

**Agriculture Development Council  
Growth Through Agriculture (GTA) Program**

December 4, 2018

302 N. Roberts, Rm 225, Helena, MT and via SKYPE

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	Topic	Discussion
	<b>Call to Order</b> ➤ Amy Kellogg, Chair	
	<b>Roll Call/Call for Proxies</b>	
	<b>Public Comment</b>	
	<b>Minutes</b> ➤ Review of August 30, 2018 Council Minutes	
	<b>Review of Ethics Policy / Conflict of Interest</b> ➤ Zach Coccoli, Staff Attorney	
	<b>FY2019 Financial Report</b> ➤ Lina Al Assadi, Budget Analyst	
	<b>Application Scoring Matrix Review</b> ➤ Angie Nelson	
	<b>Review of Applications</b> ➤ Amy Kellogg, Chair	
	<b>Schedule Next Meeting</b> ➤ Does February 5-6, 2019 work for Council? ➤ Discuss and finalize	
	<b>Discuss Next Application Deadline(s)</b> ➤ Proposed: Fall 2019 – contingent upon renewal of GTA program funding	
	<b>Public Comment</b>	
	<b>Adjourn</b>	

List of GTA Applications for Review:

1. ABC ACRES LLC

\$32,861.00

Producing & Marketing Coast to Coast US Sales of Montana Farm Raised Meats via E-Commerce Shopify Platform

Tim Southwell, Hamilton, MT

**Funds Requested for:** Equipment; Advertising and Promotion; Supplies and Materials

Value-Added Meat Processing equipment (smoker, stuffers, grinders), Livestock, Product Packaging, Shipment packaging, Web Platform development

Assist with the development and launch of an E-Commerce Shopify Platform for the marketing and sale of ABC acre's farm raised Beef, Pork, and associated Value-Added Meat Products to United States destinations Coast to Coast.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Complete Design and Build Out of Functioning E-Commerce Shopify Platform on ABC acre's Website	Hire / Compensate Marketing Firm to Design and Install multi-page Operating Shopify E-Commerce on ABC acre's website	\$0.00	\$4,500.00	\$0.00	\$4,500.00
Finalize Value Added Packaging Requirements	Hire / Compensate 3rd party to design, customize beef jerky pouches	\$1,036.00	\$0.00	\$0.00	\$1,036.00
Equipment Purchase	Purchase meat processing equipment (Sausage Stuffer - \$3250, Vacuum Tumbler - \$1600, & Gas Smoker - \$5975)	\$10,825.00	\$0.00	\$0.00	\$10,825.00
Acquire Shipping / Packaging Materials	Compensate 3rd party for one year's worth of custom insulated, biodegradable shipping packages	\$0.00	\$7,620.00	\$0.00	\$7,620.00
Develop Marketing Campaign	Compensate 3rd party for year 1's SEO / Google Adwords / Facebook / Social Media Advertising Campaign	\$0.00	\$4,560.00	\$0.00	\$4,560.00
Livestock Purchase - cattle	Purchase 10 head cattle Fall 2019	\$0.00	\$9,500.00	\$0.00	\$9,500.00
Livestock Purchase - pigs	Purchase 10 head piglets Spring 2019	\$1,000.00	\$0.00	\$0.00	\$1,000.00
Design and Contract for the Build-out of a Walk-In Freezer Unit	Hire / Compensate a local contractor to deconstruct, remodel, and build-out our existing facility with a walk-in freezer	\$20,000.00	\$0.00	\$0.00	\$20,000.00
Contract for the Build out of a new livestock Holding pen, complete with shoot, gates, and misc items	Hire / Compensate Patzer Farms to build out the new holding pen on the south property; level ground, pound posts, hang fencing, install gates, shoot, misc,	\$0.00	\$8,045.00	\$0.00	\$8,045.00
		\$32,861.00	\$34,225.00	\$0.00	\$67,086.00

**2. Bainville Meats LLC**

**\$50,000.00**

*Bainville Meats Processing and Specialty Meats*  
Shawn Bilquist, Bainville, MT

**Funding requested for:** Equipment; Supplies and Materials - Materials to complete building, concrete, and equipment to finish an addition for the specialty meat side; to open retail and wholesale specialty meat production which is a need in the community of Bainville and surrounding areas.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Addition of Retail Storefront	Storefront construction	\$30,000.00	\$0.00	\$0.00	\$30,000.00
Addition of Retail Storefront	Storefront processing equipment and coolers	\$20,000.00	\$20,000.00	\$0.00	\$40,000.00
Commercial Processing & Specialty Meat Building	Building and utility construction	\$0.00	\$45,000.00	\$0.00	\$45,000.00
Commercial Processing & Specialty Meat Building	Owners labor donation	\$0.00	\$0.00	\$5,000.00	\$5,000.00
		\$50,000.00	\$65,000.00	\$5,000.00	\$120,000.00

**3. Bear Canyon Farm**

**\$50,000.00**

*Bear Canyon Farm Expansion*  
Eric Harris, Bozeman

**Funding requested for:** Equipment – One-acre greenhouse  
Establish a peach and nectarine orchard in Bozeman, MT. Bear Canyon Farm is a non-profit entity formed for the benefit of serving students, community members and to provide employment and hands-on learning opportunities for students and to deliver healthy, fresh, local produce to the community.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Purchase greenhouse	1 acre preowned green house to cost approximately \$50,000	\$50,000.00	\$0.00	\$0.00	\$50,000.00
Re-cover Greenhouse	Pre-owned greenhouse needs to be recovered	\$0.00	\$73,000.00	\$0.00	\$73,000.00
		\$50,000.00	\$73,000.00	\$0.00	\$123,000.00

**4. Bell Crossing Farms, LLC**

**\$28,585.00**

*Western Montana Regional Hops Processing Facility*  
Desiree Funston, Stevensville, MT

**Funding requested for:** Equipment  
Equipment for harvesting and processing regionally-grown hops cones into hops pellets for commercial sale; create a regional hops processing facility in western Montana. This would allow the hops farm to efficiently harvest, dry and pelletize crop as well as provide contract processing services for other growers in the region.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
purchase hops harvesting equipment	purchase Hopster 5E hops harvester	\$15,650.00	\$15,650.00	\$0.00	\$31,300.00
purchase pelletizing and packaging equipment	purchase Buskirk Small Farm Package (hammer mill and pelletizer), Logical Machines S5 Bulk Fill System, and AmeriVac AVN20 nitrogen flush vacuum sealer	\$12,935.00	\$12,935.00	\$0.00	\$25,870.00
create harvest/processing contract document(s)	compile data during 2019 harvest to create Western Montana Regional Hops Processing Facility contract documents for subsequent harvests	\$0.00	\$0.00	\$0.00	\$0.00
		\$28,585.00	\$28,585.00	\$0.00	\$57,170.00

**5. Cowboy Cricket Farms Inc. \$12,791.00**  
*Equipment for the increased efficiency of cricket production for human consumption*  
 James and Kathy Rolin, Bozeman, MT

**Funding requested for: Equipment**

Automated production equipment to increase production of items and keep up with demand while supporting 6 partner cricket farmers. Increase in production has made Montana the largest edible insect producing state in the country. This project will create 3 FTE jobs over the next 18 months directly at Cowboy Cricket Farms as well as up to 6 new FTE positions in partner farmers.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Purchase and properly install automated processing equipment	Unit cost including delivery and installation of ensure proper assembly	\$12,791.00	\$12,791.00	\$0.00	\$25,582.00
		\$12,791.00	\$12,791.00	\$0.00	\$25,582.00

**6. Cream of the West LLC \$44,000.00**  
*Cream of the West: Between a Rock and China*  
 Alicia Moe, Harlowton, MT

**Funding requested for: Equipment**

Equipment required to obtain BRC Food Safety Certification. This equipment includes a metal detector; an electric forklift; an air compressor and date coder/sealer for custom packaging.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Purchase and install metal detector, electric forklift and air compressor--required	Purchase a used Metal Detector, estimated at \$20000; a used Electric Forklift estimated at	\$26,300.00	\$0.00	\$0.00	\$26,300.00

**AGENDA**

equipment for BRC Food Safety Certification	\$6000; and a new Air Compressor for \$300				
Obtain and Maintain annual BRC Certification	See Actual and Projected Costs Associated with Food Safety Certification attachment for explanation of actual and projected costs from 2018 - 2021	\$0.00	\$30,664.26	\$2,379.00	\$33,043.26
Purchase all-in-one coder/sealer equipment to improve co-packing efficiency	Estimated price for used one is \$13500 - 18000; will use existing coder/sealer equipment while seeking other funding sources	\$0.00	\$0.00	\$0.00	\$0.00
		\$26,300.00	\$30,664.26	\$2,379.00	\$59,343.26

**7. Crooked Yard Hops LLP**

**\$13,000.00**

*Crooked Yard Hops Production Facility Expansion*  
 Jake TeSelle, Bozeman, MT

**Funding requested for:** Equipment

Purchasing larger hops harvester, dryer, and tillage equipment; to add another 4 acres of hops production for a total of 17 acres of hops production.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Purchase and Install new Wolf 220 Hop Harvester, Wolf Louvered Hop Dryer, and Carping Tractor attachment	Purchase Harvester, Dryer, and Carper	\$13,000.00	\$56,600.00	\$0.00	\$69,600.00
		\$13,000.00	\$56,600.00	\$0.00	\$69,600.00

**8. Emely Lambert**

**\$10,000.00**

*Bridger Berries- You Pick Operation & Co-op retail*  
 Emely Lambert, Bozeman, MT

**Funding requested for:** Purchase of Land or Marketing and promotion for start-up berries

Marketing of Bridger Berries 'You-Pick' acres, lease funds to land owner for 2 years, funds for berry roots & rental equipment for initial planting

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Receive adequate funds to purchase and or lease a 10 acre parcel	Obtain funds for a deposit on a 10 acre parcel in Gallatin Valley	\$10,000.00	\$10,000.00	\$0.00	\$20,000.00
		\$10,000.00	\$10,000.00	\$0.00	\$20,000.00

**9. Fat Robin Orchard & Farm a dba for Lise Rousseau**

**\$17,700.00**

*Growing Fat Robin's Value-Added Cherry Business*  
Lise Rousseau, Polson, MT

**Funding requested for:** Equipment; Other

Development of a new on-farm commercial kitchen to increase Fat Robin Orchard & Farm's processing capacity.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Site Kitchen Building	Site building, foundation, siding, roofing, etc. Quote from contractor.	\$7,000.00	\$13,265.00	\$0.00	\$20,265.00
Finish Interior of Kitchen Building	Complete the interior of the building wall treatments, flooring, insulation and ceiling, painting, plumbing, electrical, etc. Contractor quote.	\$6,300.00	\$6,336.00	\$0.00	\$12,636.00
Equip On-Farm Kitchen	Equip building with kitchen tools and machinery. Online pricing.	\$4,400.00	\$4,438.00	\$0.00	\$8,838.00
		\$17,700.00	\$24,039.00	\$0.00	\$41,739.00

**10. Global Agro Commodities LLC**

**\$150,000.00**

*Pulse Processing Expansion*

Divyesh Patel, Irving, TX – Project in Chester, MT

**Funding requested for:** Equipment; Consultant Services; Advertising and Promotion; Travel; Supplies and Materials; Communication; Other

Pulse Processing Expansion & Market Mitigation & Development Program

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Purchase Equipment, Hire Contractors to implement & Install	Purchase of Equipment based on quotations	\$50,000.00	\$50,000.00	\$10,000.00	\$110,000.00
Market Research, Promotional Activities, Marketing Activities, Social Media Infrastructure, Educational Awareness Events	Market Research, Promotional Activities, Marketing Activities, Social Media Infrastructure & Educational Awareness Events	\$100,000.00	\$100,000.00	\$20,000.00	\$220,000.00
		\$150,000.00	\$150,000.00	\$30,000.00	\$330,000.00

**11. Go Roam Free LLC**

**\$50,000.00**

*Roam Free Marketing and Communication Campaign*  
Jonathan Sepp, Hot Springs, MT

**Funding requested for:** Advertising and Promotion; Other

An integrated marketing & communications campaign promoting Montana's value-added agriculture products.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Campaign strategy & plan	Creative content development and distribution	\$50,000.00	\$50,000.00	\$0.00	\$100,000.00
		\$50,000.00	\$50,000.00	\$0.00	\$100,000.00

**12. Golden Triangle Brew Co**

**\$136,683.00**

*Golden Triangle Brewery Startup*  
Brandon Roberts, Fort Benton, MT

**Funding requested for:** Equipment - Brewhouse Equipment

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Purchase Equipment	Purchase equipment to build a complete 108 gallon brewhouse and yeast propagation system.	\$136,683.00	\$22,000.00	\$0.00	\$158,683.00
Renovate Historic Building	Demolition of existing interior structures and complete renovation from floor to roof. We have received bids for most work required.	\$0.00	\$243,863.00	\$13,600.00	\$257,463.00
		\$136,683.00	\$265,863.00	\$13,600.00	\$416,146.00

**13. Great Burn Brewing LLC**

**\$25,000.00**

*Great Burn Brewing - Brewery Equipment Expansion*  
Mike Howard, Missoula

**Funding requested for:** Equipment - Two 10 bbl conical fermenters & a grain mill

Expand brewing capacity and production of Montana made craft beer. Great Burn Brewing (GBB) recently celebrated its 4<sup>th</sup> Anniversary operating as a small-batch brewery and taproom on the southside of Missoula, Montana.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Purchase Equipment	Purchase two 10 bbl fermenters and one grain mill.	\$25,000.00	\$25,000.00	\$0.00	\$50,000.00
		\$25,000.00	\$25,000.00	\$0.00	\$50,000.00

**14. Grist Milling and Bakery LLC**

**\$40,000.00**

*Grist Milling & Bakery - Granite mill and bakery equipment purchase  
Selden Daume, Missoula*

**Funding requested for:** Equipment - Purchase of new mill and bakery equipment.

Build relationships with Montana farmers, develop innovative formulas and distribute whole grain, hand-crafted, fresh-milled flour, bread, and pastry via wholesale distribution.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Purchase Equipment	Purchase milling and baking equipment. Costs determined by bids from manufacturer/distributors.	\$40,000.00	\$40,320.90	\$0.00	\$80,320.90
		\$40,000.00	\$40,320.90	\$0.00	\$80,320.90

**15. KJ'n Ranch, Inc. & Sheep Mountain Creamery**

**\$7,000.00**

*Sheep Mountain Creamery value added equipment purchase providing storage capacity of frozen raw sheep milk and tools to help with forecast increase in production. This will position KJ'n Ranch, Inc. to add one .25 FTE employee.*

James Ashmore, Helena, MT

**Funding requested for:** Equipment

Expand sheep dairy operations to meet customer demand; only sheep dairy in the United States that bottles pasteurized sheep milk for human consumption.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Satisfy customer demand for 365/all year product availability/Year 2 of operations-2019 with safe healthy product.	5 Chest Freezer Lockers (\$5K), PH Meter (\$800), Lactate Meter (\$5K), Gram Scale (\$200); USED EQUIP: molds, milk cans, vacuum seal machine (\$3K), In-kind Purchase/delivery & installation (\$1K)	\$7,000.00	\$7,000.00	\$1,000.00	\$15,000.00
		\$7,000.00	\$7,000.00	\$1,000.00	\$15,000.00

**16. Limberlost Brewing Company, LLC**

**\$40,000.00**

*Limberlost Brewing Company Start-Up and Facility Remodel  
Zachary Whipple-Kilmer, Thompson Falls, MT*

**Funding requested for:** Supplies and Materials

Remodel the interior space, purchase ingredients and for start-up operating capital for the brewery.

**AGENDA**

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Purchase Remaining Equipment	\$22,075 is needed for the rest of the equipment purchase	\$0.00	\$22,075.00	\$0.00	\$22,075.00
Remodeling of building	\$65,539.50 is the total cost of renovation (not including owners improvement costs)	\$40,000.00	\$38,500.00	\$1,500.00	\$80,000.00
		\$40,000.00	\$60,575.00	\$1,500.00	\$102,075.00

**17. Living Root Farm ABN for Evan Van Order**

**\$14,500.00**

*Increasing On-Farm Vegetable Production and Processing Capacity*  
Evan Van Order, Hardin, MT

**Funding requested for:** Equipment; Supplies and Materials

Build out of a vegetable washing/packing facility and the purchase of harvest equipment and an enclosed cooler trailer to transport produce to farmers markets

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Increase On-Farm Production and Processing and Storage Capabilities	Purchase High Tunnel, Walk-in Cooler, Processing facility materials; Greens Harvester and Cooler Trailer components	\$14,500.00	\$14,500.00	\$0.00	\$29,000.00
		\$14,500.00	\$14,500.00	\$0.00	\$29,000.00

**18. Lower Valley Processing Company, Inc.**

**\$50,000.00**

*Cold Storage Building Expansion*  
Wesley Plummer, Kalispell, MT

**Funding requested for:** Other - Build a 50x100x16 Cold Storage Building

Construct a cold storage building; due to growth new structure needed to store more spices, packaging material, boxes and other supplies to keep up with the increased demand for products and services.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Increase On-Farm Production and Processing and Storage Capabilities	Purchase High Tunnel, Walk-in Cooler, Processing facility materials; Greens Harvester and Cooler Trailer components	\$14,500.00	\$14,500.00	\$0.00	\$29,000.00
		\$14,500.00	\$14,500.00	\$0.00	\$29,000.00

**19. Meadowlark Brewing LLC**

**\$50,000.00**

*Expanding Through Canning. Meadowlark Brewing is looking to expand our distributions through a canning line*  
Melisa Letherman, Sidney, MT

**Funding requested for:** Equipment  
Canning line for Meadowlark Brewing

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Purchase canning line	Purchase canning line. We contacted the manufacturer and received their quote for the equipment.	\$50,000.00	\$69,000.00	\$66,000.00	\$185,000.00
		\$50,000.00	\$69,000.00	\$66,000.00	\$185,000.00

**20. Meier Farm and Orchards dba for Noelle and Corey Meier**

**\$50,000.00**

*Meier Farm and Orchards--Orchard Expansion with On-Farm Storage and Processing Facility*  
Noelle Meier, Dillon, MT

**Funding requested for:** Other - Construction of a metal building approximately 40' x 60' x 16' for cold and freezer storage and for berry processing equipment and operations.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Expand existing orchard area to approximately 11 acres.	Purchase high-tensile fencing and tall posts, hardware and gates. Purchase and install water distribution system drip irrigation and solid set sprinkler pipe.	\$0.00	\$14,475.00	\$1,536.00	\$16,011.00
Plant additional berry bush seedlings, maintenance and protection of plants in orchard.	Purchase seedlings, seedling protectors, seedling transplanter, bedding prep and plastic mulch laying implement, and organic mulch spreader.	\$0.00	\$9,757.00	\$3,464.00	\$13,221.00
Construct a facility for on-farm cold and freezer storage and for sorting, cleaning, packing and shipping of berries harvested from the orchard.	Construct 40'x60'x16' metal building with concrete floors and septic. Complete interior framing, insulation, sheetrock walls, wiring, plumbing, install cooler and freezer doors and condensers.	\$50,000.00	\$16,512.00	\$0.00	\$66,512.00
Purchase Land for On-Farm Storage and Processing Facility and Future U-Pick Orchard	Purchase of 12 additional acres adjacent to existing farm; lien check, closing fees and mortgage to date.	\$0.00	\$1,950.00	\$0.00	\$1,950.00
Purchase of Farm or Food Technology and Facility Equipment	Purchase of orchard monitoring and equipment needed for future facility and processing. Includes	\$0.00	\$2,306.00	\$0.00	\$2,306.00

	pallet stackers, scales, brix meter, tablet and weather station.				
		\$50,000.00	\$45,000.00	\$5,000.00	\$100,000.00

**21. Missouri Breaks Brewing, LLC**

**\$75,000.00**

*Missouri Breaks brewing equipment expansion*

Mark Zilkoski, Wolf Point, MT

**Funding requested for:** Equipment

Purchase a 10-barrel system that would double their volume to keep up with the demand in their tasting room and allow them to expand to distribute their product.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Purchase larger equipment and minor remodeling to accommodate	125000 to purchase 10 barrel brew system, fermenter, remodel walk in cooler, invoices and remodel estimates and estimate or work required by owner	\$75,000.00	\$75,000.00	\$10,000.00	\$160,000.00
Distribute beer to Northeast Montana	From Cash Flow-5000 to purchase extra kegs and equipment to service those kegs, keg cleaning and maintaining will be assisted by owner with in kind match	\$0.00	\$5,000.00	\$0.00	\$5,000.00
		\$75,000.00	\$80,000.00	\$10,000.00	\$165,000.00

**22. Montana Certified Beef ABN for SC Group LLC**

**\$50,000.00**

*Montana Certified Beef - Blockchain Source Verification platform and program to increase product sale prices*

Travis Byerly, Bozeman, MT

**Funding requested for:** Equipment; Consultant Services; Supplies and Materials; Data Processing

Blockchain source verification platform including end to end testing and program development.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Complete build and end to end test of blockchain based value add platform.	Hardware research, identification, selection and purchase. Software platform design, build and testing.	\$50,000.00	\$75,000.00	\$50,000.00	\$175,000.00
		\$50,000.00	\$75,000.00	\$50,000.00	\$175,000.00

**23. Montana Craft Malt Company**

**\$50,000.00**

*Montana Craft Malt. Malted Barley and Wheat - Specialty crafted to drink and eat. Application for Innovation Center Kitchen, Lab and Pilot Brewing*  
 Susan Redgrave, Butte, MT

**Funding requested for:** Equipment; Consultant Services; Supplies and Materials

Equipment, supplies and materials to create a new kitchen and lab for end users to test malted wheat and barley

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Install commercial kitchen in Innovation Center	Purchase Equipment	\$10,000.00	\$10,000.00	\$0.00	\$20,000.00
Install pilot brewing system in Innovation Center	purchase a brewing system between 1 and 3 bbls, complete with fermentors	\$7,500.00	\$7,500.00	\$0.00	\$15,000.00
Equip a Lab in the Innovation Center	Purchase equipment; Friability meter; Moisture Oven Spectrophotometer Refractometer Microscope Lab Scale Commercial Coffee Grinder Accuscan Gold DON Falling Meter Assorted Glassware and sundries	\$32,500.00	\$32,500.00	\$0.00	\$65,000.00
		\$50,000.00	\$50,000.00	\$0.00	\$100,000.00

**24. Montana Gluten Free Prairie, LLC**

**\$9,136.24**

*Gluten-Free Prairie New Packaging & Bakery expanding to improve efficiencies*  
 Deb Wheaton, Manhattan, MT

**Funding requested for:** Equipment

Bakery Equipment and Updated Packaging for New Products to Improve Efficiencies

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Purchase additional Hobart Mixer Accessories	6,661.36	\$3,305.68	\$3,305.68	\$0.00	\$6,611.36
Pre-Printed Kraft Paper Pouches for 2 Products	11,661.12	\$5,830.56	\$5,430.56	\$400.00	\$11,661.12
		\$9,136.24	\$8,736.24	\$400.00	\$18,272.48

**25. Montana Sheep Company**

**\$8,497.73**

*Montana Wool by Montana Sheep Company - Fort Shaw, Montana - 100% Sustainable Virgin Wool - Grown, Spun & Woven in the United States of America - An Application for Aid in Business Expansion and Efficiency of Production*

Tracie Roeder, Fort Shaw, MT

**Funding requested for:** Equipment; Advertising and Promotion; Travel; Data Processing; Other - Website Development

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Travel to yarn and weaving mills	Travel to the yarn and weaving mills (Battenkill Fibers, Lilly Marsh Studios, and Thistle Hill Weavers), November 5-10, 2018, with a roundtrip flight to Albany, New York.	\$997.29	\$997.29	\$0.00	\$1,994.58
Purchase financial tracking software	Purchase of Quickbooks 2018	\$94.94	\$94.93	\$0.00	\$189.87
Expand Montana Wool into an e-commerce business	Development of a Montana Wool Website by Shortgrass Web	\$2,750.00	\$2,750.00	\$0.00	\$5,500.00
Secure U.S. made product packaging	Purchase custom made wooden boxes sourced from US and MT lumber from Red Should Woodworking, and US made finished cardboard boxes from Packlane	\$616.41	\$616.41	\$0.00	\$1,232.82
Develop marketing materials for Montana Wool	Purchase business cards through Moo.com and procure signage for trade shows	\$237.41	\$237.41	\$0.00	\$474.82
Help cover cost for promotional trade-shows	Attend the Great Western Living and Design Exhibition (\$650), the Made in Montana Show (\$350), and What Women Want Expo (\$495)	\$747.50	\$747.50	\$0.00	\$1,495.00
Purchase Electronic Identification (EID) Livestock Scale, Reader, and Tags	Purchase of an Electronic Identification (EID) Livestock Scale, Reader, and Tags to move from hand written record keeping to electronic data transfer	\$3,054.18	\$3,054.19	\$0.00	\$6,108.37
		\$8,497.73	\$8,497.73	\$0.00	\$16,995.46

**26. Montana Timber and Iron an ABN for Jennifer Resse**

**\$50,000.00**

*Montana Timber and Iron: Salvage Timber Manufacturing Business Startup: Havre, Montana*  
Jennifer Reese, Havre, MT

**Funding requested for:** Equipment; Supplies and Materials  
Purchase of heavy equipment, inventory and building supplies

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Purchase of Heavy Equipment	Purchase of Skid Steer	\$30,000.00	\$3,000.00	\$0.00	\$33,000.00
Build Sawmill Shed	Purchase materials to build sawmill shed	\$0.00	\$19,996.43	\$0.00	\$19,996.43
Purchase of Sawmill	Purchase of Wood Miser Sawmill	\$0.00	\$13,297.20	\$0.00	\$13,297.20
Build Prototypes	Purchase of Timber to build prototypes	\$0.00	\$6,000.00	\$0.00	\$6,000.00
Build Wood Shop	Purchase of materials to build wood shop	\$20,000.00	\$1,048.76	\$0.00	\$21,048.76
Purchase of Planer	Purchase of Wood Planer	\$0.00	\$8,500.00	\$0.00	\$8,500.00
		\$50,000.00	\$51,842.39	\$0.00	\$101,842.39

**27. Mountain Kind Farm ABN for The North Shore Farm LLC**

**\$150,000.00**

*Bringing Locally Grown Vegetables and Pasture Raised Meat to the Flathead Valley and Beyond. Seasonal Production, Year Round Sales*  
Ted Wycall, Somers, MT

**Funding requested for:** Equipment; Supplies and Materials  
Bean Harvesting Machine, Irrigation System and Sprinkler, Walk-In Refrigerator, Poultry Processing Facility, Livestock and Feed, Livestock Equipment

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Purchase and Installation of Irrigation System	Includes quote for equipment.	\$50,000.00	\$25,000.00	\$0.00	\$75,000.00
Purchase Oxbo BH100 bean harvesting machine	Received quote from Oxbo dealer.	\$43,719.00	\$25,000.00	\$0.00	\$68,719.00
Purchase and Install Walk In Refrigerator	Costs of purchasing walk-in, floor system, and installation and wiring.	\$22,381.00	\$0.00	\$0.00	\$22,381.00
Purchase Shipping Containers and Materials to Build Poultry Processing and Brooding Facility	Cost of containers and materials to complete facilities. Received quote from container dealer, material prices estimated.	\$16,000.00	\$0.00	\$0.00	\$16,000.00
Purchase Mobile Shade Structure	Received quote from manufacturer of Shad Haven.	\$17,900.00	\$0.00	\$0.00	\$17,900.00

Farm infrastructure buildout and equipment purchase	Farm infrastructure buildout /equipment purchases (prior match) including walk-in cooler; bed shaper, electrical costs, greenhouse	\$0.00	\$125,469.67	\$0.00	\$125,469.67
		\$150,000.00	\$175,469.67	\$0.00	\$325,469.67

**28. Northern Plains Resource Council, Inc.**

**\$46,344.10**

*Launching the Yellowstone Valley Food Hub*  
Teresa Erickson, Executive Director, Billings

**Funding requested for:** Consultant Services; Advertising and Promotion; Travel; Supplies and Materials; Communication; Data Processing

Launch the Yellowstone Valley Food Hub with essential items like food-safe boxes and shelving, marketing and materials, online ordering software, a distribution pilot study and training expenses.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Develop online presence & point of sales for Food Hub operations.	Purchase online ordering software (like Local Food Marketplace) \$2,000 initial development +\$200 monthly upkeep (GTA covers year 1)	\$4,400.00	\$4,800.00	\$0.00	\$9,200.00
Train General Manager & producers in food safety, cooperative principles, & business management.	-Hotel in Missoula (2 nights), 250 -Mileage reimbursement .55/mile, 690 miles -Meals in Missoula (80) -Trainings in Ronan at LCCDC - Hotels in Ronan	\$1,968.40	\$300.00	\$0.00	\$2,268.40
Grow existing markets for local food products.	-Purchase racking, shelving, pallet jack and food-safe CSA boxes - Mileage reimbursement for regular visits with markets, and to attend food shows	\$10,500.00	\$1,000.00	\$0.00	\$11,500.00
Expand number of local producers sourcing to YV FH from 11 initial producers to 15 food enterprises.	-Mileage for GM to drive to visit with new producers, learn about their operations, and develop relationships	\$3,000.00	\$0.00	\$0.00	\$3,000.00
Increase gross sales of participating producers.	- Mileage for GM to drive to visit existing producers, learn about their operations, and develop relationships -Rent freezer and cold storage space	\$6,600.00	\$6,000.00	\$0.00	\$12,600.00
Increase recognition of Yellowstone Valley Food Hub in the region.	-Marketing firm assistance in brand development -Brochures - Handbills -Tablecloth -Poster board display -Facebook ads and promos	\$9,950.00	\$0.00	\$0.00	\$9,950.00

Train board on responsibilities of being on a cooperative board.	-LCCDC staff time -Hotel (2 nights) -Meals -Mileage reimbursement .55/mile, 798 miles	\$688.90	\$480.00	\$1,760.00	\$2,928.90
Deliver products to market in an efficient, affordable manner.	-Pilot-test food delivery in Billings for year 1, twice per week -Distribute food year 2 -Distribute food year 3	\$5,636.80	\$21,195.20	\$0.00	\$26,832.00
Maintain staff (General Manager, Customer Service) to carry out each task.	-Salary -Rental of office space at Northern Plains -Pay GM salary - Customer Service rep (15/hr), - Cell phone, phone plan (3 yrs) - computer -printer	\$3,600.00	\$216,740.00	\$0.00	\$220,340.00
Maintain business with professional bookkeeping & legal services.	-Contract a local bookkeeper to maintain the books -Hire local lawyer to review bylaws, articles of incorporation	\$0.00	\$12,300.00	\$0.00	\$12,300.00
		\$46,344.10	\$262,815.20	\$1,760.00	\$310,919.30

**29. Nourishing Roots Farm, LLC DBA Native Seed Foundation**

**\$25,130.00**

*Native Seed Foundation - Expansion Project - Increase Production of Native Seeds Supplied to Nurseries, Foresters and Conservation Projects - Extend Seed Cleaning Services to Small and Mid Sized Vegetable/Grain Farmers to Foster Market Opportunities*

Michael Billington, Polson, MT

**Funding requested for:** Equipment; Consultant Services; Travel; Supplies and Materials; Communication; Other Mapping harvest locations; Training new seed collectors; obtain equipment that aids in harvesting, processing, storage and shipment of seeds; improve customer service and outreach; create product catalogs; purchase raw materials.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Engineer/fabricate/acquire additional seed processing equipment/facilities	See full budget description online	\$13,530.00	\$9,705.00	\$675.00	\$20,910.00
Develop and acquire facilities/equipment/materials to improve seed shipping and storage.	We need refrigeration or a root cellar to improve seed storage. In kind from the labor of owner and donated material.	\$4,250.00	\$3,825.00	\$500.00	\$8,575.00
Develop and acquire facilities/equipment/materials to improve seed shipping and storage.	Equipment would include a small and large commercial scale, a sewing machine for bags, printer/labels, and bag holders for loading.	\$1,050.00	\$1,050.00	\$0.00	\$2,100.00
Acquire/fabricate specialized tools to improve harvest strategies	construct and purchase minor tools such as harvest rakes, harvest	\$1,800.00	\$1,600.00	\$200.00	\$3,600.00

	sacks, berry shoots and etc.				
Compensate retiring collectors for providing maps of harvesting sites and training new collectors	Pay 3 retiring collectors \$1000 each in exchange for maps and training.	\$1,500.00	\$1,350.00	\$150.00	\$3,000.00
Hire consultant to improve and organize NSF's administration. This includes customer communication, ordering procedures, accounting and records.	Purchase a computer and hire a consultant to analyze our operating procedures and refine them. The production of a training manual will be their in-kind contribution.	\$2,750.00	\$2,475.00	\$275.00	\$5,500.00
Expand our current web presence and online store.	Hire a computer tech to improve our online presence.	\$500.00	\$500.00	\$0.00	\$1,000.00
Map new harvest sites throughout Western Montana.	2 collectors will receive a GPS, \$1000 stipend and 500 for gas. In kind is from over 2000 miles of their vehicle usage and owner's time for mapping	\$1,600.00	\$1,400.00	\$400.00	\$3,400.00
Improve the utilization of our waste stream.	Purchase food grade storage equipment, cleaning supplies and debris catchment system. In kind contribution is from owner's labor to assemble system.	\$900.00	\$700.00	\$200.00	\$1,800.00
Reach out to small and mid-scale local farmers who currently/potentially produce seed products to promote our services.	Attend AERO events to promote awareness of the NSF and our services. Place flyers in places visible to small farmers.	\$250.00	\$250.00	\$0.00	\$500.00
		\$25,130.00	\$22,855.00	\$2,400.00	\$50,385.00

**30. Ray Holes Leather Care Products, Inc.**

**\$4,700.00**

*Ray Holes Leather Care Product Expansion/ Increased Retail Visibility*  
Sarah Rowley, Butte, MT

**Funding requested for:** Advertising and Promotion

Funds will be used for marketing materials; custom retail display packaging from Montana Manufacturer; Montana Container Corp. of Bozeman, MT. Funds will be used increase sales by promoting products through increased visibility.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Grow sales, increase demand for Montana Ag products in Ray Holes Leather Care manufacturing.	\$7598 for run of 2000 custom boxes; \$918.00 for custom die, \$840.00 for custom print plates, \$5600 for run of 2000 boxes, \$240.00 for design work	\$3,700.00	\$3,898.00	\$0.00	\$7,598.00
Promote product line expansion through WESA trade show in Denver, CO	\$2000 for airline travel, hotel, trade show booth costs	\$1,000.00	\$1,000.00	\$0.00	\$2,000.00
		\$4,700.00	\$4,898.00	\$0.00	\$9,598.00

**31. Rivulet Apiaries LLC**

**\$42,392.00**

*Apiary expansion*

Kavita Bay, Alberton, MT

**Funding requested for:** Equipment; Advertising and Promotion

Shelving and tables, new manufacturing equipment for value-added products and honey processing, and forklift for palletizing shop and pollination services

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Apiary expansion and shop set up	Purchase of tables, shelving, manufacturing equipment, cooler, and ice machine, and used forklift. Cost determined by online quotes on companys' websites, and internet research on used equipment.	\$38,167.00	\$0.00	\$0.00	\$38,167.00
Apiary expansion and shop set up	Material purchased for building shop. Matching funds determined by calculation of receipts on materials and equipment purchased from November 1, 2017- October 20, 2018	\$0.00	\$23,829.00	\$0.00	\$23,829.00
Apiary expansion and shop set up	In kind hours spent building shop. 170 hours at \$25.00.	\$0.00	\$0.00	\$4,239.00	\$4,239.00
Apiary expansion and shop set up	Purchase of building Material and beekeeping Equipment. Cost determined by verbal quotes from companies, and budgeted dollars for completion of shop	\$0.00	\$15,600.00	\$0.00	\$15,600.00
Marketing	Hire marketing consultant and purchase of computer and printer for shop. Marketing expenditure determined as 4% of 2017 gross revenue. Computer and printer quoted determined by company website.	\$4,225.00	\$0.00	\$0.00	\$4,225.00
		\$42,392.00	\$39,429.00	\$4,239.00	\$86,060.00

**32. Root Foods, Inc**

**\$45,000.00**

*Bumbleroot Foods - Expansion of Product Line - Producing & Marketing Montana Sourdough Bread Kit & Regenerative Grazing WSE-Certified Beef Jerky*  
 Sara Andrews, Bigfork, MT

**Funding requested for:** Equipment; Consultant Services; Advertising and Promotion; Travel; Supplies and Materials  
 Bumbleroot Foods - Expansion of Product Line - Producing & Marketing Montana Sourdough Bread Kit & Regenerative Grazing WSE-Certified Beef Jerky

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Purchase stone mill	Purchase stone mill	\$5,000.00	\$5,000.00	\$0.00	\$10,000.00
Produce high quality marketing videos and digital content	Hire film-makers, designers, copywriters. Estimated \$5K per high quality 5 min story + editing and story development cost.	\$12,500.00	\$12,500.00	\$0.00	\$25,000.00
Packaging design and initial packaging purchases	Hiring designers, purchasing first packaging. \$3K in design per product plus \$12K in initial packaging supplies.	\$15,000.00	\$15,000.00	\$0.00	\$30,000.00
Achieve sales through trade shows and store meetings	Attend trade shows - travel, trade show costs, materials, product. Estimate of 4 trade shows per year (\$5K each) plus travel for store meetings	\$12,500.00	\$12,500.00	\$0.00	\$25,000.00
		\$45,000.00	\$45,000.00	\$0.00	\$90,000.00

**33. Ruby Valley Brew Inc**

**\$37,100.00**

*Expansion of Brewery in Sheridan*  
 Amanda Wolke, Sheridan, MT

**Funding requested for:** Equipment  
 Expand brewery production facility

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Purchase and install new brewing equipment	Install new 20bbl brewing system	\$37,100.00	\$95,740.00	\$0.00	\$132,840.00
		\$37,100.00	\$95,740.00	\$0.00	\$132,840.00

**34. Strike Farms, LLC**

**\$50,000.00**

*Equipment purchases to increase on farm food safety and increase production/harvest efficiency while expanding year-round vegetable sales to local and regional grocery stores, institutions, restaurants and customizable vegetable share customers*

Dylan Strike, Bozeman, MT

**Funding requested for:** Equipment

Purchase equipment and upgrade infrastructure needed to expand year-round local and regional vegetable sales while increasing efficiency and on farm food safety.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Purchase Production Equipment	Purchase production equipment. See detail in Costs attachment.	\$30,439.00	\$30,439.00	\$0.00	\$60,878.00
Purchase Harvest Equipment	Purchase harvest trailer and conveyor. Costs determined by quotes and listed prices. See Costs attachment for detailed cost per item.	\$5,585.00	\$5,585.00	\$0.00	\$11,170.00
Upgrade Post Harvest Infrastructure	Purchase and install new equipment/infrastructure. See detail in Costs attachment.	\$13,976.00	\$13,976.00	\$0.00	\$27,952.00
		\$50,000.00	\$50,000.00	\$0.00	\$100,000.00

**35. Sunflower Bakery ABN for Fox Valley Farm LLC**

**\$18,000.00**

*Sunflower Bakery: Bringing Whole Grain Breads and Pastries to the Helena Community*

Kate McLean, Helena, MT

**Funding requested for:** Equipment

Bakery equipment including ovens, mixers, dishwasher, freezer, small equipment and utensils, a grease trap and Point of Sale system

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Purchase & Install Equipment	Six burner range with oven (\$2720), Convection oven (\$2023), Undercounter dishwasher (\$3457), Spiral dough mixer (\$7700), Two small prep tables (\$560), small bakery equipment	\$18,000.00	\$18,000.00	\$0.00	\$36,000.00
		\$18,000.00	\$18,000.00	\$0.00	\$36,000.00

**36. The White City Brewery LLC**

**\$100,000.00**

*Brewing for a Better Tomorrow!*  
Brent Nice, Lavina, MT

**Funding requested for:** Equipment; Consultant Services; Advertising and Promotion; Supplies and Materials  
Brewing equipment, supplies and items to open and expand the business.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Objective 1: Minimize Annual Production Waste	Research and Purchase Equipment	\$30,000.00	\$30,000.00	\$0.00	\$60,000.00
Objective 2: Increase Sales by 2-3% Each Quarter	Media Promotions	\$5,000.00	\$10,000.00	\$0.00	\$15,000.00
Objective 3: Expansion	Purchase of Brewing System, Property & Construction	\$45,000.00	\$45,000.00	\$0.00	\$90,000.00
Objective 4: Enhance Community Involvement/Integration	Employees & Community Outreach programs	\$20,000.00	\$20,000.00	\$0.00	\$40,000.00
		\$100,000.00	\$105,000.00	\$0.00	\$205,000.00

**37. Tomorrow Farms ABN for Kelsey Allen**

**\$20,000.00**

*Tomorrow Farms is an aquaponics farm raising bait fishing minnows in Montana plus produce. Eventually farmed crawfish and produce is for sale. Produce is harvested all year and available locally for schools, community centers etc. on a mass scale.*  
Kelsey Allen, Billings, MT

**Funding requested for:** Equipment  
Start-up capital for equipment, greenhouses and running electric and water to the property.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Electricity installed	\$10,000	\$10,000.00	\$0.00	\$0.00	\$10,000.00
Water to Project Site	\$8,000	\$8,000.00	\$0.00	\$0.00	\$8,000.00
Equipment Purchase	2000	\$2,000.00	\$0.00	\$0.00	\$2,000.00
Acquire Land	19000	\$0.00	\$19,000.00	\$0.00	\$19,000.00
Inventory	2000	\$0.00	\$2,000.00	\$0.00	\$2,000.00
Marketing	3000	\$0.00	\$3,000.00	\$0.00	\$3,000.00
Greenhouse	\$8,000	\$0.00	\$8,000.00	\$0.00	\$8,000.00
Working Capital	21000	\$0.00	\$21,000.00	\$0.00	\$21,000.00
		\$20,000.00	\$53,000.00	\$0.00	\$73,000.00

**38. Trout Culture LLC**

**\$67,073.55**

*Trout Culture Smokehouse Project*  
Justin Gatewood, Virginia City, MT

**Funding requested for:** Equipment

Building a smokehouse facility to expand and maximize trout processing and new product line.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Smokehouse Construction	Hire plumbers, electricians and carpenters to build the Smokehouse room.	\$11,000.00	\$11,000.00	\$0.00	\$22,000.00
Equipment Procurement	Purchase UltraSource Stainless Steel Smoker, UltraSource Vacuum Tumbler, Ultravac Vacuum Packaging Machine, Ice Machine and Exhaust Fan and Hood Equipment.	\$56,073.55	\$56,073.55	\$0.00	\$112,147.10
		\$67,073.55	\$67,073.55	\$0.00	\$134,147.10

**39. Western Cider Company LLC**

**\$30,277.85**

*Purchase additional tanks to expand distribution across Montana*  
Jon Clarenbach, Missoula, MT

**Funding requested for:** Equipment

Three fermentation tanks in order to keep up with demand for Montana cider.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Purchase additional fermentation tanks.	Purchase fermentation tanks and accessory equipment for the packaging line.	\$30,277.85	\$30,277.85	\$0.00	\$60,555.70
		\$30,277.85	\$30,277.85	\$0.00	\$60,555.70

**40. Willow Mountain Winery LLC**

**\$148,756.64**

*Willow Mountain Winery -Expansion of Vineyard and Winery in Corvallis, MT*  
 Roxann McGuire, Corvallis, MT

**Funding requested for:** Equipment; Advertising and Promotion; Travel; Supplies and Materials; Other  
 Expansion of an estate vineyard winery, equipment, supplies, vines, trellising, irrigation, and operating capital.

Objective	Cost Description	GTA	Cash Match	In-Kind Match	Total Cost of the Activity
Continue Planting and Maintenance of the Vineyard	Land preparation, installation of vines, trellis and drip irrigation, full season vineyard labor	\$75,000.00	\$90,000.00	\$0.00	\$165,000.00
Winery Equipment Purchase	Continued purchase of winemaking equipment and crush pad expansion.	\$26,500.00	\$12,000.00	\$0.00	\$38,500.00
Marketing and Advertising Research and Expenses	Marketing, travel, wine tasting, product promotion. Point of sale material, advertising various media.	\$6,500.00	\$7,500.00	\$0.00	\$14,000.00
Website Construction	Construction of website displaying all available products, contact for all key personnel, description of the operation, and ordering and purchasing for all DTC transactions.	\$4,000.00	\$3,000.00	\$0.00	\$7,000.00
Reimbursement for Vineyard and Winery Costs	Reimbursement for vineyard and winery development costs paid.	\$36,756.64	\$36,756.64	\$0.00	\$73,513.28
		\$148,756.64	\$149,256.64	\$0.00	\$298,013.28