

GUIDING MONTANA BUSINESSES TO

Success



Nicolas (Nic) Lee owns Glacier Distilling located in Coram, Montana. Glacier Distilling was established in January 2010 and has since seen significant growth in the business. The distillery is right on the way to Glacier National Park, so it is extremely busy in the summer in conjunction with the tourism season. As the business grows, the demand increases and so does the need to create an inventory that can support a growing market. Nic realized that he needed to develop inventory over the winter months and decided to try and find financing that could help him build it up. He also recognized an opportunity to further his knowledge and acquire professional training in the distilling industry using available Incumbent Worker Training (IWT) funds. Chris Parson, Director of the Small Business Development Center at Flathead Valley Community College, worked with Nic to begin crafting a solid business plan and develop cash flow projections, which enabled Nic to begin approaching local banks and other lenders. Glacier Distilling obtained a loan to help increase inventory and be more prepared for the 2013 tourist season. Nic will be utilizing IWT funds once again to gain specific knowledge on developing Brandy, hoping to develop a new product offering. Chris Parson said, "This is another developing and awesome success for a local business that will continue to grow and add jobs for many years!"

"Definitely a must-see!" -yelp

Director: Chris Parson

Client: Nicolas Lee

Impact: Financing Received
Expanded Inventory
IWT Training

