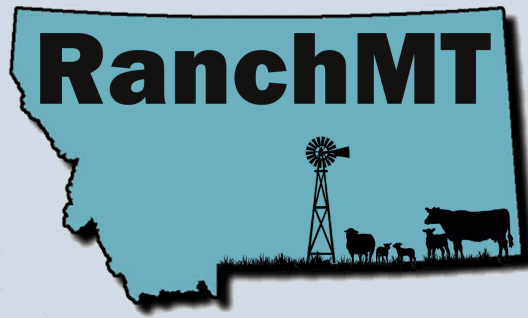


**RanchMT**



**RanchMT Project Partner**

**Sponsorship Packet**



**Winnett ACES, Petroleum County Conservation District, MSU Dan Scott Ranch Management Program, and MSU Extension have collaborated on a new Montana agriculture program called RanchMT that is modeled after the successful beefSD program in South Dakota. The goal of RanchMT is to give beginning ranchers (10 years or less in management) the tools necessary to better manage their ranch businesses. Many topics will be covered in the two year class, including but not limited to:**

- Financial management and planning
- Marketing
- Increasing profitability and managing risk
- Starting from scratch
- Range management and natural resources
- Dos and don'ts of leasing
- Beef herd health, genetics, and nutrition
- Grazing strategies
- Ranch transitions
- Fencing and watering systems
- Land acquisition
- Consumer demands and choices
- Ag policy
- Agriculture economics

**RanchMT will use a cohort model—meaning the same participants will start and complete the program together; working together throughout its duration. The program will be implemented during a two-year period with participants meeting 4-6 times per year.**

**Components of the class will include:**

- Interactive workshops
- Mentoring
- Webinars and other web-based interaction
- Post-weaning calf performance evaluation
- Hands-on case studies
- Out-of-state educational trips

**The first class of RanchMT is expected to start fall of 2025!**



# Outcomes of the Class

*"Providing beginning Montana ranchers with knowledge, resources and a professional network to help make decisions that further their ecological, economic, and social sustainability."*

Understand the need for continuing agriculture education and develop a strategy to do this through other programs and resources.

Establish a strong support network in the cattle industry, and work to foster those friendships and business relationships.

Critically evaluate the current financial status of their operation and conduct an enterprise analysis with the goal of defining strategies to maximize sustainable profitability.

Design and implement a grazing and natural resource plan for their operation.

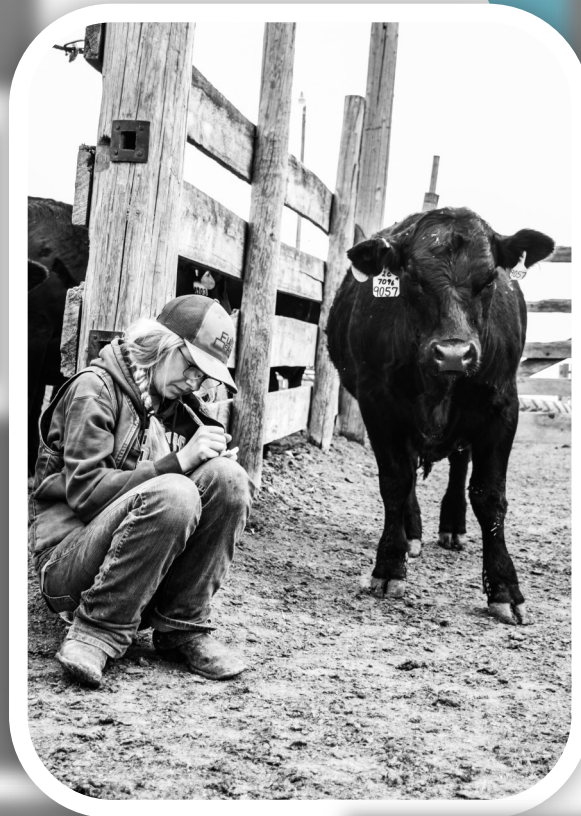
Comprehend the full spectrum of the cattle industry from gestation to consumption and describe the contributions of their operation to the industry or process.

Develop ranch goals, and create a marketing and business plan specific to their operation.

Recognize and evaluate ways to balance work, business, and relationships, to promote personal and family well-being.

Possess the knowledge and tools to develop a working transition plan to ensure younger generations have the opportunity to move back to the ranch.

Identify and evaluate options to increase flexibility and provide a cushion in volatile markets.



Demonstrate the necessary skills in leadership and volunteerism to be stronger contributors to their community and serve effectively on local, state and national boards that align with their skillset and interests.

Assemble and utilize a functioning off-ranch management team; including professionals in legal, accounting and financial planning, estate management, conservation and land management, and experts in livestock health and production.

# Sponsorship Opportunities

*Here are specific needs we have for Class#1.*

Class #1 is projected to start fall 2025

- **Workshop and Case Study Sponsorship**
  - 1 participant for one specific workshop = \$315
  - 1 participant's workshop cost for entire class = \$2,205 (approximately 25 participants)
  - 1 workshop for entire class = \$7,875 (7 workshops)
- **Post-weaning production trip**
  - 1 participant = \$705
  - Entire trip = \$21,150
- **Major Urban Center Trip**
  - 1 participant = \$2,500
  - Entire Class = \$75,000

**Class actual costs:**

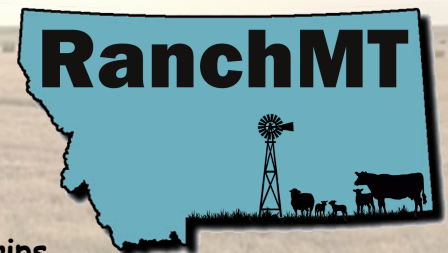
**\$8,835/participant**

**\$220,875/entire class**



*Here are some other ways to help the RanchMT program:*

- Promotion and advertisement
- Sponsor or provide class materials (ex. Name tags, Graduation gifts) and swag for participants
- Workshop instruction on specific course content
- Provide services or products to participants at reduced rates
- Sponsor individual(s)
- Sponsor or provide meals at an in-person workshop
- Sponsor a speaker and associated travel fees
- Sponsor a tour bus or contribute to travel expenses for the trips
- One-time contribution of funds that will be applied to the greatest need



Have another idea on how to help? All Partnerships are customized to create the most benefit for all involved. Let's talk about specific ways you can be involved!

# *Sponsorship Opportunities*

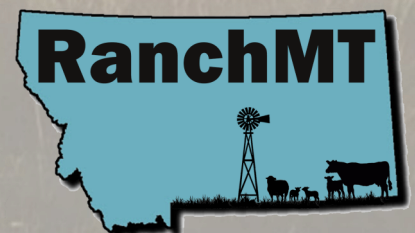
*As a thank you for being involved with RanchMT, we will support  
our Project Partners by:*

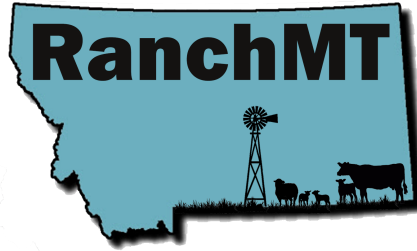
- Highlighting Partner on RanchMT's social media platforms
- Featuring Partner on our website
- Featuring Partner in quarterly RanchMT newsletters
- Give the opportunity to promote programs/services to class participants
- Give the opportunity to supply resources to class participants
- Project Partners may be given the opportunity to teach on a topic of expertise - advertising their business or service or strategy, etc.

**How each Project Partner is able to be engaged will vary greatly.  
Each partnership is customized to help all involved gain the most  
benefit from their commitment!**

If you are interested in becoming a Project Partner, please reach out  
and we will work with you to determine the best way you can be  
involved!

Contact RanchMT's Project Manager—Tienna Canen  
beefmt@gmail.com — (406) 941-2738





## Project Partnership Intent of Commitment

Date:

Organization Name:

Address:

Contact Person(s) and Role:

Contact email:

Other email addresses:

Phone Number:

Organization website:

Please give a short explanation of what your organization does and why you want to be a part of RanchMT?

How are you able to support the RanchMT Program?

**[Workshop and Case Study Sponsorship:** 1 participant for one workshop = \$315; 1 participant workshop costs for entire class = \$2,205; 1 specific workshop = \$7,875 (7 opportunities).

**Post-weaning production trip:** 1 participant = \$705; Entire trip = \$21,150;

**Major Urban Center Trip:** 1 participant = \$2,500; Entire Class = \$75,000

**Other]**

How would you like RanchMT to support you in return? (Ex. Opportunity to provide resources to participants, type of advertising, etc.)

Soonest calendar year that support could be provided.

Any other comments, ideas, or suggestions for the RanchMT Program?

Signed:

✕

*Submit form to Tienna Canen-RanchMT Project Manager ~ beefmt@gmail.com*



**If you would like more information on RanchMT, would like to become a Project Partner, have any questions, or would like to be involved in some way, please contact us anytime!**

**Direct questions to:**

Tienna Canen  
RanchMT Project Manager  
beefmt@gmail.com  
(406) 941-2738

**RanchMT Steering Committee**

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**RanchMT**

