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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 September 2010.

ACTIVITY REPORT FOR SEPTEMBER 2010

NEW MONTANA RETENTION SURVEY!

It is here! The new Montana Retention Survey is now ready for your use. Be sure everyone on your BEAR Team has a copy of the new survey. The new version is user-friendly and encourages a more conversational style of interview. The old data is still available under Historical Data Downloads. Thanks to the MEDA BEAR Working Group for making the revised survey a reality.

SPECIAL PROGRAM PLANNED FOR 2010 BEAR ROUND UP

The agenda is set for the 2010 BEAR Roundup, to be held via webinar on November 15th, 10:00am – 11:30am. As many businesses are asking Outreach Specialists how insurance reform will affect them, Payne Financial has offered to make a presentation during the Roundup. Following the Payne Financial presentation, Dave Morey, 21st Century Workforce, MDLI, will provide an update on the IWTG. Finally, Laith Wardi, ExecutivePulse will wrap up by encouraging local BEAR Teams to utilize ExecutivePulse for community and/or regional needs. Stay tuned for more information.

IWT NUMBERS

Christine Wilhelm shared a few numbers regarding IWTG activity. Needless to say, they are impressive:

Number of Grant Applications Processed April 16—June 30, 2010 (2.5 months)	Number of Grant Applications Processed July 1—September 10, 2010 (2.5 months)	Total Amount Granted to Date
46	72	\$117,000**

** Due to establishing rules the program could not be launched until April 16, 2010. The high level of activity in just six months indicates the need and usefulness of this program

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.

STATEWIDE BEAR UPDATE

Productivity by Geography

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

TOTAL INTERVIEWS: 24

Carbon County - 1	Park County - 2	Yellowstone County - 4
Missoula County - 4	Ravalli County - 2	Flathead County – 7
Deer Lodge County - 1	Lewis & Clark – 2	Silver Bow County – 2
Musselshell County - 1		

Productivity By Outreach Specialists and Volunteers September 2010

Bertolino, Joel	1	Meyers, Jessica	1
Betley, Zanya	2	O'Rourke, Gloria	2
Davison, Jim	1	Palmer, George	2
Edwards, Brian	5	Rasmussen, Jodie	1
Edwards, Rick	1	Reetz-Stacey, Diana	1
Elder, Wade	1	Schubring, Del	2
Harden, Warren	1	Smitham, Jim	1
Haueter, Terri	1	Vannatta, Jeremy	2
Jackson, Mike	7	Zdinak, Andy	1
Kennedy, Barb	2	TOTAL	24
Mantooth, Carrie	1		
Medina, Zack	1		
Meyers, Jessica	1		
O'Rourke, Gloria	2		
Palmer, George	2		
Rasmussen, Jodie	1		
Reetz-Stacey, Diana	1		
Schubring, Del	2		
Smitham, Jim	1		
Vannatta, Jeremy	2		
Zdinak, Andy	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 September 2010:

Generated Referrals: 3

Successfully Closed: 3

Type of need of successfully closed referrals:

Entrepreneurship/management – 2

Finance/Capital - 1

HEARD AROUND THE STATE

Montana business owners had the following to say about their BEAR visit this month:

- It was a pleasure to meet with the BEAR Team. It's nice to know that there are people who want to help people achieve their goals.
- I enjoyed speaking with the BEAR Team. They were helpful and engaging.
- Pleasant and professional to work with.
- Friendly, informative and invited questions.

MEDA BEAR Report Sept 10.doc