



BEAR
Program Indicators
&
Kalispell Area
Chamber of Commerce
Membership
Survey Results

NW Montana

Business
Expansion
And
Retention



NW Montana

Business
Expansion
And
Retention



BEAR

*Business
Expansion
And
Retention*



BEAR Services

NW Montana BEAR

Business Expansion And Retention

Please contact me to schedule an appointment to learn more about growing my business! These services are offered at no cost.

I need assistance with:

- | | |
|--|--|
| <input type="checkbox"/> Business Assessment | <input type="checkbox"/> Government Contracting |
| <input type="checkbox"/> Business Plans | <input type="checkbox"/> Human Resources |
| <input type="checkbox"/> Education & Training | <input type="checkbox"/> Manufacturing |
| <input type="checkbox"/> Facility Location & Expansion | <input type="checkbox"/> Marketing & Positioning My Business |
| <input type="checkbox"/> Financing & Access to Capital | <input type="checkbox"/> Regulatory Assistance |

Name _____

Business: _____

Phone: _____

Email Address: _____

Preferred method of contact: Phone Email

Comments: _____



BEAR Progress

184 Visits with local CEO's & Owners

102 Direct referrals to partners for assistance

- **43** Workforce Assistance
- **14** Environment / Government regulations
- **11** Entrepreneurship Skills
- **10** Additional Markets
- **8** Production Capabilities Improvement
- **6** Financing Capital
- **5** Location Assistance
- **4** Local & State Government
- **1** Utility



BEAR Indicators

184 Visits with local CEO's & Owners

Their Attitude of the Local Economy

94% Resoundingly positive about the community

83% Rate local business climate good to excellent

72% Say local business climate has improved over the last 5 years

76% Indicate business climate will continue to improve over the next 5 years



BEAR Indicators

184 Visits with local CEO's & Owners

Their Outlook on Growth

of Employees

Increase	67%
Decrease	5%
Stay the same	28%

11% Increase

9932 Employees

1106 to be added

Sales Revenues

Higher	90%
Lower	4%
Same	6%

**78% Some portion
of sales beyond
local area**



**Summary of
Municipal Services
Ratings**

Good to Excellent

	Excellent	Good	Fair	Poor	No Opinion	Not Applicable
Airport	42%	42%	5%	3%	3%	4%
Fire/Emergency Services	39%	42%	4%	4%	9%	1%
Police Protection	33%	44%	9%	6%	7%	2%
Electric Utilities	21%	59%	9%	6%	2%	1%
Public Water & Sewer	20%	35%	11%	4%	7%	23%
Gas Utilities	15%	54%	8%	6%	5%	12%



Summary of Municipal Services Ratings

Fair to Good

	Excellent	Good	Fair	Poor	No Opinion	Not Applicable
Highway System	3%	42%	27%	14%	4%	10%
Phone/Internet	16%	41%	24%	17%	1%	1%
Building Inspection	8%	38%	21%	8%	16%	10%
Local Road Network	4%	37%	31%	25%	2%	1%
Code Enforcement	6%	36%	20%	12%	12%	13%
Zoning/Land Use	4%	28%	22%	24%	11%	11%



Summary of
Municipal Services
Ratings

No Opinion to Poor

	Excellent	Good	Fair	Poor	No Opinion	Not Applicable
Public Transportation	1%	11%	13%	28%	21%	26%



**Summary of
Business Climate
Ratings**

Good to Excellent

	Excellent	Good	Fair	Poor	No Opinion
Recreational Amenities	75%	20%	5%	0%	0%
Healthcare	37%	42%	7%	5%	7%
Cultural Amenities	34%	38%	19%	6%	2%
Colleges and Universities	33%	50%	8%	2%	6%
K-12 Education	26%	51%	7%	1%	11%



Summary of Business Climate Ratings

Fair to Good

	Excellent	Good	Fair	Poor	No Opinion
Economic Development	15%	52%	20%	7%	6%
Workforce Quality	16%	44%	26%	12%	2%
Housing	6%	41%	28%	22%	4%
Local Government	6%	39%	31%	13%	10%
Technical Training	6%	32%	20%	16%	22%
Childcare	6%	22%	16%	9%	40%



Summary of Business Climate Ratings

Areas for Improvement

	Excellent	Good	Fair	Poor	No Opinion
Workforce Availability	5%	27%	25%	39%	3%
Worker Compensation Rates	3%	26%	23%	32%	15%
Local Tax Structure	3%	29%	33%	24%	11%
State Tax Structure	1%	19%	34%	38%	6%



BEAR Indicators

184 Visits with local CEO's & Owners

Keys to Improve the Business Climate

(open-ended response count)

- **Accept and Manage Growth**
- **Commitment to Local Business**
- **Decision Maker Cooperation**
- **Small Business Support**
- **Workforce Availability**
- **Infrastructure Expansion**
- **Entrepreneur Education**

“Job candidates from out of state are shocked at the disparity between low wages and high cost of living.”

Business owners specifically chose the Flathead. An important part of their business plan is to determine how to stay here.



Chamber's Priority Issues Survey

(aka: Member 60 Second Annual Survey Survey)



Faxed to each member in Sept., 2006



82 Responses



Results compiled Oct., 2006



Kalspell
Area Chamber of Commerce

60 Second Survey
We would really appreciate one minute of your time

Business background

1. Indicate the lifecycle stage of your business:
 Emerging Growing
 Maturing Declining

2. # of Years in Business _____

3. Indicate your total number of employees:
 _____ # of Part-time employees
 _____ # of Full-time employees (30+ hr avg/week)

4. In 2007 do you expect your number of employees to:
 Increase Decrease Stay the same

5. Do you expect your sales/revenue for 2007 v. 2006 to be:
 Higher Lower Same
 Not Sure

6. Identify the source of your sales by percentage:
 Local (within 50 miles) National
 Regional (51-250 miles) Int'l

Indicate your overall evaluation

7. The Kalspell Chamber's performance:
 Excellent Fair
 Good Poor

8. Would you recommend a Chamber membership to other business professionals? Yes No

Ballot issues

9. Where should the Chamber stand on the following ballot issues?	For	Oppose
Minimum Wage initiative (I-151): Take effect January 1, 2007 to increase the minimum wage		
"Stop-Over Spending" (SOS) Initiative (CI-97): Prohibit the Legislature from approving biennial state spending that outstrips the rate of inflation and population growth in the state.		
Eminent Domain (I-154): Make it harder to condemn private property and requires payment from the government if the value of the private property is reduced by government action.		
Judicial Recall (CI-98): Change the constitution to allow for the recall of judicial officials for any reason.		
New Lobbying Restrictions (I-153): Prevent certain public officials from becoming lobbyists for two years after they leave office.		
State Auditor Name Change (CI-43): Change the name of the State Auditor to Insurance Commissioner		

Where should the Chamber focus its efforts?

10. Help us set our priorities by ranking the following list.	Highest Priority	Important	Not too high	Do not focus on	
Business / Economic Information Resources: Luncheons, Print & Email Newsletter, Community Profile, Economic Outlook Seminars, Quarterly Cost of Living Research	5	4	3	2	1
Community Development & Growth: Advocate to Growth Policy Process in order to create the land-use framework in which businesses can thrive.	5	4	3	2	1
Community Support: Parades, 4-H/FFA Stock Sale, Website, Business Man/Woman & Great Chef Awards	5	4	3	2	1
Economic Development: FRBC (Flathead Regional Business Center) Services to Business Professionals through co-resident programs at the Chamber building, New Business & Industry Support, Visitor & Relocation Support, Workforce Support, Government Contracting Assistance, Manufacturing Support, Military Technology Development, Tourism Promotion, Workforce Training, Leadership Development, Business Expansion & Retention	5	4	3	2	1
Education & Workforce Development: Building competitive education and workforce systems through initiatives like Workforce 2020 & The Kalspell Business & Education Initiative	5	4	3	2	1
Government Advocacy – Local, State & Federal	5	4	3	2	1
Member Services, Promotion & Networking: Tiered Benefits Membership Option, Chamber Choices Healthcare Programs, FVCC 20% Discount, Chamber Event Sponsorship Opportunities, UNWINDS, Newsletter Inserts, Mailing Lists, Website Banner Ads & Listings, Membership Directory, Visitor's Center Referrals	5	4	3	2	1
Small Business Development Center (SBDC): Business Plan Assistance, Marketing, Finance & Assessment	5	4	3	2	1
Other (please describe)	5	4	3	2	1

11. What is the one thing the Kalspell Chamber should be sure to do in 2007?

One Survey Completed Per Business
 Please Return by Friday, Oct 13, 2006
 Chamber Fax 758-2805



Where Should the Chamber Focus It's Efforts *(5 point scale)*

4.3 Community Development & Growth

4.2 Economic Development

3.9 Business/Economic Information Resource

3.9 Education & Workforce Development

3.8 Government Advocacy

3.8 Small Business Development Center

3.5 Member Services, Promotion & Networking

3.3 Community Support



*Kalispell Area Chamber
2007 Priorities*



Economic Development

Flathead Regional Business Center

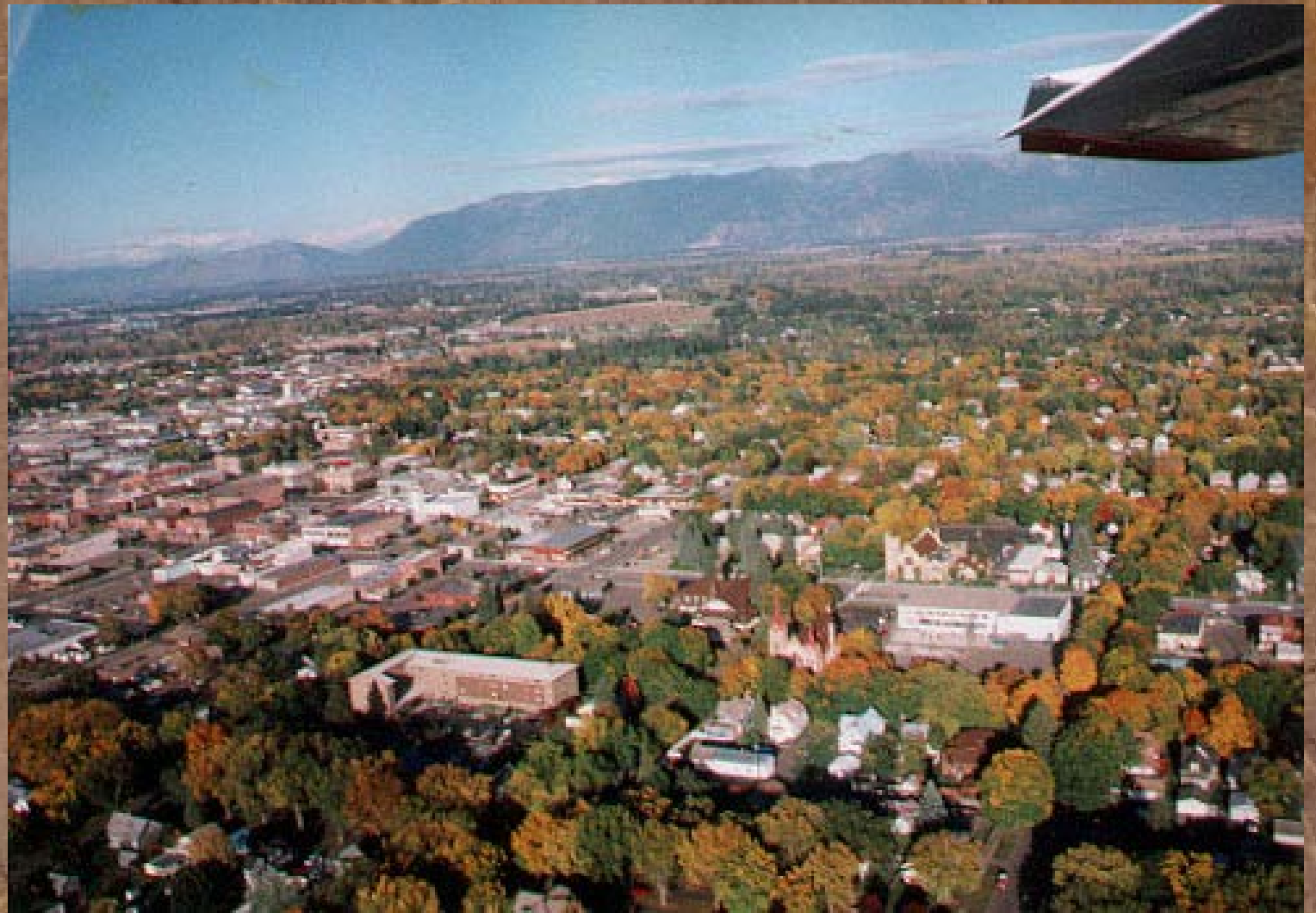


- **Flathead Convention and Visitor Bureau**
- **Flathead Job Service Workforce Center, Business Advocates**
- **Flathead Valley Comm. College, Workforce Training Staff**
- **Kalispell Area Chamber of Commerce**
- **Kalispell Chamber Foundation**
- **Montana Manufacturing Extension Center, Kalispell Field Engineer**
- **Montana Manufacturing Extension Center, MilTech Field Engineer**
- **Procurement Technical Assistance Center**
- **Small Business Development Center**



Kalispell, MT
Chamber of Commerce

Community Development





Education, Employment & Training

Career Plan of Study

- Design Your Own Career**
- Research Your Career Opportunities
 - Connect with Industry Professionals
 - Explore Your Education Opportunities
 - Select a Plan
 - Continually Review and Revise the Plan

Agriculture and Natural Resources CAREER FIELD

In Agriculture and Natural Resources you can...

- Discover New Foods
- Improve the Nutrition of our Food
- Improve the Health of our Food
- Develop Ways to Improve our Food
- Create Ways to Make our Food and Natural Environment Healthier
- Design Technology for Agriculture
- Expand Methods of Agriculture

Agriculture and Natural Resources CAREER FIELD

An ever-expanding variety of careers are related to this career field, including the planning, implementation, production, management, processing, and/or marketing of agriculture commodities and services, including food, fiber, wood products, natural resources, forest, and environmental resources. It also includes related professional, technical, and educational services.



Do you...

- like planning and directing projects?
- have an interest in working with animals, soils, or plants?
- like working in agriculture?
- have an interest in sciences such as biotechnology, aquaculture, or chemistry?
- like caring for pets and sick or injured animals and/or training animals?
- enjoy doing mechanical or physical tasks?
- enjoy computer work?
- like to solve problems?

Do you have...

- a desire to work outdoors?
- clear verbal communication skills?
- the ability to use good judgment?
- knowledge of math, business, science, and computer skills?
- patience and composure in working with animals?
- mechanical aptitude and the ability to work with tools?
- observation and organization skills?
- leadership ability and decision-making skills?
- interests in chemistry, biology, research, or food science?

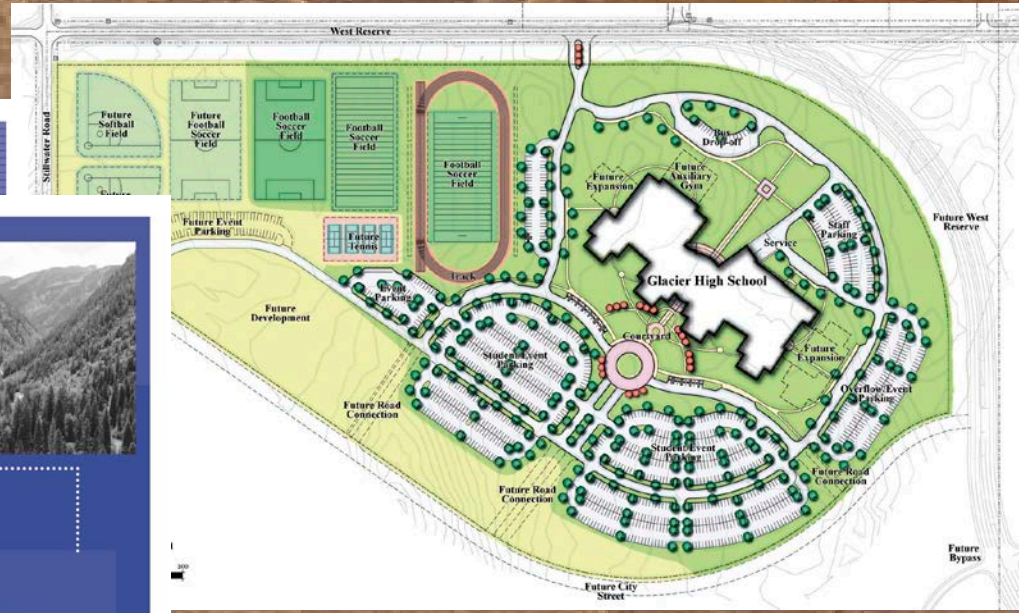


Are you...

- comfortable being in charge of activities and people?
- focused and diligent in your work?
- able to work alone and with others?



If you checked several of these questions, you may share similar interests with people employed in Agriculture and Natural Resources.



High School

Dual Credit

Post-Secondary Areas of Studies

20 Career Areas of Agriculture

- Environmental Forestry and Hydrologists
- Agricultural Conservation
- Environmental Foresters
- Landscape and Natural Science and Planning
- Zoologists and Environmental Veterinarians
- Farm Equipment Managers of Landscaping
- Nonfarm Animal Pest Control

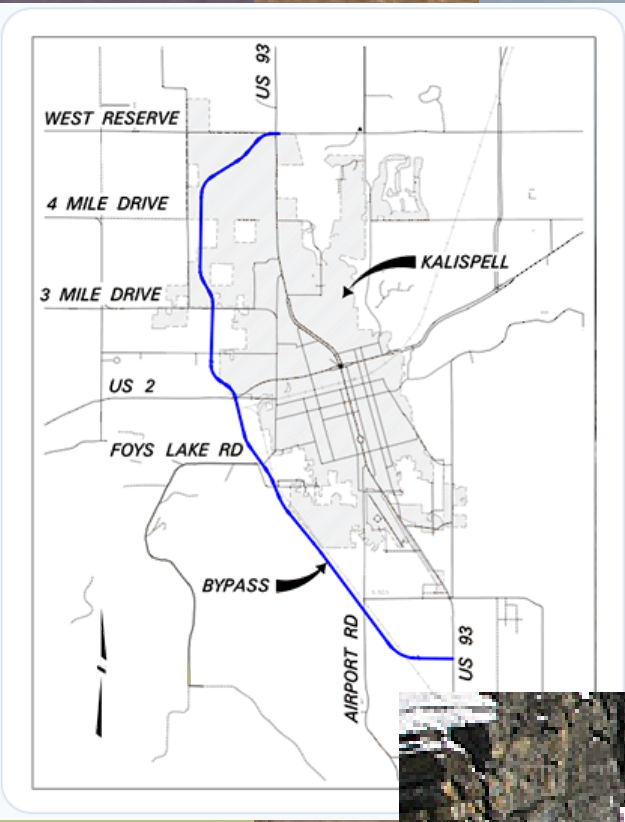


Flathead High School Career Center
 644 4th Ave W
 Kalispell, MT 59901
 406.751.3504

For additional information...



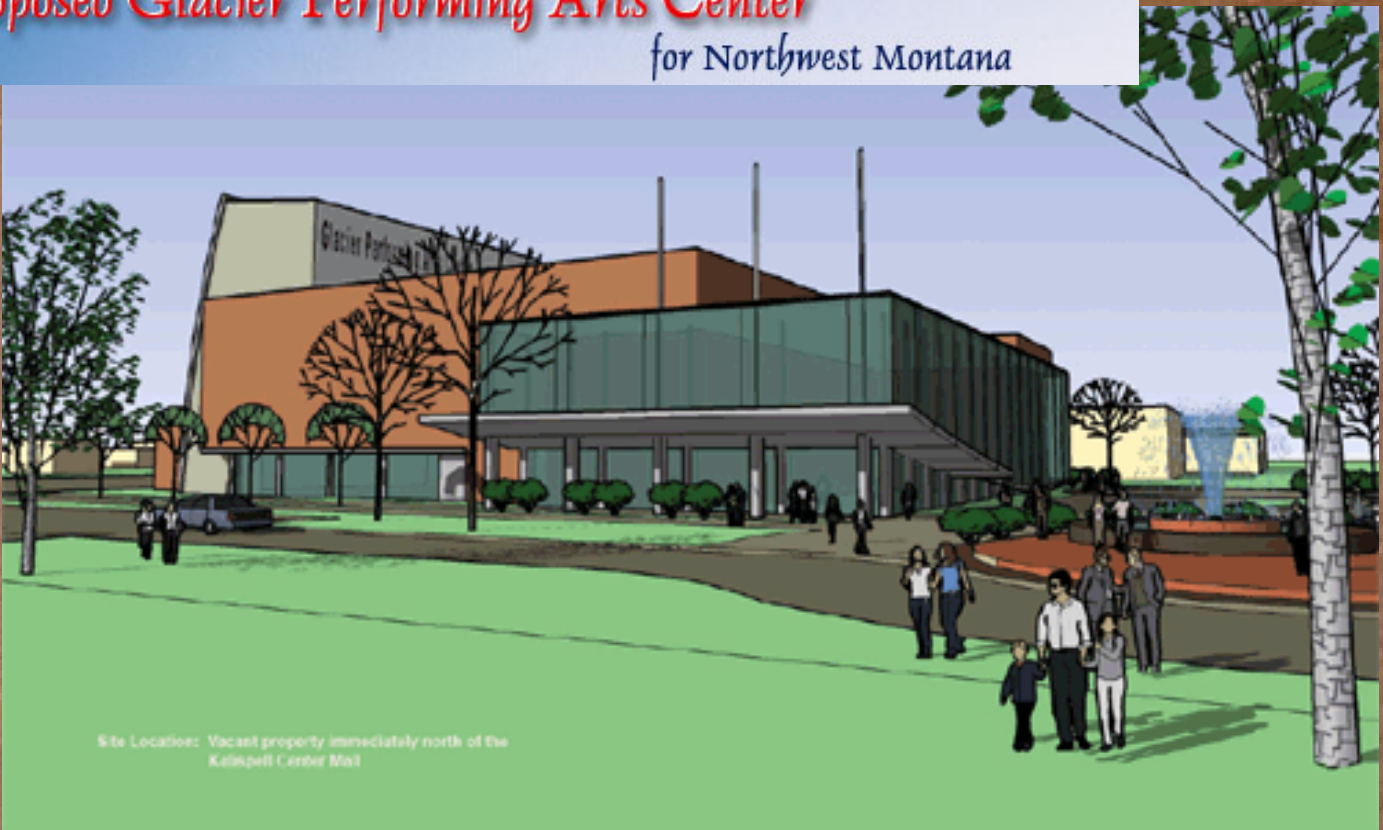
Transportation & Infrastructure





Tourism, Recreation & Culture

Proposed Glacier Performing Arts Center for Northwest Montana



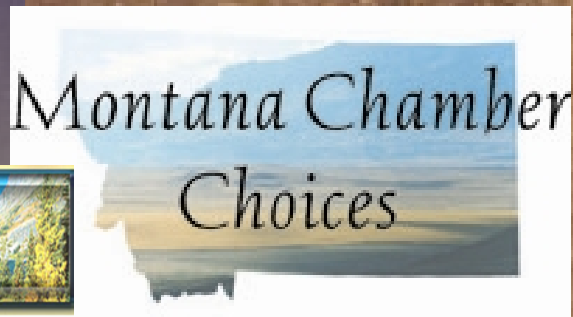
Site Location: Vacant property immediately north of the Kalispell Center Mall

Taxes





Leading Business, Leading Communities



Tiered Benefits Membership Packages 2007

*Your investment in the
Kalspell Area Chamber
is an investment
in the future of
your business,
our community
and
the Flathead Valley.*

**First-rate Benefits for
You and Your Business:**

- Affiliation
- Marketing
- Networking
- Community Leadership
- Products & Services
- Timely Information
- Education
- Business Assistance
- Government Advocacy

- **Tiered Membership Benefits**
- **Member Sponsorship**
- **Chamber Choices Health
Plan**



Chamber Initiatives

2007

- **Economic Development**
- **Community Development & Growth**
- **Education, Employment & Training**
- **Transportation & Infrastructure**
- **Natural Resources & the Environment**
- **Tourism, Recreation, & Culture**
- **Taxes**
- **Leading Businesses, Leading Communities**



Kalispell, MT
Chamber of Commerce

Thank You!



Kalispell, MT
Chamber of Commerce

