Julia Jaksha
Regional Director
Taylor Lovell
Business Advisor

headwaters
RESOURCE CONSERVATION DEVELOPMENT

Butte Regional SBDC

Beaverhead Meats

Dillion, MT



"I can't thank SBDC Regional Director Julie Jaksha and the team from headwaters RC&D enough for their help with our recent expansion of Beaverhead Meats. When the explosion of the increased business demand came in 2020 it was all hands on deck. It was valuable to have the SBDC team on board with their expertise and tireless and timely work during this expansion. Thanks again!

Mike McGinley, *Owner*

Beaverhead Meats is a state-licensed, custom-exempt meat shop that produces high-quality local products for Montana agriculture producers. They are a licensed manufacturer and processor located in Dillon, MT. The company has been in operation since 1983 and has served one of Montana's largest cattle-producing regions for over 30 years. Beaverhead Meats was established to fill a niche in Southwest Montana, allowing Montana ranchers to process their cattle locally.

The COVID 19 Pandemic resulted in a 100% increase in demand at Beaverhead Meats for locally grown, harvested, and produced meats. By April 2020, phone inquiries to Beaverhead Meats more than doubled for the slaughter of pigs, beef, processing of livestock, and consumers looking to purchase locally processed meat as a healthier, safer, and less expensive alternative to products produced in the national supply chain. With demand nearly doubling, Beaverhead Meats needed help to capitalize on the growth opportunity.

Beaverhead Meats owner Mike McGinley turned to the Butte SBDC for assistance. Butte SBDC Regional Director Julie Jaksha and her team at Headwaters RC&D helped Mike with cash flow projections, business plan development, and grant assistance. With the help of the Butte SBDC and partners from FADC, Beaverhead Meats was able to apply for a Meat Processing COVID Relief Grant to help upgrade their equipment and processes. They also applied for a Growth through Ag Grant at the Dept. of Agriculture, receiving an award of $50,000 to upgrade equipment and increase meat processing capacity.

Beaverhead Meats employs five full-time employees and five part-time employees, and they plan on increasing their workforce soon. Beaverhead Meats is a neighbor and known partner to individuals, farmers, and ranchers who made Beaverhead County one of the top cattle-producing counties in Montana.