

MONTANA

AMBASSADORS

February 25, 2010 Board Meeting
Holiday Inn, Great Falls, MT

Time: 9:30am – 1:00pm
Room: Trigg Room

PRESENT: President Bill Johnston, Jeff Laverdiere, Dale Mahugh, Steve Holland, Ken Richardson, Tagen Vine, Jon Marchi, Lisa Perry, Melanie Shwarz, Joe Whittinghill (for Kirk VanAlstyne), Tennis Tennyson, Channing Hartelius, Tom McGree, Carl Kochman, Rick Edwards, Heather Bellamy, Evan Barrett and Bob Nystuen.

JOINING VIA CONFERENCE CALL: Carol Donaldson, Steve Anderson

GUESTS: Past Board Members Joe Michels and Liz Marchi; Shannon Hughes, Chris Ageson, and Jacques Koppel

1ST HONORARY MONTANA AMBASSADOR

Following introductions, Bill Johnston held up a photo in the Great Falls Tribune of Walter Breuning, 113, receiving the first ever Honorary Montana Ambassador Award. Channing Hartelius, who presented the award to Walter, said Walter was much honored to be recognized. The story was also covered by local television news stations.

APPROVAL OF MINUTES

Following a review of the October 16, 2009 minutes, President Bill Johnston requested a motion to approve. Carl Kochman so moved, Channing Hartelius seconded. All voted to approve.

FINANCIALS, 2010 BUDGET, INVESTMENT REPORT

Treasurer Jon Marchi reviewed the following Financial Reports:

Balance Sheet as of December 2009 \$61,918.32
Profit and Loss as of December 2009 \$22,269.12
Profit and Loss Budget v Actual 2009 231% of budget

Following questions and review of the 2010 Draft Budget, Carl Kochman moved to approve the budget. Jeff Laverdiere seconded the motion.

Budget Discussion:

The Arts Council budget item was discussed. In addition to the \$500 Arts Awards sponsorship, MT Ambassadors is expected to host Hometown Celebrations for each award winner. This task falls to the Chapter Vice Presidents if an award winner is from their community. The Arts Council contributes \$1,000 toward each celebration. It was suggested that Montana Ambassadors place in the budget \$1,000 to assist with the expenses in each community for this year's winners. Hometown Celebrations will be held in Bozeman, Billings and Missoula.

The motion was amended to include \$3,000 for the Arts Awards and to be made part of the Annual Budget with the total not to exceed \$6,000 in a two year period.

All voted to approve the amended motion and all approved the revised 2010 Budget.

Jon Marchi provided an update on Montana Ambassador's investment portfolio. Jon recommended using funds from the \$39,000 cash balance to purchase an additional 200 shares of MDU stock at \$20 per share for approximately \$4,000 plus purchase a new stock, NorthWestern Energy. Jon said the current yield of NorthWestern Energy stock is over 5% and recommended purchasing 200 shares at \$25 per share for approximately \$5,000. Channing Hartelius moved to make the stock purchase; Carl Kochman seconded the motion. All voted in favor with Rick Edwards, Heather Bellamy and Dale Mahugh abstaining.

Rick Edwards moved to accept the financial reports in total. Dale Mahugh seconded the motion; all voted to approve.

MEMBERSHIP REPORT AND APPROVAL OF NEW MEMBERS

Gloria reported membership dues has been received from just over half of the membership. Forty-three individuals are lifetime members and no longer pay dues, 86 pay \$225 per year with eight paying the retiree rate of \$55. There are about 18 members who are waived from paying dues such as past governors and at-large members. Carl Kochman moved to approve the Membership Report; Rick Edwards seconded the motion. All voted to approve.

Two applications were reviewed for membership to the Montana Ambassadors: Cal Oraw, Cal Oraw Insurance, Sidney, Montana and Bob Rowe, President and CEO, NorthWestern Energy, Butte, Montana. As Rick Edwards signed off as a supporter for both applicants, Rick shared with the board the benefits both of these individuals would bring to the organization.

Channing Hartelius moved to accept Cal Oraw and Bob Rowe as members of Montana Ambassadors; Dale Mahugh seconded the motion. All voted in favor.

CONTRACT RENEWAL WITH MEDS

The board went into Executive Session to discuss the renewal of its two year contract with Montana Economic Development Services.

The board discussed the need for continuation of effort after the contract for services with the Governor's Office of Economic Development expires on June 30, 2010. This would require the Ambassadors funding the portion of the Coordinator's salary previously paid for through GOED effective July 1, 2010. This action would increase the cost to the Ambassadors in the amount of \$250 per month starting July 1, 2010 and run the length of the contract with Montana Economic Development Services. The board also discussed an additional one-time only payment to the coordinator to recognize her efforts towards realizing a strong financial year in 2009. Board member Channing Hartelius moved and Carl Kochman seconded that the Coordinator's salary remain constant at \$1,350 after June 30, 2010 for the two years of her contract. In addition, an additional one-time only payment of \$1,000 will be presented to the coordinator in recognition of the strong financial performance of the Montana Ambassadors in 2009. Vote passed with one opposed and one abstaining from the vote. The board further directed the Treasurer to work with the Coordinator to adjust the budget to reflect this motion. Submitted by Bill Johnston

RACE TO THE TOP REQUEST

Dan Villa, Education Policy Advisor for Governor Schweitzer presented to the board regarding a grant proposal called Race to the Top. Dan explained the grant would allow for:

- Continuing work on a seamless education reform process for the state including expanding dual enrollment, dual credit and concurrent enrollment opportunities between K-12 schools and higher education colleges and institutions;
- Implementing more robust distance learning programs, integrating math and science, especially curriculum centered on renewable energy into all content areas and
- Turning around Montana's lowest performing schools.

Dan requested \$5,000 from Montana Ambassadors to hire private grant writers to apply for these funds which are part of the ARRA. Dan is approaching other organizations to raise approximately \$100,000 and at the same time create a truly public/private partnership.

Following a brief discussion the board thanked Dan for his presentation and will vote on the request in the near future.

REVIEW OF ANNUAL CONFERENCE AGENDA

Channing Hartelius, Conference Chair, reviewed the 2010 Annual Meeting and Conference agenda with the board. About 120 are expected to be in attendance with 13 sponsors contributing \$500 each. Channing thanked the Agenda Committee for their hard work as well as the Chapter Vice Presidents for their support.

GOED/INNOVATE MONTANA MARKETING PROEJCT

Jacques Koppel and Melanie Schwarz gave a presentation on the Governor's Office Marketing Plan now called GOED/Innovate Montana Marketing Plan. Several Montana Ambassadors have been involved in the planning and concept of the new project. The overall goal is to create a strong web presence for the Governor's Office of Economic Development (GOED) to attract a new generation of entrepreneurs and young professionals to Montana.

Building on the "Come Home Montana" concept, this web initiative will not only be an effort to attract Montana natives who have left the state, but also young professionals/entrepreneurs nationally. In addition, the site will be a contact point for those already working and living in Montana to connect with entrepreneurs outside of the state. In essence, the website will build a bridge between entrepreneurs that live here to those that would like to live and work in Montana.

The Montana Ambassadors will play a role in providing content to the site, for example, using the Business Open to make business connections for Montana, promoting chapter outreach activities and promoting the business plan competition.

OUTREACH UPDATE – Ken Richardson, Bill Johnston, Joe Whittinghill Reporting
Ken Richardson reported the cut in the Governor's travel budget is having an effect on Montana Ambassador Outreach activities as travel to cities outside of Montana, such as Seattle and San Francisco is limited. Evan Barrett suggested identifying a trip in which the Governor would already be in Washington or California and make the best use of travel dollars for a chapter visit. Minneapolis is also on the outreach list; Channing Hartelius added Phoenix as a potential chapter.

Joe Whittinghill reported the Pacific Northwest (PNW) Chapter continues to meet. The Speaker Series is conducted at least twice per year. In the past, prominent CEO's from Montana have traveled to Seattle to make presentations regarding business opportunities. The next speaker may be Sen. Max Baucus to speak on health care issues. In addition, the PNW Chapter is ready to share its model with other cities interested in building chapters. Joe said he is especially excited about the new Innovate Montana website because PNW has needed a place to push business owners/entrepreneurs toward.

ELECTION OF BOARD MEMBERS AND OFFICERS

Rick Edwards, Chair of the Nominating Committee, submitted the following list of board and officers for approval by the Board:

Officers and Executive Board:

Past President—Bill Johnston
President—Channing Hartelius
1st Vice President—Carl Kochman
2nd Vice President—Jeff Laverdiere
Secretary—Tony Preite
Treasurer—Jon Marchi
Governor's Office Liaison—Evan Barrett

Directors:

Steve Anderson, Bigfork
Steve Holland, Bozeman
Carol Donaldson, Billings
Robert Bargatze, Bozeman
Tagen Vine, Kalispell
Rick Edwards, Butte
Bob Nystuen, Kalispell
Lisa Perry, Billings
John O'Donnell, Bozeman
Ken Richardson, Missoula

Chapter Vice Presidents

Heather Bellamy, Bozeman
Melanie Schwarz, Billings
Dale Mahugh, Butte
Tenis Tennyson, Great Falls
Tom McGree, Helena
Jeannie Luckey, Kalispell
Tyler Disburg, Missoula
Lynda Colucci, San Francisco/Bay Area
Kirk Van Alstyne, Seattle, Pacific Northwest
Craig Herbert, Sidney/Glasgow

Rick explained that due to a heavy work load this year, Carl Kochman requested Channing Hartelius step up as President and Carl remain as 1st Vice President. Tagen Vine moved to accept the slate of officers and board members as proposed by the Nominating Committee. Melanie Schwarz seconded the motion. All voted in favor. It was noted the board is seeking more diversification among the membership as well as for those serving on the board.

APPROVAL OF 2010 CALENDAR

A draft 2010 Montana Ambassador Calendar was reviewed by the board. Channing Hartelius asked the calendar to be placed on the next Executive Committee agenda for discussion. Regarding the fall board meeting and social, it was suggested a date be found in which both the Griz and Cats are playing away games so that more could attend an event at Carroll.

2010 ECONOMIC SUMMIT

Senator Max Baucus is holding an economic summit September 13th and 14th, in Butte. Montana Ambassadors are on the volunteer list to assist with the event in ways yet to be determined. The summit would be a perfect opportunity for strengthening outreach efforts with major business executives from

around the globe in attendance as well as recruiting members to the organization. Assignments for particular outreach efforts could be made at the August board meeting. The Montana Ambassadors could consider a reception for Sunday evening concurrent with the VIP dinner on Sunday evening, September 12th.

GOALS, OBJECTIVES AND COMMITTEE ASSIGNMENTS

As Incoming President, Channing Hartelius said he would work on goals and objectives for his term as well as consider committee assignments.

GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT (GOED) REPORT – Evan Barrett

Evan Barrett, Chief Business Officer, GOED, provided an update on budget cuts proposed within the Governor's Budget. Evan also discussed key economic development programs which received an extension on their sunset in the last legislative session until 2019. Evan expects the funding for these programs to be targeted in the 2011 session. Some of the programs involved include SBDC, SBIR, Research and Commercialization, CRDCs, Growth through Agriculture, Montana Cooperative Development, MMEC, etc. Evan said it may be necessary to shift funds among these programs as some are well funded and others are hurting.

2010 BUSINESS OPEN COMMITTEE

Dale Mahugh and Heather Bellamy, Co-Chairs for the Business Open reported the registration form is now ready for this year's tournament. Dale said he had been in touch with the new Director of Golf at the Old Works Course in Anaconda, and prices should be the same as last year. Dale will announce pre-registration incentives during the conference. Jeff Laverdiere, Grouse Mountain Lodge, generously offered a night's lodging package for two for the pre-registration drawing. A second prize will be offered as well involving a reduction in registration fees for that individual. The 2010 Business Open will for the first time include handicaps in the scoring.

CONFLICT OF INTEREST POLICY

The board was asked to review and approve a Conflict of Interest Policy. New 990 forms are requiring documentation of governance policies for nonprofits. Carl Kochman moved to approve the policy; Tagen Vine seconded the motion. All voted to approve. Board members present signed the document.

CHAPTER UPDATES AND REPORTS

- Pacific Northwest : Please see Outreach Report above. Kirk Van Alstyne is the current Chapter Vice President.
- Billings: Melanie Schwarz is the new Chapter Vice President. Joe Michels was thanked for his years of service to the Montana Ambassador board and serving as the Billings Chapter V.P..
- Helena: Tom McGree is the new Chapter Vice President.
- Bozeman: Heather Bellamy said the date for the Hometown Celebration for the Bozeman award winners is May 27th. Heather is seeking help from the Bozeman Chapter members for the event.
- Kalispell: Tagen Vine reported on the Kalispell Chapter meetings and thanked Carl Kochman for making a presentation to the group.
- Butte: Dale Mahugh reported the Butte Chapter continues to meet and plans to be of service during the 2010 Economic Summit in September.
- Great Falls: Tennis Tennyson was welcomed as the new Chapter V.P. for Great Falls.
- Sidney/Glasgow: Craig Herbert is now located in Glasgow. Craig told Gloria he plans to continue to be involved with Montana Ambassadors.
- Bay Area: Keynote speakers from NaturEner visited the Montana Ambassador website and noticed the formation of the Bay Area Chapter. Ben Fernandez and Jose Seara want to meet with Lynda Colucci during the conference to learn how they can become involved in this effort.
- Missoula: Ken Richardson reported Tagen Vine is planning the Hometown Arts Celebration - scheduled for Monday, March 15 at the Missoula Art Museum, honoring Amy Ragsdale and Pat Williams.

ADJOURNMENT

With no further business, the meeting was adjourned.