

Chamber News

» Official Business Publication Of The Kalispell Chamber Of Commerce «

Nominate for Businessman, Businesswoman, Great Chief

Nominations are now being taken for the 40th Great Chief and Businessman and Businesswoman of the Year. Forms for nomination are available in this issue of Chamber News. The Great Chief is the oldest and most prestigious award given by the Chamber. The award honors civic and volunteer spirit that spans a lifetime and provides a legacy for the community. Through their efforts, they have made the Flathead Valley a better place in which to live and work. The Businessman and

continued on page 7 »



Sunny Spain 2012 Pre-Tour Informational Presentation October 4 at the Chamber

The Kalispell Chamber and Flathead Travel have joined together to offer a nine-day trip to Spain on March

continued on page 4 »

Luncheon to Feature City Council Candidates

The City Council Candidates in contested elections will be on hand to present their views on the key issues of the day at the monthly luncheon on October 18. City issues on the minds of business and community members will be under discussion including: tax increment



continued on page 7 »



Chamber Snapshot

Visitor's Center Information Requests:

	August '11	YTD
Phone Calls:	290	2,213
Walk-ins	886	1,352
VACATION		
Email Inquiries	50	776
Packets	166	1,071
RELOCATION		
Packets	113	399
Phone Books	3	13
Misc & Maps	0	3
WEB ACTIVITY		
Unique Visits	7,009	37,997
TOTAL VISITS	8,478	45,832

At a Glance

October UNWINDs:

- >> Tuesday, October 4
Holiday Inn Express
275 Treeline Road
5:00-6:30 PM
- >> Wednesday, October 19
Sykes
202-2nd Ave W
5:00-6:30 PM

Luncheon

- >> Candidate Forum
City Council Candidate Forum
Tuesday, October 18
Red Lion Hotel – 20 N Main
11:30 AM-1:30 PM

In This Issue

- 2 New Members
- 3 New Members, *continued*
- 4 Renewals
Ribbon Cuttings
Sunny Spain Trip, *continued*
- 5 October Calendar
- 6 Government Affairs Report
- 7 Government Affairs Report, *continued*
Luncheon, continued
New Directors & Officers Named
- 8 UNWINDs
- 9 UNWINDs, *continued*
Special Thanks for Volunteers
- 10 SBDC, Business Necessities
- 11 Chamber Choices
Brown Bag Series
- 12 Banquet 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

Brian Clark, Fun Beverage

Mark Gronley, Northwestern Energy

Reed Gunlikson, R. Gunlikson CPA's

Scott Hagel, Crowley Fleck Law Firm

Mark Johnson, Merrill Lynch

Jason Manger, Applied Materials - Semitool

Denise Nalty, Nalty Real Estate

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

Dave Waldenberg, Central Heating and Cooling

Rick Weaver, Daily Inter Lake

Ex-officio Directors

Jane Howington, Kalispell City Manager

Mike Pence, Flathead County Administrator

Professional Staff

Joe Unterreiner, President 758-2804

Cary Aubrey, Executive Assistant 758-2801

Diane Bebee, Administrative Specialist 758-2803

Rob Brisendine, KCVB Group Sales 785-2820

Vonnie Day, Travel Counselor 758-2809

Diane Medler, KCVB Director 758-2808

Chris Parson, Small Business Development 758-2802

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

Consulting Staff

Anderson, Baker & Swanson - Government Affairs

Edge Communications - Media & Public Relations

Education Connections - Education and Workforce

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.

BATAVIA STORAGE & U-HAUL

190 Batavia Lane
Kalispell, MT 59901
Phone: (406) 752-3654

FASTSIGNS

803 Spokane Ave.
Whitefish, MT 59937
Email: jeremy.burns@fastsigns.com
Website: <http://www.fastsigns.com/489>
Phone: 406-863-9655 or 406-755-3110

FASTSIGNS
WHITEFISH, MT 406.863.9655

Fastsigns can solve all your visual communications challenges...

From Site signs to vehicle graphics, promotional items to banners and all points in between. Fastsigns has all your marketing needs covered.

FENNELLY CHIROPRACTIC CLINIC, INC

1600 Whitefish Stage
Kalispell, MT 59901
Phone: (406) 755-3014



Fennelly Chiropractic Clinic, Inc. is a family wellness clinic dedicated to serving and educating as many families as possible towards their optimal health potential, helping them truly live.

GLACIER COUNTRY - TRAVEL MONTANA

140 North Higgins, Suite 204
Missoula, MT 59802
Phone: 406.532.3234
Email: gcexec@glaciermt.com
Website: <http://www.glaciermt.com/index.php>

Glacier Country
MONTANA

Glacier Country Regional Tourism Commission is a non-profit organization dedicated to a balanced partnership among eight western Montana counties, Glacier National Park and other entities, to effectively market the region to visitors and educate the public regarding the value of tourism, while encouraging respect for our outstanding natural environment and quality of life.

GROUSE MOUNTAIN LODGE

2 Fairway Dr
Whitefish, NT 59937
Email: info@grousemountainlodge.com
<http://www.grousemountainlodge.com>



The Lodge features 143 beautifully appointed guest rooms, extensive meeting and event space, a connected concierge,

continued next page >>

and innovative yet comfortable Montana cuisine. We have a fabulous 36 holes of golf located on-site. Grouse Mountain Lodge is situated 1 mile west of downtown Whitefish on the corner of Hwy 93 & Fairway Drive, on the left side of the road with easy access and plenty of free parking.

JPL2 CONSULTING

470 Lake Hills Lane
Kalispell, MT 59901
Email: jim.p.lynch5@gmail.com
Phone: (406) 253-4937

JPL2 Consulting LLC

JPL2 Consulting Principle, Jim Lynch, offers his expertise gained from over 30 years of experience in leadership roles for both public agencies and private entities. He brings particular expertise in transportation management, land and site development and energy efficiencies to consulting assignments both short and long term. He has a wide network of working relationships in both the public and private sectors that enables him to effectively tackle issues that require working with diverse groups and agendas to achieve results.

MONTANA COMMUNITY DEVELOPMENT CORPORATION

110 E Broadway, Second Floor
Missoula, MT 59802
Website: <http://www.mtcdc.org>



Montana CDC is a non-profit community development financial institution that provides business financing and business consulting to new and established businesses around the state. Montana CDC's products include a loan program, a New Markets Tax Credit program, business consulting through the Small Business Development Centers (SBDC) in Missoula and Bozeman, and government contracting assistance through the Montana Procurement Technical Assistance Centers (PTAC) in Kalispell and Missoula. The Montana CDC mission is to provide business financing that can transform the lives of individuals and strengthen community prosperity.

SOCIAL NECTAR

PO Box 2821
Bigfork, MT 59911
Email: socialnectar@gmail.com



With over a decade of experience in Marketing and Business Development, Connie Cermak has launched her new company Social Nectar, LLC. Social Nectar is a comprehensive Social Media Marketing and Content Strategy Co. helping businesses harness that powerful thing that happens when someone ELSE truly wants to see you succeed.

THE OUTLAW INN

1701 US Hwy 93 S
Kalispell, NT 59901
Email: r.starr@outlawhotel.com
Website: <http://www.outlawhotel.com>
Logo Attached



The Outlaw Inn is Kalispell's Traditional Hotel and we are happy to announce that we are under new management. We look forward to our involvement in the community and invite anyone looking for a tour or more information to stop by.

WILSON NW FINANCIAL

1845 Hwy 93 South, Ste 206
Kalispell, MT 59901
Email: robert.g.wilson@lpl.com
Website: <http://lpl.com/robert.g.wilson>



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."

Renewals

10 Plus Years

Bob Herron Insurance
Complete Pest Services Inc
Corwin Environmental Consultants Inc
CTA Architects Engineers
Dr Stephen P Johnson DDS, Inc PC
Evergreen Disposal
Flathead FFA
Gardner's RV & Trailer Center
Gilbertson, Wynne & Associates, PLLP
Glacier Eye Clinic
Glacier Jet Center
Glass Doctor
Hammerquist Casalegno Inc
Huckleberry Haven Inc
Jordahl & Sliter
Knife River
LC Staffing Service
Majestic Valley Arena
Mergenthaler Transfer & Storage
Midway Rental
Montana Environmental Lab
Northwest Cabinet Works
Orthopedic Rehab Inc
Parenting With Dignity
Plant Land
R Gunlikson & Associates CPA PC
Re/Max Glacier Country
Snappy Sport Senter Inc
Vista Linda Restaurant and Catering

5 to 9 Years

Dr Thomas Pittaway DMD, PC
Five Star Rentals & Property Management
Flathead Village Greens
Kalispell Toyota
Oettiker Creek Ranch

1 to 4 Years

Al's Furniture Kalispell
Cold Stone Creamery
Maurices
Moore Hearing
Three Rivers Bank of Montana - Meridian
Virtual Circuit Designs
Vision Net, Inc.
Wellness Resource Center ●

Ribbon Cuttings



Inga Lake cuts the Ribbon for Agape Home Care



Bobbie Sands cuts the ribbon for Dollar Rent a Car while Rocky the dog stands guard



Mark Fopp cuts the ribbon for Lilienthal Insulation Company, LLC



Sarah Baker cuts the ribbon for Seniors' Scoop Magazine

Sunny Spain 2012

>> from cover



23-31, 2012. There will be a pre-tour informational meeting on October 4 at 5:30 in the Chamber Conference room, 15 Depot Park. Everyone is invited to attend this meeting with no obligation. Please register on line for this meeting or call Diane at 758-2803.

The trip offers a one hotel stay on the Mediterranean Sea and includes trips to Granada, the 13th century fortified city of Alhambra, Seville – the capital of Andalucía, and the town of Mijas. Optional tours include full-day trips to Tangiers, Morocco, and Ronda, and a half-day tour of Gibraltar. The cost is \$2,499 per person double-occupancy from Seattle and includes round trip air fare, international business exchange, 7-night hotel stay, 13 meals, professional tour guide, baggage handling, hotel transfers, and guided motor coach.

For further information and registration, see the brochure inside this issue of Chamber News, or contact Flathead Travel at 758-8700 gbirky@flatheadtravel.com.

Chamber Calendar

October 2011

Sunday

Monday

Tuesday

Wednesday

Thursday

Friday

Saturday

All Meetings
are at The
Chamber
unless
otherwise
stated.

Look for these events in November:

- 9 Luncheon
- 17 Annual Banquet
- 24 Thanksgiving

						1
2	3 IWT Meeting 1:00pm – 2:00pm Leadership Flathead 3:00pm – 5:00pm Kalispell Education Foundation Board Meeting 5:00pm – 6:30pm	4 Sunny Spain & the Costa del Sol Meeting 5:30 – 7:00pm UNWIND: Holiday Inn Express 5:00pm – 6:30pm	5 Education & Communications Committee Meeting 8:00am–9:00am	6 Associated Chambers Meeting 10:30am – 12:00pm	7	8
9	10  Columbus Day Chamber Offices Closed	11 IWT Meeting 1:00pm – 2:00pm	12 Agribusiness Meeting 7:00am – 8:00am Ambassador Meeting 4:00pm – 5:00pm	13	14	15
16	17 IWT Meeting 1:00pm – 2:00pm BEAR Meeting 4:00pm – 5:00pm	18 Exec. Board Meeting 7:30am – 8:30am Luncheon: City Council Candidate Forum 11:00am – 1:30pm Flathead Community Foundation 2:45pm – 5:00pm	19 UNWIND: Sykes 5:00pm – 6:30pm	20	21	22
23	24 IWT Meeting 1:00pm – 2:00pm	25 Board Meeting 7:00am – 8:30am	26	27	28	29
30	31  Halloween	IWT Meeting 1:00pm – 2:00pm Kalispell Education Foundation Board Meeting 5:00pm – 6:30pm				

September 2011 Government Affairs Report

While the days are getting shorter, legislators worked long hours this month on legislative interim committees. Ten different legislative committees met in Helena in September to set the stage for the 2013 Legislature and explore issues facing Montana.

Flathead area legislators discussed restorative justice, water policy, hydraulic fracturing and explored ways to improve the legislative process. Senator Bruce Tutvedt also participated in the National Conference of State Legislators annual summit to gain knowledge and insight on a variety of topics at a national level.

Rep. Steve Lavin serves on the **Law and Justice Interim committee** that met on Sept 9 to explore ways to prevent jail suicide and better understand restorative justice programs. Law and Justice is also charged with reviewing the implementation of DUI bills and the 24/7 sobriety program.

The **Water Policy Interim Committee** has the challenge of setting water policy with respect to senior water rights, the use of exempt wells and permitting future wells/uses. Senator Chas Vincent of Libby serves on the committee which met for two days in Helena to better understand how other states in our region handle exempt water uses and permitting. One of the concerns is that Montana does not distinguish between surface water and ground water for purposes of priority enforcement. So while the DNRC maintains the inventory of large water right holders and maps of water basins for various claims, enforcing water rights is a big challenge that involves various stakeholders, the agency and the judicial system. Senior water right holders continue to argue that the cumulative effect of all the exempt wells are impairing original water rights. The committee also heard a report from Judge Loble of the Water Court on various legal decisions. The WPIC will continue to wrestle over exempt wells in open and closed basins, controlled groundwater areas, creating a water bank to facilitate water marketing and the promotion of public water and sewer systems.

The 2011 Legislature asked the **Environmental Quality Council** to study state parks, heritage programs and outdoor recreation out of a concern over the solvency and management of a myriad of programs within the system. The objective is to develop legislation to improve the management and coordination of programs. Senator Chas Vincent and Representative Jerry Bennett both of Libby serve on EQC. The committee received a broad overview of all existing programs (Tourism, MT Heritage Commission, Community Development, etc) and the current funding for each program. The challenge will be to determine if all these operations should continue and how they should be managed and funded. Given that a number of these programs are tourism related, we will carefully monitor the decision package before the committee over the next few months. EQC is also working to address the issue of cabin site leases as a result of SB 409.

The **Education and Local Government committee** spent the majority of its two day meeting discussing K-12 funding and addressing ways to modify school funding based on performance. They heard a summary of other state measures and listened to multiple education stakeholders about ways to improve performance and challenges to the system. Improving our public education system is a priority and the difficulty is to determine what the factors for measurement should be and how to implement such mechanisms. Should sanctions be school reforms and intervention rather than reduced funding? How do schools identify the right tests to measure success? How do you recognize or measure teachers/subject that do not have tests (art, music, social studies)? These are all issues the ELG committee will be addressing in the next few months.

Legislative leadership, including Kalispell Senator Bruce Tutvedt, who serve on **Legislative Council** spent two days in Helena exploring ways to improve the legislative process through a strategic planning meeting. The committee also received an update on potential initiative and referenda status. One legislative referendum will appear on the June

5, 2012 ballot to require election of supreme court justices from districts. Four referenda will appear on the November 6, 2012 ballot: LR120-revise parental notice of abortion and judicial bypass; LR121-require proof of citizenship to receive state service; LR122-prohibit health insurance purchase requirement; and LR 123 for contingent property and income tax reductions based on surplus (this taxpayer dividend program is based on total state revenue and property and individual tax ratios).

Kalispell Senator Verdell Jackson serves on the **Energy and Telecommunications Interim Committee** who met in Helena on Sept 16. Montana's One-Call Law is a priority topic and the ETIC agreed that future legislation must come from the stakeholders (utilities, excavators, pipeline companies, etc.). Such stakeholders are encouraged to participate in the committee to develop a state solution for enforcement over damage rather than Federal enforcement. The One Call solutions will likely diverge from previous one call bills and explore a bilateral approach to enforcement (oil/natural gas pipeline damage enforcement would be separated from telecommunications damage enforcement). Currently what lacks in MT's One Call rule is enforcement authority and consistency. Not all incidents are reported and the penalties can be so low that they do not deter excavators/diggers.

The ETIC committee also received a presentation from Tom Richmond (MT Board of Oil and Gas) on the new hydraulic fracturing rules. The rules protect the formula of the fluid, not the specific ingredients. Travis Kavulla, chair of the PSC also provided an overview of all the issues before the PSC (Mill Creek, NWE natural gas plant, MDU's 2.5% approved rate increase, Mountain Water's transfer of ownership, etc.)

Why are children going hungry is the question confronting the **Children, Families, Health and Human Services** which met on September 19. The committee learned about childhood hunger efforts currently underway and

continued next page >>

Government Affairs

>> from page 2

the programs available to provide food or assist individuals to purchase food. This committee will also monitor the state Medicaid program and look at trends that will affect Medicaid in the future.

An initial presentation made by Terry Johnson to the **Revenue and Transportation committee** on Monday, Sept 26 was optimistic about the state's current revenue and ending fund balance. Senator Bruce Tutvedt serves on this critical committee. The preliminary ending fund balance for FY 2011 (June 30, 2011) is \$343.8 million. The 2011 legislature expected an ending fund balance of \$227.3 million. Even with oil and gas revenue down 4.6% and vehicle tax/fee revenue down 6%, current year revenue is up approximately \$90.8 million. This is due to \$53.7 million increase in individual income tax collections and \$21.7 million increase in corporate tax collection. More to come from this committee work in October.

Full coverage of the Revenue and Transportation Interim committee (meeting 9/26-27), **Legislative Finance Committee** (meeting on 9/28-29) and **State-Tribal Relations Committee** (meeting on 9/28) will appear in the next report. Also in October, a report on the next **Select Committee on Efficiency in Government** (Oct 6-7-Helena) and **State Administration and Veteran's Affairs** (October 20 -Helena).

Natural Resource Dashboard:

- Horizontal drilling has lead to increased oil production in Montana recently.
- In 2010, the Bakken formation produced over 85 million barrels of oil in North Dakota, compared to 25.6 million barrels of total oil production in Montana in 2010 (ND total oil production was 113 million in 2010).
- Since 2003, Montana's total coal production by quarter has varied between 7 to 10 million taxable tons. It peaked in the 3rd quarter of 2010 at 10.5 taxable tons.

If you have any questions about issues in this report or for additional information, please contact us. Happy Fall. ●

Luncheon

>> from cover

district projects and boundaries, retail transaction fees, city budget, rail road tracks, and fair ground improvements. The program is co-sponsored by the Northwest Montana Association of Realtors, the Flathead Business and Industry Association and the Flathead Building Association. Invited candidates include:

Ward 1: Kari Gabriel

Ward 2: Chad Graham, Erik Jerde, Wayne Saverud

Ward 3: Walter Keathley, Randy Kenyon

Ward 4: Phil Guiffrida, Cecilia Lee

This is not a mayoral election this year.

The luncheon is sponsored by Wells Fargo Bank. Wells Fargo & Company is a diversified financial services company providing banking, insurance, investments, mortgage, and consumer and commercial finance through more than 9,000 stores and 12,000 ATMs and the Internet (wellsfargo.com and wachovia.com) across North America and internationally. Wells Fargo is decentralized so every local Wells Fargo store is a headquarters for satisfying all our customers' financial needs and helping them succeed financially. One in three households in America does business with Wells Fargo.

The luncheon is scheduled for 11:30 to 1:30 pm on Tuesday, October 12 at the Red Lion Hotel. 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 758-2803 or email info@kalisPELLchamber.com. ●

New Directors & Officers Named

Three new directors have been nominated for terms to begin in 2012: Lisa Brown, the general manager of the Red Lion Hotel; Kristen Jones, the vice president of Flathead Valley Community College, and Jim Peterson the owner of Valley Ford. The 2012 officers proposed for the approval of the membership are:

Chairman of the Board:

David Mitchell,
CTA Architects Engineers

Vice Chairman of the Board:

Jim Ness,
Glacier Bank

Secretary/Treasurer:

Mark Johnson,
Merrill Lynch

Immediate-Past Chairman:

Tom Lund,
Rocky Mountain Bank

Three directors are leaving the Board after outstanding contributions. Susie Burch served as the chairman of the board in 2003 and is a knowledgeable and strong advocate on business development and workforce issues. Bob Schneider served as chairman of the board in 2009 and led the first Mission to China and provided strong leadership to the Chamber during a challenging economy. Terry Kramer served as chairman of the board in 2010, providing strong leadership in the government affairs area including key testimony in the successful effort to reform workers' compensation laws. Please be sure to thank these three for their good service when you see them. They will be missed! ●

Nominate for Businessman, Businesswoman, Great Chief

>> from cover

Businesswoman of the Year Award are given to a man and woman who are outstanding business leaders. As owners and managers of member businesses, these individuals and their businesses make a positive contribution to the local economy, they utilize good management practices with their customers, employees, and vendors and they are respected among their peers.

The deadline for submitting nominations for these prestigious awards is Friday, October 7, 2011 at the Kalispell Chamber of Commerce, 15 Depot Park, Kalispell, MT 59901. ●

UNcover What's Interesting, New and Developing



The stormy weather on August 31 did not deter folks from attending the UNWIND at North Bay Grille. North Bay's servers circulated among the guests offering delicious appetizers while guests selected their beverages from the beverage table. Greg Ellingson of Flathead Farm Mutual won Split the Pot.



A good time was had by all at the UNWIND on September 6 co-hosted by Glacier Bank and Raymond James. Nine lucky attendees walked away with door prizes. Gift baskets were won by David Mitchell, CTA; Stephanie Parson; & Bylinda Anderson, Bill's Superheat. Patricia Wexler, AFLAC; Kim Morisaki, Montana West Economic Development; & Jay McCadden, Virtual Circuit Designs each won Golf Access. Shannon Nalty of Riverview Associates, LLC won a fly rod and some Trout Slayer. Joe Carbonari of Carbonari Associates, Inc won Split the Pot.



Lucky Basket Winner, Stephanie Parson



Enticing goodies on the food table



KALISPELL CENTER MALL
It's Happening Here!

Kalispell Center Mall hosted the UNWIND on September 15 in conjunction with their 25th Anniversary. The following retailers have been a part of the mall for the entire 25 years; Red Lion, JC Penney, Herberger's, Wakefield's Beauty Connection, Regis Hairstylists, Dairy Queen, Anna's Greek Gyros & Pizza, Maurice's, & Glacier Stationers/Hallmark. Food and drink was provided by Red Lion and as always was delicious! Door prizes included gift bags containing a variety of gift certificates from various mall tenants. Bags were won by Patricia Wexler, AFLAC; David Fox, JC Penney; Rpchelle Fantino, Wells Fargo; Shannon Nalty, Riverview Associates; Dee Kirk, Metlife Home Loans; & Pat King, Gold Rush Clothing. Tom Lund of Rocky Mountain Bank won a Red Lion Gift Package. Craig Woods of JCCS was the lucky winner of Split the Pot.



Attendees at the Kalispell Center Mall 25th Anniversary UNWIND

Next UNWINDs

Tuesday, October 4, 2011
5-6:30 pm



Holiday Inn Express
275 Treeline Road
Kalispell, MT 59901

Wednesday, October 19, 2011
5-6:30 pm



Sykes
202 2nd Avenue W # 2
Kalispell, MT



Drawing the winner!

UNWINDS

>> from page 2



Nomad Global Communications Solutions hosted the UNWIND on September 21. While Nomad has been in the valley for years (9 years on September 22), many people were curious about what they actually do. This UNWIND offered the opportunity to find out! Will Schmutz, President/CEO led a tour through their manufacturing facility. KRMC brought their Mobile Nuclear Medicine Vehicle that Nomad built for them and guests were allowed to tour the vehicle. We were also able to see the Emergency Command and Control Vehicle (ECCV) in 3 stages of manufacture. This vehicle is used in emergency responses to natural disasters.



Drawing door prize winners

Darren Engellant, Glacier Insurance Strategies was the recipient of the gift basket containing coffees, a thermos, books & treats that was graciously provided by KRMC. Keith Ori, Orthopedic Rehab received a great 'all weather' Nomad Jacket. Patrick Gulick, Orthopedic Rehab and Patricia Wexler, AFLAC each won a gift bag containing a Nomad coffee mug, mouse pad & key chain and Nomad signature 'Morning Responder' coffee from Coffee Traders. Paul Wacholz, West Venture Properties won a bottle of Lemberger wine from Glacier Sun Winery & the Apple Barrel. Linda Abrey, LC Staffing won Split the Pot.



Attendees networking while waiting for a tour of the Nomad facility

Special Thanks

The summer months of June, July & August are typically the busiest months in our Visitor Center. This summer we served 2,872 Walk-in guests, answered 1,114 phone calls and built and mailed out 646 information packets.

Each summer we are fortunate to have the services of faithful volunteers, many from R.S.V.P., to help with the high volume in our busy Visitor Center. This year we sadly bade farewell to a longtime faithful volunteer but were happy to have many familiar faces as well as a few new faces we hope will become regulars in the years to come. Some of these volunteers are also a regular part of our monthly 'Newsletter Stuffing Party'.

We offer our heartfelt thanks to the following volunteers:

- Ann Lawrence
- Charlotte Hillstead
- Grace Holm
- Laurel Thompson
- Lillian Hinkley
- Lois Katz
- Marie Clements
- Mary Ruff
- Tammy Yonkers
- Wanda Croucher

Rocky Mountain International Mega Fam Tour

Kalispell Convention & Visitor Bureau hosted 42 international tour operators in a "Mega Fam" (familiarization tour) put on by Rocky Mountain International

(RMI). The Montana Office of Tourism and Glacier Country Regional Tourism organized the trip through their partnership with RMI and the states of Idaho, Wyoming and South Dakota. This group of visiting tour operators represents several European countries including France, Italy, Germany, Switzerland, and the U.K. During their 4-day Western Montana Tour Sept 17-20, the FAM visited Whitefish, Kalispell and Missoula. The itinerary included a visit to Glacier National

Park and a ride on a Red Bus Tour, a cruise on the Far West and activities at Whitefish Mountain Resort to name a few. The group's visit to downtown Kalispell included a night stay at the Red Lion and Hilton Garden Inn and dinner at the North Bay Grille hosted by the Kalispell CVB. The Kalispell CVB along with other Kalispell businesses also participated in a trade show which enabled the FAM attendees to become familiar with our area's activities and attractions. Participation in this marketing effort aims to bring more International visitors to Glacier Country and Kalispell.

Kalispell Convention & Visitor Bureau
www.discoverkalispell.com





Business Necessities: The Top 3 Tools Determine Viability of Your Business

Presented in Partnership with the
 Northwest Montana Small Business Development Center
 Fall 2011 • Tuesdays • 5-7 p.m.
 \$75 for the Series or \$30 per session

*Funded in part through a Cooperative Agreement
 with the U.S. Small Business Administration*



- **Develop a basic framework for your business strategy**
 - **Build tools to determine whether or not your business or business idea is viable (able to thrive)**
- Intended for developing businesses or new businesses that never took these formal steps.***

The Business Plan

Oct 4

BUS 9200A

Jeff Knutson, American Business & Tax, LLC

This class will show new and existing business owners how to use a business plan as a tool to improve their strategic decision making. In tough economic times business owners need to develop a process to make strategic decisions. Take with you templates, local resources, and vital recommendations for a healthy business launch or reorganization.

The Marketing Plan

Oct 11

BUS 9201A

Michele Reese, BearGrass Marketing

The marketing plan is more than a document that the bank will approve. It is the key to making money with your business! Use it to focus smart, targeted messages directly to your best customers. Learn how to communicate so they pay attention. Use creative, practical, realistic tools to affordably and consistently deliver bottom line results for your business.

Cash Flow

Oct 18

BUS 9205A

Chris Parson, Northwest Montana Small Business Development Center

Determine if your business idea will also create profit by breaking down your cash flow into manageable parts. Look at the needed sales and the costs of doing business ---your cash flow. Learn how to build a start-up cash flow or rebuild your current cash flow so it is easily understood. Examine what it will take to be profitable in your business. Walk away with a cash flow tool to use in your current or start-up business.



Registration Information

WALK IN to our office in the Arts & Technology Building at 777 Grandview Drive, Kalispell

FAX your registration with credit card information: 756-3351.

PHONE: 756-3832 - We accept MasterCard, Visa and American Express.

MAIL IN this registration form with your check, payable to Flathead Valley Community College (FVCC).

Register Online at www.fvcc.edu
 Click on Continuing Education link.

Last Name _____
 First _____ Middle _____
 Sex: F M Birthdate _____
 Address _____
 City _____ State _____ Zip _____
 Phone (H) _____ (W) _____
 E-mail _____

Course Title	Date	Fee
_____	_____	_____

Credit Card: Visa MC Am. Exp. Card #: _____
 Exp. Date: _____ Authorized signature: _____

Attn: Continuing Education Center
 777 Grandview Drive • Kalispell, MT 59901 • 756-3832

An Ounce of Preventive Dental Care

As the saying goes, "An ounce of prevention is worth a pound of cure." And nothing could be truer when it comes to your dental health. You and your family can avoid the need for complex and costly dental services by taking advantage of the preventative dental exam offered by Montana Chamber Choices.

Dental care is an important component to your overall health. This is why Montana Chamber Choices includes a \$100 preventive dental benefit (cleaning) for every covered life on the program.

\$100 preventive dental benefit- An annual preventive visit to the dentist ensures oral health and can detect an underlying dental or health issue before it becomes more serious which is especially important for people with diabetes and expectant mothers. Details of this benefit include:

-No network restriction on this benefit. Choose any provider.

-No separate ID card for this service.

-The dental provider will simply bill BCBSMT for the service under medical benefits.

-This benefit is available to all employees and dependents covered on the health plan.

Good preventive dental care is also important for your general health. A healthy mouth with well-cared-for teeth enables you to chew properly, speak clearly and smile confidently. By caring for your natural teeth you are contributing to your general well-being and enjoyment of life. For more information on the Montana Chamber Choices dental benefit, go to chamberchoices.com.



Flathead Regional Business Center Brown Bag Series: *Fraud, Theft and Deception in the Work Force: Together We Can Make a Difference*

No one is immune from employee theft. People from all walks of life commit these crimes; there are no income, lifestyle or management barriers. What do you need to know? How to catch a thief!!! Can your business afford to suffer a loss from theft? Are there some red flags to be aware of to prevent a theft loss?

Identification of the red flags of fraud is only the first step in stopping a theft-in-progress. The red flags themselves may not be cause for an employer to take action against an employee. It's important to remember that a couple of these characteristics by themselves don't mean that your employee is stealing from you but are, however, cause for increased scrutiny and possibly further investigation. Mike Weigel will help you recognize:

- Theft from the work place either by employee, vendor, customer or random acts of theft by strangers
- A thief can bring down a small company by stealing in many ways
- What should you do pre-hire?
- Workers compensation fraud can go from \$100 to hundreds of thousands of dollars, can even cause business failure etc
- Outside thefts are a smaller percentage but often more blatant and costly per incident
- The least common is professional thieves and though it occurs, it is more obvious and easier to defend and protect against

Be Aware!

This month's facilitator: Mike Weigel, Brentwood Services, Senior Investigator, Director of Operations, NW Region: Missoula, Kalispell, Great Falls, Helena, Spokane, Portland and Post Falls
Facilitator: Mike Weigel is the Director of Operations of the NW Region for Brentwood Services Administrators. In addition, he is the Claims Manager, Senior Adjuster and Senior Licensed Investigator for the NW Region with experience in Workers Compensation

claims and investigations, and all aspects of crimes against businesses. He attended Universities in Maryland, Louisville and Montana with degrees in Communications and Criminology. Mike is a former police officer who has worked in Washington D.C., with Camp David and White House duties and finished his law enforcement career with a retirement from the Missoula Police Department. He has extensive experience in investigations; including arson/bomb investigation, White-collar crime, fraud, burglary, theft and personal crimes and as a past instructor at the Montana Law Enforcement Academy.

He is responsible for all aspects of claims, investigations and litigation management along with planning and presentation of training for clients, employees and the general public and supervision of the Brentwood NW Operations.

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, October 12, 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

PRSRD
U.S. Postage
PAID
Kalispell, MT
Permit #13



RESERVE YOUR TICKETS NOW!

**Sponsorship opportunities
Available**

Date: 11/17/2011

Time: 5:30-9:00 PM

Pre-register by 11/10/2011



Don't miss one of the biggest events of the year! Be part of the ceremonies for the induction of our new Chairman of the Board and our 2012 Great Chief and Business Man/Woman of the year!

Tickets are \$70/seat or \$520/table. Reservations must be received by 11/10/2011 @ 5:00 PM!

For reservations or information contact:

Diane: 758-2803 or email info@kalispellchamber.com

Name

Address

Company

Phone

Yes, I want to donate a basket/prize for the auction to help improve the Chamber Building.

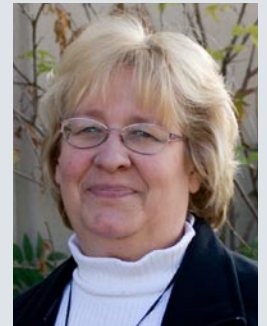
Yes, I want information on Sponsorship Opportunities

You can register online with a credit card at www.kalispellchamber.com

2010's Winners



*Businessman of
the Year - Brent
Hall, ProBuild*



*Businesswoman of
the Year -
Micki Nonemacher,
Flathead Travel*