

GREAT NORTHERN NEWS

January 2017



GNDC Says Farewell to long-time SBDC Director

GNDC celebrated Lorene Hintz's last day as SBDC Director for northeast Montana on December 30th. Lorene had been the GNDC SBDC Director for 12 years. In that time she assisted hundreds of small business owners and entrepreneurs realize their business goals and dreams. Her dedication and expertise were a great asset to eastern Montana. We send well-wishes and much success to her as she embarks on a new adventure at Big Sky Economic Development in Billings.



Below is a farewell letter Lorene shared with her many clients in her last SBDC newsletter:

With mixed feelings I am leaving the position as the Wolf Point SBDC Director. Great Northern has been an inspiring place to work; the staff are friendly, helpful and are experts in their fields. Actually, my boss and co-workers are awesome!

I have enjoyed working with many small businesses and this position has truly been my "Dream Job". Thank You to Tori for your guidance and leadership. To the staff, board members, resource partners and the businesses in all seven communities served by the SBDC, your support has been exceptional!

I will be moving to Billings as a Business Advisor for Big Sky Economic Development.

I will miss you all! -Lorene Hintz

For more information on the SBC Director position at GNDC, please visit www.gndc.org or Montana



GNDC Welcomes New Financial Officer

Mark Sansaver recently joined the GNDC team. He holds an MBA from Gonzaga University and a Bachelor's Degree in Marketing from Montana State University. Mark brings with him 16 years of experience in sales and management of Fortune 500 companies as well as 18 years of financial expertise from the Fort Peck Community College where he served as the grant manager of various state and federal programs. In Mark's first assignment with Fort Peck College he served as the Director of the Tribal Business Information Center where he was tasked with assisting entrepreneurs in business planning, managing a micro loan program and working with Tribal Industries to procure contracts, job creation and develop their sustainability in the market. From 1999 to 2009 Mark served as the Director of the Assiniboine & Sioux Tribal Enterprise Community. The program partnered with an array of organizations on and off the reservation to achieve benchmarked activities in social & economic development. Mark and his wife Kelli make their home in Wolf Point along with their 3 daughters and their families. Welcome to GNDC Mark, we are so happy to have you on our team!



Northstar Apartments Construction Underway

The City of Wolf Point along with Northstar Apartments, LLLP recently broke ground on the construction of a 28-unit apartment complex to be located in Wolf Point. The building will consist of one, two and three bedroom units. Construction is anticipated to last until July, 2017.



GNDC Receives Certification as a CDFI

GNDC staff are proud to announce that GNDC is now certified as a Community Development Financial Institution (CDFI) through the U.S. Department of the Treasury.

GNDC joins a community of more than 1,000 CDFI's nationwide. CDFI's are mission-driven financial institutions that are dedicated to providing financial services to meet the needs of economically disadvantaged individuals within underserved communities.

GNDC has been a US Department of Treasury certified Community Development Entity, but in 2012 began the process of applying for certification as a CDFI. Here in our region, GNDC provides individuals and businesses with gap and MicroBusiness financial services to promote local growth and economic development. As a CDFI, GNDC will utilize resources from the CDFI Fund to provide financial products and services to low-income individuals and underserved communities. These resources go towards creating jobs, building infrastructure, development of commercial and residential real estate, and financing homeowners. CDFI's finance needed facilities and organizations that provide vital services in their communities. Specifically, CDFI's finance affordable housing, small businesses, school, community facilities, health care centers, grocery stores and many other types of investments that spark growth. Using creative and innovative financing products, GNDC will be able to provide loans and financial services to communities where resources are scarce.

Stay tuned as GNDC anticipates launching new financial products to homebuyers and business entrepreneurs in 2017!

SBA Financial Workshop

On September 14th, the Small Business Development Center put on a free Financial Workshop in Wolf Point. John Donovan from the Helena SBA office gave a presentation called, "How to Project Cash Flow" to the small business owners in attendance. Anyone needing help with their project costs, cash flow projections, or business plan can ask for a free consultation by following the link. <http://mtsbdc.ecenterdirect.com>



UPCOMING EVENTS

GNDC Winter Quarterly Board Meeting

January 26

11:30 am

Wolf Point- Location TBD

Disadvantaged Business Enterprise (DBE) Annual Summit

February 7-9

Helena, MT

MT Governor's Conference on Tourism & Recreation

Featuring Live Shark Tank

March 12-14

Helena, MT

SHARK  TANK

LIVE PITCH BUSINESS PLAN COMPETITION

ATTN: ENTREPRENEURS

March 13-14, 2017 | Radisson Colonial Hotel | Helena, MT

at the Governor's Conference on Tourism & Recreation

1st Place: **\$5,000!**

2nd Place: **\$2,500!**

3rd Place: **\$1,000!**

Do you have a business idea that only lacks funding to become a reality?

Pitch to local investors & consultants (aka "sharks") for a chance to win cash for your dream business!

Note: Entry fee includes admission to the Governor's Conference on Tourism & Recreation

.....
Open to all Montana start-up/pre-venture entrepreneurs in the "idea phase" with less than one year of activity!
.....

WATCH FROM THE LIVE AUDIENCE! GET TICKETS AT:

<http://bit.ly/2ib8m50>

Applications accepted January 4, 2017 through February 4, 2017

Please Note: Prize money is given to the winning startup and no ownership of any company is exchanged upon winning.

Apply Now: sbdc.submittable.com



Montana Small Business Development Center Network
(406) 841-2747 | sbdc.mt.gov | mtsbdc@mt.gov

Great Northern Development Corporation

233 Cascade Street / Wolf Point, MT 59201

(P) 406.653.2590 / (F) 406.653.1840

<http://www.gndc.org>

Stay Connected

