Dan Gorton
SBDC Regional Director

Flathead Valley Community College

Kalispell Regional SBDC

Montana Hoof Care



"Dan Gorton's advice and expertise was extremely valuable in writing my business plan to obtain the loan for building our arena."
Marion Eash, Owner

Marion Eash and his wife Sara started Montana Hoof Care in 2008 after moving to Fortine, Montana. Marion has been a farrier for 17 years and works beside his brother and the occasional part-time help. Marion and Sara needed an indoor space to add business lines complementary to the farrier business, especially in the winter months, and they turned to the Kalispell SBDC for assistance.

Dan Gorton, Kalispell Regional SBDC Director, did a commercial loan/financial analysis on Marion's business to determine if building an indoor space was a viable option for him to pursue. Dan also did a break-even analysis and projected revenue from some alternative uses for the building to show the lenders that the multi-use facility would create other lines of business to allow for Montana Hoof Care's growth.

Marion was able to obtain bank financing in the amount of $250,000 with an additional owner investment of $40,000. The addition of a 100' x 200' indoor arena will add one part-time employee upon completion. The construction of the indoor riding arena will allow Montana Hoof Care to offer boarding, horse clinics and related events in addition to being able to work inside during the winter months.