

Jason Nitschke
SBDC Regional Director



Tyler Menzel
SBDC Business Advisor

Great Falls Regional SBDC

Pardue Grain, Inc.



“The assistance we received from Jason Nitschke has yielded phenomenal results in helping our vision become a reality.”
Roger Sammons, President

After operating as a storage facility for six decades, Pardue Grain owners Lisa and Roger Sammons discovered an opportunity presented in business cases published by the SBDC host, the Great Falls Development Authority, that highlighted opportunities for pulse crop expansion within the Golden Triangle. The discovery inspired the Sammons to expand their business to include a pulse processing facility.

Jason Nitschke, Great Falls SBDC Regional Director, began work on the project in June 2017 to assist the Sammons with the financial feasibility, strategic planning, loan packaging, grant writing and team-building with additional resource partners. He referred the Sammons to the Montana Manufacturing Extension Center for assistance in designing the new facility and sourcing the equipment needed for the processing line. Jason continued to provide guidance for three loan applications, a USDA guarantee, three grant applications, marketing assistance, and ongoing project and business management support.

In the winter of 2018, Pardue Grain opened its state-of-the-art, 32,000-square-foot pulse processing facility after attracting more than \$7 million in investment from eight sources of funds. The expansion will significantly reduce transportation costs for Montana growers within the Golden Triangle and create an additional 20 high-wage jobs on the Blackfeet Reservation in Glacier County.