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It is MEDA's privilege to submit this second report for this contract period to the Governor's Office of Economic Development, Montana Department of Commerce, Montana Department of Labor and Industry and Montana BEAR Team participants regarding Business Expansion and Retention (BEAR) Program activity in the state.

The following is a summary of MEDA BEAR activities as provided for in the Scope of Work under Amended Contract MT-MIM-ED-10-01 for the month of August 2009.

ACTIVITY REPORT FOR AUGUST 2009

IWT IMPLEMENTATION

As most of those involved with the Montana BEAR Program know, August 3rd was to be the rollout for the SB388 IWT funds to be made available. The delay is due to the need for administrative rules to be written, especially regarding the application process and the grant award process. David Morey, 21st Century Workforce, is meeting with partners involved with the IWT implementation to assist with the proposed rules.

BEAR TRAINING HELD IN HAMILTON

A BEAR training was held in Hamilton on August 25th. Attendees (pictured below) were from the Hamilton and Missoula area, representing Job Service, Bitterroot Valley Chamber of Commerce and one business owner.



BEAR INVITED TO RENO

A conference call was held with Linda Beck and Brian Edwards, Big Sky EDA, to prepare for the Montana BEAR Program presentation for the International Economic Development Council Annual Conference, in Reno, NV, on October 5th. The Montana BEAR Program is to be featured because of its success story in collaboration on a statewide basis, its affordability and unique innovations such as the Incumbent

Workforce Training pilot project. The Governor's Office of Economic Development is making the trip possible.

ABC CLINICS

Presenters are lined up for the ABC Clinics: Terry Myhre, Helena, Sept. 2; Dale Mahugh and Jim Smitham, Butte, Sept. 10; Carrie Mantooth and Lew Jones, Lewistown Sept. 23 and Linda McNeill, Great Falls Sept. 24.

MISC. TEAM UPDATES

- ❖ Great Northern Development and Montana Job Service partnered to conduct the first ever BEAR visit in Sheridan County!
- ❖ Southwest Montana BEAR Team continues to meet every other Monday to discuss business news and to spot potential BEAR clients.
- ❖ Lincoln County: BEAR Team meeting is set for October 7th at the Eureka Chamber of Commerce.

STATEWIDE BEAR UPDATE

Productivity by Geography

These figures demonstrate the number of businesses contacted per region in August 2009

TOTAL INTERVIEWS: 12

Yellowstone County - 4

Cascade County – 1

Gallatin County - 3

Sheridan County – 1*

Ravalli County - 2

Carbon County - 1

*first visit!

Productivity By Outreach Specialists and Volunteers August 2009

The count of interviews will not equal the number of outreach specialists due to the inclusion of other outreach specialists in the data collection.

Outreach Specialist	Records	
Axtell, Nancy	2	17%
Bertolino, Joel	1	8%
Edwards, Brian	4	33%
Gardner, DeLynn	1	8%
Hardy, Barbara	1	8%
Hartman, Kendall	1	8%
Hintz, Lorene	1	8%
Hughes, Mike	1	8%
Knutson, Teri	2	17%
cNeill, Linda	1	8%
Mousley, Heather	2	17%
Shyne, Mark	1	8%
Slane, Gary	1	8%
	Total	12

Note: The count of records will not equal the total displayed due to the inclusion of other outreach specialists.

Referral Reports for August 2009:

Summary Statistics	8/1/2009 - 8/31/2009
Generated Referrals:	12
Successfully Closed Referrals:	5
Time Spent (in hours):	12
Jobs Created	25
Jobs Retained	16

Type of need of successfully closed referrals:

Need	Count
Financing/capital	4
Entrepreneurship	1

HEARD AROUND THE STATE

Montana business owners had the following to say this month about--

Training:

- ❖ The purpose of this business requesting a BEAR consultation is to access Incumbent worker training grant funds.
- ❖ A training grant will help improve fundraising, build program capacity, increase operational efficiency, and learn more about effectively spreading programming in rural states. At present any training expenses negatively impact outreach-every \$25 spent on training means another student is unable to be served.
- ❖ Staff needs medical training and accounting software, ie: Quickbooks. Would like to bring medical billing in-house instead of out sourcing.
- ❖ Interested in Incumbent Worker Training for specific niches, marketing, business classes.

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