



VISION – To achieve excellence in community leadership and growth
MISSION – To develop a strong business climate and vibrant economy
by serving the community in a leadership role thereby enhancing the quality of life.

Board of Directors Meeting

Monday, December 19, 2016

Western Heritage Center

Please advise the Board Chair of any potential conflict of interest with an agenda item prior to the start of the Board meeting.

- 3:00 p.m. **I. CALL TO ORDER, INTRODUCTIONS**—Bill Cole, Chair
1. Thank you Dr. Mark Nook for your service to our community
 2. Invited guests: Commissioner-Elect Denis Pitman, ACT Co-Chair Karen Fagg, Airport Director Kevin Ploehn, Chamber Staff
 3. Member Spotlight: Western Heritage Center—Kevin Kooistra (5 minutes)
- II. ORGANIZATIONAL BUSINESS**
4. ACTION: (Consent Agenda) – Minutes, pages 3-4; Financial Update (Finance Committee recommends approval), pages 5-8; SEMT Administration Budget, page 9; Member Report, page 10
 5. ACTION: June 30, 2016 Financial Statement Audit & IRS Form 990 presentation by Stefeni Freese, Anderson Zurmuehlen (Finance Committee recommends approval), attached separately
- 3:15 p.m. **III. BOARD ACTION & STRATEGIC INITIATIVES**
6. INFORMATION/DISCUSSION: Legislative Items
 - a. Large Chambers Joint Policy Papers, pages 11-14 —John
 - b. Local Option Authority Update—Brian/Karen/Dan
 - i. New Supporters (Montana Chamber, Bozeman City Council, Billings City Council, Bozeman Chamber)
 - ii. Potential Bill Sponsor
 - iii. City, County, Big Sky EDC—John
- 3:45 p.m. 6. DISCUSSION: Air Service Update—Dr Gibb/Kevin Ploehn
Members of the Air Service committee will provide an update on recent airline meeting (United, Delta, Alaska/Horizon); discuss airport facilities enhancements and marketing efforts targeting air travel.
- 4:00 p.m. **IV. REPORTS, ACTIVITIES, AND ANNOUNCEMENTS**
6. Executive Committee- Bill Cole
 - a. Board Approved Policies, attached separately (No Action Required)
 7. CEO & Staff Reports
 - a. CEO Report: BillingsNOW, YKIS—John
 - b. COO Update:—Jennifer

- c. VisitBillings: TBID Renewal Process—Alex/Mike Nelson
- 8. Partner Updates (City, Big Sky ED, Billings TBID, SEMT, Cultural Partners/Downtown, SD#2)
- 9. Upcoming Events
 - a. Business After Hours – January 11, Wise Wonders Children’s Museum
 - b. Ag Banquet – January 20, Metra
 - c. Board Meeting – January 23, Billings Chamber
 - d. Business After Hours – February 8, Hilton Garden Inn

ADJOURN AT 4:30 TO TOAST DR. NOOK AND TOUR THE YELLOWSTONE KELLY EXHIBIT





Board of Directors Meeting

Monday, November 21, 2016

Board Members Present: Brian Brown, Kris Carpenter, Bill Cole, Tom Day, Patrice Elliott, Dr. Randy Gibb, Ginny Hart, Casey McGowan, Lenette Kosovich, Nichole Mehling-Miles, Mark Nook, Julie Seedhouse, Dave Worstell

Board Members Absent: Chris Dimock, Mike Nelson, Lisa Perry, Ray Rigdon, Jeff Walters

Ex-Officio Members Present: Terry Bouck, Tina Volek, Lisa Harmon

Ex-Officio Members Absent: Steve Arveschoug

Staff Present: John Brewer, Jennifer Reiser, Alex Tyson, Daniel Brooks

Others: Doug Miles, Robyn Driscoll

Bill Cole called the meeting to order at 3:04 pm at the Billings Chamber of Commerce and introduced and member spotlight, Doug Miles with KULR8.

ORGANIZATIONAL BUSINESS

Approval of Chamber/CVB Minutes, Financial Report, Membership Report

Bill Cole asked for approval of the October 17, 2016 Board meeting minutes, Financial Report, and Membership Reports. Mark Nook motioned for approval of the consent agenda; Brian Brown seconded; Motion carried.

Horizons 2025 Chamber of the Future

Communications and Technology section postponed to future meeting.

BOARD ACTION & STRATEGIC INITIATIVES

Tourism BID Renewal

With an October 2017 sunset, staff is working with stakeholders to gather the necessary support to provide continued uninterrupted funding.

Holiday & Winter Travel

Kelly reviewed the leisure marketing campaigns for summer and fall, along with upcoming winter regional and national campaigns focused on considering Billings as a viable winter destination.

ACT Update

The Authorize Community Transformation (local option authority bill) support is growing with recent support from Billings Clinic. Dan reviewed the updated concepts. Currently seeking support of the Big Sky Economic Development Board and the Billings City Council.

REPORTS, ACTIVITIES, AND ANNOUNCEMENTS

Reports were included in the board packet.

CEO Report

John reported that the Air Service Committee is conducting airline visits. Conversations with United Airlines focus on extended service with a goal of daily service to Chicago. There is also a potential opportunity to partner with

them on a new service launch. With Delta, we'd like to be on their radar for service to Atlanta. Alaska Airlines is exploring a direct flight to Boise that would continue to southern California.

The Trails Committee is continuing to work with Wester Sugar on easements. They are doing the first phase of dirt work at Yellowstone Kelly Interpretive Site. New donations are coming in, as there is still money needed for paving the parking lot and trail development. Bill Cole reported that John Brewer has signed a two year employment agreement. John Brewer provided an overview of the various revenue Sources the Chamber manages.

Alex shared that NAIA sponsorship opportunities are available and TBID is currently exploring a sports facility feasibility study.

Jennifer reported that the 2017 Chamber international trip will be to Ireland in November 2017. NextGEN had a successful Quarters event. Jennifer thanked those at the meeting for their work in coordinating and presenting. Small Business Saturday had 59 retail participants this year. Tickets for the Ag Banquet (January 20, 2017) and the Chamber Breakfast (March 30, 2017) are on sale through Metra.

Partner Updates

Big Sky ED – no report

City of Billings –no report.

Cultural Partners/Downtown – Lisa reported that the City Council has agreed to stay in contact with developers regarding One Big sky Center. They are working on two plans concurrently addressing FAQ's regarding public amenities as well as TIF funding/effect on existing businesses. DBA & BSED are working together to do a TIF Lunch & Learn. The DBA is also working on their strategic plan development.

SD#2 – no report.

SEMT – no report.

TBID – no report

Meeting adjourned at 4:51 pm.

Submitted by Jennifer Reiser



Finance Committee Minutes

Monday, November 28, 2016

Committee Members Present: Kris Carpenter, Chris Dimock, Patrice Elliott, Lenette Kosovich, Mark Nook, Emily Petroff

Staff Present: John Brewer, Jennifer Reiser, Megan Stevenson

Approval of Minutes

Patrice Elliott asked for approval of the September 2016 Finance Committee meeting minutes. Motion to approve was seconded and approved.

6/30/2016 Financial Statement Audit Presentation

Stefeni Freese of Anderson Zurmuehlen (AZ) presented the June 30, 2016 reviewed Financial Statements. Stefeni stated that the biggest change this year compared to the previous year is that an audit was performed.

The Committee noted that they would like to see the Board Restricted Reserve account separately identified on the "Statement of Financial Position". Megan will work with AZ on this recommended change.

Chris Dimock motioned for a "do pass" recommendation on the financials as discussed to the full board; Mark Nook seconded; Motion carried.

6/30/2016 IRS Form 990 and 990-T

Kendra Freeck of Anderson Zurmuehlen presented the June 30, 2016 IRS Forms 990 and 990T. Kendra asked the committee to review the checklist of disclosures on Section A, Part VI concerning the Governing Body and Management of the tax return. The Form 990-T is required due to the unrelated business income of more than \$1,000 from the advertising revenue received for the LiNK magazine.

Chris Dimock motioned for a "do pass" recommendation to the full board; Mark Nook seconded; Motion carried.

The reviewed financial statements and tax returns will be provided to the full board for their review. Anderson Zurmuehlen will present to the board at the December 19th meeting.

October 2016 Financial Statements

Megan Stevenson presented the October 2016 financial reports. The financial statements were approved by the Board at the November 19th meeting. No action needed.

SEMT Admin Budget

John presented the Southeast Montana Administration Budget adjustments. The Southeast Montana Administrative budget is based upon the allowable 20% for new lodging tax collections. Due to decreased lodging tax dollars in the region and rollover funds held at the state budget adjustments will need to be made to the administrative side.

Mark Nook motioned for a “do pass” recommendation on the Southeast Montana Budget adjustments as presented; Kris Carpenter seconded; Motion carried.

Overtime Rule – Chamber Implications

Jennifer Reiser gave an update on the Department of Labor Overtime Rule that was to go into effect on December 1st but temporary put on hold by a nationwide injunction. If the salary levels for the overtime rule do not change based upon the current proposal, five positions will be impacted and hours will need to be tracked and one position’s salary will be increased to the required level. Staff will continue to monitor the progress on this ruling.

Bank Reconciliation Review

September and October bank reconciliations for the Chamber checking, Chamber savings, CVB checking and CVB savings accounts were reviewed. No concerns were found.

Monthly Journal Entry Review

September and October monthly journal entries and supporting documentation were reviewed. No concerns were found.

Next Meeting – January 24, 2017.

Meeting Adjourned.

Billings Chamber Board of Directors

Variance Report

For month ending November 30, 2016

Revenue over expenses is \$9,501 over budget.

Revenue is \$12,066 under budget due to the following variances:

- Membership Dues are \$1,477 over budget. The increase in new member sales of \$12,259 is offset by the increase of \$5,059 in membership cancellations and decrease in membership migration of \$6,296.
- Advertising is \$1,585 under budget from Link.
- Membership Events are \$12,420 under budget:
 - Annual Meeting is \$4,090 under budget from anticipated Business Expo booth fees.
 - Business After Hours is \$1,925 over budget from early collection of sponsorship revenue. VIP cards and attendance revenue paid at the door.
 - Leadership Billings is under budget \$5,400 from smaller class registration.
 - Leadership Billings Alumni is under budget \$2,750 due to timing of event.
 - NextGen Revenue is \$5,200 under budget in events and program/event sponsors.
- Strategic Priority Revenue is over budget \$273 for Yellowstone Kelly opportunity funds.
- TBID Revenue is \$1,033 under budget from staffing changes. Revenue received from TBID is strictly a payroll reimbursement
- Other Revenue is \$1,322 over budget from the Legislative Reception sponsorships. Public Policy manual sponsor and the optional 10% voluntary contribution for legislative support are under budget.

Expenses are \$21,567 under budget.

- Membership Expenses are \$9,941 under budget.
 - Marketing expenses are \$5,825 under budget from Printed Communications (Strategic Plan) and website development/maintenance.
 - Membership Event expenses are under budget \$5,084 from:
 - Annual Meeting is under budget \$2,772. Savings from the budgeted speaker fees helped offset the increase in meals and AV/Sound.
 - Monthly Luncheon is under budget \$1,225 for the Air Service luncheon. *Staff has contacted the Big Sky EDA regarding the Chamber's respective portion.*
 - NextGen is under budget \$1,433 from timing of expenses for events.
 - Membership Sales Expenses are \$968 over budget:
 - Postage is under budget \$455.
 - Professional Meetings is over budget \$1,683. Incumbent Worker Training funds were budgeted to help reimburse the costs for 1 membership staff to attend ACCE. As of this year, the state has changed their rules for reimbursement and will no longer fund for any conventions, conference, expo or summit. Staff will continue to see if any of their professional training classes will qualify for reimbursement.
- Business Advocacy Expenses is \$7,486 under budget from meeting expenses and printing for the Public Policy manual.
- Strategic Priority Expenses are \$1,159 over budget from Yellowstone Kelly.
- Payroll Expenses are \$2,467 under budget from staffing changes.
- Building Expenses are \$2,486 under budget from property insurance and anticipated repairs with Air Controls.
- General Administrative Expenses are \$346 under budget from Office Supplies, Meeting Expenses and Recognition/Appreciation.

**BILLINGS CHAMBER OF COMMERCE
OPERATING RESULTS
NOVEMBER 2016**

---CURRENT MONTH---			---FISCAL YEAR TO DATE---		---Prior YTD---
ACTUAL	BUDGET		ACTUAL	BUDGET	2015-2016
REVENUE					
52,694	62,603	MEMBERSHIP DUES	265,327	263,850	231,575
18,600	18,750	CHAMBER CVB ADMIN REVENUE	37,400	37,500	35,800
-	-	CHAMBER CVB OTHER REVENUE	-	-	-
19,655	21,475	MEMBERSHIP EVENTS	186,480	198,900	169,115
4,240	6,000	AD SALES	10,415	12,000	11,210
-	-	STRATEGIC PRIORITY	31,523	31,250	7,745
27,422	27,877	TBID REIMBURSEMENTS	157,080	158,113	137,692
13,732	8,020	ALL OTHER REVENUE	16,422	15,100	3,047
136,344	144,725	TOTAL REVENUE	704,647	716,713	596,184
EXPENSES					
-	-	CONVENTION & VISITOR'S BUREAU	-	-	-
23,248	25,348	MEMBERSHIP	75,169	85,110	58,614
887	6,308	BUSINESS ADVOCACY	5,229	12,715	3,414
4,046	5,000	STRATEGIC PRIORITY	28,159	27,000	23,629
81,451	85,379	PAYROLL & RELATED COSTS	459,668	462,135	435,048
10,522	10,812	BUILDING & RELATED COSTS	27,874	30,360	47,204
10,204	8,958	GENERAL ADMINISTRATION	54,095	54,441	47,437
130,358	141,805	TOTAL EXPENSES	650,194	671,761	615,345
\$5,985	\$2,920	NET REVENUE (EXPENSES)	\$54,453	\$44,952	(\$19,161)

	Current Month	Last Month	Last Year
CASH:			
UNRESTRICTED	\$66,306	\$59,290	\$40,448
MONEY MARKET ACCOUNT	\$91,899	\$91,876	\$42,210
RESTRICTED:			
YELLOWSTONE KELLY	\$8,122	\$9,306	\$961
TRAILS	\$9,085	\$9,085	\$4,062
TOTAL	\$175,411	\$169,556	\$87,681

Fiscal Year Ends June 30, 2017

Line of Credit Balance 0

Billings Chamber of Commerce
Southeast Montana Administrative Contract
July 1, 2016 - June 30, 2017

Expense Description	Approved Budget	Adjustments	Revised Budget
Chamber Admin for office/personnel <i>(Mgmt Contract, Rent)</i>	84,800		84,800
Auditor/990s	7,100		7,100
Accountant	13,400		13,400
Postage	700	(200)	500
MTS Mailing Services	-		0
Mileage (in region/state)	5,000	(2,000)	3,000
Accommodations (in region/state/education)	2,000	(1,000)	1,000
Misc Meeting/Travel Exp	700		700
Bank Charges	225		225
Copier Lease and Maintenance	1,500		1,500
Office Phone	1,700		1,700
Office Supplies	500		500
Coffee/Misc for Board Meetings	500		500
Cell Phone Fees	1,405	(205)	1,200
Liability	1,025		1,025
D&O Insurance	450		450
Partners Handouts	2,000	(500)	1,500
Printing of Newsletter 4x	3,000	(1,500)	1,500
Partners Web Site	2,000	(500)	1,500
Computers/Maintenance/Software/Cloud	3,200	(1,300)	1,900
Legal fees	1,000		1,000
Stationary Package	1,000	(1,000)	0
Professional Training	2,000	(2,000)	0
Board Travel (TAC, Gov Conf)	3,000	(2,000)	1,000
Misc - Office, Signage, Etc.	2,595	(2,595)	0
Total Administrative Contract	140,800	(14,800)	126,000
Projected Revenue	591,000		575,000
Rollover from MOTBD	113,000		55,000
Total Revenue	704,000		630,000
SEMT Admin - 20%	140,800		126,000

**Membership Report
For the Month December 2016
As of: December 7, 2016**

		2016-2017			2015-2016	2016-17
	Count	Dollars		Count	Dollars	Count
						Year To Date
	1,253	\$769,406.00		1,179	\$687,058.00	
New Members	13	6,409.00		13	5,775.00	81
Cancellations	(20)	(9,507.00)		(10)	(3,995.00)	(65)
***Dues Adjustments		1,661.00			8,137.00	
** Reinstatements	3	1,756.00		2	1,050.00	
Ending Balance	1,249	\$769,725.00		1,184	\$698,025.00	

Dropped Members

Closed

3 Brothers Bistro at the Alpine
The Komposition LLC

Lack of Time

ACES
Camera Cottage

No Response

A&K Insurance of Montana
Aire Serv of Billings
BAM-Billings Advertising & Marketing
Carmike Cinemas Wynnsonong 10
Carmike Cinemas Shiloh 14
Division Mortgage Group, Inc.
GTUIT, LLC
Heights Car Care
New World Enterprises
Starbucks – 24th St.
Starbucks – Grand Ave.
UPS

No Value

Billings Real Estate Professionals
Cajun Phatty's
Christian Brothers Automotive

Sold

Prohibition, LLC

New Members

Comfort Suites
Billings Carpet Cleaning & Water Damage Restoration
Klein Group Montana Realty
Last Chance Pub & Cider Mill
Laurel Health & Rehab
Mint Smartwash
Montana Audubon Center
The Annex, Coffeehouse & Bakery
The Coffee Tavern
The Ski Station, LLC
Total Eyecare, PC
Turley Dental Care - Shiloh

Dues Adjustment

November \$1,344
Turley Dental Care \$289
Popeye's Louisiana Kitchen \$28

Reinstatement

Epcon Sign Co. \$695
Fieldhouse Café \$675
Spring Creek Landscape Company \$386

90+ Days Past Due

ABM On-Site Services
B-Fit
Big Sky Resort
BlueLine Engineering
Commons 1882
Cornerstone Financial Associates, LLC
ICT Matters
Industrial Communications & Electronics
Invisage Consulting
Irrigation Services
Shiloh Automotive
Twisted Spoke Cycles & Apparel
Total \$3,800.50

60+ Days Past Due

Amusement Services
BalanceDiet
Beartooth Design Co.
Better Business Bureau
Billings Community Band
Blanco & Blanco, Inc.
Blinc. Beauty Bar
Brown's Auto Service, Inc.
Buffalo Jump Sip & Paint
Bumps 'n Bundles
Century 21 – Wayne Wilcox
Dos Machos
ESP Wellness
J&R Enterprises
Jefferson Lines
Keller Williams – Jeanette Busony
Montana Tire Distributor
Paragon Meeting Solutions, Inc.

60+ Days Past Due cont'd...

Prince Party Productions
Rockets Gourmet Wraps & Sodas
Southern Montana Sugar Beet Growers
The Nail Institute
Thomas Smile Designs
Tumbleweed Runaway Program
UMI Steakhouse and Sushi Bar
Yellowstone Coffee and Canvas LLC
Total \$9,007.17

30+ Days Past Due

3 North Bar & Grill
Adore Salon & Spa
Angela L. Stiller Insurance
Arrow Solutions Group
Billings Oral Surgery
Billings Tech Guys
Blues BBQ
Border States
Byo-Safe Environment
Canyon Creek-Memory Care
Century 21 – Wayne Wilcox
Creative World Model & Talent Agency
Eagle Cliff Healthcare
George Andrikopoulos State Farm
Mental Health Center
Montana Fun Adventures Tours
Noodles O'Brien
NorthWestern Energy
Outback Steakhouse
Red Lodge Mountain Resort
Tea City & Cupcakes
TimeSquare Furniture & Mattress
TruGreen
Waddell & Reed - Brian Lethert
Yellowstone Cellars & Winery
Total \$11,367.67

The positions shown in this document have NOT YET been approved by the seven chambers listed below. Each chamber has other positions approved by their boards that may encompass other issues. This document is for the joint lobbying efforts of these seven chambers who represent a combined membership totaling approximately 5,500 businesses.

Coalition of Montana Chambers – 2017
Joint Position Papers
Endorsing Chambers: Billings, Bozeman, Butte, Great Falls,
Helena, Kalispell, and Missoula

TAXES

Accommodations Tax - The Chambers oppose any bill, which attempts to de-earmark or diminish the tourism promotion fund.

Tourism BID - The Chambers support the current law as written and passed in the 2007 session. It allows for Tourism Business Improvement Districts that enable communities to widen and increase their ability to tailor a comprehensive tourism promotion program for their community. The Chambers oppose any attempt to modify the TBID enabling law.

Business Equipment Tax - The Chambers support continuing reduction and elimination of the business equipment (personal property) tax as a part of a statewide tax reform package

Income Tax - The Chambers believe Montana's income tax should be based on federal taxable income, rather than federal adjusted gross income. Montana's tax should be competitive with that of surrounding states. The Chambers continue to support the Montana Endowment Tax Credit..

Corporate Tax Records - The Chambers strongly believe that corporate and individual income tax records should only be viewed by employees of the Department of Revenue and oppose any exchange of this information among state agencies.

Capital Gains - The Chambers support legislative efforts to reduce the Montana tax rate on capital gains.

Coal Trust - The Chambers support continued use of Coal Tax Trust Funds for economic development of our state. One example is to fund revolving loan funds for expansion and growth of established businesses. The Chambers recommend maintaining the current funding formula.

Big Box Tax

The Chambers are opposed to a progressive receipts tax (Big Box Tax) and are also opposed to a gross receipts tax.

Realty Transfer Tax

The Chambers oppose the creation of a realty transfer tax.

LABOR AND EMPLOYMENT

Minimum Wage

The Chambers do not support the annual raise based on a CPI (Cost Price Index) based outside of Montana. We do support including a tip credit.

Living Wage

The Chambers believe in the ability of market forces to set wages and benefit levels. We encourage workers to further job skill levels to increase value in the workplace and increase their salary levels. We oppose mandated increases in the minimum work age level or the creation of livable wage legislation.

Workers Compensation

The Chambers support the exclusive remedy doctrine for workplace injuries with the inherent trade off of legislative benefits for the injured worker without having to prove negligence.

The Chambers support continued broad reform as necessary to make Montana more competitive with other states.

Termination/References

The Chambers support legislation that clearly defines proper and improper terminations, the function of probation in employment, and the legal liability for an employer or employee who breaks these rules.

We believe that employers should be able to exchange previous work experience without risk of liability, doing so in good faith and reasonable, with either the potential employer or the previous employer.

ECONOMIC DEVELOPMENT

Infrastructure

The Chambers support legislation that will help fund updates and expansion of our infrastructure to accommodate new and expanding businesses and industry which in return will help to create sustainable jobs.

Natural Resources

The Chambers support responsible development and exportation of natural resources for economic growth, including logging, mining, oil, and gas to grow and enhance Montana's economy.

The Chambers recognize that pipelines carry Montana's natural resources to markets. Construction of pipelines across Montana will provide jobs, transfer stations, and add to the overall tax base in Montana

The Chambers recognize the economic benefits of coal development and railroads in the State of Montana and the contributions the coal industry makes to our state and local economies. Railroads provide crucial service to domestic and international markets for Montana's petroleum, manufacturing, timber, farming, mining, and coal industries. Railroads provide employment, purchase local goods and services, invest in infrastructure and pay taxes that support state and local government.

Water Rights

The Chambers recognize that water is vital for new and existing industry, expanding cities and towns, agriculture, energy production, firefighting, recreation and a healthy environment. The quality and quantity of Montana's water must be protected to meet the State's multiple needs. The Chambers support legislation that protects current water users while allowing for reasonable and timely review of applications for new water uses, including transfers of water from historical uses to new uses. The Chambers support the use of exempt wells.

Energy:

The Chambers support responsible, diverse, affordable, and sustainable energy production.

Housing/Land Use:

The Chambers support the housing industry, the jobs this industry creates and the affordable workforce housing this industry provides to Montana's growing communities. The Chambers

support streamlining governmental review of subdivisions and permitting to enable the private sector to continue to provide safe and affordable workforce housing.

The Chambers note that the mitigation of agricultural land without considering the relationship between our agricultural producers and our growing cities is unfair to both interests. The Chambers support clarifying language that would protect the economic interests of our cities and our agricultural producers.

EDUCATION

K-12 EDUCATION

The Chambers support business involvement in all aspects of public education, and partnering with public education at all levels. Specifically, we support expansion of vocational training opportunities. Further, the Chambers support funding education on a formula that will benefit small and large school districts. We feel that funding should be based on current ANB count, either actual or estimated.

We support a basic entitlement that distributes funds on either a per school building or on a per pupil basis. The Chambers also support local control of the expenditure of funds and curriculum content. We encourage business involvement in all aspects of public education, including business partnering with public education at all levels. We also support funding for students who turn 19 and are still in school as well as raising the dropout age from 16 to 18. The business community is a stakeholder in the quality of public education. Public education has the responsibility to prepare well-educated graduates who are ready to continue their education or enter the workforce. Finally, we support efforts to increase graduation rates from our public schools.

HIGHER EDUCATION

The Chambers support funding for a quality, affordable Higher Education System. This support includes continuation of a formal long-range capital building plan and funding for the higher education system. We also support modification of incentive programs to allow units to retain monies generated from research efforts and administrative savings. Finally, we support efforts to keep tuition affordable for Montana residents/students.

The Chambers support an effective, accessible, and affordable workforce education and training system. The two year colleges play a critical role in this effort. Montana's 2-year colleges are lagging behind obtaining state funding for major upgrades and modernization to help meet tightening skilled labor needs, both regionally and throughout Montana. The Chambers believe that new facilities offering additional post-secondary workforce training and taking its equal place in the statewide 2-year post-secondary system is absolutely critical for our business community's economy as well as our current and future workforce.

GOVERNMENT COMPETITION/ADMINISTRATIVE POLICIES

The Chambers support using the most efficient and effective means of providing government services. The Chambers support streamlining governmental services, privatizing services when beneficial and consolidation of government units whenever effective. The Chambers support bidder preference to be allowed under reciprocity only. Government shall not have an unfair advantage when providing the same service as a for-profit corporation.

TRANSPORTATION

The Chambers support continued investment in strong transportation infrastructure including the complete utilization of the state's allotment available through the federal highway bill. The

Chambers also support the continuation of the EAS subsidies. The 1978 Airline Deregulation Act promoted the continuation of the EAS, stating "The maintenance of a comprehensive and convenient system of continuous airline service for small communities and for isolated areas, with direct federal assistance where justified and necessary.

The Chambers recognize that railroads provide crucial service to domestic and international markets for Montana's petroleum, manufacturing, timber, farming, mining, and coal industries. Railroads provide employment, purchase local goods and services, invest in infrastructure and pay taxes that support state and local government.

Coal Tax Grants

The chambers also support amending existing law governing grants from this account to include increased coal transportation as a criterion for coal impact area designation, to include increased coal transportation as a priority for grants, and to allow local governments to stack grant funding for single projects.



Executive Committee Minutes December 12, 2016

Attendance—Bill Cole, Jeff Walters, Brian Brown, Casey McGowan, Patrice Elliott, Nichole Miles, John Brewer
Meeting called to order at Noon.

November Minutes—The November meeting minutes were approved.

Board Approved Policies—This document is provided to each board member at their orientation. Every two years the board will review. As new board policies are drafted, they will be presented to the full board for adoption and added to the handbook. No action is needed for this document at this time. One minor clarification was provided and updated to the reserve policy.

ACT—A sponsor is being sought. Two Billings area legislators have expressed interest but strategically they are not our top choice. We would like to find someone from outside of Billings. Legislators in Miles City, Bozeman and Conrad are being approached. Billings and Bozeman City Councils vote tonight. We will continue to reach out to the Montana Infrastructure Coalition to develop a strategy to pass local option authority.

- City of Billings—Following a comment by Councilman Friedel that was interpreted by many as an insult to one of the speakers supporting ACT, John B wrote a letter to the councilman asking for clarification. The Gazette wrote an article on the letter. John shared positive feedback via email, texts, and calls from over 20 members. He has not received any negative comments. He did discuss potential ramifications with members of the executive committee prior to sending the letter.
- Big Sky Economic Development—In October BSED's board heard a presentation on ACT and unanimously endorsed the concept. There was a missed procedural step in notifying the public of that EDC board meeting so the topic was brought back to the board in November. There was no quorum at that meeting but County Commissioners stated that they would like to first review the position before action is taken. During the December EDC board meeting a revised EDC policy paper was distributed taking no position on local option authority. It was stated "The changes reflect the recommendation of the Executive Committee after discussion with Commissioner Ostlund at a special meeting of the Committee November 21st." John B expressed concern about the lack of local option support-- but more importantly about the commissioners inserted themselves into the board's authority on public policy. The board is an autonomous body appointed to represent the best interests of business development.

Large Chambers Joint Policy Papers—Prior to each legislative session the seven large chambers meet to find common positions and develop a joint paper. The papers were distributed to the EC in advance. Bozeman has opted to not participate this year. Since the policies are similar to previous year's, and there is no significant variance from Billings' general philosophies this year, the EC supported the papers. They will be distributed to the full board as information.

Envision—John shared the Montana Chamber's long range plan. They are currently seeking funding to reach their \$1 million goal. \$900,000 has been committed to date.

December Board Meeting—Agenda items were discussed

Meeting adjourned.

PACE REPORT

MEMBERSHIP DEVELOPMENT

Dues Revenue (in thousands)

	J	A	S	O	N	D	J	F	M	A	M	J	Annual	YTD
Goal	40.5	37.2	78.5	45.1	62.6	60.1	116.9	56.7	56.7	71.2	69.8	67.5	762.8	263.9
Actual	46.5	38.8	81.1	46.2	52.7									265.3

Membership Cancellations

#	J	A	S	O	N	D	J	F	M	A	M	J	Annual	YTD
Goal	12	12	12	12	12	12	12	12	12	12	12	13	145	60
Actual	8	11	13	16	17									65
\$\$	J	A	S	O	N	D	J	F	M	A	M	J	Annual	YTD
Goal	4,667	4,667	4,667	4,667	4,667	4,667	4,667	4,667	4,666	4,666	4,666	4,666	56,000	23,335
Actual	3,386	4,555	6,132	6,570	7,751									28,394

New Members

#	J	A	S	O	N	D	J	F	M	A	M	J	Annual	YTD
Goal	14	14	14	14	14	14	14	14	14	14	14	16	170	70
Actual	17	17	15	19	13									81
\$\$	J	A	S	O	N	D	J	F	M	A	M	J	Annual	YTD
Goal	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	72,600	30,250
Actual	9,300	10,975	7,375	8,450	6,409									42,509

GROUP BOOKINGS

Bookings	Q1	Q2	Q3	Q4	TYTD	FY Goal	% To Goal
Groups	12	8			20	-	
Room Nights	10,915	4,565			15,480	-	

VISITS FOR: billingschamber.com

	J	A	S	O	N	D	J	F	M	A	M	J	Annual
Actual	3,134	3,591	3,659	2,578	2,680								15,642

VISITS FOR: visitbillings.com

	J	A	S	O	N	D	J	F	M	A	M	J	Annual
Actual	18,502	21,212	15,718	14,711	10,175								80,318

ROOM DEMAND- REPORTED ON CALENDAR YEAR 2015

	J	F	M	A	M	J	J	A	S	O	N	D	Annual
Goal	0	0	0	0	0	0	0	0	0	0	0	0	3%
Actual	9.9	3.1	-0.7	0.0	10.6	-5.1	1.1	0.4	-3.0	-2.2	-9.6	-11.0	-6.5

ROOM DEMAND- REPORTED ON CALENDAR YEAR 2016

	J	F	M	A	M	J	J	A	S	O	N	D	Annual
Goal	0	0	0	0	0	0	0	0	0	0	0	0	3%
Actual	-11.0	-5.0	-15.0	9.1	1.9	2.3	-8.8	1.0	11.6	1.1			-1.3

CHAMBER MARKETING

Media Exposure (actual advertising value in thousands, # of readers (in millions), & # of articles)

	J	A	S	O	N	D	J	F	M	A	M	J	Annual	YTD
Last Yr \$	87.9	430.9	110.7	245.4	583.5	215.8	253.6	388.1	408.2	63.2	213.2	39.5	3,040	1,458.4
Actual \$	32.2	73.9	235.1	61.4	56.8									459.4
Readers	2.9	7.8	24.9	5.6	6.1									47.3
Articles	20	38	88	30	23									199

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*NAIA