

NW Montana

Business
Expansion
And
Retention



BEAR

***B**usiness
Expansion
And
Retention*

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BEAR

A cooperative partnership of local economic, community and workforce development organizations.

Our common purpose is to build and retain local companies, ultimately to enhance the business climate in our community.

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***A Strong Partnership of 21
Economic Development
Organizations***

Outreach Partners

Public Services Partners

Government Partners

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BEAR Offers

Partners

An opportunity to thank and recognize the businesses already invested in our community

Business Owners & Executives

A convenient single point of access to services focused on retaining and growing their business

Local, Regional, and State Decision Makers

A centralized point of insight of the business climate, including needs and successes, along with a pulse of the business community

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Business Areas

➤ **Company**

- **Products & Services**
- **Market & Sales**
- **Workforce**
- **Facility**
- **Technology**
- **Equipment**
- **Business Climate**
- **Municipal Services**
- **Overall Perception**

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BEAR Services

NW Montana **BEAR**

Business **E**xpansion **A**nd **R**etention

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

I need assistance with:

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

Name _____

Business: _____

Phone: _____

Email Address: _____

Preferred method of contact: Phone Email

Comments: _____

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BEAR Progress

184 Visits with local CEO's & Owners

102 Direct referrals to partners for assistance

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

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BEAR Indicators

184[†] Visits with local CEO's & Owners

Their Attitude of the Local Economy

- 94% Resoundingly positive about the community
- 83% Rate local business climate good to excellent
- 72% Say local business climate has improved over the last 5 years
- 76% Indicate business climate will continue to improve over the next 5 years

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BEAR Indicators

184⁺ Visits with local CEO's & Owners

Their Outlook on Growth

of Employees

Increase **67%**

Decrease **5%**

Stay the same **28%**

11% Increase

9932 Employees

1106 to be added

Sales Revenues

Higher **90%**

Lower **4%**

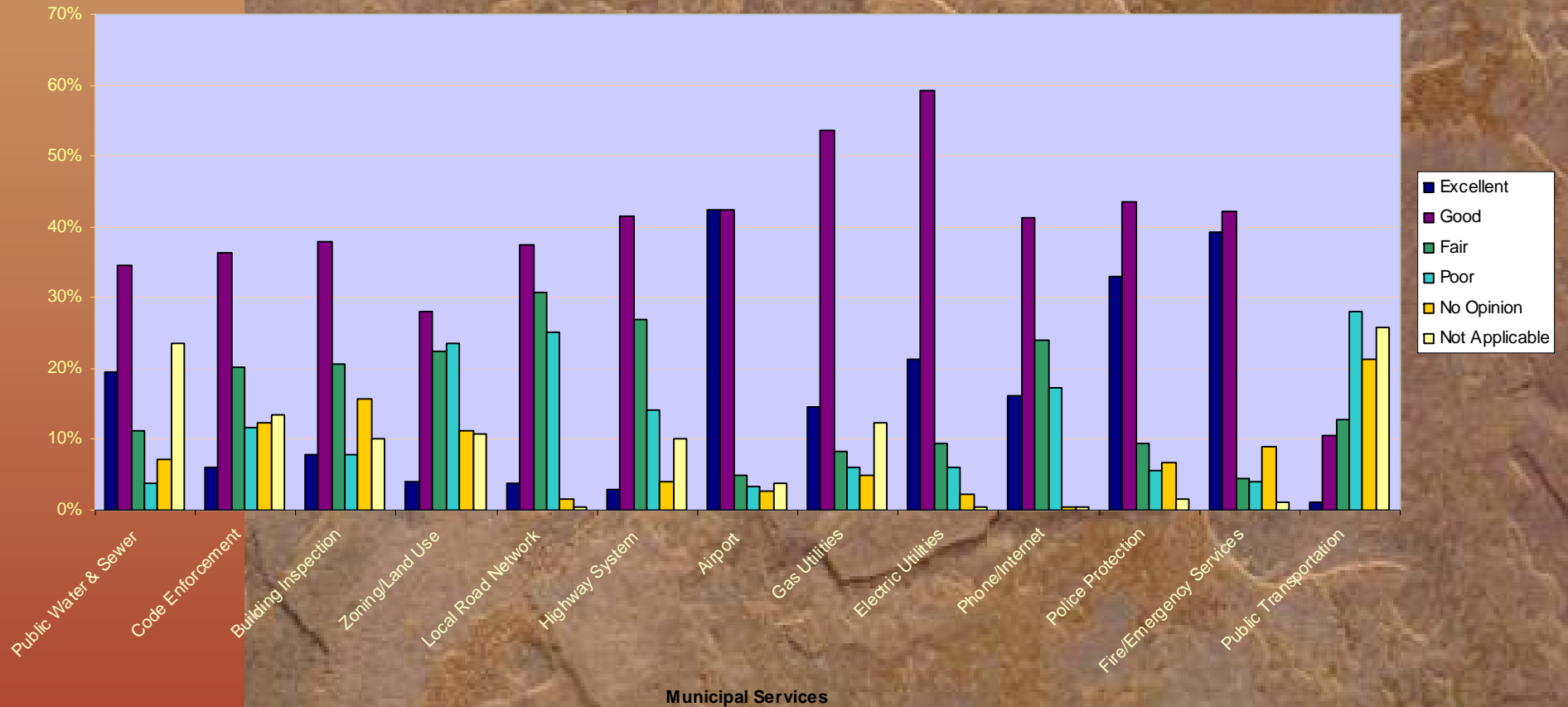
Same **6%**

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



Summary of Municipal Services Ratings

Summary of Municipal Service Ratings



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***Summary of
Municipal Services
Ratings***

Good to Excellent

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

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Summary of
Municipal Services
Ratings

Fair to Good

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

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Summary of
Municipal Services
Ratings

No Opinion to Poor

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

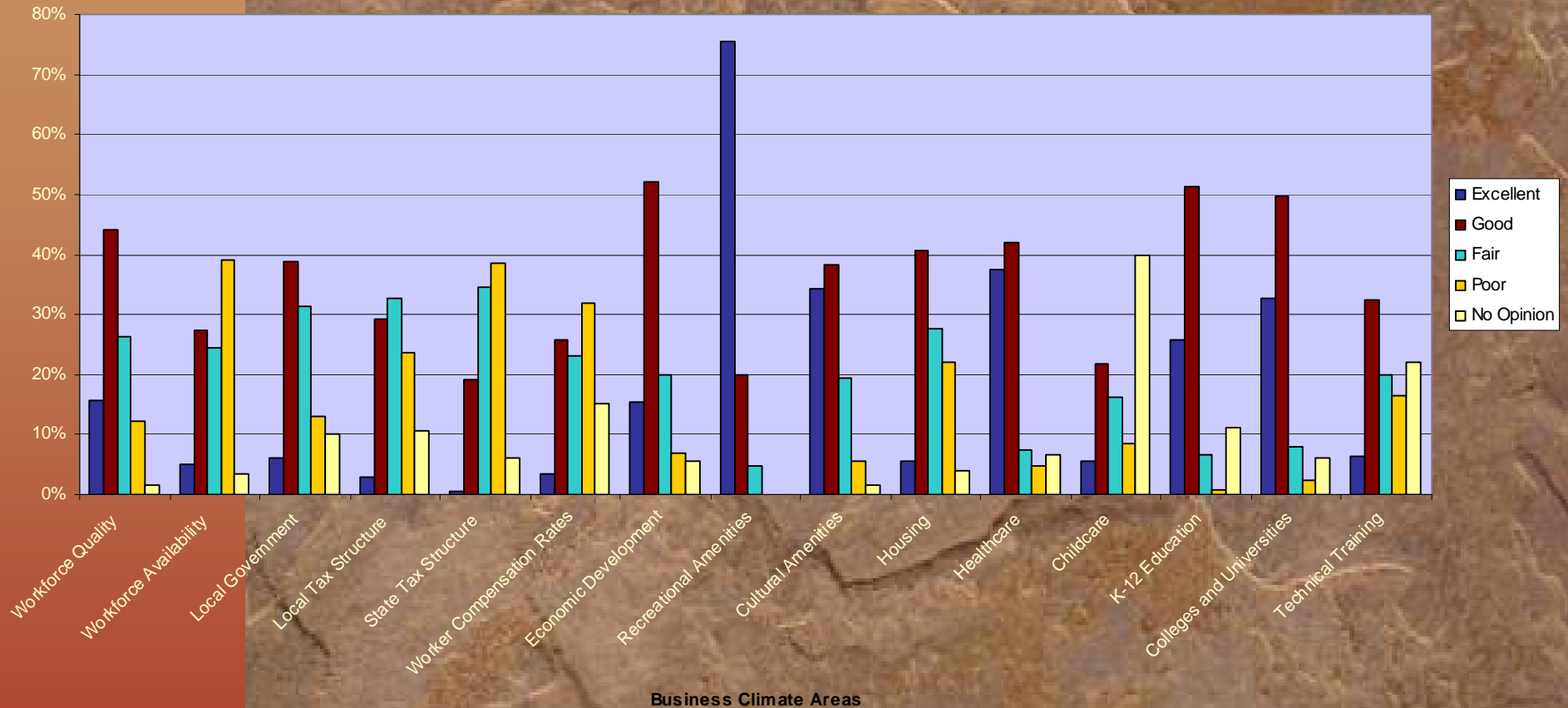
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Summary of Business Climate Ratings

Summary of Business Climate Ratings



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*Summary of
Business Climate
Ratings*

Good to Excellent

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

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Summary of
Business Climate
Ratings

Fair to Good

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

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Summary of
Business Climate
Ratings

Areas for Improvement

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

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BEAR Indicators

184+ Visits with local CEO's & Owners

Keys to Improve the Business Climate (open-ended response count)

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

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

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