

GDC Welcomes Tracey Jette as Interim Executive Director!

By Kitch Walker, Board President



It is with great pleasure that I share with you the recent appointment of Tracey Jette as Interim Executive Director of the Gallatin Development Corporation (GDC). On April 1, 2005, Tracey was recruited to fill the position in an interim capacity following the resignation of the former Executive Director, Mark Evans. It appears the interim title may be temporary and the board is hoping Tracey finds her new station rewarding, challenging, and successfully earns the position long-term.

The GDC board of directors is excited to work with such a dedicated leader. She truly exhibits the qualities of ethical professionalism, talent, and passion we have come to expect from the organization's executive director. She will surely shoulder the responsibility with great respect and work hard for the members of our organization.

Tracey will champion this year's celebration of the GDC's 20th anniversary, recognizing the organization's accomplishments to date and revealing the vision and goals for the coming years. Tracey has quickly established herself in her new position, and has surrounded herself with a very talented staff. I would encourage you to revisit the GDC team and get to know them.

GDC members, as well as partnering organizations, should come to expect even greater results from the GDC in terms of community impact, support, and propagation of a successful entrepreneurial business environment. We would encourage you to participate in any way you can to experience the positive changes and upcoming opportunities our organization is undertaking.



On Track & Focused in 2005 ...

By Tracey Jette

This is an exciting time to be serving as GDC's Interim Executive Director. I have been given the opportunity to work with an energetic, supportive board of directors and staff, and I am dedicated to cultivating the entrepreneurial spirit

that is flourishing in the Gallatin Valley.

GDC has seen a great deal of change in the 18 months that I have been with the organization and we are now poised to move the organization forward to support and guide business development in our area. We are focused on the following areas of interest to businesses:

Networking – We have re-energized our Women's Networking group as well as our Tech Alliance and are in the process of developing a Manufacturing Roundtable. We will also be resuming our popular business tours with a tour on July 18th at West Paw Design.

Technical Assistance and Training – Our Small Business Development Center continues to consult with

both existing and start-up businesses. In addition, we are establishing the Advanced Business Consulting Network, a pilot program in partnership with the Montana Community Development Corporation in Missoula. We will maintain our monthly business start-up classes and will also sponsor the second session of the Fiscal Physical financial training seminar on September 23rd at Fairmont Hot Springs.

Research – We have maintained our participation in the ACCRA Cost of Living Index and are in the process of conducting our annual survey of both Manufacturing and Technology companies.

Access to capital – We are in the process of developing an economic development loan fund to compliment the funding that is currently available through local financial institutions.

I look forward to working with our members and partner organizations in the development of Gallatin Valley's thriving entrepreneurial environment!

Montana SBA Award Winners

The Small Business Administration held its annual Awards Luncheon on May 6th recognizing Montana businesses for their success and noteworthy accomplishments. Awards were given in 13 categories, two of which included Young Entrepreneur of the Year and Exporter of the Year. Among the winners, **Bozeman Tree Service** and **Simms Fishing Products!**

Gallatin Development Corporation congratulates **Jeff Pfeil** of Bozeman Tree Service for his outstanding achievements in small business as the recipient of Montana's SBA Young Entrepreneur of the Year Award. Jeff started Bozeman Tree Service when he was in college and has grown the company to be one of Bozeman's largest in the industry. It is hard to miss the high reaching bucket truck on 19th Street - a part of his growing fleet of equipment to better serve his customers.

Gallatin Development Corporation would also like to congratulate **Simms Fishing Products** for receiving both Montana's, and the Western Regional, Small Business Exporter of the Year Award. Simms has been able to successfully export their Fishing Products worldwide - reaching over 36 countries. Moreover, Simms is the only manufacturer of waders in the US, offering quality products and "inspiring anglers to pursue the passion of fly fishing by redefining comfort in all conditions". Simms Fishing Products can be found online at www.simmsfishing.com.

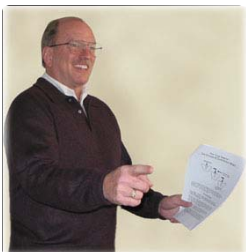
Congratulations!

We are proud to have partnered with the both of you. We wish you the best on your continued success!

Fiscal Physical

On Thursday, May 19th, the Montana Advanced Business Consulting Network (ABCNet), a program of GDC, offered the "Fiscal Physical — Get Control of Your Business" workshop. Participants learned about the primary factors of business success and failure from Carl Forssen of Business Resource Services. Carl introduced the "Seven Steps to Fiscal Fitness" to guide attendees into better understanding the importance of routinely measuring the financial health of their businesses. He used a unique financial Road Map to take participants through an analytical journey identifying key areas of attention. Through this Road Map and a case study, he noted ways to increase cash flow and profitability.

Thank you to those who attended the "Fiscal Physical" and thank you Carl, for an exceptionally fun and interactive training on financials!



Join us on September 23rd, at Fairmont Hot Springs, for our next session of financial planning: "Fiscal Physical — Chart a Course for the Future". In this fast-paced, hands-on workshop, participants will learn more about Cash Flow Management, Profit Planning and Cash Budgeting, as well as Managing Growth through Financial Gap Analysis.

Thanks again, Carl!

New Online Classes!

The SBA now offers free online instructor-taught classes for Small Business Owners in:

- Creating Web Pages
- Customer Service Fundamentals
- Creating A Successful Business Plan

Each course will be 6 weeks long, beginning on each of the following dates:

June 15 July 20 August 17 September 21

Online registration will be available to 2,400 participants at www.sba.gov/training.

Besides these new programs, the SBA continues to offer free online courses in a range of topics including:

- Starting a Business
- Business Management
- Financing
- Business Planning Tools
- Marketing & Advertising
- International Trade
- E-Commerce
- Government Contracting
- Risk Management & Cyber Security
- Federal Tax Training
- Retirement

"Just the site I was looking for!"

-- Anonymous, SBA website



Happenings at GDC and the SBDC

By Kelli Stanley

GDC has been working diligently to create several networking groups for area business owners where they might learn from one another and utilize each other's strengths for better performance. A few of these groups were launched years ago but fizzled with staff turnover and inadequate exposure. In the last year, both WNET (Women's Network for Entrepreneurial Training) and Tech Alliance groups were re-established and have seen steady participants. With a dedicated staff, highly skilled and effective board, and consistent membership support, GDC is well on its way toward reaching our current goals and producing significant results!

In 2005, we have seen successful participation in our various events and expect to watch numbers develop over the course of the year. **WNET** has held 5 sessions of their presentation and discussion meet-

ings on business planning topics including: "Assessing your own Potential", "Marketing for the Small Business", "Working Through Financials", "Legal Aspects", and "Branding Your Business". We have released 4 publications of *NEWSWORTHY*, our monthly e-newsletter, with positive response and large readership. Our women's network is certainly growing!

Tech Alliance has had a slow start but is backed by a dedicated board member, Bryan Robertus. We have successfully held 2 sessions on "The Future of Telecom" and "Tech Insurance", with more scheduled throughout the year. Recently, we have begun sending out *Tech Topics*, a monthly e-newsletter for Tech Alliance members and interested GDC patrons. The newsletters offer a means for tech companies to become more connected and to raise interest in the group.

We are currently in the initial stages of developing a **Manufacturing Roundtable** group similar to our existing Tech Alliance. The roundtable will focus on specific issues manufacturing companies in our community face and provide

a committed resource for establishing solutions. Meetings will be held on the second Wednesday of every month from noon to 1:00 pm. Our first scheduled session will be held on July 13th at the Montana Manufacturing Extension Center (MMEC) with a presentation by Mark Shyne on "Lean Manufacturing".

Our first **Business Tour** will take place on July 27th at West Paw Design. Spencer Williams has been kind enough to allow us into his facility to learn more about West Paw's development process and the products they create.

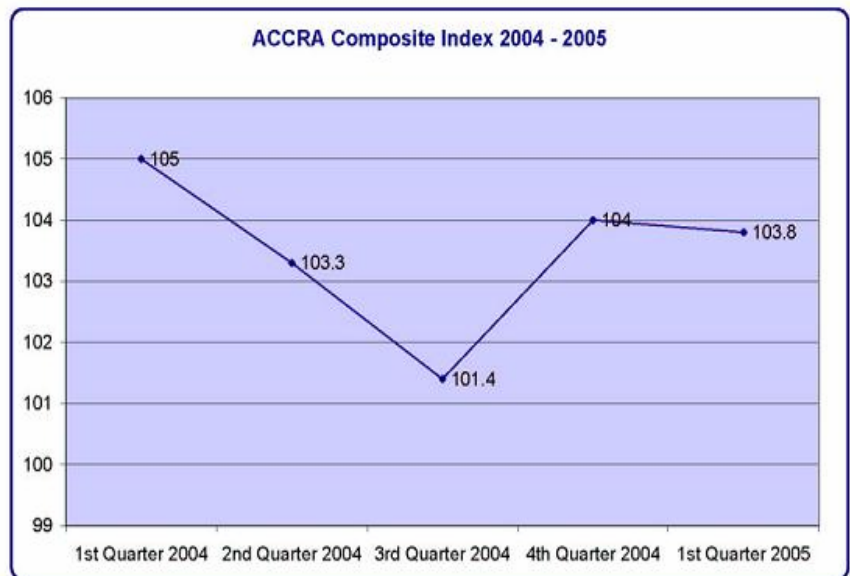
Event dates can be found on the last page of this publication and on our website. If you would like to know more about any of the above groups or would like to participate, please call the GDC office or email kstanley@bozeman.org.

We are always interested in hearing your comments or suggestions about what GDC can do for you and your business. Feel free to contact us anytime with your thoughts!

ACCRA Results

The ACCRA Cost of Living Study is a compilation of data from over 300 urban areas around the nation. The study is performed on a quarterly basis providing statistics on various goods and services in a particular area. A specific timeframe for collection allows for precise data input and true comparison against relevant areas. GDC regularly gathers data for submittal to this study and compiles local information as soon as it is available. The chart within shows the most current information to date for the Bozeman area.

Please contact the office if you are interested in more specific data from this study. Grocery, housing, utilities, transportation, health care, and miscellaneous goods and services are all available for review.



Board Member Spotlight ~ Penor & Associates



What makes Penor & Associates different from other CPA firms in Bozeman?

“Penor & Associates focuses on the needs of a diversified group of businesses. Our firm dedicates its resources to problem solving for business owners in the community who not only need assistance with accounting and finances, but also tax planning and consulting. We take great pride in our customer service, working diligently on behalf of our clients to help them succeed.”

Why do you choose to support GDC?

“The economic development and support of business owners moving to Gallatin Valley and the businesses already established here is of great interest to our firm. The area’s business climate is very healthy, due in part to GDC and other related organizations responsible for positive growth and progress. GDC focuses on business development and providing owners with economic information they need to produce better products and services. The Board of Directors is composed of individuals willing to share time and talents to support the community through GDC. I am very fortunate to be part of this organization and its mission.”

What is your vision for the future of Gallatin Valley?

“I would like to see a greater diversity of businesses moving into our community. I am in favor of manufacturing companies, high tech businesses, and similar firms that can provide a good wage for their employees with

minimal environmental impact and the potential to become active business members of our valley.”

“I would like to think we can continue to increase the number of business partners in the short and long term.

The environment we live in (natural and professional) is vibrant and, in many ways, sustainable given the right circumstances. Our business foundation has unique qualities and supporting entities should be responsive to our partners’ needs. We are rich in Agriculture, Service, Technology, Retail and Construction. I would hope each business sector would continue working together to make our community stronger.”

What are you committed to/passionate about?

“My family, business, and friends are here. We enjoy the ability to make a living within 15 minutes of skiing and fishing, a very desirable situation. I am committed to developing a solid business foundation that will continue to prosper in our valley. I believe in the importance of recognizing the needs of existing businesses and those firms interested in relocating to our community to ensure diversity and prosperity.”

Thank you, Chris, for your support and efforts as a board member!

2005 GDC Board & Staff

Executive Board

President

Kitch Walker Ripple Marketing

Vice President

Scott Levandowski First Interstate Bank

Past President

Spencer Williams West Paw Design

Secretary / Treasurer

Chris Penor Penor & Associates

Directors

Heidi Bogert-Dornier iPark

Larry Holle Crowley Law Firm

Craig Delger InfoGears

Mel Kotur NorthWestern Energy

Robert Gibson Simms Fishing Products

Rebecca Mahurin Montana State University

Chuck Hoge First Security Bank

John Nordwick Bozeman Deaconess Hospital

Bryan Robertus Advanced Electronics Designs

Staff

Interim Executive Director

& SBDC Director Tracey Jette

SBDC Consultant Tyler Doshier

Office Administrator Kelli Stanley

Partner Spotlights

INVESTOR

The [Bozeman Chronicle](#) is a daily newspaper serving Gallatin County and surrounding areas. It is a significant employer of local jobs and the single most ubiquitous source of community news, advertising, and information in the Gallatin Valley.

The Chronicle launched its presses as a weekly paper in January of 1883. Since then, it has evolved from afternoon delivery to a Sunday through Friday morning paper. In 1997, Saturday distribution began, making for a full week of Bozeman news. Today, the Chronicle is the 5th largest newspaper in Montana and continues its success by promising to “provide information while maintaining truth, integrity, and quality” for its customers.

Robert Gibson was hired as managing editor of the newspaper in 2004. Like many Bozeman residents, he



and his wife, Linda, moved to the Gallatin Valley because of its growing, thriving community. They consider this area to be one of the most livable places anywhere. Robert understands the need for continued growth in the valley in order to lead Montana and the regional area in economic growth. However, he stresses the importance of keeping in mind what brought us all here: unique physical beauty, excellent education systems, clean and safe communities, and decent job growth that matches population increases.

The Chronicle has been a contributor to GDC’s efforts since 1985 and is presently an Investor level partner. Robert gladly supports GDC because he would like to see the community continue to grow and thrive. He believes GDC’s goals follow along with his, and the Chronicle’s, line of thinking.

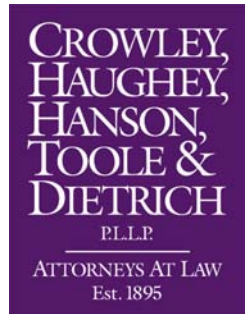
SUSTAINING

Founded in 1895, [Crowley, Haughey, Hanson, Toole & Deitrich, PLLP](#) offers specialized legal services in almost every area of law. With offices in Billings, Bozeman, Helena, Kalispell, Missoula and Williston, North Dakota, they are the largest firm in a four-state area.

Larry Holle practiced law in Lincoln, Nebraska for twenty-six years and was the senior tax partner in a forty-five person firm before relocating to Bozeman. Ironically, he had interviewed with Crowley some twenty-seven years before when he was just coming out of law school. Crowley was able to use his experience and background to serve its clients both in Bozeman and firm-wide.

Larry believes in GDC as an integral part of the Bozeman

business community. It has enabled him to meet other business people and become more involved in the economic growth of the valley. Like most citizens in the area, Crowley Law Firm would like to see continued and expanded prosperity while still retaining the beauty and amenities we all cherish. A diversified economy is essential to avoid the peaks and valleys of any one sector.



Overall, Crowley Law Firm feels GDC is a truly vital part of business growth and retention in the valley. Because of this, they have made supporting GDC one of their top priorities.

SUPPORTING

[Leadership Outfitters](#) is a leadership development firm specializing in assisting high-achieving executives, entrepreneurs, and their teams to move beyond any limitation at will. They achieve this task by providing executive coaching, executive team development, group coaching, individual coaching, and leadership retreats.

What sets them apart from the various other executive coaches and leadership development companies is their ability to help people achieve breakthroughs in their lives — both business and professional. Their focus is very personal and attentive. By working in partnership with their clients, Leadership Outfitters is able to create synergy, a high degree of trust, and lucrative collaboration.

Leadership Outfitters was founded by Ris Higgins and her husband, Joe Esparza. They have been self employed in the people development business for 15 years now. Besides work experience, a leadership development program offered by the Center for Authentic Leadership presented them with the equivalent of a masters



degree in personal development.

Ris and Joe believe that economic development is the engine that drives business. They believe in GDC’s focus to bring the kind of businesses to the valley that all of us want to have...high paying jobs, environmentally friendly, responsible communities, and doing all of this with integrity. GDC also strives to help existing business in the valley become even stronger by providing training and networking opportunities. Overall, GDC helps to bring more economic vitality to the business community and to Bozeman. Leadership Outfitters envisions the Gallatin Valley as a model for business development in a smaller community where growth can be achieved while maintaining, and even improving, our quality of life.

Thank you to our Partners for contributing your thoughts and comments on GDC and the Bozeman economy. Your continual support is greatly appreciated!

Membership—Support Building a Better Economy

For 20 years GDC has served Gallatin County by aiding in its economic growth and development. This would not be possible without the support of the local business community. With your generosity, we will continue our mission far into the 21st century. ***Thanks to all our Partners and Members listed below for your valuable contributions!***

Investors (\$4,000+)

Bozeman Daily Chronicle
Bozeman Deaconess Hospital
City of Bozeman
Crowley Law Firm
First Interstate Bank

“Gallatin Development Corporation offers the best investment for your dollar when it comes to helping the Gallatin Valley economy grow. No other organization is able to deliver such high results for the community and participating businesses.”

- Rick Weaver, Bozeman Daily Chronicle

Sustaining (\$2,500+)

First Security Bank
 Holmes & Turner, PC
 NorthWestern Energy
 RightNow Technologies
 US Bank
 Yellowstone Harley-Davidson

Bozeman Comfort Inn
 Business Source
 Cardinal Distributing
 Century 21 Summit Realty
 City of Belgrade
 Clair W. Daines, Inc.
 Dick Walter Motors, Inc.
 EDS Montana
 ERA Landmark Real Estate
 Gallatin Center Ltd. Partnership
 Gallatin Valley Furniture / Carpet One
 Gibson Guitar—Montana Division
 GranTree Inn
 Improved Performance Group
 InfoGears
 Insty-Prints
 ↪Park
 J&H Office Equipment
 JC Billion, Inc.
 JCCS
 Jeff King, Edward Jones Investments
 JTL Group of Belgrade
 Langlas & Associates, Inc.
 Leadership Outfitters
 Lehrkind's Coca-Cola
 LigoCyte Pharmaceuticals
 Martel Construction
 McKenna Realty
 Montana State University
 Montana Travel
 Murdoch's Ranch & Home Supply
 Northwestern Mutual Financial Network
 PC Development
 Penor & Associates, CPA
 Qwest
 Ripple Marketing
 Rocky Mountain Bank
 Schlauch-Bottcher Construction
 Security Title
 Sime Construction, Inc.
 Simkins-Hallin Lumber
 Simms Fishing Products
 TechRanch
 Valley Bank of Belgrade
 West Paw Design
 Wingate Inn

Contributing (\$500+)

Advanced Electronic Designs
 Advanced Technology Park
 Carlson Travel Station
 Cherry Tree Design
 First Madison Valley Bank
 First West, Inc.
 House of Clean
 Insta-Mail
 Montana Container Corporation
 Mountain West Bank
 Op/Tech USA
 Stockman Bank
 Story Distributing
 TechLink

Gallatin Airport Authority
 Gallatin County Commission
 Gallatin Laundry Company
 Galusha, Higgins & Galusha
 Granite Enterprises
 Greer Black Company
 Heritage Bank
 J&V Restaurant Supply
 Junior Achievement
 Kasting, Kauffman & Mersen, PC
 Keller Williams Montana Realty
 Lattice Materials
 Little Apple Technologies
 Lux Transfer & Storage
 Manhattan Chamber of Commerce
 Manhattan State Bank
 Mercury Advertising
 The Mill, Ltd.
 Montana Furniture Industries
 Montana World Trade Center
 Moore, O'Connell & Refling
 MSR North Associates
 Museum of the Rockies
 Northwest Appraisal
 One Eighty Communications
 Owenhouse Ace Hardware
 Payne Financial Group
 Pierce Flooring
 Printing for Less
 Professional Health Planning
 R & R Taylor Construction, Inc.
 ReMax Realty Group
 Revelation Engineering
 Rocky Mountain Credit Union
 Rocky Mountain Engineers
 Rocky Mountain Technology Group
 Schnee's Boots & Shoes
 Scientific Consulting
 Scientific Materials
 State Farm Insurance-Rust Agency
 Strategicom, Inc.
 Tim Owen, DA Davidson
 TowHaul/Smith Equipment USA
 Trakker Technologies
 Universal Athletic Service
 Van's County Market
 Washington Mutual
 Wells Fargo Bank
 Wells Fargo Home Mortgage

Associate (\$250+)

Action Lighting, Inc.
 Advanced Eye Care Associates
 Advanced Performance & Rehabilitation
 American Computer Museum
 Antoinette M. Tease, P.L.L.C.
 Appraisal Services
 AROD Management
 Associated Construction Engineering
 Bailey & Brinkman, CPA's
 Belgrade Chamber of Commerce
 Big Sky Insulations, Inc.
 Big Sky Laser
 Big Sky Ski & Summer Resort
 Blue Cross / Blue Shield of Montana
 Bozeman Deaconess Foundation
 Bozeman Furniture, Inc.
 Bozeman Job Service
 Bozeman MRI
 Bozeman TV, Cabinet & Appliance
 Bridgeband Communications, Inc.
 Bridger Bowl
 C&H Engineering
 Cashman Nursery
 Coldwell Banker RCI Realty
 Colorworld of Montana
 Computer Compliance, Inc.
 Conover Law Firm
 Country Flower Shop
 D&R Vending
 DiMarco-Diercks Insurance
 Downtown Bozeman Association
 Dynojet Research
 Earthtalk Studios
 Edward D. Jones & Co.
 eWranglers
 First National Bank of Montana

Mark the Date and Plan to Attend!

June 28 **Tech Alliance Luncheon: ABCNet & SBDC Services**
12:00-1:00 pm GranTree Inn

June 29 **Business Start-Up Class**
6:00-7:30 pm Livingston Sky Credit Union

July 6 **WNET Presentation: Hiring & Firing**
12:00-1:00 pm, brown-bag lunch, First Security Bank on 19th Street

July 13 **Manufacturing Roundtable: Lean Manufacturing**
12:00-1:00 pm Montana Manufacturing Extension Center

July 20 **Business Start-Up Class**
5:30-7:00 pm Bozeman Chamber of Commerce

July 20 **WNET Discussion & Networking**
12:00-1:00 pm, brown-bag lunch, First Security Bank on 19th Street

July 26 **Tech Alliance Luncheon: Grants & Financing**
12:00-1:00 pm GranTree Inn

July 27 **Business Tour: West Paw Design**
5:30-7:00 pm 32050 East Frontage Road, Bozeman

August 1-3 **ISO Internal Quality Auditor Training**
8:00 am-5:00 pm Montana Manufacturing Extension Center

August 3 **Business Start-Up Class**
7:00-8:30 pm Three Forks First Security Bank

August 10 **WNET Presentation: Bringing Technology on Board**
12:00-1:00 pm, brown-bag lunch, First Security Bank on 19th Street

August 10 **Manufacturing Roundtable: Project Management**
12:00-1:00 pm TBA

August 17 **Business Start-Up Class**
12:00-1:30 pm Bozeman Chamber of Commerce

August 24 **WNET Discussion & Networking**
12:00-1:00 pm, brown-bag lunch, First Security Bank on 19th Street

August 30 **Tech Alliance Luncheon: Bootstrapping Panel**
12:00-1:00 pm GranTree Inn



For more details on events, visit our website at www.bozeman.org or contact the GDC office directly.



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