



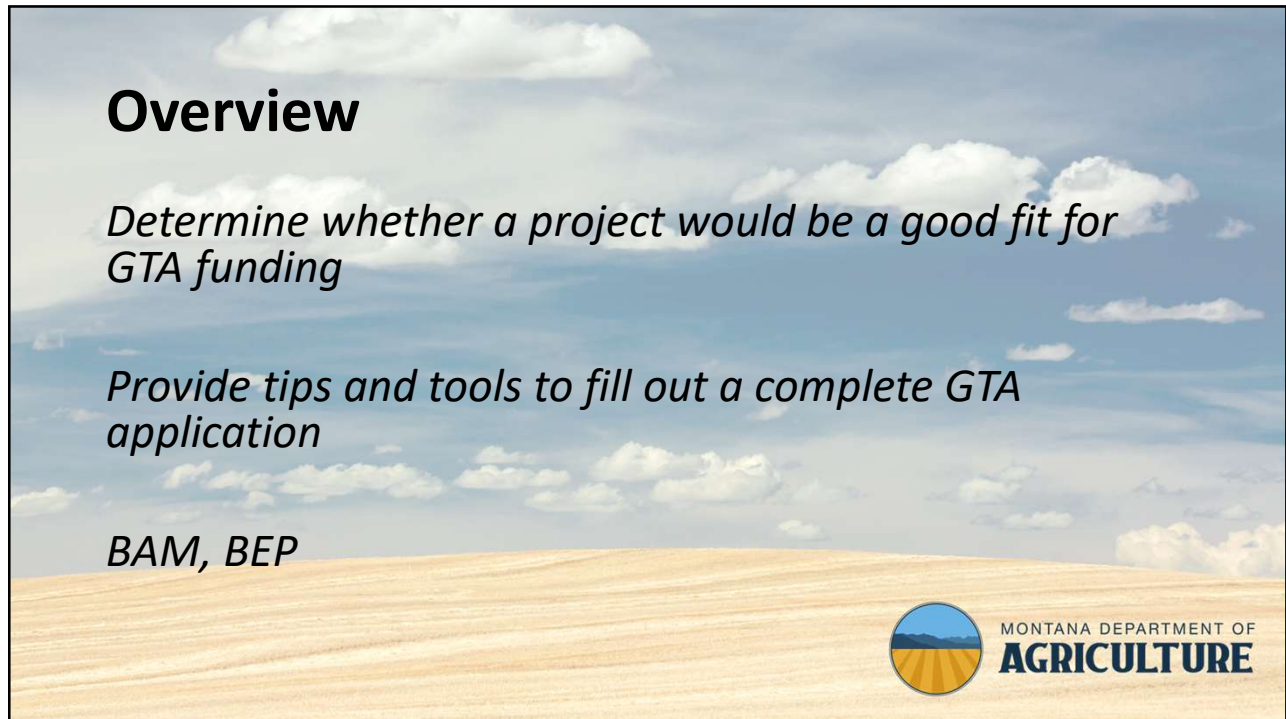
# Growth Through Agriculture (GTA) Program

Bailey Kaskie  
GTA Program Manager  
[bailey.kaskie@mt.gov](mailto:bailey.kaskie@mt.gov)  
406-444-0134



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## Overview

*Determine whether a project would be a good fit for  
GTA funding*

*Provide tips and tools to fill out a complete GTA  
application*

*BAM, BEP*



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## GTA Program Overview

State funded program since 1987

- Established to strengthen & diversify Montana's agriculture industry through the development of new agricultural products and processes

[MCA 90-9-102](#)

- Value-added ag products/processes

- [agr.mt.gov/GTA](http://agr.mt.gov/GTA)



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## Ag Commodities

- Small grains
- Oil seeds
- Specialty crops
- Livestock
- Fiber crops
- Produce
- Wool/fiber



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## Project Types/Examples

- Business Expansion
- Commercialization
- Education
- Promotional
- Research
- Start-up Business
- Other



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## Types of funding available

- Grants up to \$50,000
- Loans up to \$100,000
- **Pre-application deadline: 10/31/2024**



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## Available Funds

The program is funded from the general fund and from coal severance taxes and interest.

The program typically allocates around **\$1,000,000** in grants and loans per year (including other grants – BAM and SLAP)



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## FY2025 Timeline

- Pre-application opened on October 1<sup>st</sup>
- Pre-app deadline: October 31<sup>st</sup>, 5pm
- Those applicants selected to submit full applications will be notified the week of November 25<sup>th</sup>
- Full application deadline will be Monday, January 27<sup>th</sup>, 5pm
- Awards will be made at the late February/early March ADC meeting (date TBD)



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## Should I apply?

Is the project primarily going to add value to Montana's agricultural products?

### Eligibility Criteria

- Projects should primarily add value to Montana's agricultural products
- Have prospects for achieving commercial success given the current personnel, experience and resources of the applicant
- Have the possibility to create and/or retain jobs in Montana



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## Who can apply?

Eligible entities include:

- Individuals
- Businesses and Industry Organizations
- Public and private agencies/organizations
- Educational Institutions
- Local Governments
- Cooperatives
- Non-profits



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## FY2025 Priority Areas

- Applicants who can demonstrate the proposed project will significantly impact their scalability
- Projects that can demonstrate increased access to local foods with a focus in rural areas (including rural grocery stores)
- Businesses that help strengthen supply chains and market access for rural areas
  - Rural area is defined as an area with fewer than 10,000 people (USDA Rural Definitions)



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## Targeted Loan Areas

- Applicant likely does not have access to a conventional loan (such as a startup).
- Business is mature and working toward expansion.
  
- Low interest rate: 0% interest
- High interest rate: 4% interest



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## Eligible Uses of Funds

Eligible costs include, but are not limited to:

- Equipment
- Consultant services (professional, technical, operational)
- Travel
- Advertising and promotion
- Supplies and materials



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## Ineligible Expenses

- Day to day expenses (salaries, wages, etc.)
- Institutional overhead or indirect costs
- Food
- Buildings and vehicles (including, but not limited to tractors, skid steers, forklifts, delivery vehicles) will be considered on a case-by-case basis and must be sufficiently justified as a critical piece of the applicant's proposal
- *Political purposes – in no case can funds be used for the intent of influencing elected officials or legislation.*



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# Cost-Share

50% of an eligible expense will be paid by the applicant and 50% of the expense will be reimbursed with grant funds. Expenses must be used toward completing the proposed project.

- Expenses incurred on/after July 1 of the application year are eligible for cost-share.
- Expenses from normal day-to-operation of your business are not eligible for cost-share.



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# Cost-Share

Example for an expansion project

| Line Item   | Grant    | Match    | Total Project Cost |
|---|----------|----------|--------------------|
| Equipment (i.e. smoker, walk-in cooler, bagging line, etc.) | \$22,500 | \$22,500 | \$45,000           |
| Construction  | \$18,450 | \$18,450 | \$36,900           |
| TOTAL:  | \$40,950 | \$40,950 | \$81,900           |

Tips:

- Each line item must be split 50/50 grant to match.
- It's best to pool items of the same category into one line item (i.e. Equipment), but be specific within the line item (this allows a little more flexibility if changes are needed later on)



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## Application Assistance

- Food and Agriculture Development Centers
  - Business Planning
  - Financial Planning Assistance
  - Information about other grant and loan funding opportunities
- [agr.mt.gov/Food-and-Ag-Development-Centers](http://agr.mt.gov/Food-and-Ag-Development-Centers)



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## Application Process

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## Application Process/Tips

- Read the guidelines
- Register with Montana Secretary of State
- Register on [funding.mt.gov](https://funding.mt.gov)
  - Click “Search Here” and find “AGR Growth Through Agriculture FY2025” in the list of funding opportunities
- Contact FADC for assistance



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## Business Acceleration and Marketing (BAM)

- Maximum \$20,000 award (\$5,000 cap on equipment)
- Reviewed quarterly
- Currently closed
- [agr.mt.gov/Topics/E-G/GTA-Pages/GTA-BAM](https://agr.mt.gov/Topics/E-G/GTA-Pages/GTA-BAM)



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# Business Enhancement Program

- Business Enhancement Program
  - FADC Network is entry point to program
  - Access to Specialized TA through:
    - Montana Manufacturing Extension Center (MMEC) – up to 16 hours of TA per client/business
    - MSU Food Product Development Lab – up to 40 hours of TA/R&D per client/business
    - RFBC Themes
  - Access to consultations and trainings
    - Up to \$2,000 per client/business
      - HACCP training/writing, Food Finance Institute classes, AERO Marketing courses, GAPP certifications, recipe development, etc.



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# Thank you!

# Questions?

[agr.mt.gov/GTA](http://agr.mt.gov/GTA)  
[funding.mt.gov](http://funding.mt.gov)  
[agr.mt.gov/Food-and-Ag-Development-Centers](http://agr.mt.gov/Food-and-Ag-Development-Centers)

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