



118 E. Seventh St.; Suite 2A \* Anaconda, MT \* 59711  
406.563.5259 [info@medamembers.org](mailto:info@medamembers.org)  
<http://www.medamembers.org>

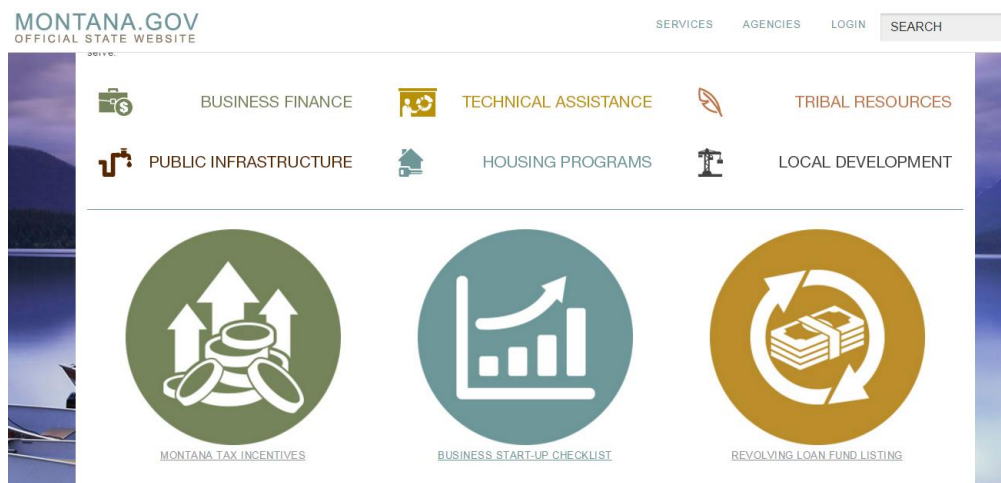
*It is MEDA's privilege to submit this report for the current contract to Montana Department of Commerce, Montana Department of Labor and Industry and Montana BEAR Team participants regarding Business Expansion and Retention (BEAR) Program activity in the state. The following is a summary of MEDA BEAR activities as provided for in the Scope of Work under Amended Contract MT-MEDA-ED-12-01 for the month of December 2015.*

## ACTIVITY REPORT FOR DECEMBER 2015 MONTANA BEAR PROGRAM HIGHLIGHTS

### PROFITS HIDING IN PLAIN SIGHT ~ Resource Article by Mike Jackson

BEAR Team members will want to take a few minutes to read "[Profits Hiding in Plain Sight](#)" which is the third article in a series compiled by Mike Jackson, Kalispell BEAR. As always, Mike's articles get to the heart of the business matter and causes a business owner to ponder the tough questions. In this article, the focus is on Inventory Turnover and is an excellent read.

### CHECK OUT THE NEW WEBSITE <http://mtfinanceonline.com/>



No doubt the new MT Dept. of Commerce website that features finance information will be a great resource for BEAR Teams as well as for business owners. Become familiar with the page and bookmark it to keep it handy!

### BEAR OUTREACH DATA FOR DECEMBER

It was a very quiet month for BEAR activity with four visits logged:

- **Number of business surveys or contacts:** 4
- **Counties involved and number of visits:** Park – 3, Flathead - 1
- **BEAR Team members conducting visits:** Meagan Lannan – 3; Mora McCarthy - 1.

## IWT UPDATE

It is easy to predict that Chris Wilhelm will have a crazy start to 2016 as the Third Quarter funding will be available in January for IWT Grants. When Second Quarter funds were exhausted on November 12<sup>th</sup>, there were over 60 grant applications lined up in the queue. Eligible applications will be awarded funding beginning in January; on a first-come, first-served basis until Third Quarter funding is exhausted.

## BEAR BUSINESS VISIT LINK

Many across Montana are engaging in business expansion and retention efforts. Be sure to document your work by entering data into the BEAR Survey!

[New MT BEAR Survey](#) Users must enter the information directly into the survey for results to be collated accurately.

## BEAR STATS (July 1 – Dec 2015)

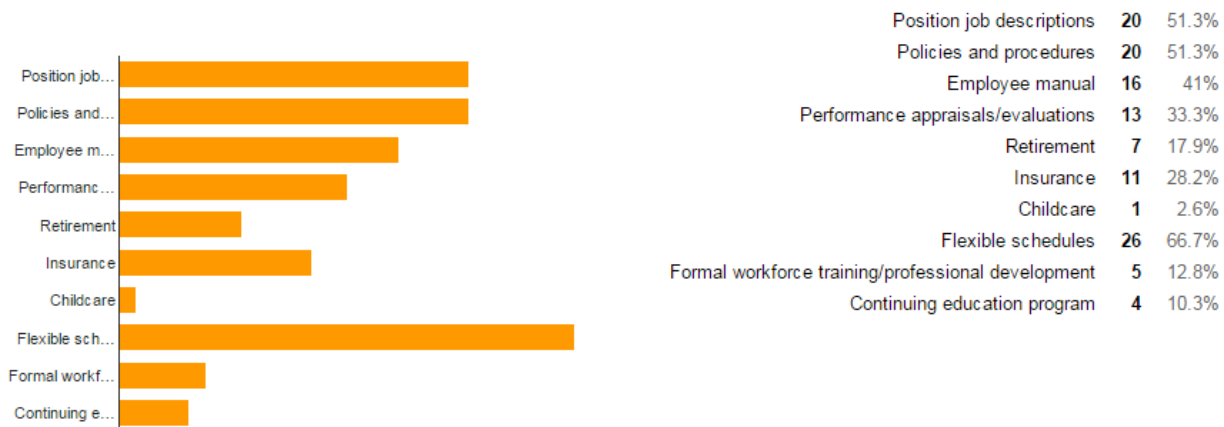
### Does the business plan to expand in the coming 6 - 12 months?



### Should the business need to expand, is the current site adequate?



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



## REMINDER

BEAR Team members must complete and submit their BEAR visits **prior** to a business completing an IWT grant application. If there is no entry in the database for a company, there is no verification that the business received a BEAR visit, an assessment, and demonstrated a need for an IWT grant. Please see the state [statute](#) that requires a business to be recognized by either BEAR, SBDC, or MMEC.

<http://wsd.dli.mt.gov/service/iwtregulations.asp>

**TRAINING:** Mike and Gloria are available either via webinar or in person to conduct a BEAR training, refresher course, or organize presenters for a specialized business topic. Contact the office by dialing 406.563.5259 or emailing [gloria@medamembers.org](mailto:gloria@medamembers.org).