

## Business Technical Assistance



Painted Sky Board members, staff, and partners receive a ceremonial “big check” from USDA Rural Development State Director Jim Isgar and local agency staff.

The Business Technical Assistance Program is an ongoing core program which includes many projects to assist businesses with startup and development needs. The program was developed as a response to Painted Sky’s Area Plan, which emphasizes Economic Development.

Funding for the program comes from USDA Rural Development through the Rural Business Enterprise Program (RBEG). Business Applicants must provide “in-kind” staff time and cash to meet matching fund goals. RBEG does not require a specific percentage of matching funds, but a higher percentage results in a better ranking as this is a competitive grant program with limited funds.

The award of the RBEG allowed Painted Sky to help three entities:

- Blake Family Farm – Our support completed a feasibility study on the potential of setting up a biodiesel production facility including the acquisition of equipment to press seed crops such as sunflower for production of biodiesel. This study demonstrated that the business concept would not be economically viable unless the current prices of diesel fuel increased to above \$4.00 per gallon.
- White Buffalo Farms – Our focus for this effort was the feasibility study on the economical viability for a mobile processing facility which would diversify the farm’s revenue. White Buffalo Farms is the oldest organic farm on the western slope of Colorado. The processing facility would enable expanded production and the ability to sell value-added products. The feasibility study demonstrated that this was a viable opportunity for this organic farm.

Fine Line Industries – The support effort for this start-up business was providing resources to acquire legal advice for incorporation of the company and to develop prototype tools for production of innovative irrigation management equipment.