Ignite Montana!

Sharing Economic Development Successes and Secrets
CROOKED YARD HOPS

RELATIONSHIPS & RESOURCES
AN IDEA
THE RECIPE

= + =

[Images of wheat, hops, and beer glasses]
A REFERRAL

Growth Through Agriculture

www.gta.mt.gov
CONNECTING THE DOTS
Can we grow hops?

Can we sell them?
MARKETING
OUTCOMES

• Year 1 & Year 2
• Successes & Challenges
• Lessons Learned
HOPS & THE FUTURE
THE NEXT PROJECT?
From Dirty Lot to Hot Spot
Lillian Sunwall
Great Falls Montana Development Authority
LSunwall@GFdevelopment.org
Cowboy Cricket Farms LLC.
Client Company Profile

Montana Technology Innovation Partnership
Speaker: Lindsey Hagmaier,
MTIP Program Manager
Company Profile

• Company Owners: Kathy & James Rolin
• Kathy got the idea from class and got James on board...
• Based in Belgrade, MT
• Started farming crickets in January 2017
• From 20,000 crickets to ~300,000 today
• Only hurdle? Getting past the “bug” factor
Funding to date

- Money has been entirely bootstrapped until receiving funds...
- Fall 16’ - $1,000 won at MSU Fall video Live Pitch
- Spring 17’ - $2,500 won at SBDC Shark Tank
- Spring 17’ - $20,500 won at UM John Ruffatto Business Startup Challenge
- Spring 17’- $1,000 won at MSU Live Pitch

Total: $25,000 in startup awards!
Company Info

• 90% wholesale to food manufacturers
• Big Sky Bakery bakes the “Chocolate Chirp Cookies” for retail
• Cricket Flour is main product
• Now being sold by multiple retailers: Museum of the Rockies, SPIRE Climbing Center, Zoo Montana, Sola Cafe, and more...
The Farm:

- Entire farm is 2,000 sq. ft. – will hold maximum 20 million crickets (currently 300,000)
- 48,000 pounds/year of frozen crickets
The Farm:
Cowboy Cricket Farms

The Original

Chocolate Chirp Cookie

Post Workout “Recovery Cookie”
10 Grams of Complete Protein!

4.2 oz (56 g)

30 crickets per cookie!
Want More Crickets?

- Visit: https://www.cowboycrickets.com/
- Try a cookie today, courtesy of MTIP!
Cowboy Cricket Farms LLC
MTIP No-Cost Services

- SBIR/STTR Proposal Assistance
- MBRCT Proposal Assistance
- Intellectual Property Training
- Commercialization Planning

www.marketmt.com/mtip
Thank You!

• Questions? Visit the Commerce table to find out more and try a “Chocolate Chirp” cookie!

Lindsey Hagmaier, MTIP Program Manager
Email: DOCMTIP@mt.gov
Phone: 406-841-2734
www.marketmt.com/mtip

Pictures thanks to Cowboy Cricket Farms LLC/ MTIP
Growth

Diversification

High Wage Jobs

Play N Learn Academy expansion

“Development is not simple or easy.”
Play N Learn Academy
(aka: Play N Learn Site #4)

Owner: Raegen Breeden

THE PROBLEM & SOLUTION

• Currently licensed for 43 students (47 on waiting list)
  • Current location: 5115 3rd Ave. S.

• Expanded new location for 120 students
  • Second location: 4237/4229 2nd Ave. N.

Funded in part through a Cooperative Agreement with the U.S. Small Business Administration.
Play N Learn Academy

THE TIMELINE

- January 2015 – The Idea
- March 2015 – Initial Meeting (new build)
  - Budget $1M
- October 2015 – Financially Feasible!
- July 2016 – Completed Plan/Projections
- August 2016 – 1st of 4 Bank Denials 😞
- September 2016 – Decision to pivot (buy & remodel)
- February 2017 – Completed New Plans/Projections
- April 2017 – US Bank approval (SBA 504 is not formally approved)
- Fall 2017 – Target opening
Simplify!

Mission Impact

Financial Impact
Play N Learn Academy

Mission Impact for Great Falls

• High Quality Child Care
  • STAR Level 4 – 1 of 12 in MT

• Development of 2nd Ave. N.
  • Up to 15,000 vehicles/day

• Jobs & Wages
  • Projected 11 new jobs at $9-$16/hour
Play N Learn Academy

Mission Impact for Great Falls

- Jobs as of March 2015
  - 10 FT/3 PT

- Jobs as of May 2017
  - 10 FT/6 PT

- Jobs as of expansion
  - 24 FT/3 PT
  - Projected wages of $643,200

Funded in part through a Cooperative Agreement with the U.S. Small Business Administration.
Play N Learn Academy

Financial Impact for Great Falls

- Sources of Funds
  - Owner Investment: $392,000
    - (including $214k collateral on interim)
  - GFDA Brownfields: $4900/$3500
    - Phase 1/Phase 2
  - US Bank (interim & permanent): $821,748
  - High Plains Financial (SBA 504 - pending): $708,750
  - TOTAL COMMITMENT OF FUNDS: $1,922,498

**ORIGINAL BUDGET GOAL: $1,000,000**
Play N Learn Academy

Financial Impact for Great Falls

• Uses of Funds & Some Resource Partners
  • Realtor/Broker: Trevor Niswanger
  • CPA: Dave Deffinbaugh
  • Architect: L’Heureux Page Werner
  • Engineer: Newfields/TD&H Engineering
  • Planning & Zoning: City of Great Falls
  • General Contractor: Guy Tobacco Construction
  • Furniture/Fixtures/Equipment: Lakeshore Learning
  • Web Developer: Electric City Design

• Brownfields/High Plains Financial (SBA 504 pending approval)
• Small Business Development Center/Great Falls Development Authority

Funded in part through a Cooperative Agreement with the U.S. Small Business Administration.
Great Falls SBDC Impact

- Contract Deliverables w/ MDOC & SBA
  - **Capital Infusion**: $1,962,031.50
  - Annual goal: $2.2M
  - **Counseling Hours**: 23 hours/41 sessions
    - Annual goal: 600 hours
  - **Jobs Created/Retained**: 27
    - Annual goal: 60
- **Success Story**:
  - 2017 #SBDCday w/ Governor Bullock
  - To publish Jan. 2018 at www.AmericasSBDC.org
Great Falls SBDC Impact

- Contract Deliverables w/ MDOC & SBA
  - **Capital Infusion**: $1,962,031.50
    - Annual goal: $2.2M
  - **Counseling Hours**: 23 hours/41 sessions
    - Annual goal: 600 hours
  - **Jobs Created/Retained**: 27
    - Annual goal: 60
- **Success Story**:
  - 2017 #SBDCday w/ Governor Bullock
  - To publish Jan. 2018 at www.AmericasSBDC.org
Untame your entrepreneurial Spirit

Jason Nitschke, MA, EDFP
Certified & Accredited Business Advisor
Great Falls SBDC Regional Director
Great Falls Development Authority

JNitschke@GFdevelopment.org

Funded in part through a Cooperative Agreement with the U.S. Small Business Administration.
Innovating Workforce Solutions in Park County

Katie Weaver
Economic & Community Development Extension Agent
UNDERSTANDING THE NEED
UNDERSTANDING THE NEED
60% of Montanans live outside of a community with an institution of higher education.

50-65% of Park High School graduates don’t go to college or finish their degree.
UNDERSTANDING THE NEED
RESEARCHING SOLUTIONS

- 20 - over 100 miles = Barrier
- 60% of MT don’t live in town
- For training to ↑ skill > have less/no access to training
- Barriers:
  - Economic
  - Socio
  - Not college bound
  - OJT’s, Apprenticeships
- Short-term Ed or Bootcamp
- Accelerated
- 50-65% don’t go or drop out after year 1

3 Jobs
1137 Labor Force 16 & ↑
3 Jobs = 67,535 Labor Force 16 & ↑

Q: "What about online?"
Regional Technology Workforce Hub Career Pathway

A career pathway is a series of structured and connected education/training programs and support systems that enable students and people in the workforce to advance over time into higher skilled and wage jobs. Each step in a career pathway is designed to prepare people to progress to the next level of education and/or employment. Industry involvement through sector strategies is critical to ensure responsiveness to local and regional economies.

Sector strategy partnerships are regional, employer-driven partnerships of industry, education and training, and other community stakeholders that focus on the workforce needs of key industries in a regional labor market.

Education, training and program activities of the Regional Technology Workforce Hub proposal:

- Internship: Up to one month job placement within H-1B occupations
- On-the-job Training: Six-month to two-year job placement within H-1B occupations
- Industry Credential: Two-week to two-year certificate, certification, license, or degree attainment in H-1B industries
- Registered Apprenticeship: One- to two-year job placement within H-1B occupations, including related college level coursework
- Two-year Degree
- Four-year Degree
- Advanced Degree

Personal & Workforce Competency / Industry Basic Competency Trainings:

- Intensive, hyper-accelerated one-week boot camp. The curriculum will be condensed and tailored to high-skill, low-barrier clients. This option has the intention of quickly training and connecting participants with H-1B employers.
- Accelerated six-week personal and workforce competency training, including exposure to H-1B industry basic competency. The structure of this option will be defined by the cohort.

Accelerated Education & Training Opportunities:

Entry Requirements: Academic Competency (high school diploma or equivalency)

Entry Requirements:

- Academic Competency (high school diploma or equivalency)
- Varies dependent on institution and program
EMPLOYER-DRIVEN, COMMUNITY-SUPPORTED SECTOR PARTNERSHIPS

- Adult Basic Education
- Community colleges
- Universities
- Community-based organizations
- Human-services organizations
- Organized labor
- Workforce boards, one-stops
- Economic development organizations

Next Generation
Sector Partnerships

RESEARCHING SOLUTIONS
RESEARCHING SOLUTIONS
RESEARCHING SOLUTIONS
IMPLEMENTATION
IMPLEMENTATION
Montana Harvest of the Month

Demetrius Fassas
Local Food Program Specialist
National Center for Appropriate Technology (NCAT)

Montana Harvest of the Month
MEDA Ignite Presentation
May 2nd, 2017
CORE ELEMENTS OF FARM to SCHOOL

- EDUCATION
- SCHOOL GARDENS
- PROCUREMENT
40% of Montana school districts surveyed by USDA say they participate in farm to school activities.

That's 76 districts with 115 schools and 9,453 students.

Another 14% of districts surveyed plan to start farm to school activities in the future. (Note: of the 258 school districts in Montana, 73% completed the USDA Farm to School Census.)

$1,616,180 invested in local food in Montana with the average school district spending 23% of their budget on local products.

At least 55 school gardens are growing in Montana tend and water those gardens; their benefits are well documented!
School Year 2016-2017 Calendar

Sept – Summer Squash
Oct – Kale
Nov – Apples
Dec – Winter Squash

Jan – Carrots
Feb – Beets
Mar – Beef
Apr – Grains

May – Lentils
June – Leafy Greens

Although we recommend following this calendar, your school or program can change the calendar to suit your needs. None of the materials are printed with the month. The calendar will likely change each school year to allow for new harvest foods.
1. Team

Administrator

Food Service

Teacher

Team Lead

Community Partner

Producer
Meal or Snack

Photo Credit: Montana Team Nutrition Program
Activities

Photo Credit: Amy Harvey, Missoula
Menu

Sweet BEET Salad!

Where in Montana does this food come from?

Beets from Victor, MT

K WILLIAM HARVEY

Beets

Loved it! 203

Liked it! 36

Tried it! 46

Photo Credit: Carey Swanberg, Ronan
Lentils

Cafeteria Bites

Facts
- Lentils are a pulse crop, part of the legume family, along with chickpeas, black-eyed peas, and beans, and are a rich source of protein.
- They are also high in fiber and provide a variety of vitamins and minerals.

Selection
- Lentils are available in green, brown, and red varieties.
- They are available in bulk or packaged in small bags.
- Lentils can be stored for up to 1 year in a cool, dry place.

Preparation
- Soak lentils in water overnight to reduce cooking time.
- Drain and rinse before cooking.

Uses
- Lentils can be used in soups, stews, salads, and as a meat substitute in vegetarian dishes.
- They are also used in Middle Eastern and South Asian cuisine.

Storage
- Lentils can be stored in an airtight container in a cool, dry place for up to 1 year.

Recipe: Lentil Soup

Ingredients:
- 2 cups dried lentils
- 4 cups water
- 1 medium onion, chopped
- 2 cloves garlic, minced
- 2 carrots, peeled and chopped
- 2 stalks celery, chopped
- 2 tablespoons olive oil
- Salt and pepper

Instructions:
1. Rinse the lentils and place them in a large pot with water, onion, and garlic.
2. Bring to a boil, reduce heat, and simmer for 20-30 minutes or until the lentils are tender.
3. Season with salt and pepper to taste.

Vegetarian

Beets

Selection
- Beets are available in red, golden, and chioggia varieties.
- They are available in bulk or packaged in small bags.
- Beets can be stored for up to 1 month in a cool, dry place.

Preparation
- Wash and peel beets before cooking.
- Boil or bake beets until tender, then slice and serve.

Storage
- Beets can be stored in an airtight container in the refrigerator for up to 1 month.
Winter Squash

**Facts**
- Winter squash is harvested in the fall and can last into the winter if stored correctly.
- The skin is hard and usually not eaten, quite different from their summer squash cousins, such as zucchini.
- Gourds, cucumbers, and melons are all part of the Cucurbit family, but all have different origins. Squash and pumpkins are native to the Americas, while cucumbers originated in eastern Asia, and melons in Africa or Peru.
- Squash is one of the oldest cultivated crops in the Western Hemisphere and was originally grown for seeds. Seeds found in Mexico have been dated at 10,000 years old.
- Some Native American tribes, corn, beans, and squash are known as the “Three Sisters.” These plants were grown together and were staples of many tribes in North America.

**Gardening**
To grow winter squash you need considerable garden space and full sun. Start seedlings indoors 3-4 weeks prior to planned planting date. Plant hardened off seedlings outdoors 1 week before last frost or plant seeds directly in garden. Winter squash may be grown in larger containers, but the vine and squash may need to be trimmed or supported as they grow outside the container. Vines will begin to die off as the squash reaches harvest time.

**Selection**
Select winter squash that are firm, have dull-colored skin, and feel heavy for the size.

Squash with cracks or brown or soft spots should be avoided. Part of the stem should be removed.

---

**Roast, Peel, and Cube Squash**
Place in baking sheet and drizzle with olive oil and low-sodium seasoning. Bake at 350°F for 45 minutes, or until tender.

**Seed Rocks**
Remove seeds and rinse thoroughly to remove strings or parts of the squash. Dice with olive oil and low-sodium seasoning before placing evenly on a baking sheet. Cook at 350°F for 15-10 minutes, stir periodically for even roasting.

**Season**
To enhance flavor, seasonal with allspice, basil, cinnamon, cloves, ginger, marjoram, or nutmeg.

**Adapted from the Winter Squash Food Fact Sheet developed by Montana State University Extension. For the full Fact sheet and other resources, visit: www.montanaharvest.org/harvest**

---

**Nutrition Information**
Winter squash is loaded with vitamins A and C and provides approximately the same amount of potassium as beets but also a source of vitamin B6, magnesium, iron, and calcium. Beta-carotene, which is found in many orange-colored vegetables, including winter squash, turns into vitamin A. Vitamin A helps maintain good vision and keeps skin healthy.

**Recipes**

**Winter Squash and Kale Quesadillas**

These are a delicious, easy for lunch or dinner, and can contain ground beef, shredded chicken, or a healthy meal.

(Deployed by Jessica Mann Food Corps Service Member)

**Ingredients**
- 1/2 whole winter squash, peeled, seeded, and diced
- 1 cup thin-caly oil
- 1/2 tsp cumin seed
- Black pepper, to taste
- 1/4 tsp chili powder, to taste
- 1 bunch kale, leaves torn, stalks discarded
- 4 flour or corn tortillas, small soft-tainted flour tortillas are tender
- Butter, for pan
- 2 cups honey, Jack Cheese or Zaytuna
- Salt, for taste
- Ground black pepper to taste

**Preparation**
- Preheat oven to 400°F.
- In a large bowl, add flour tortillas and add sour cream and dry ingredients together using a fork or whisk until smooth and evenly mixed.
- Place mixture into the oven at 400°F for 15 minutes.
- While mixture is cooking, cook 3 cups honey, Jack Cheese or Zaytuna.
- Serve with sour cream, flour tortillas, and ground black pepper to taste.

---

**Cooking**
Prior to preparing winter squash, thoroughly scrape the squash to remove any skin. Add coarsely chopped squash to a large baking dish. Add low-sodium seasoning as desired. Cook squash over very low heat for about 10-30 minutes, or until desired tenderness is reached.

**Recipes**

**Simply Smokey Salad**
This salad is an easy and fun recipe for students to help prepare for any occasion Experiment with different types of greens, or mix them for more color and flavor! Developed by Kristen Escobedo, FoodCorps service member.

**Serving**
8-10

**Ingredients**
- 1 lb any type of salad greens or mixed greens
- 1/2 cup carrots, thinly sliced
- 1 cup dried cherries or cranberries
- 1 cup walnuts, chopped
- 1/3 cup balsamic vinegar
- 1/2 cup olive oil
- 2 tbsp Dijon mustard
- 1 tbsp honey

**Preparation**
- Place greens, carrots, cranberries, and walnuts into a large mixing bowl.
- In a small bowl, add balsamic vinegar, olive oil, mustard, and honey. Whisk ingredients together using a fork or whisk until smooth and evenly mixed.
- Right before serving, pour dressing over the salad in the large mixing bowl. Gently toss the salad to coat all the ingredients.
Example from Bigfork School

Bed of Buckwheat

Harvesting Buckwheat

Taste Testing Buckwheat Noodles
Connect with Producers
Data: Quality Foods Distributing Pre and Post Harvest of the Month

Dollars Spent by Schools

Pounds Purchased by Schools
Ready to Dig In?

Social Media:
See shared photos, stories, and recipes with #MTHarvestoftheMonth

Learn more Online:
www.montana.edu/mtharvestofthemoth

More Farm to School Info:
www.montana.edu/mtfarmtoschool

Contact:
Demetrius Fassas
(406) 494-8672
demetriusf@ncat.org
Every community has them!

By: Kathie Bailey
Executive Director
Snowy Mountain Development Corporation
535-2591
Turn of the century icons!
Buildings that make us unique!
And ... give us character!
The past becoming the future!
Old is the New,
Cleaning up the property for redevelopment
Home of new quilt shop!
Judith Theatre remodel led by Lisa Wright and recently sold to Polson Theatre.
What could be...

What is...
Over $1 million investment by Glacier Bank
Our Past and Our Future!
LEVERAGING THE INC. 5000 LIST TO INCREASE INVESTMENT AND BUSINESS CREDIBILITY

JENNI GRAFF
BENEFITS TO YOUR COMMUNITY
Inc. 5000 Listings by State

VC INVESTMENT VS # BUSINESSES ON INC. 5000 LIST
## Inc. Companies in Selected Montana and Other Regions

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Bozeman</td>
<td>3</td>
<td>91.3</td>
<td>32.8</td>
<td>3</td>
<td>100.7</td>
<td>29.8</td>
</tr>
<tr>
<td>Missoula</td>
<td>1</td>
<td>110.1</td>
<td>9.1</td>
<td>1</td>
<td>114.2</td>
<td>8.8</td>
</tr>
<tr>
<td>Billings</td>
<td>0</td>
<td>160.1</td>
<td>0.0</td>
<td>0</td>
<td>168.3</td>
<td>0.0</td>
</tr>
<tr>
<td>Boise</td>
<td>3</td>
<td>627.7</td>
<td>4.8</td>
<td>5</td>
<td>676.9</td>
<td>7.4</td>
</tr>
<tr>
<td>Denver</td>
<td>61</td>
<td>2,599.5</td>
<td>23.5</td>
<td>72</td>
<td>2,814.3</td>
<td>25.6</td>
</tr>
<tr>
<td>Washington, D.C.</td>
<td>248</td>
<td>5,703.9</td>
<td>43.5</td>
<td>273</td>
<td>6,097.7</td>
<td>44.8</td>
</tr>
</tbody>
</table>

Source: *Inc.* magazine (2011, 2015); Census Bureau’s American FactFinder.
WHY BOTHER?
SUCCESS COMPONENTS
SUCCESS COMPONENTS
HOW TO APPLY

2017 Inc. 5000 List

Application

Step 4: Confirm Details
WHEN TO APPLY

MAY 1
Let’s do this.
We are a team. We take action. We are focused.
Bacterin International

Alyssa Townsend
Montana Department of Commerce
BIG SKY ECONOMIC DEVELOPMENT TRUST FUND PROGRAM

PLANNING PROJECTS

Annemarie Robinson
Montana Department of Commerce
ELIGIBLE ACTIVITIES

• Support for business improvement districts and central business district re-development,
• Industrial development,
• Feasibility studies,
• Creation and maintenance of baseline community profiles,
• Matching funds for federal funds,
• Preproduction costs for film or media, and
• Administrative expenses.
Old Roosevelt School
Red Lodge

Phase 1 - Re-Use/Re-Development Plan
Phase 2 - Preliminary Architectural Report
Broadway Building - Lewistown

Preliminary Architectural Report/Financial Feasibility
Electric Light Building - Anaconda

Preliminary Architectural Report to establish a brewery/restaurant
Central School - Roundup

Phase 1 – Feasibility Study
Phase 2 - Financial Feasibility
Adams Hotel - Lavina

Architectural Report
Civic Center - Helena

Business Marketing Plan
Camas Bathhouse – Hot Springs

Feasibility Study and Finalize Preliminary Designs
VA Complex – Miles City

Feasibility Study to determine if the County should acquire the property
Yellowstone Grain Elevator
Livingston

Building Assessment, Schematic Design and Design Phase of Contract Documentation
CONTACTS

• Karyl Tobel, Bureau Chief 841-2732
• Annmarie Robinson, Section Manager 841-2250
• Alyssa Townsend, Program Specialist 841-2748
• Debi Davidson, Program Specialist 841-2792

www.bstf.mt.gov
Ignite Montana!

THANK YOU
TO OUR FANTASTIC SPEAKERS