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BigSkyRelief.org

Operational Partners Coordination Meeting, No. 16 – 7/14/20

On Tuesday, July 14, the 14th BigSkyRelief.org Operational Partners Coordination Meeting kicked off at 12 p.m. and lasted approximately 32 minutes.

The purpose of the virtual bi-monthly meeting is to consolidate regular updates for the Big Sky Community as well as to identify and coordinate needs.

Big Sky Resort Area District Board Chairperson Kevin Germain coordinated the meeting.

Updates in order of presentation:

Kevin Germain, Chairman of Big Sky Resort Area District Board of Directors (BSRAD):

- A lot of support submitted to Gallatin County regarding the mask requirement thank you to the Chamber's efforts
- Gallatin County is running into capacity issues with contact tracing and Kevin suggested the Big Sky Fire Department reach out to help
- Yesterday letters to the congressional delegation was sent to get the state more testing kits for the Panther machine in Bozeman. Could do 1,000 tests/day, to decrease turnaround time to 24 hours. Also asked for some assistance to receive the ventilators that are back ordered.
- Work on getting parts of the letters sent to the congressional delegation to Governor Bullock to increase sentinel testing in Big Sky

Taylor Rose, Director of Clinical Services & Operations at Bozeman Health Big Sky Medical Center (BHBSMC):

- BSMC is working to get answers on results from the Sentinel surveillance testing on July 1st. The state has not received any results back from Quest Diagnostics. Lauren Brendel in the marketing department is hoping to send out an update to the public. This information will include what we need to do even though we do not have results.
- **Ventilators:** These were ordered back in late March from two different companies
 - Travel Ventilators: Ordered from Medtronic. These are portable units that could go into an ambulance and through the canyon. FEMA came in and allocated where these ventilators were shipped to. Taylor will continue to follow up weekly.
 - Larger Ventilators: Ordered from Covidien Medtronic. Before COVID, this company made 70 a month. When COVID hit, they had 28,000 orders within a month. They have been working hard and are now producing 1,000 a week. This company has the only ventilators that are shipping to the US. The others are in Europe and are not currently able to ship to the US.

- Our current rep for the mountain west has had 10 allocated to his district at this time. They are thinking it will be 1 to 3 months for us to receive the 8 ventilators.
- Taylor pleaded with the Covidien Medtronic with our circumstances: we are not the largest, however, we are a hotspot and we are at significant risk. We are a critical access hospital and asked for them to prioritize us.
- They will work to at least get us our partial order.
- Taylor will follow up later next week.
- **COVID Testing Kits:** letters have been written by the business community here to obtain additional testing capacity here in Big Sky. Bozeman Health is in the process of supporting those efforts. The Cepheid rep is not able to give us an estimated time on when more test kits can be shipped.
- Taylor will investigate what resources we are currently leveraging and other options for us to be firmer with these vendors.

Chief Greg Megaard, Big Sky Fire Department (BSFD):

- Busy couple weeks since the last meeting, the Chief has been busy working with the Gallatin County incident management team
- Working to help coordinate the Gallatin City-County Health Department meeting this morning that had to be delayed
- Alarming number of increases in cases in Montana
 - More people in Big Sky wearing masks
 - Large number of out of state visitors in Montana

Sergeant Brandon Kelly, Gallatin County Sheriff's Office (GCSO):

- No updates currently

Sarah Gaither, Program Coordinator of Big Sky Community Food Bank (BSCFB):

- No updates currently

Jean Behr, Executive Director of Women In Action (WIA):

- 2 MSU interns working in Big Sky doing remote counseling, they have room for more clients on a sliding scale of \$5-\$30/ hour, providing an affordable option for people living in Big Sky
- The 2 providers providing care in Big Sky currently do not have room to accept new clients
- WIA may need help with making up for the fundraising that was supposed to come from the golf tournament, suggests non-profits get together to find what virtual fundraising events that have taken place and have worked well

David Kack, Coordinator of Big Sky Transportation District (BSTD):

- Running a normal bus schedule, but have been dealing with potential delays caused by the bridge construction
- Watching to see what the County decides on a mask rule and will change policies to require masks if the rule passes

Candace Carr Strauss, CEO of Big Sky Chamber of Commerce (BSCC) & Visit Big Sky (VBS):

Big Sky Chamber

- PPP Loan program re-opened with the deadline extended through August 8th, many technical updates with extension of coverage time period. **Notice: Paycheck Protection Program has reopened - [CLICK HERE FOR MORE INFORMATION](#).** The Paycheck Protection Program began accepting new applications July 6, 2020, at 9:00 AM EDT in response to the Paycheck Protection Program Extension Act. The new deadline to apply for a Paycheck Protection Program loan is August 8, 2020.
- **[Paycheck Protection Program \(PPP\) Loan Data](#)** Today's release includes loan-level data, including business names, addresses, NAICS codes, zip codes, business type, demographic data, non-profit information, name of lender, jobs supported, and loan amount ranges as follows:
 - \$150,000-350,000
 - \$350,000-1 million
 - \$1-2 million
 - \$2-5 million
 - \$5-10 million
- These categories account for nearly 75 percent of the loan dollars approved. For all loans below \$150,000, SBA is releasing all the above information except for business names and addresses. **[PPP Loans](#)** in Montana have provided 23,104 loans for \$1,762,484,534 (*as of 6/30/20*)
- **[EIDL Loans](#)** in Montana have provided 7,596 loans for \$430,005,200 (*as of 7/2/20*)
There have been 16,592 **[EIL Advances](#)** for \$49,477,000 (*as of 7/2/20*) in Montana
- Bi-weekly regional Economic Recovery & Resiliency Call – A snapshot of businesses' printing needs from Alphagraphics owner reflecting COVID-19 impacts on revenue was shared (see below). Interesting overview outside of tourism specific businesses.

Industry Marketing and Small Business Update from AlphaGraphics

Industry	Change	Comments
Advertising & Agencies	-20.11%	Newspapers way down; other clients stable - mix of industries
Education	-82.11%	Non- MSU; Mostly event related work
Manufacturing	-34.17%	Fairly stable but still cut back due to lack of demand
Medical	-28.74%	Not the boon some thought as small hospitals were hit hard with lack of patients and had to cut back on marketing/ fundraising/etc. Covid-19 Floor Graphics and Signage was a plus
MSU	-41.08%	Fundraising down; Athletics down; Some seasonal; No classes
Non-Profits	-33.71%	Initially all cancelled then a surge in late May/June. National data is mixed. Giving may decrease after the initial surge based on "everyone wants to help"
Non-Profit Tourism	-47.77%	These are chambers, park related n/p, etc.
Tourism	-57.64%	Very large category and down across the board
Real Estate	-81.57%	Small category but represents large home sales marketing - signage, etc
Retail and Restaurants	-18.50%	Restaurants are flat, retail down more. Larger retail down more
Service	-53.71%	Lots of these businesses were not open.

GENERAL INFORMATION
 1) Only reflects Top 150 customers (out of 800) who represent 70% of our business
 2) Compares 2019 to first six months of 2020 amortized over a year
 3) Typical turnover of customers is about 10-15%. This data only reflects same customer sales
 4) Some customers are seasonal so 2019 numbers are upwards of 10% higher than 2020 first six months

- In follow up to the Big Sky Relief grant for 50,000 masks/signage (\$39,500), all have been distributed; looking to secure an additional 100,000 masks for distribution with hopeful

forthcoming mandate from Gallatin Board of Health (meeting was scheduled for this morning at 7am; rescheduled for Friday, July 17 at 7am); Big Sky Chamber | Visit Big Sky did submit a Letter of Support for mandating masks.

- NEW Director of Business Development: Anna Johnson started yesterday already signed up a new member today! Annual Membership survey is going out within the week – encourage all business owners to respond so we can address COVID-19 impacts.
- Next *Eggs & Issues* | Joint County Commission Meeting has been scheduled for Wednesday, November 18 from 8:30am-12noon – VIRTUAL for the public. The Big Sky Resort Tax Board will be represented along with our County Commissioners at the public meeting and the proposed “Issue” is Behavioral Health with the increased need due to stress/anxiety put on all levels of society from children to the elderly with the pandemic.

Visit Big Sky

- Visitation is ticking up...YNP hosted 534,155 visits in June 2020. This is a 32% decrease from June 2019. Although the numbers were down, visitation substantially increased over the month. In the last ten days of June, traffic counts ranged from 90%-116% of 2019 numbers.
- So far in 2020, the park has hosted 667,290 visits, down 49% from the same period last year. The park was closed due to health and safety reasons related to COVID-19 beginning March 24, 2020. Two Wyoming entrances opened on May 18 and three Montana entrances opened on June 1, 2020. All five entrances were open for the entire month.
- The list below shows the year-to-date trend for recreational visits over the last several years (through June):
 - 2020 – 667,290
 - 2019 – 1,358,629
 - 2018 – 1,381,708
 - 2017 – 1,354,137
 - 2016 – 1,432,071
 - 2015 – 1,298,855
- Montana Tourism Safety Grant – CARES Act funding through the state of Montana: \$15 million allocation with \$10 million going to the state tourism office and \$5 million distributed to the Regions/CVBs. Visit Big Sky’s allocation is approximately \$225,000. Very restrictive in how it can be used. Will come in 4 buckets of \$56,000 each, the first 2 related to three waves of public health messaging between now and the end of the year, and the other 2 again later this year related to marketing with the final bucket “on hold” until a time to be determined by the state.
- U.S. Travel Association – Candace participated in a board presentation last week related to the national communication plan to help jumpstart the tourism industry which has been impacted 9X worse than that of September 11th. Three phased approach – mid August “Let’s Go” which grants permission to travel and the resulting action is to make plans. Around Labor Day Weekend a “Let’s Meet” spin will try to resuscitate the business meetings/conventions side of the industry, and finally in January to coincide with U.S. Travel’s National Plan for Vacation Day, a “Let’s Go There” campaign geared at families looking to make spring break and summer vacation plans will launch.

Ciara Wolfe, CEO of Big Sky Community Organization (BSCO):

- No updates on volunteers, no use from people in quarantine
- Parks and Trails are busier than ever with lots of out of state visitors

- Community programs are still operating, and people are being very cooperative with following safety guidelines

Dustin Shipman, Superintendent of Big Sky School District (BSSD):

- Board meets Tuesday of next week to present a 4-phase plan for school in the fall

A cohort of Resource Partners was also invited to the virtual meeting. Those names and organizations included:

Daniel Bierschwale, *Big Sky Resort Area District*

Taylor Middleton & Troy Nedved, *Big Sky Resort*

Matt Kidd, *CrossHarbor Capital Partners*

Kevin Hinkle, *Lone Mountain Land Company*

Hans Williamson, *Yellowstone Club*

Heather Morris, *Moonlight Community Foundation*

Ania Bulis, *Moonlight Community Foundation, Women in Action*

Loren Bough, *Yellowstone Club Community Foundation*

John Haas, *Spanish Peaks Community Foundation*