

Chamber News

» Official Business Publication Of The Kalispell Chamber Of Commerce «

Luncheon to Feature Commissioner, MT Legislative Candidates

Candidates in some of the key local races will be featured in the Chamber's monthly luncheon in October. Issues on the minds of business and community members will be under discussion including: their vision for county and State, budget, and job recovery. Featured races include: County Commissioner, Senate District 4, and House Districts 5, 7, 8, and 10. The program is co-hosted by the Northwest Montana Association of Realtors, Flathead Business and Industry Association, and the Flathead Building Association. The program is sponsored by New West Health Care.

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New Directors and Officers Named

Five new directors have been nominated for terms to begin in 2011: Chris Ohler, Insured Title; Holly Walsh, Western States Insurance; Mark Gronley, Northwestern Energy; Mark Johnson, Merrill Lynch;

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Nominate for Businessman, Businesswoman, Great Chief

Nominations are now being taken for the 39th Great Chief and Businessman and Businesswoman of the Year. Forms for nomination are available in this issue of Chamber News. The Great Chief is the oldest and most prestigious award given by the Chamber. The award honors civic and volunteer spirit that spans a lifetime and provides a legacy for the community. Through their efforts, they have made the

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Chamber Snapshot

Visitor's Center Information Requests:

	August '10	YTD
Phone Calls:	568	4,523
Walk-ins	795	4,040

VACATION

Packets	1	29
Inquiries	35	609
Email Inquiries	58	134

RELOCATION

Packets	1	22
Basic	27	272
Phone Books	0	16

WEB ACTIVITY

Unique Visits	5,202	36,692
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TOTAL VISITS	6,688	46,349
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At a Glance

October UNWINDs:

>> **Tuesday, October 5**
Holiday Inn Express
 275 Treeline Road
 5:00 – 6:30 PM

>> **Wednesday, October 20**
Flathead Valley Orthopedics
 111 Sunnyview Lane
 5:00 – 6:30 PM

Luncheon:

>> **Commissioner, MT Legislative Candidate Forum**
Wednesday, October 13
 Red Lion Hotel – 20 N Main
 11:30 AM – 1:30 PM

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Special Thank You to Volunteers

Officers

- Terry Kramer**, Chairman of the Board, Kramer Enterprises
Tom Lund, Vice Chairman of the Board, Rocky Mountain Bank
Dave Mitchell, Secretary/Treasurer, CTA Architects and Engineers
Bob Schneider, Immediate Past Chairman, First Interstate Bank

Directors

- Susie Burch**, Flathead Valley Community College
Kris Carlson, A+ Plus Healthcare
Nancy Davis, Prudential Financial
Reed Gunlikson, R Gunlikson CPA's
Scott Hagel, Crowley Law Firm
Dave Harvey, Sportsman Ski Haus
Tom Kurdy, The Daily Inter Lake
Mark Lalum, CHS
Jason Manger, Applied Materials - Semitool
Denise Nalty, Nalty Real Estate
Cheri Nelson, Express Employment Professionals
Jim Ness, Glacier Bank
Jim Oliverson, Northwest Health Care
Kelly Robinson, Plum Creek Timber
Loren Sallee, Loren's Auto Repair
Ken Sugden, Flathead Electric Cooperative
Chris Walters, Hilton Garden Inn

Ex-officio Directors

- Mike Pence**, Flathead County Administrator
Jane Howington, Kalispell City Manager

Professional Staff

- Joe Unterreiner**, President 758-2804
Cary Aubrey, Executive Assistant 758-2803
Diane Bebee, Receptionist 758-2800
Doug Bolender, Government Contracting .. 755-4221
Diane Medler, CVB Director 758-2808
Chris Parson, Small Business Development . 758-2802
Jill Seigmund, Leadership Flathead..... 758-2810

Consultants

- Anderson, Baker & Swanson** - Government Affairs
Edge Communications - Media & Public Relations
JCCS - Tax & Audit Counsel
Janet Schwalk - Bookkeeping

Kalispell Chamber of Commerce Mission Statement

The central mission of the Kalispell Chamber of Commerce is the cultivation and development of entrepreneurs and communities through the spirit of enterprise.

New Members

Please welcome these new members with your business.

AL'S FURNITURE

Owner~ Al Rorich
 1441 Hwy 35
 Kalispell, MT 59901
 Website: www.alsfurniturestore.com
 Email: alsfurniturestore@gmail.com
 Phone: 406-756-1622



AL's features quality furniture at outstanding values and a superb staff to meet all your needs. Our wide selection includes Lane, La-Z-Boy, Broyhill, Sealy, Simmons, Restonic, Chromcraft, Sunny and more. *We want to be your favorite furniture store.*

AMERICAN PRINTING

Owner~ Shawn Tucker
 75 1st Ave N
 Kalispell, MT 59901
 Website: www.americanprint.com
 Email: shawn@americanprint.com
 Phone: 406-758-4993
 Fax: 406-755-4995



American Printing is located in Kalispell, Montana, just north of Flathead Lake. American Printing can service all your printing needs at an affordable price. Call today for more information (406) 755-4993.

ASHLAND BOARDING KENNELS

Owner~ Barbara McConnell
 212 Judds Way
 Kalispell, MT 59901
 Email: rhubarb42603@hotmail.com
 Phone: 406-755-6629

For Love And Play When You're Away! Ashland Boarding Kennels are open 7 days a week. We offer low anxiety boarding, specialized care (post-op dogs, special medications), indoor heated kennels, large exercise areas, socialization available for pets, secure kennels and much more. We also offer a 10% discount for police, firefighters, military (active and retired) and senior citizens 65 and over.

BEAR CREEK OUTFITTERS & GUEST RANCH

Owner~ Bill Beck
 PO Box 452
 East Glacier, MT 59434
 Website: www.bearcreekguestranch.com
 Email: bill7777@hotmail.com
 Phone: 406-226-4489



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New Members

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Bear Creek Ranch is a very unique bed and breakfast facility that provides more than just a room and a good morning meal. The 200 acre ranch, set at the base of the majestic Rocky Mountains of Glacier National Park on one side and on the other, the Great Bear Wilderness provides the ambiance of a true, rustic, Montana ranch during your stay. The ranch sits tucked in on the original site of McCarthysville, a wild west boom town that survived from 1890-1893.

COLD STONE CREAMRY

Owner ~ Nicole Howe
11 Hutton Ranch Rd, Suite 104
Kalispell, MT 59901
Website: coldstonecreamery.com
Email: coldstonemt@yahoo.com
Phone: 406-752-2653



If it has anything to do with ice cream, it has everything to do with Cold Stone Creamery. From unique ice cream creations to smoothies, cakes and shakes – nobody serves up the ultimate indulgence like Cold Stone. It starts with using the highest quality ingredients and ends with our signature process for preparing your custom creation on a frozen granite stone.

FISHER LAW FIRM

Owner ~ Tammi Fisher
502 2nd Ave E
Kalispell, MT 59901
Website: www.fisherlaw.com
Email: tammi@fisherlaw.org
Phone: 406-755-4212
Fax: 406-755-4214



Fisher Law Firm, P.C. provides legal services in the areas of civil litigation, corporate, land use, real estate and construction law. Voted "Flathead Valley's Best Attorney" in 2009, and runner up in 2010, Fisher Law Firm strives to implement winning strategies and garner positive outcomes for its clients.

GOLDEN LEAF CAREGIVERS

Owner ~ Joshua A. Fox
Primary Contact ~ Eric Neise
430 Conrad Dr.
Kalispell, MT 59901
Website: www.goldenleafcaregivers.com
Email: enoise@live.com
Phone: 406-755-3772



Find the relief you need from chronic pain issues from Golden Leaf. We provide completely organic and homegrown marijuana for individuals who have a medical marijuana prescription.

GRAHAM DESIGN & CONSTRUCTION, LLC

Owner~ Chad Graham
105 Moes Run
Kalispell, MT 59901
Email: chad_graham@hotmail.com
Phone: 406-250-7600

Owned and operated by a Five Generation Flathead Valley Family. We specialize in single family affordable houses and we take pride in high quality at reasonable prices. We have been in business for eight years. We also specialize in steel garage doors.

continued next page >>

Flathead Regional Business Center Partners

15 Depot Park
Kalispell, MT 59901
(406) 758-2800
(406) 758-2805: Fax

Business Expansion and Retention

Chris Parson
(406) 758-2802
sbdc@kalispellchamber.com
www.nwmontanabear.com

Flathead Community Foundation

Marc Lorenzen, Board President
(406) 756-9047
info@flatheadcommunityfoundation.org
www.flatheadcommunityfoundation.org

Flathead Job Service Workforce Center

Mora McCarthy, Business Resource Consultant
(406) 758-6241
mmccarthy@mt.gov
www.employflathead.com

Flathead Valley Community College

Jodi Smith, Workforce Training Director
(406) 758-2809 (Wednesday's only)
jsmith@fvcc.edu
www.fvcc.edu

Kalispell Chamber of Commerce

Joe Unterreiner, President
(406) 758-2800
joe@kalispellchamber.com
www.kalispellchamber.com

Kalispell Chamber Foundation

(406) 758-2800
info@kalispellchamber.com
www.kalispellchamber.com

Kalispell Convention & Visitor Bureau

Diane Medler, Director
(406) 758-2808
dianem@kalispellchamber.com

Leadership Flathead

Jill Seigmund, Manager
(406) 758-2810
seigmund@centurytel.net
www.leadershipflathead.com

Montana Manufacturing Extension Center

Bill Nicholson, Manager
(406) 756-8329
bnicholson@coe.montana.edu
www.mtmanufacturingcenter.com

Northwest Montana SCORE

Scott Roberts, Chapter Chairman
(406) 756-5271
nwmntscore@montanasky.net

Procurement Technical Assistance Center

Doug Bolender, Director
(406) 755-4221
ptac@kalispellchamber.com

Small Business Development Center

Chris Parson, Director
(406) 758-2802
sbdc@kalispellchamber.com
www.kalispellsmallbusiness.com
"Funded in part through a Cooperative Agreement with the U.S. Small Business Administration."

New Members

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JIM'S TAXI

Owner ~ James Elgin
110 E. Evergreen Dr. #15
Kalispell, MT 59901
Website: www.jimstaxi.com
Phone: 406-890-8920



Taxi Service. 24/7 Serving the Flathead County

KALISPELL OVERHEAD DOOR SERVICE

Owners~ Mike & Deborah Waldher
3380 Hwy 2 E
Kalispell, MT 59901
Email: door@centurytel.net
Phone: 406-755-4120
Fax: 406-755-4121

Kalispell Overhead Door Service

We sell, service and install residential and commercial overhead garage doors and operators, gates, grilles, fire doors, and hanger doors. We stock wide variety of door and opener parts. We service the Flathead Valley and surrounding area, including Kalispell, Columbia Falls, Whitefish, Lakeside, Somers, Dayton, Polson, Libby, Eureka, Browning.

KALISPELL BUSINESS IMPROVEMENT DISTRICT

Chairman~ Jon Fetveit
Primary Contact~ Pam Carbonari
PO Box 1997
Kalispell, MT 59903
Website: www.downtownkalispell.com
Email: pam@downtownkalispell.com
Phone: 406-253-6923
Fax: 406-755-6052



The Kalispell Business Improvement District was established to support the economic growth and vitality of Downtown Kalispell and to maintain and promote its unique character.

NORTHWESTERN MUTUAL

Primary Contact ~ Mike Eichner
40 2nd St East #228
Kalispell, MT 59901
Email: michael.eichner@nmfn.com
Phone: 406-257-7406
Fax: 406-752-1173

Life, Disability, Long Term Care
Insurance Investments

PARTY TIME

Owner~ Tracy Denton
2310 Hwy 2 E
Kalispell, MT 59901
Website: www.partytimeinmontana.com
Email: tracy@partytimeinmontana.com
Phone: 406-755-0809
Fax: 406-755-0807



Party Time has been family owned and operated since 1984. We offer a full range of party rentals including tents, tables, chairs,

dishware, BBQ's and more. We also have a retail party store selling all of your party needs for Birthdays, Over the Hill, Baby Shower, Weddings, and Anniversaries including balloons, paper products, decorations, streamers, piñatas and favors. We also offer novelty gifts to tickle your funny bone.

TAMARACK BREWING

Primary Contact~ Josh Townsley
105 Blacktail Rd
Lakeside, MT 59922
Website: www.tamarackbrewing.com
Email: josh@tamarackbrewing.com
Phone: 406-844-0244
Fax: 406-844-0281



Tamarack is nestled beneath the Rocky and Mission Mountains in Lakeside, Montana, near the shores of beautiful Flathead Lake. High ceilings, fascinating architectural details and a warm ambience help make The 'Rack the best spot in the Flathead Valley to relax with great food and handcrafted ales. The creek side patio is the perfect place to hang out and enjoy the outdoors with friends and family. Tamarack is proud to be a casual brew pub where people can enjoy simple yet wonderful pub fare and ales in an unassuming and friendly atmosphere.

VIRTUAL CIRCUIT DESIGN

Owner ~ Jay McCadden
1322 Whitefish Stage Rd
Kalispell, MT 59901
Email: vc@amozgroup.com
Phone: 406-212-2165



Virtual Circuit has been operating for over 20 years in the Flathead Valley. We provide consulting, design and repair for Windows-based networks and computers. Our focus is providing planning to help small businesses operate smoothly and a timely response in emergencies. Whether the requirement is for malware removal on single computer or assistance in the planning and implementation of a multi-site computer network, we can work with you to achieve your goals.
Have Logo

WELLNESS RESOURCE CENTER

Primary Contact ~ Scott Lampshire
725 6th Ave E
Kalispell, MT 59901
Website: www.wellnessresourcecenter.info
Email: herennow@montanasky.net



The diverse and experienced professionals at Wellness Resource Center provide personal and compassionate service to help people restore health, reclaim balance and discover wellness. We partner with each client to discover their greatest potential using health education, lifestyle management and advanced, effective treatment. So if you're ready for a whole new level of health care, call one of our dedicated professionals. ●

Renewals

10 Plus Years

Bob Herron Insurance
Budget Finance
CTA Architects Engineers
Flathead FFA
Glacier Jet Center
Insured Titles
Jordahl & Sliter
Knife River formerly JTL Group INC
Mergenthaler Transfer & Storage
Montana Environmental Lab
Northwest Cabinet Works
R Gunlikson & Associates CPA PC
Re/Max Glacier Country
Trinity Lutheran School
Wakefield Beauty Connection

5 to 9 Years

Advantage Water Conditioning
Air Pro Duct Cleaning
BMC West
Bolsters Towing
Complete Pest Services Inc
Discovery Developmental Center
Distinctive Countertops & Cabinetry
Dr Stephen P Johnson DDS, Inc PC
Dr Thomas Pittaway DMD, PC
Flathead Village Greens
Gardener's RV & Trailer Center
Glacier Eye Clinic
Hammerquist Casalegno Inc
Kalispell Toyota
Majestic Valley Arena
Midway Rental
Montana West Economic Development
Northwest Drywall & Building Supply Inc
Orthopedic Rehab Inc
Parenting With Dignity
Snappy Sport Senter Inc
Unishippers of Montana
Vista Linda Restaurant and Catering
Ziplocal formerly Phone Directories Company

1 to 4 Years

Montana Raceway Park, Inc
Moore Hearing
Three Rivers Bank of Montana - Meridian
Vision Net, Inc. ●



Flathead Regional Business Center Brown Bag Series: Communicating With Your Customers

We all serve a customer. How can we use communication skills to maximize our customer relationships? This dynamic and interactive program will show you how to do just that. By participating in this session, you will gain an understanding of your preferred communication style and you will find out how to predict the communication styles of your customers.

You will learn to use communication preferences:

- to sell products
- resolve customer issues
- educate your customers about your business
- build lasting relationships

You can even bring product brochures and marketing materials - tools you use to communicate with your customers - and we will see how well they match the communication preferences of your customer base.

This month's facilitator: Deborah Snellen, President/Owner, Business Class

Facilitator: Deborah Snellen has been in the training profession for over 25 years, the last 23 as owner of Business Class. A specialist in communication skills, management development and strategic planning, she has provided workshops nationwide and in Canada. Deborah is the facilitator for the Leadership Flathead skills building sessions. Mrs. Snellen is a nationally known speaker and on faculty for the US Chamber of Commerce Institute for Organizational Management. She is certified to administer and interpret the Herrmann Brain Dominance Instrument, a powerful survey that profiles individual learning and communication style preferences. This tool is used worldwide for

building communication effectiveness, teambuilding, and numerous other applications. She has published over 75 articles on management topics such as; Honing Your Conflict Communication Skills, Difficult People or Difficult Situations?, Who Put the "Strategic" in Planning and Changing Cultures, just to name a few. Deborah received a Bachelor of Science in Education from the Honors Division of the College of Education and a Master of Arts degree in Speech Communication with an emphasis in Organizational Communication and Training from the University of Missouri.

Monthly Blueprint for Business Success brown bag sessions feature business professionals facilitating informative discussions. Attend to receive relevant information, opportunities to ask questions of the professionals and network with peers.

Who should attend? Employers interested in growing and evolving more effective organizations.

Why?

- Exchanging ideas, insights and real-world solutions directly impacts your bottom line.
- Making better decisions quickly requires more and better information.
- Utilizing all available resources to operate and grow is smart business.
- Engaging and energizing your employees helps make your business successful.

Date: Wednesday, October 13, 2010

Time: Noon – 1:00 pm

NEW

Location: FVCC Arts & Technology Bldg, Room 139

Cost: No cost!

RSVP: Terri Haueter @ 758-6279 or thaueter@mt.gov ●



Business Necessities: The Top 3 Tools Determine Viability of Your Business

Presented in Partnership with the
 Northwest Montana Small Business Development Center
 Fall 2010 • Thursdays • 5-7 p.m.
 \$75 for the Series or \$30 per session

*Funded in part through a Cooperative Agreement
 with the U.S. Small Business Administration*



- **Develop a basic framework for your business strategy**
- **Build tools to determine whether or not your business or business idea is viable (able to thrive)**

The Business Plan

Oct 7

BH Bldg. Rm. 140

BUS 9200A

Jeff Knutson, American Business & Tax, LLC

Assess the feasibility of your business idea through researching startup and ongoing costs to start crafting an effective business plan. Take away templates, local resources, and vital recommendations for a healthy business launch or reorganization.

The Marketing Plan

Oct 14

AT Bldg. Rm. 144A

BUS 9201A

Michele Reese, BearGrass Marketing

The marketing plan is more than a document that the bank will approve. It is the key to making money with your business. Focus on incorporating smart, targeted marketing. Find your best customers and learn how to speak to them so they pay attention. Use creative, practical tools to affordably and consistently deliver bottom line results your business needs.

Cash Flow

Oct 21

BH Bldg. Rm. 140

BUS 9205A

Chris Parson, Northwest Montana Small Business Development Center

Determine if your business idea will also create profit by breaking down your cash flow into manageable parts. Look at the needed sales and the costs of doing business ---your cash flow. Learn how to build a start-up cash flow or rebuild your current cash flow so it is easily understood. Examine what it will take to be profitable in your business. Walk away with a cash flow tool to use in your current or start-up business.



Flathead Valley Community College

777 Grandview Drive • Kalispell, MT 59901 • www.fvcc.edu

Registration Information



WALK IN to our office in the Arts & Technology Building at 777 Grandview Drive, Kalispell



FAX your registration with credit card information: 756-3351.



PHONE: 756-3832 - We accept MasterCard, Visa and American Express.



MAIL IN this registration form with your check, payable to Flathead Valley Community College (FVCC).



Register Online at www.fvcc.edu
 Click on Continuing Education link.

Last Name _____

First _____ Middle _____

Sex: F M Birthdate _____

Address _____

City _____ State _____ Zip _____

Phone (H) _____ (W) _____

E-mail _____

Course Title _____ Date _____ Fee _____

Credit Card: Visa MC Am. Exp. Card #: _____

Exp. Date: _____ Authorized signature: _____

Attn: Continuing Education Center
 777 Grandview Drive • Kalispell, MT 59901 • 756-3832

Join us in welcoming Leadership Flathead's 20th class of leaders... *the Class of 2011*



- Galen Amy, Community Action Partnership
- Maureen Bryan, Park Side Federal Credit Union
- Aimee Cawrey, Blue Cross Blue Shield
- Eileen Donohoue, The Nurturing Center
- Tim Eichner, Department of Natural Resources & Conservation
- Rishara Finsel, Flathead County Library
- Tyler Frank, Kramer Enterprises
- Kristi Hanchett, Whitefish Mountain Resort
- Brenda Hanson, Flathead Valley Community College
- Karin Holder, Edward Jones Investments
- Allison Howard, Flathead County Attorney
- John Howard, Western States Insurance
- Diane Kautzman, Rocky Mountain Bank
- Rich Kehr, Flathead National Forest
- Jill Klocke, Glacier Bancorp, Inc.
- Angela LeDuc, Kalvig & LeDuc, P.C.
- Brittainy Miller, Mountain West Bank
- Rick Nelson, Plum Creek
- Gerry Nichols-Pagel, CTA, Inc.
- Cindy Owens, Evergreen Disposal
- Laurie Pierce, North Valley Hospital
- Melody Pieri, Glacier Bank
- Tim Sievers, Big Brothers Big Sisters
- Joshua Schroeder, Jordahl & Sliter, PLLC
- Matt Springer, Flathead Valley Community College
- Jennifer Standley, Applied Health Services with Northwest Healthcare
- John Stevens, JCCS, PC
- Margy Stevens, Margy Stevens Counseling
- Susie Turner, City of Kalispell
- Chip Weber, Flathead National Forest
- Jolynne Worrell, First Interstate Bank
- Rory Young, Jackola Engineering & Architecture
- Tod Young, Flathead Electric Coop
- Keagan Zoellner, Bob Marshall Wilderness Foundation



*No one could keep a straight face as Class of 2011 member **Matt Springer, Flathead Valley Community College,** leads his classmates in a "cinnamon roll" hug.*



*Class of 2011 **Rishara Finsel, Flathead County Library,** and **Cindy Owens, Evergreen Disposal,** put their "Yellow" and "Green" minds together to solve a problem during Leadership Flathead's retreat.*



*Class of 2011 members **Margy Stevens, Margy Stevens Counseling** and **Kristi Hanchett, Whitefish Mountain Resort,** enjoy a moment of relaxation overlooking Flathead Lake during Leadership Flathead's kickoff retreat.*

Tourism Matters to Our Economy

This summer brought an increase of visitors to our area and hotel occupancy. Although some of the summer increase can be attributed to Glacier Park's centennial, year-to-date 2010 is showing a consistent uptick as compared to 2009. According to a recent Wall Street Journal article (Travel Bug Bites Again, Sept. 24, 2010), the national travel industry is "snapping" back much faster than the rest of the economy. Travel related expenses jumped up 3% in Q2 2010 while the economy as a whole grew only 1.6%. Tourism spending still remains below pre-recession peak but the trends suggests the travel industry can provide a positive outlook for this slow recovering economy.

Smith Travel Research reported that during July 2010, the state of Montana showed a 7.8% increase in hotel room occupancy versus July 2009, slightly higher than the United States average. Kalispell hoteliers agreed with that data experiencing high occupancy rates throughout July and August. The Tourism Business Improvement District is moving forward with a plan to assure long term success in promoting Kalispell as a tourism destination. The development of a strategic plan, brand and marketing plan will begin with a facilitated strategic planning session in October hosting key community members involved in tourism. This research will shape the long term vision for tourism marketing in Kalispell and identify the short term action steps to begin making an impact. *Diane Medler, CVB Director, may be reached at 758-2808 or dianem@kalispellchamber.com.*

New Directors and Officers Named

>> from cover

and, Rick Weaver, Daily Inter Lake. The 2011 officers proposed for the approval of the membership are:

Chairman of the Board: Tom Lund, Rocky Mountain Bank
Vice Chairman of the Board: David Mitchell, CTA Architects Engineers
Secretary/Treasurer: Jim Ness, Glacier Bank
Immediate-Past Chairman: Terry Kramer, Kramer Enterprises

Five directors are leaving the Board after outstanding contributions. Cheri Nelson, Express Personnel, led the Board's efforts to create the tourism Business Improvement District and was the first to volunteer for nearly every committee or assignment. Ken Sugden, Flathead Electric Cooperative, brought valuable experience for share from his assignments with other chamber and economic development groups. Mark Lalum chaired the board in 2008 and is the go-to guy for everything related to agriculture and leadership. Nancy Davis, Prudential Financial, was a founder and driving force behind the Flathead Community Foundation. Tom Kurdy, Daily Inter Lake, shared his insight on the important issues of the day as the leader of the region's daily newspaper. Please be sure to thank these five for their good service when you see them. They will be missed!

Government Affairs Briefs

DON'T FORGET TO VOTE NOVEMBER 2ND – November 2nd is election day for county and State candidates. Don't forget to vote!

EPA'S GREENHOUSE TAILORING RULE BAD FOR FORESTS – The Chamber thanked Senators Baucus and Tester for their letter to the EPA Administrator expressing concern over its proposed Greenhouse Gas Tailoring Rule. The rule would consider biomass combustion the same as emissions from fossil fuels, hindering the forest industry and limiting the potential for wood-to-energy. The Europeans, for example, have long considered woody biomass to be a carbon neutral energy resource and have a robust biomass energy industry.

FLATHEAD COUNTY TRAILS PLAN SUPPORTED – The Flathead County Trails Plan was supported as a promotable County asset which will add to length-of-stay of non-resident tourists and promote the health and safety of county residents.

RULES ON 1099's CREATE ONEROUS BURDEN – The Kalispell Chamber urged our congressional delegation to repeal Section 9006 of the healthcare law, which would require all businesses, charities, and state and local government to file 1099 forms if they purchase \$600 or more in goods and services from another business throughout the year. The provision would require a mountain of paperwork for small business.

MDOT DIRECTOR TO GIVE BYPASS PROGRESS REPORT – The Director of the Montana Department of Transportation, Jim Lynch, will be on hand at the November 8th City Council meeting to give a report on the progress for the Alternative Truck Route. Everyone is invited to attend. ●

Luncheon to Feature Commissioner, MT Legislative Candidates

>> from cover



The luncheon is scheduled from 11:30 to 1:30 pm on Wednesday, October 13 at the Red Lion Hotel. Luncheon tickets are \$16 each. Tables of eight may be reserved for \$120. Tickets are purchased in advance on line or by calling 758-2800 or email info@kalispellchamber.com. ●

Businessman, Businesswoman, Great Chief

Flathead Valley a better place in which to live and work.

The Businessman and Businesswoman of the Year Award are given to a man and woman who are outstanding business leaders. As owners and managers of member businesses, these individuals and their businesses make a positive contribution to the local economy, they utilize good management practices with their customers, employees, and vendors and they are respected among their peers.

The deadline for submitting nominations for these prestigious awards is Friday, October 8, 2010 at the Kalispell Chamber of Commerce, 15 Depot Park, Kalispell, MT 59901. ●

Education Touted for Economic Growth

Shelley Ridenour/Daily Inter Lake

As more well-educated baby boomers leave the work force, the economy of the United States could stagnate, people attending Tuesday's Kalispell Chamber of Commerce luncheon were told. Brian Bosworth of FutureWorks, a private consulting and public policy research firm, spoke about education and its role in the economy.

In the 40-year period from 1960 until 2000, the U.S. relied on an increased educational growth level to create economic development, Bosworth said. The rising educational attainment of the U.S. work force led to 25 percent of all economic growth in the country in that 40-year period, he said. That contrasts to today's scene, he said, in which the U.S. is in a period of declining educational attainment that will "draw down our economic growth."

Bosworth shared plenty of statistical data to support his positions. In 1960, 41 percent of Americans had a high-school diploma and 8 percent had a bachelor's degree or an advanced college degree. Forty years later, 80 percent of Americans had a high-school diploma and 24 percent had at least a bachelor's degree. From 1960 to 2000, the work force grew at a rate of 100 percent, he said. It's predicted to grow at a 30 percent rate between 2000 and 2040.

There are fewer people entering the work force and younger people today have less education than older workers. Educational attainment began to level off in the 1980s and remains flat at best today and in some cases has even declined, Bosworth said. High-school graduation rates in the early 2000s are down from their levels in the 1970s, '80s and '90s, although there has been a slight uptick in the last year or two, he said. College entrance rates are stagnant and college completion rates have decreased in the last decade, he said.

People "leaving their jobs in the next 40 years will be better educated than the new people entering the job market," he said. "There will be a significant erosion in the educational level of workers in

the next 40 years." And, he predicts, the percentage of the labor force with less than a high-school diploma will grow in the next 20 years.

All those are reasons why it's important to focus on educating older Americans (ages 25 to 64) to fill some of those jobs that will be vacated by retiring boomers, he said. "We can't have an educational philosophy that gives up on adults as we largely have," he said. While he's fine with the educational concept of "leave no child behind," Bosworth wants that idea extended to "leave no one behind," child or adult.

Trends show there aren't enough young people graduating from college to replace the older workers who are leaving the work force now, Bosworth said. He used data from 2008 to back up that statement. At that time, 62 million of the 120 million working adults between the ages of 25 and 64 had no post-secondary education, be that a two- or four-year college degree or a vocational certification. Of those 62 million adults, only 400,000 were getting some sort of post-secondary training, either in a college or vocational training setting. It's important to note that the decline in overall education levels of Americans "will play out differently in different parts of the U.S.," he said.

Cities with higher levels of education have higher incomes and faster income growth, he said. In 1980, the 10 most-educated regions of the U.S. had average per capita incomes of 12 percent above the national average while the 10 least-educated regions had average per capita incomes of 3 percent below the national average. In 1998, those statistics showed tremendous change, Bosworth said. People living in the 10 most-educated regions had average per capita incomes that were 20 percent higher than the U.S. average and those in the 10 least-educated regions had average incomes that were 12 percent below the national average.

Reprinted with permission from the Daily Inter Lake.



Changes to Your Health Insurance as a result of the PPACA

The Patient Protection and Affordable Care Act Passed by Congress in March states that adult children are eligible for coverage to age 26—effective now. Any child who is currently covered but will be turning age 25 will remain on their parents' coverage until age 26 regardless of whether the child is married or not.

No lifetime coverage limits in 2011. Insurers will no longer be able to include a limit on how much one person can occur in medical spending over their lifetime. Insurers may still impose lifetime limits on "non-essential benefits." The government has yet to issue a definition of what medical services fall within the "non-essential benefits" guidelines.

No reimbursement for over-the-counter medicines in 2011. You will no longer be able to use pre-tax dollars from a Flexible Spending Account to pay for over-the-counter medicines without a health care provider's prescription. If you get a health care provider to write a prescription, than you will be able to continue using pre-tax dollars to purchase those medicines.

No pre-existing condition limits for children under age 19. Starting on September 23, 2010, insurers cannot impose a pre-existing condition exclusion on coverage of children under 19 years of age. For more information go to chamberchoices.com



DA Davidson



DA Davidson



Dave Waldenburg speaking at Central Heating & Cooling



Central Heating & Cooling put on a spread

UNcover What's Interesting, New and Developing

DA Davidson hosted the **September 7 UNWIND** to help celebrate their 75th Anniversary. Delicious finger foods were provided by Fabulous Food. The menu included vegetable egg rolls with mango chutney, smoked salmon with crusty bread rounds, bacon wrapped sweet & spicy chicken and cheeses & fruit.

Door prizes included a Wine Basket for Teddy Stathopoulou of Glacier Bank, a Griz Basket for Scott Duncan of Sierra Pacific Windows, and a Movie Basket for Bob Herron of Bob Herron Insurance. Harold Tutvedt won the Split the Pot.

The weather cooperated nicely for the **September 22 UNWIND** at **Central Heating & Cooling**. Fabulous Food

put on a delicious spread that included veal ossobuco sliders, ultimate mac & cheese, duck wontons with cherry orange dipping sauce and and International cheese platter. Dessert was apple strussel crisps with Cinnamon Whipped Cream and chocolate dipped cream puffs.

Peggy Young of Western States Insurance won the Split the Pot drawing. Danielle McClenahan of Investment Centers of America won a Comfort Care Package. Spin the Wheel winners were: Jeff Lawler of Larco Auto Electric Company, \$20 gift card, Jim Vance, a free humidifier with furnace install, Clint Webb of Flathead Living Magazine, \$20 gift card and Bruce White of Fast & Friendly Electrical Service, Inc, \$20 gift card.

Next UNWINDs

Tuesday • October 5, 2010
5 - 6:30 pm



Holiday Inn Express
275 Treeline Road, Kalispell

Wednesday • October 20, 2010
5 - 6:30 pm



Flathead Valley Orthopedics
111 Sunnyview Lane, Kalispell

Ribbon Cuttings



Stone Cold Creamery



Sears

106th Annual Banquet

Explore the Seasons of the Flathead

RESERVE YOUR TICKETS NOW!

Date: 11/18/2010

Time: 5:30—9:00pm

Pre-register by: 11/12/2010



Don't miss one of the biggest events of the year! Be part of the ceremonies for the induction of our new Chairman of the board and our 2010 Great Chief and Business Man/Woman of the year!

Tickets are \$60/seat or \$440/table. Reservations must be received by 11/12/10 @ 5:00pm!

For reservations or information contact:

Diane: 758-2800 or email info@kalispellchamber.com

Name _____

Address _____

Company _____

Phone _____

Names of Attendees _____

Method of Payment Visa
 Bill Me MasterCard
 Check American Express

Staff will call to get your information _____

Credit Card # _____ Exp. date _____

Signature _____

KALISPELL
 Chamber of Commerce

Providing Economic, Community, and Workforce Development Services

15 Depot Park
 Kalispell MT 59901
 (406) 758-2800

Yes, I want to donate a basket/prize for the auction to help expand the Visitor Information Center



Walla Walla Inter-City Visit Oct 28-30

You are invited to join us on the Chamber's 2010 Inter-City Visit to Walla Walla, WA. The purpose of our Walla Walla Inter-City visit is to meet with our counterparts in a peer community on common challenges facing business, our city, and our county including:

- Understanding public facilities districts for convention, sports, and entertainment development
- Wine industry development, promotion, and tourism and hospitality integration
- Downtown vitality and events
- Economic development strategies of a peer community
- Updates from previous inter-city visits in Coeur d'Alene (2008) and Spokane (2001)

WHO: Business and civic leaders from the Kalispell and the Flathead Valley.



COST: \$275 per person. Includes transportation, two lunches, reception, one dinner, breakfasts, and conference materials. Not included: hotel costs and incidentals.

HOTEL: The Marcus Whitman Hotel for \$99 plus taxes for King or QQ room. Phone 509-529-9282 to reserve, and mention you're with the "Kalispell Chamber" group.

Plan to join us for this important networking and learning session. Call the Chamber for more information or visit the event page at www.kalispellchamber.com

Special Thanks

The summer months of June, July & August are typically the busiest months in our Visitor Center. This summer we served 2,379 Walk-in guests, answered 1,871 phone calls and built and mailed out 320 information packets.

Each summer we are fortunate to have the services of faithful volunteers, many from R.S.V.P., to help with the high volume in our busy Visitor Center. This year we sadly bade farewell to a longtime faithful volunteer but were happy to have many familiar faces as well as a few new faces we hope will become regulars in the years to come. Some of these volunteers are also a regular part of our monthly 'Newsletter Stuffing Party'.

We offer our heartfelt thanks to the following volunteers:

- Ann Lawrence
- Bev Ferris
- Charlotte Hillstead
- Deanna Connelly
- Grace Holm
- Kay Dittmann
- Laurel Thompson
- Lillian Hinkley
- Lois Katz
- Marie Clements
- Mary Ruff
- Tammy Yonkers
- Wanda Croucher

Chamber Calendar October 2010

Sunday

Monday

Tuesday

Wednesday

Thursday

Friday

Saturday

All Meetings are at The Chamber unless otherwise stated.

Look for these events in November:

- 9 Nov. Luncheon, State of the County
- 18 106th Annual Banquet
- 25 Thanksgiving

					1	2
3	4 Leadership Flathead Meeting 3:00pm- 5:00pm Flathead Young Professionals 4:00pm – 5:00pm	5 UNWIND Holiday Inn Express 275 Treeline Road 5:00 – 6:30 PM	6	7	8 Deadline to submit nominations for Great Chief and Businessman and Businesswoman of the Year	9
10	11  Columbus Day Chamber Office Closed	12	13 Ed & Com. Committee 8:00am-9:30am Luncheon: Candidate Forum: County Commissioner, Montana Legislature Red Lion Hotel, 20 N Main 11:30 AM – 1:30 PM Ambassador Meeting 4:00pm – 5:00pm Kalispell TBID • 3– 5pm	14	15	16
17	18	19 Executive Board Meeting 7:30am – 8:30am	20 UNWIND Flathead Valley Orthopedics 111 Sunnyview Lane 5:00 – 6:30 PM	21	22	23
24	25	26 Board Meeting 7:00am – 8:00am Flathead Community Foundation 4:00pm – 5:00pm	27 Natural Resources Committee Meeting 7:00am – 8:00am	28	29	30
31  Halloween					Walla Walla Inter – City Visit	