### **2024 BY THE NUMBERS**



1.465

**Small Business Development Center** (SBDC) Counseling Hours

175 Companies served by our Food & Ag Development Center

26

New businesses opened by SBDC clients

950

Companies served by our business development team

168

**APEX Counseling** 

130

New business development prospects

Hours **56** 

**31** Female entrepreneurs honored at Fire Within

New businesses opened in our region

**26** 

to support our

Trainings hosted by SBDC

New staff members region's growth

**S3.077.900** Closed GFDA GAP and

\$717.227

Bridge Loans

Grants won to support our economic development work



\$46.000.000

Secured in new government contracts secured by APEX Clients

New loan capital secured by GFDA

\$10,329,025







#### LiveInGreatFalls.com

Attracting talent to our region & tools to help employers with recruitment.



# HighPlainsFinancial.org

We provide SBA 504 Loans Statewide!





MONTANA

ECONOMIC DEVELOPMENT CDFI



### **BUSINESS & ECONOMIC DEVELOPEMENT SERVICES:**

- Get debt/equity capital you need
- Grow sales, expand markets, and increase profitability
- Find sites/properties for startup and expansion
- Assess the market and workforce data with our proprietary databases
- Secure project approvals grants, and other incentives
- Develop business plans and assess your current operations
- Grow into government contracting or exports
- Connect with a wide array of experts











405 Third Street NW. Suite 203 Great Falls. Montana 59404





Grow diverse economic opportunities that enhance quality of life.





The Great Falls Development Alliance and High Plains Financial are proud to be equal opportunity employers, lenders and providers.

### **Business Development**

Concierge services to move projects forward



**Kristen Blue Business Development** Officer/Energy 1-406-788-4989 Kristen@GrowGreatFalls.org



**Brett Doney, CEcD, SLCR, AICP** President & CEO 1-406-750-2119 BDoney@GrowGreatFalls.org



**Tracy Heggem Executive Assistant** 1-406-788-1192 Tracy@GrowGreatFalls.org



**Lisa Andis** Loan Origination & Closing Associate 1-406-836-0065 LAndis@GrowGreatFalls.org

Lending

Funding projects when they need it



**Katie Carvell Downtown Business Development Officer** 1-406-217-7635 Katie@GrowGreatFalls.org



Jolene Schalper, CEcD, EDFP, EDP **Executive Vice President** 1-406-750-4481 JSchalper@GrowGreatFalls.org



**Jana Williams** Chief Financial Officer 1-406-590-1044 JWilliams@GrowGreatFalls.org



**Marty Cappis** Lending Associate 1-406-788-3296 MCappis@GrowGreatFalls.org



Jake Clark, EDFP Vice President 1-406-403-4937 Jake@GrowGreatFalls.org





Terri Clark Lending Associate 1-406-781-8170 Terri@GrowGreatFalls.org



**Christian O.P. Leinhauser, EDFP Business Attraction Director** 1-406-836-0136 CLeinhauser@GrowGreatFalls.org

## **Small Business Development**

Navigating business needs



Everything for government contracting



**Shandi Gebhardt Jones** Loan Officer 1-406-590-9037 Shandi@GrowGreatFalls.org





**Rich Gannon, ASBC Small Business Advisor** 1-406-836-2078 RGannon@GrowGreatFalls.org



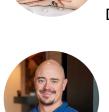
**Shannon Clancy, CPP** Great Falls APEX Director 1-406-590-1184 SClancy@GrowGreatFalls.org



Jill Kohles, EDFP Senior Vice President Lending 1-406-590-1056 JKohles@GrowGreatFalls.org



Jenn Gallmeier Vice President Investment 1-406-781-9499 Jenn@GrowGreatFalls.org



Deb McGregor, CPCC, CNTC, PCC SBDC Regional Director 1-406-750-0314 Deb@GrowGreatFalls.org



**Mariah Liebing Government Contracting Advisor** 1-406-217-2174 Mariah@GrowGreatFalls.org



**Shauni Seccombe** Resource Officer 1-406-788-6867 Shauni@GrowGreatFalls.org



**Christian Nichols. ASBC Small Business Advisor** Brownfields Assessment Director 1-406-788-9385 CNichols@GrowGreatFalls.org

