

Chamber News

» Official Business Publication Of The Kalispell Chamber Of Commerce «

How Social Networking Can Increase Sales

Hear how Flathead businesses are using social media to increase sales and grow customer loyalty



Facebook, Twitter, LinkedIn, oh my! With so many social media options, it is hard to know which will work best for your business. Join us on April 19 for a luncheon program on how social networks can help Flathead businesses increase sales and grow customer loyalty.

Mike Callaghan, President of Bigfork Web will make an educational and informational presentation on social media and how it is changing the way we do business. Then we'll hear from some of the success stories in the Valley and how they are using social media to increase their web presence and build relationships with their customers.

The program is sponsored by Bigfork Web Development. Bigfork Web Development



Integrity • Creativity • Partnership • Growth

continued on page 4 »

Legislative Report March 21, 2011

Prepared By: Anderson, Baker, Swanson

Monday, March 21, 2011 is the 63rd day of the 2011 Legislative Session. 27 days remain in the regular session. All appropriations bills needed to be transmitted to the Senate by Friday, March 25. All revenue bills needed to be transmitted to the other chamber by Wednesday, March 30.

Much work remains to be done. Important legislation addressing the budget, workers compensation reform, medical marijuana, eminent domain, MEPA reform and tax reform, among

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Chamber Snapshot

Visitor's Center Information Requests:

	Jan '10	YTD
Phone Calls:	151	151
Walk-ins	171	171
Email Inquiries	23	23

VACATION

Packets	134	134
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RELOCATION

Packets	38	38
Phone Books	3	22
Misc & Maps	1	1

WEB ACTIVITY

Unique Visits	3,549	3,549
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TOTAL VISITS	4,069	4,069
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At a Glance

>> UNWIND

Tuesday, April 5, 2011
5 – 6:30 pm
Easter Seals/Goodwill
2137 US Highway 2 East
Kalispell, MT

>> April Luncheon

How Social Networking Can Increase Sales

Tuesday, April 19, 2011
11:45 am – 1:30 pm
Red Lion
20 N. Main
Kalispell, MT

>> UNWIND

Wednesday, April 20, 2011
5 – 6:30 pm
Plant Land
1008 E. Idaho
Kalispell, MT

There is now only one UNWIND date left available for 2011. Call Diane at 758-2809 to schedule.

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Officers

Tom Lund, Chairman of the Board, Rocky Mountain Bank

David Mitchell, Vice Chairman of the Board, CTA Architects and Engineers

Jim Ness, Secretary/Treasurer, Glacier Bank

Terry Kramer, Immediate-Past Chairman, Kramer Enterprises

Directors

Susie Burch, Flathead Valley Community College

Kris Carlson, A+ Plus Healthcare

Mark Gronley, Northwestern Energy

Reed Gunlikson, R. Gunlikson CPAs

Scott Hagel, Crowley Fleck Law Firm

Mark Johnson, Merrill Lynch

Jason Manger, Applied Materials - Semitool

Denise Nalty, Nalty Realty

Chris Ohler, Insured Titles

Jim Oliverson, Northwest Health Care

Kelly Robinson, Plum Creek Timber Company

Loren Sallee, Loren's Automotive

Bob Schneider, First Interstate Bank

Holly Walsh, Western States Insurance

Rick Weaver, Daily Inter Lake

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 758-2809

Doug Bolender, Government Contracting. 755-4221

Diane Medler, CVB Director 758-2808

Chris Parson, Small Business Development 758-2802

Jill Seigmund, Leadership Flathead. . . . 758-2810

Consultants

Anderson, Baker & Swanson - Government Affairs

Edge Communications - Media & Public Relations

JCCS - Tax & Audit Counsel

Janet Schwalk - Bookkeeping

Partners Creative - Creative Agency

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.

New Members

Please welcome these new members with your business.

ADVANCED ENGINEERING & ENVIRONMENTAL SERVICES, INC

Owner ~ Steve Burian
Primary ~ Judel Buls
5700 Highway 93 South
Somers, MT 59932
Email: judel.buls@ae2s.com
Phone: 406-250-5666
Fax: 406-314-4426



AE2S is a civil/environmental engineering firm specific to water, waste water, and storm water services. We also provide value added services including financial assessments, GIS system modeling, planning, funding, instrumentation and controls and regulatory compliance.

CHANDLER COMMUNICATIONS

Owner: Gary Walrack
P.O. Box 4249
Whitefish, MT 59937
Email: gary@chandlercommunications.com
Website: www.chandlercommunications.com
Phone: 406-590-4279



Chandler Communications is an outdoor advertising company serving Kalispell, Great Falls, Helena, Whitefish, Columbia Falls, Belgrade, Lincoln, and Livingston.

GNC - LIVE WELL

Owner~ Erik Taake
Primary Contact: Annette Nevin
Mountain View Plaza
2415-2 Hwy 93 North
Kalispell, MT 59901
Email: kalispellgnc@gmail.com



General Nutrition Centers is more than a place to buy your vitamins. It is a place where you can be assured that the vitamins you are purchasing are of the highest quality, meet our impeccable standards, and give you the assurance that you are getting exactly what is on the label. If you are not satisfied, you have our "Money Back Guarantee". That is the GNC difference!

STIFEL NICOLAUS

Primary Contact: Jim Strainer
1845 Hwy 93 South, Suite 203
Kalispell, MT 59901
Email: strainerj@stifel.com
Website: www.stifel.com
Phone: 406-755-9400
Fax: 406-755-9411



Stifel Financial Corp. is a full-service regional brokerage and investment banking firm, established in 1890 and based in

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Renewals

10 Plus Years

Buffalo Hill Funeral Home
Express Employment Professionals
Eyehear Audio Video Designs, Inc
First National Pawn
Flathead 4-H Foundation
Flathead Janitorial & Rug Service
Fun Beverage Inc
Glacier Institute
Gold Rush Clothing
Golf NW
Junkermier Clark Campanella Stevens PC
Kalispell Center Mall
Red Lion Hotel Kalispell
Western Building Center

5 to 9 Years

1st Propane, Inc.
Big Mountain Eye Care
Dr Carol Scranton DDS, PC
Glacier Insurance Strategies
Home Depot
Investment Centers of America
Kalvig & LeDuc, PC
Northwest Pipe Fittings Inc
Pierce RV Center
Rocky Mountain Bank
Rudy's Autosound
Sierra Pacific Windows
Stillwater Christian School
Valley Bank
West One Bank

1 to 4 Years

Big Brothers Big Sisters
Blue Canyon Restaurant
Business Class
Fabulous Food
Far West Boat Tours
Flathead Bank
Glacier Discount/4th Ave by the Tracks
Hilton Garden Inn Kalispell
HuHot Mongolian Grill
Riddle's Jewelry
SnowGhost Design, Inc.
Student Assistance Foundation
Swiftcurrent Consulting & Accounting PC
Turfmaster Lawn & Tree Care Inc

New Members

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St. Louis, Missouri. The Company provides securities brokerage, investment banking, trading, investment advisory, and related financial services through its wholly owned subsidiaries, primarily Stifel, Nicolaus & Company, Incorporated, to individual investors, professional money managers, businesses, and municipalities.

Building Bridges to Canada

Are You Open for Canadian Business? Montana West, Whitefish Convention and Visitors Bureau and Kalispell Convention & Visitor Bureaus, in collaboration with Donna Townley, University of Lethbridge instructor, have joined forces to produce a seminar for local businesses interested in improving and increasing relationships with our Canadian visitors.



The seminar is sponsored by Glacier Bank and will cover the Canadian economy, currency exchange, international credit and debit cards, marketing, advertising, Canadian holidays and border regulations. We hope to identify those businesses looking for opportunities for Valley-wide cooperation to attract Canadians to the area for entertainment, shopping, recreation, home purchase and business investment.

Canadian media companies and related service businesses will also have representatives on hand to provide information.

Friday, April 29th
Seminar 8:30-10:00
Info Booths 8:00-8:30 and 10:00-11:00
FVCC, Arts and Tech Building, Rm 139
Cost: Free

Let us know you'll be attending, please RSVP to dianem@kalispellchamber.com
Questions? Contact either of the organizers:

Kim Morisaki, Montana West Economic Development, 257-7711
Jan Metzmaker, Whitefish Convention & Visitor Bureau, 862-3390
Diane Medler, Kalispell Convention & Visitor Bureau, 758-2808

Flathead Regional Business Center

15 Depot Park
Kalispell, MT 59901
(406) 758-2800
(406) 758-2805: Fax

Business Expansion and Retention

Chris Parson
(406) 758-2802
sbdcc@kalispellchamber.com
www.nwmontanabear.com

Flathead Community Foundation

Marc Lorenzen, Board President
(406) 756-9047
info@flatheadcommunityfoundation.org
www.flatheadcommunityfoundation.org

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

Kalispell Convention & Visitor Bureau

Diane Medler, Director
(406) 758-2808
dianem@kalispellchamber.com

Leadership Flathead

Jill Seigmund, Manager
(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
nwmntscore@montanasky.net

Procurement Technical Assistance Center

Doug Bolender, Director
(406) 755-4221
ptac@kalispellchamber.com

Small Business Development Center

Chris Parson, Director
(406) 758-2802
sbdcc@kalispellchamber.com
www.kalispellsmallbusiness.com
"Funded in part through a Cooperative Agreement with the U.S. Small Business Administration."

UNcover What's Interesting, New and Developing



RED LION
HOTELS

A very Irish UNWIND was held at the Red Lion Hotel on March 16. They even had their own leprechaun carrying around his pot of gold! The food tables were overflowing with mouth-watering goodies that included Wee Little Rueben Bites, Cheese Ravioli with Blarney Green Pesto Sauce, Leprechaun Sirloin & Cheese Sliders, Irish Potato Pancakes with Sour Cream & Chives, Dance A Jig Artichoke & Spinach Dip with Flatbread, St. Patty's Shamrock Punch (alcohol free), McDeviled Eggs, Four Leaf Clover Vegetable Crudités with Ranch dip, Luck of the Irish Assorted Cheeses

with Crackers and Flatbread, corned Beef & Blarney Cabbage Rolls, Wearin' of the Green Chicken Salad Pinwheels, all topped off with Magically Delicious Assorted Desserts.

Door prize winners included Su McCadden of Virtual Circuit Design who won Split the Pot, Mary McClarty of Wells Fargo Bank who won the Visit Glacier Park Package, Janae Donoghue Moore of West Venture Properties who won the Pool & Slumber Party Package, Cindy Fisher won the Date Night Package, Mora McCarthy of Kalispell Job Service won the Golf Package, and Allison Rold of Wild Horse Limo won the Kalispell Center Mall Shopping Package.



Su McCadden of Virtual Circuit Design is the happy Split the Pot Winner!



Plenty of Prizes to go around!

Next UNWINDs

Tuesday, April 5 2011
5:00 - 6:30 PM



2137 US Highway 2 East
Kalispell, MT

Wednesday, April 20, 2011
5:00 - 6:30 PM



1008 E. Idaho
Kalispell, MT

How Social Networking Can Increase Sales Luncheon

>>from cover

is a professional web development company based in Bigfork, Montana. BWD produces web work for business' in Montana and all over the United States. The luncheon is scheduled for 11:45 – 1:30 on Tuesday, April 19, at the Red Lion Hotel Kalispell. Luncheon tickets are \$16 each for Chamber members; \$21 for non-members; \$120 for a reserved table of eight. Ask about Business Card Express Check-in.



Margaret Lekander, owner of Wheaton's in downtown Kalispell was selected as the Distinguished Alumni of the Year by FVCC.

Chamber Calendar

April 2011

Sunday

Monday

Tuesday

Wednesday

Thursday

Friday

Saturday

All Meetings are at The Chamber unless otherwise stated.

Look for these events in May:

- ABC Clinic
- UNWIND-Home Depot
- UNWIND-Windmill Storage

1
Government Affairs Committee Meeting
12:00pm – 1:00pm

2

3

4
Leadership Flathead
3:00pm – 5:00pm

5
UNWIND Easter Seals/ Goodwill
5-6:30 pm

6
Education & Communications Committee Meeting
8:00am–9:00am

Kalispell Tourism B.I.D. Meeting
3:00pm – 5:00pm

7
Associated Chamber Meeting
10:30am – Noon

8
Government Affairs Committee Meeting
12:00pm – 1:00pm

9

10

11

12

13
Ambassador Meeting
4:00pm – 5:00pm

14

15
Government Affairs Committee Meeting
12:00pm – 1:00pm

16

17

18
BEAR Meeting
4:00pm – 5:00pm

19
Executive Board Meeting
7:30am – 8:30am

Luncheon: How Social Networking can Increase Sales
11:45pm – 1:30pm

Flathead Community Foundation
2:45pm – 5:00pm

20
Natural Resources Committee Meeting
7:00am – 8:00am

Transportation Committee Meeting
4:00pm – 5:00pm

UNWIND Plantland
5-6:30 pm

21

22

Earth Day Good Friday

23

24

25

26
Board Meeting
7:00am – 8:30am

27

28

29

30

Easter Sunday

Legislative Report

others, are continuing to work their way through committees and floor action in both the House and Senate.

We have revised our Bill Monitor list. The list appears below. For copies of bills as they are drafted or other legislation information visit the State web-site at [http://laws.leg.mt.gov/laws11/law0203w\\$.startup](http://laws.leg.mt.gov/laws11/law0203w$.startup).

BILLS OF INTEREST:

HB 43 by Rep. Gary MacLaren—Clarifying employer's rights related to employee use of medical marijuana. **Support.** Bill in Senate Business, Labor, and Economic Affairs Committee—nontabled. Hearing was on 3/02/11.

HB 59 by Rep. Tony Belcourt—Revise renewable portfolio standard to include hydropower expansions. **Monitor.** Bill returned to House with Senate amendments on 3/17/11.

HB 71 by Rep. Gordon Vance—Provide that illegal alien may not receive workers' comp. **Modify/Support.** Bill transmitted to Senate Floor on 3/04/11. Bill referred to committee on 3/10/11, but motion failed.

HB 80 by Rep. Elsie Arntzen—Revise unemployment insurance law. **Monitor.** Bill passed Senate Business, Labor, and Economic Affairs Committee on 3/18/11.

HB 111 by Rep. Wayne Stahl—Improving tax administration by depositing state agency lodging tax in general fund. **Oppose.** Bill passed Senate Taxation Committee as amended on 3/18/11.

HB 179 by Rep. James Knox—Disallow unemployment benefits for certain employee terminations. **Monitor.** Bill in Senate Business, Labor, and Economic Affairs Committee—nontabled. Hearing was on 3/15/11.

HB 198 by Rep. Ken Peterson—Generally revise eminent domain laws. **Monitor.** Bill in Senate Energy and

>> from cover

Telecommunications Committee—nontabled. Hearing was on 3/03/11.

HB 274 by Rep. David Howard—Provide that employment of an unauthorized alien is unlawful. **Support.** Bill in House Appropriations Committee—nontabled. Hearing was on 3/08/11.

HB 316 by Rep. Rob Cook—Redistribute certain revenue and income to state general fund. **Oppose.** Bill passed House Appropriations Committee as amended on 3/17/11.

HB 317 by Rep. Rob Cook—Sunset statutory appropriations over certain periods. **Oppose.** In House Appropriations Committee—nontabled. Hearing was on 1/26/11.

HB 325 by Rep. Keith Regier—Eliminate class 8 business equipment property tax. **Support.** In House Taxation Committee—nontabled. Hearing was on 2/02/11. Revised Fiscal Note was printed on 2/16/11.

HB 334 by Speaker Milburn, Rep, Reichner - Generally revise workers' compensation. **Support.** Bill referred to Senate Business, Labor, and Economic Affairs Committee on 3/02/11. Hearing scheduled for 3/23/11.

HB 341 by Rep. Cary Smith - Revise pre- and post-judgment interest. **Support.** Bill in Senate Business, Labor, and Economic Affairs Committee—nontabled. Hearing was on 3/17/11.

HB 342 by Rep. Cary Smith - Revise civil laws to require caps on appeals bonds. **Support.** Bill in Senate Business, Labor, and Economic Affairs Committee—nontabled. Hearing was on 3/17/11.

HB 357 by Rep. Gary MacLaren - Provide tax credit for employer contribution to employee health savings account. **Monitor.** Bill in House Appropriations Committee—nontabled. Hearing was on 3/15/11.

HB 467 by Rep. Randy Brodehl—Allow tax credits to community, tribal, technical, college endowments. **Support.** Bill passed Senate Taxation Committee on 3/18/11.

HB 560 by Rep. Elsie Arntzen—Increase public involvement in urban renewal areas. **Monitor.** Bill passed House Taxation Committee on 3/18/11.

HB 561 by Rep. Elsie Arntzen—Revise terminology and criteria for factors in urban renewal districts. **Monitor.** Bill passed House Taxation Committee on 3/18/11.

HB 562 by Rep. Elsie Arntzen—Require notification of local governments and schools of urban renewal district. **Monitor.** Bill passed House Taxation Committee as amended on 3/18/11.

SB 94 by Sen. Ron Erickson—Revise "water's edge" provisions of corporation taxes. **Oppose.** In Senate Taxation Committee—nontabled. Hearing was on 1/19/11.

SB 111 by Sen. Jon Sonju—Limit noneconomic damages in motor vehicle accidents. **Monitor.** Bill in House Transportation Committee—nontabled. Hearing was on 3/16/11.

SB 201 by Sen. Edward Walker—Require small business impact analyses prior to adoption of administrative rule. **Support.** Bill passed House Business and Labor Committee on 3/11/11.

SB 234 by Sen. Jon Sonju—Generally revise municipal solid waste services. **Support.** Bill in House Local Government Committee—nontabled. Hearing was on 3/17/11.

SB 370 by Sen. Jason Priest—Require cost-benefit analysis of mandated health insurance coverage of service. **Monitor.** Bill in House Human Services Committee—nontabled. Hearing was on 3/18/11. ●



Worksite Health Promotion Workshop

Health as a Serious Business and Economic Strategy
**May 11, 2011 • Best Western Great Northern Hotel
 Helena, MT**

This 6 hour, HANDS ON WORKSHOP will be conducted by the Nation's leading Worksite Health Promotion researcher, Dr. Dee Edington. Following his book *Zero Trends*, he will focus on five fundamental pillars: Senior Leadership, Operations Leadership, Self-Leadership, Reward Positive Actions, and Quality Assurance. Once informed on each pillar, table work sessions and group reports will take place. At the conclusion of this workshop, participants will leave with a ready-to-implement health management strategy with support materials for their organization.

WHO SHOULD ATTEND:

Health Promotion professionals responsible for implementing wellness strategies within their organizations. Attendees will include: Business Owners and Executives, Human Resource Professionals, Benefit Professionals, Health, Safety and Wellness Professionals, Public School Administrators, Educators, Insurance Professionals and Benefit Consultants.

REGISTER TODAY! Register at montanaworksitewellness.org or contact Linda Krantz (lkrantz@mt.gov) with any further questions.



Flathead Regional Business Center Brown Bag Series: *Blueprint for Business Success* *Medical Marijuana in the Workplace*

Medical marijuana continues to make headlines and create concerns and questions in the workplace. Marijuana is not allowed in the workplace in Montana for two primary reasons; marijuana is illegal and marijuana causes significant impairment. A person who uses marijuana may not work in any safety sensitive job where a momentary lapse in concentration may result in serious injury or death. Marijuana has an impact on everyone in Montana. Some of the potential hazards in the workplace include increased accidents and safety violations, increased absenteeism and tardiness, increased number of criminal incidents and increased errors and defective products. Employers have a duty to protect their employees.

Rebecca Sturdevant will use her years of experience to share information about:

- Employee drug testing
- Development of Drug-Free Workplace program
- Facts about marijuana
- Latest legislative updates and changes

In the interest of saving paper please bring your business card/email address if you would like Rebecca to send you her Power Point presentation.

This month's facilitator: Rebecca Sturdevant, MSN, APRN, COHN-S, C-SAPA

Facilitator: Rebecca Sturdevant has been an Occupational Health Nurse Practitioner since 1996. She performs employee fitness for duty examinations, provides evaluation and management services for injured employees, consults with employers for Drug-Free Workplace program development, hearing conservation programs, and medical surveillance and management of exposure to workplace toxins/hazards. Rebecca earned a Bachelor of Arts in pre-medical sciences & education from the University of Montana, a master of science in nursing from California State University, and post MSN Family Nurse Practitioner from University of Texas. She is passionate about DUI prevention and is a volunteer for Mothers Against Drunk Driving.

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?

- Utilizing all available resources to operate and grow makes for smart business.
- Exchanging ideas, insights, and real-world solutions directly impacts your bottom line.
- Making better decisions quickly requires more and better information
- Engaging and energizing your staff helps make your business more successful.

- Date:** Wednesday, April 13, 2011
- Time:** Noon – 1:00 pm
- Location:** FVCC Arts & Technology Bldg, Room 139
- Cost:** No cost!
- RSVP:** Terri Haueter @ 758-6279 or thaueter@mt.gov



15 Depot Park
Kalispell, MT 59901

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Assistance for Business Clinic 2011 May 24, 2011 • Kalispell Hilton Garden Inn

The State of Montana, in partnership with local Job Service Employee Committees and/or Chamber of Commerce once again will host the 2011 Assistance for Business Clinic (ABC).

This year's clinics have updated information and/or technology from the Department of Revenue and the following divisions within the Department of Labor & Industry (Safety Bureau, Unemployment Insurance Benefits, Unemployment Insurance Tax, Human Rights, Wage & Hour and Workforce Services Division).

The clinic is specifically developed to assist employers, accountants,

bookkeepers, human resource and lawyers to construct proactive approaches to prevent unnecessary claims and/or charges. Attendees are provided with updates on reporting of state withholding, unemployment insurance tax requirements, minimum wage & overtime law requirements, civil rights laws, employer services and tax credit incentives. Also, additional information will be available from Internal Revenue Service (IRS employer packets & small business DVD's), Small Business Administration (SBA), Apprenticeship & Training and Department of Health & Human Services (Emergency Planning).

In addition, the clinic gives employers the opportunity to share resolutions to common issues through networking and uncovering a wealth of government systems ready to assist in your business needs. Also, along with providing helpful reference materials you can obtain Continuing Professional Education (CPE 9.0 hrs.), Continuing Legal Education (credit hrs. unknown at this time) and/or Human Resource Certification (credit hrs. unknown at this time) credits. If you're interested in attending this year's clinic in Kalispell on May 24, 2011, you can register and pay online at www.kalispellchamber.com or call the Kalispell Chamber of Commerce at 406-758-2809. You are urged to register early. ●

Registration Form - Assistance for Business Clinics

Name of Business _____ Phone Number _____
Address _____ Town/Zip _____
E-mail Address _____
& Name(s) of Attendees _____

**Check if needing CPE (9.0 hrs. - 8 hrs. Wolf Point & Miles City),
CLE (unknown at this time) and/or
HRCI (unknown at this time) credits.