EXHIBIT 3
DATE 2/15/05
SB 540

UNLOCK THE Potential

ECONOMIC DEVELOPMENT: Impact on a Highly Trained, Skilled Workforce

Case Study: MSU-Great Falls College of Technology

Consider this. MSU-Great Falls College of Technology, one of Montana University System's two-year institutions, annually contributes to the improvement of Montana's workforce through customized trainings, business and technology application courses, and other training activities.

In FY 2004 alone, MSU-Great Falls :

- Provided **959** hours of customized training to 26 businesses and organizations
- Offered **527** workforce development classes in Business & Technology areas
- Enrolled **2,386** Montanan's in these workforce development activities
- Generated **$145,060** in non-state appropriated and non-tuition revenue

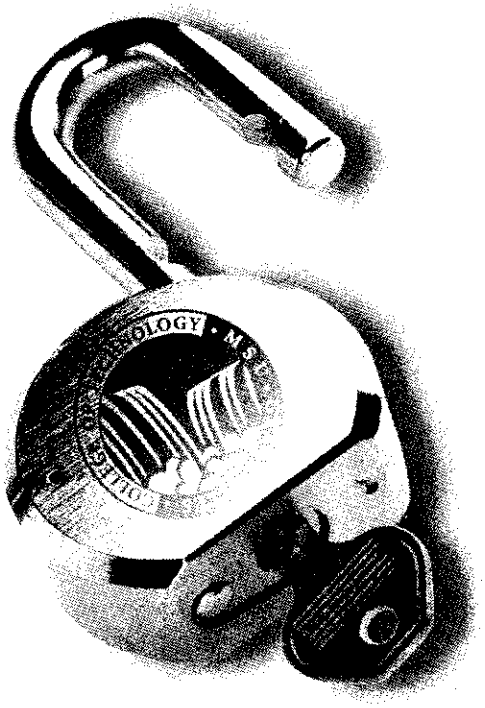
Now consider this. There are 14 two-year colleges in Montana: 5 Colleges of Technology, 3 Community Colleges, and 7 Tribal Colleges. If the institutions within this network conducted an equal amount of workforce development activities, the total impact would:

- Provide nearly **15,000** hours of customized training to over 390 businesses
- Offer almost **8,000** workforce development courses and classes
- Enroll over **35,500** Montanan's in workforce development activities
- Generate more than **$2 Million** ($2,175,900) in non-state and non-tuition revenue

We need your help. Today the work of 2-year colleges in training Montana's workforce is supported solely by the current budget and at the expenses of the individuals and businesses who participate in workforce development activities.

It will be possible to increase the projected impact with Legislative help such as:

- assistance for program development
- training scholarships, and
- business incentives for training programs



Even if our productivity could increase by 15%, the outcome would:

- Provide **17,250** hours of customized training to nearly 450 businesses
- Offer **9,200** workforce development courses in areas of current demand
- Enroll more than **40,500** Montanan's in Workforce Development Activities
- Generate **$2.5 Million** ($2,502,285) in non-state and non-tuition revenue

You can be proud that as a member of the 2005 Montana Legislature, you will have the ability, through our two-year College system, to positively impact our state's economy, the vitality of Montana businesses, and the ability for our citizens to improve their skills and thus improve their lives for years to come.

UNLOCK THE Potential

A Gateway to a High-Tech/High-Skill Career

- **Health Care Options:** Dental Hygiene, Dental Assistant, Health Information Technology and Coding, Physical Therapist Assistant, Practical Nurse, Respiratory Care, Medical Assistant, Surgical Technology, Bioscience Tech
- **Emergency Services Options:** Emergency Medical Technician, Fire & Rescue Technology
- **Computer Technology Options:** Microcomputer Support, Network Support, Web Development
- **Business and Clerical Options:** Computerized Office Technology, Accounting, Medical Transcription, Business Management & Entrepreneurship

A Starting Point for Transfer

- Associate of Science degree transfers within the Montana University System
- MSU Transfer Core is general education coursework articulated with Montana's public 4-year colleges
- Transfer coursework fulfills needs of various four-year programs – *prior approval by campus recommended*

A Higher Ed Center for Higher Education Opportunities

Articulated degrees ensure students that their courses and identified two-year programs from the College of Technology will transfer to a specific four-year college without a loss of time or money.

Programs Articulated with MSU-Northern

- Elementary Education
- Design Drafting
- Computer Information Systems
- Business / Management

Program articulated with MSU-Bozeman

- Bachelor of Science in Nursing

Accommodates meeting space, publicity and support for programs offered by:

- Western Montana College of The UM, The University of Montana, MSU-Billings

An Innovator for Access Options

- Evening and summer courses, Internet classes, condensed coursework, Customized Workforce Training

A Bridge between High School & College

- Cisco Networking Program trains teachers and provides support to 18 high schools statewide
- Tech Prep gives students college credits for their high school technical and professional courses.
- Dual enrollment or running start allows students to earn transferable credit for selected AP classes

A Partner in Business Retention and Workforce Development

- Local and statewide economic development partner
- Component of Great Falls area Business Retention and Expansion Plan
- Provides incubation services to new area businesses
- Provides a web-based system to survey local businesses
- Provides Customized Workforce Training

A Good Neighbor in the Great Falls Community

- Free and at-cost meeting rooms are provided to non-profits and community organizations
- Free classroom & meeting space for Malmstrom Air Force Base during base lockdown exercises
- Free space for the MSU Fire Services Training School courses and demonstrations
- Host for Great Falls Community Legislative Updates