

# KALISPELL Chamber News

Official Business Publication of the Kalispell Area Chamber of Commerce

February 2008

## February Luncheon: Business Financing Opportunities & Resources

With interest rates headed down, what kinds of opportunities and resources are there available for business financing? This question and more will be answered at the Chamber's February Luncheon program on February 19, 11:45-1:00 pm, at the Red Lion Kalispell Center Hotel. The program is sponsored by First Interstate Bank. Panelists will include:

Lad Barney	Small Business Development Center, Moderator
Will Schmautz	Nomad Technologies
Chuck Eble	First Interstate Bank
Mona Wagner	Crossroads Realty and Hu Hot Restaurant
John Donovan	US Small Business Administration



The luncheon cost is \$15 each or \$110 for a reserved table of eight. Your reservation is requested by Friday, February 15, and can be made by contacting 758-2800 or [info@kalispellchamber.com](mailto:info@kalispellchamber.com).

## Flathead Delegation Attends Business Days at the Capital

A twelve member delegation from the Flathead participated in the Montana Chamber's Business Days at the Capitol

*continued on page 5*

## Chamber Pushes 2008 Priorities

As public interest turns to state and national elections, the Kalispell Chamber is gearing up to promote a pro-growth, job-generating agenda in 2008. Here are some of the highlights:

### INFRASTRUCTURE AND TRANSPORTATION:

The Chamber's Infrastructure Study Group will analyze the cost of needed infrastructure and make recommendations on the best way to fund it. The Chamber will back efforts to fully fund the Kalispell Bypass and update the Kalispell Transportation Plan. The Chamber will also push for complete

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## At a Glance

### LUNCHEON/NOON

Tuesday, February 19, 2008  
Red Lion Hotel, Kalispell  
20 North Main  
"Business Financing Opportunities and Resources"

### UNWIND

Wednesday, February 20, 2008  
Hosted by: Holiday Inn Express  
275 Treeline Road, Kalispell  
5:00-6:30 pm

Many of our events this year have sold out; if you are planning on attending a Chamber event, please make your reservation as early as possible. Tickets or seats may not be available at the time of the event without reservations.

## Chamber Snapshot



### Visitor's Center Information Requests:

	December '07	YTD
Phone calls	344	7521
Walk-ins	93	4396
<b>VACATION</b>		
Packets	3	93
Inquiries	34	891
<b>RELOCATION</b>		
Packets	0	38
Basic Relo	14	372
Phone Book	1	17

### Chamber Website Activity:

Unique Visits	180,289
Total Visitors & Info Requests	193,617

*Call Bridgette to find out how you can benefit from all this activity on the chamber of commerce web site?*



## OFFICERS

**Mark Lalum, Chairman of the Board**  
Cenex Harvest State

**Bob Schneider, Vice Chairman of the Board**  
First Interstate Bank

**Clay Binford, Secretary/Treasurer**  
Nomad Technologies

**Jeff Wilson, Immediate Past Chairman**  
Properties Northwest Real Estate

## DIRECTORS

**Dick Buchanan**  
Byte Savvy

**Susie Burch**  
Flathead Valley Community College

**Kris Carlson**  
A+ Plus Healthcare

**Steve Clawson**  
Wells Fargo Bank

**Nancy Davis**  
Prudential Financial

**John Dudis**  
Crowley Law Firm

**Terry Kramer**  
Kramer Enterprises, Inc.

**Tom Kurdy**  
The Daily Inter Lake

**Jim Lehner**  
Plum Creek Timber Company

**Tom Lund**  
Rocky Mountain Bank

**Tom McElwain**  
Stewart Title of Kalispell

**Dave Mitchell**  
CTA Architects & Engineers

**Denise Nalty**  
Nalty Realty

**Cheri Nelson**  
Express Personnel

**Jim Oliverson**  
Kalispell Regional Medical Center

**Ken Sugden**  
Flathead Electric Cooperative

**Steve Thompson**  
Semitool

## EX-OFFICIO DIRECTORS

**Jim Patrick**  
Kalispell City Manager

**Mike Pence**  
Flathead County Administrator

## PROFESSIONAL STAFF

Joe Unterreiner, President ..... 758-2800  
Bridgette Evans, Director of  
Member Services..... 758-2801  
Cary Aubrey, Executive Assistant..... 758-2803  
Grace Holm, Receptionist ..... 758-2800  
Lad Barney, Small Business  
Development ..... 758-2802  
Doug Bolender, Government Contracting  
Services..... 755-4221  
Jill Seigmund, Leadership Flathead  
Program Manager ..... 758-2810

## CONSULTANTS

Carl Schweitzer - Helena Lobbyist  
Janet Schwalk - Bookkeeping  
JCCS - Audits & Tax  
Carol Edgar - Media & Public Relations

# Kalispell Area 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



*Agents For Fine Properties*

**BRUCE TULLOCK OF DEAN & LEININGER** Bruce Tullock ~ Independent Realtor, 20 Four Mile Drive, Suite 1, Kalispell, MT 59901, Website: [www.montanalandandhome.com](http://www.montanalandandhome.com)  
Email: [brucetulloch@gmail.com](mailto:brucetulloch@gmail.com) Phone: 406-270-7320  
Fax: 406-752-8810

Real Estate Broker, On the real estate team at Dean & Leininger, Inc., Kalispell office. We are one of the primary commercial brokerages in the Valley, but also deal in residential, raw land and subdivision development. In addition we have a property management division for commercial and residential properties. Integrity, knowledge and diligence are a hallmark of our team.

**THISISBRUCE.COM, LLC** Bruce Anttila-Van-Hoover ~ Owner  
45 Summit Ave/ PO Box 73, Somers, MT 59932,  
Website: [www.thisisbruce.com](http://www.thisisbruce.com), Email: [bruce@thisisbruce.com](mailto:bruce@thisisbruce.com)  
Phone: 941-224-0415

Thisisbruce.com is an advertising and marketing company offering high-end creative services at competitive prices. Specializing in a variety of services including corporate and brand identity (logo design), web design, integrated advertising campaigns, marketing and print collateral, outdoor signage and environmental design, fleet and vehicle graphics, animation, and professional photography, Thisisbruce.com is optimized for working with small to medium-sized businesses, entrepreneurs, celebrities, government offices, and not-for-profit organizations. While Thisisbruce.com is a web-based company, in-person meetings are considered the standard. Samples of work can be found at [Thisisbruce.com](http://Thisisbruce.com). Please call for a complimentary analysis of your current advertising needs, 941/224.0415 or email me at [bruce@thisisbruce.com](mailto:bruce@thisisbruce.com).



Business Hours: Monday - Friday 8am - 5pm

Thank you to the following businesses for re-investing in your Chamber. Your continuous support and community leadership is greatly appreciated

## 10 Plus Years

Montana Brokers Inc Realtors  
Rosauers  
Architects Design Group, PC  
Family Health Care  
Glacier Park Int'l Airport  
Greg Bain & Co  
Moose Saloon  
Robert W Ross Building Contractor Inc  
Simpson Motors  
Tinseth & Associates  
Western States Insurance/Kalispell  
LaSalle Equine Clinic  
CBK Services  
Kalispell Medical Equipment  
Properties Northwest Real Estate  
A Plus Health Care  
Mackenzie River Pizza Co

## 5 to 9 Years

Wild Wave Watercraft Rentals/ Winter  
Wonderland Sports  
Premiere Real Estate Professionals Inc  
Jack's Diesel Service Inc  
Jane Lopp & Associates LLC

## 1 to 4 Years

Christian Center  
Glazier Law Firm PC  
Great Bear Builders, Inc  
Montana Build Inc  
Sleep City USA  
Vanessa Ceravolo, Attorney/Mediator  
Applied Water Consulting, LLC

## House Leaders Announce Bipartisan Deal on Stimulus Package

By Jennifer Yachnin and Erin P. Billings, Roll Call Staff

Republican and Democratic House leaders reached agreement Thursday with the White House on a short-term stimulus package, setting the stage for the Senate to begin its own negotiations with Treasury Secretary Henry Paulson. "The package that we'll bring forth deserves the support of Members of Congress," Speaker Nancy Pelosi (D-Calif.) said at a midday press conference.

The slimmed-down three-part proposal focuses in large part on rebates of \$300 to \$600 per worker, including individuals who are subject to payroll taxes but do not earn enough to pay income taxes.

The measure also aims to provide relief to subprime-mortgage borrowers facing home foreclosures by implementing a one-year increase in conforming loan limits from the current \$417,000 to \$625,500. The third provision targets business investment, providing tax breaks to businesses investing in new plants and equipment. Senators are now expected to begin negotiations with the Bush administration.

Senate Majority Leader Harry Reid (D-Nev.), while deferring to Pelosi to negotiate the deal, called today's agreement "a good first step" but said the Senate will still take an opportunity to make changes.

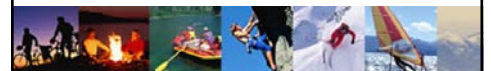


## FVCC Workforce Training Hours at the FRBC

Many of you take advantage of the one-stop business services we offer through the Flathead Regional Business Center organizations co-located here in the Depot Building. As a reminder, those of us permanently located here represent:

- Kalispell Area Chamber of Commerce
- Flathead Convention & Visitor's Bureau (FCVB)
- Small Business Development Center (SBDC)
- Procurement & Technical Assistance Program (PTAC)
- Montana Manufacturing & Extension Center (MMEC)
- Flathead Onestop Workforce Center

Are you interested in exploring some training opportunities for new skills for staff, initiatives or goals for the coming year, or issues that have been ongoing but surely have a solution? Come on in on Wednesdays between 9 a.m. - 4 p.m.! Resuming office hours onsite is a representative from Flathead Valley Community College, Jodi Smith. Jodi is the Workforce Training Director based in the Continuing Education Center. Her primary responsibilities include organizing the business & computer workshops, contract & customized training, and Montana Superhost statewide customer service training program. But, feel free to bring any question you have about FVCC, training or education - we will all work to get you answers, a plan, or the best person to connect with! Jodi can also be reached here at the FRBC at 758-2809, on FVCC campus at 756-3833 or by email at [jsmith@fvcc.edu](mailto:jsmith@fvcc.edu).



## *Thank you to all the volunteers and businesses for making the Career Field Fair at Flathead and Glacier High School a huge success!*

<b>NAME</b>	<b>BUSINESS</b>		
Dudley Marburger	Dudley's Trees Inc.	Tom Ritzdorf	Semitool
Clifford Kipp	Montana YES/MT Consv. Corps	Darwin Skonord	LC Staffing
Julia Seaward	Montana YES/MT Consv. Corps	Jim Florman	Northwest Automotive, Inc.
Lorrie Woods	Plum Creek	Loren Selle	Loren's Automotive
John Woods	Plum Creek	Gayle Wilhelm	American Red Cross of Montana
Brian Wahl	J. W. Pike Ltd.	Margie Williams /	
Patti Gregerson	Habitat for Humanity	Trina Starker	Immanuel Lutheran Communities
Michelle		Kristine Pareira	Clear Choice Health Plans, Inc.
Skaletski-Boyd	Soul-Felt Words, Inc.	John Sullivan	Kalispell Regional Medical Center
Will Schmutz	Nomad Technologies	Melissa Vornbrock /	
Tim Gilk	Glacier National Park	Linda Cavigli	Kalispell Regional Medical Center
Crystal Crawford/		Jana Rupp /	
Richard Bottomley	Alliance Title & Escrow Corp.	Chelsea Tramer (F)	
Marcie Bochman	LC Staffing	Melodi Lawson (G)	Kalispell Regional Medical Center
Katie White	LC Staffing	Donna Koester	Kalispell Regional Medical Center
David Rindal	UBS Financial Services	Christina Armstrong	Kalispell Regional Medical Center
Mark Armstrong	First National Bank of MT	Barb Burch	North Valley Hospital
Sandy Wheeler	City of Kalispell	Susan Catt	North Valley Hospital
Jennifer Kerr	Glacier Park Inc.	Michelle Christensen/	
Denise VanArtsdale	Glacier Park Boat Company	Scott Fox/	
Nicholas Himsl	Holiday Inn Express & Suites	Ellen Kaminski	A Plus Health Care & Grace Hospice
Robin Roush	Glacier Bancorp	Dr. Don Ericksen	Flathead Orthopedic Center
Heidi Escalante	LC Staffing	Collette Box/	
Joe Unterreiner	Kalispell Chamber of Commerce	Becky Madison	Discovery Developmental Center
Michael Blend	Blend Design & Build	Laurie Peiffer	Flathead Valley Community College
Cheri Nelson	Express Personnel Services	Annika Larson	Planned Parenthood
Nikki Witts	Express Personnel Services	Eliza Sorte (F)/ Eliza	Linderman School Office
Tom Sliter	Sliters	Michele Paine (G)	Linderman School Office (District Office)
Lad Barney	Kalispell Chamber of Commerce/SBDC	Jay Grass	Glacier National Park
Bonita Richards	Glacier Bank	Patricia Hulla	MT Dpt. Of Labor & Industry
Jon Cuthbertson	Montana Environmental Lab	Peter Stoll	Social Security Administration
Bill Rice/AJ Willits	Denman Construction	Jim Patrick	City of Kalispell
Randy Harris	Semitool	Brace Hayden	Glacier National Park
Dan Woodruff	Semitool	Paula Robinson	Flathead County
Kelly Robinson	Plum Creek	Martha Furman	Flathead County Library
Daniel Brien	Sands Surveying, Inc.	Patricia Sylvia/	
Carol Nelson	Carol Nelson Design	Diane Piorek	Dept. of Health & Human Services
John Connor	Plum Creek	Sherry Stevens Wulf	The United Way
Ralph Albert	Plum Creek MDF Plant	Randy Ogle	Ogle & Worm Law Firm
Mike Barnes (F)/		Karen Webster	Kalispell Police Department
Scott Newlon(G)	Plum Creek	Jim Brenden	Kalispell Police Department
Jim Wright	Semitool	Todd Glazier	Glazier Law Firm PC
Richard Jarvis	JE Engineering, Inc.	Chris Yerkes	Alert Security & Investigations, Inc.
Terry Kramer	Kramer Enterprises, Inc.	Dan Diehl	Kalispell Fire Department
Craig Meuchel	Semitool	Shaney Neuharth	Plum Creek

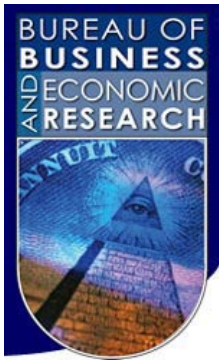


## 33<sup>rd</sup> Annual Economic Outlook Seminar

### Helping Montana's Workforce Through Investment, Competition, and Education

At the 33<sup>rd</sup> Economic Outlook Seminar, Sheila Stearns, the Montana Commissioner of Higher Education will address workforce issues in Montana and how the Montana University System will respond to Montana's dynamic workforce situation. Montanans can find jobs, but employers often cannot find and keep the workers they need for good jobs.

To sharpen our competitive edge in the world marketplace, Montana must connect the dots with a bright line between its educational system, the private sector, and public policy. Bureau researchers and other experts will examine recent trends and the outlook for Montana's important industries



– nonresident travel, healthcare, agriculture, manufacturing, and forest products. Our luncheon program will feature Steve Holland, director of the Montana Manufacturing Extension Center and he will expand on Montana's workforce issues based on his field work with Montana's industries.

The program is presented by the University of Montana Bureau of Business and Economic Research and the Kalispell Chamber of Commerce. The cost is \$80 and includes the seminar, a proceedings book, and a one-year subscription to *Montana Business Quarterly*. Continuing education credit from a variety of professional organizations is available for a \$20 fee.

The seminar runs from 8 am to 1pm and will be held at the Hilton Garden Inn Hotel on February 12. Register online at [www.bber.umt.edu](http://www.bber.umt.edu) or call 406-243-5113 for more information.

## Chamber Priorities

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reconstruction of Going-to-the-Sun Road's alpine section in Glacier National Park. The Chamber will work to ensure continued Amtrak service and expanded commercial air service.

**EDUCATION AND WORKFORCE:** The Chamber's Kalispell Business Education Initiative will work to strengthen collaboration among businesses and their education partners to improve the Flathead workforce and better prepare students for the future. The Workforce Committee will improve the quality and quantity of the workforce through their focus of workforce housing, workforce transportation, and childcare.

**TRADE:** On August 13, the Kalispell Chamber will team with the US Chamber and US Sen. Max Baucus to present TradeRoots, an educational program providing business with an awareness of how to expand their markets through trade and the resources available to make it happen. The March luncheon will focus on the boom in Canadian business and its positive impact on the retail and real estate sales sectors.

**ECONOMIC DEVELOPMENT:** The Chamber is developing plans to expand the capabilities of the Flathead Regional Business Center by creating additional office and conference space to meet our needs and those of our partners. The Chamber will take action to better serve business men and women by strengthening the Small Business Development Center and Government Contracting Assistance Center. The Chamber will further meet the needs for a structured, systematic, and sustainable program to grow wealth and job-creating companies here through the Business Expansion and Retention Program.

**NATURAL RESOURCES AND THE ENVIRONMENT:** The Chamber will pursue opportunities for bio-energy development through combined heat and power potential and bio-fuels heating

## Business Day at the Capital

continued from cover

program on January 17-18 in Helena, including:

Lad Barney  
Haley Beaudry  
Kris Carlson  
Gary King  
John King  
Terry Kramer  
Jim Lehner  
Denise Nalty  
Shannon Nalty  
Bob Schneider  
Carl Schweitzer  
Joe Unterreiner

Small Business Development Center  
Columbia Falls Aluminum Company  
A Plus Healthcare  
River View Associates  
River View Associates  
Kramer Enterprises  
Plum Creek Timber Company  
Nalty Real Estate  
Nalty Real Estate  
First Interstate Bank  
Kalispell Chamber Helena Representative  
Kalispell Chamber of Commerce





## Getting Started with a Drug Free Workplace Program

Employers have a legitimate interest in hiring drug-free employees. As part of a background check, most employers in private industry may test job applicants for the current use of illegal drugs. Drugs and Alcohol impacts the workplace by lost productivity, increased absenteeism, more accidents and work comp. claims. This also means higher cost to businesses through sick leave, overtime pay, insurance claims, employee turnover, and endless employment issues. Employers can protect themselves and minimize the impact by having a Workplace Drug and Alcohol Policy. However, before implementing a workplace policy, it is necessary to understand federal and state laws that affect the rights of both the employee and employer.

Cynthia Zimmerli will review applicable Montana statutes and federal regulations including Montana Workforce Drug and Alcohol Testing Act, which establishes the criteria for drug and alcohol testing of employees and prospective employees in Montana. Information will include the five basic components of a drug and alcohol program:

- written policy
- employee education
- supervisor reasonable suspicion training
- employee assistance program (EAP)
- and drug testing procedures

This month's facilitator is Cynthia Zimmerli, E.JD is the Human Resource/Risk Management Director for LC Staffing. In the past 10 years, Cynthia has been instrumental in developing comprehensive drug free workplace programs for Montana employers. She earned her law degree from Concord



University School of Law. Her expertise encompasses risk management and employment law and she frequently conducts on-site training for employers. Monthly Blueprint for Business Success brown bag sessions feature business professionals facilitating robust discussions. Attend to receive relevant information and opportunities to exchange peer-to-peer successes and challenges.

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, February 13, 2008

Time: Noon – 1:00 pm

Location: The Summit

205 Sunnyview, Kalispell

Cost: No cost!

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

systems. The Chamber will work to defeat proposals which would diminish the water and environmental quality of Glacier National Park and Flathead River through coal development in the Canadian Flathead.

**COMMUNITY DEVELOPMENT:** The Chamber will actively support the development and construction of the Glacier Performing Arts Center and the modernization of Flathead County Library's Main Branch in downtown Kalispell. The Chamber will conduct a community visit with Coeur D'Alene, ID to understand how a peer community is managing similar challenges to ours. The Chamber will help secure nationally known author and urban development expert Joel Kotkin to present on urban infrastructure development and growth.

**TAXES AND REGULATION:** The Chamber will aggressively work to prevent unfair taxes on business to pay for spending increases or tax cuts. Such tax hikes could take the form of impact fees that unfairly target commercial enterprise and overly burdensome workplace regulations.

**CREATING NEW CHAMBER BENEFITS:** The Chamber will implement a major upgrade of the Chamber Web Site and database that will drive new traffic to its members and provide new ability for members to maximize the benefits they receive. And, the Chamber will further efforts to increase access to affordable healthcare through Chamber Choices Health Plan.

The success of these initiatives will only come through the participation and support of Chamber Members. If you would like to participate in one or more of these initiatives, or for further information, please call the Chamber at 758-2800 or email info@kalispellchamber.com.



January's Leadership Flathead session was dedicated to the subject of "Business and Industry." Highlights of the day included the "Billion Dollar Tour" presented by Joe Unterreiner, a discussion of

workforce challenges facing local businesses (housing and daycare top the list!), and a subsequent conversation regarding possible solutions to those issues.

At the end of the day, here's what the Class of 2008 had to say about "Business and Industry" in the Flathead Valley:

- The driving force behind the Flathead Valley's economic prosperity is the natural environment. People want to live in beautiful "rural" places with clean air and water ... let's not kill the goose that lays the golden egg!
- Flathead Valley wages lag behind the national average, making it impossible for some skilled workers to relocate here and difficult for those already here to survive.

- The national housing market is affecting the Flathead Valley... when people can't sell their home in Michigan or Colorado, they can't buy a home here.
- The employee-driven market we are currently experiencing as a result of record-low unemployment has its disadvantages. Customer service, as well as overall employee performance, is obviously suffering at a number of valley businesses.
- More mid-tier businesses (100 employees plus) are needed in order to spur additional economic growth and prosperity in the Flathead.
- Little things go a long way toward creating a corporate culture that makes employees want to stay. Large publicly held corporations, while having more red tape to deal with, should recognize the true cost of employee turnover as compared to rewarding employees with extra time off, flexible schedules, and raises.

Thanks to the many people who took time out of their busy days to address the class, and thank you to the day's sponsors: APEC; Crossroads Realty – Bill Higgason; Kramer Enterprises; and Morrison Maierle, Inc.

## Stimulus Package

*continued from page 3*

Reid said Senators want to vet numerous proposals before moving the package forward, including an extension of unemployment insurance benefits, additional infrastructure assistance and increased Medicaid payments to the states. Many of those proposals were stripped from the House version amid strong objections from Republicans, who in exchange agreed to give in to Democrats' desire that tax rebates go to all income earners, not just taxpayers.

"I can't say I'm totally pleased with the package," Pelosi acknowledged, although she declined to detail her complaints. The Californian added that Congress should address other issues in future legislation if the economy worsens. "We will not hesitate to advance additional legislation," she said. House Minority Leader John Boehner (R-Ohio) similarly praised the agreement, stating: "It's a good compromise that will benefit the American people."

## 2008-2009 Kalispell Community and Relocation Guide

Dear Chamber Members:

The 2008-2009 Kalispell Community and Relocation Guide is now being published in partnership with the Daily Inter Lake. Your participation as an advertiser allows us to provide a high quality publication to those interested in the Kalispell community as a place to live, work, and recreate.

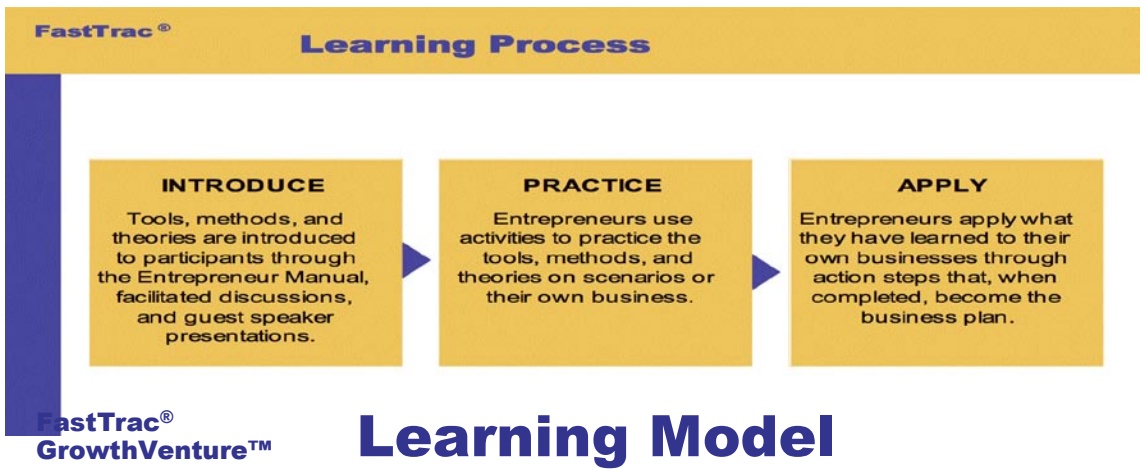
Five thousand copies of the Community and Relocation Guide are distributed during the year. It is the primary piece the Chamber uses to fulfill requests for relocation information, community information, and services available throughout the Valley. It contains a complete roster of Chamber members and is used to answer the question "May I have a list of your members?" Real estate offices provide it for clients. Employment offices and employers use the piece for employee searches. Chamber members use it when choosing with whom to do business.

I urge you to give consideration to advertising this year. Your advertising support allows us to make a good first impression with those thinking of living, working, or recreating in the Flathead Valley. Contact your advertising representative at the Daily Inter Lake, or call 755-7000 for more information. This year's advertising deadline is February 29.

Sincerely,  
Joe Unterreiner, President  
Kalispell Chamber of Commerce

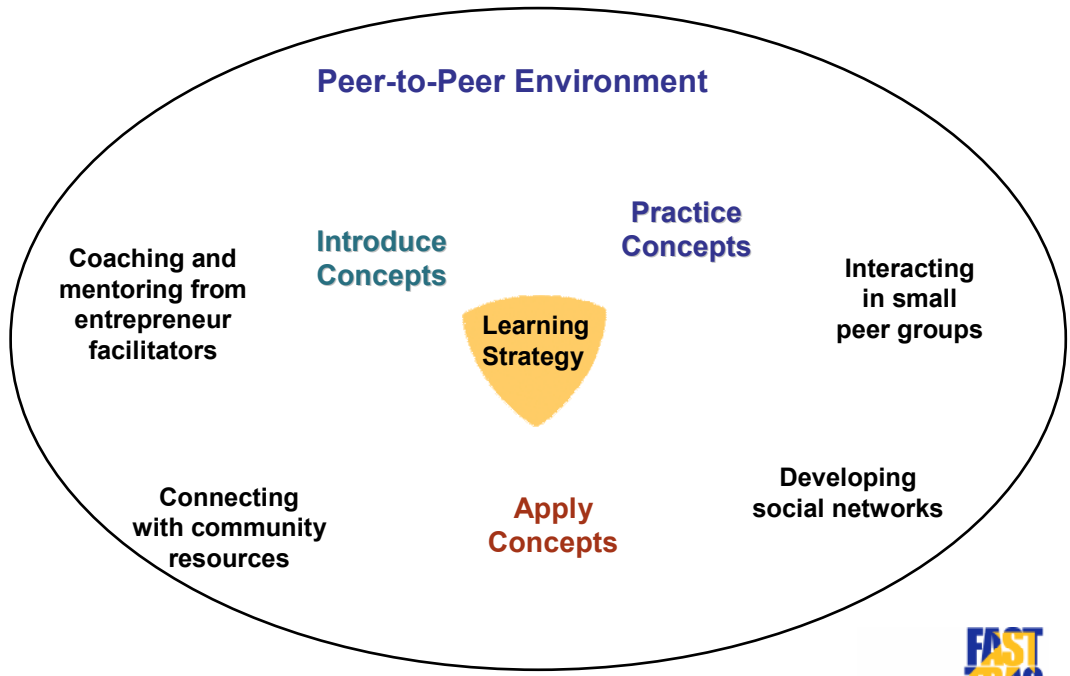
Your Small Business Development Center presents

**FastTrac® Growth Venture™**



**FastTrac® GrowthVenture™** provides:

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- A plan for the future of your successful and growing business...
- An exit strategy for you, the successful business owner...
- A confidential and comfortable environment to address challenges to your success...
- A network of your peers that can learn from you and you can learn from them...



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