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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 July 2010.

ACTIVITY REPORT FOR JULY 2010

IWT UPDATE -

Chris Wilhelm provided an update on the IWT Grant Program:

- Updates and final revisions for the IWT forms are just about completed.
- The email distribution list is now up; please contact gloria@medamembers.org and she will send your email address along to Chris.
- Fiscal Year End numbers are not quite available but should be available by this time next month.

Regarding the actual IWT application process, Chris is requesting:

- Do make your signature as clear as possible when you sign as the approving agency representative.
- Remember that out-of-state transportation and lodging cannot be matched with wages; it must be a cash match.
- If an agency denies a training, submit the form to MDLI along with the application. MDLI will then issue appeals process information to the employer.

THIS-n-THAT

The Bozeman BEAR Team has been reaching out to Madison County and the communities of West Yellowstone and Virginia City. A BEAR meeting is pending in August.

MEDA BEAR WORKING GROUP ACTIVITIES

- **SURVEY MODIFICATIONS**

Mike and Gloria have a draft revision in place and recently shared it with ExecutivePulse experts and the MEDA BEAR Working Group. A conference call has been set for August 16th at 10:00am to fine-tune the survey.

- **2010 BEAR ROUNDUP**

Using previous agendas as a starting point, Tracy, Shawn and Gloria will work on a draft agenda for the 2010 BEAR Roundup which will be a conference call format.

- **MARKETING MATERIALS**

In a previous call, a request was made for 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 July 2010

TOTAL INTERVIEWS: 16

Cascade County - 1

Park County - 2

Yellowstone County - 6

Granite County - 1

Ravalli County - 3

Butte/Silver Bow County – 2

Stillwater County - 1

Productivity By Outreach Specialists and Volunteers July 2010

Betley, Zanya - 2

Edwards, Brian - 6

Rebecca Engum - 1

Warren Harden - 1

Hartman, Kendall -1

Kramer, Melissa - 1

Mahugh, Dale - 1

Mousley, Heather - 3

O'Rourke, Gloria - 1

Ohman, Marilyn - 1

Smitham, Jim – 1

Vannatta, Jeremy - 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 July 2010:

Generated Referrals: 11

Successfully Closed: 12

Type of need of successfully closed referrals:

Entrepreneurship/management – 1

Financing/Capital - 1

Domestic/Global Marketing and Sales – 5

Operations/Production – 3

Workforce Training/Development - 2

HEARD AROUND THE STATE

Montana business owners had the following to say:

- Business has slowed but optimistic on waiting for the upturn.
- Employer still having a hard time finding those workers who are self motivated (will just sweep the floor without being asked.)
- Appreciates opportunity to apply for IWT Grant training on new equipment for business.
- Additional state dollars are not going to local (within the state) contractors and sites Wyoming as a good example. If state \$ is involved a contractor within the state gets the job.
- Waiting to see what happens with the economy before opening more stores across the state and in the neighboring states as well.
- Students coming out of the local public school system are ready to go to work. School-to-work program in Hamilton High School has been instrumental.

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