

**Kalispell Chamber of Commerce
Regular Board of Directors Meeting
Chamber Conference Room, 15 Depot Park, Kalispell, MT
Tuesday, February 19, 2015 - 10:00 am**

Agenda

- I. 10:00 Call To Order: Brian Pelc, Chairman of the Board

- II. CONSENT AGENDA – Mike Mower, Secretary/Treasurer
 - Minutes of the January 27, 2015 regular meeting
 - Financial statement for January will be sent to the board when completed
 - Board Attendance 2015 (information only)

- III. 10:05 **BOARD ACTION AND DISCUSSION: High Tech Business and Job Growth**
 - Nomination for Approval: Jane Karas, president of Flathead Valley Community College to replace Kristen Jones, FVCC VP, on the Chamber Board as an ex-officio director
 - Presentation and Discussion with Greg Gianforte, Montana High-Tech Business Alliance
The Strategic Planning Committee identified Manufacturing and Technology as the area of greatest high-wage job growth potential for the Flathead. The Committee recommended that the full board meet with Greg Gianforte and affiliate with his High-Tech Business Alliance (HTBA). How can the Flathead better attract and grow high-tech business? What resources and capabilities can the Chamber employ to accelerate growth in this sector?

- IV. 11:00 REPORTS, ACTIVITIES, AND ANNOUNCEMENTS (information only)
 - President’s Report: Joe Unterreiner
 - Government affairs report – Jim Oliverson
 - Membership Report
 - Business development report – David Mitchell
 - Personnel Update - Joe
 - Feb - Mar Schedule:
 - Feb 19-22 Pond Hockey (moved to Woodland Park)
 - Feb 24 Public Forum on the Dragon Boat CUP, Lakeside
 - Mar 2 Legislative Session Briefing for Board of Advisors with House Majority Leader Keith Regier and Senator Mark Blasdel
 - Mar 16 Manufacturing Day and Trade Day at the Capitol
 - Mar 17 Chamber luncheon
 - Mar 20 Take-off Party for Greece travelers
 - Board announcements:
 - Mike Mower wins accolades with his Highlander beef at the big Denver auction

- V. 11:30 Adjourn

March Meeting: We will invite BJ Grieve, County Planner, and Tom Jentz, Kalispell Planner to discuss new construction plans in the Flathead.

Kalispell Chamber of Commerce Board of Directors Meeting

15 Depot Park, Kalispell, MT 59901

Tuesday, January 27, 2015

MINUTES

Board Members Present: Brown, Carbonari, Drager, Flatau, Gronley, Gunlikson, Herron, Johnson, Jones, Manger, Mitchell, Mower, Nystuen, Ohler, Oliverson, Pence, Phelps, Russell, Sorensen, Taylor, Tonjun, Waldenberg, Weaver

Board Members Absent: Pelc, Peterson, Walsh

Staff Present: Joe Unterreiner, Katie Brien

Notice of the meeting having been given, the meeting was called to order by Lisa Brown at 7:02 am.

I. Board Action and Discussion

1. **The minutes of the meeting on December 16, 2014, and the financial statement as of December 31, 2014, were approved as presented.**
2. Presentation and discussion with Glenn Oppel, director of government affairs for the Montana Chamber. Oppel presented the Montana Prosperity Plan and its goals to reduce taxes, promote natural resource development, invest in infrastructure, improve the legal climate, control workers' compensation costs, and protect small business from overregulation.
3. Presentation and discussion with Mayor Mark Johnson. The Mayor has scheduled a trip with councilors and staff to DC to visit with legislators about infrastructure for the Rail Park. The \$14 million westside interceptor is an important project too. Another priority is the courthouse couplet and its impact on downtown merchants and the movement of traffic downtown.
4. Personnel Update was provided by Joe. We are now interviewing for the Sales Manager position.

II. Reports, Activities, and Announcements

Jan 28 Flathead Outlook, FVCC, 8 am
Feb 13 40th Economic Outlook, Hilton Garden Inn, 8 am
Feb 20-22 Pond Hockey Classic, Foy's Lake

- Congratulations Mark Johnson, named the chairman of the Public Power Council
- Maria Phelps was appointed by the Governor to be a Montana Ambassador
- Laura Taylor has accepted a position on the advertising staff of the Daily Inter Lake
- Kristen Jones has accepted a position at North Seattle College, Feb is her last meeting

Note: the next meeting will be Feb 19 at 10 am to accommodate the schedule of Greg Gianforte.

There being no further business, the meeting was adjourned at 8:20 am.

Respectfully Submitted,


Joe Unterreiner, President and CEO

2015 Board Attendance

	Jan	Feb	Mar	Apr	May	Jun	Aug	Sep	Oct	Nov	Dec
Brown, Lisa	X										
Carbonari, Joe	X										
Drager, Jim	X										
Flatau, Mark	X										
Gronley, Mark	X										
Gunlikson, Reed	X										
Herron, Bob	X										
Johnson, Mark	X										
Jones, Kristen	X										
Manger, Jason	X										
Mitchell, David	X										
Mower, Mike	x										
Nystuen, Bob	X										
Ohler, Chris	X										
Oliverson, Jim	X										
Pelc, Brian	~										
Pence, Mike	X										
Peterson, Jim	~										
Phelps, Maria	X										
Russell, Doug	X										
Sorensen, Jerry	X										
Taylor, Laura	X										
Tonjun, Kary	X										
Waldenberg, Dave	X										
Walsh, Holly	~										
Weaver, Rick	X										

23/26

2014 = 84%

2013 = 82%



Greg Gianforte Biography

Greg Gianforte (born April 17, 1961) is an American engineer, businessman and political activist.

Greg and his wife founded [RightNow Technologies](#), a cloud-based software company, in an extra bedroom of their home in Bozeman Montana. Under his leadership, the company grew to more than 1,100 employees worldwide and more than \$225 million in annual revenue becoming Bozeman's largest commercial employer and Montana's only publicly traded technology firm. RightNow served about 2,000 of the world's largest consumer firms like Nike, Motorola and AMEX becoming one of the world's 100 largest web sites in terms of traffic.

Greg has also authored several books, including "Bootstrapping Your Business: Start and Grow a Successful Company With Almost No Money," and has lectured on the topic at leading business schools worldwide.

Gianforte holds a B.E. degree in electrical engineering and an M.S. degree in computer science from [Stevens Institute of Technology](#). Gianforte began his career at [AT&T Bell Laboratories](#) and was one of the engineers on [AT&T's StarLAN](#) Network project.

Gianforte co-founded Brightwork Development Inc., a developer of network management applications. Gianforte served as president and built the company to 75 employees with software installed on 150,000 Novell network systems, and then sold the business to [McAfee](#) Associates in 1994. Retained by McAfee, Gianforte went on to serve as North American VP, where the company's North American sales operation grew from \$25 million to more than \$60 million in revenues in less than a year.

Gianforte founded [RightNow Technologies](#) in 1997 which went public in 2004 and was sold to Oracle Corporation for \$1.5 billion in 2011.^[1]

February 16, 2015

TO: Kalispell Chamber Board of Directors

FROM: Joe Unterreiner

SUBJECT: President's Update – February 2015

It's hard to believe we are just a week away from Transmittal Break, when most non-revenue bills must pass the originating house to stay alive in the Session. A lot is happening both in Helena and here in the Flathead giving me much to report.

Our top two goals in the Session are the establishment of a trade and tourism office in Calgary, and the approval of sewer and water infrastructure funding for Kidsports.

We are making **an all-out effort** to pass SB 244 to better realize the market potential of nearly 2 million Canadians just across the border. The bill, sponsored by Sen. Dee Brown, passed out of the Senate today on third reading by a margin of 29-21 and will now move on to the House. We had good support from the Flathead delegation, with all of our senators voting in support of the bill, and Kalispell Regional Medical Center supports too. The Canadian dollar is weakening and Alberta's oil economy is flagging. So, this bill has taken on added importance.

The Kidsports leadership team believes they are in good position with funding through the Treasurer State Endowment Program. We have offered to help in any way that we can both through our Helena consultants and our staff.

House Majority Leader Keith Regier and Senator Mark Blasdel will meet with our Board of Advisors during the Transmittal break and provide a legislative update. We will use the meeting as an opportunity to highlight our legislative agenda and hear what issues are on the minds of our major investors.

Regional Trade Center

The planning board workshop on the Spring Prairie IV development, which will bring 263,454 square feet of new retail and restaurant space to Kalispell, was held last week. The board asked several

questions about water drainage, site lines, and traffic flow that the developer will address prior to the planning board hearing. This is a good addition to the retail offerings of Kalispell and further solidifies Kalispell's commercial trade center status. **We will offer strong support** at the March 10th hearing.

We understand that a strong regional trade center requires a strong central business district. That is why we are making downtown Kalispell a high priority this year. Last week, Ed Toavs, the regional administrator for the Montana Department of Transportation addressed our Transportation Committee. Later that day, he met with downtown merchants. Ed has been a huge supporter of ours since his days as the district engineer in Kalispell and is committed to completing the project.

To advance downtown we need to complete the Bypass, and **to complete the Bypass we need full, multi-year funding of the federal highway bill**. I emphasized this point with Sen. Tester on a highway infrastructure panel last week and we will continue to make this point at every opportunity possible.

During Toavs presentation, he encouraged the City to more fully-develop the downtown plan to include more input for the State and it's contractor completing the highway traffic study. Further, he encouraged the City to form an advisory committee to achieve broad citizen input. **This is good advice, and I have informed the Mayor that I am willing to serve** on a committee like this.

Manufacturing and Technology

Manufacturing and technology jobs offer an opportunity to deliver great benefits to our economy and quality of life. Greg Gianforte will visit with us at our February meeting. We have affiliated with his Montana High-Tech Business Alliance and he asked me, and I have agreed, to participate on his CEO Roundtable. As the founder of Right Now Technologies, few in Montana are in as good a position to help Montana chart a course to grow **more high-wage technology jobs**.

The Chamber will be a sponsor for Manufacturing and International Trade Day at the Capitol on March 16-17. Ambassador Baucus will be the keynote speaker at the dinner event. We will use the event to showcase Flathead manufacturers, the breadth and quality of products made in the Flathead, and the Manufacturers Alliance that supports the policy agenda and promotion of these businesses.

Speaking of more manufacturing jobs, the housing market is starting to rebound and bring a **greater demand for wood products**. Sen. Daines has invited me to participate on a Roundtable to develop comprehensive forest management reform legislation to grow jobs and improve forest health. Timber availability is the major constraint for Montana's mills. It is time to free national forest lands which are now producing just a fraction of their sustained yields.

Infrastructure

In addition to the passing long-term highway and aviation bills, there is a tremendous amount of work to be done right here in the Flathead. The AERO group raised \$235,000 for a minimum revenue guarantee last year to secure weekly, winter seasonal direct service to Chicago. The flights appears to be performing well, but we will not know the final results until June. I serve on a group that is prioritizing future markets. We have agreed on this list in priority: 1) maintain Chicago winter direct service, 2) twice weekly to Chicago, 3) San Francisco, 4) Portland.

Trade and Tourism

The Pond Hockey Tournament will take place at Woodland Park this weekend. Come join the fun with 61 teams registered to participate. The festivities start at Moose's on Thursday evening.

Flathead County rules require a Conditional Use Permit to hold the Dragon Boat event in Lakeside. We will hold a Public Forum at the Lakeside Town Center on February 24, from 4:30-6:30 pm to gather public input.

The Vacation and Community Guide is now being edited with a print run of 30,000 planned. The publication is produced in cooperation with the Daily Inter Lake once again. If you missed your advertising opportunity this year, make plans to join us next year.

I will continue to keep you informed of progress to establish a trade and tourism office in Calgary.

In March, I will attend the Chamber of Commerce Committee of 100 meeting with the US Chamber. I will use this opportunity to visit with our congressional delegation and, if time permits, with the DC staff of our members. When meeting with the members of Congress and their staff I will emphasize our federal agenda:

- Full, long-term funding of the highway and aviation bills and top projects: 1) bypass, 2) TIGER grant for the Kalispell Rail Park
- Federal land use policy managed for greater timber supply
- Free movement of people and goods between Canada and the US
- Glacier National Park

Until next month. . .

Business and Commercial Construction Projects 2015

Compiled By: Kalispell Chamber of Commerce - Jan 16, 2015

<u>Project</u>	<u>Place</u>	<u>Est.</u>	<u>Est.</u>	<u>Est.</u>	<u>Est.</u>	<u>Net New Jobs</u>	
		<u>Start</u>	<u>Complete</u>	<u>SF</u>	<u>\$ millions</u>	<u>Low</u>	<u>High</u>
Averill hotel (89 rooms)	WF	Mar-15			\$10.0		
Bypass	Kal	Jun-15	Oct-16	NA	\$35.0		
City Hall & Parking	WF	Jul-15	Oct-17	30,000	\$14.6		
Flathead Brewery and Pub	BF	May-13	Mar-15			30	40
Flathead County office bldg.	Kal	Mar-15	Nov-15		\$6.0		
Hampton Inn (75 rooms)	WF			50,970	\$8.0		
Hutton Ranch: Buff. Wild Wings	Kal						
Kalispell Rail Park	Kal	Apr-15	Nov-17		\$22.0		
MontanaSky data center	Evg	Feb-14	Oct-14		\$3.8	16	16
Old Jail renovation	Kal	Jun-14	Dec-15		\$2.9		
Oncology Center at KRMC	Kal	Jul-14	Jul-15	4,230	\$7.7		
Rock at KRMC	Kal	Feb-14	May-15	29,000	\$5.4		
SP3: Chick-Fil-A	Kal	Aug-15	Sep-16	5,000			
SP3: Discount Tires	Kal			7,200			
SP4: Various	Kal	Apr-15		263,454			
Toggerly	Kal	Nov-14	May-15	22,860			
West Valley School	Kal	Aug-14	Aug-15	45,000	\$5.5		
Total				457,714	\$120.9	46	56

**2015 Government Affairs Action Report - Kalispell Chamber of Commerce
February 16, 2015**

<u>Issue/Bill</u>	<u>Action</u>	<u>Status</u>
<u>LOCAL</u>		
Core Plan	Monitor	
Courthouse couplet and Main Street	Monitor	MDOT's Toavs advises City develop a downtown plan that includes transportation planning
Downtown plan	Monitor	Same as above
Expand commercial air service (AERO)	Support	United winter direct to Chicago underway; results in June
Rail Park	Support	TIGER app planned for 2015; pursuing lease agreement with CHS; City approves \$700,000 for its share of the engineering match
Westside Neighborhood Parking Plan	Comment	Urged city council to 1) be flexible with special event permit 2) support dual credit travel 3) secure additional off-street parking.
<u>STATE</u>		
HB 2 FVCC budget	Support	Testified in support of the College budget
HB 204 Recreation provider protection act	Support	Passed House on 3 rd reading 69-31
HB 213 Revise business equipment tax	Support	Raises exemption from \$100,000 to \$500,000
Kalispell Bypass	Support	Funding dependent on federal highway bill approval
SB 244 Establish a trade center in Calgary	Support	Passed Senate on 3 rd reading 29-21 on Feb 16
SB 259 Create OSHA laws	Monitor	Opposed by the Montana Chamber
SB 262 Ratify CKST water compact	Monitor	Hearing held Feb 16
SB 264 Revise laws related to tourism tax	Monitor	Hearing to be held Feb 19
<u>FEDERAL</u>		
Federal land use policy	Monitor	Participating on Sen. Daines Feb 17 forest management reform roundtable
Glacier National Park fee increase	Comment	Urged GNP to raise annual and 7-day passes by similar percent; decision in Mar/Apr
Highway and Aviation Bills	Support	Roundtable participant on Sen. Tester's Feb 13 panel on federal highway bill reauthorization
Secure Rural Schools	Support	MT's payment reduced from \$21M to \$2 M in budget deal; we urge Congress to fully-fund
<u>POLITICS: Elections</u>		
FVCC Trustee election (May)	Monitor	Callie Langohr, Glacier High Superintendent, named as replacement for Ralene Sliter
Kalispell City Wards 1-4 election (Nov)	Monitor	
Kalispell Schools Trustee election (May)	Monitor	Lance Isaak named as replacement for Frank Miller
Kalispell Schools Levy (TBD)	Monitor	

Government Affairs Committee Meetings – Meets every other Friday during the Session; second Monday at noon for balance of year

<u>Date</u>	<u>Topic</u>	<u>Presenter</u>	<u>Action</u>	<u>Attend</u>
Jan 5-6	Business Days at the Capitol	MT Chamber – Helena	Flathead business leaders meet with 15 NW MT legislators	19
Jan 16	Freshman House Rep’s	Perry, Garner, Noland	Discussed healthcare, rainy day fund, taxes,	15
Jan 30	Healthcare and Medicaid	Rep. Olszewski, MD	Briefed on the Gov’s plan and Republican alternative plan	22
Feb 27	Interim Break report	Baker and Myhre		

Letter to the Editor and Guest Editorial:

<u>Date</u>	<u>Title</u>	<u>Author</u>	<u>Published</u>