

**Kalispell Chamber of Commerce
Regular Board of Directors Meeting
Chamber Board Room, 15 Depot Park, Kalispell, MT
Tuesday, December 21, 2010 - 7:00 am**

Agenda

- I. 7:00 Call To Order: Terry Kramer, Chairman of the Board
- II. 7:00 CONSENT AGENDA – David Mitchell, Secretary/Treasurer
- A. Minutes of October 26, 2010 Board Meeting (at meeting)
 - B. Minutes of the December 1, 2010 Planning Retreat
 - C. Projected year-end consolidated P&L for 2010
 - D. Financial statement for Chamber general fund as of Nov 30, 2010
 - E. Board Attendance (information only)
- III. 7:05 **BOARD ACTION AND DISCUSSION ON INITIATIVE**
- Approve 2011 budget
- IV. 8:00 REPORTS, ACTIVITIES, AND ANNOUNCEMENTS (information only)
- Jan 3-4 Business Days at the Capitol
 - Government Affairs Report
 - Retreat
- V. 8:00 Board Meeting Adjourns

Enclosures:
Press clippings
Staff retreat notes

American Free Enterprise. Dream Big.

2011 Strategic Priorities

Kalispell Chamber of Commerce

Job Retention, Expansion, and Growth

Understanding health care impact on business

Job recovery

Make it easy to do business in Flathead County

Economic recovery

Business and economic development

Pro-business not anti-government

Identifying and approaching CEOs of corporations who already visit here to relocate here

Jobs and economic development

Jobs – help businesses be able to create and sustain jobs

Jobs

Job creation

Economic development

Economic development (lots under this)

Downtown businesses or lack there of

Work to backfill vacated retail/commercial spaces

Economic growth

Economic recovery

Quality commercial development

Economic recovery – jobs

Become more familiar with the “economic” threats that face the city and county

Be THE SOURCE for information on the issues in the Flathead

Education – work with high schools, FVCC, higher education and business

Tourism

Tourism

Expand tourism through emphasis on travel and convention center

Glacier National Park and Kalispell – how can we bring them here! – Tourism

Tourism develop economy

Tourism

Continue to promote valley as a tourist destination year round

Membership Relations

Social gatherings and events

Listening sessions

Growing membership – membership committee

Interaction and communication with membership

Communication with membership and community leaders and community

Improve communication

Communication to members and public

Get more involvement from more members

Member benefits and listening roundtables

Assist promote and become integral to members' needs
Membership awareness
Chamber promotion/growth of members
Developing new methods of listening to members – listening sessions
Grow membership
Maintain and cultivate existing members
Communicate benefits to members
Member outreach
Chamber communications

Legislative Affairs

Legislative
Health care impacts to our business
Proactive legislatively state and federal
Business taxes
Coordinate communication opportunities
Legislative
How government affairs affect local business
Better, more effective communication with government leaders – taking stands – or not – on issues and explaining why
Legislative affairs
Business involvement with legislative
Legislative issue!

Community Identity

Grow the community – energy! Identity!
Downtown vibrancy
Downtown growth
Improve downtown

2011 Strategic Priorities
Action Items
Kalispell Chamber of Commerce

Job Retention, Expansion, and Growth

- Coordinate commercial inventory
- Identify CEOs living in the area
- Identify and use current resources

Tourism

- Canadian market
- Development of airbank

Membership Relations

- Member outreach
- Focus on benefits and value
- Growth in membership

Legislative Affairs

- Communication – internal and external
- Advocacy – How we influence? – More involved
- Build coalitions – coordinate efforts

Community Identity

- Collaborative efforts
- Downtown

**KALISPELL AREA CHAMBER OF COMMERCE
PROJECTED INCOME/(LOSS) 2010
INCOME STATEMENT**

	INCOME		
	2010 PROJ	2009 ACTUAL	VARIANCE
CHAMBER GENERAL FUND	541,029	567,019	(25,990)
ACCOMODATIONS BED TAX	81,006	100,516	(19,510)
SMALL BUSINESS DEVELOPMENT CENTER	113,254	113,119	135
MT PROCUREMENT TECHNICALS ASSIST. CTR	134,574	133,777	797
TOURISM BUSINESS IMPROVEMENT DISTRICT	136,445	0	136,445
MOUNTAIN MADNESS AIRSHOW	0	0	0
FOUNDATION	50,211	38,832	11,380
	1,056,520	953,263	103,257

	EXPENSE		
	2010 PROJ	2009 ACTUAL	VARIANCE
CHAMBER GENERAL FUND	522,712	572,641	(49,929)
ACCOMODATIONS BED TAX	80,759	110,959	(30,200)
SMALL BUSINESS DEVELOPMENT CENTER	106,623	112,119	(5,496)
MT PROCUREMENT TECHNICALS ASSIST. CTR	135,511	131,801	3,711
TOURISM BUSINESS IMPROVEMENT DISTRICT	40,936	0	40,936
MOUNTAIN MADNESS AIRSHOW	295	97	198
FOUNDATION	39,640	39,076	564
	926,477	966,693	(40,216)

	NET INCOME (LOSS)		
	2010 PROJ	2009 ACTUAL	VARIANCE
CHAMBER GENERAL FUND	18,317	(5,622)	23,939
ACCOMODATIONS BED TAX	247	(10,443)	10,690
SMALL BUSINESS DEVELOPMENT CENTER	6,631	1,000	5,631
MT PROCUREMENT TECHNICALS ASSIST. CTR	(938)	1,976	(2,914)
TOURISM BUSINESS IMPROVEMENT DISTRICT	95,509	0	95,509
MOUNTAIN MADNESS AIRSHOW	(295)	(97)	(198)
FOUNDATION	10,571	(245)	10,816
	130,043	(13,431)	143,473

Kalispell Area Chamber of Commerce
Balance Sheet Prev Year Comparison
 As of November 30, 2010

	Nov 30, 10	Nov 30, 09	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1000 · CASH	54,756.99	29,385.72	25,371.27	86.3%
1050 · INVESTMENTS	208,419.19	208,168.48	250.71	0.1%
Total Checking/Savings	263,176.18	237,554.20	25,621.98	10.8%
Accounts Receivable				
1200 · Accounts Receivable	50,893.87	58,657.60	(7,763.73)	(13.2)%
Total Accounts Receivable	50,893.87	58,657.60	(7,763.73)	(13.2)%
Other Current Assets				
1400 · Inventory	396.60	574.60	(178.00)	(31.0)%
1450 · Pre Paid Insurance	1,888.00	2,260.02	(372.02)	(16.5)%
1455 · Prepaid Newsletter Shells	1,087.29	1,148.27	(60.98)	(5.3)%
1500 · Undeposited Funds	(120.00)	(2,964.87)	2,844.87	96.0%
Total Other Current Assets	3,251.89	1,018.02	2,233.87	219.4%
Total Current Assets	317,321.94	297,229.82	20,092.12	6.8%
Fixed Assets				
1600 · Leasehold Improvements	44,941.92	49,466.74	(4,524.82)	(9.2)%
1700 · Furniture & Equipment	7,174.83	5,840.14	1,334.69	22.9%
1800 · Web Site	13,887.78	21,675.30	(7,787.52)	(35.9)%
1900 · Depot Building Addition	14,878.93	14,878.93	0.00	0.0%
Total Fixed Assets	80,883.46	91,861.11	(10,977.65)	(12.0)%
TOTAL ASSETS	398,205.40	389,090.93	9,114.47	2.3%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 · Accounts Payable	13,403.36	34,761.67	(21,358.31)	(61.4)%
Total Accounts Payable	13,403.36	34,761.67	(21,358.31)	(61.4)%
Other Current Liabilities				
2199 · Wages Payable	8,430.02	7,950.44	479.58	6.0%
2100 · Payroll Liabilities	2,100.66	2,689.81	(589.15)	(21.9)%
2200 · Accrued Vacation Payable	9,088.80	11,553.15	(2,464.35)	(21.3)%
2300 · Foundation Payable	7,380.00	0.00	7,380.00	100.0%
Total Other Current Liabilities	26,999.48	22,193.40	4,806.08	21.7%
Total Current Liabilities	40,402.84	56,955.07	(16,552.23)	(29.1)%
Total Liabilities	40,402.84	56,955.07	(16,552.23)	(29.1)%
Equity				
3000 · Chamber Equity	200,643.31	200,643.31	0.00	0.0%
3100 · Equity Increase	16,000.00	16,000.00	0.00	0.0%
3900 · Retained Earnings	134,064.66	139,686.32	(5,621.66)	(4.0)%
Net Income	7,094.59	(24,193.77)	31,288.36	129.3%
Total Equity	357,802.56	332,135.86	25,666.70	7.7%
TOTAL LIABILITIES & EQUITY	398,205.40	389,090.93	9,114.47	2.3%

2:37 PM

12/17/10

Accrual Basis

Kalispell Area Chamber of Commerce
Profit & Loss Prev Year Comparison
January through November 2010

	Jan - Nov 10	Jan - Nov 09	\$ Change	% Change
Ordinary Income/Expense				
Income				
4000-A · DUES	234,785.57	232,728.75	2,056.82	0.9%
4014-B · SPONSORSHIPS	12,450.00	13,300.00	(850.00)	(6.4)%
4000-C · OPERATIONS INCOME	90,059.88	29,158.30	60,901.58	208.9%
4000-D · PROGRAMS INCOME	135,725.60	174,025.57	(38,299.97)	(22.0)%
Total Income	473,021.05	449,212.62	23,808.43	5.3%
Cost of Goods Sold				
5000-A · PROGRAM DIRECT EXPENSES	161,160.61	176,803.74	(15,643.13)	(8.9)%
Total COGS	161,160.61	176,803.74	(15,643.13)	(8.9)%
Gross Profit	311,860.44	272,408.88	39,451.56	14.5%
Expense				
5000-B · ADMINISTRATIVE & OPERATIONS EXP	204,319.80	253,852.04	(49,532.24)	(19.5)%
5000-C · BUILDING & EQUIPMENT EXPENSES	9,440.55	11,740.50	(2,299.95)	(19.6)%
5000-D · BUILDING OPERATING EXPENSES	15,829.36	14,899.61	929.75	6.2%
Total Expense	229,589.71	280,492.15	(50,902.44)	(18.2)%
Net Ordinary Income	82,270.73	(8,083.27)	90,354.00	1,117.8%
Other Income/Expense				
Other Expense				
5000-E · FIXED CHARGES	59,583.37	0.00	59,583.37	100.0%
5000-F · DEPRECIATION & AMORTIZATION	15,592.77	16,110.50	(517.73)	(3.2)%
Total Other Expense	75,176.14	16,110.50	59,065.64	366.6%
Net Other Income	(75,176.14)	(16,110.50)	(59,065.64)	(366.6)%
Net Income	<u>7,094.59</u>	<u>(24,193.77)</u>	<u>31,288.36</u>	<u>129.3%</u>

Kalispell Area Chamber of Commerce
Profit & Loss Budget vs. Actual
 January through November 2010

	<u>Jan - Nov 10</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
4000-A · DUES	234,785.57	211,840.00	22,945.57
4014-B · SPONSORSHIPS	12,450.00	7,200.00	5,250.00
4000-C · OPERATIONS INCOME	90,059.88	89,392.16	667.72
4000-D · PROGRAMS INCOME	135,725.60	152,510.00	(16,784.40)
Total Income	<u>473,021.05</u>	<u>460,942.16</u>	<u>12,078.89</u>
Cost of Goods Sold			
5000-A · PROGRAM DIRECT EXPENSES	161,160.61	171,355.00	(10,194.39)
Total COGS	<u>161,160.61</u>	<u>171,355.00</u>	<u>(10,194.39)</u>
Gross Profit	311,860.44	289,587.16	22,273.28
Expense			
5000-B · ADMINISTRATIVE & OPERATIONS EXP	204,319.80	205,630.00	(1,310.20)
5000-C · BUILDING & EQUIPMENT EXPENSES	9,440.55	9,167.00	273.55
5000-D · BUILDING OPERATING EXPENSES	15,829.36	16,349.00	(519.64)
6999 · Uncategorized Expenses	0.00	0.00	0.00
Total Expense	<u>229,589.71</u>	<u>231,146.00</u>	<u>(1,556.29)</u>
Net Ordinary Income	82,270.73	58,441.16	23,829.57
Other Income/Expense			
Other Income			
7000 · Unrealized Invest. Gain (Loss)	0.00	0.00	0.00
Total Other Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Other Expense			
5999 · Gain/Loss on Disposal of Assets	0.00	0.00	0.00
5000-E · FIXED CHARGES	59,583.37	60,083.00	(499.63)
5000-F · DEPRECIATION & AMORTIZATION	15,592.77	15,584.00	8.77
Total Other Expense	<u>75,176.14</u>	<u>75,667.00</u>	<u>(490.86)</u>
Net Other Income	<u>(75,176.14)</u>	<u>(75,667.00)</u>	<u>490.86</u>
Net Income	<u><u>7,094.59</u></u>	<u><u>(17,225.84)</u></u>	<u><u>24,320.43</u></u>

**KALISPELL AREA CHAMBER OF COMMERCE
2011
CONSOLIDATED BUDGET**

	2011	INCOME 2010	VARIANCE
CHAMBER GENERAL FUND	557,094	521,455	35,639
ACCOMODATIONS BED TAX	83,554	60,000	23,554
SMALL BUSINESS DEVELOPMENT CENTER	102,512	105,633	(3,121)
MT PROCUREMENT TECHNICALS ASSIST. CTR	135,000	133,439	1,561
TOURISM BUSINESS IMPROVEMENT DISTRICT	335,000	274,740	60,260
MOUNTAIN MADNESS AIRSHOW	0	0	0
FOUNDATION	31,200	31,700	(500)
	1,244,360	1,126,967	117,393

	2,011	EXPENSE 2,010	VARIANCE
CHAMBER GENERAL FUND	554,752	516,564	38,188
ACCOMODATIONS BED TAX	83,554	60,000	23,554
SMALL BUSINESS DEVELOPMENT CENTER	102,512	105,633	(3,121)
MT PROCUREMENT TECHNICALS ASSIST. CTR	135,000	133,439	1,561
TOURISM BUSINESS IMPROVEMENT DISTRICT	335,000	274,740	60,260
MOUNTAIN MADNESS AIRSHOW	0	0	0
FOUNDATION	30,756	31,200	(444)
	1,241,574	1,121,576	119,998

	2,011	NET INCOME (LOSS) 2,010	VARIANCE
CHAMBER GENERAL FUND	2,342	4,891	(2,549)
ACCOMODATIONS BED TAX	0	0	0
SMALL BUSINESS DEVELOPMENT CENTER	0	0	0
MT PROCUREMENT TECHNICALS ASSIST. CTR	0	0	0
TOURISM BUSINESS IMPROVEMENT DISTRICT	0	0	0
MOUNTAIN MADNESS AIRSHOW	0	0	0
FOUNDATION	444	500	(56)
	2,786	5,391	(2,605)

Kalispell Area Chamber of Commerce
Profit & Loss Budget Overview
January through December 2011

	<u>Jan - Dec 11</u>
Ordinary Income/Expense	
Income	
4000-A · DUES	292,250.00
4014-B · SPONSORSHIPS	15,800.00
4000-C · OPERATIONS INCOME	100,194.00
4000-D · PROGRAMS INCOME	148,850.00
Total Income	<u>557,094.00</u>
Cost of Goods Sold	
5000-A · PROGRAM DIRECT EXPENSES	202,050.00
Total COGS	<u>202,050.00</u>
Gross Profit	355,044.00
Expense	
5000-B · ADMINISTRATIVE & OPERATIONS EXP	235,896.00
5000-C · BUILDING & EQUIPMENT EXPENSES	11,000.00
5000-D · BUILDING OPERATING EXPENSES	23,806.00
Total Expense	<u>270,702.00</u>
Net Ordinary Income	84,342.00
Other Income/Expense	
Other Expense	
5000-E · FIXED CHARGES	65,000.00
5000-F · DEPRECIATION & AMORTIZATION	17,000.00
Total Other Expense	<u>82,000.00</u>
Net Other Income	<u>(82,000.00)</u>
Net Income	<u><u>2,342.00</u></u>

2012 commissioner race has first candidate

The Daily Inter Lake 12/15/10

The election is almost two years away, but the 2012 Flathead County commissioner race already has a candidate.

Terry Kramer, owner of Kramer Enterprises in Kalispell, announced last week that he will seek the commission seat currently held by Republican Dale Lauman.

Lauman said he will not seek re-election.

Kramer, also a Republican, made the announcement at Friday's Pachyderm Club luncheon.

A longtime builder, Kramer, 55, started Kramer Enterprises in 2003, focusing primarily on commercial construction and custom home building.

Among the many projects his company has completed are the Walgreens store in Whitefish, Swan River School, Crossroads Christian Church, the FedEx distribution center in Kalispell

and the Whitefish Credit Union office in Thompson Falls.

Kramer and his family have lived in the Flathead Valley since 1987 and he has lived in commission District 3 for all but six months.

Kramer has been a civic leader for many years. He's

just finishing his term as chairman of the board for the Kalispell Chamber of Commerce and as president of the Flathead Building Association. He serves on the executive

board of the Montana Building Association and recently was appointed to the Flathead Board of Adjustment.

His experience in land use, development and budgeting are assets he said he would bring to the commissioner job, he said.

"The best way to make a difference is to stand up and serve," Kramer said.

Kramer and his wife, Debbie, have four grown children and six grandchildren.

December 14, 2010

Centennial bonus: Glacier sets visitor mark

2010 the busiest year ever for park

By JIM MANN

The Daily Inter Lake

Glacier National Park's Centennial year has turned out to

be the busiest ever for park visitation.

Even though November's visitor count was down 14 percent compared to November 2009, the 13,000 people who entered the park last month were enough to

push the year's total visitation past the 1983 record year. A total of 2,216,019 people entered Glacier in the first 11 months of this year, nearly 10 percent more than the number who visited during the same period last year and exceeding the 1983 record of 2,203,847 visitors.

100 years of visitor numbers

□ Page A9

"This is the ninth time that Glacier's visitation will have exceeded 2 million in a calendar year, and by all accounts it will have been the highest even with the '83 record," said Amy Vanderbilt, the park's public affairs officer. "And it had a very, very

See GLACIER on Page A3

Tuesday, December 14, 2010

THE DAILY INTER LAKE

FROM PAGE ONE

Many reunions added to park visitors

GLACIER/From A1

busy feel. Programs were busy, campgrounds were full, lodging was full."

Gateway communities such as West Glacier also were bustling during the peak summer season, she added.

Kass Hardy, coordinator for Glacier's Centennial programs, said that more than 130 different celebration activities and programs definitely played a role in boosting

visitation statistics. "We ended up having about 500,000 attendees at our different activities inside the park and outside the park," Hardy said.

Most notably, there were six reunions among various groups such as former employees of Many Glacier Hotel, the park's red bus "Jammer" drivers, and National Park Service alumni.

"Those had hundreds and hundreds of people and they stayed for sev-

eral days," Hardy said, adding that the May 11 Centennial dedication ceremony held at West Glacier brought in about 800 people.

Vanderbilt said other dynamics played into boosted visitation, such as relatively affordable gas prices and strong interest in national parks among regional travelers.

Other western parks, such as Yosemite and Yellowstone, also had banner years, Vanderbilt noted.

Another technical factor bolsters this year's visitor count as a record: The National Park Service's Denver-based Statistics Office has been using a per-vehicle multiplier of 2.9 people, while multipliers as high as 3.4 people per vehicle were used to calculate park statistics back in the 1980s.

Reporter Jim Mann may be reached at 758-4407 or by e-mail at jmann@dailyinterlake.com.

Jobless rate goes back up

Labor force has lost 7,000 people

comparing the counties
 ■ Page A3

By SHELLEY RIDENOUR
 The Daily Inter Lake

employment then increased every month for five months, reaching a high of 13.8 percent in March, before tapering off for the next six months.

The 10.8 percent translates to 4,660 people classified as unemployed out of the county's estimated labor force of 43,285.

Those labor force numbers were 9.3 percent. Unem-

ployment level rose in October to 10.8 percent, a full percentage point increase from September's 9.8 percent. The county had dropped out of double digits in September for the first time in a year. Last October, the county's rate was 9.3 percent. Unem-

See LABOR on Page A3

Wednesday, November 24, 2010

October 2010 labor statistics

County	Labor Force	Employed	Unemployed	Rate
Cascade	39,792	37,529	2,263	5.7
Flathead	43,285	38,616	4,669	10.8
Gallatin	47,196	44,018	3,178	6.7
Glacier	5,295	4,719	576	10.9
Lake	11,231	10,141	1,090	9.7
Lewis-Clark	34,430	32,747	1,683	4.9
Lincoln	7,660	6,595	1,065	13.9
Mineral	1,879	1,677	202	10.8
Missoula	58,661	54,771	3,890	6.6
Sanders	4,169	3,591	578	13.9
Silver Bow	16,883	15,915	968	5.7
Yellowstone	80,263	76,154	4,109	5.1
Montana	493,026	460,234	32,792	6.7

Figures are not seasonally adjusted.

Flathead County month by month

Month	Labor Force	Employed	Unemployed	Rate
Oct. 2010	43,285	38,616	4,669	10.8%
Sept. 2010	44,660	40,278	4,382	9.8%
Aug. 2010	45,926	41,252	4,674	10.2%
July 2010	45,271	40,384	4,887	10.8%
June 2010	44,626	39,544	5,082	11.4%
May 2010	43,710	38,670	5,040	11.5%
April 2010	43,362	38,058	5,304	12.2%
March 2010	43,680	37,637	6,043	13.8%
Feb. 2010	43,880	38,065	5,815	13.3%
Jan. 2010	44,131	38,292	5,839	13.2%
Dec. 2009	47,536	42,344	5,192	10.9%
Nov. 2009	47,742	42,908	4,834	10.1%
Oct. 2009	48,494	43,975	4,519	9.3%
Sept. 2009	48,179	43,960	4,219	8.8%
Aug. 2009	50,688	46,256	4,432	8.7%
July 2009	50,867	46,223	4,644	9.1%
June 2009	49,639	44,893	4,746	9.6%
May 2009	48,167	43,478	4,689	9.7%

Source: Montana Department of Labor and Industry

Work force declines

LABOR/From A1

businesses and allow those business owners to employ more people. Flathead continues to rank among Montana counties with the highest unemployment rates. Lincoln and Sanders counties tied for the highest rate of unemployment — 13.9 percent. Big Horn County registered 11.1 percent unemployment, followed by Glacier County at 10.9 percent. Mineral County tied with Flathead at 10.8 percent.

Several Montana counties registered unemployment rates below 4 percent, including Fallon with 2.5 percent, McCone at 3 percent, Richland at 3.2 percent, Sweet Grass at 3.4, and Carter and Wibaux, both at 3.5 percent.

County rates are not seasonally adjusted. The state's unadjusted rate was 6.7 percent in September. Montana's seasonally adjusted rate, however, dropped to 7.3 percent from 7.4 percent in September, due to a slight decline in the labor force, according to Montana Labor Commissioner Keith Kelly.

The decrease in both the number of employed Montanans and the total labor force "is an indicator that job growth remains tepid in Montana," Kelly said.

Montana posted job gains through the first half of 2010, he said, but wavered slightly in the third quarter. Payroll employment estimates fell by 200 jobs in October, following a decline of about 1,000 jobs the month before. On a seasonally adjusted basis, the estimate for the total number of Montanans who are working, including agriculture, payroll and self-employed workers, posted a loss of 710 jobs.

Reporters Shelley Ridenour may be reached at 758-4439 or by e-mail at shelley@dailyinterlake.com.

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'It's a great day for Kalispell'

Bypass opens after decades of planning

By LYNNETTE HINTZE
The Daily Inter Lake 1/18/10

It's been a long time coming. That's the overriding sentiment of those who have waited years, even decades for the Kalispell U.S. 93 Alternate Route to become a reality.

On Wednesday afternoon, the southern half of the long-awaited westside highway bypass opened to vehicles.

The state Department of Transportation sent an e-mail — with exclamation marks — to local media alerting the public that the new route was open. The media alert came on the Flathead's first snowy day, with a reminder to watch for ice on the bridges.

Drivers also should watch for workers and equipment as shoulder work continues on the new route, the advisory noted.

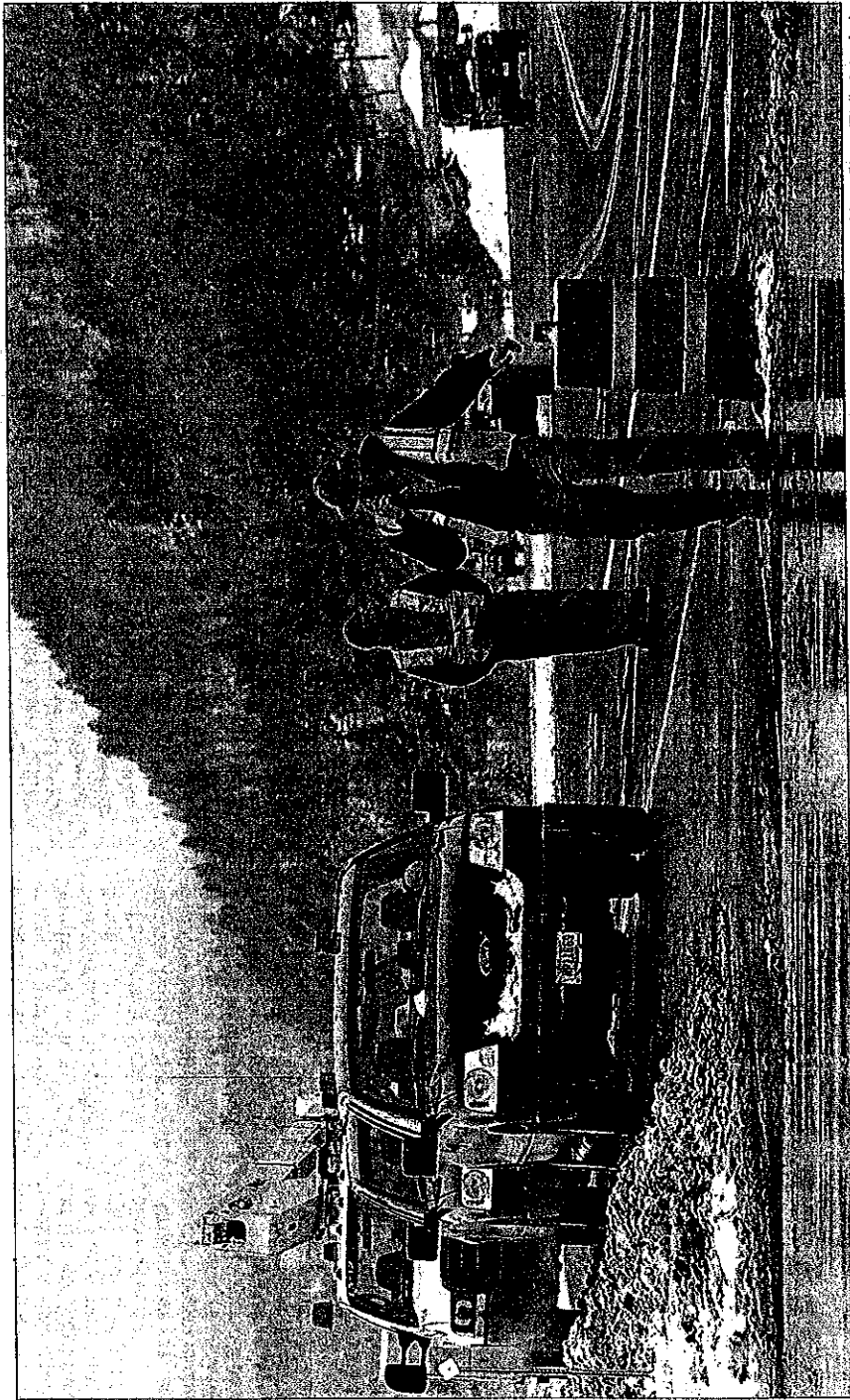
To say the bypass has been a long time coming may be an understatement.

For nearly 60 years plans for an alternate route around Kalispell have been discussed, studied and debated. It's been on the back burner, the front burner and everything in between.

The project gained momentum in 1992 when an environmental impact statement was published. The following year a feasibility study recommended the western route.

"It's a great thing. It means a lot to the valley," said Larry Brazda, a retired state highway engineer who spent many years entwined in the process of getting an alternate route to divert traffic around Kalispell's downtown core.

"The 93 corridor is getting



Nate Chute/Daily Inter Lake

DEAN SACKETT removes traffic barrels at the entrance to the U.S. 93 Alternate Route at U.S. 2 West on Wednesday afternoon.

route was one of the first projects he worked on when he joined the Flathead Regional Development Office in 1984.

The western route started to gain popularity in the 1980s, but it wasn't until the feasibility study was completed that the focus zoomed in on the western route. Jentz remained involved at the planning level in the early 1990s.

"It's a great day for Kalispell," Jentz said about the opening of the alternate route.

"I think it's phenomenal."

When Department of Transportation Director Jim Lynch addressed the Kalispell City Council during a work session on Nov. 8, he told city leaders that many people thought the route wouldn't be completed during their lifetimes.

Some Kalispell leaders didn't live long enough to see the bypass completed.

Then-Kalispell Mayor Thomas Flynn, who died in April this year at age 96, published

a guest editorial in the Daily Inter Lake on Jan. 1, 1967, in which he noted the need for a bypass, pointing to a traffic bottleneck even back then around the courthouse.

Flynn predicted that by 1975 Kalispell would have "a bypass road to take heavy truck and through traffic out of the city."

The \$22.6 million project, built with a blend of state and federal highway dollars and

See BYPASS on Page A3

Kalispell Chamber of Commerce

Staff Retreat

November 23, 2010

8:30am – 1:00pm

Attendance: Joe Unterreiner, Cary Aubrey, Diane Bebee, Chris Parson, Doug Bolender, Diane Medler, Jill Seigmund

Agenda

1. SWOT
2. Prioritize 2011
 - Team Goals
 - Individual Goals
3. Small Business Jobs Act

SWOT Analyses

Strengths

- We work well together
 - ~Know and like each other
 - ~Diverse HBDI
 - ~Strong work ethic
 - ~Diverse background and experience
- Good reputation in community
- Wide variety of resources: Tourism, business support, member services
- Strong Government Affairs program (Assoc. Chambers)
- Location: Regional trade center downtown, resulting in good visibility
- Physical location of Kalispell: Great amenities
- Leader and innovator in community and industry
- Improved professional work environment
- Financially sound
- Great supporters: Ambassadors, volunteers, and Board Members

Weaknesses

- IT!!
 - ~Technical support
 - ~Training
 - ~Future needs
 - ~Planning instead of reacting
 - ~Server capacity
 - ~Chamber Master training
 - ~Wireless
- Building should be cleaner/appearance
 - ~Refrigerator
 - ~Women's bathroom
 - ~Vent upstairs bathroom
 - ~Open garbage
 - ~Graffiti in parking and building
 - ~Exterior building maintenance
- Master internal calendar needed for Chamber:
 - ~Newsletter deadlines
 - ~Out-of-Office
 - ~Board Meetings
 - ~E-news
 - ~Monthly dashboard
 - ~Schedule of conference room
- Parking passes: Employees are getting ticketed in our parking lot
- Market and Community resources available
 - ~Create Chamber marketing plan
 - ~Radio buys
- Newsletter – obsolete?
 - ~Get professional help on content
 - ~More right brain content

Opportunities

- Now is the time for internal focus
 - ~Accreditation with US Chamber of Commerce 2011
- Added member benefits
 - ~Chamber Master Plus
 - ~Social Media
- Marketing Plan
- Evaluate what is really returning value
 - ~Newsletter (address & names)
 - ~E-news (same)
- Collapse some Committees
- Raise Fees:
 - ~Unwinds: \$100 to \$150
 - ~Inserts: Same
 - ~E-news: \$100 to \$125-\$150
 - ~Luncheon Sponsor: \$600 to \$800
- Foundation: To support community development, economic development, research and leadership
- Better integrate resources and activities of Chamber disciplines
- Visitor Center – How do we make this a better resource for community, members and visitors?
- Need to find a way to keep driving forward on BEAR & FRBC
 - ~Mike has time to work on it, his clients are happy
 - ~Needs dedicated person (Mike)
- Staffing plan – Get More!

Threats

- Economy +/-
- Member Retention = Value
- Legislative
 - ~Bed tax raid
 - ~Federal Government cuts 1) SBDC 2) PTAC

~Work comp continues to rise

~Over regulation

- Business closures: Applied Materials, others
- New business organizations

~Biz 2 biz

~Meet ups (WST article)

- How do we create smaller ad hoc , like Peerspective to achieve peer-to-peer learning?

~Real-life and practical?

2011 Priorities & Action

1) The top priority is: Look at current and future resources to increase value and member retention and how we communicate and deliver this to our members and the public to make our members more successful.

Tasks

a.) Marketing Plan

~Resources

~Delivery & communication

b.) Staffing plan

c.) Professional building and Visitor Center

d.) Policy agenda that supports

- Tasks Responsibilities: Cary Aubrey and Diane Medler

2) IT: Improve capacity, training and effectiveness of our information technology

Tasks

a.) Create technology plan

b.) Internal Chamber calendars

- Task Responsibilities: Chris Parson, Doug Bolender, Cary Aubrey and Diane Bebee

3) Keep driving forward with BEAR and FRBC

Tasks

a.) Staff training and awareness

- Task Responsibilities: Chris Parson (BEAR) and Joe Unterreiner (FRBC)

Small Business Jobs Act

It was agreed that the SBDC's application for Small Business Jobs Act funds should be directed towards knowledge worker identification, recruitment and development.