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It is MEDA's privilege to submit this 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-11-01 for the month of August 2010.

ACTIVITY REPORT FOR AUGUST 2010

MACE INVITE

Representatives of the BEAR Program will be presenting during the Montana Association of Chamber Executives conference, in Dillon, on October 11th. This is a great opportunity to share information on BEAR and the IWT program to chamber leadership across the state.

ENNIS TRAINING



Debbie Berg, Bozeman Job Service, organized a BEAR Training in Ennis, Montana, to pave the way for the BEAR program to begin in Madison County.

Participants included (left to right) Jack Dittman, West Yellowstone Job Service, Michele Letendre, Bozeman Job Service, Pierre Martineau, Mayor of West Yellowstone, Warren Harden, Headwaters RC&D, Debbie Berg, Bozeman Job Service and Sam Korsmoe, Madison County.

MEDA BEAR WORKING GROUP ACTIVITIES

The MEDA BEAR Working Group met via conference call on August 16th and discussed the following:

- **SURVEY MODIFICATIONS**

The Montana Retention Survey was fine-tuned by the MEDA BEAR Working Group and sent on to the experts at ExecutivePulse for final review. Mike and Gloria will meet via conference call with ExecutivePulse on September 2nd before launching the new survey.

- **2010 BEAR ROUNDUP**

The date has been set for the 2010 BEAR Roundup: Monday, November 15th at 10:00am. The MEDA BEAR Working Group suggested one item on the agenda is a resource to assist small businesses deal with pending health insurance changes. Gloria is working with a resource recommended by the Missoula BEAR Team to address the topic. The agenda committee is Tracy McIntyre, Shawn Mohr and Mike and Gloria O'Rourke.

- **MARKETING MATERIALS**

Still on the to-do list is the task of creating more specific marketing materials aimed at recruiting referral and assessment team members. Shawn offered to assist Gloria in this work. Due to Shawn's background in Spanish, some of the materials could be used for the migrant population as well.

STATEWIDE BEAR UPDATE

Productivity by Geography

These figures demonstrate the number of businesses contacted per region in August 2010

TOTAL INTERVIEWS: 12

Fergus County - 1

Park County - 1

Yellowstone County - 4

Missoula County - 2

Ravalli County - 2

Flathead County – 2

Productivity By Outreach Specialists and Volunteers August 2010

Bailey, Kathie - 1

Betley, Zanya - 2

Deterick, Dale - 1

Edwards, Brian - 4

Geise, Bob -1

Jackson, Mike - 2

Judd, Vicki - 1

Klaman, John – 1

Long, Sandra - 1

McCarthy, Mora - 2

Medina, Zack – 1

Meyers, Jessica - 1

Mousley, Heather - 2

Rasmussen, Jodie - 1

Strand, JR - 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 August 2010:

Generated Referrals: 7

Successfully Closed: 3

Type of need of successfully closed referrals:

Entrepreneurship/management – 1

Domestic/Global Marketing and Sales – 1

Local Government Services - 1

HEARD AROUND THE STATE

Montana business owners had the following to say:

- Best practices are community involvement and empowerment of staff.
- Challenge: the constant increase in changes in technology and the cost for those changes.
- Owner needs applicable skills to run the business as it grows, and provide the services he/she currently pays other people to do.
- Company is interested in how to be "eco-friendly"
- Healthcare legislation is a huge concern, including the costs to the business

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