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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 June 2011.

ACTIVITY REPORT FOR JUNE 2011

MINI-ROUNDUP: MISSOULA, LAKE AND FLATHEAD COUNTIES

What was supposed to be a BEAR Team Training turned into a mini-BEAR Roundup. Seasoned members of BEAR and IWTG met on June 28th at Lake County Community Development and exchanged ideas and best practices regarding all things BEAR. Missoula, Lake and Flathead County teams were represented.



Left to right above: George Palmer, Missoula Job Service; Luke Walawander, Lake County Community Development; Mona McCarthy, Flathead Job Service; Carol Cunningham, Lake County Community Development; Mike Jackson, Flathead Job Service; Amber Zygutis, Lake County Job Service, Whitney Cantlon, Lake County Job Service, Todd Erickson, Lake County Job Service and Gib Turner, Lake County Community Development.

DILLON PLANS TRAININGS

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, IWTG and other programs are terrific resources for their business.

FISCAL YEAR END

As you no doubt know by now, June 30th was the date for IWTG Fiscal Agreements to have been signed to utilize FY11 funds. If you have an IWTG Fiscal Agreement that was not signed by June 30th, the funds will be allotted from FY12. If you need more details, please contact Chris Wilhelm, MDLI at 406.444.3351.

STATEWIDE BEAR UPDATE

Activity by Geography

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

TOTAL INTERVIEWS: 31

Flathead County – 15

Deer Lodge County – 1

Yellowstone County - 10

Lake County - 1

Ravalli County - 1

Missoula County - 2

Fergus County - 1

Activity By Outreach Specialists and Volunteers JUNE 2011

Outreach Specialist	Records
Bennert, Tammy	1
Bolender, Doug	1
Boyle, Cal	1
Burch, Susie	1
Cunningham, Carol	1
Edwards, Brian	10
Erickson, Todd	1
Funderburg, Sabrina	1
Jackson, Mike	13
Long, Sandra	1
McCarthy, Mora	2
Meyers, Jessica	1
Mousley, Heather	1
O'Rourke, Gloria	1
Palmer, George	1
Parson, Chris	1
Rasmussen, Jodie	1
Schneeberger, John	1
Tartaglino, Genia	6
Vannatta, Jeremy	2

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 June 2011

Generated referrals: 9

Successfully closed: 0

Of the 9 referrals, 7 are informational; two are project driven.

Type of Need for Generated Referrals

The referrals provided resources on:

Domestic/global marketing and sales	1
Entrepreneur/Management	2
Workforce/Training	2
Local Gov't Services	2
State Gov't	1
Product Development	1

HEARD AROUND THE STATE

Here are some of the comments pulled from ExecutivePulse regarding our BEAR Team efforts. Some comments are positive, and some are constructive:

- Appointment made quickly and efforts to get IWT so organized and swift.
- Both Outreach Specialists were enthusiastic, helpful and informative in providing information and answering questions about the Montana BEAR Program.
- A lot of information was gathered, but not much provided. Additionally, I was not given any direction on what to do next other than that someone would contact me soon. I left the meeting not really knowing what to expect next or how, if at all, the BEAR program would be able to assist me in my goals.

- I found this interview and the subsequent IWT application process to be very professional and easy. I only wish that I had known about the services before now.
- I needed more specific information on BEAR programs that I could utilize.
- Wonderful! I already gave the interviewer other business names that I thought could benefit from BEAR.

MEDABEARReportJune11.doc