

# Chamber News

» Official Business Publication Of The Kalispell Area Chamber Of Commerce «

## Chamber Sends 100 to China, Launches 2010 Trip

*April Chamber luncheon focuses on trade  
and cultural mission to China*

The April luncheon will feature speakers from the recent 9-day visit to China by 100 members of the Kalispell Chamber. The trip included visits to economic development zones in Beijing and Shanghai and other business meetings. The trade and cultural mission also included visits to well-known landmarks including: The Great Wall, Tian An Men Square, the Temple of Heaven, the Forbidden City, and more. Information will also be available on Mission to China 2010, a 10-day trip including flights, 4-5 star hotels, meals, tours, and transfers for \$1,999 per person during spring break week in March 2010.

China is an immense market for American goods and services and a vital supplier to American manufacturers and consumers. US trade with China exceeded \$386 billion in 2007. This trip is an opportunity to experience China with other members of the Kalispell Chamber and your family and friends.

The program is sponsored by Rocky Mountain Bank.

Rocky Mountain Bank combines the convenience and service of community banking with advanced technology to give you the best banking experience.



The luncheon is scheduled for 11:45 – 1:30 on Tuesday, April 21, at the **Hilton Garden Inn** in Kalispell. Luncheon tickets are \$16 each for Chamber members; \$21 for non-members; \$120 for a reserved table of eight. To avoid delays at check-in, pre-pay and register for your tickets by calling 758-2800 or register on-line at [kalispellchamber.com](http://kalispellchamber.com).



## Chamber Snapshot

### Visitor's Center Information Requests:

	Feb '09	YTD
Phone Calls:	469	951
Walk-ins	288	497
<b>VACATION</b>		
Packets	2	5
Inquiries	53	126
Email Inquiries	8	24
<b>RELOCATION</b>		
Packets	3	5
Basic	26	51
Phone Books	4	4
Chamber Website Activity		
Unique Visits	3,265	6,708
Total Visits	4,123	8,376

## At a Glance

### APRIL UNWINDS

» Tuesday, April 22, 2009

#### Centurytel

290 North Main

Kalispell, MT

From 5:00 to 6:30 PM

» Sponsoring an UNWIND is a great opportunity to showcase your business to other Chamber Members as well as the community. There are still a few dates left open for 2009. Contact Chamber Ambassador Ashley King at 406-755-4271 to schedule your UNWIND.

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## Get In Contact

Call Bridgette to find out how you can benefit from all the activity on the Chamber of Commerce website 406.758.2801.

# 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.

## Officers

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

**Terry Kramer**, Vice Chairman of the Board,  
Kramer Enterprises, Inc.

**Jim Lehner**, Secretary/Treasurer, Plum Creek

**Mark Lalum**, Immediate Past Chairman, CHS

## Directors

**Dick Buchanan**, Byte Savvy

**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's Ski Haus

**Tom Kurdy**, The Daily Inter Lake

**Tom Lund**, Rocky Mountain Bank

**Dave Mitchell**, CTA Architects & Engineers

**Denise Nalty**, Nalty Real Estate

**Cheri Nelson**, Express Employment Professionals

**Jim Ness**, Glacier Bank

**Jim Oliverson**, Kalispell Regional Medical Center

**Loren Sallee**, Loren's Auto Repair

**Ken Sugden**, Flathead Electric Cooperative

**Steve Thompson**, Semitool

## Ex-officio Directors

**Mike Pence**, Flathead County Administrator

## Professional Staff

**Joe Unterreiner**, President . . . . . 758-2804

**Bridgette Evans**, Director of  
Member Services . . . . . 758-2801

**Cary Aubrey**, Executive Assistant . . 758-2803

**Diane Bebee**, Receptionist . . . . . 758-2800

**Chris Parson**, Small Business  
Development. . . . . 758-2802

**Doug Bolender**, Government Contracting  
Services . . . . . 755-4221

**Jill Seigmund**, Leadership Flathead  
Program Manager. . . . . 758-2810

## Consultants

**Anderson, Baker & Swanson** - Government Affairs

**Edge Communications** - Media & Public Relations

**JCCS** - Tax & Audit Counsel

**Janet Schwalk** - Bookkeeping

## New Members

Please welcome these new members with your business.

### ALPINE THEATRE PROJECT

Primary Contact ~ Luke Walrath

600 East 2nd St  
Whitefish, MT 59937

Email: info@  
alpinetheatreproject.org

Website: www.

alpinetheatreproject.org

Phone: 406-862-9050

Fax: 406-862-9052

Entertainment and Music



### ALLISON MCCARTHY

Owner~ Allison McCarthy

551 N Juniper Bay Rd  
Somers, MT 59932

Email: dennismc@bresnan.net

Phone: 406-857-3758

Consulting

### BEST INSURANCE

President ~ Amanda Peters

175 Hutton Ranch Road, #113  
Kalispell, MT 59901

Email: amandapeters@bestinsurance2.com

Phone: 406-755-8888

Full Service Insurance Agency

### CELLULAR PLUS

Owner ~ Adam Kimmet

Primary Contact ~ Jamie Kalanick  
1194 East Idaho

Kalispell, MT 59901

Email: jkalanick@cellularplusus.com

Website: www.cellularplusus.com

Phone: 406-260-4004

Cellular Plus is a premium Verizon wireless retailer offering all Verizon products, a wide range of accessories and exceptional customer service.



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# March Renewals

## 10 Plus Years

Aware, Inc  
 Buffalo Hill Funeral Home  
 Express Employment Professionals  
 Flathead Janitorial & Rug Service  
 Fun Beverage Inc  
 Golf NW  
 Junkermier Clark Campanella Stevens PC  
 Western Building Center

## 5 to 9 Years

1st Propane, Inc.  
 Big Mountain Commercial Association  
 Big Mountain Eye Care  
 Consumer Credit Counseling Service of Montana  
 Dr Carol Scranton DDS, PC  
 Eyehear Audio Video Designs, Inc.  
 Flathead Land Trust  
 Glacier Insurance Strategies  
 Gold Rush Clothing  
 Great Harvest Bread  
 Kalvig & LeDuc, PC  
 Mission Financial Group  
 Northwest Pipe Fittings Inc  
 Provident Financial Inc  
 Ron Terry Construction Inc.  
 Rudy's Autosound  
 Sierra Pacific Windows  
 Stillwater Christian School  
 West One Bank - Idaho  
 Wildwood Building Co

## 1 to 4 Years

Business Class  
 Fabulous Food  
 Flathead Bank  
 Myron Strand  
 Nodoubt Land Company  
 Northwest Montana Wedding & Event Professionals  
 Pierce RV Center  
 Planned Parenthood  
 Qdoba Mexican Grill  
 Riddle's Jewelry  
 Rocky Mountain Bank

We would also like to recognize Amore' Salon & Spa for renewing last month and apologize for missing them in our last edition.



# March New Members

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## DOLCE VILLA

Owner~ Todd Iacopini  
 Primary Contact: Lisa Schlepp  
 110 Hutton Ranch Road, Suite 104  
 Kalispell, MT 59901  
 Email: dolcevilla@centurytel.net  
 Phone: 406-755-2271  
 Fax: 406-755-2271

Dolce Villa, a "sweet" escape. Proudly serving authentic Gelato (Italian Ice Cream), fine chocolates, coffee and espresso drinks.

## FIRST AVENUE EAST CAFÉ

Owners ~ Beth Sparby and Lorene Eno  
 128 1st Ave East  
 Kalispell, MT 59901  
 Phone: 406-755-3418

Good home cooking on First Avenue East in downtown Kalispell. Also catering.

## FLATHEAD VALLEY BY OWNER

Owners~ Michele Fauth & Mary Lepper  
 PO Box 11197  
 Kalispell, MT 59904  
 Email: info@flatheadvalleybyowner.com  
 Website: www.flatheadvalleybyowner.com  
 Phone 406-270-2845

Flathead Valley By Owner is a web based advertising venue for people interested in doing "For Sale By Owner" to sell their properties. Sellers pay a fee to list their property on our website. We promote the site and provide sturdy signage. Buyers search the website for free.

## INTERMOUNTAIN

Primary Contacts ~ Dave Creamer and Andy Miller  
 322 2nd Ave West, Suite A  
 Kalispell, MT 59901  
 Email: davec@intermountain.org  
 Website: www.intermountain.org  
 Phone: 406-871-0137



**intermountain**  
*restoring hope for children*

Intermountain is a nationally recognized Montana Non-Profit specializing in nurturing, therapeutic environments for children under severe distress.

## JACKSON HEWITT TAX SERVICE

Owner ~ Tom Kula and Jason Welnel  
 3420 S Reserve St, Suite B  
 Missoula, MT 59801  
 Email: tomkula@hotmail.com  
 Website: www.jacksonhewitt.com  
 Phone: 406-756-1212  
 Fax: 406-756-1223



Jackson Hewitt Tax Service provides tax expertise along with a variety of industry leading refund options. Locally owned and operated since 2000, it has grown to one of the largest Jackson Hewitt offices in the Western United States through superior customer service and dedication to quality. We help our clients feel secure their taxes are done correctly with one-on-one personal service and money back guarantees.

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Bagpipers kick off the festivities

## UNWIND March 3, Holiday Inn Express

There was a definite Irish feel to the March 3 UNWIND at Holiday Inn Express. Green Balloons, Green Beer, Green Beads, and Corned Beef & Cabbage gave the St. Patrick's Day feel and aroma while the Great Scots Pipes & Drums rounded out the ambiance with some rousing Irish pipe & drum pieces. The predominant Tartan was from the Ancient Robertson clan.

Door Prizes: Dee Ann Ayala of Glacier Suburu won Split the Pot.

Baskets were won by Dave Miciewicz of Flathead Industries, Dorinda Gray of Farm Bureau Financial Service and Pam Kennedy of Great Bear Builders.

Mark you calendars for the April 22 UNWIND will be hosted by Centurytel.



Joe Unterreiner and Beau Bledsoe welcome everyone and give away prizes.

# March New Members

## MED NORTH URGENT CARE

Owner ~ Shane Hill MD  
2316 US Hwy 93 N  
Kalispell, MT 59901  
Email: shanehill75@yahoo.com  
Website: www.mednorth.net  
Phone: 406-755-5661  
Fax: 406-755-5674

Walk-in urgent medical care

## SPRUCE PARK ON THE RIVER

Owner~ Geri Malberg  
310 Steel Bridge Road  
Kalispell, MT 59901  
Email: info@spruceparkrv.com  
Website: www.spruceparkrv.com  
Phone: 406-752-6321  
Fax: 406-756-0999

### Spruce Park ON THE RIVER

Is the perfect gateway for your visit to Glacier National Park. Our RV park has all the amenities that make RV travel hassle free even for the largest of rigs. You will be centrally located, just minutes away from all that Glacier Park and the Flathead Valley has to offer. Sit by the scenic Flathead River as you gaze into the mountains, fish or watch the wildlife. We at Spruce Park ON THE RIVER have never met a stranger! Come and enjoy our park and our community. Visit [www.spruceparkrv.com](http://www.spruceparkrv.com)



## TJ MAXX

Primary Contact ~ Chris Streett  
2391 Hwy 93 N  
Kalispell, MT 59901  
Email: chriswojahan@hotmail.com  
Website: www.tjx.com  
Phone: 406-755-7026



Retail Store •

# Forest Service Stimulus Projects and How to Secure Them

The Natural Resources Committee will host a briefing and discussion on the funding allocated to the Flathead Forest under the Stimulus Bill and for what type of projects funding is intended. The briefing will also include information on the process the Forest Service is using to get potential bidders involved. Presenters will include representatives of the Forest Service and the Kalispell Chamber's director of government contracting services, Doug Bolender.

The meeting will be held Wednesday, April 15, 7:00-9:00 am, in the Kalispell Chamber Conference Room. This program is provided at no cost, as a benefit of Chamber membership. Reserve your seat by calling 758-2800. •





# Brown Bag Series: Blueprint for Business

## Registered Apprenticeship – Building Montana’s Skilled Workforce

There are literally hundreds of demand occupations that are recognized as apprenticeable by the federal government. Montana workers who complete an apprenticeship stay in Montana, work in good paying and stable jobs and have a higher standard of living. On the average over 85% of completed apprenticeships are still working in Montana ten years after they have completed their training. Both employers and job seekers should attend this session to learn everything you need to know about the Apprenticeship Program.

### What are the benefits of a Registered Apprenticeship Program?

For employers, benefits include:

- Skilled workers trained to industry/ employer and Montana quality standards
- Reduce turnover
- Pipeline for new workers with current technological skills
- Reduce Workers Compensation costs due to enhanced safety training
- Expand market and business

For apprentices and journeyworkers, benefits include:

- Jobs that pay higher wages
- Higher quality of life and skills versatility
- Portable credentials recognized nationally and globally
- Higher job security

For Montana, benefits include:

- Highly skilled workforce
- Increased competitive edge in global economy
- System to contribute and sustain economic growth
- Lessened need to import skilled workers

### This month’s facilitator:

Facilitator: Darrell Holzer has been with the Apprenticeship Program for three years. He provides the program oversight for all Registered Apprenticeship Programs in Bozeman and all of NW Montana (north of Polson and Seeley Lake). Prior to working for the program he served as the State Political Director of the Montana State AFL-CIO. Prior to that time he worked as a construction pipefitter during which time he successfully completed a five-year apprenticeship training program with the State; giving him firsthand knowledge of the benefits of the Registered Apprenticeship Program. Darrell is a USMC Veteran.

Monthly Blueprint for Business Success brown bag sessions feature business professionals facilitating informative discussions. Attend to receive relevant information and 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, April 8, 2009

Time: Noon – 1:00 pm

Location: The Summit  
205 Sunnyview, Kalispell

Cost: No cost!

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

# The Tweet Is Mightier than the Sword

*So speak softly and carry  
just 140 characters.*

By Brent Leary

Can you imagine Edward Bulwer-Lytton’s reaction to Twitter? Credited with the phrase “the pen is mightier than the sword” in 1839, he might have chosen a different metaphor if he’d lived long enough to see what you could do in Twitter’s microblogging microverse with 140 characters. And who those characters can reach. And how far they can travel.

This isn’t Ed’s world. In fact, it’s not even the one we had just a few years ago. And if your CRM (Customer Resource Management) strategy was developed before Twitter, Facebook, and YouTube came to town, it’s time to upgrade: We’re living in the age of social CRM.

Social CRM is not a substitute for traditional CRM. Instead, what emerges is a new, outward-facing dimension that extends the operational areas of CRM. That new dimension is inevitably more successful if you’re building off a strong foundation in traditional CRM.

Social CRM is about joining conversations between customers and prospects while resisting the urge to control those conversations. Customers today have more power over who they do business with, and how that business is conducted. And the Web is totally entrenched in their buying process. So if you’re not on the Web in ways to capture their attention, you won’t be able to compete.

And while cost is a major factor in the buying process—especially in this economic climate—Web-savvy customers expect more from vendors. These social customers want companies to listen to their cares and concerns, to use the social media channels they use, and to actively participate with them in transparent conversations.

In fact, according to the recent 2008 Cone Business in Social Media Study, 60 percent of

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# 5 Ways to Manage Business Debt

## Spare Yourself Undue Stress

by Jerry Silberman

With the economy in turmoil and millions of people losing their

jobs, small businesses aren't being bailed out like America's elite. Business closings have reached epidemic proportions. While there's no way to protect your business from every storm, you can spare yourself undue stress by responding faster to unforeseen problems. To quote Benjamin Franklin: "An ounce of prevention is worth a pound of cure."

### Monitor your cash flow.

Cash flow is not the same as profit. Your business may be profitable, yet you can still face a serious cash flow problem. Cash flow is determined by comparing the amount of money coming into your company with the amount of money going out. Ideally, you should have positive cash flow. If your cash flow is negative, you'll need to draw on your company's capital to stay current on your bills. When the necessary capital is not available, your debts accumulate.

### Collect what's owed to you.

All the sales in the world won't help if you can't collect your money. Slow or nonpaying customers can be a big part of a cash flow problem. You need a formal system for billing and contacting your customers. If that doesn't work, contact a collection agency or attorney to help. Trying to collect from nonpaying customers can eat up time and money that could be better spent growing your business.

### Eliminate or reduce expenses.

This is a tough but necessary step if your business is going to weather this economy. Here are some areas to look at.

- Negotiate lower prices from existing vendors. First, do your research. Find out who else offers the products and services you need. You'll be surprised to find that

many companies are willing to lower their prices to gain a new customer. This will provide you with leverage to lower your current vendor's prices or simply buy from new vendors.

- Negotiate extended payment terms. Perhaps more important than lowering vendor costs is negotiating a longer time to pay for the goods or services. When cash flow is tight, a 10% savings may not be as beneficial as an additional 90 days to pay.

- Stop using your credit cards if possible. Credit cards enable you to extend payments over time; however, unless you have an extremely low interest rate and carry a low balance, your credit cards could spell trouble for you because interest rates can be astronomical.

- Purge excess inventory, furniture, or equipment. If you need cash, you can return, auction, or liquidate things you don't need or haven't been able to sell.

- Cut back on employees. It is extremely common for small business owners to keep employees they no longer need or don't need as much as they used to. If employees are not necessary, as much as it may hurt personally, cut back their hours or let them go.

- Cut benefits. You may need to ask your employees to contribute more to their health insurance or phase it out altogether.

- Relocate to a cheaper location. With a glut of unoccupied commercial real estate turning some areas into ghost towns, you should be able to find cheaper space nearby or renegotiate with your current landlord.

Consider raising your prices now. Many small business owners undercharge for their services because they feel they have to match or beat their competitors'

prices. But the days of undercutting everyone and turning your product or service into a commodity are over. Circuit City learned that lesson the hard way. Here's the cold fact: It doesn't matter how much you make—it matters how much you keep. If you have razor thin margins, it's time to change immediately. Just charging 10% more could make all the difference in the world. Test different prices. Look at other companies that are charging more for the same product or service.

Work your customer list. We've worked with thousands of struggling businesses. Too many didn't have a customer list, and hardly any of the ones that did were marketing to them. If they were marketing, they had no way of measuring customer response. The worst part is that they had no idea which customers were primed to buy more or why they hadn't. If you don't have a customer list, create one today.

*Jerry Silberman has 20 of experience helping small businesses reach affordable terms with their creditors and emerge from overwhelming debt within their means. He is currently founder and CEO of Corporate Turnaround, whose success stories have been profiled in The New York Times and BusinessWeek. Silberman has appeared on numerous media outlets as a featured expert and is co-author of the Small Business Survival Book.*

## March Ribbon Cutting



The Sizzler

# Leadership Flathead

## “Business & Industry”

was the topic of March’s Leadership Flathead session, and despite the bumpy economic ride we find ourselves on, the Class of 2009 disbanded for the day

on a note of optimism. There are, in fact, a lot of positive things happening in the Flathead’s business and industry sector. Several businesses, including Merlin Data, Nomad Technologies, Teletech, and National Flood Service are holding steady. These companies could be located anywhere in the nation but have chosen the Flathead Valley as their home because of the quality of life that abounds here. Friendly people, competent and reliable workers, clean air and water, endless opportunities for outdoor recreation... these are things that will persist despite the recession. Class members also heard from Flathead Valley Community College officials that enrollment is up 20 percent this semester as people turn to higher education to fill their retraining needs. And although Plum Creek has had to lay off workers recently as demand for lumber continues to lag, the company says it is committed to continuing its manufacturing activities in Montana.

At the end of the day, here were some things identified by the Class of 2009 as ways we can boost local business and industry during good times and bad:

- Spend your dollars locally when possible.

- Consider sharing your trade with students by allowing them to “shadow” you for a couple of hours. For more



Flathead Job Service’s Mora McCarthy and Laura Gardner roleplay a “feedback” exercise at the March Leadership Flathead session.

information, contact Jill Seigmund at 758-2810.

- Take care of the goose that lays the golden egg... do what you can to maintain the quality of life that attracts business and industry (and visitors) to the Flathead Valley.

Thank you to the sponsors of March’s session: Freedom Bank, Glacier Bank, Merlin Data, Mountain West Bank, Park Side Federal Credit Union, and Three Rivers Bank.

### NOW RECRUITING FOR CLASS OF 2010

Leadership Flathead is now accepting applications for the Class of 2010. Tuition remains at \$850 and partial scholarships are available. To recommend someone for Leadership Flathead or to request more information, contact Jill Seigmund at 758-2810 or seigmund@centurytel.net.



Justin Fries of Mountain West Bank and Patti Johnston of Flathead National Forest visit in the FVCC van while enroute to the next destination.



Members of the Class of 2009 toured Fun Beverage’s new facility as part of the “Business & Industry” session.

## Tweeting

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Americans use social media, with 59 percent of those users interacting with companies on social media sites. Additionally, 93 percent of social media users feel companies should have a social media presence—with 56 percent of them saying they feel a stronger connection with companies that do.

Twitter’s rise has been dramatic, and many companies use it to communicate with customers and prospects. But none worked as well (or tasted as good) as an unexpected tweet I received from Popeye’s Chicken. I was twittering with CRMA president Michael Thomas and the subject of biscuits came up. We riffed on the theme for a time, ending with Michael proclaiming his love for them.

Then, out of the blue, I got a tweet from someone going by the handle @PopeyesChicken, testifying to Michael being a “biscuit fanatic”...and that he could really wolf them down. (The “@” sign denotes a twitterer’s handle.)

I wasn’t expecting @PopeyesChicken’s tweet—I’d thought I was in a one-on-one conversation—but I didn’t mind. In fact, I enjoyed that tweet so much I replied to it. I also started “following” @PopeyesChicken on Twitter—which meant I started receiving his tweets all the time, even the ones not directed at me.

This was the best example of corporate tweeting I’ve seen. I didn’t feel any intrusion on our conversation. The tweets didn’t even try to sell anything. All @PopeyesChicken did was find a way to have fun with us, which in turn made me enjoy the contribution to our conversation.

Now, I hadn’t been to Popeye’s in years, and hadn’t been planning on going there. I’d seen their commercials and thought nothing of them. But that tweet—that engagement—got me thinking about biscuits...Popeye’s biscuits. And those thoughts turned into my lunch.

Rarely have 140 characters been so powerful—and never have they been so tasty.

Brent Leary is cofounder and partner of CRM Essentials, a CRM consultancy focused on small and midsize enterprises.



# Government Affairs Briefs

## Legislative Session Briefings Continue in April

The Chamber Government Affairs Committee's one-hour briefing and planning session on the Chamber's legislative agenda continues in April, each Friday from noon-1:00 pm. These sessions include a review of our bills list with our representative in Helena as well as legislators and other special guest speakers via teleconference. Our focus in the final weeks of the session will be:

- Reappraisal: minimizing impacts on Flathead reappraisals
- Stimulus funding: emphasizing natural resource projects, infrastructure, technology, and energy investments
- State budget: using stimulus/one-time funds in a manner that does not increase state operating costs, and opposing tax increases

Meetings are held at the Kalispell Chamber and all members are invited to attend. Consult the home page of [kalispellchamber.com](http://kalispellchamber.com) for agenda of these weekly meetings.

## Impact Fees Passed by Council; Chamber Urges Reconsideration

At their March 9 meeting, the Kalispell City Council voted to approve transportation impact fees effective April 1, 2009. Following this vote, the Chamber strongly urged the Council to reconsider its votes on Ordinance 1656 and Resolutions 5345 and 5346. After reflecting on the deliberations, the Chamber believed the actions taken by Kalispell City Council on March 9, 2009, does not comport with Montana's impact fee laws nor provide enough clarity, information, and detail to citizens and investors in Kalispell. The Chamber also believes it isn't possible to understand how important aspects of the impact fee program will be administered including the calculation of credits. A petition exceeding 140 signatures making this statement was delivered to the City Council at their meeting of March 23. It was the second reading of Ordinance 1656.

## Action in the 61st Session

The Chamber has taken action on these proposed bills:

Bill No.	Sponsor	Short Title	Action
HB 123	Jones	Extend economic development programs	Support
HB 150	Brown	Recreation responsibility act	Support
HB 163	Cohenour	Revise tax incentives for film industry	Support
HB 201	Taylor	Fund Clark Fork River Basin Task Force	Support
HB 240	Lake	Reduce business equipment tax	Support
HB 440	Mendenhall	Small business consideration act	Support
HB 455	Reinhart	Big Sky Rivers Act	Oppose
SB 61	Hawks	Public school impact fees	Oppose
SB 158	Barkus	Revise number of judges in judicial dist.	Support
SB 192	Zinke	Small business work comp relief	Support
SB 231	Liable	Revise impact fee enabling act	Support
SB 277	Kaufman	Box store tax	Oppose
SB 315	Zinke	Revise class eight business equipment tax	Support
SB 349	Tutvedt	Revise state bidding to protect information	Support
SB 371	Perry	Clarify "at work" for work comp purposes	Support
SB 490	Brown	Increase business equipment tax exemption	Support
SJ 13	Zinke	Commemorate Glacier Park's centennial	Support

Providing Economic, Community, and Workforce Development Services



15 Depot Park  
Kalispell, MT 59901

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