



Online News



- Nov 1: [Free Business Webinar](#)
- Nov 8: MEDA RTA Working Group 9am
- Nov 15: [Google Event in Bozeman](#)
- Nov 17: Brawl of the Wild
- Nov 27: EU Data Workshop [MWTC](#)

[SBDC Training Calendar](#)
[MNA Training Calendar](#)
[MMEC Training Calendar](#)



December

- Dec 4-5 [Outdoor Recreation Summit](#)
- Dec 15: 4th Quarter MEDA [Scholarship Aps](#) Due
- Dec 18: RLF Working Group Call 10am
- Dec 19: [BSTF](#) Applications Due

Coming in January

- Jan 7-8: [Business Days at the Capitol](#)
- Jan 23: MED Day at the Rotunda
- Jan 27-29: [IEDC Leadership Summit](#)

2019 MT LEGISLATIVE SESSION – Will be here before we know it!

In just 68 days, the 2019 Montana Legislative Session will begin. The MEDA Board, MEDA Legislative Committee, and several state partners are working to prepare data to inform Legislators and officials on the impact Montana's key economic development program have on the state's economy. [Session Calendar](#)
MEDA's number one priority for the Legislative Session is to remove the 2019 sunset of these vital programs:

Small Business Development Centers • Montana Cooperative Development Center • Certified Regional Development Corporations • Growth Through Agriculture • Export Trade • Small Business Research • Montana Manufacturing Extension Center at MSU • Montana Board of Research and Commercialization Technology



4th QUARTER ROUND NOW OPEN

Fourth Quarter applications for the Rick Jones Memorial Scholarships are due December 15th. [Application](#)

MEDA MEMBERSHIP UPDATE

- Two MEDA Members, Dan Villa and Joe Willauer, were recognized in the Montana Standard [“20 under 40”](#) Awards. The award recognizes individuals for outstanding leadership in the Montana Standard delivery area.
- MEDA Member Julia Bryant was recently hired by the Governor’s Office of Economic Development to serve as the office Executive Assistant.
- Long time MEDA Member Webb Brown, Director of the Montana Chamber, announced that he would be leaving his Chamber work to take on new adventures in 2019.



Julia Bryant

HOW ABOUT A MEDA COMMUNITY REVIEW?



Western Community Assessment Network

The WeCAN MEDA Montana Design Team is seeking recommendations as to where to hold our next Community Review. Choteau and Polar are well underway and we learn new strategies to fine tune our Montana Review process every time. Do you have a community in mind that could

benefit? In a nutshell, a community review is *a comprehensive assessment program that provides information and tools to help communities address priority issues and enhance quality of life for their residents.*

In other words, if you have a community that is on the edge of making progress - but needs a little organization, encouragement, and resources boost - we would love to work with you to make that happen. Visit <https://www.communityreview.org/> And <http://www.medamembers.org/resources/community-reviews>

MEDA WEBSITE UPDATE

Be sure to send to [MEDA](#) any updated info for your personal membership page. Have you seen the latest addition which showcases MDOC programs? [Check it out.](#)



CENSUS 2020 – Not too soon to be thinking about 2020!

MEDA is involved in working with the [2020 Census](#). Did you know for each person who is NOT counted Montana loses \$20,000? MEDA Members and partners will be tapped in the near future to engage networks and help spread the word.

MEDA COMMITTEE REPORTS

- **Legislative Committee:** Rick Edwards, Chair. While this committee is hard at work, MEDA members are encouraged to meet with legislators and local officials to share the value of the 2019 programs and the work of economic developers and partners across the state. Following a pending MEDA Board Meeting to approve the final MEDA Legislative Strategy, materials will be made available.
- **MEDA Rotunda Day:** Save the date of January 23rd. Thanks to Joe Willauer, Sean Becker, Eric Seidensticker, Sarah Converse, and Rick Edwards for serving on this committee. More information will be available in the December newsletter.
- **Membership & Marketing Committee:** Chris Cerquone, Chair. This committee met on October 31st and created multiple action items including: Membership drive in 2019, a marketing plan for MEDA, and utilizing the five hours of raw video created by MCDC interviews. Twenty-three people were videoed at

the MEDA UNConference; this information will be invaluable in sharing information on the 2019 Programs.

- **Nominating Committee:** Tracy McIntyre, Chair. This committee is meeting November 1st to make recommendations to the board regarding three open MEDA Board seats.
- **Professional Development and Scholarship:** Brett Doney and Anne Boothe, Co-Chairs. Brett is working with several partners to bring to life MEDA's first training video. Watch your email inbox for the date and time.

MEDA BOARD UPDATE

The MEDA Board will meet via conference call on Monday, November 5th, to fine-tune the MEDA Legislative Strategy. Checkout the historic new [MEDA by-laws](#).

MEDA WORKING GROUPS UPDATE

- **MEDA RLF Working Group**– Tiffany Melby, Bear Paw Development, Chair. This group met recently and is taking on the task of exploring options for a potential statewide contract to provide loan management software. The next meeting will be December 18th, at 10am. [Notes from the call](#).
- **MEDA Resource Team Assessment Working Group** – This group will meet November 8th, at 9am to learn of updates and provide input on the new Montana Community Review process. [More info](#)

TOOLS AND OPPORTUNITIES FOR YOU

Check out the information below to learn of new tools and opportunities for you as you work in the field of Economic Development.

Small Business Webinar Series

Strategy Sells Businesses and Buys Them Too

Thursday, November 1st, 2018
11 AM, MST

This webinar will discuss buying and selling an established business, with a discussion of the time it takes and the financial planning needed to successfully sell a business for top dollar. Buyers will also be guided on the types of questions to ask and documents to request on the other side of a business acquisition.

Register at
<https://mtsbdc.ecenterdirect.com/events/4054>

Hear experts provide an overview of small business development topics and phone in or type or chat questions or comments. We will follow-up with requests for additional information. All webinars are free and open the public at 11 AM (for 30 min) and will be recorded and archived.

- Join the webinar live or access the recorded webinar and see additional resources at <https://www.mtucommuribdevelopment.org/smb/business.html>
- For questions, email commdev@montana.edu



Webinar Series Sponsors



Additional Support



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The Montana State University Extension Service is an ADA/EO/AA/Title IX's Preference Employer and Provider of Educational Outreach.

Four final reports issued by the State-Tribal Relations Committee are now available online:

- [STRC: The Legislature's Liaison](#) (a summary of 2017-2018 interim activities)
- [Addressing an Epidemic: Missing and Murdered Indian Women](#)
- [SJ 3: Improving Reentry Outcomes for American Indian Offenders](#)
- [Helping Montana's Poorest-Performing Students: English Learners](#)

⇒ Treasury Department Releases New Opportunity Zones Guidance

Last week, the Treasury Department released new guidance regarding Opportunity Zones. The Opportunity Zones program – an incentive program that was created in 2017 as part of the Tax Cuts and Jobs Act – is designed to encourage investments in economically underserved areas. The new rules released on Friday, October 19 provide additional detail regarding the administration of the program and provide investors with needed guidance that will allow them to take advantage of the program. Among other new details, the Treasury rules provide more information about what types of capital gains qualify for a deferral of taxes, who can invest in Qualified Opportunity Funds (QOFs), and other guidelines dictating the parameters of those investments. The new guidelines are available [HERE](#).

⇒ The latest installment of “[Growing Stronger Economies in Our Nation’s Coal Communities](#)” is now available.

⇒ **November 15 from 2 – 3 p.m. ET for “Regional Development Organizations: Supporting Water Infrastructure and Improving Quality of Life.”** This free webinar will highlight ways that RDOs participate in their regional water systems and will feature case studies of water infrastructure projects supported by the Southwest New Mexico Council of Governments and the River Valley Regional Commission (GA). Click [here](#) for more information, and to register.

⇒ Maury’s new book is out: [The Wit and Wisdom of an Economic Developer by Maury Forman](#)

⇒ [Small Business Certifications: Want more information?](#)

⇒ [New Data - Outdoor Report for Montana!](#)

GRANT OPPORTUNITIES

⇒ Check out the updated website from **MSU Extension** and their great list of grants!
<http://msucommunityresources.org/GrantOpportunities.html>

⇒ MEDA is a member of [GrantStation](#). Email [gloria](#) if you would like the username and password.

⇒ 2019 Montana History Foundation Grant will open on November 1, 2018. Applications must be received by January 25, 2019 at 3:00 p.m. MST [Do you have an account on our grant portal?](#) Not sure? If you think that you or someone at your organization has already registered in the system, please do not create a new account. Questions? Contact Carissa Beckwith at carissa@mthistory.org or (406) 449-3770.

⇒ The USDA Forest Service has announced a **Request for Proposals for the 2019 Wood Innovations Funding Opportunity**. The purpose of this funding is to expand wood product and wood energy markets, reduce wildfire risk, and improve forest health. [Press Release](#)

LEARN with us.

No more time to procrastinate.

The European Union's General Data Protection Regulation is now in place. It applies to all firms doing business in the EU, even if your firm has no physical presence there. Fines for non-compliance are substantial and far reaching. Join us for a training session with TechEx team member attorney, Joel Henry, and commercial specialist, Isabelle Roccia, of the U.S. Mission to the European Union who will be video conferencing from Brussels, Belgium. Isabelle will provide guidance on current enforcement of the EU GDPR while Joel will cover the fundamentals of an effective compliance program and practical steps to get one in place. You can also register for a one-on-one meeting with Joel after our morning session.

What will be covered:

- Essential GDPR background and terminology
- What data is collected and where does it go?
- Special categories of personal data — provided, collected, and obtained from a third-party
- The rights of data subjects — correct, delete, consent, protect
- Controllers and processors — you and your subcontractors need to march in step
- Securing and deleting personal data
- The role of the DPO — more than a contact on Privacy Policy
- Transferring personal data outside the EU — standard contract language required
- What happens if you trip up? More than nothing, less than the pit of misery.

AGENDA

- 9:15am Registration, coffee
- 9:30am MWTC opening remarks
- 9:35am Isabelle Roccia
- 10:15am Joel Henry
- 12:00pm Close morning session
- 1-5pm 1:1 meetings with Joel

And there's more!

TechEx participants are welcome to attend the Montana High Tech Business Alliance networking reception from 2-7 PM at First Interstate Bank the evening of our event! The Montana High Tech Business Alliance represents more than 500 high tech and manufacturing firms and startups in Montana.

Reception attendance is free, but RSVP is required. Significant space is welcome. Contact: katy.spence@hightech.org for more information.

World Trade Center MONTANA
BANK OF MONTANA
WORDEN THANE P.C.
MONTANA
Remote participation option available & MWTC MEMBERS receive a 30% discount on all of our trainings!

Tuesday, November 27th 9:30am-12pm
Worden Thane P.C. Conference Room

\$89—Morning session: 2.5 hour training on "how to" of internal compliance
\$149—Morning session + 1:1 meeting with our expert Joel Henry

REGISTER by calling 406.243.6982 or emailing operations@mwtc.org

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UNIVERSITY OF MONTANA

- ⇒ The [Recreational Trails Program](#) (RTP) provides funds to develop and maintain recreational trails and trail-related facilities in Montana. The RTP's 2019 grant application period will be open in [WebGrants](#) from 11/1/18 at Noon to 1/31/19 at 11:59pm. Updated guidance and program information will be posted online by 11/1/18.



⇒ [International Trade Show assistance](#)

- ⇒ The Department of Commerce Community Development Division will begin accepting **Montana Main Street Program grant applications** for the FY 2019 application cycle on November 16, 2018. The Montana Main Street Program guidelines and updated grant application can be accessed on our website by clicking [here](#).

- ⇒ **[Montana Department of Commerce Secures Federal Grant to Increase Montana Exports](#)**
"International sales are a major part of Montana's economy, as exports last year hit a record \$1.6 billion," said Commerce Director Pam Haxby-Cote. "The STEP grant funds programs to help small businesses tap into the incredible potential for growth that exports can provide."