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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 December 2011.

## ACTIVITY REPORT FOR DECEMBER 2011

### MEDA BEAR WORKING GROUP CALL

A MEDA BEAR Working Group conference call was held December 19<sup>th</sup>. Here are some of the highlights:

- **IWTG** -- Dave Morey reported the IWTG program continues to do well and good applications are being submitted. The program is maturing so that applicants have a good understanding of expectations and the procedures involved. In the near future, Dave and Chris Wilhelm will compile a field manual for those completing the applications and making recommendations. The manual would serve as a reference guide. Dave will also compile in the near future a comprehensive report on how the program is doing. Chris encouraged everyone to remember to place in the application the date of the training requested. The date is a key data point for the application.
- **2012 BEAR Roundup** -- The MEDA BEAR Working Group recommended holding a BEAR Roundup in 2012. An hour during the MEDA conference is not enough time to accomplish the training, networking and problem solving that occurs during a Roundup. BEAR will be a topic during the RCC conference scheduled for May 15<sup>th</sup> and 16<sup>th</sup> which may be an appropriate time for the Roundup. The MEDA Conference, to be held February 28<sup>th</sup> and 29<sup>th</sup> is also an option.
- **Brochure Update** -- Thanks to the Governor's Office of Economic Development, the current BEAR Brochure will be updated and printed. Those on the call submitted suggestions, additions and changes to the draft version provided by Vauthier|Ferguson.

Minutes of the call are available at <http://www.medamembers.org/groups/bear/bear-minutes/>

### STATEWIDE BEAR UPDATE

#### Activity by Geography

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

TOTAL INTERVIEWS: 20

Flathead County – 3

Lincoln County - 1

Yellowstone County - 5

Park County - 1

Gallatin County - 3

Missoula County - 5

Lake County - 2

## Activity By Outreach Specialists and Volunteers December 2011

The count of interviews will not equal the number of outreach specialists due to the inclusion of other outreach specialists in the data collection.

Outreach Specialist	Records
Allen, Beth	1
Allred, Jessica	1
Edwards, Brian	5
Erickson, Todd	2
Graetz, Kara	2
Hansen, Ryan	1
Jackson, Mike	3
Long, Sandra	1
Martell, Kari	1
McCarthy, Mora	2
Miranda-Freer, Brigitta	2
Parson, Chris	1
Rhodes, Laura	1
Shyne, Mark	2
Strand, JR	2
Turner, Gib	1

### ***Referral Reports for December 2011***

Generated referrals: 77

Successfully closed: 62

### ***Type of Need for Generated Referrals***

The referrals provided resources on:

NAICS Codes	Count
23 - Construction	7
31 - Manufacturing, (food, beverage, etc.)	3
42 - Wholesale Trade	1
44 - Retail Trade, (motor vehicle, furniture, etc.)	5
45 - Retail Trade, (sporting goods, book, music, etc.)	4
48 - Transportation and Warehousing, (air, rail, truck, etc.)	11
52 - Finance and Insurance	2

54 - Professional, Scientific, and Technical Services	9
56 - Administrative and Support and Waste Management and Remediation Services	3
61 - Educational Services	1
62 - Health Care and Social Assistance	8
71 - Arts, Entertainment, and Recreation	11
72 - Accommodation and Food Services	3
81 - Other Services (except Public Administration)	9
<b>TOTAL</b>	<b>77</b>

### ***HEARD AROUND THE STATE***

Business owners and managers had the following to share in December:

- Owners business plan is to be careful of purchases, understand and know what is bought, be responsive to customer's needs and to be able react quickly to those needs and demands.
- Hiring has as much to do with connections employees may already have in the field as it does with skill.
- Employees are receiving raises
- Difficult for urban based potential employees to go to rural environment.
- Team approach to team survival: employees took a pay cut instead of a layoff of a co-worker.
- Would like more capital for marketing and product research and development.

MEDABEARReportDec11.doc