Great Falls AgriTech Park
Why is GFDA developing the Park?

• No available rail or heavy industrial sites
• Target industries need such sites
  – Expansions, start-ups and attractions
• Couldn’t get private or public sectors to do it
• Shovel ready competitive edge
What is the AgriTech Park?

- 1,100-acre phased heavy industrial park
- Large lots 10+ acres
- Rail, water, sewer, electric, gas, fiber
  - Municipal, river and spring water
How have we done it?

• Open site search
• 20 year rolling option agreement
• In-kind preliminary engineering & environmental
• Board, investor and staff expertise
• City and federal water/sewer funding
• GFDA $450,000 investment
• Tax increment financing
  – First tenants fronting expenses
Early Successes

• ADF Group
• Pacific Steel & Recycling
• Montana Specialty Mills
• Winning more shortlists/prospect visits
For more information

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GFDA Top 10
Why do it?

• Rely on investment from 200 private, public and non-profit investors
• Investors didn’t know what we were doing
  – Wanted to be “in the know”
• Needed something quick and cheap
• Needed something we could sustain over long term
What is the Top 10?

• Weekly email to investors, partners, media, clients and interested community members
  – Use Constant Contact
• Includes GFDA activities and positive community/regional news that supports our mission
  – All positive – part cheerleading
• Plain and straightforward by design
Planned benefits?

- Increased investment
- Better informed and engaged investors
Unexpected benefits?

- Drives earned media stories
- Drives new clients and referrals
- Boost for staff work that doesn’t make the news
- Focuses team on weekly goals
UNTAME YOUR ENTREPRENEURIAL SPIRIT