

Chamber News

» Official Business Publication Of The Kalispell Chamber Of Commerce «

Gas Prices and Air Fares are on the Rise – Will Visitors Still Come?

U.S. Travel Association predicts that domestic leisure travel will increase during 2011 as compared to 2010. Not surprisingly the financial factor most likely to influence future leisure travel is the price of gasoline and air travel. Travel is still viewed as a right/a necessity although trips may be closer to home and frugality and value continue to reign. There are several indicators that suggest a positive trend for travel:

- Consumer confidence is the highest it's been in 3 years – although not to a healthy level
- Traveler sentiment related to perceived affordability of travel has improved over 2010 – feared to be short-lived if gas prices continue on the upward trend.
- Traveler sentiment related to perceived money available for travel shows an increase year-over-year and is at its highest point since February 2008.
- Traveler sentiment index shows interest in travel and time for travel are up slightly.

Source: U.S. Travel Association/David Sheatsley

Kalispell and the Flathead Valley are in a good position to leverage the consumer's

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The Kalispell Chamber of Commerce is now on Facebook and



jumping on board with social media!

The Kalispell Chamber has partnered with Bigfork Web Development to launch our Facebook page. We are jumping

continued page 3 »

At a Glance

- >> **UNWIND**
Tuesday, May 5
5-6:30 pm
Home Depot
2455 Hwy 93 N
Kalispell, MT
- >> **May Luncheon**
No May Luncheon
- >> **UNWIND**
Wednesday, May 18
5-6:30 pm
Windmill Storage & Business Park
5375 Hwy 2 W
Columbia Falls, MT
- >> **Assistance for Business Clinic**
Tuesday, May 24
7:25 am-5pm
Hilton Garden Inn
1840 US Hwy 93 S
Kalispell, MT



Chamber Snapshot

Visitor's Center Information Requests:

	March '11	YTD
Phone Calls:	220	586
Walk-ins	74	375

VACATION

Email Inquiries	171	324
Packets	133	384

RELOCATION

Packets	32	38
Phone Books	0	2
Misc & Maps	1	1

WEB ACTIVITY

Unique Visits	3,729	10,458
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TOTAL VISITS	4,327	12,170
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Gas Prices, *continued*
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Brown Bag Series
- 8 ABC Clinic article & registration

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.

BEX MARKETING / CARBONARI ASSOCIATES, INC.

Owner ~ Brian Beck
Primary Contact ~ Joe Carbonari
PO Box 787
Kalispell, MT 59903
Email: bex@bexmarketing.com
Website: www.bexmarketing.com
Phone: 406-752-2466



Advertising specialties sales (Promotional Products) including clothing and headwear.

LOST CREEK HARDSCAPE AND IRRIGATION

Owner ~ Tim Geis & Tony Galassi
Primary Contact ~ Tim Geis
156 Jackson Peak Drive
Kalispell, MT 59901
Email: ambushmtn1@hotmail.com
Website: www.lostcreekhardscapeandirrigation.com
Phone: 406-212-4803
Fax: 406-755-2818

Lost Creek HardScape & Irrigation

Full time/full service landscaping using pavers or walkways retaining walls & irrigation

MERRY MAIDS

Owner ~ Torri McKee
362 7th Ave EN
Kalispell, MT 59901
Email: owner4639@merrymaids.net
Website: www.merrymaids.com



Merry Maids is the #1 cleaning service in USA, Canada and internationally. We provide Free in home estimates. Our employees are insured, screened and bonded. ●

Renewals

10 Plus Years

Coins & Carats Inc
Glacier Guides / Montana Raft Co
Interstate Alarm Company
Northwest Montana Association of Realtors
OHS Body Shop
Super 1 Foods - Evergreen
Wild West Plumbing & Drain Service

5 to 9 Years

Edge Communications
Kalispell Montana Log Homes
West Venture Properties

1 to 4 Years

Apple Barrel
Bet Harim, Jewish Community of Flathead Valley
Great Northern Whitewater Resort
Montana Sky Networks Inc
Super 1 Foods - Downtown ●



Christopherson Law Office Ribbon Cutting



Peak Sign Solutions Ribbon Cutting



Virtual Circuit Design Ribbon Cutting



Kalispell Chamber and Bigfork Web Development partner to bring more value to Chamber Membership
From left to right: RoAnna Lau, Mike Callaghan, Joe Unterreiner, Connie Cermak.

Chamber now on Facebook and jumping on board with social media!

>> from cover

on board with social media to create a more interactive and personal relationship with our members and the community. In these tight economic times, we could all use a little help to keep our businesses strong and prosperous. One of the great things about social media, being a business resource, is that it's free! If you are new to the idea of social media it can seem a bit intimidating at first, but there are several opportunities and resources available to educate yourself. Once you are up and running, your target audiences and the ability to communicate with them on a real time basis are endless. We are excited to be able to share more information, announcements of new members to the Chamber, as well as to have another resource to promote our member businesses. We are also very grateful to Connie Cermak, Social Media Strategist of Bigfork Web Development, for sharing her expertise and assisting us in launching our Facebook page. So come check us out and share with us what you are up to! ●



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
 sbdc@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
 Mike Jackson, Business Resource Consultant
 (406) 758-6241
 mmccarthy@mt.gov
 www.employflathead.com

Flathead Valley Community College

Jodi Smith, Workforce Training Director
 (406) 758-2809 (by appt.)
 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
 nwmtscore@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
 sbdc@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

While the weather on April 5th was a bit dark and angry, the mood inside the new Goodwill Store in Evergreen was most definitely bright and cheerful for the UNWIND. The racks and shelves are filling up quickly with a variety of really nice merchandise. Employees stated that people are showing up at their front door every day asking if they are open yet. They won't be opening until May 5.



John's Angels Catering managed to complete another successful mission with the delightful array of finger foods that included imported cheese, summer and wild game sausage, fresh fruit and nuts, pork loin toastettes with house made apple chutney, prosciutto stuffed mushrooms, Ahi tuna bites with Chef Kris's secret sauce, Asian shrimp toast, Angels' own five onion dip with pita chips and Pastry Chef Vicki's mini cupcakes and chocolate covered strawberries.

Prize winners included Judy Rowland of Evergreen Acres who won Split the Pot, Gloria Shirliff of J2 Office Supplies who won the Wine Gift Basket, Don Rountree of J2 Office Supplies won the Assorted Foods Gift Basket, Richard Doran of MBR who won a \$50 Herbergers gift card, Mark Gronley of Northwestern Energy who won a \$50 Target gift card and Loren Bebee who won a \$25 Goodwill gift card for correctly guessing the 'How many hours' contest.

April 20th felt much more like spring thanks to the UNWIND at Plantland. Plants were 'springing' up throughout the green houses. It's a good guess that many of the attendees felt itchy gardening fingers as they wandered the rows while munching on delicious meats & cheeses carefully prepared and served by the Plantland staff.



Scott Duncan of Sierra Pacific Windows won the Split the Pot. Other prize winners included Patti Carlson of the Daily Interlake who won a Strawberry Planter, Kurt Schull of North Bay Grille who won an Herb Garden, and Jan Olson of Flooring America who won a Lettuce Bowl & Hanging Basket.



Judy Rowland won the Split the Pot at the Goodwill UNWIND



Don Rountree won the Wine Gift Basket at the Goodwill UNWIND



Jane Olson wins a Door prize at the Plant Land's UNWIND



Plant Land was looking glorious for its April UNWIND

Next UNWINDs

Tuesday, May 5
5-6:30 pm



Home Depot
2455 Hwy 93 N
Kalispell, MT

Wednesday, May 18
5-6:30 pm



Windmill Storage & Business Park
5375 Hwy 2 W
Columbia Falls, MT

Chamber Calendar

May 2011

Sunday

Monday

Tuesday

Wednesday

Thursday

Friday

Saturday

All Meetings are at The Chamber unless otherwise stated.

2
Leadership Flathead
3:00pm – 5:00pm
Kalispell Education Foundation Board Meeting
5:00pm – 6:30pm

3
Kalispell Education Foundation Committee Meeting
4:00pm – 5:00pm

4
Education & Communications Committee Meeting
8:00am–9:00am
Kalispell Tourism BID Meeting
3:00pm – 5:00pm

5
UNWIND Home Depot
5 - 6:30pm

6

7

8



Mother's Day

9

10

11
Agri Business Committee Meeting
7:00 - 8:00am
Ambassador Meeting
4:00pm – 5:00pm

12

13

14

15

16
BEAR Meeting
4:00pm – 5:00pm

17
Executive Board Meeting
7:30am – 8:30am

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

18
UNWIND Windmill Storage
5 - 6:30pm
Natural Resources Committee Meeting
7:00am – 8:00am
Transportation Committee Meeting
4:00pm – 5:00pm

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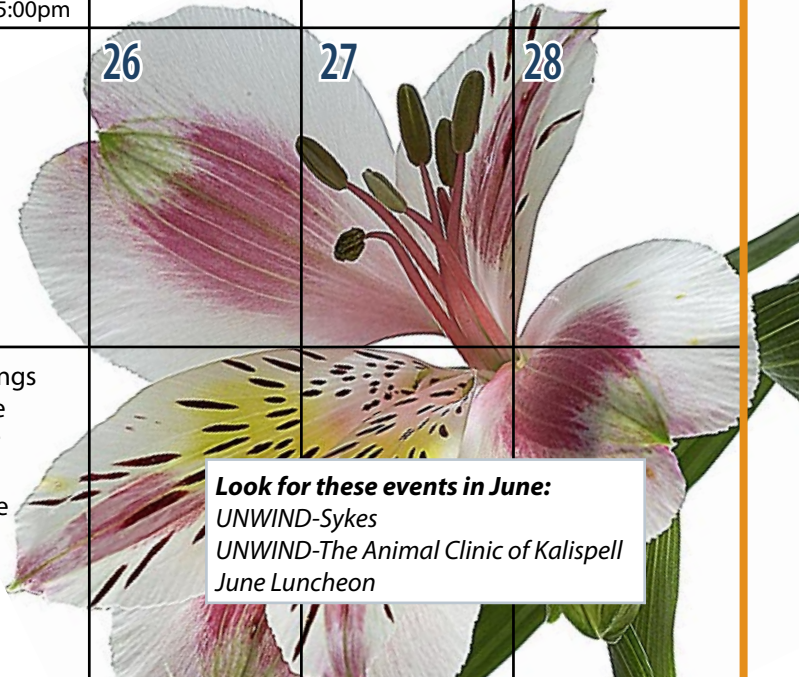


Memorial Day
Chamber Closed

31

Board Meeting
7:00am – 8:30am

All Meetings are at The Chamber unless otherwise stated.



Look for these events in June:

UNWIND-Sykes

UNWIND-The Animal Clinic of Kalispell

June Luncheon



The Kalispell Chamber of Commerce and WhoCanHelp.com®

Partner to Link Local Consumers and Businesses with FREE service

Launch of virtual marketplace simplifies search for area service providers

The days of searching aimlessly for a plumber, repairman or other service provider only to wait in vain for a return phone call have been numbered, and now with the launch of WhoCanHelp.com® to the Kalispell Chamber of Commerce, locals can say goodbye to thumbing through directories or scrolling through online lists for good. This new service that is now available will allow local companies and service providers to be linked to potential customers when establishing a free account on WhoCanHelp.com®.

“By partnering with the Kalispell Chamber of Commerce, the WhoCanHelp.com® online service marketplace has a resource of local service providers, so users can start posting and receiving offers from area businesses right away,” explains Carl Hicks, Jr., CEO of WhoCanHelp.com®. “And businesses love getting immediate access to local consumers in need, free real-time sales leads and targeted online advertising opportunities. It’s definitely a win-win.”

In the Flathead and surrounding areas, the ZIP code-based service will give businesses a real-time connection with consumers who are looking for their products or services. For consumers, WhoCanHelp.com® helps answer these universal questions:

1. When can they do it?
2. What’s the cost?
3. Are they reputable?

Whether looking for a landscaper, wedding photographer, accountant or carpenter, posting to WhoCanHelp.com® is free and easy. The user simply

lists the title and description of the service needed and identifies a category, subcategory, date needed by and ZIP code. Businesses learn instantaneously that someone is in need of their services via SMS text or e-mail and can immediately post an offer. The consumer then selects the service provider of his or her choice and has the opportunity to write a review following the completion of the work.

Joe Unterreiner, President/CEO of the Kalispell Chamber of Commerce said “To better connect local business in our community this new tool has the power to not only generate leads within our own member businesses but it will also create new opportunities to get business in our local community utilizing the latest technology.” “This is a free service that supports our Buy Local policies.”

WhoCanHelp.com® combines the best features of other Web-based services — directory services, reviews, ratings and social networks — to create a comprehensive patent-pending approach to connect users and services providers. The website also works in business-to-business transactions, with requests for proposals and generation of business for larger firms, general contractors and government agencies that require widespread bidding.

“Even though our service may soon be nationwide,” said Hicks, “our company embodies true community entrepreneurship, building commerce at the local level.”

For more information, sample posts, categories, tutorials and locations coming soon, visit <http://www.WhoCanHelp.com>.

Gas Prices and Air Fares are on the Rise – Will Visitors Still Come?

>> from cover

need for a vacation that provides great value – both in the variety and uniqueness of low to no cost experiences our area offers as well as the selection of options and price ranges for necessities such as shopping, dining and lodging.

Spring visitations to our state and local area are primarily repeat visitors, as high as 71% of the total visitors. They primarily come from Canada, Washington



and Idaho. Activities most sought after during this season are scenic driving, wildlife, photography, shopping, fishing and historic sites and museums. For local tourism related businesses knowing the target market helps to leverage advertising dollars: 1) capitalize on the Canadian holiday weekends creating coupons and specials encouraging a stop at your business, 2) direct market to past customers that live in our short drive markets of Idaho, eastern Washington and Alberta, and 3) create friends and family packages and market locally to bring those visiting friends and family to your business. Source: ITRR, University of Montana

Diane Medler
Kalispell Convention & Visitor Bureau
www.DiscoverKalispell.com

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: Transforming Communication: Difficult Conversations

Is there a "crucial conversation" you are avoiding?

Are you wondering how to say what you need to say?

Join us for this experiential opportunity to learn and practice skills for having difficult conversations.

You will learn:

- Why social and emotional intelligence are critical in the workplace
- 4 essential elements for effective communication
- Practice skills necessary for having difficult conversations.



This month's facilitator: Rebecca Johns, CPCC

Facilitator: Rebecca Johns is a certified professional coach trained by The Coaches Training Institute. She is affiliated with the University of Minnesota Center for Spirituality & Healing as a Charter Member of the Purpose Project, trained by The Center for Ethical Leadership in Seattle, and certified in the Deep Change model from Conscious Pursuits, Inc. in Houston. Rebecca provides training, development, and executive coaching nationally as well as statewide. Her background includes 35 years of teaching in higher education, public education, consulting, facilitation, and coaching. Rebecca co-authored two books during her tenure in public education as well as training teachers across the USA for over 10 years. Rebecca's powerful listening skills and coaching techniques provide support and inspiration to people willing to make significant changes in their lives.

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, May 11, 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

OCCUPANT / POSTAL PATRON

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Kalispell, MT
Permit #13



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.)
CLE (unknown at this time) and/or
HRCI (unknown at this time) credits.