSES TOTAL</b>	<b>\$ 47,000</b>	<b>\$ 100,000</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	

# CENTER FOR LARGE LANDSCAPE CONSERVATION (CLLC)

\$269,360 (3.3% of requests)

Projected: \$50,000 (+439%)

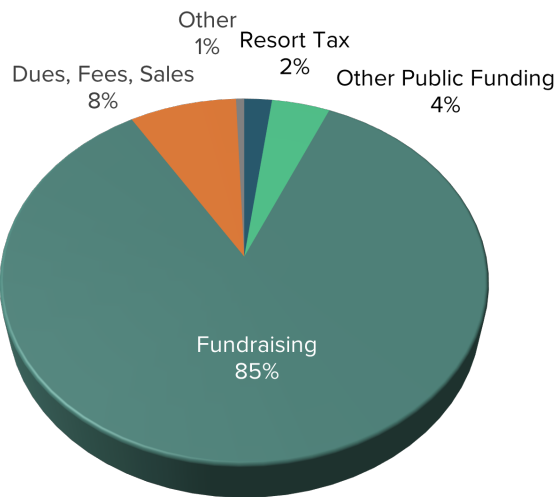


\$65,000 • US-191/MT-64 Assessment: Action Plan Implementation  
(Programming)

\$204,360 • US-191/MT-64 Assessment: Engineering Feasibility Study  
(Capital - Not in CIP)

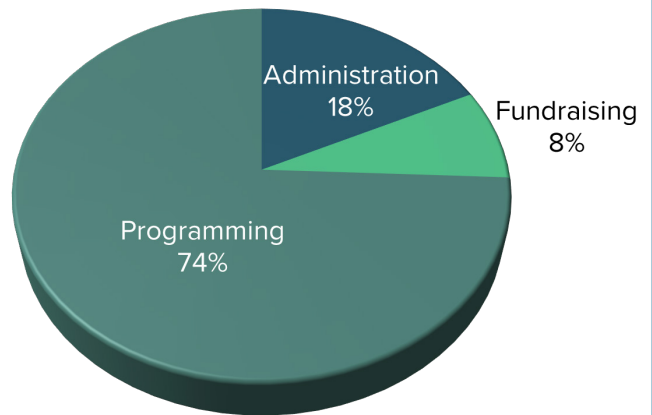
## REVENUE DISTRIBUTION

Current FY Budget



## EXPENSE DISTRIBUTION

Current FY Budget



FY23 Award: \$ --

FY24 Award: \$85,000

\$85,000 • US-191/MT-64 Assessment:  
Action Plan Development

FY25 Request: \$269,360

Center for Large Landscape Conservation  
Sponsor Efficiency Worksheet

<b>1) REVENUE</b> <b>(Cash only, do not include in-kind)</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Public Funding-Resort Tax	\$ 13,967	\$ 85,000	509%	2%
Public Funding-Other <i>(mills, county, etc)</i>	\$ 79,569	\$ 178,711	125%	4%
Fundraising-Private Dontaions	\$ 801,868	\$ 709,700	-11%	18%
Fundraising <i>Corporate Donations &amp; Sponsorships</i>	\$ 2,654	\$ 2,500	-6%	0%
Fundraising-Grants	\$ 2,118,045	\$ 2,723,129	29%	67%
Fundraising-Events	\$ -	\$ -		0%
Direct Revenue <i>Dues, fees, sales</i>	\$ 200,685	\$ 329,020	64%	8%
Other-explain below	\$ 64,461	\$ 25,100	-61%	1%
<b>TOTAL</b>	<b>\$ 3,281,249</b>	<b>\$ 4,053,160</b>	<b>24%</b>	<b>100%</b>
<i>Other Revenue Explanaiton</i>	interest income, gain/loss on investments and reimbursements			
<b>2) EXPENSES</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Administration <i>Management &amp; General Expenses reported in section IX on a 990</i>	\$ 566,233	\$ 727,945	29%	18%
Fundraising <i>Fundraising Expenses reported in section IX on a 990</i>	\$ 277,114	\$ 320,677	16%	8%
Programming <i>Program Expenses reported in section IX on a 990</i>	\$ 3,141,349	\$ 3,037,172	-3%	74%
<b>TOTAL</b>	<b>\$ 3,984,696</b>	<b>\$ 4,085,794</b>	<b>3%</b>	<b>100%</b>
<b>3) GROWTH FORECAST</b>	<b>Previous-FY</b>	<b>Current-FY</b>	<b>Upcoming-FY</b>	
<b>Total # of FTE</b>	27.1	26.8	28.3	
<b>Payroll &amp; Benefits</b>	\$ 2,484,031	\$ 2,687,457	\$ 2,876,081	
<b>Total Operating Budget</b> <i>(including payroll &amp; benefits)</i>	\$ 3,984,696	\$ 4,085,794	\$ 4,330,942	
<b>Capital Expenditures</b>				
<b>OPERATING BUDGET GROWTH</b>	<b>Previous-Current</b>	<b>Current-Upcoming</b>		
	3%	6%		
<b>4) RESERVES ON HAND</b>	<b>Amount</b>	<b>Explanation</b>		
Restricted-Explain in column c	\$ 2,429,789	Restricted revenues are set aside to fund project expenses that fulfill specific grant obligations. Unrestricted funds include a Board Designated Reserve, which is currently the equivalent of three months of operating expenses. Our goal is to increase this to four months in future fiscal years.		
Unrestricted	\$ 2,327,435			
Goal	\$ 1,361,931			
<b>5) PAYROLL DETAIL</b>				
<b>Level of Position</b>	<b>Salary Range</b>	<b>Benefits Summary</b>		
<b>Tier 1</b> <i>(Eg Executive)</i>	\$120,000-\$200,000	Major Medical, Dental and Vision Insurance, 401k match up to 5%, Paid Holidays, Sick Leave and Annual Leave		
<b>Tier 2</b> <i>(Eg Vice President)</i>	\$80,000-\$115,000			
<b>Tier 3</b> <i>(Eg Director)</i>	\$68,000-\$80,000			
<b>Tier 4</b> <i>(Eg Manager)</i>	\$58,000-\$90,000			
<b>Tier 5</b> <i>(Eg Coordinator/Assistant)</i>	\$46,000-\$62,000			



# US-191/MT-64 ASSESSMENT: ACTION PLAN IMPLEMENTATION

CENTER FOR LARGE LANDSCAPE CONSERVATION (CLLC)

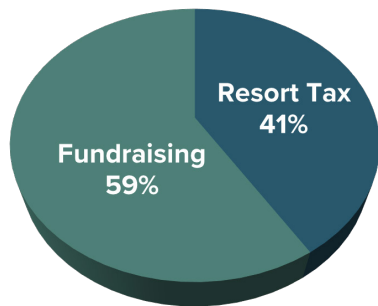
Request: \$65,000

Total Project Cost: \$157,856

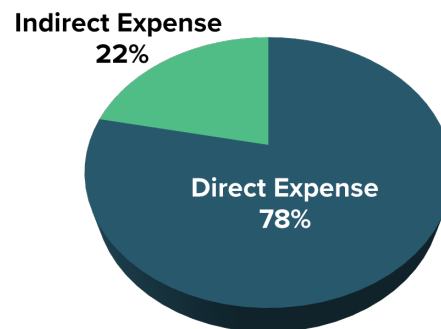
## PUBLIC WORKS • PROGRAMMING

We are moving wildlife accommodation measures from desire to eventuality by a) anticipating essential steps like engineering feasibility, b) fostering communication among multiple agencies, c) providing application support for state and federal programs, d) monitoring the roll out of new funding options, and e) developing options for 20% non-federal match.

### MATCHING FUNDS



### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Programming	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 30%+Forecasting Variance YOY	<b>3</b>
<b>Matching Funds</b> (max: 10 pts) 26-48% Requested of Resort Tax	<b>7</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) 21%+ Growth	<b>2</b>
<b>Total Score</b> (max: 100 pts)	<b>79</b>

### Our Big Sky Strategy

Big Sky and the Region Have World-Class Transportation Infrastructure and Services

### SMART Goal

Increasing connections with other transportation providers by 3% by 6/30/25

### SMART Goal Measurement

By the end of the grant period we will:  
Set up baseline photo-monitoring of at least 3 sites to examine where existing infrastructure may facilitate wildlife use. Prepare one or more applications to the Montana Wildlife & Transportation Partnership's Project Program (MWTPP) for engineering feasibility studies; and/or, with MDT approval, application to federal funding programs capable of supporting up to 80% of project costs. Deadlines: MWTPP (Nov and May); federal Wildlife Crossings Pilot Program (April to August (expected)).  
Inform actions of Gallatin County to address wildlife crossing needs along US-191/MT-64 and in other parts of the County through participation in each quarterly meeting of its traffic safety and wildlife connectivity working group, as well as any meetings scheduled for the Wildlife Issue Task Force of the US-191/MT-64 Optimization Plan.  
Expand strategic partnerships with at least 3 organizations and/or donors to diversify funding options for project needs.

**Project Name:** US-191/MT-64 Assessment: Action Plan Implementation

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$ 65,000	\$ 60,000	\$ 55,000	41%
Other Public Funding				0%
Private Donations			\$ 20,000	0%
Corporate Donations & Sponsorships				0%
Grants	\$ 92,856	\$ 95,000	\$ 85,000	59%
Events				0%
Dues, Fees, Sales				0%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 157,856</b>	<b>\$ 155,000</b>	<b>\$ 160,000</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		
<b>EXPENSES</b>				
<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services				
Property Acquisition				
Marketing, Advertising, and Communications		\$ 12,410		
Materials and Supplies		\$ 1,800		
Payroll and Benefits	\$ 48,650	\$ 109,232		
Repairs and Maintenance				
Scholarships and Financial Assistance				
Travel	\$ 2,000	\$ 3,499		
Other (explain below)	\$ 256	\$ 4,605		
<i>Subtotal-Direct</i>	<b>\$ 50,906</b>	<b>\$ 131,546</b>		
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services				
Insurance (Liability, D&O, Vehicle, Umbrella, etc)				
Marketing, Advertising, and Communications				
Memberships (Industry and Trade Organizations)				
Office Expenses				
Payroll and Benefits	\$ 14,094	\$ 26,309		
Rent and Mortgage				
Repairs and Maintenance				
Sponsorships				
Travel & Training				
Other (explain below)				
<i>Subtotal-Indirect</i>	<b>\$ 14,094</b>	<b>\$ 26,309</b>		
<b>EXPENSES TOTAL</b>	<b>\$ 65,000</b>	<b>\$ 157,855</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	

# US-191/MT-64 ASSESSMENT: ENGINEERING FEASIBILITY STUDY

CENTER FOR LARGE LANDSCAPE CONSERVATION (CLLC)

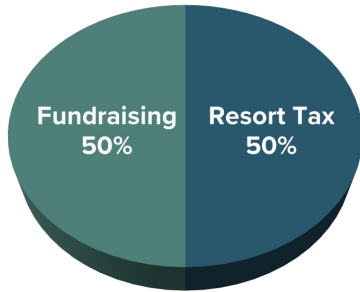
Request: \$204,360

Total Project Cost: \$408,720

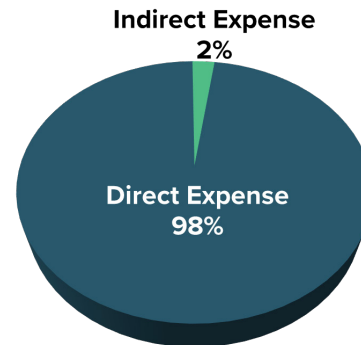
PUBLIC WORKS • CAPITAL - NOT IN CIP

We seek to carry out an engineering feasibility study for wildlife overpasses and associated accommodations at two sites (North of Big Sky, Spanish Creek to Gallatin Gateway) identified in the US-191/MT-64 Wildlife & Transportation Assessment. These are the sole areas where wildlife overpasses may be feasible, as well as highly-warranted, between Big Sky and Four Corners.

## MATCHING FUNDS



## DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Capital	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 30%+ Forecasting Variance YOY	<b>3</b>
<b>Matching Funds</b> (max: 10 pts) 49-74% Requested of Resort Tax	<b>3</b>
<b>Partnerships</b> (max: 10 pts) 1-3 Partners	<b>7</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 2-3 Years of Resort Tax Funding	<b>3</b>
<b>Programming Growth Rate</b> (max: 5 pts) Capital or new project	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>76</b>

## Our Big Sky Strategy

Big Sky and the Region Have World-Class Transportation Infrastructure and Services

## SMART Goal

Create a preliminary engineering report for new transit facilities by 6/30/25

## SMART Goal Measurement

We will measure our progress by our ability to raise sufficient funds to initiate an engineering feasibility study for wildlife overpasses and associated measures at two priority sites identified in the US-191/MT-64 Wildlife & Transportation Assessment no later than June 2025.

**Project Name:** US-191/MT-64 Assessment: Engineering Feasibility Study

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$ 204,360			50%
Other Public Funding				0%
Private Donations				0%
Corporate Donations & Sponsorships				0%
Grants	\$ 204,360			50%
Events				0%
Dues, Fees, Sales				0%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 408,720</b>	<b>\$ -</b>	<b>\$ -</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		
<b>EXPENSES</b>				
<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services	\$ 199,375	\$ 398,750		
Property Acquisition				
Marketing, Advertising, and Communications				
Materials and Supplies				
Payroll and Benefits				
Repairs and Maintenance				
Scholarships and Financial Assistance				
Travel				
Other (explain below)				
<i>Subtotal-Direct</i>	\$ 199,375	\$ 398,750		
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services				
Insurance (Liability, D&O, Vehicle, Umbrella, etc)				
Marketing, Advertising, and Communications				
Memberships (Industry and Trade Organizations)				
Office Expenses				
Payroll and Benefits	\$ 4,985	\$ 9,970		
Rent and Mortgage				
Repairs and Maintenance				
Sponsorships				
Travel & Training				
Other (explain below)				
<i>Subtotal-Indirect</i>	\$ 4,985	\$ 9,970		
<b>EXPENSES TOTAL</b>	<b>\$ 204,360</b>	<b>\$ 408,720</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	

# FRIENDS OF THE BIG SKY COMMUNITY LIBRARY (FOL)

\$119,809 (1.5% of requests)

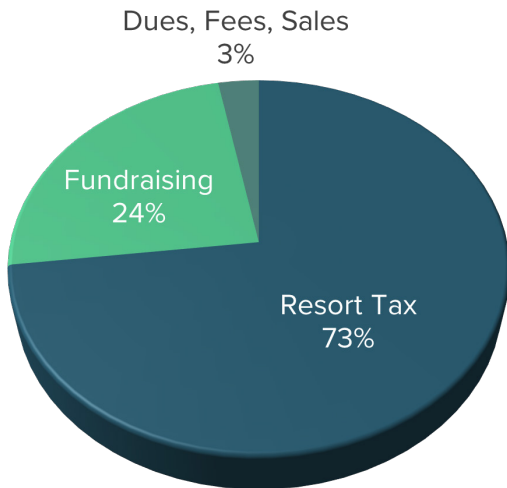
Projected: \$147,515 (-19%)

\$119,809 • Big Sky Community Library (Programming)



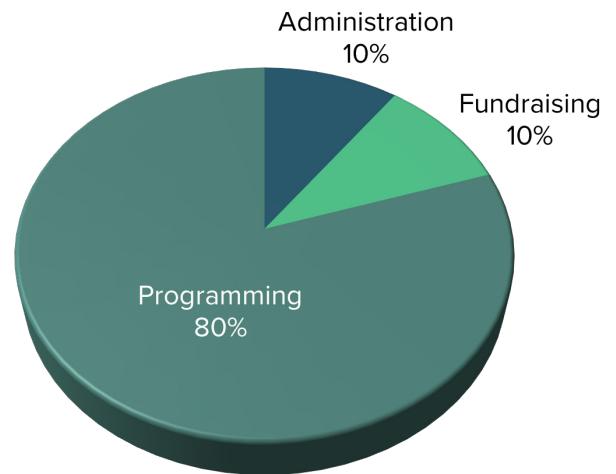
## REVENUE DISTRIBUTION

Current FY Budget



## EXPENSE DISTRIBUTION

Current FY Budget



**FY23 Award: \$143,845**

**FY24 Award: \$183,500**

\$67,000 • Library Programming & Services  
\$116,500 • Big Sky Community Library Operations

**FY25 Request: \$119,809**

**Friends of Big Sky Community Library  
Sponsor Efficiency Worksheet**

<b>1) REVENUE</b> <b>(Cash only, do not include in-kind)</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Public Funding-Resort Tax	\$ 129,413	\$ 55,235	-57%	73%
Public Funding-Other <i>(mills, county, etc)</i>				0%
Fundraising-Private Dontaions	\$ 33,798	\$ 2,936	-91%	4%
Fundraising <i>Corporate Donations &amp; Sponsorships</i>	\$ 2,509	\$ 39	-98%	0%
Fundraising-Grants	\$ 49,950	\$ 14,899	-70%	20%
Fundraising-Events				0%
Direct Revenue <i>Dues, fees, sales</i>	\$ 2,316	\$ 2,280	-2%	3%
Other-explain below				0%
<b>TOTAL</b>	<b>\$ 217,986</b>	<b>\$ 75,389</b>	<b>-65%</b>	<b>100%</b>
<i>Other Revenue Explanaition</i>				
<b>2) EXPENSES</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Administration <i>Management &amp; General Expenses reported in section IX on a 990</i>	\$ 8,025	\$ 6,266	-22%	10%
Fundraising <i>Fundraising Expenses reported in section IX on a 990</i>	\$ 8,127	\$ 6,265	-23%	10%
Programming <i>Program Expenses reported in section IX on a 990</i>	\$ 155,025	\$ 50,120	-68%	80%
<b>TOTAL</b>	<b>\$ 171,177</b>	<b>\$ 62,651</b>	<b>-63%</b>	<b>100%</b>
<b>3) GROWTH FORECAST</b>	<b>Previous-FY</b>	<b>Current-FY</b>	<b>Upcoming-FY</b>	
<b>Total # of FTE</b>	1.5	1.25	1.25	
<b>Payroll &amp; Benefits</b>	\$ 89,457	\$ 35,422	\$ 83,420	
<b>Total Operating Budget</b> <i>(including payroll &amp; benefits)</i>	\$ 170,654	\$ 61,850	\$ 152,530	
<b>Capital Expenditures</b>				
<b>OPERATING BUDGET GROWTH</b>	<i>Previous-Current</i>	<i>Current-Upcoming</i>		
	-64%	147%		
<b>4) RESERVES ON HAND</b>	<b>Amount</b>	<b>Explanation</b>		
Restricted-Explain in column c				
Unrestricted	\$ 30,000			
Goal	\$ 20,000			
<b>5) PAYROLL DETAIL</b>				
<b>Level of Position</b>	<b>Salary Range</b>	<b>Benefits Summary</b>		
<b>Tier 1</b> <i>(Eg Executive)</i>				
<b>Tier 2</b> <i>(Eg Vice President)</i>				
<b>Tier 3</b> <i>(Eg Director)</i>	\$42,000			n/a
<b>Tier 4</b> <i>(Eg Manager)</i>				
<b>Tier 5</b> <i>(Eg Coordinator/Assistant)</i>	\$23,400			n/a

# BIG SKY COMMUNITY LIBRARY

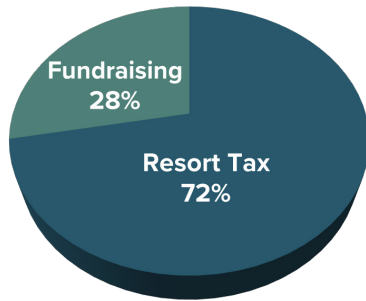
## FRIENDS OF THE BIG SKY COMMUNITY LIBRARY (FOL)

Request: \$119,809  
Total Project Cost: \$166,531

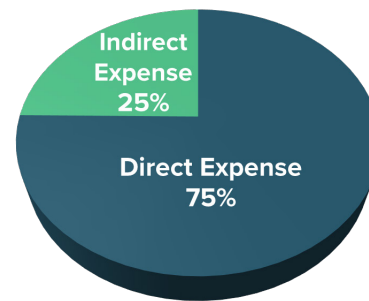
### EDUCATION AND CHILDCARE • PROGRAMMING

Big Sky Community Library provides services to the entire community as well as supplementing the school district through access to literature, online resources, online research, and children and adult programming.

#### MATCHING FUNDS



#### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Programming	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 49-74% Requested of Resort Tax	<b>3</b>
<b>Partnerships</b> (max: 10 pts) 1-3 Partners	<b>7</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) <10% Growth	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>82</b>

#### Our Big Sky Strategy

Quality Education for All

#### SMART Goal

Increase access to library resources (online and in person) by 3% by 6/30/25

#### SMART Goal Measurement

ONLINE RESOURCES will be measured by captured data of users, increasing by 3% in any one or more of those resources by 6/2025.

CHILDREN PROGRAMS will be measured by attendance to events and enrollment in programs such as the Summer Reading Program. We anticipate an increase in participation in programs of 5%, and a retention in storytime with perhaps a 3% increase by providing an additional storytime for children's programming. ADULT PROGRAMS will be measured by attendance and surveys. We intend to offer a more structured adult programming and advertise more successfully all events. Adult programs increased by 2 new events over last fiscal year, but more notably the number attending we anticipate to grow by 5%.

LIBRARY HOURS will be measured by attendance and demographics. Reduced salary/hours for direction allows for an additional part-time assistance and additional hours open to the public. We anticipate an increase of 3% through marketing.

**Project Name:** Big Sky Community Library

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$ 119,809	\$ 120,000	\$ 122,000	72%
Other Public Funding				0%
Private Donations	\$ 14,000	\$ 15,000	\$ 15,000	8%
Corporate Donations & Sponsorships				0%
Grants	\$ 32,722	\$ 33,000	\$ 33,000	20%
Events				0%
Dues, Fees, Sales				0%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 166,531</b>	<b>\$ 168,000</b>	<b>\$ 170,000</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		
<b>EXPENSES</b>				
<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services	\$ 11,139	\$ 26,949		
Property Acquisition				
Marketing, Advertising, and Communications	\$ 740	\$ 1,440		
Materials and Supplies	\$ 18,400	\$ 29,700		
Payroll and Benefits	\$ 59,788	\$ 64,900		
Repairs and Maintenance				
Scholarships and Financial Assistance				
Travel				
Other (explain below)		\$ 14,000		
<i>Subtotal-Direct</i>	\$ 90,067	\$ 136,989		
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services	\$ 2,731	\$ 3,031		
Insurance (Liability, D&O, Vehicle, Umbrella, etc)	\$ 1,000	\$ 2,200		
Marketing, Advertising, and Communications				
Memberships (Industry and Trade Organizations)	\$ 440	\$ 440		
Office Expenses	\$ 650	\$ 650		
Payroll and Benefits	\$ 18,521	\$ 18,521		
Rent and Mortgage	\$ 6,400	\$ 6,400		
Repairs and Maintenance				
Sponsorships				
Travel & Training				
Other (explain below)				
<i>Subtotal-Indirect</i>	\$ 29,742	\$ 31,242		
<b>EXPENSES TOTAL</b>	<b>\$ 119,809</b>	<b>\$ 168,231</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	
Library Program purchases using unrestricted donations by patrons	\$ 14,000	Direct	Currently unrestricted, used for large purchases or unplanned programs	



# GALLATIN RIVER TASK FORCE (GRTF)

\$683,922 (8.4% of requests)

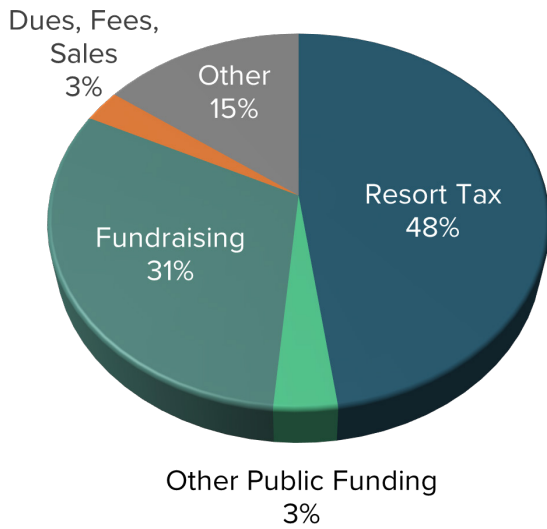
Projected: \$1,116,667 (-39%)



- \$57,235 • Water Monitoring (Programming)
- \$75,909 • Water Conservation (Programming)
- \$165,000 • West Fork Restoration (Capital - Not in CIP)
- \$190,000 • Water Planning, Coordination & Outreach (Programming)
- \$195,778 • Gallatin River Access Restoration (Capital - Not in CIP)

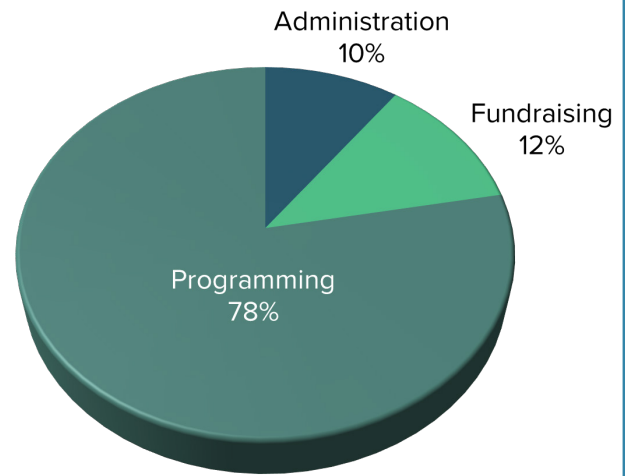
## REVENUE DISTRIBUTION

Current FY Budget



## EXPENSE DISTRIBUTION

Current FY Budget



**FY23 Award: \$573,723**

**FY24 Award: \$889,321**

- \$25,000 • Big Sky Landscaping Partnership-Phase 1 (Opportunity Grant)
- \$50,580 • Watershed Monitoring
- \$67,791 • Water Conservation
- \$82,736 • Middle Fork Restoration
- \$127,083 • Gallatin River Access Restoration
- \$219,794 • Water Planning, Coordination & Outreach
- \$316,337 • West Fork Nitrogen Reduction

**FY25 Request: \$683,922**

Gallatin River Task Force  
Sponsor Efficiency Worksheet

1) REVENUE (Cash only, do not include in-kind)	Previous FY (Actual)	Current FY (Budget)	% Change	% of total (Current FY)
Public Funding-Resort Tax	\$ 568,899	\$ 994,821	75%	48%
Public Funding-Other (mills, county, etc)	\$ 102,104	\$ 75,500	-26%	4%
Fundraising-Private Dontaions	\$ 220,276	\$ 237,295	8%	11%
Fundraising Corporate Donations & Sponsorships	\$ 25,922	\$ 65,000	151%	3%
Fundraising-Grants	\$ 149,271	\$ 122,948	-18%	6%
Fundraising-Events	\$ 218,021	\$ 213,400	-2%	10%
Direct Revenue Dues, fees, sales	\$ 22,638	\$ 57,660	155%	3%
Other-explain below	\$ 1,194	\$ 309,703	25833%	15%
<b>TOTAL</b>	<b>\$ 1,308,325</b>	<b>\$ 2,076,327</b>	<b>59%</b>	<b>100%</b>
<i>Other Revenue Explanaiton</i>	<i>12K Interest, 297K restricted reserves</i>			
2) EXPENSES	Previous FY (Actual)	Current FY (Budget)	% Change	% of total (Current FY)
Administration Management & General Expenses reported in section IX on a 990	\$ 160,915	\$ 195,359	21%	10%
Fundraising Fundraising Expenses reported in section IX on a 990	\$ 183,196	\$ 234,430	28%	12%
Programming Program Expenses reported in section IX on a 990	\$ 915,489	\$ 1,523,796	66%	78%
<b>TOTAL</b>	<b>\$ 1,259,600</b>	<b>\$ 1,953,585</b>	<b>55%</b>	<b>100%</b>
3) GROWTH FORECAST	Previous-FY	Current-FY	Upcoming-FY	
Total # of FTE	4	5	6	
Payroll & Benefits	\$ 349,114	\$ 510,943	\$ -	
Total Operating Budget (including payroll & benefits)	\$ 1,270,769	\$ 1,953,585	\$ -	
Capital Expenditures	\$ -	\$ 400,000	\$ -	
<b>OPERATING BUDGET GROWTH</b>	<b>Previous-Current</b>	<b>Current-Upcoming</b>		
	54%	-100%		
4) RESERVES ON HAND	Amount	Explanation		
Restricted-Explain in column c	\$ 402,533	Donor restricted for various projects and programs. Unrestricted is for a board restricted operating reserve. Goal is for the unrestricted operating reserve.		
Unrestricted	\$ 181,632			
Goal	\$ 400,000			
5) PAYROLL DETAIL				
Level of Position	Salary Range	Benefits Summary		
Tier 1 (Eg Executive)	\$100,000-\$130,000	Insurance, Dental/Vision FSA/HSA, 403b plan, PTO, Flexible Work Schedule		
Tier 2 (Eg Vice President)	\$90,000-\$120,000			
Tier 3 (Eg Director)	\$80,000-\$90,000			
Tier 4 (Eg Manager)	\$70,000-\$80,000			
Tier 5 (Eg Coordinator/Assistant)	\$60,000-\$70,000			

# WATER MONITORING

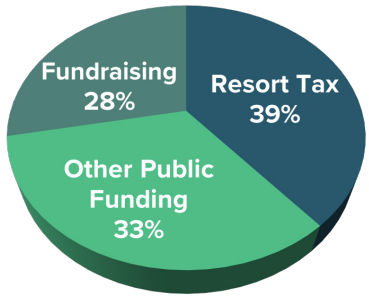
## GALLATIN RIVER TASK FORCE (GRTF)

Request: \$57,235  
 Total Project Cost: \$147,581

### CONSERVATION • PROGRAMMING

Water data is critical to effectively guide management actions to protect and restore local rivers and community drinking water supplies. In FY25, we are collecting data to better understand 1) nutrient levels that are protective of river health, 2) if algae blooms are affecting high dissolved oxygen levels required by trout, and 3) streamflow trends.

#### MATCHING FUNDS



#### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Programming	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 26-48% Requested of Resort Tax	<b>7</b>
<b>Partnerships</b> (max: 10 pts) 1-3 Partners	<b>7</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Does Not Address Identified & Measurable Community Need	<b>0</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) 11-20% Growth	<b>3</b>
<b>Total Score</b> (max: 100 pts)	<b>74</b>

#### Our Big Sky Strategy

Our Natural Resources Are Protected and Enhanced for Future Generations

#### SMART Goal

Reduce total nitrogen load in Big Sky watershed streams to meet the state water quality standard for total nitrogen of 0.3 mg/L by 6/30/30

#### SMART Goal Measurement

This project will provide the data to allow us to measure the progress in achieving the smart goal. Without water data, we would not be able to measure progress.

**Project Name:** Water Monitoring

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$ 57,235	\$ 50,000	\$ 50,000	39%
Other Public Funding	\$ 48,665	\$ 48,665	\$ 43,000	33%
Private Donations	\$ 20,000	\$ 40,000	\$ 20,000	14%
Corporate Donations & Sponsorships	\$ 10,000	\$ 10,000	\$ 10,000	7%
Grants	\$ 5,000	\$ 30,000	\$ 10,000	3%
Events	\$ 6,681	\$ 10,000	\$ 10,000	5%
Dues, Fees, Sales				0%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 147,581</b>	<b>\$ 188,665</b>	<b>\$ 143,000</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		
EXPENSES				
DIRECT <i>Program Expenses reported in section IX on a 990</i>	FY25 Resort Tax Request	FY25 Total Project		
Contract Services	\$ 11,378	\$ 43,833		
Property Acquisition				
Marketing, Advertising, and Communications		\$ 1,333		
Materials and Supplies	\$ 5,000	\$ 21,200		
Payroll and Benefits	\$ 39,858	\$ 79,715		
Repairs and Maintenance	\$ 1,000	\$ 1,000		
Scholarships and Financial Assistance				
Travel		\$ 500		
Other (explain below)				
<i>Subtotal-Direct</i>	<b>\$ 57,236</b>	<b>\$ 147,581</b>		
INDIRECT <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	FY25 Resort Tax Request	FY25 Total Project		
Contract Services				
Insurance (Liability, D&O, Vehicle, Umbrella, etc)				
Marketing, Advertising, and Communications				
Memberships (Industry and Trade Organizations)				
Office Expenses				
Payroll and Benefits				
Rent and Mortgage				
Repairs and Maintenance				
Sponsorships				
Travel & Training				
Other (explain below)				
<i>Subtotal-Indirect</i>	<b>\$ -</b>	<b>\$ -</b>		
<b>EXPENSES TOTAL</b>	<b>\$ 57,236</b>	<b>\$ 147,581</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	

# WATER CONSERVATION

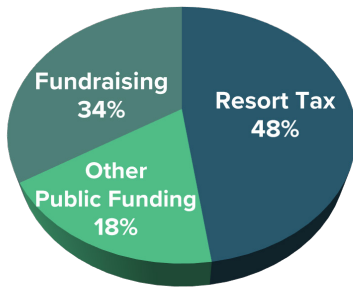
## GALLATIN RIVER TASK FORCE (GRTF)

Request: \$75,909  
Total Project Cost: \$158,818

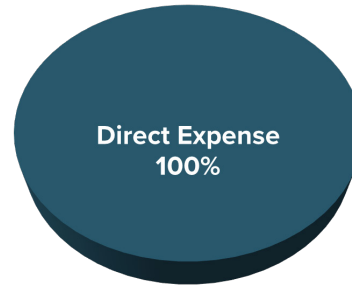
### CONSERVATION • PROGRAMMING

Guided by the Big Sky Water Conservation and Drought Management Plan, the Big Sky Water Conservation Program aims to reduce Big Sky's consumptive water use through rebates, education & outreach, and community partnerships.

#### MATCHING FUNDS



#### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Programming	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 26-48% Requested of Resort Tax	<b>7</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) 11-20% Growth	<b>3</b>
<b>Total Score</b> (max: 100 pts)	<b>87</b>

#### Our Big Sky Strategy

Our Natural Resources Are Protected and Enhanced for Future Generations

#### SMART Goal

Reduce consumptive use of Big Sky's potable water supply increasing gallons of water saved from 300,000 to 600,000 gallons annually by 6/30/27

#### SMART Goal Measurement

We will measure progress by reporting gallons of water saved via rebate participants. We anticipate the program will save 400,000 gallons of water by 6/30/2025. Currently, the Program is saving an average of 300,000 gallons of water a year. The goal for this year is to save at least 400,000 gallons to work towards the ultimate goal of saving 600,000 gallons of water a year by 2027. This will be achieved by using the strategies outlined in the Big Sky Water Conservation and Drought Management Plan which fall under three main areas: education and outreach, rebates and incentives, and advocacy and partnerships.

**Project Name:** Water Conservation

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$ 75,909	\$ 80,462	\$ 85,379	48%
Other Public Funding	\$ 29,000	\$ 38,000	\$ 57,000	18%
Private Donations	\$ 33,909	\$ 51,562	\$ 57,379	21%
Corporate Donations & Sponsorships				0%
Grants	\$ 20,000	\$ 20,000	\$ 20,000	13%
Events				0%
Dues, Fees, Sales				0%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 158,818</b>	<b>\$ 190,024</b>	<b>\$ 219,758</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		
<b>EXPENSES</b>				
<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services	\$ 5,000	\$ 15,000		
Property Acquisition				
Marketing, Advertising, and Communications	\$ 5,000	\$ 15,000		
Materials and Supplies	\$ 1,000	\$ 3,000		
Payroll and Benefits	\$ 59,909	\$ 113,818		
Repairs and Maintenance				
Scholarships and Financial Assistance	\$ 5,000	\$ 12,000		
Travel				
Other (explain below)				
<i>Subtotal-Direct</i>	<b>\$ 75,909</b>	<b>\$ 158,818</b>		
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services				
Insurance (Liability, D&O, Vehicle, Umbrella, etc)				
Marketing, Advertising, and Communications				
Memberships (Industry and Trade Organizations)				
Office Expenses				
Payroll and Benefits				
Rent and Mortgage				
Repairs and Maintenance				
Sponsorships				
Travel & Training				
Other (explain below)				
<i>Subtotal-Indirect</i>	<b>\$ -</b>	<b>\$ -</b>		
<b>EXPENSES TOTAL</b>	<b>\$ 75,909</b>	<b>\$ 158,818</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	

# WEST FORK RESTORATION

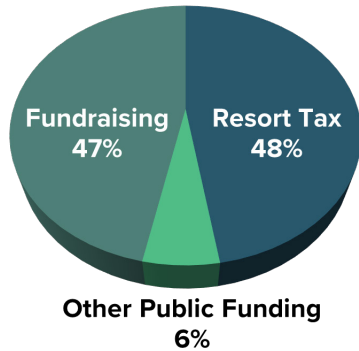
## GALLATIN RIVER TASK FORCE (GRTF)

Request: **\$165,000**  
 Total Project Cost: **\$344,000**

### CONSERVATION • CAPITAL - NOT IN CIP

Restoration projects on the West Fork and its tributaries are critical to improve the health of Big Sky's rivers and drinking water supplies and to maintain a healthy fishery. This project will continue field assessments and drone imagery to complete the West Fork Master Restoration Plan and move forward restoration treatments on 3 miles of the Middle Fork and West Fork.

#### MATCHING FUNDS



#### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Capital	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 26-48% Requested of Resort Tax	<b>7</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) Capital or new project	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>89</b>

#### Our Big Sky Strategy

Our Natural Resources Are Protected and Enhanced for Future Generations

#### SMART Goal

Conserve and/or enhance 3% more sensitive lands and river access sites by 6/30/25

#### SMART Goal Measurement

This project will determine the number of stream miles and associated areas that have the potential to be conserved and/or enhanced and the associated restoration treatments. In addition, this project will move forward the enhancement of 3.0 miles of local stream reaches by developing design plans, conducting landowner outreach, and permitting. We will measure progress by determining the percent increase of completed stream improvements outlined in this plan from a baseline measurement.

**Project Name:** West Fork Restoration

<b>Revenue</b> <i>Cash only, not including In-Kind</i>	<b>FY25 Request</b> <i>(7/1/23-6/30/24)</i>	<b>FY26 Forecasted Request</b> <i>(7/1/24-6/30/25)</i>	<b>FY27 Forecasted Request</b> <i>(7/1/25-6/30/26)</i>	<b>FY25 Matching Funds %</b>
Resort Tax	\$ 164,000	\$ 220,000	\$ 250,000	48%
Other Public Funding	\$ 20,000	\$ 50,000	\$ 60,000	6%
Private Donations	\$ 20,000	\$ 50,000	\$ 60,000	6%
Corporate Donations & Sponsorships		\$ 50,000	\$ 60,000	0%
Grants	\$ 100,000	\$ 50,000	\$ 60,000	29%
Events	\$ 40,000	\$ 50,000	\$ 60,000	12%
Dues, Fees, Sales				0%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 344,000</b>	<b>\$ 470,000</b>	<b>\$ 550,000</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		

**EXPENSES**

<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services	\$ 110,000	\$ 231,000		
Property Acquisition				
Marketing, Advertising, and Communications		\$ 5,000		
Materials and Supplies				
Payroll and Benefits	\$ 54,000	\$ 108,000		
Repairs and Maintenance				
Scholarships and Financial Assistance				
Travel				
Other (explain below)				
<i>Subtotal-Direct</i>	<b>\$ 164,000</b>	<b>\$ 344,000</b>		
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services				
Insurance (Liability, D&O, Vehicle, Umbrella, etc)				
Marketing, Advertising, and Communications				
Memberships (Industry and Trade Organizations)				
Office Expenses				
Payroll and Benefits				
Rent and Mortgage				
Repairs and Maintenance				
Sponsorships				
Travel & Training				
Other (explain below)				
<i>Subtotal-Indirect</i>	<b>\$ -</b>	<b>\$ -</b>		
<b>EXPENSES TOTAL</b>	<b>\$ 164,000</b>	<b>\$ 344,000</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	



# WATER PLANNING, COORDINATION AND OUTREACH

## GALLATIN RIVER TASK FORCE (GRTF)

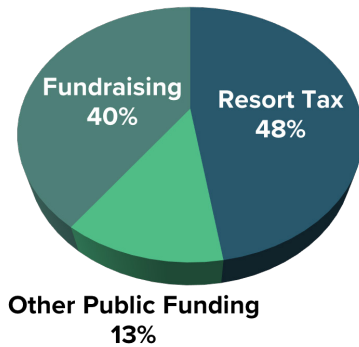
Request: \$190,000

Total Project Cost: \$400,000

### CONSERVATION • PROGRAMMING

Some of Big Sky's waters are in poor health. This project supports state and local planning efforts that are underway that will 1) determine future priorities in conservation and water management required to see improvements in water health, 2) reduce pollution from septic systems, and 3) expand awareness locally and more broadly of community efforts to improve our waters.

#### MATCHING FUNDS



#### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Programming	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 26-48% Requested of Resort Tax	<b>7</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 2-3 Years of Resort Tax Funding	<b>3</b>
<b>Programming Growth Rate</b> (max: 5 pts) <10% Growth	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>90</b>

#### Our Big Sky Strategy

Our Natural Resources Are Protected and Enhanced for Future Generations

#### SMART Goal

Reduce total nitrogen load in Big Sky watershed streams to meet the state water quality standard for total nitrogen of 0.3 mg/L by 6/30/30

#### SMART Goal Measurement

This project will address multiple conservation smart goals: reducing total nitrogen in Big Sky streams and enhancing 3% more sensitive lands by defining the most effective actions that will result in progress of the smart goals. This project will result in: 1) completion of a sensitive lands plan for Big Sky expanding on the effort completed in Gallatin Valley adopted by the city of Bozeman and Gallatin County, 2) at least 2 public meetings to engage the community in water issues, and 3) an increase in positive media and engagement in Big Sky water issues. We will measure progress by 1) the adoption of a Big Sky sensitive lands plan by Gallatin and Madison counties, 2) recording attendance at public meetings, and 3) counting the number of positive electronic and digital media pieces produced and the number of partners that are sharing the positive media.

**Project Name:** Water Planning, Coordination and Outreach

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$ 190,000	\$ 50,000	\$ 50,000	48%
Other Public Funding	\$ 50,000	\$ 50,000	\$ 50,000	13%
Private Donations	\$ 20,000	\$ 10,000	\$ 10,000	5%
Corporate Donations & Sponsorships	\$ 80,000			20%
Grants	\$ 60,000			15%
Events				0%
Dues, Fees, Sales				0%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 400,000</b>	<b>\$ 110,000</b>	<b>\$ 110,000</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		
<b>EXPENSES</b>				
<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services	\$ 130,000	\$ 275,000		
Property Acquisition				
Marketing, Advertising, and Communications		\$ 5,000		
Materials and Supplies				
Payroll and Benefits	\$ 60,000	\$ 120,000		
Repairs and Maintenance				
Scholarships and Financial Assistance				
Travel				
Other (explain below)				
<i>Subtotal-Direct</i>	\$ 190,000	\$ 400,000		
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services				
Insurance (Liability, D&O, Vehicle, Umbrella, etc)				
Marketing, Advertising, and Communications				
Memberships (Industry and Trade Organizations)				
Office Expenses				
Payroll and Benefits				
Rent and Mortgage				
Repairs and Maintenance				
Sponsorships				
Travel & Training				
Other (explain below)				
<i>Subtotal-Indirect</i>	\$ -	\$ -		
<b>EXPENSES TOTAL</b>	<b>\$ 190,000</b>	<b>\$ 400,000</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	

# GALLATIN RIVER ACCESS RESTORATION

## GALLATIN RIVER TASK FORCE (GRTF)

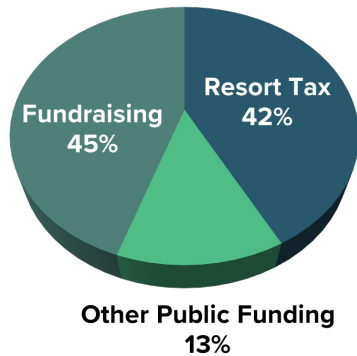
Request: \$195,778

Total Project Cost: \$461,031

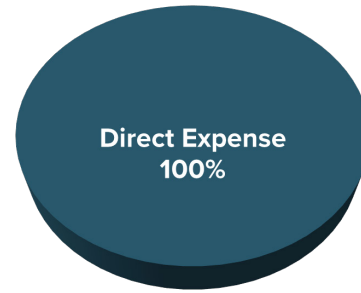
### CONSERVATION • CAPITAL - NOT IN CIP

Unmanaged recreation use along the Gallatin River has degraded streamside areas that are critical for wildlife habitat and water quality. Restoration projects identified in the Gallatin River Restoration Strategy will be completed to provide a holistic approach to recreation management and ecological restoration of highly damaged areas.

#### MATCHING FUNDS



#### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Capital	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 26-48% Requested of Resort Tax	<b>7</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) Capital or new project	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>89</b>

#### Our Big Sky Strategy

Our Natural Resources Are Protected and Enhanced for Future Generations

#### SMART Goal

Conserve and/or enhance 3% more sensitive lands and river access sites by 6/30/25

#### SMART Goal Measurement

We will measure progress by recording the total number of acres of river access sites restored. We plan to restore 5 acres by 6/30/2025, which is 16% more than the current 31 acres of river access sites restored.

**Project Name:** Gallatin River Access Restoration

<b>Revenue</b> <i>Cash only, not including In-Kind</i>	<b>FY25 Request</b> <i>(7/1/23-6/30/24)</i>	<b>FY26 Forecasted Request</b> <i>(7/1/24-6/30/25)</i>	<b>FY27 Forecasted Request</b> <i>(7/1/25-6/30/26)</i>	<b>FY25 Matching Funds %</b>
Resort Tax	\$ 195,778	\$ 404,800	\$ 338,064	42%
Other Public Funding	\$ 59,525	\$ 20,000	\$ 20,000	13%
Private Donations	\$ 29,875	\$ 154,800	\$ 68,064	6%
Corporate Donations & Sponsorships				0%
Grants	\$ 175,853	\$ 300,000	\$ 300,000	38%
Events				0%
Dues, Fees, Sales				0%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 461,031</b>	<b>\$ 879,600</b>	<b>\$ 726,128</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		

**EXPENSES**

<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>	
Contract Services	\$ 156,000	\$ 371,000	
Property Acquisition			
Marketing, Advertising, and Communications	\$ 1,500	\$ 3,000	
Materials and Supplies		\$ 10,475	
Payroll and Benefits	\$ 37,778	\$ 75,556	
Repairs and Maintenance	\$ 500	\$ 1,000	
Scholarships and Financial Assistance			
Travel			
Other (explain below)			
<i>Subtotal-Direct</i>	<b>\$ 195,778</b>	<b>\$ 461,031</b>	
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>	
Contract Services			
Insurance (Liability, D&O, Vehicle, Umbrella, etc)			
Marketing, Advertising, and Communications			
Memberships (Industry and Trade Organizations)			
Office Expenses			
Payroll and Benefits			
Rent and Mortgage			
Repairs and Maintenance			
Sponsorships			
Travel & Training			
Other (explain below)			
<i>Subtotal-Indirect</i>	<b>\$ -</b>	<b>\$ -</b>	
<b>EXPENSES TOTAL</b>	<b>\$ 195,778</b>	<b>\$ 461,031</b>	
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>

# GALLATIN VALLEY SNOWMOBILE ASSOCIATION (GVSA)

\$30,000 (0.4% of requests)

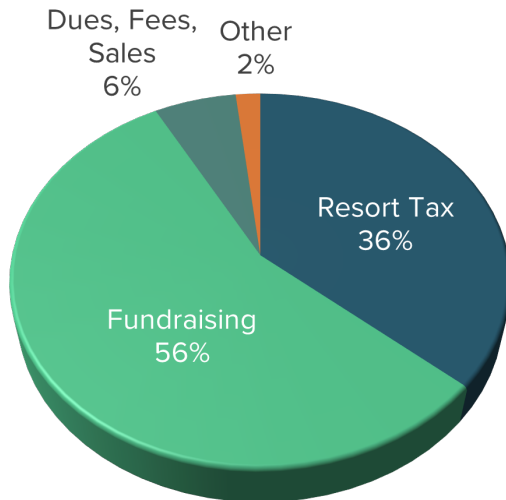
Projected: \$33,000 (-9%)



\$30,000 • Buck Ridge Snowmobile Trail - Additional Groomings  
(Programming)

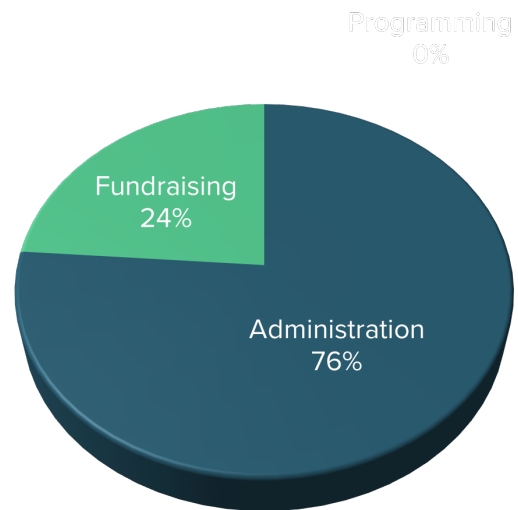
## REVENUE DISTRIBUTION

Current FY Budget



## EXPENSE DISTRIBUTION

Current FY Budget



FY23 Award: \$27,000

FY24 Award: \$30,000

\$30,000 • Buck Ridge Snowmobile Trail - Additional Groomings

FY25 Request: \$30,000

Gallatin Valley Snowmobile Association  
Sponsor Efficiency Worksheet

<b>1) REVENUE</b> <b>(Cash only, do not include in-kind)</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Public Funding-Resort Tax	\$ 30,000	\$ 30,000	0%	36%
Public Funding-Other <i>(mills, county, etc)</i>	\$ -	\$ -		0%
Fundraising-Private Dontaions	\$ -	\$ -		0%
Fundraising <i>Corporate Donations &amp; Sponsorships</i>	\$ 1,600	\$ 2,000	25%	2%
Fundraising-Grants	\$ 23,913	\$ 23,913	0%	29%
Fundraising-Events	\$ 13,000	\$ 20,000	54%	24%
Direct Revenue <i>Dues, fees, sales</i>	\$ 3,985	\$ 5,000	25%	6%
Other-explain below	\$ 920	\$ 1,500	63%	2%
<b>TOTAL</b>	<b>\$ 73,418</b>	<b>\$ 82,413</b>	<b>12%</b>	<b>100%</b>
<i>Other Revenue Explanaiton</i>	<i>1500-sweatshirt sales</i>			
<b>2) EXPENSES</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Administration <i>Management &amp; General Expenses reported in section IX on a 990</i>	\$ 4,500	\$ 4,800	7%	76%
Fundraising <i>Fundraising Expenses reported in section IX on a 990</i>	\$ 1,500	\$ 1,500	0%	24%
Programming <i>Program Expenses reported in section IX on a 990</i>				0%
<b>TOTAL</b>	<b>\$ 6,000</b>	<b>\$ 6,300</b>	<b>5%</b>	<b>100%</b>
<b>3) GROWTH FORECAST</b>	<b>Previous-FY</b>	<b>Current-FY</b>	<b>Upcoming-FY</b>	
<b>Total # of FTE</b>	2	2	2	
<b>Payroll &amp; Benefits</b>	\$ 19,000	\$ 7,070	\$ 20,000	
<b>Total Operating Budget</b> <i>(including payroll &amp; benefits)</i>	\$ 57,000	\$ 16,566	\$ 63,000	
<b>Capital Expenditures</b>				
<b>OPERATING BUDGET GROWTH</b>	<i>Previous-Current</i>	<i>Current-Upcoming</i>		
	-71%	280%		
<b>4) RESERVES ON HAND</b>	<b>Amount</b>	<b>Explanation</b>		
Restricted-Explain in column c	\$ 3,000	grant money		
Unrestricted				
Goal				
<b>5) PAYROLL DETAIL</b>				
<b>Level of Position</b>	<b>Salary Range</b>	<b>Benefits Summary</b>		
<b>Tier 1</b> <i>(Eg Executive)</i>				
<b>Tier 2</b> <i>(Eg Vice President)</i>				
<b>Tier 3</b> <i>(Eg Director)</i>				
<b>Tier 4</b> <i>(Eg Manager)</i>				
<b>Tier 5</b> <i>(Eg Coordinator/Assistant)</i>	\$26/hr	no benefits		

# BUCK RIDGE SNOWMOBILE TRAIL - ADDITIONAL GROOMINGS

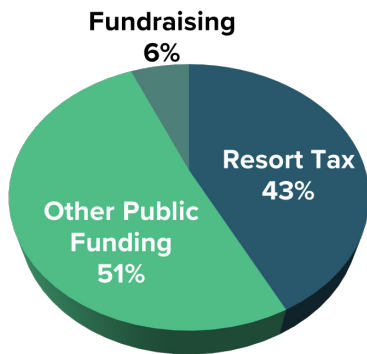
GALLATIN VALLEY SNOWMOBILE ASSOCIATION (GVSA)

Request: \$30,000  
Total Project Cost: \$70,500

## RECREATION • PROGRAMMING

Buck Ridge is one of the most heavily used snowmobile trails in the Bozeman/Big Sky area. This project makes it possible to groom this trail an additional 2 times per week providing a smoother trail and a better snowmobile experience.

### MATCHING FUNDS



### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Programming	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 26-48% Requested of Resort Tax	<b>7</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) <50%	<b>3</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Not Typically Publicly Funded	<b>0</b>
<b>SMART Community Need</b> (max: 10 pts) Does Not Address Identified & Measurable Community Need	<b>0</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) <10% Growth	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>62</b>

### Our Big Sky Strategy

World-Class Year-Round Recreational Opportunities

### SMART Goal

N/A

### SMART Goal Measurement

N/A

**Project Name:** Buck Ridge Snowmobile trail-additional groomings

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$ 30,000	\$ 33,000	\$ 36,000	43%
Other Public Funding				0%
Private Donations				0%
Corporate Donations & Sponsorships				0%
Grants	\$ 23,000	\$ 23,000	\$ 23,000	33%
Events	\$ 13,000	\$ 15,000	\$ 17,000	18%
Dues, Fees, Sales	\$ 4,500	\$ 5,000	\$ 5,500	6%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 70,500</b>	<b>\$ 76,000</b>	<b>\$ 81,500</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		

**EXPENSES**

<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	FY25 Resort Tax Request	FY25 Total Project	
Contract Services	\$ 12,000	\$ 12,000	
Property Acquisition			
Marketing, Advertising, and Communications			
Materials and Supplies	\$ 5,000	\$ 14,000	
Payroll and Benefits	\$ 8,500	\$ 19,000	
Repairs and Maintenance	\$ 4,500	\$ 9,000	
Scholarships and Financial Assistance		\$ 1,250	
Travel			
Other (explain below)			
<i>Subtotal-Direct</i>	<b>\$ 30,000</b>	<b>\$ 55,250</b>	
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	FY25 Resort Tax Request	FY25 Total Project	
Contract Services			
Insurance (Liability, D&O, Vehicle, Umbrella, etc)		\$ 1,250	
Marketing, Advertising, and Communications		\$ 2,500	
Memberships (Industry and Trade Organizations)		\$ 55	
Office Expenses		\$ 1,000	
Payroll and Benefits			
Rent and Mortgage		\$ 4,000	
Repairs and Maintenance		\$ 66,350	
Sponsorships			
Travel & Training			
Other (explain below)			
<i>Subtotal-Indirect</i>	<b>\$ -</b>	<b>\$ 75,155</b>	
<b>EXPENSES TOTAL</b>	<b>\$ 30,000</b>	<b>\$ 130,405</b>	
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>



# GROW WILD (GW)

\$174,943 (2.2% of requests)

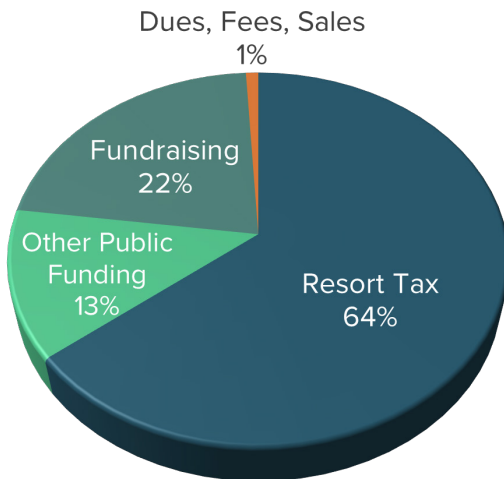
Projected: \$191,485 (-9%)



\$76,204 • Wildlife Habitat Conservation (Programming)  
\$98,739 • Land Stewardship (Programming)

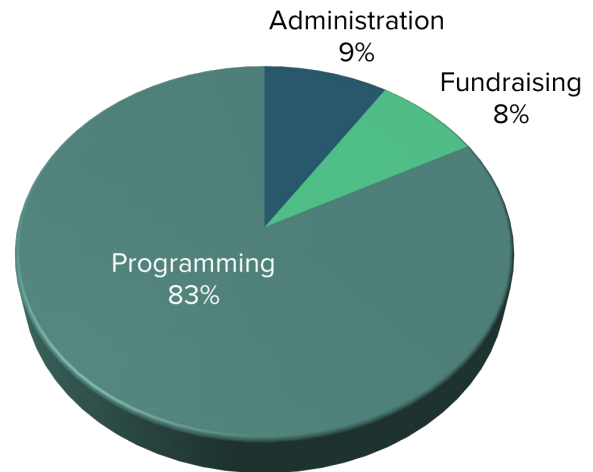
## REVENUE DISTRIBUTION

Current FY Budget



## EXPENSE DISTRIBUTION

Current FY Budget



**FY23 Award: \$118,525**

**FY24 Award: \$156,728**

- \$17,608 • Clean Recreation Project
- \$29,167 • Wildlife Habitat Conservation Project
- \$36,307 • Landowner Stewardship Project
- \$36,609 • Invasive Species Education Project
- \$37,037 • Crail Gardens Project

**FY25 Request: \$174,943**

**Grow Wild  
Sponsor Efficiency Worksheet**

<b>1) REVENUE</b> <b>(Cash only, do not include in-kind)</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Public Funding-Resort Tax	\$ 89,832	\$ 169,703	89%	64%
Public Funding-Other <i>(mills, county, etc)</i>	\$ 22,618	\$ 33,763	49%	13%
Fundraising-Private Dontaions	\$ 17,840	\$ 8,600	-52%	3%
Fundraising <i>Corporate Donations &amp; Sponsorships</i>	\$ -	\$ 2,000		1%
Fundraising-Grants	\$ 44,898	\$ 43,150	-4%	16%
Fundraising-Events	\$ 14,206	\$ 3,500	-75%	1%
Direct Revenue <i>Dues, fees, sales</i>	\$ 7,389	\$ 2,400	-68%	1%
Other-explain below	\$ 2,005	\$ -	-100%	0%
<b>TOTAL</b>	<b>\$ 198,788</b>	<b>\$ 263,116</b>	<b>32%</b>	<b>100%</b>
<i>Other Revenue Explanaiton</i>	<i>Credit cards reward cash back &amp; insurance refund (overcharge)</i>			
<b>2) EXPENSES</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Administration <i>Management &amp; General Expenses reported in section IX on a 990</i>	\$ 39,536	\$ 23,695	-40%	9%
Fundraising <i>Fundraising Expenses reported in section IX on a 990</i>	\$ 22,636	\$ 20,490	-9%	8%
Programming <i>Program Expenses reported in section IX on a 990</i>	\$ 138,598	\$ 212,931	54%	83%
<b>TOTAL</b>	<b>\$ 200,770</b>	<b>\$ 257,116</b>	<b>28%</b>	<b>100%</b>
<b>3) GROWTH FORECAST</b>	<b>Previous-FY</b>	<b>Current-FY</b>	<b>Upcoming-FY</b>	
<b>Total # of FTE</b>	0.85	0.85	0.86	
<b>Payroll &amp; Benefits</b>	\$ 81,555	\$ 88,640	\$ 124,800	
<b>Total Operating Budget</b> <i>(including payroll &amp; benefits)</i>	\$ 190,648	\$ 257,116	\$ 373,686	
<b>Capital Expenditures</b>	\$ -	\$ -	\$ -	
<b>OPERATING BUDGET GROWTH</b>	<b>Previous-Current</b>	<b>Current-Upcoming</b>		
	35%	45%		
<b>4) RESERVES ON HAND</b>	<b>Amount</b>	<b>Explanation</b>		
Restricted-Explain in column c	\$ 36,805	Restricted funds are used for projects: Clean.Drain.Dry., Education & Outreach, Education Trailer, Crail Gardens, Alpenscpes, Conserve Our Canyon and Pull Your Share.		
Unrestricted	\$ 62,168			
Goal	\$ 65,000			
<b>5) PAYROLL DETAIL</b>				
<b>Level of Position</b>	<b>Salary Range</b>	<b>Benefits Summary</b>		
<b>Tier 1</b> <i>(Eg Executive)</i>	\$60/hr	Grow Wild does not have employees, but contracts for staff positions. Contractor recieves NO benefits and must cover all payroll tax liabilities.		
<b>Tier 2</b> <i>(Eg Vice President)</i>				
<b>Tier 3</b> <i>(Eg Director)</i>				
<b>Tier 4</b> <i>(Eg Manager)</i>				
<b>Tier 5</b> <i>(Eg Coordinator/Assistant)</i>				

# WILDLIFE HABITAT CONSERVATION

## GROW WILD (GW)

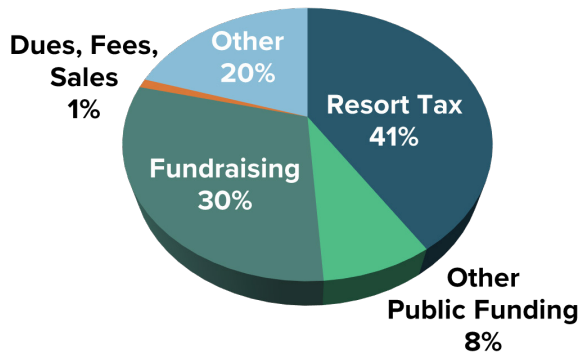
Request: \$76,204

Total Project Cost: \$186,324

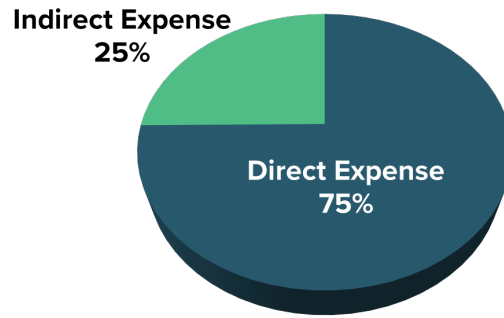
### CONSERVATION • PROGRAMMING

Wildlife in our area face habitat loss, fragmentation, and degradation due to explosive increases in growth, development, and recreation. This project mitigates these impacts via habitat improvement projects, collaborative invasive species management efforts, native/pollinator gardens, and volunteer activities to ensure wildlife continues to thrive in Big Sky.

#### MATCHING FUNDS



#### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Programming	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 26-48% Requested of Resort Tax	<b>7</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) <10% Growth	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>89</b>

#### Our Big Sky Strategy

Our Natural Resources Are Protected and Enhanced for Future Generations

#### SMART Goal

Conserve and/or enhance 3% more sensitive lands and river access sites by 6/30/25

#### SMART Goal Measurement

Grow Wild will enhance wildlife habitat by managing invasive plant species on 105 acres, removing 1,200 pounds of noxious weeds, building 2 new pollinator gardens, distributing 1,200 native plants, and maintaining demonstration gardens with 120 volunteers by 6/30/25.

We'll track the following:

- # of acres (where invasive plants are managed) via the Conserve Our Canyon, Bighorn Sheep & HOA (Habitat Owners Association) programs.
- # of pounds of noxious weeds pulled.
- # of gardens built.
- # of native plants distributed.
- # of volunteers who assist with habitat conservation projects.

In addition, we'll produce and disseminate a suite of educational resources to the community to further wildlife habitat conservation and sustainable landscaping practices by using and encouraging native plants and creating pollinator habitat.

**Project Name:** Wildlife Habitat Conservation

<b>Revenue</b> <i>Cash only, not including In-Kind</i>	<b>FY25 Request</b> <i>(7/1/23-6/30/24)</i>	<b>FY26 Forecasted Request</b> <i>(7/1/24-6/30/25)</i>	<b>FY27 Forecasted Request</b> <i>(7/1/25-6/30/26)</i>	<b>FY25 Matching Funds %</b>
Resort Tax	\$ 76,204	\$ 81,538	\$ 88,877	41%
Other Public Funding	\$ 15,000	\$ 16,050	\$ 17,495	8%
Private Donations	\$ 12,500	\$ 6,000	\$ 7,000	7%
Corporate Donations & Sponsorships	\$ 4,000	\$ 10,000	\$ 10,000	2%
Grants	\$ 34,720	\$ 37,150	\$ 40,494	19%
Events	\$ 4,350	\$ 4,500	\$ 5,000	2%
Dues, Fees, Sales	\$ 2,000	\$ 2,000	\$ 2,000	1%
Other* (explain below)	\$ 37,550	\$ 6,000	\$ 6,500	20%
<b>TOTAL</b>	<b>\$ 186,324</b>	<b>\$ 163,238</b>	<b>\$ 177,366</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		
<b>FY25</b>	\$ 5,550	Restricted \$ used for spring 25 COC project		
<b>FY25</b>	\$ 32,000	\$32K raised for COC future expenses		
<b>FY 26 &amp; 27</b>	\$ 60,006,500	Restricted \$ used for COC project		
<b>EXPENSES</b>				
<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services	\$ 8,300	\$ 23,370		
Property Acquisition				
Marketing, Advertising, and Communications	\$ 13,250	\$ 16,950		
Materials and Supplies	\$ 9,050	\$ 41,990		
Payroll and Benefits	\$ 23,600	\$ 38,400		
Repairs and Maintenance				
Scholarships and Financial Assistance				
Travel	\$ 2,840	\$ 3,100		
Other (explain below)				
<i>Subtotal-Direct</i>	\$ 57,040	\$ 123,810		
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services	\$ 970	\$ 970		
Insurance (Liability, D&O, Vehicle, Umbrella, etc)	\$ 2,015	\$ 2,015		
Marketing, Advertising, and Communications	\$ 968	\$ 968		
Memberships (Industry and Trade Organizations)	\$ 350	\$ 350		
Office Expenses	\$ 623	\$ 623		
Payroll and Benefits	\$ 10,450	\$ 13,700		
Rent and Mortgage	\$ 1,400	\$ 1,400		
Repairs and Maintenance				
Sponsorships				
Travel & Training	\$ 1,138	\$ 1,138		
Other (explain below)	\$ 1,250	\$ 9,350		
<i>Subtotal-Indirect</i>	\$ 19,164	\$ 30,514		
<b>EXPENSES TOTAL</b>	<b>\$ 76,204</b>	<b>\$ 154,324</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	
	\$ 1,250	Indirect	Strategic Plan	
	\$ 8,100	Indirect	Fundraising Support covered by GW	

# LAND STEWARDSHIP

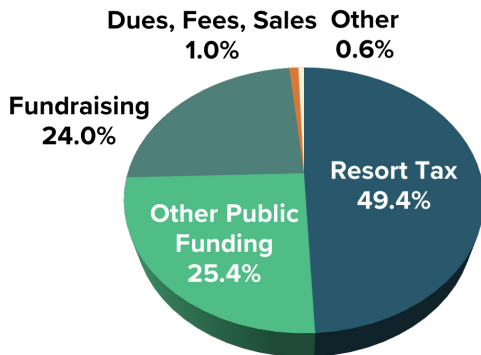
## GROW WILD (GW)

Request: \$98,739  
Total Project Cost: \$199,865

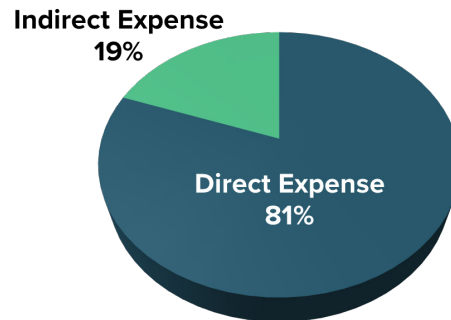
### CONSERVATION • PROGRAMMING

Active stewardship of natural resources is critical to community sustainability. Grow Wild's land stewardship project educates all stakeholders about land resources, conservation practices, native and invasive species, and clean recreation habits to ensure what we love about this place is not destroyed by our pursuit to experience it.

#### MATCHING FUNDS



#### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Programming	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 49-74% Requested of Resort Tax	<b>3</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) <10% Growth	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>85</b>

#### Our Big Sky Strategy

Our Natural Resources Are Protected and Enhanced for Future Generations

#### SMART Goal

Conserve and/or enhance 3% more sensitive lands and river access sites by 6/30/25

#### SMART Goal Measurement

1. Expand land stewardship education and outreach by 3% by 6/30/25. Progress measured by following metrics (1st # being 2023, 2nd = 2024): # Times Education Trailer Employed – 39, 40  
Farmers Market - 12 markets, maintain  
# Youth Events – 26, 27 # Youth Educated - 1,891, 1,948 # Adults Educated - 1,264, 1,301 # Guided Hikes – 3, maintain  
Raise funding for Clean Rec - \$14K, \$14.4K  
Media Impressions - 2.6 million, maintain  
PR materials distributed - 9,500, maintain  
Trailhead signs – 8, maintain 2. Annually, landowner requests for site visits and assistance are met 100%. Progress measured by following metrics (1st # being 2023, 2nd = 2024): Conduct x # of sites visits – 25, 26  
Inspect x # acres – 200, 206  
Assist 100% of people who request help (fielding inquiries, providing guidance, and conducting site visits).  
Produce and disseminate a suite of educational resources.

**Project Name:** Land Stewardship

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$ 98,739	\$ 105,651	\$ 115,159	49%
Other Public Funding	\$ 50,771	\$ 54,325	\$ 59,214	25%
Private Donations	\$ 5,000	\$ 5,000	\$ 5,000	3%
Corporate Donations & Sponsorships				0%
Grants	\$ 37,770	\$ 40,414	\$ 44,051	19%
Events	\$ 4,350	\$ 4,500	\$ 5,000	2%
Dues, Fees, Sales	\$ 2,000	\$ 2,000	\$ 2,000	1%
Other* (explain below)	\$ 1,235			1%
<b>TOTAL</b>	<b>\$ 199,865</b>	<b>\$ 211,890</b>	<b>\$ 230,424</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		
Restricted \$ for project	\$ 1,235.00	DNRC: AIS grant \$		

**EXPENSES**

DIRECT <i>Program Expenses reported in section IX on a 990</i>	FY25 Resort Tax Request	FY25 Total Project		
Contract Services	\$ -	\$ 10,770		
Property Acquisition				
Marketing, Advertising, and Communications	\$ 20,900	\$ 79,636		
Materials and Supplies	\$ 9,850	\$ 14,820		
Payroll and Benefits	\$ 44,500	\$ 59,000		
Repairs and Maintenance				
Scholarships and Financial Assistance				
Travel	\$ 4,325	\$ 5,125		
Other (explain below)				
<i>Subtotal-Direct</i>	<b>\$ 79,575</b>	<b>\$ 169,351</b>		
INDIRECT <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	FY25 Resort Tax Request	FY25 Total Project		
Contract Services	\$ 970	\$ 970		
Insurance (Liability, D&O, Vehicle, Umbrella, etc)	\$ 2,015	\$ 2,015		
Marketing, Advertising, and Communications	\$ 968	\$ 968		
Memberships (Industry and Trade Organizations)	\$ 350	\$ 350		
Office Expenses	\$ 623	\$ 623		
Payroll and Benefits	\$ 10,450	\$ 13,700		
Rent and Mortgage	\$ 1,400	\$ 1,400		
Repairs and Maintenance				
Sponsorships				
Travel & Training	\$ 1,138	\$ 1,138		
Other (explain below)	\$ 1,250	\$ 9,350		
<i>Subtotal-Indirect</i>	<b>\$ 19,164</b>	<b>\$ 30,514</b>		
<b>EXPENSES TOTAL</b>	<b>\$ 98,739</b>	<b>\$ 199,865</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	
	\$ 1,250	Indirect	Strategic Plan	
	\$ 8,100	Indirect	Fundraising Support covered by GW	

# MORNINGSTAR LEARNING CENTER (MLC)

\$750,000 (9.2% of requests)

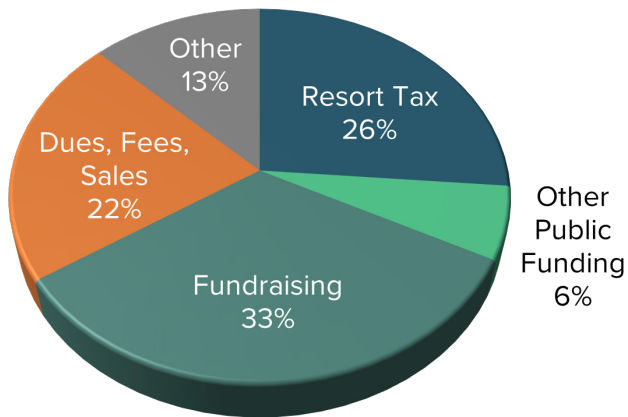
Projected: \$455,000 (+65%)



\$750,000 • Early Childhood Education & Tuition Assistance  
(Programming)

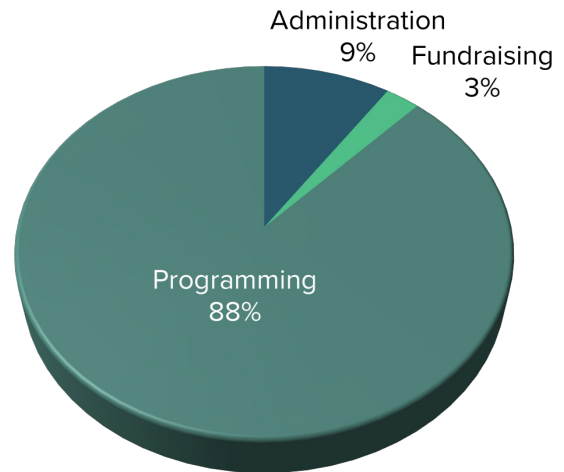
## REVENUE DISTRIBUTION

Current FY Budget



## EXPENSE DISTRIBUTION

Current FY Budget



FY23 Award: \$450,000

FY24 Award: \$425,000

\$425,000 • Early Childhood Education & Tuition Assistance

FY25 Request: \$750,000

Morningstar Learning Center  
Sponsor Efficiency Worksheet

<b>1) REVENUE</b> <b>(Cash only, do not include in-kind)</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Public Funding-Resort Tax	\$ 427,482	\$ 425,000	-1%	26%
Public Funding-Other <i>(mills, county, etc)</i>	\$ 606,032	\$ 101,050	-83%	6%
Fundraising-Private Dontaions	\$ 58,509	\$ 65,000	11%	4%
Fundraising <i>Corporate Donations &amp; Sponsorships</i>	\$ 120,102	\$ 150,000	25%	9%
Fundraising-Grants	\$ 350,400	\$ 225,000	-36%	14%
Fundraising-Events	\$ 122,565	\$ 100,000	-18%	6%
Direct Revenue <i>Dues, fees, sales</i>	\$ 314,239	\$ 350,411	12%	22%
Other-explain below		\$ 204,000		13%
<b>TOTAL</b>	<b>\$ 1,999,330</b>	<b>\$ 1,620,461</b>	<b>-19%</b>	<b>100%</b>
<i>Other Revenue Explanaiton</i>	employee housing rent (existed in FY23, but our accounting process didn't pull it out separately)			
<b>2) EXPENSES</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Administration <i>Management &amp; General Expenses reported in section IX on a 990</i>	\$ 10,149	\$ 170,530	1580%	9%
Fundraising <i>Fundraising Expenses reported in section IX on a 990</i>	\$ 39,658	\$ 46,250	17%	3%
Programing <i>Program Expenses reported in section IX on a 990</i>	\$ 1,356,728	\$ 1,591,268	17%	88%
<b>TOTAL</b>	<b>\$ 1,406,536</b>	<b>\$ 1,808,048</b>	<b>29%</b>	<b>100%</b>
<b>3) GROWTH FORECAST</b>	<b>Previous-FY</b>	<b>Current-FY</b>	<b>Upcoming-FY</b>	
<b>Total # of FTE</b>	19	19.5	24	
<b>Payroll &amp; Benefits</b>	\$ 1,104,339	\$ 1,332,006	\$ 1,611,778	
<b>Total Operating Budget</b> <i>(including payroll &amp; benefits)</i>	\$ 1,384,453	\$ 1,808,148	\$ 2,086,308	
<b>Capital Expenditures</b>	\$ 55,974	\$ -	\$ -	
<b>OPERATING BUDGET GROWTH</b>	<i>Previous-Current</i>	<i>Current-Upcoming</i>		
	31%	15%		
<b>4) RESERVES ON HAND</b>	<b>Amount</b>	<b>Explanation</b>		
Restricted-Explain in column c	\$ 350,000			
Unrestricted	\$ 350,000			
Goal				
<b>5) PAYROLL DETAIL</b>				
<b>Level of Position</b>	<b>Salary Range</b>	<b>Benefits Summary</b>		
<b>Tier 1</b> <i>(Eg Executive)</i>	\$90-110,000	paid time off, 3 sick days, \$500/month health benefits, \$720/year wellness benefit, 3% IRA match, paid continuing education		
<b>Tier 2</b> <i>(Eg Vice President)</i>	\$70-90,000			
<b>Tier 3</b> <i>(Eg Director)</i>	\$55-70,000			
<b>Tier 4</b> <i>(Eg Manager)</i>	\$45-55,000			
<b>Tier 5</b> <i>(Eg Coordinator/Assistant)</i>	\$40-45,000			



# EARLY CHILDHOOD EDUCATION AND TUITION ASSISTANCE

MORNINGSTAR LEARNING CENTER (MLC)

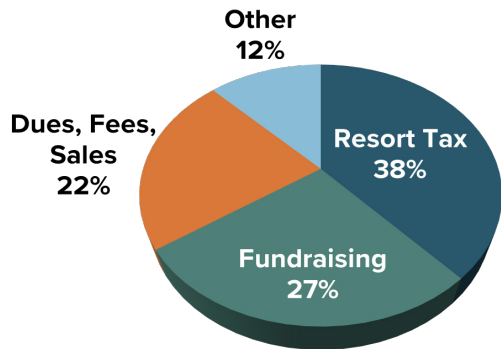
Request: \$750,000

Total Project Cost: \$1,959,000

## EDUCATION AND CHILDCARE • PROGRAMMING

This project enables MLC to provide quality early childhood education without sacrificing teacher pay or family affordability. It supports our programming expenses, enabling us to pay our teachers closer to a living wage in Big Sky, and our Tuition Assistance Program (TAP), enabling us to provide targeted, need-based financial aid to families who apply and qualify.

### MATCHING FUNDS



### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents Only	<b>10</b>
<b>Investment Type</b> (max: 15 pts) Programming	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 30%+ Forecasting Variance YOY	<b>3</b>
<b>Matching Funds</b> (max: 10 pts) 26-48% Requested of Resort Tax	<b>7</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) 21%+ Growth	<b>2</b>
<b>Total Score</b> (max: 100 pts)	<b>74</b>

### Our Big Sky Strategy

Accessible Affordable Childcare for Working Families (0-5)

### SMART Goal

Annually, families pay no more than 7-10% of gross income on childcare tuition

### SMART Goal Measurement

This project will directly contribute towards progress towards this SMART goal by covering the difference between what families can afford and what MLC needs to charge to cover our expenses. Our goal with this funding is to keep 100% of MLC families paying as close to 7% of their income on MLC tuition as possible, but no more than 10%. We will measure progress using the income data collected during our Tuition Assistance application process.

**Project Name:** Early Childhood Education and Tuition Assistance

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request (7/1/23-6/30/24)	FY26 Forecasted Request (7/1/24-6/30/25)	FY27 Forecasted Request (7/1/25-6/30/26)	FY25 Matching Funds %
Resort Tax	\$ 750,000	\$ 625,000	\$ 575,000	38%
Other Public Funding				0%
Private Donations	\$ 75,000	\$ 85,000	\$ 95,000	4%
Corporate Donations & Sponsorships	\$ 75,000	\$ 115,000	\$ 140,000	4%
Grants	\$ 265,000	\$ 285,000	\$ 305,000	14%
Events	\$ 115,000	\$ 140,000	\$ 160,000	6%
Dues, Fees, Sales	\$ 439,000	\$ 483,000	\$ 531,000	22%
Other* (explain below)	\$ 240,000	\$ 230,000	\$ 250,000	12%
<b>TOTAL</b>	<b>\$ 1,959,000</b>	<b>\$ 1,963,000</b>	<b>\$ 2,056,000</b>	<b>100%</b>

Other Revenue Explanation	Amount	Source
	\$ 240,000	employee housing revenue, which offsets the cost of our employee housing

**EXPENSES**

DIRECT <i>Program Expenses reported in section IX on a 990</i>	FY25 Resort Tax Request	FY25 Total Project
Contract Services		\$ 87,000
Property Acquisition		
Marketing, Advertising, and Communications		\$ 5,725
Materials and Supplies		\$ 38,000
Payroll and Benefits	\$ 325,000	\$ 1,442,978
Repairs and Maintenance		\$ 30,000
Scholarships and Financial Assistance	\$ 425,000	\$ 528,427
Travel		
Other (explain below)		\$ 267,175
<i>Subtotal-Direct</i>	<i>\$ 750,000</i>	<i>\$ 2,399,305</i>

INDIRECT <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	FY25 Resort Tax Request	FY25 Total Project
Contract Services		\$ 19,030
Insurance (Liability, D&O, Vehicle, Umbrella, etc)		\$ 5,600
Marketing, Advertising, and Communications		\$ 500
Memberships (Industry and Trade Organizations)		\$ 700
Office Expenses		\$ 2,400
Payroll and Benefits		\$ 142,800
Rent and Mortgage		
Repairs and Maintenance		
Sponsorships		
Travel & Training		\$ 2,000
Other (explain below)		\$ 46,250
<i>Subtotal-Indirect</i>	<i>\$ -</i>	<i>\$ 219,280</i>
<b>EXPENSES TOTAL</b>	<b>\$ 750,000</b>	<b>\$ 2,618,585</b>

Other Expenses	Amount	Direct or Indirect	Brief explanation
	\$ 267,175	direct	mortgage/rent/utilities because we cannot have a program without a building or teachers, so these costs are included as program expenses
	\$ 46,250	indirect	fundraising costs

# RILEY'S URGENT FUND FOR FRIENDS (RUFF)

\$250,000 (3.1% of requests)

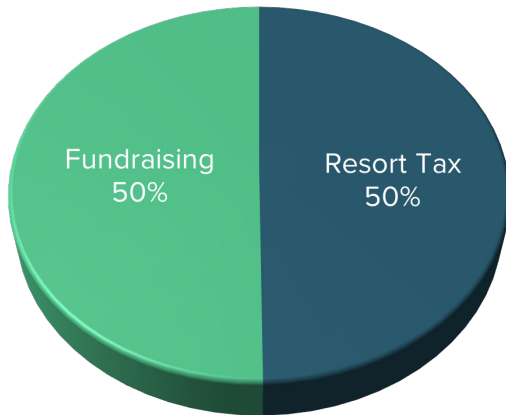
Projected: N/A



\$250,000 • Big Sky Animal Shelter (Capital - Not in CIP)

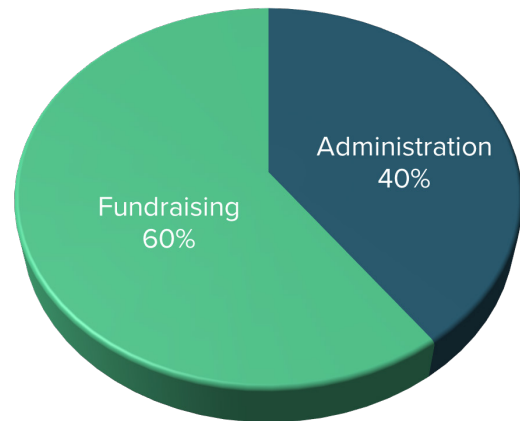
## REVENUE DISTRIBUTION

Current FY Budget



## EXPENSE DISTRIBUTION

Current FY Budget



FY23 Award: \$ --

FY24 Award: \$ --

FY25 Request: \$250,000

Riley's Urgent Fund for Friends  
Sponsor Efficiency Worksheet

<b>1) REVENUE</b> <b>(Cash only, do not include in-kind)</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Public Funding-Resort Tax	\$ -	\$ 250,000		50%
Public Funding-Other <i>(mills, county, etc)</i>	\$ -	\$ -		0%
Fundraising-Private Dontaions	\$ 211,000	\$ 73,800	-65%	15%
Fundraising <i>Corporate Donations &amp; Sponsorships</i>	\$ -	\$ 100,000		20%
Fundraising-Grants	\$ -	\$ 50,000		10%
Fundraising-Events	\$ 20,036	\$ 30,000	50%	6%
Direct Revenue <i>Dues, fees, sales</i>	\$ 310	\$ 500	61%	0%
Other-explain below	\$ -	\$ -		0%
<b>TOTAL</b>	<b>\$ 231,346</b>	<b>\$ 504,300</b>	<b>118%</b>	<b>100%</b>
<i>Other Revenue Explanaiton</i>				
<b>2) EXPENSES</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Administration <i>Management &amp; General Expenses reported in section IX on a 990</i>	\$ 410	\$ 1,000	144%	40%
Fundraising <i>Fundraising Expenses reported in section IX on a 990</i>	\$ 1,010	\$ 1,500	49%	60%
Programming <i>Program Expenses reported in section IX on a 990</i>	\$ -	\$ -		0%
<b>TOTAL</b>	<b>\$ 1,420</b>	<b>\$ 2,500</b>	<b>76%</b>	<b>100%</b>
<b>3) GROWTH FORECAST</b>	<b>Previous-FY</b>	<b>Current-FY</b>	<b>Upcoming-FY</b>	
<b>Total # of FTE</b>	0	0	1	
<b>Payroll &amp; Benefits</b>	\$ -	\$ -	\$ 25,000	
<b>Total Operating Budget</b> <i>(including payroll &amp; benefits)</i>	\$ 5,000	\$ 5,000	\$ 7,500	
<b>Capital Expenditures</b>	\$ -	\$ 1,200,000	\$ -	
<b>OPERATING BUDGET GROWTH</b>	<i>Previous-Current</i>	<i>Current-Upcoming</i>		
	0%	50%		
<b>4) RESERVES ON HAND</b>	<b>Amount</b>	<b>Explanation</b>		
Restricted-Explain in column c				
Unrestricted				
Goal				
<b>5) PAYROLL DETAIL</b>				
<b>Level of Position</b>	<b>Salary Range</b>	<b>Benefits Summary</b>		
<b>Tier 1</b> <i>(Eg Executive)</i>	N/A			
<b>Tier 2</b> <i>(Eg Vice President)</i>	N/A			
<b>Tier 3</b> <i>(Eg Director)</i>	N/A			
<b>Tier 4</b> <i>(Eg Manager)</i>	N/A			
<b>Tier 5</b> <i>(Eg Coordinator/Assistant)</i>	N/A			

# BIG SKY ANIMAL SHELTER

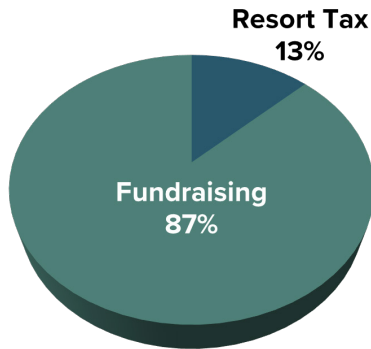
## RILEY'S URGENT FUND FOR FRIENDS (RUFF)

Request: \$250,000  
 Total Project Cost: \$1,555,500

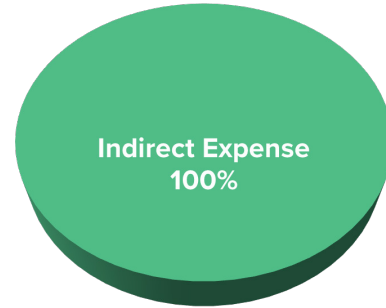
### HEALTH AND SAFETY • CAPITAL - NOT IN CIP

Animals are an integral piece of the Big Sky community therefore Ruff is building a shelter to provide a permanent facility that will care for and house animals that are lost, strays, surrendered or being held as a part of a criminal case. Loose animals pose a public health risk and pets are a proven piece of maintaining mental health.

#### MATCHING FUNDS



#### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Capital	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) Not Previously Funded	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 25% or less Requested of Resort Tax	<b>10</b>
<b>Partnerships</b> (max: 10 pts) 1-3 Partners	<b>7</b>
<b>Program Expense Ratio</b> (max: 10 pts) <50%	<b>3</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 1 Year of Resort Tax Funding	<b>5</b>
<b>Programming Growth Rate</b> (max: 5 pts) Capital or new project	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>85</b>

#### Our Big Sky Strategy

Comprehensive Wellness & Social Services network increases quality of life for all community members

#### SMART Goal

3% increase in wellness & social service supports by 6/30/25

#### SMART Goal Measurement

Free roaming animals, lost dogs, and unowned animals are a societal challenge. An animal shelter addresses public health and safety concerns according to the NIH (National Institutes of Health) by limiting free roaming animals that can pose a threat to humans through injury, as well as wildlife through predation. This shelter will address the fact that Big Sky lacks any animal control services. Keeping animals with their families also plays a large role in mental health. The shelter will measure the progress goal of increasing services by 50% by 6/30/2025 by recording the number of animals who receive discounted medical care to stay with their families, are housed while lost, are re-homed when needed, and the number of collaborations with the Sheriff and Fire Departments. This past year RUFF provided medical care and procedures for 12 animals, homed 2 strays and took in numerous lost animals. We plan to aid 25 animals and their families as well as increase education and services.

**Project Name:** Big Sky Animal Shelter

<b>Revenue</b> <i>Cash only, not including In-Kind</i>	<b>FY25 Request</b> <i>(7/1/23-6/30/24)</i>	<b>FY26 Forecasted Request</b> <i>(7/1/24-6/30/25)</i>	<b>FY27 Forecasted Request</b> <i>(7/1/25-6/30/26)</i>	<b>FY25 Matching Funds %</b>
Resort Tax	\$ 200,000	\$ -	\$ -	13%
Other Public Funding				0%
Private Donations	\$ 1,200,000	\$ 150,000	\$ 200,000	77%
Corporate Donations & Sponsorships	\$ 100,000	\$ 50,000	\$ 75,000	6%
Grants	\$ 25,000	\$ 10,000	\$ 12,000	2%
Events	\$ 30,000	\$ 40,000	\$ 45,000	2%
Dues, Fees, Sales	\$ 500	\$ 1,000	\$ 1,500	0%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 1,555,500</b>	<b>\$ 251,000</b>	<b>\$ 333,500</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		

**EXPENSES**

<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>
Contract Services	\$ -	\$ 1,000
Property Acquisition	\$ -	\$ -
Marketing, Advertising, and Communications	\$ -	\$ -
Materials and Supplies	\$ -	\$ 3,000
Payroll and Benefits	\$ -	\$ -
Repairs and Maintenance	\$ -	\$ -
Scholarships and Financial Assistance	\$ -	\$ -
Travel	\$ -	\$ -
Other (explain below)	\$ -	\$ -
<i>Subtotal-Direct</i>	<i>\$ -</i>	<i>\$ 4,000</i>
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>
Contract Services	\$ -	\$ 2,000
Insurance (Liability, D&O, Vehicle, Umbrella, etc)	\$ -	\$ -
Marketing, Advertising, and Communications	\$ -	\$ -
Memberships (Industry and Trade Organizations)	\$ -	\$ 1,500
Office Expenses	\$ -	\$ -
Payroll and Benefits	\$ -	\$ -
Rent and Mortgage	\$ -	\$ -
Repairs and Maintenance	\$ -	\$ -
Sponsorships	\$ -	\$ -
Travel & Training	\$ 200,000	\$ 1,200,000
Other (explain below)		
<i>Subtotal-Indirect</i>	<i>\$ 200,000</i>	<i>\$ 1,203,500</i>
<b>EXPENSES TOTAL</b>	<b>\$ 200,000</b>	<b>\$ 1,207,500</b>

<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>
<b>The funding is strictly dedicated to building costs.</b>			

# BIG SKY SUSTAINABILITY NETWORK ORGANIZATION (SNO)

\$200,000 (2.5% of requests)

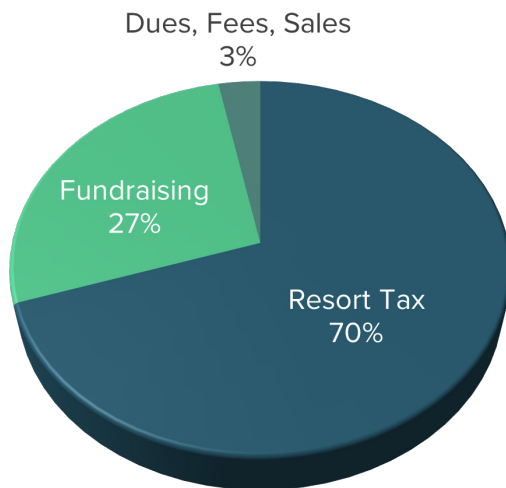
Projected: \$570,000 (-65%)



- \$35,000 • Recycling & Composting Education/Outreach (Programming)
- \$45,000 • Commuter Incentive - One Less Car (Programming)
- \$55,000 • Community Energy Efficiency & Conservation Engagement (Programming)
- \$65,000 • Climate Action Plan (CAP) Implementation (Programming)

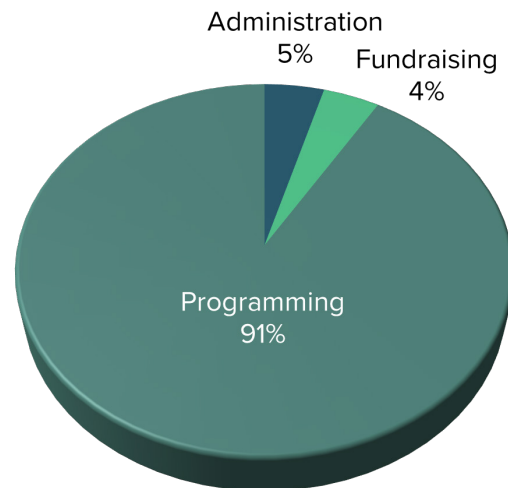
## REVENUE DISTRIBUTION

Current FY Budget



## EXPENSE DISTRIBUTION

Current FY Budget



**FY23 Award: \$139,000**

**FY24 Award: \$417,750**

- \$7,750 • Zero-Waste Event Recycling & Compost Outreach (Opportunity Grant)
- \$50,000 • Carpool Incentivization Program
- \$60,000 • Climate Action Plan (CAP) Implementation
- \$90,000 • Green Build Toolkit
- \$210,000 • Solarize Big Sky: RiverView

**FY25 Request: \$200,000**

**Big Sky Sustainability Network Organization  
Sponsor Efficiency Worksheet**

<b>1) REVENUE</b> <b>(Cash only, do not include in-kind)</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Public Funding-Resort Tax	\$ 145,720	\$ 453,160	211%	70%
Public Funding-Other <i>(mills, county, etc)</i>	\$ -	\$ -		0%
Fundraising-Private Dontaions	\$ 23,988	\$ 25,000	4%	4%
Fundraising <i>Corporate Donations &amp; Sponsorships</i>	\$ 13,572	\$ 15,000	11%	2%
Fundraising-Grants	\$ 105,000	\$ 135,000	29%	21%
Fundraising-Events	\$ -	\$ -		0%
Direct Revenue <i>Dues, fees, sales</i>	\$ 18,184	\$ 20,000	10%	3%
Other-explain below	\$ -	\$ -		0%
<b>TOTAL</b>	<b>\$ 306,464</b>	<b>\$ 648,160</b>	<b>111%</b>	<b>100%</b>
<i>Other Revenue Explanaiton</i>				
<b>2) EXPENSES</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Administration <i>Management &amp; General Expenses reported in section IX on a 990</i>	\$ 23,004	\$ 28,000	22%	4%
Fundraising <i>Fundraising Expenses reported in section IX on a 990</i>	\$ 21,086	\$ 26,530	26%	4%
Programming <i>Program Expenses reported in section IX on a 990</i>	\$ 147,607	\$ 578,210	292%	91%
<b>TOTAL</b>	<b>\$ 191,697</b>	<b>\$ 632,740</b>	<b>230%</b>	<b>100%</b>
<b>3) GROWTH FORECAST</b>	<b>Previous-FY</b>	<b>Current-FY</b>	<b>Upcoming-FY</b>	
<b>Total # of FTE</b>	1	1	2	
<b>Payroll &amp; Benefits</b>	\$ 92,732	\$ 106,600	\$ 188,000	
<b>Total Operating Budget</b> <i>(including payroll &amp; benefits)</i>	\$ 270,700	\$ 632,740	\$ 350,000	
<b>Capital Expenditures</b>	\$ -	\$ 285,900	\$ -	
<b>OPERATING BUDGET GROWTH</b>	<i>Previous-Current</i>	<i>Current-Upcoming</i>		
	134%	-45%		
<b>4) RESERVES ON HAND</b>	<b>Amount</b>	<b>Explanation</b>		
Restricted-Explain in column c	\$ 73,153	35,000 - RiverView Solar; 30,000 - Green Build Toolkit;1,528 - CAP Speaker Series; 6625 - Sustainable HOAs		
Unrestricted	\$ 126,652			
Goal				
<b>5) PAYROLL DETAIL</b>				
<b>Level of Position</b>	<b>Salary Range</b>	<b>Benefits Summary</b>		
<b>Tier 1</b> <i>(Eg Executive)</i>				
<b>Tier 2</b> <i>(Eg Vice President)</i>				
<b>Tier 3</b> <i>(Eg Director)</i>	\$93,500	5040 healthcare stipend, 20 days vacation paid, 12 personal days paid, no retirement,		
<b>Tier 4</b> <i>(Eg Manager)</i>				
<b>Tier 5</b> <i>(Eg Coordinator/Assistant)</i>				



# RECYCLING & COMPOSTING EDUCATION/OUTREACH

BIG SKY SUSTAINABILITY NETWORK ORGANIZATION (SNO)

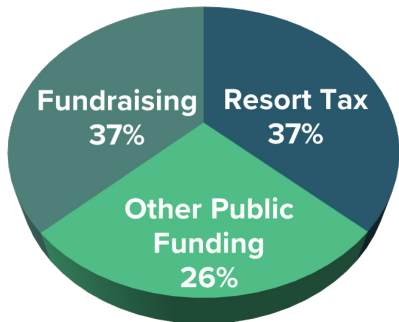
Request: \$35,000

Total Project Cost: \$95,000

## CONSERVATION • PROGRAMMING

Through multimodal education and outreach, SNO aims to increase recycling, composting, and food recovery collectively throughout the community by supporting zero waste events, staff trainings, the Big Sky Community Food Bank, and track composting and recycling in collaboration with waste haulers.

### MATCHING FUNDS



### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Programming	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 26-48% Requested of Resort Tax	<b>7</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Does Not Address Identified & Measurable Community Need	<b>0</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) 21%+ Growth	<b>2</b>
<b>Total Score</b> (max: 100 pts)	<b>76</b>

### Our Big Sky Strategy

Community Led Solutions to Develop Sustainability & Climate Neutrality

### SMART Goal

N/A

### SMART Goal Measurement

Landfill diversion (proper disposal of items into more circular economies such as food recovery, recycling, or composting) creates equitable access for community-wide sustainability participation. Waste contributes to 3.4% of community greenhouse gas (GHG) emissions (and therefore does not fall under the SMART goals as it is a nominal amount), yet it energizes the community. This year SNO plans to expand our waste education efforts:

ACTUAL 2023 staff waste trainings: 12

GOAL 2024 staff waste trainings: 18

ACTUAL 2023 zero waste events: 42

GOAL 2024 zero waste events: 55

ACTUAL 2023 zero waste attendees: 82,849

GOAL 2024 zero waste attendees: 90,000

TRACK lbs. of composted material (baseline data)

Food Recovery Support Big Sky Community Food Bank with expanding their current food recovery by helping cross promote food recovery during staff trainings, at zero waste events, and through a collaborative instructive video to ensure staff turnover does not negatively impact proper recovery.

**Project Name:** Recycling & Composting Education/Outreach

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$ 35,000	\$ 31,000	\$ 27,000	37%
Other Public Funding	\$ 25,000	\$ 25,000	\$ 25,000	26%
Private Donations	\$ -	\$ -	\$ -	0%
Corporate Donations & Sponsorships	\$ 20,000	\$ 20,000	\$ 20,000	21%
Grants	\$ 15,000	\$ 10,000	\$ 10,000	16%
Events	\$ -	\$ -	\$ -	0%
Dues, Fees, Sales	\$ -	\$ -	\$ -	0%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 95,000</b>	<b>\$ 86,000</b>	<b>\$ 82,000</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		
<b>EXPENSES</b>				
<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services	\$ 4,800	\$ 15,500		
Property Acquisition	\$ -	\$ -		
Marketing, Advertising, and Communications	\$ 1,500	\$ 6,000		
Materials and Supplies	\$ 3,000	\$ 7,000		
Payroll and Benefits	\$ 23,000	\$ 48,000		
Repairs and Maintenance	\$ 2,200	\$ 14,000		
Scholarships and Financial Assistance				
Travel	\$ 500	\$ 2,500		
Other (explain below)				
<i>Subtotal-Direct</i>	<b>\$ 35,000</b>	<b>\$ 93,000</b>		
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services				
Insurance (Liability, D&O, Vehicle, Umbrella, etc)		\$ 400		
Marketing, Advertising, and Communications		\$ 600		
Memberships (Industry and Trade Organizations)		\$ 375		
Office Expenses		\$ 340		
Payroll and Benefits				
Rent and Mortgage		\$ 285		
Repairs and Maintenance				
Sponsorships				
Travel & Training				
Other (explain below)				
<i>Subtotal-Indirect</i>	<b>\$ -</b>	<b>\$ 2,000</b>		
<b>EXPENSES TOTAL</b>	<b>\$ 35,000</b>	<b>\$ 95,000</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	

# COMMUTER INCENTIVE - ONE LESS CAR

BIG SKY SUSTAINABILITY NETWORK ORGANIZATION (SNO)

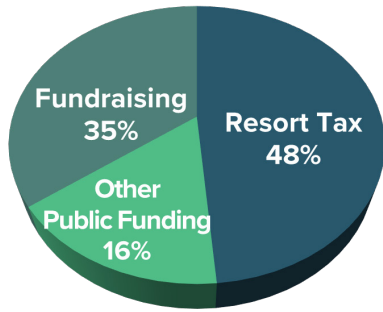
Request: \$45,000

Total Project Cost: \$93,000

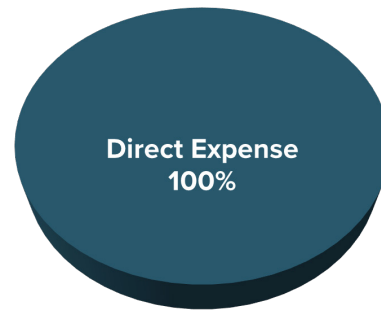
## CONSERVATION • PROGRAMMING

Vehicles & commuters from Bozeman to Big Sky continue to rise, leading to increased traffic, cost of living, and greenhouse gas emissions. Big Sky SNO, the City of Bozeman and Montana State University are partnering to co-fund the GoGallatin commuter platform to provide a community-based program to incentivize carpooling, bus rides, & other sustainable transport.

### MATCHING FUNDS



### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Programming	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 26-48% Requested of Resort Tax	<b>7</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) <10% Growth	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>89</b>

### Our Big Sky Strategy

Community Led Solutions to Develop Sustainability & Climate Neutrality

### SMART Goal

Reduce Transportation Emissions: Baseline emissions in 2018: 47,432 CO2e; Business as Usual 2035 projection is 63,210 CO2e; with CAP Implementation projection is 48,146 CO2e; a 24% change

### SMART Goal Measurement

- Long Term Goal: 48,146 CO2e (carbon dioxide equivalent emissions) by 2035 vs business as usual (BAU) projection of 63,210 CO2e, a reduction of 24%
- ACTUAL One Less Car Emissions Reduced 1/1/23-12/31/23: 52.7 tons CO2
- ACTUAL Gas Money Saved for Commuters 1/1/23-12/31/23: \$86,000
- ACTUAL Sustainable Vehicle Miles Traveled (VMT) (carpool, vanpool, or bus) 1/1/23-12/31/23: 240,409.5 mi
- GOAL One Less Car Emissions Reduced 1/1/24-12/31/24: 60.6 tons CO2
- GOAL Gas Money Saved for Commuters 1/1/24-12/31/24: \$100,000
- GOAL Sustainable VMT 1/1/24-12/31/24: 275,000 mi
- GOAL: Increase 279 SNO Network commuters to 325 commuters from Mar 31, 2024- Feb 15, 2025 (time of reporting)

Progress is directly measured through the GoGallatin.org platform when commuters log their rides and takes into account current gas prices.

**Project Name:** Commuter Incentive - One Less Car

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$ 45,000	\$ 45,000	\$ 45,000	48%
Other Public Funding	\$ 15,000	\$ 15,750	\$ 16,500	16%
Private Donations	\$ 13,000	\$ 13,000	\$ 13,000	14%
Corporate Donations & Sponsorships	\$ 20,000	\$ 20,000	\$ 20,000	22%
Grants				
Events				0%
Dues, Fees, Sales				0%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 93,000</b>	<b>\$ 93,750</b>	<b>\$ 94,500</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		
<b>EXPENSES</b>				
<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services	\$ 10,000	\$ 25,000		
Property Acquisition				
Marketing, Advertising, and Communications	\$ 7,000	\$ 20,000		
Materials and Supplies	\$ 2,000	\$ 4,000		
Payroll and Benefits	\$ 11,000	\$ 26,000		
Repairs and Maintenance				
Scholarships and Financial Assistance				
Travel				
Other (explain below)	\$ 15,000	\$ 15,000		
<i>Subtotal-Direct</i>	<b>\$ 45,000</b>	<b>\$ 90,000</b>		
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services				
Insurance (Liability, D&O, Vehicle, Umbrella, etc)		\$ 450		
Marketing, Advertising, and Communications		\$ 550		
Memberships (Industry and Trade Organizations)				
Office Expenses		\$ 375		
Payroll and Benefits		\$ 1,000		
Rent and Mortgage				
Repairs and Maintenance				
Sponsorships				
Travel & Training		\$ 625		
Other (explain below)				
<i>Subtotal-Indirect</i>	<b>\$ -</b>	<b>\$ 3,000</b>		
<b>EXPENSES TOTAL</b>	<b>\$ 45,000</b>	<b>\$ 93,000</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	
15000 under "other direct"			is half the price of the gift cards, which is matched by monthly business sponsors	

# COMMUNITY ENERGY EFFICIENCY AND CONSERVATION ENGAGEMENT

BIG SKY SUSTAINABILITY NETWORK ORGANIZATION (SNO)

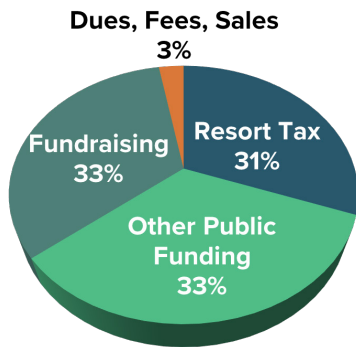
Request: \$55,000

Total Project Cost: \$180,000

## CONSERVATION • PROGRAMMING

With buildings and energy from buildings accounting for 63.3% of Big Sky’s greenhouse gas (GHG) emissions, Community Energy Efficiency and Conservation Engagement will educate property owners on how to increase energy efficiency and electrify buildings to begin mitigating these emissions in a strategic and financially responsible manner.

### MATCHING FUNDS



### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Programming	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 26-48% Requested of Resort Tax	<b>7</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 2-3 Years of Resort Tax Funding	<b>3</b>
<b>Programming Growth Rate</b> (max: 5 pts) <10% Growth	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>90</b>

### Our Big Sky Strategy

Community Led Solutions to Develop Sustainability & Climate Neutrality

### SMART Goal

Reduce Greenhouse Gas Emissions from Energy & Buildings, measured from electricity & propane use by carbon dioxide equivalent (CO2e), from 169,267.85 CO2e in 2018 to 144,348 CO2e in 2035

### SMART Goal Measurement

Buildings and energy from buildings account for 63.3% of our greenhouse gas (GHG) emissions. SNO’s goal is to reduce these emissions from 169,268 to 144,348 metric tons (MT) CO2 by 2035. Educate the community on energy efficiency through mailings, Green Build Toolkit (publish Q3 of 2024), & outreach: Homeowners  
NorthWestern Energy Home EnergyCheck, NorthWestern Energy Residential Rebates, Inflation Reduction Act rebates, conversion to heat pumps from aging boilers  
Engage 25% of homeowners in FY25 who have a heating retrofit (in the next 5 years) to electric heat pumps, reducing 2000 MTCO2 Businesses  
Commercial Property Assessed Capital Enhancement (C-PACE): encourage and track projects utilizing C-PACE. Currently 0 properties utilize funding. By July 1, 2025 we hope to have 3 projects using C-PACE funding to reduce upfront costs of clean onsite energy and energy efficiency.  
Liaise continued Sustainable Owners Association programming; provide education materials on energy efficiency

**Project Name:** Community Energy Efficiency and Conservation Engagement

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$ 55,000	\$ 55,000		31%
Other Public Funding	\$ 60,000	\$ -		33%
Private Donations	\$ 5,000	\$ 15,000		3%
Corporate Donations & Sponsorships	\$ 5,000	\$ 20,000		3%
Grants	\$ 50,000	\$ 100,000		28%
Events				
Dues, Fees, Sales	\$ 5,000	\$ 15,000		3%
Other* (explain below)				
<b>TOTAL</b>	<b>\$ 180,000</b>	<b>\$ 205,000</b>	<b>\$ -</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		
<b>EXPENSES</b>				
<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services	\$ 15,000	\$ 55,000		
Property Acquisition				
Marketing, Advertising, and Communications	\$ 8,500	\$ 20,000		
Materials and Supplies	\$ 1,500	\$ 5,000		
Payroll and Benefits	\$ 30,000	\$ 70,000		
Repairs and Maintenance				
Scholarships and Financial Assistance				
Travel				
Other (explain below)				
<i>Subtotal-Direct</i>	<b>\$ 55,000</b>	<b>\$ 150,000</b>		
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services				
Insurance (Liability, D&O, Vehicle, Umbrella, etc)				
Marketing, Advertising, and Communications		\$ 7,500		
Memberships (Industry and Trade Organizations)		\$ 4,800		
Office Expenses		\$ 2,350		
Payroll and Benefits		\$ 10,450		
Rent and Mortgage				
Repairs and Maintenance				
Sponsorships				
Travel & Training		\$ 4,900		
Other (explain below)				
<i>Subtotal-Indirect</i>	<b>\$ -</b>	<b>\$ 30,000</b>		
<b>EXPENSES TOTAL</b>	<b>\$ 55,000</b>	<b>\$ 180,000</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	

# CLIMATE ACTION PLAN (CAP) IMPLEMENTATION

BIG SKY SUSTAINABILITY NETWORK ORGANIZATION (SNO)

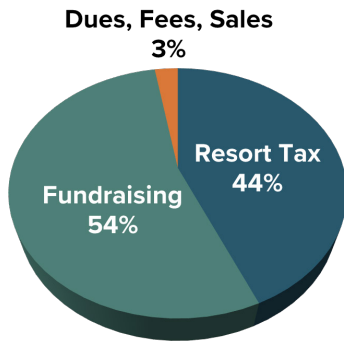
Request: \$65,000

Total Project Cost: \$149,000

## CONSERVATION • PROGRAMMING

Being a sustainable resort community by protecting the environment through reducing emissions is imperative. SNO will engage community stakeholders in education & outreach for collective implementation to reduce emissions: reducing emissions from transportation & waste while increasing green energy supply & building efficiencies.

### MATCHING FUNDS



### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Programming	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 26-48% Requested of Resort Tax	<b>7</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) <10% Growth	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>89</b>

### Our Big Sky Strategy

Community Led Solutions to Develop Sustainability & Climate Neutrality

### SMART Goal

Reduce Greenhouse Gas Emissions from Energy & Buildings, measured from electricity & propane use by carbon dioxide equivalent (CO2e), from 169,267.85 CO2e in 2018 to 144,348 CO2e in 2035

### SMART Goal Measurement

Without this programming to facilitate widespread community engagement and thus operate under a business as usual (BAU) scenario, greenhouse gas (GHG) emissions are projected to increase by 92% by 2050 (278,178 CO2e). Climate Action Plan Implementation contributes towards lowering GHG emissions from energy and buildings by a total of 43% by 2035 (cleaning electricity supply will have a 7% reduction and reducing use of propane gas will have a 36% reduction in GHG emissions), which will compound as a 168% reduction by 2050. We measure this by publishing a GHG emissions inventory this summer, and again every 3-5 years based on community development and growth. This is a global standard practice. It is important to understand that as successful projects and programs are implemented, we are operating under immense development and community growth (eg new buildings need energy), so the initial decade will see a slower increase in emissions compared to BAU, not decreasing until 2035.

**Project Name:** Climate Action Plan (CAP) Implementation

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$ 65,000	\$ 67,000	\$ 67,000	44%
Other Public Funding	\$ -	\$ 20,000	\$ -	0%
Private Donations	\$ 15,000	\$ 15,000	\$ 20,000	10%
Corporate Donations & Sponsorships	\$ 15,000	\$ 10,000	\$ 10,000	10%
Grants	\$ 50,000	\$ 50,000	\$ 50,000	34%
Events	\$ -	\$ -	\$ -	0%
Dues, Fees, Sales	\$ 4,000	\$ 4,500	\$ 4,500	3%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 149,000</b>	<b>\$ 166,500</b>	<b>\$ 151,500</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		
<b>EXPENSES</b>				
<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services	\$ 20,000	\$ 48,000		
Property Acquisition				
Marketing, Advertising, and Communications	\$ 2,500	\$ 7,000		
Materials and Supplies	\$ 6,500	\$ 8,000		
Payroll and Benefits	\$ 29,000	\$ 64,000		
Repairs and Maintenance	\$ 2,000	\$ 11,000		
Scholarships and Financial Assistance				
Travel	\$ 5,000	\$ 9,000		
Other (explain below)				
<i>Subtotal-Direct</i>	<b>\$ 65,000</b>	<b>\$ 147,000</b>		
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services				
Insurance (Liability, D&O, Vehicle, Umbrella, etc)		\$ 160		
Marketing, Advertising, and Communications				
Memberships (Industry and Trade Organizations)		\$ 500		
Office Expenses		\$ 340		
Payroll and Benefits				
Rent and Mortgage				
Repairs and Maintenance				
Sponsorships				
Travel & Training		\$ 1,000		
Other (explain below)				
<i>Subtotal-Indirect</i>	<b>\$ -</b>	<b>\$ 2,000</b>		
<b>EXPENSES TOTAL</b>	<b>\$ 65,000</b>	<b>\$ 149,000</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	



# VISIT BIG SKY (VBS)

\$880,000 (10.8% of requests)

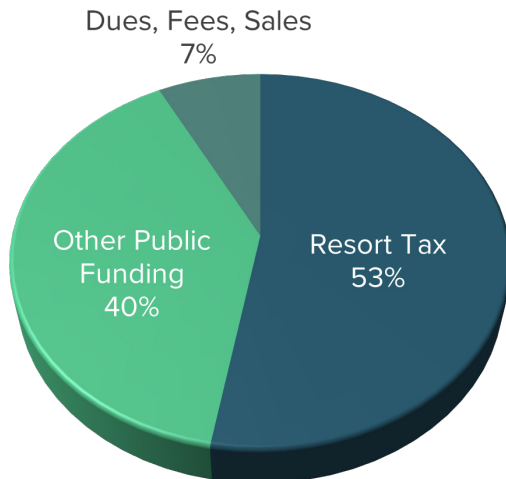
Projected: \$965,000 (-9%)



- \$150,000 • Destination Research & Stewardship Plan (Programming)
- \$200,000 • Wayfinding Signage Project (Capital - in CIP)
- \$215,000 • VBS-Operations (Administration)
- \$315,000 • Visitor Marketing (Programming)

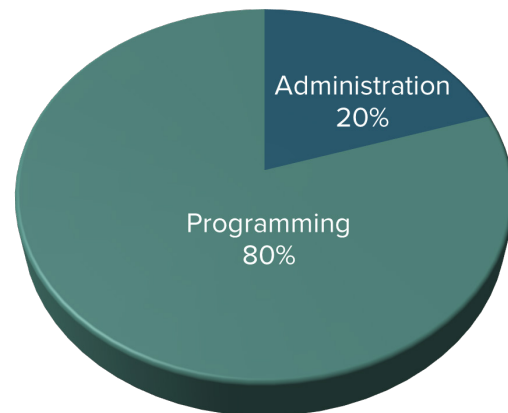
## REVENUE DISTRIBUTION

Current FY Budget



## EXPENSE DISTRIBUTION

Current FY Budget



**FY23 Award: \$622,100**

**FY24 Award: \$1,100,000**

- \$100,000 • Wayfinding Signage Project
- \$200,000 • VBS Operations
- \$200,000 • Visitor Marketing & Events
- \$230,000 • Destination Research & Stewardship Plan
- \$370,000 • Town Center Public Restrooms

**FY25 Request: \$880,000**

Visit Big Sky  
Sponsor Efficiency Worksheet

<b>1) REVENUE</b> <b>(Cash only, do not include in-kind)</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Public Funding-Resort Tax	\$ 323,516	\$ 1,100,000	240%	53%
Public Funding-Other <i>(mills, county, etc)</i>	\$ 823,556	\$ 825,106	0%	40%
Fundraising-Private Dontaions	\$ -	\$ -		0%
Fundraising <i>Corporate Donations &amp; Sponsorships</i>	\$ -	\$ -		0%
Fundraising-Grants	\$ -	\$ -		0%
Fundraising-Events	\$ -	\$ -		0%
Direct Revenue <i>Dues, fees, sales</i>	\$ 168,246	\$ 158,000	-6%	8%
Other-explain below	\$ 1,607	\$ -	-100%	0%
<b>TOTAL</b>	<b>\$ 1,316,925</b>	<b>\$ 2,083,106</b>	<b>58%</b>	<b>100%</b>
<i>Other Revenue Explanaiton</i>	interest and misc expenses			
<b>2) EXPENSES</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Administration <i>Management &amp; General Expenses reported in section IX on a 990</i>	\$ 374,332	\$ 475,021	27%	20%
Fundraising <i>Fundraising Expenses reported in section IX on a 990</i>	\$ -	\$ -		0%
Programming <i>Program Expenses reported in section IX on a 990</i>	\$ 1,247,981	\$ 1,895,410	52%	80%
<b>TOTAL</b>	<b>\$ 1,622,313</b>	<b>\$ 2,370,431</b>	<b>46%</b>	<b>100%</b>
<b>3) GROWTH FORECAST</b>	<b>Previous-FY</b>	<b>Current-FY</b>	<b>Upcoming-FY</b>	
<b>Total # of FTE</b>	See Admin Agreement	See Admin Agreement		
<b>Payroll &amp; Benefits</b>	See Admin Agreement	See Admin Agreement		
<b>Total Operating Budget</b> <i>(including payroll &amp; benefits)</i>	\$ 1,622,314	\$ 2,370,431	\$ 1,698,854	
<b>Capital Expenditures</b>	\$ -	\$ -		
<b>OPERATING BUDGET GROWTH</b>	<i>Previous-Current</i>	<i>Current-Upcoming</i>		
	46%	-28%		
<b>4) RESERVES ON HAND</b>	<b>Amount</b>	<b>Explanation</b>		
Restricted-Explain in column c	\$ 339,923	Wayfinding-CVB Carryover funds prior year		
Unrestricted	\$ 228,052			
Goal	\$ 320,000			
<b>5) PAYROLL DETAIL</b>				
<b>Level of Position</b>	<b>Salary Range</b>	<b>Benefits Summary</b>		
<b>Tier 1</b> <i>(Eg Executive)</i>	See Admin Agreement			
<b>Tier 2</b> <i>(Eg Vice President)</i>	See Admin Agreement			
<b>Tier 3</b> <i>(Eg Director)</i>	See Admin Agreement			
<b>Tier 4</b> <i>(Eg Manager)</i>	See Admin Agreement			
<b>Tier 5</b> <i>(Eg Coordinator/Assistant)</i>	See Admin Agreement			

# DESTINATION RESEARCH AND STEWARDSHIP PLAN

## VISIT BIG SKY (VBS)

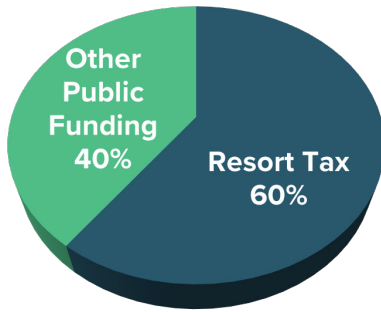
Request: \$150,000

Total Project Cost: \$250,000

### ECONOMIC DEVELOPMENT • PROGRAMMING

There are tremendous benefits as a result of our tourism economy but there is also an invisible burden. This funding would be used to help balance tourism with community via visitor impact data, stewardship plan outreach, implementation of that plan and continued campaigns on respectful visitation.

#### MATCHING FUNDS



#### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Programming	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 49-74% Requested of Resort Tax	<b>3</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) <10% Growth	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>85</b>

#### Our Big Sky Strategy

Quality Visitor Experience Balanced with Local Needs

#### SMART Goal

Increase visitor sentiment by 3% by 6/30/25

#### SMART Goal Measurement

Increase visitor sentiment by 3% by June 30, 2025 will be accomplished by recording visitor sentiment with surveys after winter 2024/2025. We do have a baseline from winter 2022/2023 to reference and measure the delta between the two surveys.

**Project Name:** Destination Research and Stewardship Plan

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$ 150,000	\$ 120,000	\$ 120,000	60%
Other Public Funding	\$ 100,000	\$ 100,000	\$ 100,000	40%
Private Donations				0%
Corporate Donations & Sponsorships				0%
Grants				0%
Events				0%
Dues, Fees, Sales				0%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 250,000</b>	<b>\$ 220,000</b>	<b>\$ 220,000</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		
<b>EXPENSES</b>				
<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services	\$ 140,000	\$ 170,000		
Property Acquisition				
Marketing, Advertising, and Communications		\$ 20,000		
Materials and Supplies				
Payroll and Benefits	\$ 10,000	\$ 60,000		
Repairs and Maintenance				
Scholarships and Financial Assistance				
Travel				
Other (explain below)				
<i>Subtotal-Direct</i>	\$ 150,000	\$ 250,000		
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services				
Insurance (Liability, D&O, Vehicle, Umbrella, etc)				
Marketing, Advertising, and Communications				
Memberships (Industry and Trade Organizations)				
Office Expenses				
Payroll and Benefits				
Rent and Mortgage				
Repairs and Maintenance				
Sponsorships				
Travel & Training				
Other (explain below)				
<i>Subtotal-Indirect</i>	\$ -	\$ -		
<b>EXPENSES TOTAL</b>	<b>\$ 150,000</b>	<b>\$ 250,000</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	

# WAYFINDING SIGNAGE PROJECT

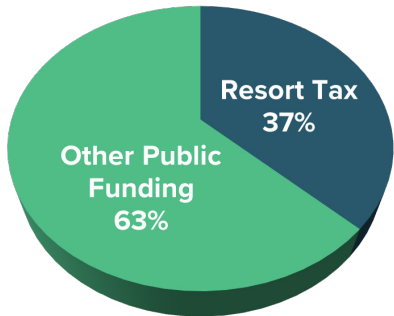
## VISIT BIG SKY (VBS)

Request: \$200,000  
 Total Project Cost: \$539,000

### PUBLIC WORKS • CAPITAL - IN CIP

Our community can be confusing to newcomers and clearer signage for vehicles would help direct the flow of visitation including to areas that would benefit from increased traffic.

#### MATCHING FUNDS



#### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Capital-Included in CIP	<b>15</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 26-48% Requested of Resort Tax	<b>7</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Does Not Address Identified & Measurable Community Need	<b>0</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) Capital or new project	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>84</b>

#### Our Big Sky Strategy

Big Sky and the Region Have World-Class Transportation Infrastructure and Services

#### SMART Goal

N/A

#### SMART Goal Measurement

The goal is to replace the 22 existing signs with new updated directions and using new technology in reflective sign graphics. The new signs will increase visibility by over 50%. A visitor will see an improvement in finding their destination by great than 75% over the existing signs.

**Project Name:** Wayfinding Signage Project

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$200,000			37%
Other Public Funding	\$339,000			63%
Private Donations				0%
Corporate Donations & Sponsorships				0%
Grants				0%
Events				0%
Dues, Fees, Sales				0%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 539,000</b>	<b>\$ -</b>	<b>\$ -</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		
<b>EXPENSES</b>				
<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services	\$ 140,000	\$ 479,000		
Property Acquisition				
Marketing, Advertising, and Communications				
Materials and Supplies				
Payroll and Benefits	\$ 60,000	\$ 60,000		
Repairs and Maintenance				
Scholarships and Financial Assistance				
Travel				
Other (explain below)				
<i>Subtotal-Direct</i>	<b>\$ 200,000</b>	<b>\$ 539,000</b>		
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services				
Insurance (Liability, D&O, Vehicle, Umbrella, etc)				
Marketing, Advertising, and Communications				
Memberships (Industry and Trade Organizations)				
Office Expenses				
Payroll and Benefits				
Rent and Mortgage				
Repairs and Maintenance				
Sponsorships				
Travel & Training				
Other (explain below)				
<i>Subtotal-Indirect</i>	<b>\$ -</b>	<b>\$ -</b>		
<b>EXPENSES TOTAL</b>	<b>\$ 200,000</b>	<b>\$ 539,000</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	

# VBS- OPERATIONS

## VISIT BIG SKY (VBS)

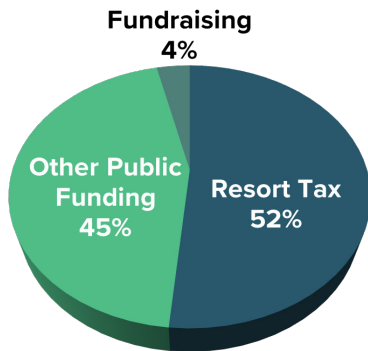
Request: \$215,000

Total Project Cost: \$417,400

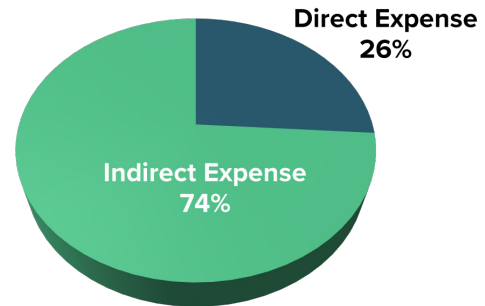
### ECONOMIC DEVELOPMENT • ADMINISTRATION

Funds to be used to support the staffing of the visitor center and the Visit Big Sky staff who manages events, marketing and outreach to our tourism partners.

#### MATCHING FUNDS



#### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Administration	<b>5</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 49-74% Requested of Resort Tax	<b>3</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) <10% Growth	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>80</b>

#### Our Big Sky Strategy

Quality Visitor Experience Balanced with Local Needs

#### SMART Goal

Increase visitor sentiment by 3% by 6/30/25

#### SMART Goal Measurement

Our goal is to improve the visitor experience by 3% for 2025. This is measured by performing a visitor sentiment survey to the visitors who came to Big Sky. We have a baseline from 2023 and will perform this activity every two years to gauge our efforts in providing an above average experience in Big Sky during their visit.

**Project Name:** VBS- Operations

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$ 215,000	\$ 230,000	\$ 245,000	52%
Other Public Funding	\$ 187,400	\$ 210,000	\$ 250,000	45%
Private Donations				0%
Corporate Donations & Sponsorships				0%
Grants	\$ 15,000			4%
Events				0%
Dues, Fees, Sales				0%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 417,400</b>	<b>\$ 440,000</b>	<b>\$ 495,000</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		

**EXPENSES**

DIRECT <i>Program Expenses reported in section IX on a 990</i>	FY25 Resort Tax Request	FY25 Total Project		
Contract Services				
Property Acquisition				
Marketing, Advertising, and Communications				
Materials and Supplies				
Payroll and Benefits	\$ 56,000	\$ 112,000		
Repairs and Maintenance				
Scholarships and Financial Assistance				
Travel				
Other (explain below)				
<i>Subtotal-Direct</i>	<b>\$ 56,000</b>	<b>\$ 112,000</b>		
INDIRECT <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	FY25 Resort Tax Request	FY25 Total Project		
Contract Services	\$ 27,000	\$ 27,000		
Insurance (Liability, D&O, Vehicle, Umbrella, etc)				
Marketing, Advertising, and Communications				
Memberships (Industry and Trade Organizations)				
Office Expenses	\$ 12,000	\$ 19,000		
Payroll and Benefits	\$ 69,000	\$ 208,400		
Rent and Mortgage	\$ 33,000	\$ 33,000		
Repairs and Maintenance	\$ 18,000	\$ 18,000		
Sponsorships				
Travel & Training				
Other (explain below)				
<i>Subtotal-Indirect</i>	<b>\$ 159,000</b>	<b>\$ 305,400</b>		
<b>EXPENSES TOTAL</b>	<b>\$ 215,000</b>	<b>\$ 417,400</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	



# VISITOR MARKETING

## VISIT BIG SKY (VBS)

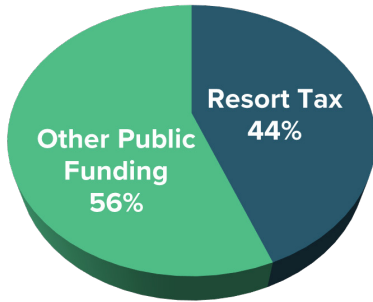
Request: \$315,000

Total Project Cost: \$715,000

### ECONOMIC DEVELOPMENT • PROGRAMMING

With tourism being our number one economic driver, the continued presence of it is vital to our communities stability and vitality. These funds will go to marketing efforts as well as digital and print campaigns to support a year round tourism economy.

#### MATCHING FUNDS



#### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents & Visitors	<b>15</b>
<b>Investment Type</b> (max: 15 pts) Programming	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 26-48% Requested of Resort Tax	<b>7</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) 11-20% Growth	<b>3</b>
<b>Total Score</b> (max: 100 pts)	<b>87</b>

#### Our Big Sky Strategy

Create a positive business climate where business can prosper

#### SMART Goal

Increase full-time year-round staff retention by 3% by 6/30/25

#### SMART Goal Measurement

With additional marketing efforts our shoulder season will be come shorter and our workforce will be employed at least 10 months a year. By doing this the staff retention will increase to 3% or higher by 2025. We will track this increase by BSRAD annual business registration information.

**Project Name:** Visitor Marketing

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request <i>(7/1/23-6/30/24)</i>	FY26 Forecasted Request <i>(7/1/24-6/30/25)</i>	FY27 Forecasted Request <i>(7/1/25-6/30/26)</i>	FY25 Matching Funds %
Resort Tax	\$ 315,000	\$ 350,000	\$ 400,000	44%
Other Public Funding	\$ 400,000	\$ 425,000	\$ 450,000	56%
Private Donations				0%
Corporate Donations & Sponsorships				0%
Grants				0%
Events				0%
Dues, Fees, Sales				0%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 715,000</b>	<b>\$ 775,000</b>	<b>\$ 850,000</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		
<b>EXPENSES</b>				
<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services				
Property Acquisition	\$ 275,000	\$ 635,000		
Marketing, Advertising, and Communications				
Materials and Supplies	\$ 40,000	\$ 80,000		
Payroll and Benefits				
Repairs and Maintenance				
Scholarships and Financial Assistance				
Travel				
Other (explain below)				
<i>Subtotal-Direct</i>	<b>\$ 315,000</b>	<b>\$ 715,000</b>		
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>		
Contract Services				
Insurance (Liability, D&O, Vehicle, Umbrella, etc)				
Marketing, Advertising, and Communications				
Memberships (Industry and Trade Organizations)				
Office Expenses				
Payroll and Benefits				
Rent and Mortgage				
Repairs and Maintenance				
Sponsorships				
Travel & Training				
Other (explain below)				
<i>Subtotal-Indirect</i>	<b>\$ -</b>	<b>\$ -</b>		
<b>EXPENSES TOTAL</b>	<b>\$ 315,000</b>	<b>\$ 715,000</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	

# WELLNESS IN ACTION (WIA)

\$90,000 (1.1% of requests)

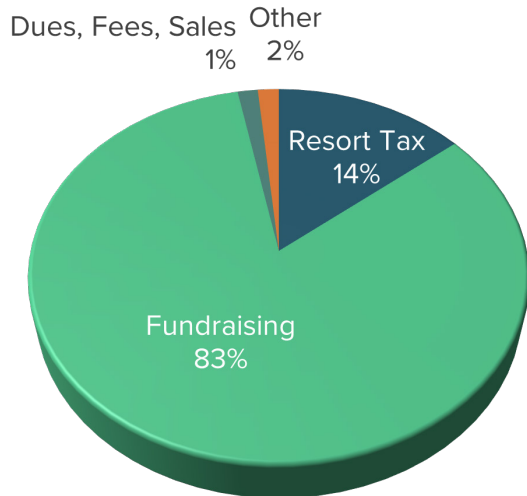
Projected: \$50,000 (+80%)



\$90,000 • Affordable Counseling Program for Improved Mental Health (Programming)

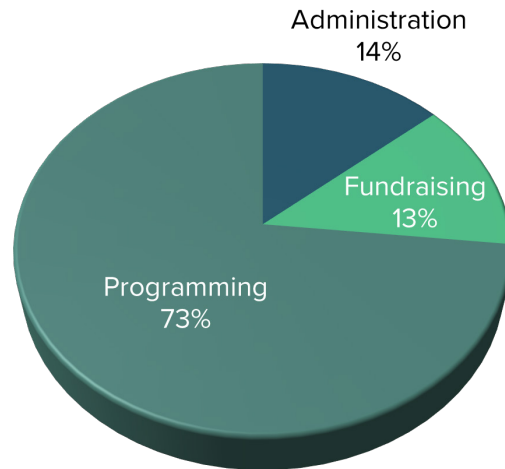
## REVENUE DISTRIBUTION

Current FY Budget



## EXPENSE DISTRIBUTION

Current FY Budget



**FY23 Award: \$300,000**

**FY24 Award: \$150,000**

\$50,000 • Sliding Scale Support for Counseling Services

\$100,000 • Counseling Services Hub-Building Remodel

**FY25 Request: \$90,000**

<b>1) REVENUE</b> <b>(Cash only, do not include in-kind)</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Public Funding-Resort Tax	\$ 431,414	\$ 90,000	-79%	14%
Public Funding-Other <i>(mills, county, etc)</i>	\$ -	\$ -		0%
Fundraising-Private Dontaions	\$ 35,105	\$ 66,000	88%	10%
Fundraising <i>Corporate Donations &amp; Sponsorships</i>	\$ 10,686	\$ -	-100%	0%
Fundraising-Grants	\$ 314,886	\$ 362,000	15%	57%
Fundraising-Events	\$ 188,557	\$ 101,000	-46%	16%
Direct Revenue <i>Dues, fees, sales</i>	\$ -	\$ 9,500		1%
Other-explain below	\$ 8,850	\$ 9,900	12%	2%
<b>TOTAL</b>	<b>\$ 989,499</b>	<b>\$ 638,400</b>	<b>-35%</b>	<b>100%</b>

*Other Revenue Explanaiton Employee Rent received*

<b>2) EXPENSES</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Administration <i>Management &amp; General Expenses reported in section IX on a 990</i>	\$ 37,253	\$ 31,500	-15%	14%
Fundraising <i>Fundraising Expenses reported in section IX on a 990</i>	\$ 22,795	\$ 30,000	32%	13%
Programming <i>Program Expenses reported in section IX on a 990</i>	\$ 236,198	\$ 168,800	-29%	73%
<b>TOTAL</b>	<b>\$ 296,246</b>	<b>\$ 230,300</b>	<b>-22%</b>	<b>100%</b>

<b>3) GROWTH FORECAST</b>	<b>Previous-FY</b>	<b>Current-FY</b>	<b>Upcoming-FY</b>
<b>Total # of FTE</b>	5	3.5	3.5
<b>Payroll &amp; Benefits</b>	\$ 272,214	\$ 289,000	\$ 289,000
<b>Total Operating Budget</b> <i>(including payroll &amp; benefits)</i>	\$ 369,466	\$ 369,466	\$ 387,300
<b>Capital Expenditures</b>	\$ 370,763	\$ 30,000	\$ -
<b>OPERATING BUDGET GROWTH</b>	<b>Previous-Current</b>	<b>Current-Upcoming</b>	
-	0%	5%	

<b>4) RESERVES ON HAND</b>	<b>Amount</b>	<b>Explanation</b>
Restricted-Explain in column c	\$ -	Board has dedicated reserve funds as unrestricted revenue only.
Unrestricted	\$ 150,000	
Goal	\$ 200,000	

<b>5) PAYROLL DETAIL</b>		
<b>Level of Position</b>	<b>Salary Range</b>	<b>Benefits Summary</b>
<b>Tier 1</b> <i>(Eg Executive)</i>	\$85,000-\$100,000	\$6,720
<b>Tier 2</b> <i>(Eg Vice President)</i>	NA	NA
<b>Tier 3</b> <i>(Eg Director)</i>	NA	NA
<b>Tier 4</b> <i>(Eg Manager)</i>	\$63,000-\$68,000	\$6,720
<b>Tier 5</b> <i>(Eg Coordinator/Assistant)</i>	\$25/hour	NA

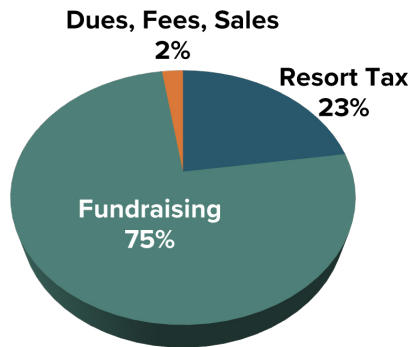
# AFFORDABLE COUNSELING PROGRAM FOR IMPROVED MENTAL HEALTH WELLNESS IN ACTION (WIA)

Request: \$90,000  
Total Project Cost: \$397,500

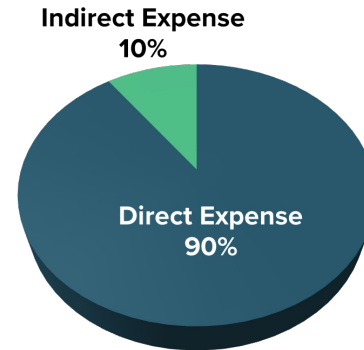
## HEALTH AND SAFETY • PROGRAMMING

WIA addresses the most critical community needs using a multi-service approach to improve mental health in Big Sky. The Affordable Counseling Program includes discounted direct services by counselors and interns, a free community health worker as a resource to provide wrap-around support, and trainings to reduce stigma and educate the community to normalize mental health.

### MATCHING FUNDS



### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents Only	<b>10</b>
<b>Investment Type</b> (max: 15 pts) Programming	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 30%+ Forecasting Variance YOY	<b>3</b>
<b>Matching Funds</b> (max: 10 pts) 25% or less Requested of Resort Tax	<b>10</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) 21%+ Growth	<b>2</b>
<b>Total Score</b> (max: 100 pts)	<b>77</b>

### Our Big Sky Strategy

Comprehensive Wellness & Social Services network increases quality of life for all community members

### SMART Goal

3% increase in wellness & social service supports by 6/30/25

### SMART Goal Measurement

WIA's Goals that align this SMART Goal:

- To increase the number of partner providers by two in 2024, (a 20% increase from 10 current providers), thus providing greater appointment availability.
- To increase the number of people receiving service at WIA in 2024 by 3% to 222 people (An increase in service providers enables more people in Big Sky to access counseling. In 2023, WIA counselors met with 216 people).
- To increase service hours in 2024 by 3%, totaling 2,560 hours (in 2023, counselors provided 2,484 hours of counseling).
- To increase no-cost support service hours by the CHW by 3%, totaling 66 people utilizing this service in 2024 (the CHW program provided supported 64 clients in 2023).
- To collaborate in the development of a grief support group in Big Sky; a 100% increase in the availability of group support for those processing suicide and loss.
- To offer two QPR suicide alertness trainings in 2024, a 100% increase in suicide support trainings.

**Project Name:** Affordable Counseling Program for improved mental health

Revenue <i>Cash only, not including In-Kind</i>	FY25 Request (7/1/23-6/30/24)	FY26 Forecasted Request (7/1/24-6/30/25)	FY27 Forecasted Request (7/1/25-6/30/26)	FY25 Matching Funds %
Resort Tax	\$ 90,000	\$ 100,000	\$ 110,000	23%
Other Public Funding	\$ -	\$ -	\$ -	0%
Private Donations	\$ 66,000	\$ 75,000	\$ 85,000	17%
Corporate Donations & Sponsorships	\$ -	\$ -	\$ -	0%
Grants	\$ 232,000	\$ 260,000	\$ 285,000	58%
Events	\$ -	\$ -	\$ -	0%
Dues, Fees, Sales	\$ 9,500	\$ 9,500	\$ 9,500	2%
Other* (explain below)				0%
<b>TOTAL</b>	<b>\$ 397,500</b>	<b>\$ 444,500</b>	<b>\$ 489,500</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		

**EXPENSES**

<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	FY25 Resort Tax Request	FY25 Total Project		
Contract Services	\$ 2,500	\$ 10,000		
Property Acquisition	\$ -	\$ -		
Marketing, Advertising, and Communications	\$ -	\$ -		
Materials and Supplies	\$ -	\$ -		
Payroll and Benefits	\$ 39,000	\$ 167,890		
Repairs and Maintenance	\$ -	\$ -		
Scholarships and Financial Assistance	\$ 39,000	\$ 162,500		
Travel	\$ -	\$ -		
Other (explain below)	\$ 600	\$ 600		
<i>Subtotal-Direct</i>	<i>\$ 81,100</i>	<i>\$ 340,990</i>		
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	FY25 Resort Tax Request	FY25 Total Project		
Contract Services	\$ -	\$ -		
Insurance (Liability, D&O, Vehicle, Umbrella, etc)	\$ -	\$ -		
Marketing, Advertising, and Communications	\$ 900	\$ 3,720		
Memberships (Industry and Trade Organizations)	\$ -	\$ -		
Office Expenses	\$ -	\$ -		
Payroll and Benefits	\$ -	\$ -		
Rent and Mortgage	\$ 8,000	\$ 42,300		
Repairs and Maintenance	\$ -	\$ -		
Sponsorships	\$ -	\$ -		
Travel & Training	\$ -	\$ -		
Other (explain below)	\$ -	\$ -		
<i>Subtotal-Indirect</i>	<i>\$ 8,900</i>	<i>\$ 46,020</i>		
<b>EXPENSES TOTAL</b>	<b>\$ 90,000</b>	<b>\$ 387,010</b>		
<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>	
	\$ 600.00	Direct	QPR Trainings	

# WARREN MILLER PERFORMING ARTS CENTER (WMPAC)

\$227,500 (2.8% of requests)

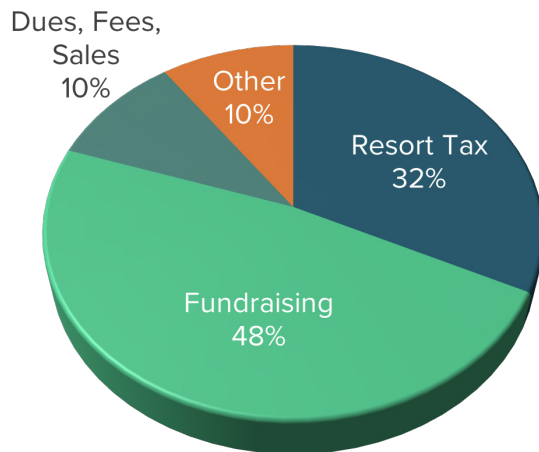
Projected: \$275,000 (-17%)

\$227,500 • WMPAC 2024/2025 Cultural Programming (Programming)



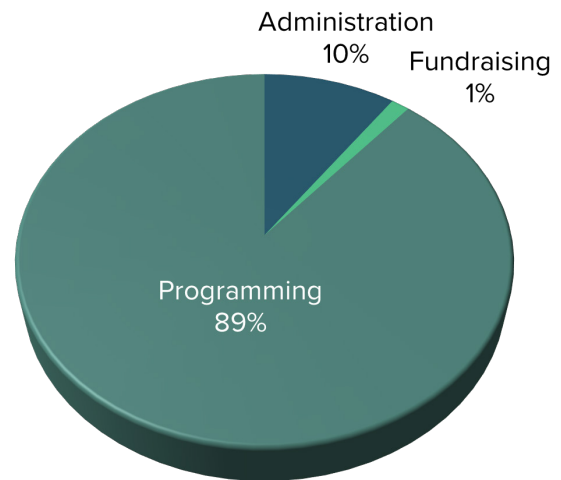
## REVENUE DISTRIBUTION

Current FY Budget



## EXPENSE DISTRIBUTION

Current FY Budget



FY23 Award: \$225,000

FY24 Award: \$265,000

\$25,000 • Solving the Transportation Problem for WMPAC (Opportunity Grant)

\$240,000 • Annual Cultural Programming at WMPAC

FY25 Request: \$227,500

<b>1) REVENUE</b> <b>(Cash only, do not include in-kind)</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Public Funding-Resort Tax	\$ 222,500	\$ 250,000	12%	32%
Public Funding-Other <i>(mills, county, etc)</i>	\$ 1,500	\$ 500	-67%	0%
Fundraising-Private Dontaions	\$ 263,327	\$ 210,750	-20%	27%
Fundraising <i>Corporate Donations &amp; Sponsorships</i>	\$ 65,500	\$ 55,500	-15%	7%
Fundraising-Grants	\$ 221,747	\$ 105,000	-53%	14%
Fundraising-Events	\$ -	\$ -		0%
Direct Revenue <i>Dues, fees, sales</i>	\$ 160,115	\$ 77,555	-52%	10%
Other-explain below	\$ 106,148	\$ 76,205	-28%	10%
<b>TOTAL</b>	<b>\$ 1,040,837</b>	<b>\$ 775,510</b>	<b>-25%</b>	<b>100%</b>
<i>Other Revenue Explanaiton</i>	In-Kind Hosting Contributions			
<b>2) EXPENSES</b>	<b>Previous FY</b> <i>(Actual)</i>	<b>Current FY</b> <i>(Budget)</i>	<b>% Change</b>	<b>% of total</b> <i>(Current FY)</i>
Administration <i>Management &amp; General Expenses reported in section IX on a 990</i>	\$ 71,913	\$ 76,067	6%	10%
Fundraising <i>Fundraising Expenses reported in section IX on a 990</i>	\$ 21,958	\$ 10,474	-52%	1%
Programming <i>Program Expenses reported in section IX on a 990</i>	\$ 872,098	\$ 688,469	-21%	89%
<b>TOTAL</b>	<b>\$ 965,968</b>	<b>\$ 775,010</b>	<b>-20%</b>	<b>100%</b>
<b>3) GROWTH FORECAST</b>	<b>Previous-FY</b>	<b>Current-FY</b>	<b>Upcoming-FY</b>	
<b>Total # of FTE</b>	2.5	2.5	2	
<b>Payroll &amp; Benefits</b>	\$ 223,481	\$ 255,375	\$ 246,155	
<b>Total Operating Budget</b> <i>(including payroll &amp; benefits)</i>	\$ 763,002	\$ 806,103	\$ 900,827	
<b>Capital Expenditures</b>	\$ 250,000	\$ -	\$ -	
<b>OPERATING BUDGET GROWTH</b>	<i>Previous-Current</i>	<i>Current-Upcoming</i>		
	6%	12%		
<b>4) RESERVES ON HAND</b>	<b>Amount</b>	<b>Explanation</b>		
Restricted-Explain in column c	\$ 75,000	Emergency Fund & Future Project Development		
Unrestricted	\$ 200,000			
Goal	\$ 300,000			
<b>5) PAYROLL DETAIL</b>				
<b>Level of Position</b>	<b>Salary Range</b>	<b>Benefits Summary</b>		
<b>Tier 1</b> <i>(Eg Executive)</i>	\$95,000-\$120,000	P.E.R.S, General Discretionary Benefit Stipend		
<b>Tier 2</b> <i>(Eg Vice President)</i>	\$60,000-\$75,000	P.E.R.S., General Discretionary Benefit Stipend		
<b>Tier 3</b> <i>(Eg Director)</i>	\$40,000-\$55,000	Professional Development Stipend		
<b>Tier 4</b> <i>(Eg Manager)</i>	\$25 - \$60/hr			
<b>Tier 5</b> <i>(Eg Coordinator/Assistant)</i>				



# WMPAC 2024/2025 CULTURAL PROGRAMMING

WARREN MILLER PERFORMING ARTS CENTER (WMPAC)

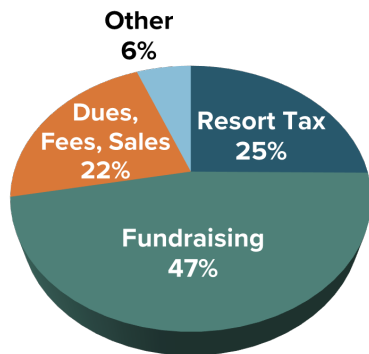
Request: \$227,500

Total Project Cost: \$901,577

## ARTS AND CULTURE • PROGRAMMING

Annual WMPAC cultural programming includes inspiring performances all seasons of the year for and by the community of Big Sky. Diverse and accessible community engagement include the Tiny Theatre at the summer farmer’s markets, the annual fall and winter seasons at WMPAC, and partner projects throughout the year like Big Sky Broadway, Her Gift Her Creation, and more.

### MATCHING FUNDS



### DIRECT EXPENSE RATIO



<b>Audience Served</b> (max: 15 pts) Residents Only	<b>10</b>
<b>Investment Type</b> (max: 15 pts) Programming	<b>10</b>
<b>Forecasting Accuracy</b> (max: 10 pts) 0-15% Forecasting Variance YOY	<b>10</b>
<b>Matching Funds</b> (max: 10 pts) 25% or less Requested of Resort Tax	<b>10</b>
<b>Partnerships</b> (max: 10 pts) 4+ Partners	<b>10</b>
<b>Program Expense Ratio</b> (max: 10 pts) 70%+	<b>10</b>
<b>Public Funds &amp; Government Service Alignment</b> (max: 10 pts) Publicly Funded Elsewhere	<b>10</b>
<b>SMART Community Need</b> (max: 10 pts) Addresses Identified & Measurable Community Need	<b>10</b>
<b>Annuity</b> (max: 5 pts) 3+ Years of Resort Tax Funding	<b>2</b>
<b>Programming Growth Rate</b> (max: 5 pts) <10% Growth	<b>5</b>
<b>Total Score</b> (max: 100 pts)	<b>87</b>

### Our Big Sky Strategy

Big Sky is an Arts and Culture Hub

### SMART Goal

Expand Art and Culture Offerings by 5% by 6/30/25

### SMART Goal Measurement

We help meet the above percentage goal of offering on three separate fronts:

1. More Contact Hours - How will our programming contribute to direct contact between patrons, learners, and artists, and those to whom they are presenting? It's very similar to educational expectations between teachers and students. So over a year, we will tally up our total estimated contact hours between givers and receivers, and measure year over year. For example, let's look at the Tiny Theatre. An average length of performance at the farmer's market is 10 minutes, and it will have a crowd of 10 people for that tiny show. So that would be 10 minutes x (2 Performers + 10 Audience Members) = 120 Minutes, or 2 contact hours.
2. More Events - Last year we facilitated 34 events at WMPAC. We are aiming for 36 in 2024/2025, an increase in 5%.
3. More Total Cultural Participation - This past year, WMPAC programming served 9,490 people, up from 8,821 the year before, an increase of 7.6%. We are already on our way.

**Project Name:** WMPAC 2024/2025 Cultural Programming

<b>Revenue</b> <i>Cash only, not including In-Kind</i>	<b>FY25 Request</b> <i>(7/1/23-6/30/24)</i>	<b>FY26 Forecasted Request</b> <i>(7/1/24-6/30/25)</i>	<b>FY27 Forecasted Request</b> <i>(7/1/25-6/30/26)</i>	<b>FY25 Matching Funds %</b>
Resort Tax	\$ 227,500	\$ 245,000	\$ 260,000	25%
Other Public Funding	\$ 1,500	\$ 2,000	\$ 2,500	0%
Private Donations	\$ 254,750	\$ 265,000	\$ 275,000	28%
Corporate Donations & Sponsorships	\$ 81,000	\$ 85,000	\$ 90,000	9%
Grants	\$ 83,000	\$ 90,000	\$ 95,000	9%
Events	\$ -	\$ -	\$ -	0%
Dues, Fees, Sales	\$ 200,200	\$ 215,000	\$ 230,000	22%
Other* (explain below)	\$ 53,627	\$ 60,000	\$ 65,000	6%
<b>TOTAL</b>	<b>\$ 901,577</b>	<b>\$ 962,000</b>	<b>\$ 1,017,500</b>	<b>100%</b>
<i>Other Revenue Explanation</i>	<i>Amount</i>	<i>Source</i>		
Hosting In-Kind				

**EXPENSES**

<b>DIRECT</b> <i>Program Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>
Contract Services	\$ 227,500	\$ 328,270
Property Acquisition	\$ -	\$ -
Marketing, Advertising, and Communications	\$ -	\$ 89,800
Materials and Supplies	\$ -	\$ 11,605
Payroll and Benefits	\$ -	\$ 149,625
Repairs and Maintenance	\$ -	\$ 7,750
Scholarships and Financial Assistance	\$ -	\$ -
Travel	\$ -	\$ 18,385
Other (explain below)	\$ -	\$ 187,031
<i>Subtotal-Direct</i>	<i>\$ 227,500</i>	<i>\$ 792,466</i>
<b>INDIRECT</b> <i>Management &amp; General (and potentially Fundraising) Expenses reported in section IX on a 990</i>	<b>FY25 Resort Tax Request</b>	<b>FY25 Total Project</b>
Contract Services	\$ -	\$ 8,000
Insurance (Liability, D&O, Vehicle, Umbrella, etc)	\$ -	\$ 1,200
Marketing, Advertising, and Communications	\$ -	\$ -
Memberships (Industry and Trade Organizations)	\$ -	\$ 4,000
Office Expenses	\$ -	\$ 5,025
Payroll and Benefits	\$ -	\$ 71,530
Rent and Mortgage	\$ -	\$ -
Repairs and Maintenance	\$ -	\$ 5,500
Sponsorships	\$ -	\$ -
Travel & Training	\$ -	\$ 16,000
Other (explain below)	\$ -	\$ -
<i>Subtotal-Indirect</i>	<i>\$ -</i>	<i>\$ 111,255</i>
<b>EXPENSES TOTAL</b>	<b>\$ 227,500</b>	<b>\$ 903,721</b>

<i>Other Expenses</i>	<i>Amount</i>	<i>Direct or Indirect</i>	<i>Brief explanation</i>
	\$ 187,031	Direct	This is the cost of hosting artists in Big Sky, which is a major portion of our direct expenses.