



CREATING A PATHWAY TO SUCCESS
FOR BUSINESSES & COMMUNITIES

Photo Credit: STUDIO MACLEOD

2017 ANNUAL REPORT

2017 YEAR IN REVIEW

Thanks to you, Prospera Business Network is a catalyst for business and community success. Your membership and financial support make our work helping people start and grow business here in Montana a powerful example of teamwork in action.

Your support for Prospera and our Montana Women's Business Center program is the fuel that made 2017 a significant year. This past year Prospera...

- Closed more than \$1.2M in new business loans from our revolving loan funds – directly supporting growing businesses in both Gallatin and Park counties.
- Launched a new website prosperamt.org.
- Trained nearly 100 new entrepreneurs in the Power Up business development class.
- Received a new \$750,000 loan fund from the USDA that will launch in Q3 2018.
- Served more than 300 existing businesses with no-cost business counseling to help them improve their marketing, cash-flow, profitability, and operations.
- Supported the launch of the new MSU Innovation Campus – Bozeman's newest hi-tech hub.
- Secured more than \$1.9M in private match and new business expansion grants across Gallatin County.

The individual stories included in this year's annual report show the personal side of what we do when we help our friends and neighbors in business build strong community connections. Thank you again for your ongoing support to Prospera, and please know your membership directly helps businesses and our communities succeed, right here at home.



Paul Reichert
Executive Director

THE TEAM

PAUL REICHERT
EXECUTIVE DIRECTOR

CHARLOTTE POWELL
OPERATIONS MANAGER

DAVID ATHERTON
BUSINESS DEVELOPMENT
GRANTS MANAGER

SUZI BERGET WHITE
MONTANA WOMEN'S BUSINESS
CENTER DIRECTOR

CHRISSIE MAJEWSKI
FUNDRAISING EVENTS
MANAGER

EMILIE SAUNDERS
MEMBERSHIP & FUNDRAISING
DIRECTOR

ALEX EVANS
LOAN FUNDS COORDINATOR

CAROLYN MURRAY
FINANCE & ACCOUNTING
DIRECTOR

JEN BRICK
MONTANA WBC TRAINING
MANAGER

THE COFFEE POT & MOUNTAIN ARTS POTTERY

WBC Business Counseling and Prospera Loan Fund Client



Walking into The Coffee Pot south of Four Corners is like entering the wardrobe in Chronicles of Narnia. A new universe complete with tantalizing blends of coffee, and an abundance of baked goods, it feels a bit like Willy Wonka and his chocolate factory. Add to that a feast of color with Mountain Arts Pottery displayed in every corner of this cottage, makes this place a delight for the senses on the way to Big Sky.

New owners Kathy and Josh Lockie, purchased Mountain Arts Pottery and The Coffee Pot from Josh's parents who had nearly 40 years of an operating legacy. Thanks to business counseling and loan financing through Prospera Business Network and the Montana Women's Business Center – the family is now going into its second generation as a destination stop for commuters and mountain travelers along Highway 191. And after this successful business transition in the family, Kathy and Josh have even more plans to grow the business.

"Prospera was absolutely instrumental in our recent business purchase. They provided guidance and resources for helping us put together our business plan, gave consistent input throughout the purchase process, and worked hard to provide the last bit of gap financing to make the whole thing possible. We are so grateful for the team and what they offer to our local small business community!"

■ Kathy Lockie

CHRIS GIBSON & DEL CRABTREE

Chris Gibson retired from the U.S. Air Force in 2009 and thanks to his friend Del Crabtree got into the barber business here in Gallatin County.

With a desire to expand from their former Bozeman location, this hair cutting duo was challenged to find the right location. Prospera Business Network helped them to secure a business loan enabling them to buy their own storefront in Belgrade, MT. This move allowed Chris and Del to double the size of their operation and become wheel chair accessible to serve disabled customers. With Air Force memorabilia throughout the shop, and Chris's commendation medals showcasing his years of service, the shop boasts a strong and passionate professional and veteran clientele.

"Working with Prospera was fast and easy. The funding provided us the opportunity to get a better, larger shop enabling us to keep up with the growing demand in Belgrade and Bozeman for men who want an 'old fashioned' barber shop instead of a chain."

■ Chris Gibson

■ Prospera Loan Fund Client



ZINOVO

■ Prospera Business Development Grant and WBC Business Counseling Client

Growing sales are the lifeblood of any business. Thanks to Bozeman entrepreneurs Jonathan Distad and Peg Rifleman there are Customer Relationship Management (CRM) systems in place to help sales folks be successful. Jonathan and Peg consult with and train companies on ways to optimize the Salesforce CRM platform to help out-sell the competition.

When Jonathan and Peg chose Bozeman to start Zinovo, they immediately got connected to Prospera as new members to help get started. Working together, Zinovo, Prospera and the City of Bozeman successfully received a business development grant for \$70,000 that will support Zinovo hiring 14 new full-time employees.

Zinovo chose Bozeman because of its reputation for supporting similar businesses, and having access to highly-skilled workers. And Jonathan, who grew up in NW Montana, loved the idea of raising his family in Montana.

"Our focus is national companies with a global footprint." Jonathan shared, "I was thrilled to find the start-up support that was available in the region and across Montana. It was greater than we expected as was the support we have from other entrepreneurs in the area. It's nice to have your model validated by an organization like Prospera and our customers, but by the community as well is exhilarating!"

"I was thrilled to find the start-up support that was available in the region and across Montana."

■ Jonathan Distad

2017 INCOME & EXPENSES

2017 CONSOLIDATED STATEMENT OF FINANCIAL POSITION

December 31, 2017

| ASSETS | |
|--|--------------|
| Cash | \$ 100,412 |
| Restricted cash | 1,383,486 |
| Loans receivable, current portion | 519,201 |
| Other current assets | 95,538 |
| Loans receivable, net of current portion | 966,892 |
| Other assets | 18,650 |
| Total assets | \$ 3,084,179 |

| LIABILITIES AND NET ASSETS | |
|---------------------------------------|--------------|
| Current portion of long-term debt | \$ 42,085 |
| Revolving loan programs payable | 1,654,723 |
| Other current liabilities | 100,633 |
| Notes payable, net of current portion | 1,158,403 |
| Unrestricted net assets | 69,193 |
| Temporarily restricted net assets | 59,142 |
| Total liabilities and net assets | \$ 3,084,179 |

2017 CONSOLIDATED STATEMENT OF ACTIVITIES

December 31, 2017

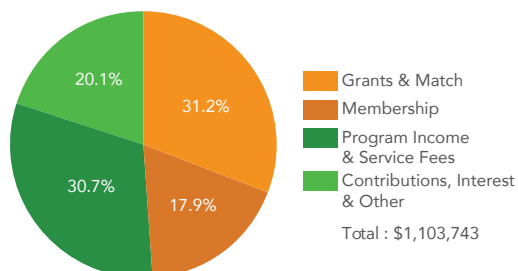
CHANGE IN UNRESTRICTED AND TEMPORARILY RESTRICTED NET ASSETS

| REVENUE | |
|---------------------------------|--------------|
| Grant income | \$ 344,859 |
| Membership dues | 197,362 |
| Program income and service fees | 339,191 |
| Other revenue | 222,331 |
| Total revenue | \$ 1,103,743 |

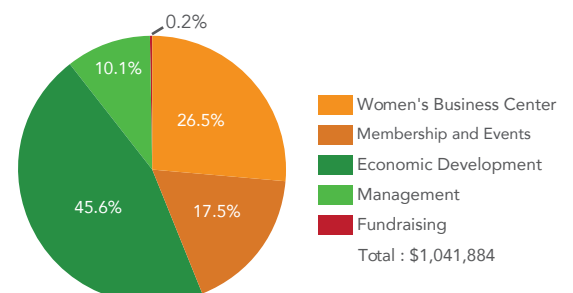
| EXPENSES | |
|---|--------------|
| Program services - MT Women's Business Center | 276,535 |
| Program services - Membership and Events | 182,846 |
| Program services - Other | 475,542 |
| Supporting services - Management and General | 105,306 |
| Supporting services - Fundraising | 1,655 |
| Total expenses | \$ 1,041,884 |

| | |
|-------------------------------|------------|
| Change in net assets | 61,859 |
| Net assets, beginning of year | 66,476 |
| Net assets, end of year | \$ 128,335 |

2017 REVENUE



2017 EXPENSES



*The Consolidated Statements of Financial Position and Activities presented as of, and for the year ended December 31, 2017 were audited by Tangaro Lofgren CPAs, who issued an unmodified opinion dated August 8, 2017.

2017 MEMBER DIRECTORY

ECONOMIC PARTNERS

BOZEMAN^{MT}



EXECUTIVE

ABC Fox of Montana
Acadeus
Armstrong Marketing Solutions
Blackfoot
Holmes & Turner CPAs
MSU Office of Research & Economic Development
Park County
Prime Incorporated
Riverside Country Club
Tangaro Lofgren CPAs, PLLC

**Indicates Founders' Club members, the 35 businesses that joined between 1985 and 1990 who remain Prospera members to this day.*

Member list reflects members as of July 25, 2018 and are listed by industry and level of support.

COMMUNITY LEADERS



ACCOUNTING

*Holmes & Turner, CPAs
Tangaro Lofgren CPAs, PLLC
Anderson ZurMuehlen
*WIPFLI, LLP CPAs and Consultants
Amatics CPA Group
Bozeman Accounting Solutions, LLC
Catherine Moody Accounting & Tax Services
CS and Company
Hubley, Phillips, & Williams PLLP
McGuire & Associates, CPAs
Penor & Associates, CPAs
Rosie Triantis Bookkeeping Services
Rudd & Co.
The Open Book-keeper, Inc.

ARCHITECTS + ENGINEERS

CTA Architects Engineers
C&H Engineering and Surveying
HDR
intrinsic architecture, inc.
KLJ Engineering
SMA Architects
Stahly Engineering and Associates
TD&H Engineering

ATTORNEYS

Kasting, Kauffman & Mersen, PC
Silverman Law Office
Antoinette M. Tease, P.L.L.C.
Crowley Fleck, PLLP
Law Office of Christopher J. Gillette
KLH Advisors PLLC
MacBride Law, PLLC
Pearson Law Group, PLLC

AUTOMOBILE + TRANSPORTATION

Dark Horse Customs
Dobeck Performance
Karst Stage

BEAUTY

Blush
Just For You

BUSINESS SUPPORT + SERVICES

Avitus Group
CoWork Bozeman
AnswerLinks, Inc.
Profitable Ideas Exchange (PIE)
Regus
Compass Advisors I Fortis Group
RKG
Good Eye Editing
Kona Low, Inc.
Montana Startup Foundry
Montana Town + Trail Business Development + Relocation

CHILDCARE

Dino Drop-In Childcare
MyVillage Co

CONSTRUCTION + RELATED

Empire Building Materials, Inc.
*Knife River Corporation
Sime Construction, Inc.
*Simkins-Hallin Lumber
Southwest Montana Building Industry Assoc.
*Big Sky Insulations, Inc.
Jackson Contractor Group, Inc.
Langlas & Associates
North Fork Builders of Montana Inc.
High West Project Management Inc.

CONSULTATION + COACHING SERVICES

Leadership Outfitters
Gras HR Consulting
Re-Think, Inc.
The Dotted i
UpStart Advisors, PLLC
Christie Bell Inc.
C. James Innovations
F3spark
Iron Scaffold LLC
K. Lum Consulting
Kristina Klaas + Co.
Level Bozeman
Light of Day Coaching
Multiplier Consulting Group
OpenTarget Consulting
Startup Tech Review LLC
Step Into Sustainability
Vision 2 Reality

EDUCATION

Montana State University
MSU College of Research & Economic Development
Gallatin College MSU

Jake Jabs College of Business & Entrepreneurship
MSU Allen Yarnell Center for Student Success
MSU Blackstone LaunchPad | Innovation Campus
MSU College of Business
Bozeman Public Library
Bozeman Public Schools
Wavefront Aquatics
Rachel Waterman Studio, LLC

EMPLOYMENT

Adroit Employment Resources
*Bozeman Job Service
LC Staffing
The Work Spot MT
Big Sky Staffing

EVENTS + WEDDINGS

Baxter Main | Baxter Hospitality
Bash
Eskay Bridal
Foster Creek Farm
Reed & Lee | Events & Weddings
Rockin' TJ Ranch
Effortless Events
Firelight Farm
Wicked Cool Ice

FINANCE + BANKING

*First Interstate Bank
*First Security Bank
Bank of Bozeman
Edward Jones | Bozeman
*Opportunity Bank of Montana
Rocky Mountain Bank
Stockman Bank
*U.S. Bank
Wells Fargo Bank
American Bank
Frontier Angels
Yellowstone Bank
D.A. Davidson & Co.
First Montana Bank
Frontline Processing
Integrity Financial Corporation
Manhattan Bank
MoFi
Next Frontier Capital
Bjorn Burnett | Financial Adviser/Employee Benefit Solutions
Flanagan State Bank
McKenna Financial | Leisl Mooer
Montana Merchant Services

FITNESS + WELLNESS

Pure Barre Bozeman
406 Massage
9Round Fitness
ilovekickboxing.com
The Bar Method Bozeman
Cue Athletics
Over The Top Nutrition

HEALTH SERVICES

*Bozeman Health
Granite Sports Medicine
Vance Thompson Vision
*Advanced Performance & Rehabilitation Services
Bridger Peaks Counseling & Recovery Services LLC
Ridgway Plastic Surgery
Complete Body Works
Rootstock Acupuncture, LLC

HOME + PERSONAL + OTHER SERVICES

L&L Site Services, Inc.
AdvoCare Home Care Services
Buffalo Restoration
*Gallatin Laundry Co.
Off The Beaten Path
Arrowhead Electric, Inc.
Clarity Divorce Coaching
Fresh Paint Bozeman, LLC
Sanctuary Interior Design
Peaceful Journey Pet Hospice
Theisen Management Group

HOSPITALITY

*Best Western Plus GranTree Inn
Element Bozeman
Hilton Garden Inn
Holiday Inn Bozeman
SpringHill Suites Bozeman
Holiday Inn Express
Homewood Suites
The Lindley House

INSURANCE

Blue Cross Blue Shield of Montana
*First West Insurance
PayneWest Insurance

Big Sky Benefit Solutions
Farmers Insurance | Carey Leep Agency
Leavitt Group
Sarah Skofield | State Farm Insurance
*State Farm Insurance | Rust Agency

LOCAL GOVERNMENT

City of Bozeman
Park County
Bozeman Yellowstone International Airport
City of Belgrade
Gallatin County

MANUFACTURING

Gibson Brands Inc. Acoustic Division
Montana Manufacturing Extension Center
Simms Fishing Products
West Paw Design
Béquet Confections
Cowboy Cricket Farms
ILX Lightwave – A Newport Company
Kenetrek, LLC
Lattice Materials
Midwest Welding & Machine, Inc.
Montana Instruments
Mystery Ranch
Spark R&D
TowHaul | Smith Equipment USA
Vista Outdoor | Blackhawk
MountUP Technologies, LLC

MARKETING + MEDIA

*Bozeman Daily Chronicle
Metric PPC
ABC Fox of Montana
Armstrong Marketing Solutions
Prime Incorporated
PromoWest
SheWolf Collaborative
Studio MacLeod
JTech Communications
KBZK | KXLF
Sign Solutions
Beautifully Equipped
Concept Design Studio
Intrigue Ink
KRose Marketing
Markouture
Montana Parent Magazine
pulseCHECKER
Aldea Marketing
Big Storm
Merissa Lambert Photographer
MyClient LLC
SINTR@ Visual Communications
Spur Studio

NONPROFIT ORGANIZATIONS

Yellowstone Club Community Foundation
Befrienders
Belgrade Chamber of Commerce
Big Sky Chamber of Commerce
Bozeman Area Chamber of Commerce
Bozeman Business & Professional Women (BPW)
Bozeman Health Foundation
Bozeman Public Library Foundation
BridgerCare
Downtown Bozeman Partnership
Children's Museum of Bozeman
Eagle Mount Bozeman
Emerson Center for the Arts
Ennis Chamber of Commerce
Gallatin Valley Land Trust
Livingston Area Chamber of Commerce
Manhattan Area Chamber of Commerce
Montana World Trade Center
Museum of the Rockies
Thrive
Yellowstone Forever

PRINTING

*AlphaGraphics
PrintingForLess.com

REAL ESTATE + RELATED

*ERA Landmark Real Estate
Cornerstone Home Lending, Inc.
*American Land Title Company
Fairway Independent Mortgage Corp.
Gene Cook Real Estate
Prime Mortgage Lending, Inc.
Aspire Realty
*Appraisal Services
Berkshire Hathaway HomeServices Montana Properties
Coldwell Banker Distinctive Properties | Jamie Chu
Coldwell Banker Distinctive Properties | Kristin Saunders
Donnie Olsson Real Estate
Engel & Volkers Bozeman

JWT Capital, LLC
Keller Williams Montana Realty
*McKenna Realty
MSR North Associates
NAI Landmark Commercial Real Estate
*Security Title Company of Montana
Wilaby LLC
Windemere Real Estate | Dina Emmert
Accurate Homes, LLC
BOW LLC
eXp Realty Bozeman
Referred Realty Group

RECREATION + ENTERTAINMENT

Riverside Country Club
Crosscut Mountain Sports Center
Movie Lovers Inc.
Sage Peak Outfitters
Dart Zone 406

RESTAURANT + FOOD + CATERING

Taco del Sol
Sadie's Catering
Salted Caramel Café
Sola Café
Bountiful Table
Bozeman Taproom
Community Food Co-op
Emerson Grill
Espresso To Go | Crave
Feast Raw Bar & Bistro
Food For Thought
Montana Monster Cookies
Saffron Table
Venus Catering
Z's Meze Market
Frios Gourmet Pops – Montana
Montana Hooch Booch – Kombucha
Whole and Nourished

RETAIL + WHOLESALE + DISTRIBUTION

*Lehrkind's Coca-Cola
Murdoch's Ranch & Home Supply
Olivelle
Quality Foods Distributing
Treeline Coffee Roasters
*Billion Auto Group
Bridger Animal Nutrition
Ghost Town Coffee Roasters
Head West
*Owenhouse Ace Hardware
Alara Jewelry
Bozeman Self Storage
*Cashman Nursery
*D&R Coffee Services, Inc.
Dry Hills Distillery
EcoMontana
Eskay Bridal
Good Karma!
Hattie Rex
Heyday
*House of Clean, Inc.
Jelt
Livingston's Ace Hardware
Montana Monster Cookies
Once Upon A Child
*Schnee's
Svalinn
Thirsty Lake Tileworks
*Universal Athletic Service
Ari O Jewelry
Marina Kessler Jewelry
The Flower Bar

SOFTWARE + IT

Acadeus
Advanced Electronic Designs, Inc.
Entre Technology Services
Foundant Technologies
TechLink
Zoot Enterprises
commonFont
Wisetail
XY Planning Network
Zinovo
AdvicePay
BioScience Laboratories
FLIR | Scientific Materials Corp.
Granite Technology Solutions, Inc.
MicroLab, Inc.
Quantel USA
Agile Focus Designs, LLC
Technologic Computing LLC

UTILITIES + TELECOMMUNICATIONS

*NorthWestern Energy
Blackfoot
*CenturyLink
Connect Telephone & Computer Group

Prospera

BUSINESS NETWORK

GET IN TOUCH

PROSPERAMT.ORG
2015 CHARLOTTE STREET, SUITE 1
BOZEMAN, MT 59718

OUR SERVICES



CONFIDENTIAL BUSINESS
COUNSELING



PROFESSIONAL
TRAINING & EVENTS



SMALL BUSINESS LOANS
& GRANT ASSISTANCE



ECONOMIC RESEARCH