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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 January 2012.

## ACTIVITY REPORT FOR JANUARY 2012

### 2012 BEAR ROUNDUP

The 2012 BEAR Roundup will be held just prior to the MEDA conference on the morning of February 28<sup>th</sup>, from 9:00am to 11:30am, in the Lewis and Clark Room at the Red Lion Hotel, Helena. On the agenda: 2011 BEAR Annual Report – Impact of the Statewide BEAR Program, ExecutivePulse Update, IWT Update from Dave Morey, IWT Application Do's and Don'ts from Chris Wilhelm, stories of inspiration from Mike Jackson and a sharing of BEAR Team best practices. [Click here to Register](#)

### 2011 ANNUAL REPORT

The 2011 BEAR Annual Report is almost ready for publication. 2011 was our busiest year yet with 312 business visits conducted. Since 2006, Montana BEAR Teams have visited 1,353 businesses and assisted with business expansion and resources.

### HAVRE RE-IGNITES

There will be a BEAR Team training in Havre, February 23<sup>rd</sup>, to re-start the BEAR Program in Havre. The training is being organized by the Havre Job Service in cooperation with the Havre Chamber of Commerce.

### BEAR BROCHURE

The new BEAR brochure will be ready to hand out at the 2012 BEAR Roundup. Thanks to the Governor's Office of Economic Development for making the new brochure possible.

## STATEWIDE BEAR UPDATE

### Activity by Geography

These figures demonstrate the number of businesses contacted per region in January 2012

TOTAL INTERVIEWS: 40

Flathead County – 28

Lincoln County - 1

Yellowstone County - 2

Deer Lodge County - 1

Gallatin County - 1

Missoula County - 2

Ravalli County - 1

Silver Bow County - 1

Cascade County – 1

Fergus County – 1

Stillwater County - 1

## Activity By Outreach Specialists and Volunteers January 2012

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, Marcy	1
Allred, Jessica	1
Bertolino, Joel	2
Deleo, Shellie	1
Edwards, Brian	2
Funderburg, Sabrina	1
Graetz, Kara	1
Hansen, Ryan	1
Hardy, Barbara	1
Hartman, Kendall	1
Haueter, Terri	1
Jackson, Mike	22
Kramer, Melissa	1
Mantooth, Carrie	1
Martell, Kari	1
McCarthy, Mora	10
McNeill, Linda	1
Miranda-Freer, Brigitta	1
Morisaki, Kim	3
Mousley, Heather	1
O'Rourke, Gloria	1
O'Rourke, Mike	1
Stewart, Sarah	3
Zdinak, Andy	1

### ***Referral Reports for January 2012***

Generated referrals: 42

Successfully closed: 8

### ***Type of Need for Closed Referrals***

Domestic/global marketing and sales	1
Entrepreneurship/management	2
Financing/capital	2
Local government services	0
Operations/production	1
Product development	1
State government	0
Utility	0
Workforce/training	1

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

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

### *Challenges in conducting business:*

Economy, workforce, competition, cost containment, managing growth, sales, marketing, managing finances, competing with internet, and cost of healthcare.

### *Advantage to doing business in Montana:*

Cost of doing business, proximity to market, location, ambiance of living in Montana, no state sales tax, work ethic, fewer regulations.

### *Disadvantage to doing business in Montana:*

Transportation of product, lack of population and lack of access to skilled labor.

MEDABEARReportJan2012.doc