

# Chamber News

» Official Business Publication Of The Kalispell Chamber Of Commerce «

## 35th Annual Economic Outlook Seminar Economic Recovery: What's Ahead for Men & Women Workers?

As our nation heads toward economic recovery, it appears that job losses and unemployment rates during the recession were much higher for men than women. Roughly 1.7 million more men than women entered the ranks of

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## Kalispell Chamber puts focus on jobs National 'Dream Big' campaign lauds free enterprise

Members of the Kalispell Chamber of Commerce pledged Wednesday to make job stimulation and retention its main priorities in 2010.

The pledge comes on the heels of the U.S. Chamber's launch of the American Free Enterprise: Dream Big campaign. Officially begun in October, the campaign seeks to inform the American public about the important role free enterprise plays

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## Entrepreneur Success Story: Ray Thompson Chamber's entrepreneur luncheon to feature founder of Semitool

The Kalispell Chamber of Commerce's luncheon programs this year will carry forward its theme "American Free Enterprise. Dream Big". Entrepreneurialism and innovation are key drivers for economic



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## At a Glance

### February Luncheon

» **Tuesday, February 16, 2010**  
**Entrepreneur Success Story - Ray Thompson**  
11:45 – 1:00pm  
Red Lion, 20 N. Main, Kalispell

### February UNWINDs

» **Tuesday, February 2, 2010**  
5-6:30pm  
Kalvig & LeDuc  
Southfield Tower  
1930-3rd Ave. E, Suite 301, Kalispell

» **Wednesday, February 17, 2010**  
5-6:30pm  
Hockaday Museum of Art  
302-2nd Ave. E, Kalispell

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## Chamber Snapshot

### Visitor's Center Information Requests:

	Dec '09	YTD
Phone Calls:	433	6,781
Walk-ins	165	5,643

### VACATION

Packets	0	39
Inquiries	46	851
Email Inquiries	5	155

### RELOCATION

Packets	3	31
Basic	42	458
Phone Books	2	16

### Chamber Website Activity

Unique Visits	0	42,993
Total Visits	698	57,002

## 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 CPAs  
**Scott Hagel**, Crowley Law Firm  
**Dave Harvey**, Sportsman Ski Haus  
**Tom Kurdy**, The Daily Inter Lake  
**Mark Lalum**, CHS  
**Denise Nalty**, Nalty Real Estate  
**Cheri Nelson**, Express Employment Professionals  
**Jim Ness**, Glacier Bank  
**Kelly Robinson**, Plum Creek Timber  
**Loren Sallee**, Loren's Auto Repair  
**Velinda Stevens**, Northwest Health Care  
**Ken Sugden**, Flathead Electric Cooperative  
**Steve Thompson**, Applied Materials  
**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  
**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

# 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.

## January New Members

Please welcome these new members with your business.

### AARON'S SALES & LEASE OWNERSHIP

Owner ~ LTL Investments  
 Primary Contact ~ Gary Jackson  
 2197-3rd Ave. E.  
 Kalispell, MT 59901  
 Email: garyj35@yahoo.com  
 Website: www.aarons.com  
 Phone: 406-755-9005



Aaron's is the leader in lease ownership and specialty retailing of office furniture, consumer electronics, home appliances and electronics with more than 1,690 Company-operated and franchised stores in 48 states and Canada.

### DOG SLED ADVENTURES

Owner ~ Jeff Ulsamer  
 8400 Hwy 93 N  
 Olney, MT 59927  
 406-881-2275



Dog Sled Adventures, owned and operated by Jeff Ulsamer since 1979. Join us for one of life's great adventures; cruising the backcountry of northwest Montana pulled by Alaskan sled dogs. We're a family-friendly outfit. Our customers range in age from babies to eighties. With nearly 100 Alaskan huskies to pull our safe, comfy sleds, we can handle families or groups of any size.

### EXPRESSIONS, INC

Owner ~ Patricia Zinke  
 Primary Contact ~ Ed Blackwell  
 240 Hidden Meadow Lane  
 Columbia Falls, MT 59912  
 Email: expressionsmch@aol.com  
 Phone: 406-253-4278



Memory Care Home offering specialized care for Alzheimers/Dementia.  
 Foster Care Home, caring for your loved one in a genuine home environment  
 This service that you perform is not only supplying the needs of the Lord's people but is also overflowing in many expressions of thanks to the Lord! 2Cor. 9:12 NIV

### FLATHEAD VALLEY HOCKEY ASSOCIATION

Primary Contact ~ Steve Tartaglino  
 1 Woodland Ave  
 Kalispell, MT 59901  
 Website: www.usahockey.com/flatheadvalley  
 406-758-7813



A Kalispell skating rink offering public skate, skate rentals, private parties, lessons, hockey for all ages and many other skating opportunities.

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# January New Members

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## Flathead Regional Business Center Partners

### GLIMM HOMES

Owner ~ Carl Glimm  
5107 Ashley Lake Rd.  
Kila, MT 59920  
Email: carl@glimmhomes.com  
Website: www.glimmhomes.com  
Phone: 406-756-9052



Building Contractor

### J & H, INC

Owner ~ Tom Plumb  
Primary Contact ~ Joy Struble  
PO Box 727  
Kila, MT 59920  
Email: jstruble@jhoe.com  
Website: www.jhoe.com  
Phone: 406-755-8055



Office Equipment Dealership offering sales and service & document imaging solutions.

### NORTH BAY GRILLE

Primary Contact ~ Kurt Shull  
139-1st Ave. W  
Kalispell, MT, 59901  
Email: shullenterprises@hotmail.com  
Website: www.nbgrille.com  
Phone: 406-755-4441



A relatively new entry in the Kalispell dining landscape, this restaurant is easily the city's best. Thanks to a diverse menu that focuses on steaks and seafood, but also includes giant ½ pound C.A.B Burgers and scratch made soups; the Grille has quickly become a local favorite. Our approach is to bring in fresh seafood and excellent beef, and prepare it with more flair than the Kalispell norm. We have a full bar with an extensive wine list and over 30 signature martinis.

### NORTHWEST PARTY RENTALS

Owner ~ Bill Mann & Dennis Johnson  
6114 Hwy 2W,  
Columbia Falls, MT 59912  
Email: nwc@aboutmontana.net  
Website: www.northwestpartyrentals.com  
Phone: 406-892-1266



After 14 years, we are the largest individually owned party rental service. We offer tents, tables, chairs, dance floors, PA, lighting dishware and planning.

### SCOTT & KIENZLE, P.C.

Owner ~ Duncan Scott  
1001 So. Main  
Kalispell, MT 59901  
Email: dscott1061@aol.com  
Phone: 406-752-1250

A law firm dedicated to business law.

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 Convention and Visitors Bureau

Dori Muehlhof, Executive Director  
(406) 756-9091  
dori@fcvb.org  
www.montanaflatheadvalley.com

### 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

### Leadership Flathead

Jill Seigmund  
(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  
score@digisys.net

### Procurement Technical Assistance Center

Doug Bolender, Kalispell PTAC Manager  
(406) 755-4221  
ptac@kalispellchamber.com

### Small Business Development Center

Chris Parson, Director  
(406) 758-2802  
sbdc@kalispellchamber.com  
www.kalispellsmallbusiness.com

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# January New Members

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## STELLING ENGINEERS, INC

Owner ~ Mitch Stelling  
Primary Contact ~ Jeff Walla  
1372 Airport Rd  
Kalispell, MT 59901  
Email: [jwalla@stellinginc.com](mailto:jwalla@stellinginc.com)  
Website: [www.stellinginc.com](http://www.stellinginc.com)  
Phone: 406-755-8602

Full service civil engineering firm specializing in transportation and municipal engineering, development, subdivisions and structures. ●

# Economic Outlook

>> from cover



the unemployed between March 2008 and March 2009, while the national unemployment rate for men was 9.5 percent compared to 7.5 percent for women.

And how has this “man-cession” played out in Montana? Interestingly, our state’s unemployment rate gap between men and women of about 4.5 percentage points is actually double that of the national unemployment gap. The disproportionate recession impacts on men may have occurred because of industry and occupational differences between the genders.

At the 35th Annual Economic Outlook Seminar, Wendy Stock, department chair of Agricultural Economics and Economics at Montana State University, will discuss the recession’s impacts, economic recovery, and workforce issues.

This half-day seminar and luncheon will highlight the latest economic trends and

forecasts for the nation, state, and local-area economies. Bureau economists Patrick Barkey and Paul Polzin will present economic outlook forecasts for each seminar city, and industry experts will provide the outlook for Montana’s important industries: nonresident travel, housing, health care, agriculture,

manufacturing, and forest products. Montana Kids Count will present a luncheon program on investments in early childhood education.

The program is presented by the University of Montana’s Bureau of Business and Economic Research and the Kalispell Chamber of Commerce. The Cost of \$80 includes the seminar, a proceedings booklet, lunch, and one year subscription to the Montana Business Quarterly, the state’s award-winning business journal (a \$35.00 value). A discount is available to groups of 5 or more (\$50/each). Continuing education credit from a variety of professional organizations is available for \$30 processing fee.

The Seminar runs from 8 a.m. to 1:00 pm and will be held at the Hilton Garden Inn Hotel on Friday, February 12. Register online at [www.bber.umt.edu](http://www.bber.umt.edu) or by calling 406.243.5113. ●

# January Renewals

## 10 Plus Years

A Plus Home Care/ A Plus Staffing  
CHS Inc - Kalispell  
Family Health Care  
Flathead Lake Lodge  
Glacier Park International Airport  
Greg Bain & Co  
Immanuel Lutheran Communities  
KAJ TV 8/18  
Kalispell Medical Equipment  
Mackenzie River Pizza Co

Meredith Construction Co  
Montana Gold Bullet Inc  
Mooses Saloon  
North Valley Hospital  
Premiere Real Estate Professionals Inc  
Professional Therapy Associates  
Properties Northwest Real Estate  
Robert W Ross Building Contractor Inc  
Rosauers  
Sportsman Ski Haus  
Swank Enterprises  
Tinseth & Associates  
Western States Insurance - Kalispell  
Wright’s Kalispell Lumber

## 5 to 9 Years

Collision Craft  
Glacier Symphony and Chorale  
Jack’s Diesel Service Inc

## 1 to 4 Years

Montana Build Inc  
Philip Harris & Associates Inc  
Applied Water Consulting, LLC  
Central Heating & Cooling Inc  
Basket Business  
Flathead Insurance  
Pro Clean Car Wash & Valvoline Express  
Care ●

# 2010-2011 Kalispell Community and Relocation Guide

Dear Chamber Members:

The 2010-2011 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, glossy, magazine-style publication to those interested in the Kalispell region 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 Thursday, March 18.

Sincerely,  
Joe Unterreiner, President and CEO  
Kalispell Chamber of Commerce



## Tester to host second workshop for Montana contractors, businesses *Senator aims to bring jobs, federal contracts to Montana*

Senator Jon Tester announced he will host another Small Business Opportunity Workshop to help Montana contractors and companies compete for federal contracts and create jobs in Montana.

All Montana contractors and businesses are invited to attend the day-long event, scheduled for February 19 at the Best Western GranTree Inn in Bozeman.

Tester is partnering with Governor Brian Schweitzer to organize the workshop.

Representatives from federal and state agencies will be on hand to answer questions and share information on how Montana businesses can compete for federal contracts and bring more jobs to Montana.

"When Montana companies compete on a level playing field, they win," Tester said. "And that's what we're doing with these workshops—we're leveling the field so Montana contractors and businesses can create more jobs and put folks back to work on Main Street."

Tester hosted a similar event in Great Falls last June. That workshop helped several Montana companies win federal contracts for construction projects funded by the American Recovery and Reinvestment Act.

Participants in Tester's February 19 workshop include:

- Malmstrom Air Force Base
- Montana Department of Administration
- Montana Department of Transportation
- U.S. Department of Agriculture
- U.S. Department of Energy
- U.S. Department of Housing and Urban Development
- U.S. General Services Administration
- U.S. National Park Service

Several more federal and state agencies are expected to attend and further details will be available in the coming days.

No sign-up is required to attend the workshop, however businesses attending are encouraged to RSVP by calling Tester's office at 866-554-4403 or 406-586-4450.



## What's going on in Government Contracting?

The following information sums up the Kalispell PTAC government contracting activity for the recent fiscal year ending September 30, 2009.

Active client base .....	346
Outreach events sponsored or participated .....	39
Initial counseling sessions .....	233
Follow-up counseling sessions .....	814
Awards received by small businesses .....	73
Total award amount .....	\$9,328,280
Awards received by Small Disadvantaged businesses .....	2 .....
Awards received by Women Owned small businesses .....	7 .....
Awards received by HUB Zone certified small businesses ..	29 .....
Awards received by Service Disabled small businesses .....	1 .....
All Department of Defense (DOD) awards .....	4 .....
Other Federal (Civilian) Agency awards .....	61 .....
State and Local Government awards .....	8 .....

The majority of government procurement opportunities in northwest Montana are with the Flathead National Forest and with Glacier National Park. Both of these agencies have received Federal stimulus spending dollars under the American Recovery and Reinvestment Act (ARRA) <http://www.recovery.gov>.

ARRA projects scheduled for 2010 on the Flathead National Forest can be found on their website <http://www.fs.fed.us/r1/flathead>. Scroll down to the section titled

**American Recovery and Reinvestment Act – ARRA** and click on the link American Recovery and Reinvestment Act (ARRA) Project Narratives



You can reach Doug Bolender, the Kalispell PTAC Manager for assistance at 755-4221. ●



## Small Business Development Center

Closing out year 2009 for the SBDC showed over 525 hours of one-on-one business counseling and over 150 different clients. The Small Business Development Center assisted 16 businesses in transactions totaling \$4.2 million in new investment. Other successes included helping start six new businesses in the Flathead Valley and having well over 200 business owners and entrepreneurs attend our training sessions. We also have a new website at [www.nwmontanabusiness.com](http://www.nwmontanabusiness.com) which I encourage everyone to check out.

In 2010 the SBDC already has seen an increase in activity and looks forward to many more one-on-one client meetings, training sessions, and success stories. If you are looking for help to start or assist your business please call Chris at 758-2802 or email at [SBDC@kalispellchamber.com](mailto:SBDC@kalispellchamber.com). Thank you for a great year and good luck in 2010! ●

## BEAR Business Expansion and Retention

The 2010 BEAR team consists of numerous professionals including Procurement Technical Assistance Center, Small Business Development Center, Job Service, City of Kalispell, Montana West Economic Development, SCORE, Manufacturing Extension Center, and Flathead Valley Community College. In

2010, the BEAR team will strive to provide assistance to businesses by assessing their needs and concerns through structured interviews. The BEAR team will provide referrals for professional assistance to the businesses, and share the community related information with appropriate city / county leaders so the

business climate can thrive. The BEAR team invites you to request an interview and learn what is available for your business needs. [http://www.kalispellchamber.com/business\\_resources/bear\\_contact\\_us.php](http://www.kalispellchamber.com/business_resources/bear_contact_us.php) ●



## Flathead Regional Business Center Brown Bag Series:

### Blueprint for Business Success

#### *Time Management Redux: A Shift in Perspective is the Key to Your Success*

Effective time management has been the subject of countless books and organizational development talks for decades. Strategic leaders, business consultants and savvy entrepreneurs have created empires from their expertise on how to manage time while electronic calendars with built-in reminders, well organized daily planners and Smart Phones provide a framework for managing our time. Yet most individuals and organizations still struggle with doing what they said they would do when they said they would do it. Why? The answer lies in our perspective of time and the desire to manage something that can't be altered.

The key to effective scheduling, meeting deadlines and taking actions that propel our organizations toward their stated goals, values and mission lies squarely on our ability to focus our attention on becoming effective in our use of time rather than our ability to 'manage' it. What benchmarks of success could your business achieve if everyone involved had the tools and skills necessary to focus their efforts and resources squarely on the tasks at hand and managing time was no longer a struggle? What if effective time management was easier than you thought?

#### **Topics of interest will include:**

- A Practical Perspective on the Effective Use of Time
- Avoiding the Time Management Struggle

- Ten Common Mistakes Toward the Effective Use of Time
- Why Focusing on Your Organization's Past Success is Crucial to the Effective Use of Time
- Tools to begin using today

#### **This month's facilitator:**

**Facilitator: Dru Rafkin Jackman, ACC** is an internationally certified Coach and Licensed Seminar Leader who provides Coaching, Training and Consulting to those individuals and organizations experiencing frustration, overwhelm, and lack of focus in reaching their goals. Her greatest success stories are those in which clients have not only accomplished their goals but are living to their fullest potential both personally and professionally. Her company, Sane Solutions by Dru, is based in Whitefish where she lives with her husband, Stephen.

*Founded in 1998, Sane Solutions by Dru offers Coaching, Training and Consulting to leaders, teams and individuals who desire to be more successful in reaching their unique professional and personal goals. Programs are tailored to individual needs and all work is confidential. To find out more or to schedule a complimentary strategy session to see how this work can propel your business to the next level of success, please contact Dru at (406) 862-2400 or [info@solutionsbydru.com](mailto:info@solutionsbydru.com)*

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, February 10, 2010

Time: Noon – 1:00 pm

Location: The Summit – Conference Room # 3

205 Sunnyview, Kalispell

Cost: **No cost!**

RSVP: Terri Haueter @ 758-6279 or [thaueter@mt.gov](mailto:thaueter@mt.gov)



# UNcover What's Interesting, New and Developing

This year we are implementing e-invitations to our UNWINDs instead of printing and mailing postcards. All members with valid email addresses should have received at least one 'E-vite' to the February 2 UNWIND at Kalvig & LeDuc and one for the February 17 UNWIND at the Hockaday Museum of Art. To avoid having these notices end up in your junk mail folder, please add [info@kalispellchamber.com](mailto:info@kalispellchamber.com) to your acceptable addresses list.

Tuesday, February 2, 2010  
5 - 6:30 pm

**KALVIG & LEDUC, P.C.**  
ATTORNEYS AT LAW

1930 3rd Avenue East  
Kalispell

Wednesday, February 17, 2010  
5 - 6:30 pm



**HOCKADAY MUSEUM of ART**  
*Gateway to Montana's Artistic Legacy*  
302 Second Avenue East • Kalispell, Montana 59901

302 2nd Avenue East  
Kalispell

By switching to E-vites we are reducing the cost to advertise the UNWINDS and are passing the savings on to you, our members. The fee to host an UNWIND is now only \$100. You still provide food and beverage.

Sponsoring an UNWIND is a great opportunity to showcase your business to other Chamber Members as well as the community. Call Ashley King at 406-755-4271 to schedule your UNWIND. ●

## Ribbon Cuttings



*American Financial Tax Services, Inc Ribbon Cutting*



*American Business and Tax, LLC Ribbon Cutting*

## Entrepreneur Success Story

>> from cover

growth and the path to job recovery. You are invited to join us for the Chamber Luncheon on Tuesday, February 16, to hear from Ray Thompson, Kalispell's most well-known entrepreneurial success story.

Mr. Thompson founded Semitool, a provider of equipment to the semi-conductor industry, in Kalispell in 1981. In December 2009, Semitool was sold to Applied Materials, a \$9 billion company based in Santa Clara, CA. His presentation has been described as "an inspiration for entrepreneurs everywhere". The Kalispell Chamber of Commerce will also highlight entrepreneurial support it provides and the support of its collaborating partners in the region. The Luncheon is sponsored by Applied Materials.

Luncheon tickets are \$16 each for Chamber

members and \$21 for non-members. Tables of eight may be reserved for \$120. Tickets are purchased in advance by calling 758-2800 or at [www.kalispellchamber.com](http://www.kalispellchamber.com) ●







## The focus of January's Leadership Flathead's session was "Healthcare and Human Services."

But before delving into the day's agenda, Deb Snellen of Business Class led the Class of 2010 through a crash course in negotiating

skills. Deb is spending the year with the Class of 2010, facilitating monthly skills building sessions and contributing insight from her 16-plus years working with Leadership Springfield in Missouri.

Over the course of the day, the class heard from two healthcare panels and two human services panels. It's always shocking to hear how much uncompensated care our two local hospitals incur each month. Jason Spring of North Valley Hospital estimates his hospital's annual charity care at around \$15 million. The cost of uncompensated care is passed on to those with the ability to pay for their health care. Dr. David Keim of Glacier Dental Group addressed the class about the difficulties in providing dental care for the uninsured and underinsured. Because Medicaid does not cover the overhead of costs of treating a patient, most dentists will



Members of the Leadership Flathead Class of 2010 tour the new Flathead Food Bank and admire the work of Class of 2009 members who spent many hours painting, plumbing, and cleaning the new location before the big move last fall.

not see Medicaid patients. Dr. Keim and a handful of other local dentists do treat some Medicaid patients, but the responsibility needs to be spread more evenly. The Flathead Community Health Clinic is a good start toward treating the needs of those without adequate dental coverage.

Here are some things you may be able to do to advance "Healthcare and Human Services" in the Flathead Valley:

- Visits to the Samaritan House and the Flathead Food Bank were a reality check. According to Lori Botkin of the Flathead Food Bank, the number of people relying on the food bank has doubled since the agency moved into its new location in the old Gateway West Mall in October. Now more than ever, we all need to contribute what we can... our time, our talent, our ideas, our compassion, and if we have it, our money.
- Shop locally! Use local healthcare services rather than traveling to



Flathead Food Bank Director Lori Botkin sits at the refurbished table that was once Safeway's butcher block. Ned Halling, Class of 2009, spent many hours refinishing the table so it could be used as a conference table. As Ned was stripping down the table, the old address of Safeway was revealed on the table as "1203 US Hwy. 2 West" which now happens to be the new address of the Food Bank.

another region for what you can get right here at home.

- Give kudos to Dr. Jay Erickson, Meg Erickson, North Valley Hospital, and all the volunteers who make the Shepherd's Hand Clinic possible. Annually North Valley Hospital donates \$100,000 in services to the free clinic, which is now in its 14th year.
- Encourage your dentist to support community dentistry programs for uninsured or underinsured children in our valley.
- As of January 8, there were 12 children waiting for a CASA (Court Appointed Special Advocate) volunteer. If you are interested in learning more, please call 755-7208.

We thank North Valley Hospital and Blue Cross Blue Shield for sponsoring January's session. ●



Deb Snellen auctioned a \$10 bill to the Class of 2010 at the conclusion of her presentation on negotiating skills. Several members got in on the action, eventually buying the \$10 bill for \$155. All proceeds were donated to the Nurturing Center.

# Government Affairs

## Business Days at the Capitol

The Flathead was well-represented at Business Days at the Capitol on January 14-15. Some of the highlights included a presentation by Jon Bennion, government affairs director for the Montana Chamber, who conducted a briefing titled "A Preview of the 2010 Elections", and chief legislative fiscal analyst – revenue Terry Johnson, who presented on the State's deteriorating revenue picture. Both of these presentations are available by contacting us at the Chamber office. You are invited to join us next year on January 3-4, 2011. The Flathead Delegation included:

### Flathead Participant . . . . . Business

- Aiden Myhre . . . . . Anderson, Baker, Swanson
- Chris Parson . . . . . Kalispell Chamber of Commerce
- Debbie Kramer . . . . . Three Rivers Bank
- Jim Ness . . . . . Glacier Bank
- Jim Oliverson . . . . . Kalispell Regional Medical Center
- Joe Unterreiner . . . . . Kalispell Chamber of Commerce
- Kevin Gartland . . . . . Whitefish Chamber of Commerce
- Kris Carlson . . . . . A Plus Home Care and Staffing
- Loren Sallee . . . . . Loren's Auto Repair
- Steve Clawson . . . . . Wells Fargo Bank
- Terry Kramer . . . . . Kramer Enterprises
- Tom Lund . . . . . Rocky Mountain Bank

## Senate Finance Committee Staff Consult with Business Leaders

Senate Finance Committee staff members Hun Quach and Rory Murphy consulted with business leaders at the Kalispell Chamber on January 12 to attempt to answer the question "What has been successful to sustain or create jobs, and what can be done in the future?" The discussion included: export promotion, bio-mass and bio-fuels development, venture capital, matching fund requirements for small business, healthcare reform and pilot projects, cap and trade, and other issues. Participants included:

- Diane Smith . . . . . North Fork Consultants
- Evan Sugden . . . . . Algae Aqua-Culture Technologies
- Joe Unterreiner . . . . . Kalispell Chamber of Commerce
- Kris Carlson . . . . . A Plus Home Care and Staffing
- Mark Lalum . . . . . CHS
- Michael Smith . . . . . Algae Aqua-Culture Technologies
- Tom Lund . . . . . Rocky Mountain Bank
- Velinda Stevens . . . . . Health Center Northwest

## Natural Resources Committee puts Bio-mass Energy First

The committee agreed to consider a request to support efforts that would keep the North Fork free on mining development. The committee members also took assignments on its priority issue: bio-mass energy development. Policy action supporting bio-mass are contained in Senate Bills 1470 and 636. The committee was also encouraged to attend a seminar at the College titled "Forest Bio-Mass to Energy: Opportunities, Options and Challenges".

## Government Affairs Committee Considers Tax Reappraisal

At their meeting on January 11, the Government Affairs Committee heard from Mary Whittinghill of the Montana Taxpayers Association via conference call from Helena on the topic of property tax reappraisal. The committee was joined by Mark Blasdel (HD10), Keith Regier (HD5), Janna Taylor (HD11), Verdell Jackson (SD5), and Bruce Tutvedt (SD3). Property tax increases in the Flathead are significantly higher than were projected during the 2009 session and action is being taken on several fronts to mitigate these impacts. Chairman Tom Lund is now assigning issues to members of the committee. Contact us if you are interested in joining the committee. The next meeting is at 4:00 pm, February 8.

## Transportation Explores Added Commercial Air Service

The Transportation Committee was briefed on the potential addition of Frontier Airlines to the mix at Glacier Park International Airport. There is potential for summer service on a non-daily basis this summer as well year-round service subject to revenue guarantee. In other news, work on the Bypass has begun. And, a meeting to review answers to the November scoping meeting questions will be held on January 25.

## Education Committee to Push Entrepreneurialism

The education and communications committee has scheduled Ray Thompson to present at the February luncheon to promote entrepreneurialism and highlight the work the Chamber is doing to support entrepreneurs, small business development, and innovation. Future luncheons planned include: 100th anniversary of Glacier Park, opportunities for bio-mass energy development, and election forums.

# Chamber Focuses on Jobs

>> from cover

in revitalizing the economy and how Americans can benefit from and advance the initiative.

Addressing a roomful of Kalispell business leaders at the Hilton Garden Inn for the first monthly chamber luncheon of the year, Renee Radcliff Sinclair, Northwest Regional Director of Congressional and Public Affairs for the U.S. Chamber of Commerce, estimated 19,203 jobs have been lost in Montana since the start of 2008.

To stay even with growing population, 23,441 jobs need to be created in Montana within the decade to offset that loss, with about 5,000 of them here in the Flathead Valley, according to Kalispell Chamber President Joe Unterreiner. That number pales in comparison to the 20 million jobs Sinclair indicated need to be created nationally.

"We have the ability to do it. We've done it before and we can do it again," she said. Government can support the effort by doubling exports to combat trade deficits and also by creating jobs to fix government infrastructure, notably water and wastewater, highway maintenance, airport expansions and energy production, she said.

Increasing access to credit, reigning in taxes and bolstering the educational system would fuel small businesses, offering extra dollars to expand business. Sinclair maintained that rescinding funding from schools is "artificially placing a cap on our economy" by weakening the number of educated and skilled workers available.

But even if government support is attained in those key areas, innovation within the small-business community is key to economic stability, she said. "We all know it's the private sector that creates jobs," she added.

Much of the free-enterprise campaign is geared toward energizing that very private-sector community. With online

video competitions for small-business owners and a Dream Big Small Business Award to be given at the end of the year, the U.S. Chamber hopes to attract grassroots support from business leaders across the country. So far, more than 400,000 businesses have pledged their support for the initiative. More information on the campaign and how to get involved can be found at [www.FreeEnterpriseAmerica.com](http://www.FreeEnterpriseAmerica.com).

Following Sinclair's address, outgoing Kalispell Chamber Board President Bob Schneider outlined some of the 2010 projects the local chamber is using to combat job loss.

At the top of the list is establishing a tourism business district, a project already in the works.

"Tourism is a big part of employment in the Valley. It's our one shining spot right now," he said. The tourism business district will unite hotel owners and provide revenue to fund projects. The local chamber is also putting significant resources into exploring the production of biomass energy in the wake of the recent Smurfit-Stone Container plant closure in Frenchtown. Schneider alluded to the additional jobs lost in the trickle-down effect of the plant closure.

Each project will focus on combating joblessness in the Flathead Valley. "Job creation will be our priority," he reinforced. ●

*Reprinted with permission from the Daily Inter Lake.*

# Flathead County Cost-of-Living Figures for 2009 Released

Information released by the Kalispell Chamber of Commerce revealed that cost-of-living in the Flathead County is 1.5 percent above the national average.

The Flathead County cost-of-living index measures differences between areas in the cost of consumer goods and services, excluding taxes and non-consumer expenditures. It is based on more than 60 items for which prices are collected quarterly. Local data is combined with information from 322 other communities to create the ACCRA Cost of Living Index. ACCRA is the national association of community and economic research professionals. Other Montana areas participating in the survey include Bozeman and Missoula.

The ACCRA Cost-of-Living Index for the Kalispell for the annual average of 2009 is as follows (average of 322 total urban areas = 100):

Composite .....	101.5
Groceries .....	117.8
Housing .....	99.3
Utilities .....	85.6
Transportation .....	100.8
Health Care .....	102.6
Miscellaneous.....	102.0

# U.S. Chamber's Campaign for Free Enterprise Launches 'I am Free Enterprise' Video Contest

*Offers \$100,000 in Prizes for Best Video Explaining 'This is What Free Enterprise Means to Me'*

**WASHINGTON, D.C.**—The U.S. Chamber of Commerce's American Free Enterprise. Dream Big. campaign launched the "I am Free Enterprise" video contest today to honor America's current and future entrepreneurs.

"Every idea, every job, every dream for the future is grounded in the ideals of free enterprise," said Thomas J. Donohue, president and CEO of the U.S. Chamber. "Free enterprise means having the freedom to compete and the opportunity to shape your own future. I look forward to seeing the American public's thoughts and ideas about free enterprise and hope that the spirit of the contest spreads awareness about the importance of this ideal."

Contestants will create a 3-minute video explaining their free enterprise story – the successful launch of a business, the invention of an innovative product, or how their idea will generate new jobs to boost the economy – upload it to YouTube, and compete to win the cash prizes. Contestants have until Friday, April 9, to submit a video.

The campaign has tapped a Blue Ribbon Panel of judges comprised of dynamic and creative entrepreneurs to narrow the top twenty five most-viewed videos down to the five finalists. They will assess each video on originality, innovation, power of story, and creativity. The Blue Ribbon Panel includes: Mary Mazzio, an

award-winning documentary film director and founder and CEO of 50 Eggs, LLC; Jeremy Schwartz, chief creative officer for Bisnow Media's Summit Series; Michael Simmons, co-founder of the Extreme Entrepreneurship Education Corporation; and Rodney Walker, founder and CEO of Forever Life Music and Video Production and a student at Morehouse College.

"I am honored to be a part of this remarkable contest," stated Mary Mazzio. "BIG DREAMS are at the foundation of great innovation and progress – and the creativity and ingenuity of dreamers, doers, innovators, and entrepreneurs will shine through in this competition. I look forward to seeing the different interpretations of what it means to dream big - and it will be exciting to witness how this is carried out."

The American people will vote for their favorite finalist at [www.FreeEnterprise.com](http://www.FreeEnterprise.com) beginning on Monday, May 10, through Wednesday, June 2, when the video contest winners will be decided. The contest will award three cash prizes of \$50,000, \$30,000, and \$20,000 at a formal event in mid-June.

#### How to Enter

Entry is as simple as videotaping a three-minute or less video, uploading it to YouTube, and promoting it to friends and fans for maximum viewership. For detailed information about the contest, including an official entry form and contest rules, log onto [www.FreeEnterprise.com/video](http://www.FreeEnterprise.com/video).

[www.FreeEnterprise.com/video](http://www.FreeEnterprise.com/video).

#### Voting Criteria

All entries must be received by 6:00 pm EST on Friday, April 9; there will be a week-long blitz to generate video views ending on Friday, April 16. At that point, the top 25 most-viewed videos will be assessed by a Blue Ribbon Panel, seeking the most creative and innovative interpretations of free enterprise, who will narrow the field to five finalists.

#### The Ultimate Prize

Once the finalists are selected, Americans will vote online for their favorite entries. The top three will be awarded \$50,000, \$30,000, and \$20,000 respectively at an awards ceremony in June. Winning entries will also be highlighted on [www.FreeEnterprise.com/video](http://www.FreeEnterprise.com/video).

#### About the Campaign

American Free Enterprise. Dream Big. is the U.S. Chamber of Commerce's comprehensive, multiyear campaign to support free enterprise through national advertising; grassroots advocacy; citizen, community, and youth engagement; and research and ideas leadership.

The U.S. Chamber is the world's largest business federation representing more than 3 million businesses and organizations of every size, sector, and region.

[www.uschamber.com](http://www.uschamber.com)  
[www.FreeEnterprise.com](http://www.FreeEnterprise.com)

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# Chamber Calendar February 2010

Sunday

Monday

Tuesday

Wednesday

Thursday

Friday

Saturday

All Meetings are at The Chamber unless otherwise stated.

1  
Leadership Flathead Meeting  
3:00pm- 5:00pm



Groundhog Day

3  
Education & Communications Committee Meeting  
8:00am- 9:30am

4  
Flathead Young Professionals  
4:00pm - 5:00pm

5

6

7

8  
Government Affairs Committee Meeting  
4:00pm - 5:00pm

9  
Flathead Regional Business Center / BEAR Meeting  
4:00pm - 5:00pm

10  
Agribusiness Committee Meeting  
7:00am - 8:00am  
  
Ambassador Meeting  
4:00pm - 5:00pm

11

12  
35th Annual Economic Outlook Seminar  
Hilton Garden Inn  
8:00am - 1:00pm

13

14



Valentines Day

15



President's Day  
Chamber Closed

16  
Executive Board Meeting  
7:30am - 8:30am  
  
Luncheon Entrepreneur Success Story - Ray Thompson  
11:45pm - 1:00pm

17  
Natural Resources Committee Meeting  
7:00am - 8:00am  
  
Transportation Committee Meeting  
4:00pm - 5:00pm

18

19

20

21

22

23  
Board Meeting  
7:00am - 8:00am  
  
Flathead Community Foundation  
4:00pm - 5:00pm

24

25

26

27

28

**Watch for these events in March**

Mar 17 St. Patrick's Day Parade  
Mar 27 2010 Mission to China  
Mar 29 2010 Mission to China