Montana Department of Agriculture

Objectives and Measurables by division and program

*Fiscal Year 2020*

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# Agricultural Development Division Goal

To enhance, expand and diversify Montana's agricultural economy, thereby improving the general economy of the state of Montana by providing services which include market and agri-business development, Growth Through Agriculture (GTA) grants and loans, wheat and barley research and marketing, agriculture loans, beginning farmer/rancher loans, hail insurance, grain grading and inspection, agriculture literacy and outreach, and administration of agricultural commodity research and market development programs.

## Division Objectives and Measurables:

\**Note that most marketing activities in 2020 were canceled, thus numbers are much lower than a pre-pandemic standard year*

### Marketing

* Assist in increasing sales, profitability and overall success of Montana's agriculturally-based businesses operating in domestic and global markets.
  + Created [Hola Montana](https://www.holamontana.com/) website and social media campaign to help promote pulse crops internationally.
  + Assisted over 100 companies with GTA mini-grant with GTA mini-grant applications.
  + Assisted 3 companies in participation of the Virtual Trade Show of the Americas.
  + Assisted 2 companies in a Canada Virtual Distillers mission.
  + Assisted over 400 companies and producers in applying for grants through the MT Agriculture Adaptability Program developed in response to COVD-19 using federal CARES Act funds.
    - Funded 109 projects in 40 counties in the amount of $1,018,910 approved funds.
  + Assisted over 150 processors in applying for grants through the Montana Meat Processing Infrastructure Grant developed in response to COVID-19 using federal CARES Act funds.
    - Funded 106 projects in 46 counties in the amount of $12,269,244 approved funds.
* Provide technical assistance and decision-making information to Montana’s farmers and ranchers, helping them capture more value from their crops, livestock and land.
  + Before March, conducted 20 phone and in-person marketing consultations.
* Work with other service providers, community groups, and other agencies to improve opportunities to expand agriculture and agriculture related businesses in Montana.
  + Convened the Montana Agritourism working group comprised of individuals and groups across Montana working to define agritourism in Montana and develop materials for increased producer engagement.
  + Worked with the United States Livestock Genetics Exchange to develop a breed-specific buyers guide for inbound trade missions.
  + Worked with the Office of Public Instruction, Montana Farm Bureau, and Montana Farmer’s Union to create the public/private partnership “Montana Agriculture in the Classroom Foundation” to advance ag literacy in Montana’s school system.
  + Worked with the National Center for Appropriate Technology to develop, promote, and advance farmers markets in Montana.
* Support the Agriculture Development Council and administer the Growth Through Agriculture program which provides financial assistance to entrepreneurs for the startup and expansion of agriculturally-based businesses.
  + Awarded $913,620.03 normal grants/loans (23 awards)
  + Awarded $49,799.99 Mini-grants (15 awards)
  + Awarded $99,704 Student Loan Assistance Grants (12 awards)

### Development

* Provide basic hail insurance coverage through the State Hail Insurance Program on crops grown in Montana so producers have an affordable hail loss protection option.
  + 532 Hail insurance policies
  + $3,813,091 premium
  + 48.6% loss ratio
* Provide financial assistance to Montana agriculture by administering the Agriculture Finance program.
  + As of 12/31/2020, supplied $2,531,268 for 117 loans.
* Administer the producer funded Commodity Research and Market Development Programs.
  + Administered the checkoff programs for Alfalfa Seed, Seed Potatoes, Pulses, and Hemp. Coordinated all committee meetings and at the committees’ direction, distributed over $1,500,000 in checkoff fund grants to advance the research, marketing and educational goals of the checkoff committees.
* Administer the USDA, Agriculture Marketing Service, Specialty Crop Block Grant program to enhance Montana’s specialty crop industry.
  + Provided $2,919,582 in grants (19 total projects)
* Increase agriculture literacy in Montana through educational outreach to teachers and schools.
  + Represented the Department of Agriculture as a board member for the Montana Ag in the Classroom Foundation. Distributed Ag Literacy checkoff funds to the group to help with the development of program materials and educator outreach.

### State Grain Laboratory Bureau

* Provide timely, official, objective and accurate test results to buyers and sellers of Montana grain under standards set by the USDA Federal Grain Inspection Service.
  + Grain Laboratory is considered critical infrastructure and provided essential services during the COVID-19 pandemic.
  + Realized about a 20% increase in production over the previous year.
* Provide timely, official, sampling services and testing of other Montana commodities.
  + 21,017 (in Great Falls Lab)
  + 7,798 (in Plentywood Lab)
* Maintain USDA Federal Grain Inspection Service designation and provide official sampling services to Montana.
  + The federal designation was effective 7/1/2017 and expires (renewal option contingent on audit) 6/30/2022.

### Wheat & Barley Bureau

* Fund research that improves profitability of Montana’s wheat and barley growers.
  + MWBC funds the majority of the four small grains breeding programs at Montana State University. See varietal Stats below:
    - Hard Red Winter Wheat:
      * Over 60% of acreage MSU developed varieties
      * 2020 saw record yield at 51 bushels/acre
    - Hard Red Spring Wheat:
      * Over 40% of acreage MSU developed varieties
      * Tied record yields at 38 bushels/acre
    - Durum:
      * Montana 39% of total US production in 2020
      * Approved 2nd MSU developed durum in 2020—Lustre
    - Barley:
      * Montana was nearly 28% of total US barley production in 2020
      * MSU malt barley variety Buzz became available to growers
* Develop and maintain international and domestic trade relationships that drive sales of Montana wheat and barley.
  + Identified multiple opportunities for small grains as specialty in 2020 and contributed over 2,000 pounds of MT wheat and barley samples of different quality and varieties to help buyers source what they require—all new classes in these markets:
    - Food Barley: Japan and South Korea
    - Feed Barley: Canada
    - Malt Barley: China
    - Noodle: Japan came to Montana to seek replacement for Australian Hard White
  + Interacted with the following regions/countries through a variety of platforms with high levels of participation:
    - **South America:** Crop Quality Seminar, 160 participants
    - **Mexico**: Hard Red Winter and Hard Red Spring Wheat Crop Update, 33 participants; Barley meetings with private companies, 100+ participants
    - **South Asia**: Crop Update, 179 participants; Crop Quality Seminar, over 100 companies and 417 participants
    - **Japan:** July Crop Update, 250 participants; November Crop Quality Seminar, 300 participants
    - **China:** Crop Update, 60 participants; Crop Quality Seminar, 200+ participants
* Monitor, create, and disseminate information about Montana’s wheat and barley production.
  + Participated in a Virtual Trade Team where over 1,600 international buyers directly viewed crop updates and quality seminars.

# Agricultural Sciences Division Goal

To provide agricultural producers and consumers, commodity and environmental protection through the administration of the Montana laws and rules in the areas of pesticides, groundwater monitoring, noxious weed control, feeds, fertilizers, seed, anhydrous ammonia, grain commodity dealers, commodity warehousemen, nurseries, produce, mint, honey bees, alfalfa leafcutting bees and other services including organic certification, pest management consulting, laboratory analysis, pest surveys, export certification and quarantines.

## Agricultural Services Bureau Objectives and Measurables

### Alfalfa Leafcutting Bee Registration and Certification Program

* Provide timely and efficient laboratory services to alfalfa seed growers.
  + Analyzed 29 annual leafcutting bee samples for bee health and presence of diseases and parasites.
* Register alfalfa leafcutting bee beekeepers to protect producers.
  + Registered 56 leafcutting bee beekeepers

### Apiculture Program

* Protect the apiary and pollination industry by minimizing the spread of pests and diseases of honeybees.
  + Conducted 25 apiary colony health inspections.
* Protect the nectar and pollen supply through registration and inspection of apiaries.
  + Registered 6,464 apiary site locations per year.

### Education and Assessment Program

* Provide training and certification for pesticide applicators.
  + Provided initial pesticide applicator training to 150-200 new pesticide applicators.
* Provide technical assistance for vertebrate pest management issues faced by producers and land managers on a local, regional and statewide scale.
  + Provided over 20 continuing education virtual trainings and awarding 2,165 applicator credits.

### Groundwater Management Program

* Monitor groundwater and the environment for adverse effects from the use or misuse of agricultural chemicals.
  + Monitored 27 permanent groundwater monitoring wells.
* Provide for education and training of agricultural product applicators and the public regarding groundwater protection, agricultural chemical use, and the use of alternative agricultural methods.
  + Provided education at 2-3 formal trainings.
  + Responded to 50 complaints, inquires, and requests for information related to groundwater protection annually.

### Licensing and Registration Program

* Provide application and licensing assistance to pesticide applicators.
  + Licensed 11,628 pesticide applicators.
* Provide registration of pesticide products.
  + Licensed 12,271 pesticide products.
  + Including 300 COVID-related disinfectants

### Noxious Weed Management Program

* Assist county weed districts, local governments, tribes and landowners in halting the spread of listed weeds through management of the Montana Noxious Weed Trust Fund and other weed funds.
  + Awarded over $2 million on Noxious Weed Management Trust fund grants to all 56 counties and 5 tribal partners.
* Provide technical expertise and general assistance on noxious weed information and noxious weed management techniques.
  + ~700 inquiry calls per year.
  + ~50 field inspections per year.
  + ~35 provide trainings/presentations per year.
* Work with university researchers, educators and others to expand weed control options and coordinate biological weed control efforts.
  + 5-10 press releases/Ag Alerts/Educational Info to public per year.
  + ~300 species & location verifications per year.
  + 50-60 industry meetings as subject expert per year.

### Noxious Weed Seed Free Forage Program

* Prevent the spread of noxious weeds by coordinating efforts to grow and certify forage that is free of regionally designated noxious weeds and seeds.
  + Certified 8,000-10,000 acres of weed free forage.
* Promote forage products that are free of Montana designated noxious weed seeds and regionally designated noxious weeds and seeds.
  + In 2020, the corresponding Advisory Council recommended a statute change that would expand Noxious Weed Seed Free Materials and promote additional Weed Free Products. See [House Bill 93](http://laws.leg.mt.gov/legprd/LAW0203W$BSRV.ActionQuery?P_SESS=20211&P_BLTP_BILL_TYP_CD=HB&P_BILL_NO=93&P_BILL_DFT_NO=&P_CHPT_NO=&Z_ACTION=Find&P_ENTY_ID_SEQ2=&P_SBJT_SBJ_CD=&P_ENTY_ID_SEQ=).

### Nursery Program

* Protect consumers by inspecting and assuring the quality of nursery stock.
  + Licensed over 950 plant nurseries.
* Minimize the risk of interstate and intrastate movement of pests and diseases on nursery stock.

### Pesticide Management Program

* Ensure that pesticides are available for agricultural production and public health needs.
* Ensure compliance with the Montana Pesticides Act and the Federal Insecticide, Fungicide and Rodenticide Act.
  + Licensed 3,233 pesticide businesses.

### Pesticide Disposal and Pesticide Container Recycling Programs

* Provide opportunities for applicators and the public to dispose of waste pesticides.
  + Provided four collection/disposal sites across the state.
* Conduct a pesticide container recycling program to reduce landfill demand.
* Provide a means for recycling of container types for which an acceptable disposal method is not otherwise available.
  + Recycled 25,000-40,000 pounds of pesticide container plastic.

## Commodity Service Bureau Objectives and Measurables

### Agricultural Commodity Dealer and Commodity Warehouse Program

* Mitigate possible financial loss for agricultural producers when marketing commodities.
* Ensure compliance with the Montana Agricultural Warehouse Standards Act.
* Ensure the security of Montana grown commodities held in safekeeping for Montana producers and owners.
  + Licensed 275 Commodity Dealers and Warehouses.

### Anhydrous Ammonia Program

* Promote the effective and safe use of anhydrous ammonia by persons handling the product and for surrounding communities.
* Review and approve new sites for anhydrous ammonia facilities.

### Commercial Feed Program

* Promote the safety and effectiveness of commercial feeds and feed ingredients for livestock and companion animals.
  + 330 samples per year.
  + 500-1,000 inquiries.
  + 50-55 formal case files.
* Ensure that consumers receive only quality feed products made from safe and approved feed ingredients and that nutritional claims are met.
* Ensure that commercial feeds are properly labeled so that consumers are adequately informed.
  + Licensed 11,021 specialty and pet feed products.
  + Licensed 1,154 feed dealers and manufacturers.

### Commercial Fertilizer Program

* Promote the safety and effectiveness of commercial fertilizers.
  + 220 samples per year.
  + 500-750 inquires.
  + 30-35 formal case files.
* Ensure that consumers receive only quality fertilizer products made from safe and approved ingredients and that nutrient claims are met.
* Ensure that commercial fertilizers are properly labeled so that consumers are adequately informed.
  + Licensed 5,683 specialty fertilizer and soil amendment products.
  + Licensed 658 Fertilizer dealers/manufacturers.

### Hemp Program

* Ensure hemp farmers are in compliance with state and federal laws
  + Licensed 124 growers, 94 continued to plant a total of 10,950 acres
* Ensure harvested hemp crops are laboratory tested and in compliance with state and federal laws
  + Collected 153 samples representing 153 crops. Mediated or ensured disposal of 30 non-compliant crops

### Organic Program

* Provide professional, efficient, and objective certification services to producers and handlers of organic products.
  + Certified 310 organic handlers and producers.
* Facilitate the growth and success of organic agriculture in Montana.
  + Certified organic operations have increased about 10% over the last five years.
* Disseminate appropriate information to Montana organic growers and handlers.

### Produce Program

* Protect consumers by assuring that produce is properly labeled and graded.
* Facilitate the export of Montana grown produce.
  + Licensed 283 produce dealers.
  + Certified over 32,000,000 pounds of seed potatoes.
  + Provided Produce Safety grower trainings.

### Seed Program

* Protect purchasers of seed by ensuring that seed is truthfully labeled and meets germination and purity standards.
  + Licensed 559 seed dealers
  + Conduced 115 seed inspections.
  + Analyzed 100 seed samples.
* Resolve disputes in cases of non-performance of agricultural seed.
  + Mediate on average 5 cases per year.
* Prevent the spread of restricted and noxious weed seeds when agricultural seeds are sold.
  + See Noxious Weed and Noxious Weed Seed Free Forage Programs.

### License and Registration Program

* Provide assistance and ensure entities license, register products and pay assessments as statutorily required for the feed, fertilizer, produce and seed programs.
  + See Corresponding Programs.

### Cooperative Agricultural Pest Survey Program

* Protect Montana agriculture from invasive pests.
* Preserve markets and facilitate the marketing of commodities.
* Prevent economic loss through monitoring and detection of pests.
  + Conducted over 2,000 annual pest survey unique data points.

### Food Safety Program

* Facilitateall programing regarding the proper handling of farm commodities.
* Provide assistance and inspection services to ensure food safety.

### Export Certification Program

* Minimize the risk of international movement of pests by providing export certification services.
* Facilitate the export of Montana agricultural commodities.
  + Issued over 1,400 federal phytosanitary certificates for international exports.
  + Issued over 2,000 certificates of origin for grain to Canada.

## Laboratory Bureau Objectives and Measurables

### Agricultural Commodity Dealer and Commodity Warehouse Program

* Provide reliable, efficient analytical testing services in support of Montana agriculture.
* Serve the analytical testing needs of the department's feed, fertilizer, pesticide enforcement and agriculture chemical ground water programs and Montana State University Agriculture Experiment Stations.
  + Provided over 60,000 unique chemical compound results annually.

# Central Services Division Goal

Assist management and staff of the Montana Department of Agriculture in meeting the department’s mission by providing efficient, knowledgeable, and cost-effective customer service.

## Division Objectives and Measurables:

* Develop, interpret, and maintain policies and procedures that are responsive to the needs of the department and which comply with state and federal regulations and legislative intent.
  + Monitored 28 Federal awards
  + 86% Staff Members reviewed policies during annual policy review
  + Reported SB 283 (2017 session) yearly grant award information for 416 grant payments.
  + Released $8,647,548 if grant funds in compliance with state and federal regulations and legislative intent.
  + 2 New Employee Orientations delivered to ensure agency expectations are communicated.
* Monitor recruitment and selection of employees to ensure a professional, diverse, and responsible workforce.
  + Oversaw 40 recruitments
  + Reviewed 718 applicants
  + Managed 19 full-time terminations — all were provided the opportunity for exit interview to ensure a responsible work place.
  + Offboarded 44 seasonal terminations
* Provide timely and accurate financial information consistent with Generally Accepted Accounting Principles (GAAP) and State accounting policy.
  + Processed 43 Budget Change Documents in compliance with statute, GAAP and State accounting policy.
  + Deposited $14,787,332 of funds in compliance with GAAP and State accounting policy.
  + Released $8,647,548 of grant funds in GAAP and State accounting policy.
  + 20 Employees received financial training by Accounting staff.
  + Administrators and Bureau Chiefs along with program Managers meet monthly with budget staff to monitor expenditures and budgets for a total of 108 meetings.
* Communicate, support, and provide clear goals to employees for purposes of retention and performance management.
  + CSD Managers met 52 times to determine what needs were or weren’t being met.
  + CSD met for 12 monthly meetings to discuss agency support
  + A Performance and Management System is available to 100% of employees
  + 6 Supervisors received training from HR
* Provide systems analysis, software development, networking, GIS support, data management, cybersecurity, and business informatics expertise necessary to meet current and future information technology needs.
  + 99% of staff completed security awareness training
  + 87% of staff able to work from home when due to pandemic
  + 40 new staff onboarded by IT staff
  + Offboarded 19 Full time Terminations
  + Offboarded 44 Seasonal Terminations