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It is MEDA's privilege to submit this report for the current contract to 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-17-01 for the month of October 2016.

ACTIVITY REPORT FOR OCTOBER 2016 MONTANA BEAR PROGRAM HIGHLIGHTS

NEW OUTREACH VISITS IN OCTOBER

BEAR Teams across Montana are at it again as fourteen BEAR visits were entered in the BEAR database in October. Great work, everyone!

- Butte/Silver Bow County – 3; Pam Haxby-Cote
- Bozeman/Gallatin County - 8; Warren Vaughan
- Helena/Lewis and Clark County – 2; Dave Laber
- Glendive/Dawson County – 1; Amy Deines and Shannon Kadrmas

TRAINING OPPORTUNITY



Pre-Leadership Summit IEDC Professional Development Training Course

IEDC stands for International Economic Development Council and serves as the professional training group for those working in economic development. This BRE (or as we read it BEAR) training is top-notch. Who wouldn't want to be in Florida in January?

[Training Course: Business Retention and Expansion](#)

Dates: January 26-27, 2017
Location: Jacksonville, FL

JSEC and BEAR in HAMILTON NOVEMBER 15th

Mike and Gloria have been asked to present during a JSEC meeting, in Hamilton, on November 15th. BEAR topics will include the importance of business expansion and retention outreach, various BEAR models around the state, and the mechanics of BEAR.

CHECK OUT THE SUMMARY

If you had to miss the [MEDA Fall Conference](#), you can enjoy the photos and presentations by



viewing the conference summary. Be sure to check out Rick Edwards' presentation on working in a multi-generational office.

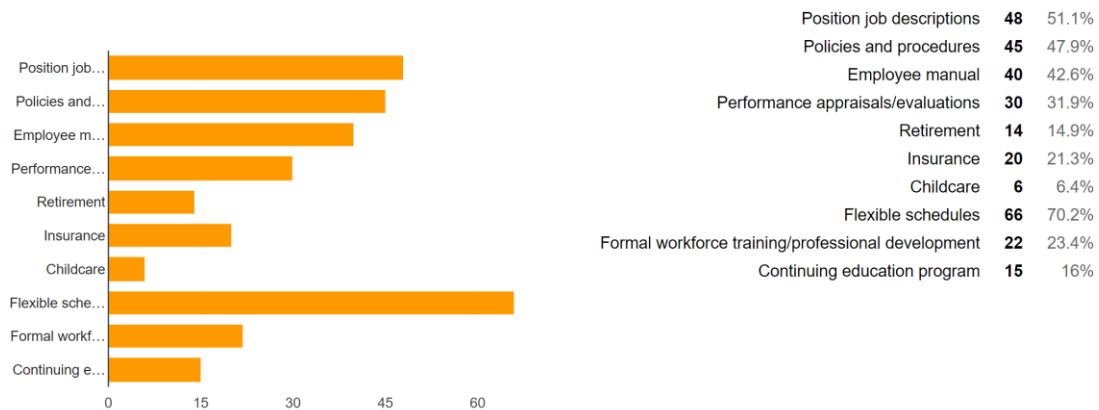
IWT UPDATE

Montana Dept. of Labor will likely submit legislation that will remove the SBDC/BEAR/MMEC recommendation step as part of the IWT grant application process. Without the referral from SBDC, MMEC, or BEAR, a business could directly apply to IWT funding from the state. As not all areas are readily served by SBDC, MMEC, or BEAR, this change will allow direct access for an employer to apply for incumbent worker training assistance.

AND THE SURVEY SAID...

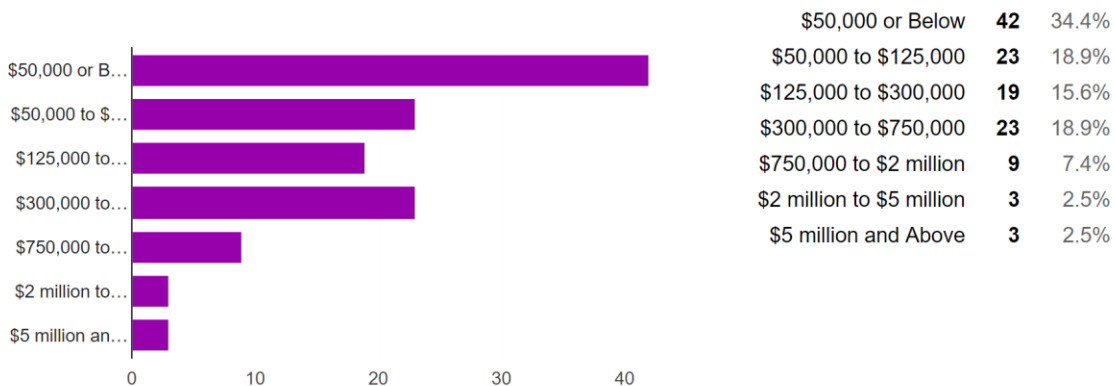
Here are some graphs that demonstrate the data gathered todate from our BEAR Teams.

Do you have the following available for your business and employees:



Marketing and Sales

Annual Sales



Indicate the business employment trends:

