

Set your
calendars
for
GDC's
20th
Anniversary
Annual
Dinner
and
Awards
Ceremony
on
October
20th!

~ details, page 2 ~

A Message from the Interim Executive Director...

By Tracey Jette



This Fall has been an exciting time at GDC. While we continue to meet with existing and budding entrepreneurs to guide them in the process of business ownership, we have also been working on implementing new programs.

Expanding on our core objectives of educating and connecting businesses, we partnered with the Montana Manufacturing Extension Center to establish a Manufacturing Roundtable group. This group of manufacturing companies from around the Gallatin Valley meets on a monthly basis to share their knowledge and expertise with one another on topics directly related to their industry. The sessions have been well attended and participant feedback has been more than positive.

Staff has been diligently planning our 20th Anniversary Celebration which will focus on entrepreneurs that have contributed to the economic vitality of the Gallatin Valley. The evening event will showcase two Small Business Development Center successes as well as the presentation of our 2005 Business Excellence Awards. We will have a special recognition for the 37 members that have continuously invested in our success from the beginning in 1985. We hope you can join us for this celebration!

Additionally, we have partnered with the Bozeman Area Chamber of Commerce to present the 2005 Business Expo. This training event will focus on key areas of development in every business; marketing, technology, financial management, and human resource management. We will have keynote addresses from two distinguished entrepreneurs and exhibitor booths from 15 diverse businesses. The event will culminate with a Business After-Hours at the brand new Hilton Garden Inn.

Board Member Spotlight ~ Rebecca Mahurin, MSU Tech Transfer



What makes the Technology Transfer Office a unique extension of Montana State University's facilities? "The [Technology Transfer Office at MSU](#) works to protect and promote inventions and other intellectual property developed at Montana State University. Through marketing and licensing activities, the Office makes technologies available for public use for the benefit of the inventor, the university and the community. The TTO strives to place technologies in Montana companies, and, in fact, 65 of our 103 licenses are with Montana companies. The TTO also works to help establish start-up companies based on MSU technologies and strengths. In the past few years, MSU has helped start more than 10 technology-based companies. We also look to find solutions for existing high-tech companies for problems ranging from expertise to equipment use. The TTO is a window for businesses to locate and access resources within the university."

Why do you choose to support GDC as a Board Member? "The GDC is making a difference in the Gallatin Valley. MSU wants to see livable-wage jobs for our grads in Montana. GDC is helping companies which can offer such jobs. MSU wants to partner with companies on research projects which can lead to greater success for the company. MSU currently works with more than 200 Montana companies on technology related issues. Both the GDC and SBDC are making a difference in the economy of our area. I applaud the dedicated staff for these efforts."

What is your vision for the future of the Gallatin Valley? "My vision for the Gallatin Valley is to see an increase in companies and jobs in the already active area of high technology. Clean industry which will provide opportunities for our children to stay in Montana is my goal."

What are you committed to/passionate about? "I am committed to working with local companies to help them succeed. This may include finding technologies which will fit with their current focus, working to connect them to our talented faculty, connecting them to the Montana Manufacturing Extension Center for manufacturing advice, connecting them to MSU TechLink in order that federal technologies can be incorporated into their businesses or for SBIR/STTR assistance, and connecting them to the Entrepreneurship Center and TechRanch for business assistance issues. Working with our local companies is very rewarding."

Thank you, Becky, for all your energy and support!

West Paw Design Business Tour



GDC held its first Business Tour in 2005 on July 27th at the [West Paw Design](#) facility. Fifty individuals, representing a full range of area businesses, attended the event. Both GDC members and non-members alike were invited to experience one of GDC's highlight affairs. Generally, the Business Tours are held as a benefit to Members only, but in consideration of the many manufacturing companies just learning about GDC, the decision was made to make this tour available to the public as well. Since our Manufacturing Roundtable sessions had recently been launched, it made sense to offer a behind-the-scenes look at one of our local manufacturing companies.

The tour began with an introduction by Spencer Williams,

President, who provided some insight into the history of West Paw, the design of the facility, and the purpose of the tour. Participants were then divided into four groups where they subsequently rotated through the building, stopping at various stations within. Participants learned the ins and outs of sales and marketing, procurement, toy creation, and bed production from West Paw employees in each department. In all areas, a single notion carried throughout: the strategy of "lean manufacturing".

West Paw's success of streamlining their overall system was obvious in the fluidity of their production floor, effortless supply of materials, and basic, yet effective, design. Not only were participants given the opportunity to view production methods, but were also privy to the exceptional environment in which employees were treated. In the end, the tour proved to be more than just a "nuts and bolts" of West Paw, but actually brought to light some very key elements in structure and strategy that could be utilized by anyone, for any business.

.....
 ■ *Thank you Spencer and the West Paw* ■
 ■ *Design team for an exciting look at* ■
 ■ *manufacturing in the Gallatin Valley!* ■



GDC Annual Dinner & Awards Ceremony

Come help us celebrate our 20th Anniversary and recognize outstanding area businesses.

Date: October 20, 2005

Place: Best Western GranTree Inn

Suggested Attire: Black and White, Semi-Formal

Time: No-Host Cocktails 6:00 pm Dinner and Program 7:00 pm

Cost: Member \$50/single \$350/table of 8 Non-Member \$75/single \$550/table of 8

Celebrate with us and enjoy an elegant evening of inspiring stories, ambient music, and great conversation. The event will acknowledge our 2005 Business Excellence Award Winners in *Entrepreneur of the Year*, *Small Business of the Year*, *Innovation Award*, and *Start-up Business of the Year*. In conjunction with the success of our Manufacturing Roundtable, we will also be highlighting local manufacturers as exhibitors.

Don't miss the event of the season!

Contact Holly at 587-3113 or holly@bozeman.org for more information or to register.



Happenings at GDC...

The GDC office has been steadily busy since our last newsletter edition! Leaping into summer at full speed, we launched our new Manufacturing Roundtable sessions with great success, held additional exciting Tech Alliance luncheons, continued hosting the Women's Network (WNET) meetings, and offered our first Business Tour of the year. Besides organizing our regular monthly events, we have also been working meticulously to plan last month's Fiscal Physical event and our upcoming Annual Dinner and awards ceremony. We could not have accomplished such a multitude of tasks without the most recent addition to our office...**Holly Dorn**.

Holly comes to us from Illinois and is a first-time resident of Montana. She

moved to Bozeman in August to take on the responsibilities of a newly established position at GDC, Membership and Events Coordinator. In this position, Holly will work to develop new membership involvement, maintain current relationships, plan and grow member events, and ultimately promote GDC efforts.

Holly's background includes education from the American Institute of Banking, Colorado Banking Institute, and McHenry County College. Before moving to the area, Holly was the Fund Development Coordinator for the Northern Illinois Special Recreation Association. While there, she managed all aspects of the organization's programs and capital expenses including organizing and managing fundraising events, direct mail campaigns, corporate partnership solicitation, cooperative events with service organizations, and various other related

By Kelli Stanley

projects. She was also was involved in activities for the American Cancer Society, Roller Hockey, Basketball, Volleyball, and the NISRA's Special Olympics Cheerleading Squad.



Holly is excited about creating a new home here in the Valley and with the Gallatin Development Corporation. We are glad to have her in the office!

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**A WARM WELCOME
 TO HOLLY DORN!**

Tracey Jette is Montana's State Star Winner!

Congratulations to our own Tracey Jette, the 2005 recipient of Montana's State Star Award, an honor presented by the Association of Small Business Development Centers.

On September 6th through 9th, the Association of Small Business Development Centers held its 25th annual conference in Baltimore, Maryland. Each year the conference provides an opportunity for Small Business Development Centers across the nation to receive valuable training as well as network with others in their field. The event also assembles a special reception recognizing the achievements of outstanding SBDC employees in each state with the State Star Award. The award is given to individuals who demonstrated commendable performances throughout 2005. Judged by her peers throughout the state, Tracey was selected as an exemplary performer, having made significant contributions to Montana's SBDC programs, and showing a strong commitment to small business.

ASBDC is the national association recognized by the United States Small Business Administration as the representative of America's Small Business Development Center (SBDC) Network. Established as a public/private partnership by Congress in 1980, the Network unites private enterprise, government, higher education, and local nonprofit economic development organizations. With approximately 1,000 centers across the nation, the SBDC assists about 725,000 small businesses every year in counseling and training. The program serves more small businesses annually than all other federal small business management and technical assistance programs combined.

Fiscal Physical ~ Chart a Course for the Future

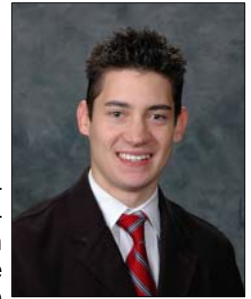
September 22nd and 23rd hosted the Montana Advanced Business Consulting Network (ABCNet)'s second installment of the "Fiscal Physical". A partnership of Gallatin Development Corporation and the [Montana Community Development Corporation](#), the event held true to its claim of providing business owners with the skills needed to sharpen their networking, marketing, and financial acumen.

The first day of the conference began with a 9-hole golf scramble, complete with team poker and other unique hole challenges. That evening, Kitch Walker of [Ripple Marketing](#) presented "Branding: It's not Just for Cattle Anymore" - a unique approach to understanding the difference between marketing, advertising, and branding, and how to apply them toward desired results. The second day gave participants the chance to hone in on their financial skills with a fun, fast-paced, hands-on workshop. Presented by Carl Forssen, Business Resource Services, the training covered ratios and the "Cause and Effect" road-map, the importance of cash flow management, a complete profit plan and cash budget, applying the best management growth tool for your company, and learning how to effectively work with bankers and other financial experts. The featured lunch speaker was Maria Emmer-Annes, Public Relations/Brand Manager, from Great Harvest Bread Company.

Besides the array of interesting topics and networking opportunities, the location of the conference, Fairmont Hot Springs, provided an exceptional environment for all involved.

Is Your Company's Research Partner Some Yahoo! Named Google?

By Tyler Doshier



The popular search engines (Google, Yahoo, MSN, AltaVista, etc.) use language called Boolean Logic when they search the internet for you. When you type in a search term such as "Gallatin Development Corporation", you are using Boolean Logic even though you may not know it. The space between the words represents AND, just one component of this internet tool. By combining certain key words and symbols, Boolean Logic can ultimately narrow your search so that you get the results you are looking for faster and more efficiently. Imagine having 20 search results to look through instead of 30,000+ by typing just a few special characters!

Here are some quick tips to make your internet search more valuable using simple Boolean Logic:

When typing in a general search term, use special key words and symbols...

- Taxes **AND** IRS **or** Taxes **+** IRS, if you want Federal tax info
- Bobcats **NOT** Basketball **or** Bobcats - Basketball, to get MSU, not NBA info

- GDC **OR** Bozeman SBDC **or** GDC | Bozeman SBDC, because we are closely related

For text on a web page in a certain order, use quotation marks...

- "William Scott Johnson"

When only part of a group of words is known, use an asterisk for the missing piece(s)...

- "Gallatin * Corporation"

For information on a specific term...

- **Info:** Gallatin Development Corporation

When looking for a certain type of file...

- "Gallatin Development Corporation" **filetype: xls**

[**xls** for Excel, **ppt** for PowerPoint, **doc** for Word, **pdf** for Adobe]

You will be amazed at the results this one can give you!

These hints are just scratching the sur-

face for eliminating massive results from search engines. There are many more tools available, with various applications. If you would like more information about strategies for searching the web the [Hill Library](#), or I, would gladly offer assistance.

~ Information gathered from a presentation given by Sam Richter of the Hill Library at the ASBDC Annual Conference ~

As of September 15th 2005, SBDC has...

- ✓ met with **172** clients
- ✓ held **11** Business Start-Up classes with **132** attendees
- ✓ helped clients with projects totaling over **\$2,200,000**
- ✓ helped create more than **30** jobs

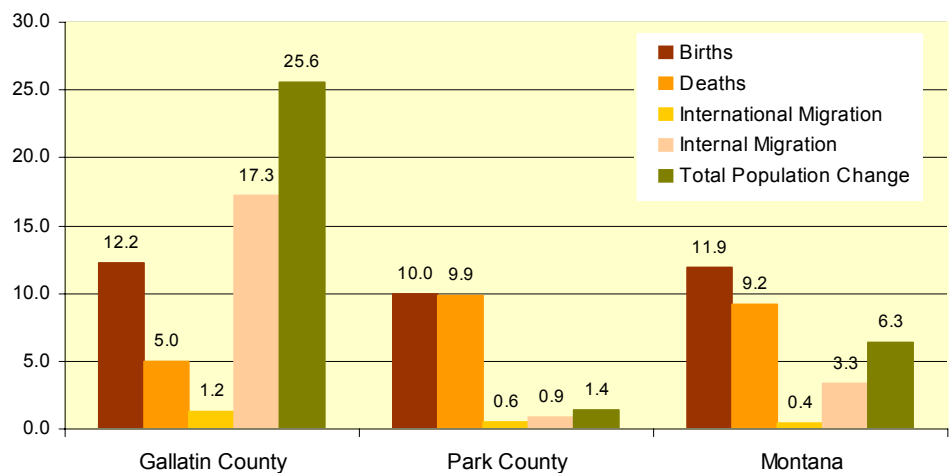
All services of the SBDC are free and confidential. For more information or to schedule an appointment, contact GDC at 587-3113 or by e-mail at: askus@bozeman.org.

Gallatin Development Corporation collects economic data on a regular basis. Every year we publish a profile of the Gallatin Valley with pertinent information about the economy, demographics, and way of living. We pull together statistics from a range of sources and formulate the information into understandable segments for our members and interested individuals. In the next few months we will be working on our 2005 edition of the economic profile. Please take a look at last year's publication on our website. If you feel we have not included something necessary, or of interest to you, let us know and we will do our best to locate the information.

Also, we have just finished a brochure of Gallatin County which addresses frequently asked questions about the economy. It includes easy-to-read charts, graphs, and tables as well as some general facts about the county. Feel free to pick one up next time you visit the office!

County Population Changes

Components of Population Change 2000 - 2004



Note: Numbers reflect rates per 1,000 average population at the midpoint of the time period. Total population change includes residual (see "State and County Terms and Definitions"). Data is derived from the 2000 Census and based on estimates from the Count Question Resolution program and geographic program revisions.

Source: Population Division, US Census Bureau.

Partner Spotlight



For over a decade [HeadRoom Corporation](#) has been helping clients discover the beauty of clear sound in personal listening. By developing a state-of-the-art product line and offering customers honest testimony about available products, HeadRoom has created a refuge for those seeking the best in music output from device to ear. A growing local business and recent members of GDC, HeadRoom offered some input into their success and support of the Gallatin economy...

What makes HeadRoom Corporation a unique business in the area? “We bring in revenue from all over the world with the sale of our products. We do very little local or even state wide business yet our employees spend their earnings locally from everything from groceries to homes. We feel we are unique in that we bring a fair amount of money into the valley from outside Montana and it stays circulating locally.”

Why do you choose to support GDC? “We were interested in becoming more involved in the community and it seemed that the GDC provided good networking ability as well as valuable local statistics and information. As we have attended GDC sponsored discussions and events it has become apparent that the GDC in turn could benefit from local corpo-

rate input that HeadRoom and other businesses can provide. We feel this relationship will be mutually beneficial and enjoy being able to be a part of it.”

What is your vision for the future of Gallatin Valley? “To be able catch up with the growth we have had in the past years in a smart way and continue to be able to do that with future growth also. I would like to see the Gallatin Valley retain its small town feel while creating a sustainable community; I believe this can happen with better planning.”

What are you committed to/passionate about? “We are committed to providing our employees with great benefits, wages and the potential to grow within our company. HeadRoom prides itself on having a minimum living wage for all full time employees. We feel it is important to retain our valuable local work force and we want to make sure those people can afford the cost of living in this area so that they can keep living in the Gallatin Valley and enjoying the lifestyle it has to offer.”

**Thank you to our New Supporting Member
for contributing your thoughts on GDC
and the Bozeman economy.
Your support is greatly appreciated!**

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 Tracey Jette

Membership & Events Coordinator Holly Dorn

SBDC Consultant Tyler Doshier

Office Administrator Kelli Stanley

The Board of Directors will be having their annual planning session in November to establish the 2006 work plan.

Look for more details in our next newsletter!

Membership ~ Support Building a Better Economy

"GDC is truly creating jobs and opportunity by building on the strengths of Gallatin County."

—Mel Kotur, NorthWestern Energy

Investors (\$4,000+)

Bozeman Daily Chronicle
Bozeman Deaconess Hospital
City of Bozeman
First Interstate Bank

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 here for your valuable contributions throughout the years!

Sustaining Partners (\$2,500+)

Crowley Law Firm
First Security Bank
NorthWestern Energy
RightNow Technologies
US Bank
Yellowstone Harley-Davidson

Gallatin Valley Furniture / Carpet One
Gibson Guitar - Montana Division
GranTree Inn
HeadRoom Corporation
Holmes & Turner, PC
Improved Performance Group
InfoGears
Insty-Prints
iPark
J & H Office Equipment
JC Billion, Inc
JCCS
JTL Group of Belgrade
Langlas & Associates, Inc
Leadership Outfitters
Lehrkind's Coca-Cola
Ligocyte Pharmaceuticals
McKenna Realty
Martel Construction
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
Valley Bank of Belgrade
West Paw Design
Wingate Inn

Supporting Partners (\$1,000+)

American Bank
American Federal Savings
American Land Title
Baxter Meadows Development
BFI Waste Services
BigLook Displays & Graphics
Big Sky Western Bank
Bozeman Comfort Inn
Bridger Realty
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

Contributing Members (\$500+)

Advanced Electronic Designs
Advanced Technology Park
Belgrade Chamber of Commerce
Carlson Travel Station
Cherry Tree Design
First Madison Valley Bank
First West, Inc
House of Clean

Montana Container Corp
Mountain West Bank
Stockman Bank
Story Distributing
TechLink
TechRanch

Museum of the Rockies
One Eighty Communications
OP/Tech USA
Owenhouse Ace Hardware
Payne Financial Group
Pierce Flooring
Printing For Less.com
Professional Health Planning
Quality Time Montana
R & R Taylor Construction, Inc
ReMax Realty Group
Rocky Mountain Credit Union
Rocky Mountain Engineers
Rocky Mountain Technology Group
Rudd & Company, PLLC
Schnee's Boots & Shoes
Scientific Consulting
Scientific Materials
The Mill, Ltd
Tow-Haul / Smith Equipment USA
Trakker Technologies
Universal Athletic Service
Wells Fargo Bank
Wells Fargo Home Mortgage
Western States Insurance
Witich Law Firm, PC

Associate Members (\$250+)

Action Lighting, Inc.
Advanced Eye Care Associates
Advanced Performance & Rehabilitation
Ameriprise Financial, Berkeley Hudson
Antoinette M Tease, PLLC
Appraisal Services
Associated Construction Engineering
Bailey & Brinkman, CPAs
Big Sky Insulations, Inc
Big Sky Laser Technologies
Big Sky Ski & Summer Resort
Blue Cross / Blue Shield of Montana
Bozeman Area Chamber of Commerce
Bozeman Deaconess Foundation
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
DA Davidson & Co
Downtown Bozeman Partnership
Dyngjet Research
Earthtalk Studios
Edward D. Jones & Co
eWranglers
First National Bank of Montana
Gallatin Airport Authority
Gallatin County Commission

Gallatin Laundry Company
Galusha, Higgins & Galusha
Greer Business Consulting
Heritage Bank
ILX Lightwave
Insta-Mail
J&V Restaurant Supply
J-Tech Communications
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
Montana World Trade Center
Moore, O'Connell & Retling
MSR North Associates

Mark the Date and Plan to Attend!

October 12 **Manufacturing Roundtable Luncheon: Quality Management Systems**
12:00-1:00 pm Montana Manufacturing Extension Center

October 12 **Business Start-Up Class**
6:00-7:30 pm Belgrade Chamber of Commerce

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

October 19 **Business Start-Up Class**
12:00-1:30 pm Bozeman Chamber of Commerce

October 20 **GDC Annual Dinner & Awards**
5:30-9:00 pm GranTree Inn

October 25 **Tech Alliance Luncheon: Web Business Solutions**
12:00-1:00 pm GranTree Inn

October 27 **GDC & Bozeman Chamber of Commerce Business Expo**
8:00 am-5:00 pm Hilton Garden Inn

November 2 **WNET Presentation: Promoting Your Business on the Web**
12:00-1:00 pm, brown-bag lunch, First Security Bank on 19th Street

November 9 **Manufacturing Roundtable Luncheon: Project Management**
12:00-1:00 pm Montana Manufacturing Extension Center

November 9 **Business Start-Up Class**
6:00-7:30 pm Livingston Sky Credit Union

November 10 **GDC Business Tour**
5:30-7:00 pm TBA

November 16 **WNET Discussion & Networking**
12:00-1:00 pm, brown-bag lunch, First Security Bank on 19th Street

November 16 **Business Start-Up Class**
5:30-7:00 pm Bozeman Chamber of Commerce

November 29 **Tech Alliance Luncheon: Montana World Trade Center Services**
12:00-1:30 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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Website: www.bozeman.org



The SBDC is partially funded by the US Small Business Administration. SBA's funding is not an endorsement of any products, opinions, or services. SBA funded programs are extended to the public on a non-discriminatory basis.