



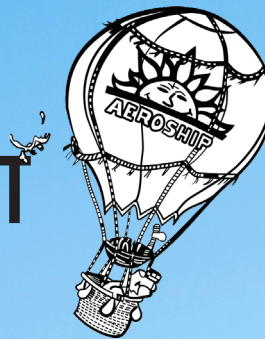
END OF YEAR REPORT 2018

Leading the Way to a More Sustainable Montana



AERO

MEMBERSHIP SUPPORT



AERO MEMBERSHIP POLICY:

We respect that any gift to AERO constitutes a commitment to our mission and vision, and that all financial supporters are deserving of inclusion in our community. Therefore, any donor who has given in the past twelve months is considered to be an active member.

MEMBER BENEFITS:

- *Print copy of the quarterly Sun Times
- *Discounts for Expo/Events
- *Monthly e-newsletter
- *Voting privileges
- *Written member spotlights
- *Social media showcases
- *Being a part of the amazing & supportive AERO family!

550
ACTIVE
MEMBERS

17% ARE
SUSTAINING
MEMBERS

WHAT IS A SUSTAINING MEMBERSHIP?

Your contribution is automatically withdrawn from an account of your choosing. Sustaining memberships can be annual, quarterly, or monthly, and can be set up for as little as \$5/month. We encourage all members to become sustaining members.

AERO'S ANNUAL
MEMBERSHIP DRIVE
IS CONDUCTED EVERY
JUNE

WE DEEPLY APPRECIATE THE GENEROSITY OF OUR MEMBERS AND FINANCIAL SUPPORTERS. THEIR CONTRIBUTIONS FUND THE MAJORITY OF OUR WORK, AND AERO'S IMPACT ON SUSTAINABILITY IS DIRECTLY INFLUENCED BY THEIR GIFTS.

OVER 60%
OF AERO'S
2018 BUDGET
WAS MEMBER & DONOR
SUPPORT

END OF YEAR CAMPAIGN
2017-2018
\$94,000 RAISED*

*INCLUDES ONE DONOR GIFT OF \$67K

END OF YEAR CAMPAIGN
2018-2019
\$16,000 RAISED*

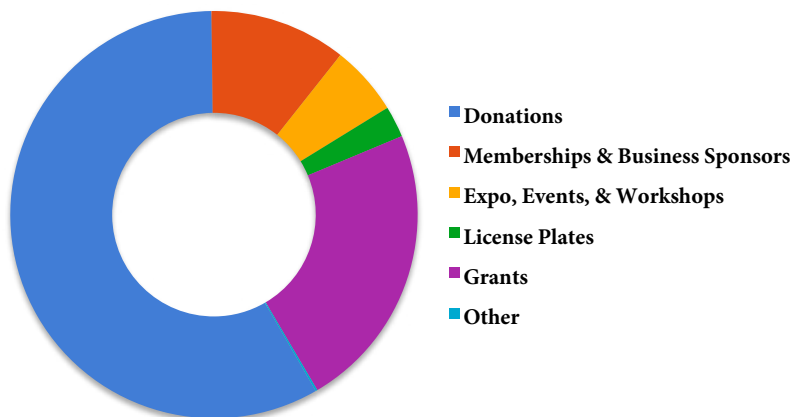
*AERO IS WORKING TO
INCREASE 2019 DONATIONS
TO MEET 60% DONOR SUPPORT

AERO

FINANCIAL SUMMARY

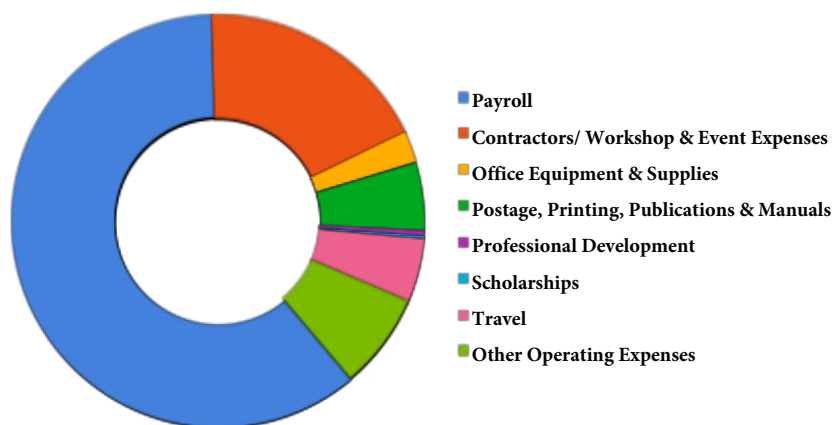
2018 INCOME

Donations	\$141,837
Membership & Business Sponsors	\$26,504
Expo, Events, & Workshops	\$13,545
License Plates	\$6,060
Grants	\$55,673
Other	\$354
Total Income	\$244,143



2018 EXPENSES

Payroll	\$149,124
Contractors/Workshop & Event Expenses	\$45,208
Office Equipment & Supplies	\$6,026
Postage, Printing, Publications & Manuals	\$12,956
Professional Development	\$1,128
Scholarships	\$675
Travel	\$12,389
Other Operating Expenses	\$18,245
Total Expense	\$245,826



THE FOLLOWING FOLKS JOINED AERO AS INDIVIDUAL & BUSINESS MEMBERS IN 2018 THANKS FOR BOARDING THE AEROSHIP!

A-T Ranch
Birds & Beasleys*
Brown's Meadow Farm
Charlyn Scheffelman*
Columbus Farmers Market
Cooper Creek Ranch
Deer Lodge Community
Garden & Farmer's Market
Dodie Andersen*
Farmented Foods
Flathead Lake Cheese
Company
Freedom Gardens
Grotopo
Jim Williams
John Colledge*
John Osgood
Karen Stears*
Kelly Ware
Kendra Proue*
KT-Farms

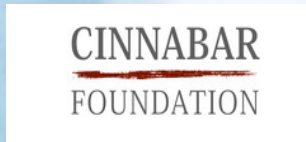
Lincoln Farmer's Market
Littlebird's Marketplace
Seeley Lake Farmers' Market
Lois Huffman*
Lori Byron*
Lynne Carlisle*
Malcolm Gilbert
Marianne Spitzform
Mario Mateo*
East Helena Food & Culture
Hub
Michele Webster*
Missoula Federal Credit
Union
Murrays Restaurant*
Naked Acres
NW Energy Coalition
OnSite Energy Inc
Oxbow Cattle Company
Products of the Prairie
Market

Raging Grannies-Portland
Chapter
Rebecca Meyers
Shelby Market & Music
Shelter Designs
Shields Valley Farmers
Market
Skye Borden*
Soil Cycle
Sun Hands Farm*
The O'Hara Commons &
Sustainability Center*
Third Street Market
Travis Buckelew*
Waste Less Works*
Western Montana Specialty
Foods

(* Indicates Sustaining Members)



THE FOLLOWING FOUNDATIONS AND GRANTING ORGANIZATIONS SUPPORTED AERO'S MISSION IN 2018 THANK YOU



AERO PROGRAM AND PROJECT OUTCOMES

EXPO:

Showcasing excellent examples of sustainability in practice around the state and in our host town, Missoula.

Our biggest event of the year!

200+ participants

14 participatory workshops & discussions

4 off site tours with over 12 locations

32 student presenters from UM & MSU

Meals highlighting Montana farms & ranches

Keynote Speaker: Renowned agroecologist Dr. Miguel Altieri



GROWING FOOD BUSINESSES WORKSHOPS:

Assisting producers with understanding the Food Safety Modernization Act and growing their cottage food business in Montana.

6 workshops across the state

Over 100 attendees

Direct contact with county sanitarians

Workshop feedback used to improve DPHHS trainings

Showcased 10 stories of success and impact, highlighting Montana food businesses & shared these stories widely



ABUNDANT MONTANA DIRECTORY:

The “go-to” guide for local food information in Montana.

Over 400 listings

Includes all 73 Montana Farmers Markets

Collected feedback from users on improving its functionality

Coordinated an Abundant Holiday Harvest showcasing farms and ranches with holiday specials



MONTANA FOOD ECONOMY INITIATIVE:

Providing direct support for communities to identify their most important needs to improve their local food economy and develop a plan to address those needs.

4 communities across the state: Helena, Flathead Valley, Bozeman, & Malta

62 participants in 2018

21 regional discussions in 2018

742 staff hours dedicated to advancing these project outcomes



AERO PROGRAM AND PROJECT OUTCOMES

WILD DINNER:

Taking time to appreciate good company and celebrate the harvest provided by Montana's bounty. Highlighted our common interest in a compassionate land ethic, a commitment to wise stewardship, and a desire to protect Montana's rich environmental resources.

70 guests

Collaboration with

Helena Hunters & Anglers along with
the Montana Wildlife Federation

Attendee feedback was so positive, AERO expanded this program in 2019



Feast goers enjoyed mule deer mushroom pie, rabbit, kale, & brown rice salad, sauerkraut and antelope Brats, smoked Missouri River trout, fresh honeycomb, sourdough bread, curried lentils, chocolate beet cake, and much more!

SOLAR EASE WORKSHOP:

In collaboration with MREA and partners, workshop provided attendees with practical information outlining the pathway to residential solar installation, from beginning to end, and offered a generous Q&A session.

50 attendees

Hosted at Lewis & Clark Library, a solar-powered facility!

Attendees remarked it was a great opportunity to network and move
their plans forward

Residents with newly installed solar on site to answer questions &
talk about their own experience

MONTANA'S AGRITOURISM MANUAL:

The first educational resource of its kind, designed to help Montana agricultural professionals decide whether or not to include agritourism as an additional part of their operation.

Partnership with: USDA, Montana Department of Agriculture,
Department of Commerce, MSU Extensions,
Governor's Office of Economic Development,
Food and Ag Development Center Network, and the Montana's Farmer Union.



ENERGY IN AGRICULTURE SURVEY:

Assessing the current energy makeup of farms and ranches in Montana and gauging the interests, challenges, and opportunities for improving energy efficiency and renewable energy options for producers.

This project was initiated with support from the High Stakes Foundation





P.O. Box * 1558 Helena, MT 59624 * PH: 406-443-7272 * www.aeromt.org

NONPROFIT ORG
U.S. POSTAGE
PAID
HELENA, MT
PERMIT NO. 213

AERO STAFF

Jenn Battles

Executive Director

Jackie Heinert

Local Food Systems Coordinator

Kate McLean

Office Manager/

Member Services Coordinator

Brian Moody

Outreach Coordinator

AERO BOARD OF DIRECTORS

Dodie Andersen

Grace Brogan

Theresa Cox

Janet Hess-Herbert

Mark Juedeman

Robin Kelson

Amelia Liberatore

Rebecca Meyers

Kendra Proue

2019 AERO EVENTS

MAY 20: JANE KILE SCHOLARSHIP APPLICATION PERIOD OPENS

JUNE 1: ANNUAL MEMBERSHIP DRIVE KICK-OFF

AUGUST 6: BUNKHOUSE BREWERY PINT NIGHT IN BOZEMAN

SEPTEMBER 9: BLACKFOOT RIVER BREWING CO. PINT NIGHT IN HELENA

OCTOBER 25-27: AERO EXPO AND ANNUAL MEETING IN BOZEMAN



AERO Board and Staff (Not pictured: Kate, Grace, & Theresa)