Montana Food and Agriculture Development Network

ANNUAL REPORT

July 1, 2017 – June 30, 2018

Prepared by Jan Tusick- Center Director

Mission Mountain Food Enterprise Center
Executive Summary

The Food and Agriculture Development Center Network (FADC) is pleased to share the accomplishments of the network in this annual report. The centers cumulatively assisted 86 new clients and leveraged $55,738,011 in capital for FADC clients. The network’s work created 124 new jobs and retained 191 jobs. The centers hold monthly meetings and held a face to face meeting in Bozeman and Livingston to develop key strategies on how to best work together as a network. The network assisted in delivering Alternative Energy Resource Organization’s Growing Business Practices; a food safety workshop for food and agriculture businesses. The Joliet Center is taking leadership in other regional projects such as eastern Montana’s NRCS 5 year pilot project to coordinate volunteer producers in each county willing to institute conservation practices believed to conserve water, energy and soil in an effort to become more sustainable agricultural operations. The Havre Center was the lead in a submitted USDA AMS Regional Specialty Crop Grant that included the area MSU research stations, Rodale Institute and area organic farmers. If funded it will be the Montana’s first organic research project that will be farm based in its approach. Unfortunately it was not funded. The FADC network has expanded its services with the addition of the Great Falls Center which assisted expansion efforts of businesses in Cascade County. The Ronan Center continues to provide the unique service of a full scale food processing facility and is part of regional and national collaboration efforts to bring food safety education to food and agricultural enterprises. This report details each center’s accomplishments and highlights client successes.

Program Statistics

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<th>Clients Served FY 2017</th>
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<tr>
<td>Businesses Assisted 174</td>
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<tr>
<td>New Clients 86</td>
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<tr>
<td>Jobs Retained 191</td>
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<tr>
<td>Jobs Created 124</td>
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<tr>
<td>Business Consulting Sessions 174</td>
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<tr>
<td>Consulting Hours 796</td>
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<td>Hours clients used MMFEC facilities 2285</td>
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<td>New Products 52</td>
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<tr>
<th>Funds Leveraged FY2017</th>
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<tr>
<td>Public Grants $698,356</td>
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<tr>
<td>Public Loans $350,000</td>
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<tr>
<td>Private Investments $54,689,655</td>
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<td>Total $55,738,011</td>
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Center Highlights

Mission Mountain Food Enterprise Center, Ronan FADC

The Ronan FADC, also known as Mission Mountain Food Enterprise Center (MMFEC), continues to offer services of a shared use fully regulated USDA and FDA facility. Staff provides technical expertise in food business development, UPC barcodes, nutritional analysis for product food labeling, processing, HAACP and regulatory compliance, and shelf life studies. Center Director, Jan Tusick, collaborates with regional and statewide projects that increase the food and agricultural knowledge of food safety regulations, Good Agricultural Practices, and Food Safety Modernization Act (FSMA). She recently was certified as a Cornell University Produce Safety Alliance (PSA) Lead Trainer. The PSA training delivers to growers on farm food safety practices and the regulations required by FSMA. Designated as a USDA Cooperative Development Center numerous food and agriculture cooperative projects have been assisted in their development and expansion. The Center’s Farm to Institution Program staff participated in the Montana Food Show and established new relationships with regional distributors. The Center assisted 35 new clients over the reporting period. Over the past year the Center saw the creation of 18 jobs with 98 jobs retained and leveraged $542,356 in capital funding. The following outlines the accomplishments the Ronan FADC has for this reporting period.

Center Accomplishments

- Jan Tusick and Rosie Goldich attended the MT Food Show- Mission Mountain Food Enterprise Center highlighted the specialty crop products developed this past year through the Specialty Crop Block Grant Program.
- Jan Tusick participated in Grow Montana Steering committee meetings and phone calls
- Brianna Ewert and Rosie Goldich attended the AERO Expo and had a FADC booth
- Jan Tusick had a FADC booth at Montana Farmers Union Convention and Montana Organic Association
- Jan Tusick presented on Group GAP at the Northwest Agricultural Development Center Coop Summit, Anacortes, WA.
- Awarded USDA-RD RCDG 17-18 grant to support Cooperative Development Center and USDA-AMS FMPP grant for Ronan Farmers Market
- Awarded High Stakes Foundation grant for Main Street projects
- Completed case study on Montana Poultry Growers’ Cooperative new processing facility through a contract with University of Montana (graduate student Catie Demets), report published by MMFEC and as an article in USDA’s Rural Cooperatives magazine
- Completed case study on Triple Divide Seed Cooperative through a contract with University of Montana (graduate student Catie Demets), report published by MMFEC
- Completed new cooperative development center brochure
- Reorganized and updated cooperative development section of website
- Ronan Cooperative Brewery feasibility study completed through a contract with Craig Koontz, supported contract for initial site assessments, technical assistance and facilitation provided to steering committee to complete business plan, file with Secretary of State, plan and launch owner equity drive, and submit application to Growth through Agriculture program
• Provided technical assistance to Ronan Farmers market in relocating, marketing and outreach, purchasing insurance, and securing funding for further development. MMFEC was awarded a USDA Farmers Market Promotion Grant to assist the market.
• Worked with Karl Sutton, a Triple Divide Seed Cooperative member, to process squash grown for seed and provide healthy, local roasted squash to Montana Food Bank Network at a discounted price
• Brianna Ewert chaired Distribution Working Group of the Farm to School statewide leadership team
• Attended Harvesting Opportunity: Strengthening Regional Food Systems roundtable co-hosted by the Federal Reserve Bank of Minneapolis and NCAT
• Hosted Montana Dietetic Intern for two week rotation
• Rosie Goldich, project coordinator, presented at FoodCorps State Orientation on local procurement for schools and hospitals
• Rosie Goldich attended the Farm to School Leadership Quarterly Meeting in Livingston
• Rosie Goldich participated in NCAT’s Harvest of the Month for Communities meetings in Kalispell & Missoula
• Rosie Goldich serves on Farm to School Summit Planning Committee
• Held a HACCP workshop with Claude Smith, Montana Manufacturing Extension Center.
• Jan Tusick presented on Food Hub Development at the Columbia Basin Trust Ag Forum in BC, Canada
• MMFEC hosted two MSU dietetic interns (one for two weeks and one for one week) as part of their rotation in food processing and food safety.
• Rosie Goldich attended Cooperation Works session 1
• Brianna Ewert attended Cooperation Works session 2, completing three part cooperative development specialist training
• Rosie Goldich attended the 2018 Montana School Nutrition Association Conference in Great Falls and presented on MMFEC
• MMFEC was awarded funding from Lower Flathead Valley Community Foundation for kids activities at the Ronan Farmers Market
• Brianna Ewert and Rosie Goldich presented at the 2018 National Good Food Network Conference in Albuquerque on the Farm to Institution Program

Description of FADC Network Activities
• MMFEC entered into a contract with MDOA to provide administrative services to the network. Jan Tusick and Rosie Goldich have accomplished the following.
  ✓ Organized monthly phone calls for the centers- full attendance has been on the calls. The November call hosted Steph Hystad to discuss the specialty crop grant project she is working on.
  ✓ Jan Tusick assisted the centers in understanding the reporting requirements and outlined reports that meet the contractual requirements of the program
  ✓ Rosie Goldich designed and implemented a monthly newsletter for the network. - The newsletter is distributed to each centers client list and a legislative list monthly
  ✓ Rosie Goldich designed and published a rack card for the network.
  ✓ Jan Tusick coordinated and facilitated a face to face meeting in Livingston with all centers
• MMFEC, Havre and Joliet centers held AERO’s Growing Business Practices workshops. Jan Tusick presented on the Montana Food Law- Title 50, Chapter 50- retail businesses and the other centers will participated as resource providers.
• Jan Tusick and Gypsy Ray attended the FADC Network meeting with Montana Department of Agriculture in Bozeman.
Business Alliances or Cooperative Partnerships that have been created for the center and/or centers clients

- Jan Tusick collaborated with Alternative Energy Resource Organization (AERO) and Department Health and Human Services in the delivery of Growing Business Practices workshops that review the Montana Food Law-Title 50, Chapter 50- retail businesses.
- As part of the National Farmers Union Food Safety Collaborative MMFEC will deliver through contractual services with David Wise technical assistance to producers in on-farm food safety and a market communication tool.
- MMFEC is a collaborator in a regional specialty crop grant that is assisting Western Montana Growers, Linc Foods and University of Idaho in the assisting producers in understanding and implementing on farm food safety.
- MMFEC hosted a Value Added Producer Grant forum in collaboration with USDA Rural Development
- Jan Tusick collaborated with National Center for Appropriate Technology in a regional meeting with Livingston Food Bank and the Crow Agency to discuss community kitchen/processing center options.
- MMFEC was contracted by Montana Department of Agriculture to coordinate PSA trainings in 4 sites in MT-Butte, Havre, Billings and Kalispell.

Client Highlights


Taste of Amazing Partners with Rosauers Supermarkets
Chef Gail Kurpgeweit has developed an exclusive line of fresh-to-go prepared meals (food bowls) available exclusively at Rosauers Supermarket Stores across Washington, Idaho, Montana and Oregon beginning April 2018. These meals are made from scratch using locally-sourced ingredients and are available in generous single and family-sized servings. Kurpgeweit has hired 14 local employees to produce the meals. She says that in the next three months she plans to add two to four more employees. They produce the food bowls at Mission Mountain Food Enterprise Center who is projecting to process some of the bowl ingredients from locally sourced product- carrots, peas, and broccoli.
Amanda Kwalaski has expanded her fish company processing over 18,000 pounds of salmon into the products she sells across northwest region. She launched a new product, ground salmon, this year and it is selling like hot cakes.
Beartooth RC&D Area, Inc. – Joliet FADC

The Joliet FADC is expanding new horizons in the southeastern region of Montana. Joel Bertolino, Center Director, is assisting ag producers and food businesses in new emerging agricultural opportunities such as hemp and mushroom production. The Center Director assisted 10 new clients in numerous aspects of their business development. The center assistance resulted in the creation of 6 jobs, 48 retained jobs and $860,000 in capital funding. The Center continues to work on a regional NRCS RCPP project to integrate sustainable farming practices in the area. The following outlines the accomplishments the Joliet FADC has for this reporting period.

Center Accomplishments
Beartooth FADC activities have been follow up meetings with clients as well as new meetings with clients interested in the upcoming Growth through Agriculture (GTA) funding cycle.

- Beartooth FADC staff has continued to work on an NRCS RCPP grant that would integrate sustainable farming practices into area irrigated barley and sugar beet producers operations. The Center attended two more meetings with the group to discuss the applications received including 8 from Yellowstone County and 3 from Big Horn County but none from Carbon County. There is discussion of another outreach series for Ag producers that may be interested sometime in December.
- Work has been ongoing with all the GTA applicants through email phone calls and texts.
- Beartooth FADC has been working with other centers to develop food safety trainings and advertise the available trainings around the state.
- Beartooth FADC has worked this year with a wide variety of businesses from starting a fresh mushroom business to DNA testing on cattle to determine efficiency and micro malting businesses. It has been interesting and rewarding to assist these businesses in various stages add value to Montana Agricultural products.

These activities are all steps toward our more broad goals to increase the number of value added and food businesses and jobs in our region while also building the broader network for delivery of our assistance throughout the state.

Description of Renewable Energy Project Activities
Beartooth FADC staff has discussed the progress of the Mud Springs Project in Southern Carbon County has the necessary regulatory paperwork finalized and is now in the process of negotiating power purchase agreement with Bonneville Power for the project. The contact on the project, John Husar of Everpower, also stated that another smaller wind and solar project at another location in Carbon County is in the feasibility stage with them arranging the delivery of equipment to measure the wind direction and frequency as well as the solar radiation.

Description of Network Activities
Center Director, Joel Bertolino, attended the face to face meeting with other centers and the Montana Department of Agriculture in Bozeman and was part of the network face to face meeting in Livingston.

Client Highlights
Becky Stahl of Beckies Berries is nearing the construction of her new processing facility and with the assistance of the Growth Through Agriculture funding this is going to allow her to dramatically increase her production and says this would not have been possible without the assistance of the Local Economic Development staff, the Beartooth Food and Ag Development staff as well as the Growth Through Ag Program

Yellowstone Valley Farms- produce sweet basil and micro greens for sale wholesale and is interested in developing a Growth through Agriculture application to help grow their business.
Beartooth FADC staff has been working with Marvin Schieldt of the Special K Ranch near Columbus, MT which is an operating livestock and greenhouse operation that also has acres of outdoor specialty production and houses adults with developmental disabilities that work the production, harvesting and sales of this operation. This business is interested in a Growth Through Agriculture application for equipment to help with the transportation of fresh fruit and vegetables.
Great Falls Economic Development Authority – Great Falls FADC

The Great Falls FADC assisted 31 new clients with 68 jobs created and leveraged $54,087,655 in capital funding over the reporting period. The center extensively promoted Montana food and agriculture businesses which resulted in 40+ articles and news stories in targeted industry publications, markets and web sites with total impressions of 399,273,150. GFDA attended Natural Products Expo West trade show and the IFT Food Expo in Las Vegas and Pulses 2017 in Vancouver to promote Montana agriculture. The Center traveled to Japan and Canada to develop business opportunities, networks and markets for Montana.

**Center Accomplishments**

The following outlines the Great Falls Development Authority FADC activities for the reporting period.

- GFDA FADC worked with Montana Eggs on a grand opening of their new facility; Montana Specialty Mills on their ground breaking of a new food grade oil seed crushing and refining facility; Pasta Montana expansion; Cut Bank Creek Brewery startup; Freisen Nutrition expansion; Neihart Cooperative transfer of ownership and business structure; Electric City Coffee and Bistro expansion; Windrift Hill; and Pardue Grain on manufacturing expansions.

- GFDA FADC invested in promotion of client successes which resulted 40+ articles and news stories in targeted industry publications, markets and web sites with total impressions of 399,273,150. This promotion is intended to aid the clients in securing new business contracts as well as promote the state and region for additional agriculture processing and energy support. The center secured agriculture processing articles in national publications including Area Development, Trade and Industrial Development, World Grain, Feedstuff, Food and Beverage Media, Powder and Bulk Solids, Baking Business, Food Processing technology, Freight Business Journal, Food Ingredients First, Meat and Poultry, Business Facilities, and ProFood World. These articles also garnered statewide attention through the Great Falls Tribune, Montana Associated Technology Roundtable, KRTV, and Montana Business News. The center also sponsored a feature story in Grown in Montana Magazine.

- The GFDA FADC identified 117 food and agri-processing targets to pitch the Great Falls region. The center is scheduling outreach visits with these targets. In July, the center networked with targeted food and agricultural processing companies at the IFT Food Expo in Las Vegas and at Pulses 2017, an international pulse crop industry event, in Vancouver.

- In September, the center hosted our Manufacturers Roundtable with a special guest, Lt. Governor Cooney. In November and December, the center networked with producers and agriculture businesses at Montana Grain Growers Association convention, Montana Pulse Day, Montana Organic Association convention, and the Montana AG Industrial Exhibit.

- In December, the center commissioned and released a Cost Comparison study showing that the Great Falls region is the least expensive market to operate a food processing plant based on a review of 25 U.S. cities. The study, conducted by The Boyd Company, found that annual operating costs for a 325- person food processing plant in Great Falls are 25% less than the most expensive metro, Boston, MA. The project was picked up by industry news leaders nationally.

- In February, the center pitched farm products and agriculture processing opportunities of our region to hundreds of companies at the cutting-edge of the food industry. With well-over 85,000 people from around the world gathering in Anaheim, California for the Natural Products Expo West trade show, two Montana farmers featured prominently in their partnership with Annies Homegrown, a brand of General Mills. Casey
Bailey of Fort Benton, and Nate Palm-Powell of Bozeman are contracting farm sales to the company and are being featured on packaging as part of a dynamic effort to highlight regenerative farm practices.

- On March 1st and 2nd, GFDA FADC, in collaboration with Bear Paw Development Corporation FADC, hosted Transitioning CRP: Organic Marketing Opportunities workshops in Havre and Great Falls. Between the two events, 66 participants networked and engaged in substantive discussions regarding the technical and business aspects of the growing organic industry. Panelists included representatives from Montana Milling, Timeless Seeds, Stricks Ag, Annie’s Homegrown, USDA, Montana Department of Agriculture, National Center for Appropriate Technology, CG Ag Consulting, and experienced organic growers.

- April 9th and 10th, GFDA participated in the Planning for on Farm Success – Train the Trainer workshop hosted by the Community Food and Ag Coalition and the National Center for Appropriate Technology.

- GFDA FADC met with seventeen Canadian companies interested in expanding into the U.S. at the Select USA Canada event in Calgary. Aside from Portland, we were the only economic developers from the Western half of the United States to participate, which gave us a huge open field to take advantage of. We networked with United States Ambassador to Canada Kelly Craft, Calgary Chamber of Commerce leaders, and the very helpful U.S. Consulate staff.

- April 2018, GFDA FADC went on our first overseas business development mission to Japan. The center met with executives of eight Japanese food/ag companies in Tokyo to make the business case for pulse processing operations in the Great Falls trade area, with an emphasis on new opportunities created by rapid growth in Montana pulse crop production and the potential for continued increases. Met with news reporters and U.S. embassy staff to brief them on recent Japanese investments here in the Golden Triangle and the business cases developed in targeted growth niches in food and ag processing.

- In May the center hosted developers, farmers, and community members for a discussion with the Department of Natural Resource and Conservation (DNRC). The DNRC is exploring the development potential of a very unique riverfront school trust property on Fox Farm road just outside of the Great Falls city limits. DNRC staff wanted to hear from the local real estate community regarding potential best uses.

- At the end of May and beginning of June the center conducted the second annual Aspirational Trip, this time to Alberta, to learn from neighboring states and provinces about their economic development efforts. The trip focused on Alberta’s intensive investment in growing and diversifying it’s food and agriculture processing industry. Along the way we met with community leaders in Lethbridge and the Leduc-Nisku region to learn about their successes and discuss future partnerships. In Lethbridge we stopped at City Hall, Lethbridge College and the Tecconnect incubator, and met with Economic Development Lethbridge. In the Edmonton area, we toured the University of Alberta’s Agri-Food Discovery Place, the Alberta Food Processing Development Centre, the Alberta AgriValue Processing Business Incubator, a craft distillery a rail transload facility, and a pulse processing complex. We met with the Leduc Nisku Economic Development Association which hosted us for a wonderful dinner with regional leaders. The center rounded out our trip by meeting with the United States Consul General and the U.S. Commercial Service team at the U.S. Consulate in Calgary. GFDA is incredibly grateful to our Alberta partners who hosted our group and Great Falls and Montana leaders who joined us.

**Description of FADC Network Activities**

- Attended face-to-face meetings and network calls.
- Coordinated with other centers on collaborative monthly newsletter.
- Shared activities of the other centers within our communication networks and referred clients to partner centers when appropriate.
- Partnered with Bear Paw to offer two workshops on Transitioning CRP.
Business Alliances or Cooperative Partnerships that have been created for the center and/or centers clients

- Contract with the Montana Cooperative Development Center to support co-op development.
- Provided technical assistance in the formation of a steering committee and eventual Board of Directors for the Neihart Cooperative Store.
- Montana Manufacturing Extension Center (MMEC) MOU renewed.
- Joined the US Dry Pea and Lentil Association.
- Renewed Canadian Specialty Crop membership, Institute of Food Technologist Members.
- Working on greater collaboration with Alberta partners.

Description of Renewable Energy Project Activities

- Participated in renewable energy generation forum hosted by Northwestern Energy in Butte. We joined the Montana Renewable Energy Association as part of our continuing efforts to promote all forms of energy production and support in the Great Falls region.
- Participated in the Federal Energy Regulatory Commission (FERC) and Public Service Commission (PSC) hearings regarding solar and wind energy rates.
- Working with Cypress Creek Renewables to bring farm derived solar energy to Montana. In December their first project, Black Eagle Solar powered up. This is an approximately $5 million capital investment of 13,000 solar panels over 30 acres. This is the first commercial solar project in Cascade County.
- Networked and exhibited at the Montana Energy Summit 2018 in Billings. Featured speakers included Senator Steve Daines, Congressman Greg Gianforte, Senate Committee on Environment and Public Works Chairman John Barrasso, U.S. Under Secretary of Energy Mark Menezes, and other leaders involved in the energy industry such as Northwestern Energy and BNSF. The focus was on the best ways to unlock Montana's energy potential.

Client Highlights

**Montana Eggs**


In September 2017, Montana Eggs LLC opened its new $9 million, 58,000 square-foot egg grading facility. The new operation, located in Great Falls, MT, at 1015 38th Street North, will process more than 280 million eggs annually from a supply of 1.2 million chickens. The facility is owned by a partnership of 30 Hutterite colonies that make up Montana Eggs and operated by Wilcox Farms.

**Pasta Montana**


In August 2017 Pasta Montana opened a new $6.5 million pasta processing line. Pasta Montana’s 91,000-square-foot facility, which employs 115, increased production capacity from 55 to 80 million pounds of pasta annually – a 28 percent rise.
Montana Specialty Mills - Groundbreaking in Great Falls, MT
Alberta Aspiration Trip, Alberta AgriValue Processing Business Incubator
Pasta Montana Executives receiving a gift from GFDA in Tokyo, Japan
Bear Paw Development Corporation – Havre FADC

The Havre FADC continues to increase the presence of the Food and Agriculture Development Center Network Program in the High-line. Taylor Lyon, Center Director, provided assistance to 13 new businesses enterprises and/or expansions in the region. The work created 32 new jobs and retained 45 jobs. The efforts of the center leveraged $248,000 in capital funds. He partnered with area schools, the Montana Department of Agriculture, the Golden Triangle Food Hub and the MSU agriculture research stations in local and regional projects. Taylor resigned form Bear Paw in May and a new director has been hired; Michael Peter. The following outlines the accomplishments the Havre FADC has for this reporting period.

Center Accomplishments
The Havre FADC participated in outreach at the following events:

- Go Roam Free LLC – Hot Springs- A loan and a grant totaling $75,000 to assist with the start-up and expansion of the company’s “Bison Bite” product line
- Windrift Hill – Conrad - A loan and a grant totaling $50,000 to assist with the expansion of the company’s goat’s milk-based soap, lotion and skin care line of products. The funding will help with the creation of 6 jobs
- Big Sandy Organics, LLC – Big Sandy - A loan for $40,000 to assist with the expansion of the company’s Kracklin’ Kamut product line and the creation of 10 new jobs
- Farver Farms – Scobey - A grant for $20,000 to expand the Farm to Fork wheat and lentil-based company including a lentil-brownie product
- Blue Ridge Brewing – Malta - A grant for $25,000 to assist with the start-up of the brewery in Malta
- High Horizon Gardens and Tomato 1, 2, 3, LLC – Havre - A grant for $19,000 to start a hydroponic leafy green operation and greenhouse along with other soil based, flowering plant operations such as bedding plants
- Prairie Grass Ranch – Havre - A grant for $8,000 to assist with the expansion of the value-added family ranch operation
- Apple Bar Enterprises – Helena - A grant for $16,000 for the cold-hardy fruit company to grow haskaps
- Hosted informational session on SNAP implementation for Havre Farmers Market

Description of Network Activities
Center Director, Taylor Lyon and Bear Paw Executive Director, Paul Tuss attended the face to face meeting of the centers and the Montana Department of Agriculture. Taylor Lyon attended the FADC networks Livingston face to face meeting. Center Director assisted with the AERO Growing Business Practices workshops in Havre and Glasgow.
Client Highlights

Horizon Gardens- Hydroponic tomato production

Blue Ridge Brewing- The center assisted the new brewery in Malta in a Growth through Agriculture application.

High Horizons Gardens- The center assisted the first retail vegetable green house in Havre in a Growth through Agriculture application
Conclusion

The Food and Agriculture Development Center (FADC) Network continues to provide opportunities, technical assistance, promotion and outreach for food and agriculture businesses of Montana. They provide assistance with business development and capitalization, product development, processing and creating new jobs. This past year has shown tremendous growth in the capacity of the network in securing capital funds for Montana agricultural businesses. The network is expanding beyond Montana borders with the great work of the Great Falls Development Authority’s national and international promotion of Montana agriculture. Montana is recognized nationally as a leader in food hub development and food safety education through the work of the Ronan Center in collaboration with the National Farmers Union, the Wallace Center, Montana Department of Agriculture and regional partners. The Joliet Center and GFDA continue to work with and promote sustainable farm based wind and solar energy recognizing Montana’s renewable energy potential. The FADC program is an integral part of Montana’s economic development strategy and the network will be working with the Montana Economic Development Association in developing a 2019 legislative approach to insure the program remains viable for future agricultural business development and expansion.