

KALISPELL MANUFACTURERS ALLIANCE REPORT

2018
2019



KALISPELL
Manufacturers Alliance

ABOUT

The Manufacturers Alliance was founded by the Kalispell Chamber to inform policymakers, legislators, the public, and the media about manufacturing's vital leadership role in innovation, job creation, and economic vitality; encourage policies and activities that support innovation and business success; and ensure that manufacturers have access to the workforce they need. The Manufacturers Alliance is a regional affiliate of the National Association of Manufacturers and consists of manufacturing members of the Kalispell Chamber of Commerce.

MANUFACTURERS' ROLE IN THE FLATHEAD ECONOMY

Manufacturing is a major contributor to the Flathead Valley economy. It is the third largest industry sector with \$140 million in total wages paid and 2,669 people employed in Flathead County (BBER 2016).

AGENDA

Manufacturing and innovation offer tremendous opportunities for our economy and quality of life. This year the Manufacturers Alliance will be running at full speed and will spearhead a Chamber-wide effort to advance our manufacturing companies and their policy interests.



EXPAND COMMERCIAL AIR SERVICE AND INFRASTRUCTURE: Manufacturers need safe, modern infrastructure to access their customers and clients, and for vendors and customers to reach the Flathead. This effort has resulted in new air service to Chicago and Los Angeles. We are pressing for new routes to Portland and the Bay Area. Additionally, now that the Bypass is complete, we are pushing for the reauthorization of the federal highway and aviation bills to improve Main Street, West Reserve Drive, and Willow Glen.

CERTIFICATES OF ORIGIN



THE KALISPELL CHAMBER ASSISTS MANUFACTURERS TO EXPAND THEIR BUSINESS INTERNATIONALLY BY PROVIDING CERTIFICATES OF ORIGIN

RECENT CERTIFICATES

Israel	Vietnam
India	Australia
Saudi Arabia	Italy
Germany	Chile
Singapore	Mexico



PUBLIC POLICY AND BUSINESS DEVELOPMENT: We will fight for a public policy environment that supports manufacturers and creates international business development opportunities.

REDUCE BUSINESS EQUIPMENT TAX: We will continue to work towards the reduction and elimination of the business equipment tax as part of a state-wide tax reform package.



LOWER WORKER'S COMPENSATION COSTS: We will continue to fight for policies that bring down work compensation premiums.

EXPAND TRADE OPPORTUNITIES: Ninety-five percent of our member manufacturers want to sell to people that live outside the United States - 1.8 million live just across the border in Canada. The Chamber will support trade agreements that improve the export market for Flathead Valley manufacturers and agricultural producers.



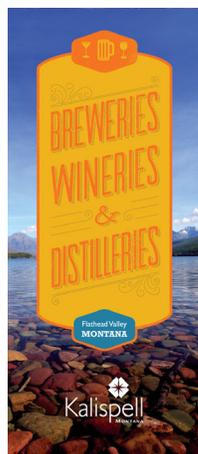
BUILD A HIGH-QUALITY, HIGH-SKILLED WORKFORCE: We will work with our educational partners to ensure that Flathead manufacturers have access to a workforce with 21st century skills. We will continue support of the manufacturing trades program at Flathead Valley Community College (FVCC), Glacier High's engineering academy, and Flathead High's biomedical academy. We will also push for student housing and four-year degrees at FVCC to expand the breadth of the student recruitment market and the scope of curriculum offerings.

SIGNATURE EVENT: FLATHEAD MFG DAY



FLATHEAD MANUFACTURING (MFG) DAY is a celebration of modern manufacturing that is meant to inspire the next generation of manufacturers while recognizing the strong role manufacturing plays in our local economy. In an effort to support the workforce needs for local manufacturing, high school students are able to learn about real career opportunities when touring facilities and members of our Manufacturers Alliance have joined together to partner with the community and offer scholarships to students in the manufacturing trades programs at Flathead Valley

Community College. Flathead Manufacturing Day falls in line with National Manufacturing Day - the first Friday in October - but the celebration continues with facility tours, seminars, workshops, and other events for nearly the entire month of October.



WINERY, BREWERY, AND DISTILLERY MAP:

Our brewery, winery, and distillery map combines one of the newest areas of tourism growth, agri-tourism, with one of the hottest areas of manufacturing growth, micro-wineries, distilleries, and breweries. 10,000 copies are printed each year for the 3 million visitors to the Flathead Valley and it is also one of the most downloaded features on our visitor website.

MAKING MONTANA: MANUFACTURING EXPO AND MAKER FAIRE

This two-day, family-friendly festival of invention, creativity, and resourcefulness highlights manufacturers and technology companies, demonstrating what they do through hands-on activities to students, teachers, and parents from all across NW Montana. Each exhibit focuses on the different innovation, problem solving, and collaboration skills needed in modern manufacturing today.

MEMBERS OF THE MANUFACTURERS ALLIANCE

Aluma Glass, Inc.
Applied Materials PPC Business Unit ★
Bio-Energy Systems
BMC West
Bonsai Brewing Project
Bushy Tail Screen Printing
Ceres Bakery
Colter Coffee Roasting
Counter Assault Bear & Pepper Spray
Daily Inter Lake
Defiance Machine
Direct Source Cabinets and Design
Distinctive Countertops & Cabinetry
FH Stoltze Land and & Lumber Co.
Flathead Beacon
Flathead Lake Brewing Company & Pubhouse
Flathead Valley Community College
Glacier Distilling Company
Glacier Pre-Cast Concrete
Glacier Stone Supply, LLC
Glacier Sun Winery/Apple Barrel
Great Northern Brewing Co.
Hurraw! Balm LLC
Insty-Prints
Kalispell Brewing Company, LLC
Kalispell Denture Studio
Kalispell Creamery
Kalispell Truss Center
Krispy Kreme Kalispell
Maven Coffee Works
Montana Artesian Water Company
Montana Gold Bullet, Inc.
Nomad Global Communication Solutions
Northern Care Inc. Prosthetics & Orthotics
Northern Plastics, Inc.
Northwest Cabinet Works
Pella Windows & Doors
PROOF Research
Scott Company
Sierra Pacific Windows
Sonju Industrial, Inc.
Spotted Bear Spirits
Sweet Traditions
Tabletree Montana
Tamarack Alehouse & Grill
The Towne Printer
Thomas Printing
Thompson Precision
Timberline Tool, LLC.
U.S. Optics ★
ViZN Energy Systems, Inc.
Western Building Center
Weyerhaeuser ★
Whitefish Handcrafted Spirits
Wrap Hive
ZAF Energy Systems, Inc.

★ Members of the Board of Advisors for the Kalispell Chamber and Manufacturers Alliance

"Manufacturing plays a crucial role in the U.S. economy and is the driving force behind our steady economic growth, competitive advantage, innovation, and high quality of life we all enjoy."

Jim Wright, *PROOF Research*
Chairman of the Manufacturers Alliance



KALISPELL

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