

The Dram Shop

Missoula Regional Success Story



“The SBDC and Advisor Ben Wright have been a great resource to help refine our projections and financials, and manage our business.”

-Zachary Millar,
 Co-Owner

PROBLEM

Zach Millar has extensive experience in the craft beer industry and felt the time was right to open a family-friendly, beautifully designed gathering spot. His dream was to open The Dram Shop in Missoula, but needed help with planning, market research, and developing a vision.

SOLUTION

The Missoula SBDC analyzed Zach’s cash flow projections and provided feedback on margins and profitability. Zach also attended a Profit Mastery training where he gained valuable knowledge and information on financial management and utilizing industry ratios.

IMPACT

The Dram Shop is Montana’s first growler fill station with over 3 dozen craft beer and wine offerings. They have created 6 jobs in Missoula and obtained nearly \$340,000 in financing. Another SBDC success!

“Zach had a great vision and is focused on learning how to grow his successful business.” -Ben Wright, Missoula Business Advisor



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The Missoula Regional Center was hosted by Montana CDC in 2015 under a cooperative agreement with the SBA and Montana Department of Commerce.