AMERICA'S SBDC MONTANA

Guiding Montana Businesses to Success

TABLETREE MONTANA

Kalispell Regional Success Story



"The **extra attention to detail** that John Balsam put into our business plan and financials was **second to none**. We speak of him frequently, and have adopted '**do it for John'** as our mantra."

-Gary & Susan Snow, Owners

PROBLEM

Gary & Susan Snow have roots in Canada as fruit growers. Wanting to always come home to the Flathead, the birthplace of their son, they were thrilled when the Flathead Cherry Growers Association called them to bring their business to the U.S. However, to launch their juice making business in Montana, they needed funding, investors and local resources.

SOLUTION

The Snows connected with the SBDC for assistance in reviewing their business plan and financials, securing SBA funding to start their project, and making introductions to local resources. The Snows attended the Profit Mastery course and found it to be a great resource.

IMPACT

Efforts by the Snows and the SBDC advisor resulted in a $85,000 SBA Community Express loan funded, and a $40,000 Growth Through Agriculture grant! The Snows also successfully produced product in 2016 and hired 5 seasonal employees.

"The Snows have demonstrated the **spirit of entrepreneurship**; they identified a problem and through innovation, created a solution."*-Kalispell Regional Director*

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