Jason Nitschke
Regional Director
Rich Gannon
Rural Business Advisor
Jake Clark
COVID Specialist/ Business Advisor

Paul Ranch Montana, LLC

Babb, MT



"My number one access to information, every time a new pandemic stimulus program came out was the reat Falls SBDC and host reat Falls Development Authority. I found their seminars through their newsletters. I would say the programs, like PPP, the State of Montana's CARES Act funds, and EIDL, were important, but the training they provided for those programs enabled us to weather the storm. The information FSBDC/ FDA) provided kept everyone on payroll. The educational part was really efficient and instrumental.

Barbara Paul, *Owner*

The Paul family ranch was established in the early 1900's and was a working cattle ranch. Today, Paul Ranch Montana, serves as a base camp for guests exploring Glacier National Park, St. Mary, Babb, the Blackfeet Indian Reservation, Two Medicine Valley, Waterton National Park and more.

Paul Ranch Montana sits on 160 acres of the foothills of the eastern Rocky Mountain Front and just four miles north of Babb inside the Blackfeet Indian Reservation. The ranch provides bunkhouses and lodges for guests seeking adventure in the clean, fresh air, and star-filled skies of Northern Montana.

Barbara Paul initially turned to the Great Falls SBDC in 2009, seeking assistance to expand her business. Due in part to that initial assistance, Barbara was able to add additional lodging on the Ranch site north of Babb. She also acquired property on the western side of the Rocky Mountain Front, now called Glaciers Mountain Resort.

During the COVID-19 pandemic, Barbara relied on the Great Falls SBDC and host GFDA, to educate her on the stimulus programs being rolled out from federal and state governmental agencies.

The Blackfeet Indian Reservation closed down entirely to visitors during the Covid-19 lockdown and following the summer of 2020. As a result, Paul Ranch Montana lost $100,000 in gross revenues. However, due to the trainings created, delivered, marketed, and/or co-branded by GFSBDC, Paul Ranch Montana was able to receive two Paycheck Protection Program (PPP) loans, and stimulus funds from the State of Montana , also funded by the CARES Act. She was also able to get a loan deferral through programs with the Montana Board of Investments. In total, accessing the stimulus programs helped make the Paul Ranch Montana whole in lost revenues. At the time of this writing the SBDC team is assisting Barbara with additional EIDL applications.

Between March 2020 and October 2021, GFSBDC created or pivoted 42 business training programs to focus on helping entrepreneurs deal with the pandemic. Of those programs, Barbara participated in 27 hours of training on topics of digital marketing, hibernating her business, and PPP forgiveness.