It is MEDA’s privilege to submit this report for the current contract to the Governor’s Office of Economic Development, 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 September 2013.

ACTIVITY REPORT FOR SEPTEMBER 2013

SEE YOU IN SIDNEY
Montana BEAR Teams are invited to attend the MEDA 2013 Fall Conference in Sidney, MT, October 2–4th. The agenda contains something for everyone and contains multiple interactive activities. BEAR Team members are considered MEDA members when registering for a conference. As online registration has closed contact Gloria to register at 406.490.0462.  Agenda

MONTANA ECONOMIC DEVELOPMENT SUMMIT
The Montana Jobs Summit has come and gone but positive impacts as a result of the summit continue to be reported in the press. MEDA served as a sponsor for the Montana Economic Development Summit and co-sponsored a pre-summit social with the Montana Ambassadors. MEDA tended a booth that informed potential new BEAR clients about the program. Special thanks to BEAR Team Member DeAnn Thomas, Kalispell Chamber, for representing BEAR during one-on-one networking meetings for conference attendees.

MONTANA BEAR RETENTION SURVEYS AND VISITS
There were 8 Retention Visits held in September with 3 Action Items closed or updated. Counties with retention visits: Flathead – 5, Yellowstone – 1, Deer Lodge – 1, Carbon - 1. Action Items: Gallatin – 2; Carbon - 1

Outreach Specialist Visits:

<table>
<thead>
<tr>
<th>Mike Jackson</th>
<th>Chad Moore</th>
<th>Mora McCarthy</th>
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<tr>
<td>5</td>
<td>2</td>
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</tr>
<tr>
<td>Gloria O’Rourke</td>
<td>Dena Johnson</td>
<td>Joe Strelnik</td>
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BEAR Team Outreach Specialists are still strongly encouraged to click: 1. Add; 2.: Metrics Survey; 3. Last business contacted, and input their time spent, jobs retained or created, private and/or public funding, etc. Entering this data will further demonstrate the value of the program.

VISIT RESULTS FROM JANUARY 1, 2013 – SEPTEMBER 28, 2013
Just over 110 companies responded to the following regarding downsizing, use of the internet and the company’s affinity with the community:
How would you rate the risk of this facility downsizing in the next 1 - 2 years?

- **No response**: 27 (24%)
- **Low**: 58 (52%)
- **Moderate**: 19 (17%)
- **High**: 7 (6%)

**Number of Companies**

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How would you rate the parent company's affinity to the community?

- **No response**: 36 (32%)
- **Not applicable**: 58 (52%)
- **Poor**: 2 (2%)
- **Fair**: 2 (2%)
- **Good**: 9 (8%)
- **Excellent**: 4 (4%)

**Number of Companies**

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**Use of Internet**

- **Email**: 99 (21%)
- **Website**: 88 (19%)
- **Market research**: 67 (15%)
- **Sell products/services**: 63 (14%)
- **Buy products/services**: 74 (16%)
- **Exchange data internally/externally**: 68 (15%)
- **Don't use**: 2 (0%)

**Number of Companies**