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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-MEDA-ED-12-01 for the month of July 2011.

ACTIVITY REPORT FOR JULY 2011

HERE AND THERE BEAR

Several BEAR Teams are re-energizing around the state. Helena will hold a get-together on September 16th; more details available soon. Great Falls is holding a no-host luncheon, organized by Sweetgrass Development, to discuss all things BEAR in the Sweetgrass region. Lincoln County is looking into revving up its program once again. If your BEAR Team needs a refresher, contact the BEAR office to set a date, location and time.

DILLON BEAR ON THE MOVE

Not one but two trainings are scheduled for Dillon. On August 2nd, the purpose of the training will be to establish the Dillon area BEAR Team. On August 4th, various business owners and employers will be present to learn why BEAR, IWTC and other programs are terrific resources for their business. Dillon BEAR Team anchors have been participating in the bi-monthly Southwest Montana BEAR Team calls.

IN-KIND FOR MMEC

One of BEAR's terrific partners is Montana Manufacturing Extension Center (MMEC). All BEAR Team members are asked to fill out the attached in-kind contribution when working with manufacturers during the BEAR process. It is sometimes a challenge to meet in-kind match and this will assist MMEC in reaching their match reporting goals. The form is quick and easy to fill out. Thank you!

STATEWIDE BEAR UPDATE

Activity by Geography

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

TOTAL INTERVIEWS: 22

Flathead County – 9

Ravalli County - 1

Yellowstone County - 9

Gallatin County - 1

Fergus County - 1

Cascade County - 1

Activity By Outreach Specialists and Volunteers JULY 2011

| Outreach Specialist | Records | Percent |
|---------------------|---------|---------|
| Allen, Beth | 2 | 9 |
| Burch, Susie | 1 | 5 |
| Edwards, Brian | 9 | 41 |
| Foster, Julie | 1 | 5 |
| Funderburg, Sabrina | 1 | 5 |
| Graetz, Kara | 1 | 5 |
| Hansen, Ryan | 1 | 5 |
| Hardy, Barbara | 1 | 5 |
| Jackson, Mike | 8 | 36 |
| Mantooth, Carrie | 1 | 5 |
| McCarthy, Mora | 2 | 9 |
| McNeill, Linda | 1 | 5 |
| O'Brien, Rick | 1 | 5 |
| Vannatta, Jeremy | 1 | 5 |

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 2011

Generated referrals: 13

Successfully closed: 2

Type of Need for Generated Referrals

The referrals provided resources on:

| | |
|-------------------------------------|---|
| Domestic/global marketing and sales | 1 |
| Entrepreneur/Management | 1 |

HEARD AROUND THE STATE

Business owners and managers had the following to share during interviews in July:

- The company had all business plans in place. However, even though they exist the plans are not useable in their entirety due to changes in the economy and the housing market.
- The declining economy has hit this company pretty hard. The company has had three layoffs in the last three years that took their employee count from 25 to 10. Income went from over one million down dollars to \$300,000 in the past year.
- Owner wants to learn what resources are available to help his business grow regarding financing, marketing, social media and IWT.
- The owner has good ideas for working within the confines of the down economy; there may be potential to implement some of the company's needs that would enable them to slowly grow sales and hire a few additional employees in the next 24 months.

Montana Manufacturing Extension Center
Non-Cash Contribution Form Send to: bryant.higgs@coe.montana.edu

| | |
|------------------------------------|--|
| Description of Contribution | |
| Date of Contribution | |

| PERSONNEL SERVICES (Value of time contributed to MMEC) | | |
|---|-------|-----------|
| Description | Hours | Amount \$ |
| Preparation Time | | |
| Travel Time | | |
| Event/Activity Time | | |
| <i>SUBTOTAL</i> | 0.00 | \$0.00 |

| MATERIALS (Type and value of materials contributed, e.g. software, supplies, freight/postage, printing, etc.) | |
|--|-----------|
| Description (specify) | Amount \$ |
| | |
| | |
| | |
| | |
| <i>SUBTOTAL</i> | \$0.00 |

| TRAVEL (Value of travel expenses contributed - receipts not required) | | |
|--|----------------------|--|
| Description | Amount \$ | |
| Air Travel | | |
| Lodging | | |
| Meals | | |
| Car Rental | | |
| Taxi | | |
| Parking Fees | | |
| Personal Vehicle: | | |
| <i>cost per mile</i> | <i>total mileage</i> | |
| <i>SUBTOTAL</i> | \$0.00 | |

| REAL & EXPENDABLE PROPERTY (Value of items contributed) | |
|--|-----------|
| Description | Amount \$ |
| Equipment | |
| Facility Rent | |
| Furnishings | |
| Other | |
| <i>SUBTOTAL</i> | \$0.00 |

| TOTAL VALUE OF CONTRIBUTIONS | |
|-------------------------------------|---------------|
| TOTAL | \$0.00 |

IMPORTANT NOTE: This information is subject to audit by sponsoring federal agency and MMEC program administration.

Please attach any available supporting documentation

REQUIRED INFORMATION

| | | | |
|----------------------------|--|--|--|
| Organization/Company | | | |
| Contributor's Name (print) | | | |
| Contributor's Phone & Fax | | | |
| Contributor's Email | | | |

Contributor's Signature _____ **Date** _____

MMEC Signature _____ **Date** _____