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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 July 2016.*

## ACTIVITY REPORT FOR JULY 2016 MONTANA BEAR PROGRAM HIGHLIGHTS

### SEVENTEEN VISITS IN JULY!

There has been no lazy dog-days-of-summer for Montana BEAR Teams. Seventeen visits were logged in the Google database in July. *Thank you for your hard work to build Montana businesses!*

Seventeen visits were recorded in July with the following Outreach Specialists participating:

Katie Weaver - 2	Meagan Lannan - 1	Warren Vaughan - 9
Marissa Hauge - 1	Chany Ockert - 1	Cathy Kirkpatrick - 3
Kathy McLane - 2	Amy Deines - 1	

County Counts: Flathead – 1; Park – 3; Gallatin – 9; Stillwater – 1; Dawson – 3 (Badlands BEAR is up and running!)



### IWT – Incumbent Worker Training Grant UPDATE



What would any of us do without the guidance of Chris Wilhelm? Last month First Quarter funds were released for FY17 IWT applications. After BEAR Teams and businesses alike were anxiously awaiting the date of July 1<sup>st</sup> to once again apply for these important funds, can you imagine the emails and phone calls coming to Chris's desk?

Chris promptly returns calls and is ever helpful with unusual or quirky business situations.

As of July 22<sup>nd</sup>, Chris had received 60 applications requesting \$153,815: 45 were assigned for review, 4 returned for correction/completion, 33 eligible for funding, 10 ineligible, and 3 were withdrawn. Thirty-two applications have been awarded, training 112 employees and awarding \$95,420. Over \$76,000 remains available.

In case it has been awhile since you viewed the IWT qualifications, please take a few moments to visit the [website](#) and refresh your memory.

## OF INTEREST TO YOU OR YOUR BEAR CLIENTS

- NADC would like to invite you to the upcoming 2016 NADC Economic Development and Procurement Conference - "NATION BUILDING-EMPOWERING ECONOMIC DEVELOPMENT," in Billings Montana, on August 2-4, 2016. The annual conference is in its eighth year and has attracted Native owned small businesses, tribal leaders and prime contractors from the region as well as gaining national attention as the premier economic development and procurement conference in the Rocky Mountain and Great Plains regions. To register please visit us at <http://www.nadc-nabn.org>
- BREI will host its popular **Fundamentals Course** through webinar-based platform in four, two-hour sessions during the month of September. This Fundamentals Course is designed to provide the participant with the knowledge and skills necessary to implement a Business Retention and Expansion Visitation program and improve the economic state of their community. BRE practitioners and academics worldwide developed workshop materials by identifying the basics needed to implement and maintain a successful BRE program. A variety of visitation program types will be covered and each type will be discussed with regard to its impact on community capacity building.

The BRE Fundamentals course educates through lectures, group discussions, group exercises and Q&A with established BRE practitioners. Upon successful completion of the course, attendees earn the title of BRE Coordinator (BREC). This certification is a prerequisite to continuing training in other BRE programs.

This course will be held in four, two hour sessions on the following dates:

1. Tuesday, September 6, 2016 | 1:30 p.m. - 3:30 p.m. CST
2. Tuesday, September 13, 2016 | 1:30 p.m. - 3:30 p.m. CST
3. Tuesday, September 20, 2016 | 1:30 p.m. - 3:30 p.m. CST
4. Tuesday, September 27, 2016 | 1:30 p.m. - 3:30 p.m. CST

Cost is \$500 for BREI members and \$600 for non-members. Spaces are limited, so claim your seat today! For further information, visit the BREI website at [brei.org](http://brei.org) or contact Ryan Kelly, Executive Director, at [brei@brei.org](mailto:brei@brei.org).

## SUMMARY OF BUSINESS CHALLENGES TO DATE:

What are your top business challenges?

