

TECHNICAL ASSISTANCE - FINANCE**REGIONAL DEVELOPMENT OFFICERS**

- **Regional Development Officers** are located in:
 - **Circle, Havre, Billings, Helena, Kalispell.**
- **Resource to businesses, local development corporations and communities in their region.**
- Provide **technical assistance to obtain financing** for business expansion, retention, and recruitment projects.
- **Access point to all relevant Commerce Department resources**, and all other relevant business and community development resources.
- **Projects of significant importance to a local or regional economy.**

Objectives:

- Ensure that all areas of Montana have reasonably equal access to funding and technical assistance resources, especially CDBG.
- Work with Montana businesses to create new employment and retain existing jobs.
- Loan Officers for the CDBG program - maximize leverage of other funds, creation of higher paying jobs.
- Improve the capacity of local development efforts through technical assistance.

The intent is not to take credit for the projects but to show the extent to which positive results are being achieved through the hard work of all entities involved. Regional Development Officers facilitate, coordinate, and expedite business projects by working with others in the regions they serve. It is important to note that the major projects worked on by the Regional Development Officers always include significant levels of cooperation between businesses, local development organizations, local governments, banks, federal and state agencies and all available business resource programs.

Results: (Calendar Years 2003 and 2004)

- **50** completed business and local development projects.
- Total financing for those projects of **\$160,866,673.**
- Businesses were projected to create and retain **1,679** jobs in Montana.

TECHNICAL ASSISTANCE – BUSINESS MANAGEMENT

SMALL BUSINESS DEVELOPMENT CENTERS

Small Business Development Centers help start-up and existing businesses by providing information and assistance through quality one-on-one counseling and training. The SBDC network is a partnership of local, state and federal resources designed to provide the highest quality of technical assistance to small business in Montana.

- 10 SBDC's located in local economic development organizations.
- **Wolf Point, Havre, Colstrip, Billings, Butte, Bozeman, Great Falls, Helena, Kalispell, and Missoula.**
- Each year, the Montana SBDC network counsels more than **1,600 entrepreneurs** and existing business owners
- SBDC delivery system is designed to **reach the state's entire population** with its services and programs.

Objectives:

- Provide **quality one-on-one business counseling**, business plan development, financial management, and market feasibility.
- Provide **low-cost training** in topics include business start-up, legal forms of existence, marketing, taxes, business plans, business accounting (Quickbooks), financial statements, and cash flow analysis.

Results 1999 through 2002:

- Worked directly with over 6,100 businesses.
- Helped Montana small businesses secure \$81.3 million in financing.
- Assisted small businesses created and saved over 3,856 jobs.

Results 2003:

➤ Counseling Cases	1,569
➤ Counseling Hours	6,214
➤ Hours per case	4.67
➤ Training workshops, seminars, and courses	216
➤ Number of attendees	2,316
➤ Loan Financing	\$33,860,712
➤ Total Project Investments	\$54,438,2380
➤ Assisted businesses created...	459 jobs
➤ Assisted businesses retained...	624 jobs

NxLEVEL TRAINING

Delivers basic business management training through the classroom and on the Internet.

Objectives:

- **Build the business management skills of rural and reservation based micro-businesses.**
- **Develop close and effective working relationships between staff and other resources including FAIM caseworkers, Job Service staff, Vocational Rehabilitation counselors, and Small Business Development Center counselors that work with low to moderate income people interested in self employment.**
- **Utilize technology** to provide basic business management training to low to moderate-income individuals to help them secure financing to start or expand a business in Montana.
- Provide **on-line business development course that targets remote rural businesses.**
- Encourage and support the formation of statewide peer support **telephone based networks to connect isolated rural entrepreneurs to more experienced business owners** to provide an on-going support and mentoring service.

Results for 2003

➤ Clients assisted with training.	333
➤ Number of classes offered.	26
➤ Communities hosting training	17
➤ Workshop participants	333
➤ Number of loans to clients.	26
➤ Amount of loans to clients.	\$1,226,408
➤ Number of grants to clients.	19
➤ Amount of grants to clients.	\$44,915



TECHNICAL ASSISTANCE – RESEARCH & DEVELOPMENT

SMALL BUSINESS INNOVATION RESEARCH (SBIR)

- Ten federal agencies with external R&D budgets in excess of \$100 million are required by federal statute to conduct a national research grant program.
- **Over \$1 billion is distributed throughout the U.S. annually to for-profit small businesses through the SBIR program.**
- **Montana's technical assistance program was started in 1999** and has helped make a significant difference in the number and amount of federal awards Montana companies have received.

Objectives:

- Provide **statewide outreach** to companies that are applying to the federal government for research and development grant funding.
- Provide **technical assistance and training, workshops, counseling, mentoring, SBIR Phase I proposal editing services, case-management team assistance, and one-on-one assistance from SBIR award-winning companies.**
- Provide a **website and electronic newsletter** to assist companies in pursuing Phase I and II federal grants.

Results:

Montana Awards - 1999 through 2003:

- 97 Phase I SBIR awards worth \$ 8,882,460 to Montana companies.
- 42 Phase II SBIR awards worth \$ 24,391,441.
- 12 Phase I STTR awards worth \$ 1,168,654.
- 5 Phase II STTR awards worth \$ 1,062,296.

Montana Awards 2004:

- 22 Phase I SBIR awards worth \$ 2,220,360 to Montana companies.
- 11 Phase II SBIR awards worth \$ 5,714,208.
- 2 Phase I STTR awards worth \$ 200,023.
- 2 Phase II STTR awards worth \$ 1,250,000.

TECHNICAL ASSISTANCE – EXPORT TRADE

The **Trade and International Relations Bureau** identifies opportunities for worldwide and domestic trade and provides representation, information and technical assistance to Montana businesses and citizens.

Objectives:

- **Help Montana businesses pursue trade opportunities** for the purpose of diversifying their customer base and increasing the sales of Montana products and services.
- Coordinate the activities of the state's **overseas trade offices in Taiwan and Japan.**
- Provide logistical support in organizing **international trade development missions.**
- **Coordinate cultural, education, government, and business exchanges** with Montana's sister-states Guangxi Zhuang Autonomous Region, People's Republic of China; Kumamoto Prefecture, Japan; and Taiwan Province, Republic of China on Taiwan.
- **Promote foreign travel to Montana from Asia** working through the Offices in Japan and Taiwan.
- Provide **assistance to the Department of Agriculture** and the Growth Through Agriculture Council with value added activities in Asia.
- Manage the **Made In Montana** program.
- **Coordinate international cultural and educational exchange programs.**
- Serve as the **protocol liaison for the State of Montana** in coordinating meetings for representatives of foreign diplomatic offices and trade organizations with Montana officials.

Results: Protocol, Trade, Tourism & Education – 2004

- Export sales of Montana products totaled over \$633 million in 2003, and preliminary data indicates there will be a significant increase in 2004 exports
- Organized the 7th Annual Made In Montana Food and Gift Show which featured 113 Montana companies and attracted 379 wholesale buyers
- Participated in Education Expos in Taiwan and Japan to promote education opportunities at Montana universities and colleges. The Institute for International Education calculates that Foreign Students contributed over \$18 million to the Montana economy during the 2003-2004 higher education school term
- Coordinated the Governor's Agriculture and Tourism Development Mission to Taiwan and Japan
- Promoted Montana tourism at 6 major international travel fairs and conducted 23 Montana travel seminars for tour companies in Japan and Taiwan
- Coordinated Montana legislators participation in a multi-state delegation visit to Taiwan hosted by the Taiwan Ministry of Foreign Affairs
- Coordinated with Sanlin Television of Taiwan for the filming in Montana of 4 one-hour episodes of the popular outdoor adventure program "King of Adventure"
- Coordinated visits to Montana for 11 diplomatic and trade delegations representing thirteen countries
- In 2004, Japanese and Chinese media reports featuring Montana generated the equivalent of \$2,294,762 in paid media advertising.

Technical Assistance for Montana Exporters

- Provide technical export assistance to Montana companies.
- Work in cooperation with the state offices in Taiwan and Japan.
- Provide Montana companies with information and training to address issues including export regulation compliance, methods of shipment, methods of payment, market research, trade leads, and follow-up communication with overseas clients.
 - Many Montana companies are offering their products over the internet. As a result, export counseling is becoming increasingly important as small, traditionally non-exporting, companies receive orders from around the world.
 - September 11, 2001 brought about profound changes in American lives and how we conduct international business. **The title of the Bureau of Export Administration was changed to the Bureau of Industry and Security.** This change and focus on national security brought forth a variety of new restrictions and requirements on the movement of goods internationally
 - Failure to be in compliance with export regulations subjects companies and individuals to significant civil and criminal penalties, i.e. (fines, jail time, and loss of export privileges

Types of technical assistance provided to Montana companies in 2004:

- Presentations of **Export Workshops** offered at beginning and advanced levels.
- Advanced-level training in handling **export licensing determinations, export documentation, international banking transactions, and the dispatch of export shipments through freight forwarders.**
- Instruction in the proper completion and filing of the shipper's export record via the paper **Shipper's Export Declaration (SED)** or the Census Bureau's newly implemented online **Automated Export System (AES).**
- Advanced-level training in complying with the **NAFTA's Country of Origin determination procedure** as set forth under Article 401 and instruction in the mechanics of completing the **NAFTA Certificate of Origin.**
- Identification of the **Bureau of Industry and Security's (BIS)** export licensing requirements for commodities, technology, and software exports subject to the **Export Administration Regulations (EAR).**
- Identification of export licensing requirements for exports of defense articles and services subject to the **International Traffic in Arms Regulations (ITAR).**
- Identification of the export permit application procedure and export clearance procedure for items subject to the **UN Convention on International Trade in Endangered Species of Wild Fauna and Flora (CITES).**
- Identification of packaging, labeling, and cargo documentation requirements under the IATA Dangerous Good Regulations for air shipments of hazardous materials.
- Instruction in the proper use of **ATA Carnets** for the temporary importation of product into foreign markets on a duty-free basis.
- Consultations on Nigerian "419" **scams, fraudulent purchases and export inquiries.**

Results:

70 counseling sessions with companies each month. This counseling ranges from basic information and referrals to information sources to more complex inquiries that require several days of in-depth research and analysis of export laws and regulations

STATE OF MONTANA OVERSEAS TRADE REPRESENTATIVE OFFICES:

The Trade Bureau oversees Montana's trade representative offices in Taiwan and Japan. Private sector contractors staff the offices and work on a full-time basis to promote Montana business, tourism, agriculture, education, and cultural exchanges.

The Taiwan office was opened in 1988 and is located strategically in the Taipei World Trade Center. The Japan office, which was opened in 1991, is located in the government offices of Montana's sister state Kumamoto. As part of a reciprocity agreement with the Montana Department of Commerce, the Kumamoto government provides Montana with rent-free office space and subsidized government housing for the Montana trade representative.

Results:

- Worked with Japanese and Chinese media organizations to generate news and stories featuring Montana, garnering an equivalent of \$2,294,762 in paid media advertising in 2004
- The combined exports of Montana manufactured exports to Japan and Taiwan exceeded \$31.7 million dollars in 2003.
- Total bulk exports of Montana wheat exceeded \$272 million in 2003, and Japan and Taiwan consistently rank in the top five customers of Montana wheat and barley.
- Japanese and Chinese visitors to Montana had an estimated \$10 million in potential visitor spending in 2003

Made In Montana Program

The Made in Montana program is designed to provide a unique identity to value-added products made and/or grown in Montana through the application of labels to Montana products. The program encourages businesses that meet the program requirements to utilize the trademarked image on their products.

- Since the inception of the program in 1984, over 23 million Made In Montana & Grown In Montana labels have been sold.
- Value-added means: Montana residents who make a finished product that has been created, made, produced, or enhanced, in Montana resulting in a 50% or more added value product.

Objectives:

- Promote the sales of Made In Montana products by registering qualified companies and making available the trademarked Made In Montana and Grown In Montana labels through a private printing and sales contract
- Maintain an online directory, www.madeinmontanausa.com, that lists MIM/GIM products and offer a direct link to each business' web page.
- Cooperated with private sector initiatives to organize Made In Montana tradeshows

Results:

- In 2004, the Martz Administration implemented the privatization of the annual Made In Montana Food & Gift Show
- As of December 2004, 2,297 companies were registered to utilize the Made In Montana and Grown In Montana labels, and over 1,041 companies have opted to have their product descriptions listed on the Made In Montana Online Product Directory

TECHNICAL ASSISTANCE – ECONOMIC AND DEMOGRAPHIC INFORMATION

Since 1978, **The Census & Economic Information Center (CEIC)** has been the State of Montana's lead agency in the U.S. Census Bureau's federal-state cooperative State Data Center (SDC) and Business/Industry Data Center (BIDC) programs, and is a member of the U.S. Bureau of Economic Analysis (BEA) User Group.

- CEIC has been the official repository of Montana Census data for the past 25 years.
- CEIC's responsibilities under the **Memorandum of Agreement between the U.S. Bureau of the Census and the State of Montana**, include the coordination of a 29-member statewide affiliate network.
- CEIC's comprehensive web site, <http://ceic.commerce.state.mt.us>, allows clients to research and collect data in an easily accessible, accurate, and timely manner.

Objectives:

Provides individual client research services by

- Locating and providing data and information related to Montana's population, economics, businesses and other characteristics of the state
- Assisting clients in understanding data and data resources
- Providing other technical assistance and training in using CEIC data
- Cataloging, maintaining and updating both print and electronic data and reports in the CEIC library

Increases its data and information accessibility via Internet and Intranet applications by

- Providing 7-days/week, 24-hours/day access to the full range of Montana demographic and economic data via CEIC's web site <http://ceic.commerce.state.mt.us>
- Allowing users to retrieve pre-formatted tables of data and also retrieve the raw data for their analytical needs
- Allowing users to search geographically, examine the spatial relationship among the data, and graphically visualize the tabular information.
- Allowing users to access spatial data analytical tools and applications to integrate data from various sources

Provides geographic information system (GIS) capabilities by

- Assisting users to identify, acquire, and use data in a GIS
- Providing a clearinghouse of data from the U.S. Census Bureau and other agencies
- Providing technical assistance and workshops to develop GIS applications related to demographic and socioeconomic needs
- Creating demographic, economic and administrative maps for clients and Commerce staff who do not have GIS capabilities

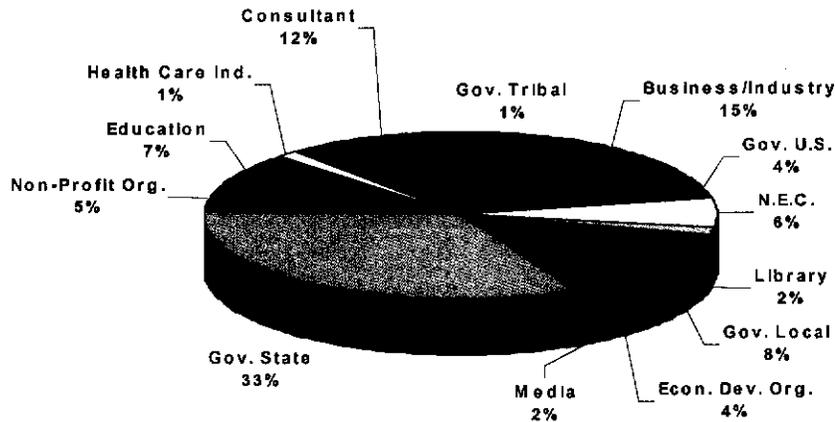
Provides specific training to the State Data Center Affiliate Network, other state agency employees, Commerce staff, various economic organizations and interest groups, and the general public.

Results:

Calendar year 2003 and (2004 – preliminary)

- 59 training workshops conducted for users of census and economic information including businesses, citizens, local governments, schools etc.
- 1,066 training participants
- 274,238 website visitors
- 2,355 data requests

**CLIENT REQUESTS
CENSUS AND ECONOMIC INFORMATION CENTER
MONTANA DEPARTMENT OF COMMERCE**



**ORIGIN OF REQUEST
JANUARY - DECEMBER 2003**



- Census 2000** [American Indian Data](#) | [Demographic/Community Profiles](#) | [Detailed Profiles](#)
[Basic Population & Housing Characteristics](#) (age, gender, race, households)
[County Population](#) | [City/Town Population](#) | [Equal Employment Opportunity \(EEO\)](#)
[Journey to Work](#) | [Migration Data](#) | [Montana Population](#) | [Reservation Population](#)
[Socioeconomic Characteristics](#) (income, poverty, education, detailed housing)
[School District Data](#) | [Urban/Rural](#)
- Demographics** [1990 Census](#) | [Estimates](#) (annual population, housing, income, poverty)
[Historical Population Data](#) | [Population Projections](#) | [State Rankings](#)
- Economics & Business** [BEA Employment & Income Data](#) | [Building Permits](#) | [Census of Agriculture](#)
[County Business Patterns](#) | [Economic Census](#) | [Employment & Unemployment](#)
[State Economic Profile](#) | [U.S. Census Bureau Economic & Business Data](#)
[Workforce Indicators](#)
- Maps & GIS Resources** [Census 2000 Maps and Geography](#) | [Data Maps](#) | [GIS Data](#)
[K-12 Resources](#) | [Montana GIS Coordination](#) | [Other GIS Links](#)
- Montana Facts** [BearFacts](#) (BEA Economic Profiles) | [County QuickFacts](#) | [Montana QuickFacts](#)
[Montana by the Numbers](#) (PDF file)

**Montana
Population
July 1, 2003
917,621
Rank 44th**

**LATEST
POPULATION
ESTIMATES**

**Montana
County
City/Town**



**Subject Index
A B C D E F G H I
J K L M N O P Q R
S T U V W X Y Z**



[About CEIC](#) | [CEIC FAQs](#) | [Contact CEIC](#) | [Related Links](#) | [Search](#) | [U.S. Census Bureau](#) | [What's New](#)

Census and Economic Information Center, Montana Department of Commerce
301 S. Park Avenue P.O. Box 200805, Helena, MT 59620-0505, (406) 841-2740
For comments or problems, please contact the Webmaster
[Privacy & Security Policy](#) | [Accessibility](#)