



Shandy Hanks Moran
Regional Director

Wolf Point Regional SBDC

Missouri Breaks Brewing

Wolf Point, MT



"I have relied on the expertise the SBDC has provided me for financial projections, business planning and loan packaging. We would not have been able to expand to reach our production goals without their assistance."

Dr. Mark Zilkoski, Owner

Ten years ago, Wolf Point's family doctor, Mark Zilkoski, decided to take his passion for brewing off his front porch and into the microbrewery business. His love of IPAs and their local scarcity encouraged Dr. Zilkoski to make his own. Mark and his wife Myrle opened Missouri Breaks Brewing in 2009 with four drafts. Since its launching, the brewery has grown to produce seven full-time drafts and two seasonal drafts. Popularity of their beer, like the flagship Big Beaver Belchin' Ale, grew so much in recent years they were having a hard time keeping their tasting room stocked. Having worked with the Wolf Point SBDC in the past, Mark again approached them, this time with the prospect of an expansion to fulfill the growing demand.

Shandy Hanks Moran, Wolf Point SBDC Regional Director, worked with Mark to achieve the needed expansion. She assisted with business planning, financial projections, cash flow analysis, and provided market research to evaluate demand for distribution feasibility. Shandy also assisted Mark in reviewing multiple financing options as well as preparing presentations about his growing business to investors and other financial institutions. Mark was ultimately able to secure a commercial bank loan and financing through Great Northern Development Corporation, the Wolf Point SBDC's host organization.

With the help of the Great Northern Development Corporation, Missouri Breaks Brewing was able to obtain a total loan package of \$175,000. With the expansion, the brewery will be able to triple production and begin distributing their beer across Montana. They have grown from one full-time and three part-time employees to two full-time and five part-time positions. With plans for a future storage building, Mark continues to work with Shandy on further improvements to the brewery. Missouri Breaks Brewing sources American-grown malted barley and wheat as well as Montana grown honey, cherries, barley, hops, and pumpkins. The brewery is a host for local events, including an art gallery for local artists, and was the driving force behind the Wolf Point Brewfest, which is now a benchmark event for the local community. Their community impact extends into the production of root beer, which is donated weekly to residents at the Faith Lutheran Home.