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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 February 2015.*

## ACTIVITY REPORT FOR FEBRUARY 2015

### Improving IWT Criteria and BEAR Team Definitions

As the partnership between the Incumbent Worker Training Grant and the BEAR Program grows stronger, it has become apparent that clearer definitions are needed to identify: a. What is a "current" BEAR client, b. Clarify ExecutivePulse must be utilized so that data can be quantified, and c. Conduct an overhaul of the Retention Survey to make the questions more practical for Montana and more "journal" information friendly. As Montana BEAR Teams look different across the state, the data entry process needs to be modified to reflect the different models. At the same time, consistent data needs to be entered.

### Two Great Workshops of Value to BEAR Teams and Clients

#### Valuation Considerations When Buying or Selling a Business



**About the instructor** – Mike Size is the founder and president of Portside Advisors, a company that has completed more than 1,000 accredited valuations in various industries ranging from insurance brokers and professional service firms to restaurants.

Mike has earned a B.S. from the State University of New York at Buffalo as well as an MBA from the University of Phoenix. He has also done post-graduate work in business at Arizona State University. Additionally, Mike has served as an officer for organizations such as the Missoula Rotary, Montana Community Development Corporation, and United Way of Missoula and Ravalli Counties.

This workshop will take into consideration valuation techniques and strategy for a business owner that is looking to sell or an entrepreneur looking to buy a business. Attendees will learn basic financial structures and strategies involved in buying or selling a business.

**When:** Friday, March 13, 2015  
11:00 a.m. to 2:00 p.m.

**Where:** ALDC Community Service Center  
118 East 7<sup>th</sup>  
3<sup>rd</sup> floor conference room  
Anaconda Montana

**Cost:** \$40 (cost includes lunch)

To register, please contact Julie Jaksha (533-6780 or [jjaksha@headwatersrcd.org](mailto:jjaksha@headwatersrcd.org)) or Angela Grinolds (533-6781 or [agrinolds@headwatersrcd.org](mailto:agrinolds@headwatersrcd.org))

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Funded in part through a cooperative agreement with the U.S. Small Business Administration. Reasonable accommodations for persons with disabilities will be made if requested 2 weeks prior to the event.



### State and Federal Government Contracting Matchmaking Event

In conjunction with the Montana Chamber of Commerce Manufacturing/International Trade Day the U.S. Small Business Administration is hosting this exciting matchmaking meeting. Did you know the Federal Government buys nearly \$400 billion worth of goods and services from small business each year? In 2014, the Federal Government purchased about \$480 million worth of goods and services from Montana firms alone.

Take the time to meet one-on-one with federal and state contracting officers as well as some other large contractors, including: Montana National Guard, CDM Smith, Bureau of Reclamation, Bureau of Land Management, Department of Air Force, Forest Service, Montana Department of Transportation, U.S. Commercial Services, Ex-Im Bank, General Services Administration and more.

**March 16 | 9:30 a.m. - 3:00 p.m.**  
**Red Lion Colonial**  
**2301 Colonial Drive**  
**Helena, MT**

There is no pre-registration or cost to attend the matchmaking event. For more information please contact Kelly Dixon at 406.441.1085 or [kelly.dixon@sba.gov](mailto:kelly.dixon@sba.gov)

We encourage you to attend the Manufacturing/International Trade Day. Come hear keynote speaker, U.S. Ambassador to China (and former U.S. Senator) Max Baucus. Governor Steve Bullock will also speak and present the Governor's Exporter of the Year and the Manufacturer of the Year. For registration and additional information contact the Montana Chamber of Commerce at 888-442-6668.



The support given by the U.S. Small Business Administration to this activity does not constitute an express or implied endorsement of any sponsor's or participant's opinions, products, or services. All SBA programs are extended to the public on a nondiscriminatory basis. Reasonable accommodations for persons with disabilities will be made if requested at least 2 weeks in advance. Contact: Crystal Baker SBA, [crystal.baker@sba.gov](mailto:crystal.baker@sba.gov) or 406.441.1083.

**Great News:** In case you missed this announcement last month, those who have conducted IWT grants do *\*not\** need to enter a follow-up survey into ExecutivePulse. MT Dept. of Labor is able to extract the data they need to learn if the grant impacted wages and/or resulted in business expansion.

**Data Highlights for February**

- There were 10 BEAR Retention Visits held in February, nine in Gallatin County and one in Flathead County.
- Action Items: Warren Vaughan, Gallatin County BEAR Director, continues to make full use of ExecutivePulse and recorded 22 Action Items in February. Eleven are still being worked on and twelve are closed. Michael Jackson, Flathead Job Service, is another BEAR Team Leader that uses this great feature. Thank you! The input of thorough data is critical to accurate data reports.

**February Outreach Specialist Visits and Business Updates**

The following BEAR Team members completed Business Retention Surveys and/or update reports for the businesses they have contacted.

Mike Jackson – 7	Warren Vaughan - 1	Chaney Reon Okert - 2
Kiki Huls - 1	Chris Parson - 4	

**Make it your Goal to include non-IWT Businesses in your BEAR Team Visits**

BEAR Teams can take advantage of the lull in IWT Grants by focusing on larger businesses in Montana and establishing relationships to determine any expansion or retention needs. Thank you for taking advantage of this opportunity!