

Agriculture Development Council Meeting Minutes

October 29, 2021

I. Call to order

Chair Amy Kellogg called to order the meeting of the Agriculture Development Council at 9:02 am on Friday October 29, 2021.

II. Roll call

Dani Jones conducted roll call and introductions were made by council members and department staff.

Council Members: Chair Amy Kellogg, Vice Chair John Wicks, George Kipp, Megan Hedges, Department of Commerce Director Scott Osterman, and Andy Fjeseth proxy for Department of Agriculture Acting Director Christy Clark.

Department Employees: Jim Auer, Tina Bateman, Marty Earnheart, Alicia Hamm, Zach Coccoli, Sam Anderson with Wheat and Barley, and Dani Jones.

III. Public Comment

Chair Amy Kellogg called for public comment. There were no comments from the public.

IV. Approval of the past meeting minutes

John Wicks made the motion to approve the meeting minutes from previous Council meeting, August 2, 2021 as presented. Andy Fjeseth 2nd the motion. All in favor, motion passed.

V. Department Update

Andy Fjeseth updated the Council on the funds available, \$7.5 Million dollars for value added from ARPA. The funding will be run through an ARPA Commission and will not involve the Ag Development Council.

For the current GTA funding cycle there was over 150 application concept papers received, which is just over \$7.9 million dollars in requests. Total funds available for GTA will be around \$1,000,000.

2019 was the last time that the Marketing Teams asked for funding. The marketing team will present to the council for spending authority for marketing activities and trade show assistance.

VI. Marketing Update

Marty Earnheart presented to the council the ask for \$20,000 for FY22 (ending 6/30/2022) for the Trade Show Assistance Program and \$20,000 for FY23 (starting 7/1/2022) for Marketing Activities. Marketing activities will include the Montana Food Show, Montana Beverage Show, Good Food Mercantile in Portland (April 2022), Hola Montana, Pulse Activities (inbound in June), USLGE, and WUSATA. John Wicks made the motion to grant the Marketing team the total \$40,000 in funding as presented. Lars Hanson 2nd the motion. All in favor, motion passed.

VII. Growth Through Agriculture

Jim discussed the loan rates for the FY2021 Awards; High Rate -4.5% APR for 5-year term and the Low Rate -0% APR for 5-year term. Lars Hanson made the motion to approve the loan rates for the FY2021 awards. Scott Osterman 2nd the motion. All in favor, motion passed.

Jim reminded the council of the targeted areas for the FY2022. The current targeted areas for funding that are also eligible for the low interest rate are as follows; Businesses expanding or investing in commodity processing infrastructure. Projects utilizing new or innovative solutions to diversify, add value, or provide substantial growth opportunities and resiliency for Montana's agriculture economy or food security.

VIII. Conflict of Interest

Zach Coccoli reminded the Council that if any member has a conflict of interest with an applicant, they will remove themselves from the discussion. Chair Kellogg stated a conflict with Bumbleroot Foods. John Wicks and Megan Hedges shared their conflicts (Prairie Meats, Heritage Hereford Beef, and Vilicus Farms). Zach Coccoli noted and discussed to have Scott Osterman to step out during Department of Commerce applications.

IX. GTA Pre-Application Review

1. Chair Kellogg reminded the council of the targeted areas for funding, the goal to keep it around 30 applications, within \$1 million in proposed funds. Ranking 1-

20 applications keeps the scores 6.0 – 4.7. Total of 28 applications would project \$1.6 Million in funds.

2. FY 2022 GTA Concept Paper Rankings

- a. High- Score range 6.0-5.0 (19 applications)
- b. Medium- Score range 4.7 (9 applications)
- c. Low- Score range 4.3 (23 applications)
- d. John Wicks would like to see a full application and video from SporeAttic LLC and Ag Processing Solutions. Lars Hanson would also like to see a full application and video from Ag Processing Solutions. Andy Fjeseth would like to see a full application and video from Branding Iron Butcher Shop, Gastro Gnome Meals and Ag Processing Solutions.
- e. Chair Amy Kellogg suggested to invite the applications in the 4.7 score which would bring the total to 28 applications (high and medium scored concept papers)
- f. Megan Hedges suggested that a Flower Applicant be asked to submit the full application and video. The applicants that scored in 4.3 bin of proposal
- g. Jim Auer presented to the council- 33 applications= \$1.9 Million in requested funding: Amy added in the flower applicants- Rimrock Flower Farm, Millay and Meadowlark Flower Farm, and Third Day Family Farms. 36 total applications = \$1,934,427.53 in funding requests. Amy Kellogg asked for a motion for inviting the applicants as marked on the spreadsheet. Andy Fjeseth made the motion to invite the marked applications to submit a full application and video. Lars Hanson 2nd the motion. All in favor, motion passed.

X. Next Council Meeting

The next council meeting will take place February 16-18, 2022.

XI. Public Comment

Chair Amy Kellogg called for public comment. There were no comments from the public.

XII. Adjournment

Lars Hanson made the motion to adjourn the meeting. George Kipp 2nd the motion, all in favor. Chairwoman Amy Kellogg adjourned the meeting at 10:23am

Minutes submitted by: Dani Jones

Minutes approved by: