



SMARTLAM

Est. 2012 in
Columbia Falls

Cross Laminated Timber
(CLT) in Europe for over
20 years.

First CLT manufacturer in
the U.S.

BACKGROUND:

- ◆ Startup in 2012 with 2 employees.
- ◆ Broke into oil industry with Rig Mats.
- ◆ Used 2012 BSTF Category I to hire 29 employees.
- ◆ Received BSTF Planning Grant in 2014 to study building industry opportunities.
- ◆ Received USDA-Forest Service grants for innovative wood use in 2015.
- ◆ Impacted by slow-down in oil fields—reduced to 20 employees.

NEEDS IN 2016:

- ◆ Business Pivot to Residential and Commercial Building
- ◆ Certification from the American National Standards Institute - 2016
- ◆ Larger Manufacturing Facility
- ◆ Investment Capital
- ◆ \$15MM in Equipment Purchases
- ◆ Workforce and Timber Supply



Montana West Economic Development
dobusinessinmontana.com
Flathead County Economic Development Authority
flatheadcountyeda.com

CASE STUDY:

SmartLam in 2016 hoped to expand from the 40,000 sq foot building to 120,000 sq feet. Initial plans for a new building in a developed industrial park in Columbia Falls fell through. Other states such as North Carolina and Maine were courting them. SmartLam began studying labor force, timber supply, proximity to national markets, business climate and taxes in competing states.

What could be done to keep this promising company in Northwest Montana?

