Conference Talking Points

**Session Presentations**

Speakers should begin their presentation with what problem were they trying to solve and how, and include:

Problem: Not so much a problem, as an opportunity. Saw a demand for culinary fryer oil that was not being met by Montana ag producers. Saw a demand for fuel that could be met partially by Montana ag producers. The link is to use oilseeds from Montana for food and for fuel. The missing piece is processing. This grant aimed to link producers with end consumers as well as themselves.

1. Describe the top 1-2 successes and what lead to them.
   1. Partnership with private entity.
   2. Large contract with UM cafeteria system
2. Describe the top 1-2 failures and why.
   1. Canola failed on two fronts-
      1. Needs extra processing
      2. Very little non-GMO
3. What were the top 1-2 challenges and how did you address them? What changes did you need to make along the way?
   1. Food grade certification not attainable- therefore we partnered with someone who could
   2. Small scale of operation led to logistical woes for producers-
   3. Seed cleaning with rye contamination
   4. Seed variety and growing conditions dictate oil quality
   5. Not a lot of operational data on how to correctly refine vegetable oil on a small scale-trial and error with equipment and practices
4. Were there specific regulatory or policy barriers that got in the way?
   1. Food grade certification
   2. Nutritional labeling
5. What sort of state, federal or local resources or technical assistance did you tap, if any? What were any difficulties in doing so?
   1. Mission mountain food enterprise center
   2. HACCP training held by WSU
6. What would you do differently now? Lessons that you can share.
   1. Contract all safflower
   2. Contract greater amounts-even if contracted amount is overgrown, there still seems to be demand.