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It is MEDA's privilege to submit this report for the current contract 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-11-01 for the month of April 2011.

ACTIVITY REPORT FOR APRIL 2011

IWTG UPDATE

During the MEDA Annual Meeting, Friday, April 29th, Dave Morey, MDLI 21st Century Workforce Program Director provided an update on the IWTG program to date. In summary, Dave is very pleased with the statistics gathered to date. Dave provided information on IWTG activity as of January 31, 2011 but will soon release figures as of the end of April. Dave also noted the IWTG funds came through the legislative session secure and unchallenged.

BEAR WORKING GROUP MEETING



The MEDA BEAR Working Group met during the MEDA 2011 Spring Conference on Friday morning, April 29th, during breakfast at the Bozeman Holiday Inn. Pictured Left to Right: Michael Jackson, Heather Mousley, Mike O'Rourke and Dave Morey. Items for discussion included: IWTG statistics, future funding, the Great Falls team and the excel spreadsheet for processing IWT grants. For more information please read the minutes at <http://www.medamembers.org/BEARWGMinutesApril292011.doc>

DILLON BEAR TEAM TRAINING

A preliminary training has been set for Dillon, Wednesday, May 25th at 10:00am. The introductory presentation was arranged by Marilyn Ohman, Manager of Butte Job Service.

STATEWIDE BEAR UPDATE

Activity by Geography

These figures demonstrate the number of businesses contacted per region in April 2011

TOTAL INTERVIEWS: 27

Flathead County – 8

Deer Lodge County – 2

Yellowstone County - 10

Lake County - 1

Park County - 1

Cascade County - 1

Stillwater County - 2

Ravalli County - 2

Activity By Outreach Specialists and Volunteers APRIL 2011

Outreach Specialist	Records
Betley, Zanya	1
Boyle, Cal	1
Burch, Susie	2
Cortright, Shirley	1
Cunningham, Carol	1
Davison, Jim	1
Edwards, Brian	10
Hardy, Barbara	1
Hartman, Kendall	2
Jackson, Mike	6
Kramer, Melissa	2
McCarthy, Mora	3
McNeill, Linda	1
Mousley, Heather	1
O'Rourke, Gloria	1
Pintz-Cole, Joann	4
Shyne, Mark	1
Thomas, Diana	1
Turner, Gib	1

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

Referral Reports for April 2011

Summary Statistics	
Generated Referrals:	15
Successfully Closed Referrals:	11
Time Spent (in hours):	10
Projected Value of Service:	\$475
Estimated Total Cost Savings:	\$100,000
Estimated Total Increase in Revenues:	\$100,000
Jobs Created:	4
Jobs Retained:	1
Public Investment:	\$14,260

Type of Need for Referrals

There were 15 referrals made in April with eleven successfully closed. The closed referrals provided resources on:

Domestic/global marketing and sales	2
Entrepreneur/Management	4
Financing/Capital	1
Workforce/Training	4

HEARD AROUND THE STATE

Employers had the following to say this month:

- Economic conditions caused a slowdown of this business and they had to lay off some employees at this time.
- Owner allows employees to bring in their own music and feed enthusiasm for learning and creating a team... collaborative leadership style
- I am particularly interested in making my business sustainable. If I can learn that, it will be the most valuable part of the program."
- Workforce has been on the job for a long period of time. Employers are constantly training and are very efficient at what they do.
- Biggest workforce challenge with staff is to increase professionalism of entry level, recent graduates.
- Retention is difficult because of ability to offer competitive wages as business is a non-profit

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