



# it's BilliNGS

Billings Chamber of Commerce  
Convention and Visitors Bureau

## 2012

## Annual Report to the Community

Billings Chamber of Commerce  
Convention and Visitors Bureau





# Leaders in Vascular Care

.....

When it comes to your healthcare, you want to receive the best care from highly skilled and specialty trained medical experts. The Heart and Vascular Clinic at St. Vincent Healthcare brings together the region's most experienced and skilled cardiac, vascular and thoracic surgeons.

We will work with you and your primary care provider closely throughout the diagnostic process and present the best treatment options for you based on your condition, lifestyle and goals.

**For more information or referral, talk to your primary care physician or call the Heart and Vascular Clinic at (406) 238-6820.**



Proceeds from the 2012 Saints Ball will benefit the St. Vincent Healthcare Heart & Vascular Center of Excellence.

**To learn more, call (406) 237-3600**



# what does commitment look like?

## PROUD TO SUPPORT BILLINGS

Last year, we gave over \$450,000 to community causes and organizations.

*visit your local branch or [firstinterstate.com](http://firstinterstate.com)*

2012 COMMUNITY BANK AWARD

**ENCOURAGING  
VOLUNTEERISM**

AMERICAN BANKERS ASSOCIATION

Member FDIC. Equal Housing Lender. 

# Advocate. Connect. Grow.

The Billings Chamber/CVB represents our 1,163 business members who employ 44,000 people. We help these businesses **grow** their bottom line by **connecting** them to opportunities and **advocating** for their business and our community.

► **Our Mission:** To develop a strong business climate and vibrant economy by serving the community in a leadership role thereby enhancing the quality of life.

► **Our Vision:** To achieve excellence in community leadership and growth.

Our Team Promise to our members and the community is to always look at new and better ways to serve you, to do business and to make Billings a better place to live and work. Our brand speaks loudly of change, energy and excitement. As a team we will consistently deliver the wow factor; innovative ideas, knowledge, integrity, leadership and laughter. We're proud of what we do and where we live. Let's SHOUT it out!

## Your Chamber/CVB

The Billings Chamber/CVB received the highest award that a chamber can receive from the United States Chamber of Commerce: 5-Star Accreditation. Just 1% of the 3,000 chambers in the U.S. have this designation. We are a non-profit 501c6 organization governed by a 23 member board consisting of community leaders representing small and large

businesses and diverse business interests. Your staff consists of 11 professionals who are enthused, engaged in the community and full of great ideas and energy. The Chamber/CVB has strategic management agreements to further the regional travel industry with both the Billings Tourism Business Improvement District and Southeast Montana Tourism.



## Core Functions

- Support business needs including leading local, state and federal legislative issues impacting business and our quality of life.
- Promote Billings as a preferred destination for visitors, business travelers and sporting events.
- Provide opportunities for our membership relating to education, networking and value added services and effectively communicate those opportunities.

## Billings Chamber of Commerce/ Convention & Visitors Bureau

815 South 27th Street  
Billings, Montana 59101  
(406) 245-4111  
[info@billingschamber.com](mailto:info@billingschamber.com)  
[www.BillingsChamber.com](http://www.BillingsChamber.com)  
[www.VisitBillings.com](http://www.VisitBillings.com)  
[www.SoutheastMontana.com](http://www.SoutheastMontana.com)  
[www.BrandBillings.com](http://www.BrandBillings.com)





The Billings Chamber/CVB is a 501c6 business organization led by 23 board members overseeing roughly \$2.5 million in revenues. Revenues are derived from membership dues, event sponsors and attendees, other private investment and from management contracts with the following organizations:

➤ **Tourism Business Improvement District:** An independent 501c6 governed by a seven-person Board of Directors with a separate budget approved by the City Council. Their \$860,000 budget is generated through a \$1/night assessment on hotel overnights.

➤ **Southeast Montana Tourism (13 counties and two Indian reservations in Southeast Montana):** A 501c6 governed by a 21-person board of directors and funded by a portion of the 7% State Lodging Tax. This returns approximately \$505,000 annually to the region. Montana's Tourism Advisory Council approves the budget.



**BILLINGS FEDERAL CREDIT UNION**  
Expect a difference.

**www.billingsfcu.org 248-1127**

NCUA 760 Wicks Lane • 2522 4th Ave. N • 32nd & King Ave. W



**Together we can GROW**

We, at NorthWestern Energy, are committed to business retention, expansion and creation. That's why our economic development team serves as a meaningful and dedicated contributor to statewide economic development. With Montana's improved business climate, we invite you to learn more about locating your business here. For questions about rates, service availability, and energy efficiency programs, visit us online at [www.northwesternenergy.com](http://www.northwesternenergy.com) or call (888) 467-2669. Together we can grow Montana – one job at a time.



## Meet Our Major Investors

### Big Sky Level



**Granite Peak Level** – Billings Clinic, CenturyLink, Crowne Plaza, Holiday Station Stores, MSU Billings, U.S. Bank

**Beartooth Level** – Airgas Intermountain, AT&T, Big Sky Economic Development, BNSF, Cellular Plus Corporate Offices, Century 21 Home-town Brokers, Inc., Computers Unlimited, Phillips 66, Crowley Fleck PLLP, ExxonMobil Refining & Supply Co., Holiday Inn Grand Montana, Montana Cycling & Ski, Montana StateFund, Montana-Dakota Utilities, Optimum, PPL Montana, Prioricare, RE/MAX EXPERTS, Rocky Mountain College, Sam's Club, Stockman Bank, Underriner Motors, Western Security Bank, Subway

## Member Opportunities and Benefits

As a member of the Billings Chamber/CVB, you gain a network of business partners who work together to help and promote Billings' growing economy.

At the Billings Chamber/CVB, a number of networking and educational events occur regularly that connect you to opportunities. Once you develop relationships with fellow Chamber/CVB members, they will feel comfortable doing business with you and referring you to others.

The other aspect of your membership is supporting an organization that works for the greater good of the Billings community. Membership dues allow staff to spend thousands of hours annually working on issues that directly affect the business climate and overall health and wealth of the Billings community.

Some of the Chamber/CVB's member benefits include Connect for Lunch, Connections groups (leads), Collaborate, Business After Hours, Annual Meeting/Business Showcase, Ag Appreciation Banquet, Ag Tours, Salespersons' Breakfast, Trailhead Classic Golf Tournament, Rise and Shine events, Member Orientations, Committees and Task Forces. Additionally, educational opportunities like Leadership Billings, Newsmaker Forums, and Java with John are offered affordably and conveniently throughout each year.

Interested in getting involved with your Chamber/CVB? Consider these committees and task forces. We want to hear your voice as we work for you, our members. Your involvement represents businesses in Billings and is a valuable investment to us and to the

community. Send notice of your interest to [Rene@BillingsChamber.com](mailto:Rene@BillingsChamber.com).

- Government Affairs and Business Advocacy Committee
- Workforce and Business Development Task Force
- Energy Task Force
- Healthcare Task Force
- Taxation Task Force
- Transportation/Managed Growth Tax Force
- Education Committee
- Trails Committee
- Air Service Committee
- Convention and Visitors Bureau Standing Committee
- Trail Blazers Committee
- Agriculture Committee
- Networking Groups
- Event Planning Committees
- Ambassadors Committee

**Don't have time to get involved?**  
**That's ok – we have you covered**

**anyway! Your membership with the Chamber/CVB guarantees that you receive:**

- A business listing and website link on [BillingsChamber.com](http://BillingsChamber.com)
- Chamber/CVB and Visitor Information Center referrals
- Recognition in all Chamber/CVB publications
- Association with a reputable organization making positive impacts on the Billings community.

The Chamber/CVB staff is committed to helping you make the most of your membership. If at any time you would like to learn more about your membership or becoming a member, please contact Membership Relations Manager, Keri Wilson at 869-3737 or [Keri@BillingsChamber.com](mailto:Keri@BillingsChamber.com).



# Meet the 2012-2013 Board of Directors

## EXECUTIVE COMMITTEE

Greg Kohn .....	Chair
Karen Fagg .....	Chair Elect; Chair, Government Affairs
Ron Yates .....	Secretary/Treasurer; Chair, Finance Committee
David Irion.....	Immediate Past Chair
Ginny Hart.....	Chair, Convention & Visitors Bureau
Butch Bratsky.....	Chair, Member Development
John Brewer .....	President/CEO Billings Chamber of Commerce/CVB



*(left to right) Butch Bratsky Stockman Bank, Bill Cole Cole Law Firm, Julie Dial Western Heritage Center, Patrice Elliott Wells Fargo Bank, N.A., Chris Ervin Yellowstone Business Acquisitions, Karen Fagg H-B Property MT, Dr. Rolf Groseth MSU Billings, Kate Hamlin Century 21 Hometown Brokers*



*(left to right) Ginny Hart Big Horn Resort, Shelly Hermanson AlphaGraphics, David Irion St. Vincent Healthcare Foundation, Jeff Junkert Jeff Junkert Construction Inc., Greg Kohn Rocky Mountain College, Mark Mueller SM Energy Co., Paul Seyler Phillips 66*



*(left to right) Jeff Walters Vertex Consulting Group, Ron Yates Eide Bailly, LLP, Rick Burt NorthWestern Energy*

**Not  
pictured:**  
  
Gene Burgad,  
The Rex

**Ex-Officio  
Members:**



*(left to right) Steve Arveschoug Big Sky Economic Development, John Ostlund Yellowstone County Commissioners, Tina Volek (not pictured) City of Billings, Terry Bouck Billings School District #2*

## Thank you to our outgoing Board Chair and Board members:

The Billings Chamber/CVB Board and staff would like to thank Immediate Past Chairman David Irion for his leadership, guidance and commitment to our organization for fiscal year 2011-2012.

Also, we are grateful to our outgoing Board members for their years of service. Their commitment and time was crucial to the organization's growth:

**Keith Cook:** First Interstate Bank  
**Allan Karell:** Karell Dyre Haney PLLP  
**Greg McDonald:** Wendy's of Montana

## A message from President and CEO, John Brewer:



Billings is a regional hub. You know this; you see the shoppers, recreationalists, sports fans and traffic along Main and on 24th Street displaying out-of-town and out-of-state plates. As the largest city in the region and a hub for medical services, manufacturing, education and hospitality, Billings was well-positioned to ride out the national economic downturn and to maintain a regional leadership role in energy development, agriculture, tourism and quality of life amenities.

Surrounded by coal, oil, natural gas and alternative energy development, the region's largest city is experiencing a tide of economic opportunity. Unemployment rates are half the national average, housing starts are increasing rapidly, and families are relocating to our community bringing new children into School District 2.

As "Montana's City" and the trailhead to economic, cultural, and educational opportunities it is our responsibility as the Chamber of Commerce to create an environment for business to succeed while enhancing our quality of life. This year the Chamber/CVB will continue to position Billings as an energy hub while connecting our business members to growth opportunities in the Bakken and around the region. To be a successful community, we must also build a hometown that improves our quality of life while encouraging others to move here. Trails, schools, gateway entrances and parks are part of Billings' economic portfolio.

This is where your Chamber/CVB will be focused this year. I encourage you to get involved and help us as we make Billings a better place to live, do business and raise our kids.

## BILLINGS: Get Connected.

Integra Telecom, providing Montana with business telecom solutions.

- > Complete Voice Solutions
- > Multi Megabit / Gigabit Internet Access Services
- > Private Networking / MPLS Solutions
- > Fiber Optic / SONET Network Services
- > UNIFI Hosted IP Telephony Services

Integra offers multiple connection and bandwidth options to meet the needs of your business.

Contact us today for a **FREE** consultation.

**406-294-4000**

Get to know Integra Telecom.  
The better choice for business.

[integratelecom.com](http://integratelecom.com)





**CROWNE PLAZA®**  
BILLINGS



[www.crowneplaza.com](http://www.crowneplaza.com)  
  
**27 NORTH 27TH STREET**  
**BILLINGS, MT 59101**  
**406.252.7400**  
**1-877-227-6963**

— Welcome to the Crowne Plaza Hotel —





The Crowne Plaza Sleep Advantage program features 7 layers of comfort and sleep amenities. With over 16,000 square feet of meeting space the Crowne Plaza Billings is The Place To Meet. Allow our sales professionals to cater your next business or social event. Our Billings hotel is 100% non-smoking and features complimentary wireless Internet access.

Minutes from the local business corridor and area attractions such as: Wells Fargo, Conoco Refinery, Billings Clinic, Exxon Mobil, St. Vincent Hospital, and the Metra Park Arena. Only 120 miles from Yellowstone National Park and within a short distance to Little Big Horn Battlefield, Pictograph Caves, Pompey's Pillar and many historical sites.

Whether traveling for business or pleasure, looking for the highest quality meeting facilities or a new dining experience, our professional and friendly staff take pride in providing guests with personalized service and memorable experiences.

**MONTANA SKY**  
American cuisine in a great location featuring unparalleled views of four area mountain ranges and downtown Billings.

**MONTANA'S LOUNGE**  
Relax with colleagues over conversation while sipping cocktails in our new, inviting lounge. Appetizers and restaurant dinner menu is available.  
Open from 5 PM to 12 AM.

**STARBUCK'S CAFE**  
Full service Starbucks serving coffee, pastries, salads and sandwiches. Open 6 AM to 9 PM, Monday through Friday and 7 AM to 7 PM, Saturday and Sunday.

**27 NORTH 27TH STREET • BILLINGS, MT**  
**406.252.7400 • 1-877-227-6963**  
**CHAMBER/CVB REPORT 2012**



## Meet the new Chamber/ CVB Board Chair: Greg Kohn



The Billings Chamber/CVB staff would like to extend a warm welcome to Greg Kohn, the 2012-2013 board chair. Greg has been with Rocky Mountain College since 2009 as Director of Human Resources. His experience as President/CEO of several employee management companies and active involvement in community relations positions him well to lead us. In addition to the Chamber/CVB Board, Greg currently sits on the Board of Directors for the Montana State Chamber of Commerce, the Billings Studio Theatre, Family Service of Billings, and the Big Sky Economic Development Authority for Yel-

lowstone County. In addition, Greg was recently appointed to the Montana State Board of Nursing and named a Montana Ambassador by Governor Brian Schweitzer. Greg graduated from Heidelberg College in Tiffin, Ohio with a BA degree in History. He received his Masters of Management from Aquinas College in Grand Rapids, MI. Greg is also a certified Professional in Human Resources (PHR) from the Society of Human Resource Management (SHRM). We are thrilled to have him on board and look forward to working closely with him through our upcoming fiscal year!



ThinkStock



## *Helping Businesses* **PROSPER AND GROW**

BUSINESS CHECKING | BUSINESS LOANS  
LINES OF CREDIT | CASH MANAGEMENT  
ONLINE & MOBILE BANKING

**SBA Preferred Lender**

**King Ave**  
655-2700

**Shiloh & Grand**  
655-3900

**Hilltop & Main**  
896-4800

**Downtown**  
655-2400

**Worden**  
967-3612

**Stockman Bank**  
MONTANA BANKING. PURE & SIMPLE.™  
[WWW.STOCKMANBANK.COM](http://WWW.STOCKMANBANK.COM)

© 2012 Stockman Bank

Member FDIC  
EQUAL HOUSING  
LENDER


## The Billings Chamber/CVB Staff:



*(left to right)* John Brewer, CAE President/CEO, Bruce MacIntyre Director, Business Advocacy and Government Affairs, Jennifer Reiser Director of Operations/Membership, Alex Tyson Executive Director, Billings Convention & Visitors Bureau, Tom Krause CVB Sales Manager, Kelly McCandless Communications Manager



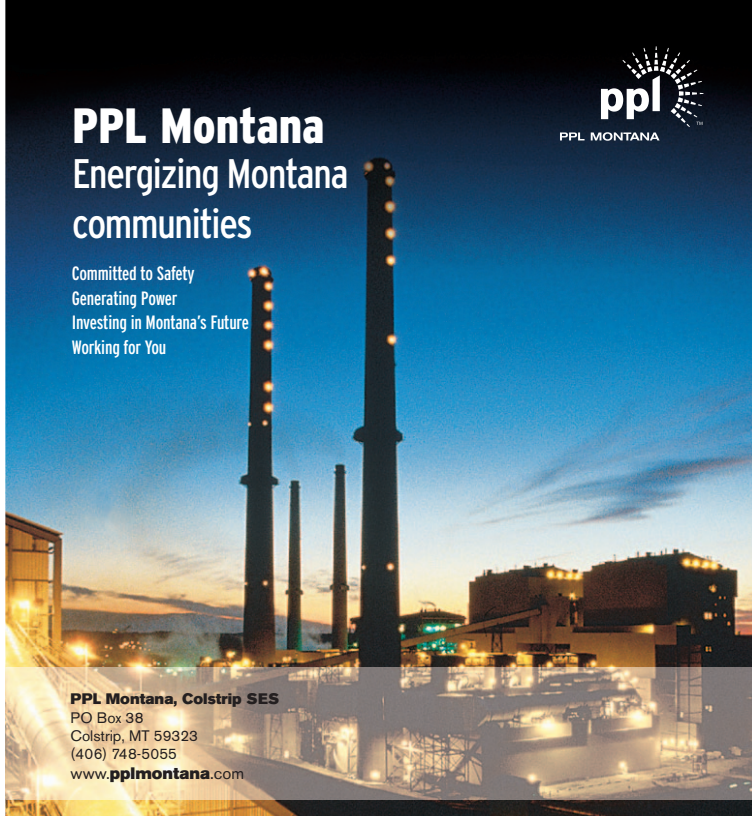
*(left to right)* Kama Humphrey Events Manager/Youth & Adult Leadership Billings, René Beyl Membership Development Assistant, Caitlin Hall Visitor Services Assistant, Keri Wilson Membership Relations Manager, Nick Mann Marketing Director, Southeast Montana Tourism



## PPL Montana

### Energizing Montana communities

Committed to Safety  
Generating Power  
Investing in Montana's Future  
Working for You



**PPL Montana, Colstrip SES**  
PO Box 38  
Colstrip, MT 59323  
(406) 748-5055  
[www.pplmontana.com](http://www.pplmontana.com)

## FELT, MARTIN, FRAZIER, & WELDON, P.C.

Attorneys at Law

*Congratulations to the  
Billings Area Chamber of Commerce  
for its efforts and accomplishments  
in promoting and building  
our community.*

Laurence R. Martin  
Kenneth S. Frazier  
Jeffrey A. Weldon  
Mary E. Duncan  
Martin S. Smith  
Burt N. Hurwitz  
Randolph Jacobs, Jr. of Counsel

(406) 248-7646  
(406) 248-5485 fax

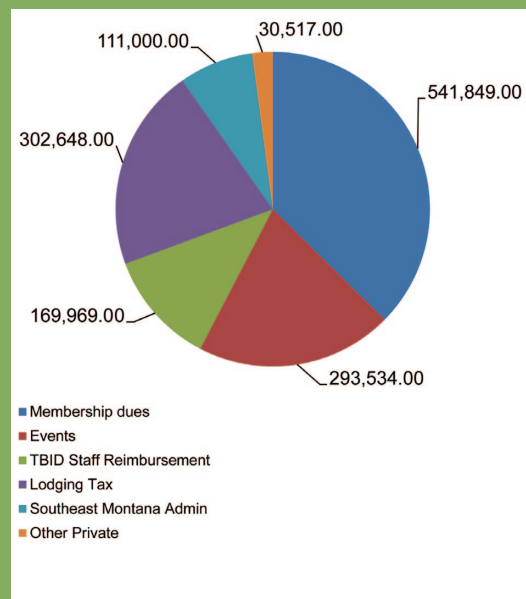
[feltmartin@feltmartinlaw.com](mailto:feltmartin@feltmartinlaw.com)

208 N. Broadway, Suite 313  
Billings, MT 59101

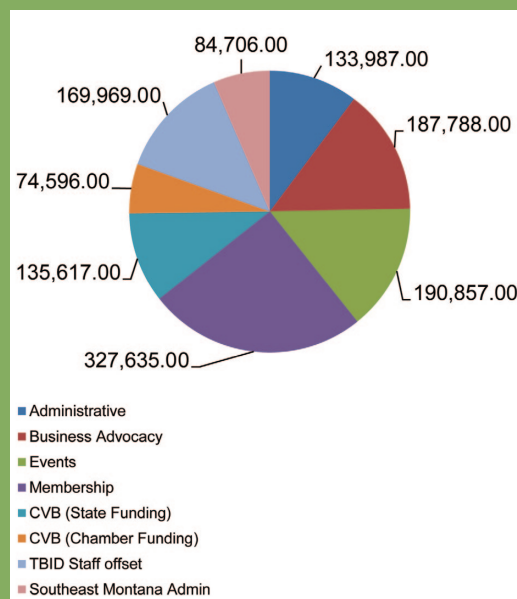


# 2011-2012 Year End Financial Numbers

Revenue Total: \$1,449,517



Expenses Total: \$1,305,155



In addition, the Chamber/CVB manages \$505,000 for Southeast Montana Tourism and \$860,000 for the Billings Tourism Business Improvement District.

## 2011-2012 Priority Report

Last year your Chamber/CVB took on several priorities to steer our program of work. These priorities were developed through the direction of our members to further the organization's mission. Read on to examine the progress we made and the success we achieved under each priority.

### Position Billings as the regional energy development hub

By connecting our member businesses with opportunities in the region and developing strategies that furthered Billings' position as a strong economy for energy development, Billings became a destination of choice for energy companies to open regional offices. Furthermore, the Chamber/CVB encouraged and developed relationships with energy suppliers and employees.

#### ► Successes:

- Developed community energy plan in partnership with Big Sky Economic Development.

opment.

- Communicating news within this industry through a partnered energy specific e-newsletter, media releases, web landing page at [www.BillingsChamber.com](http://www.BillingsChamber.com), guest letters and editorials to media outlets.
- Offered several business trips and tours through Eastern Montana energy development areas (Glendive, Colstrip, Sidney, and Williston).
- Executed community leadership meeting, bringing all Eastern Montana communities together to share challenges and

strengths relating to the oil play.

- Supported the showing of "spOiled, the Movie" through extensive communications including media coordination, articles, and e-BLASTs, all of which emphasized the value of oil and energy to Billings business.
- Legislative support for the XL Pipeline, coal support legislatively, etc.
- Supported awareness and solutions to train traffic in downtown Billings while making it clear that coal trains are not the issue.

## Increase tourism to the community through the Bring it to Billings program

The Billings tourism team worked to increase non-resident meetings, conventions and events in Billings through working with representatives to develop leads. Staff used a comprehensive local awareness campaign to generate leads and create an understanding of the value of travel to Billings.

### ► Successes:

- The CVB booked a total of 10,349 room nights through 26 separate bookings. Those bookings resulted in an estimated economic impact of \$2,069,800.00 (10,349 room nights x \$200/day (average

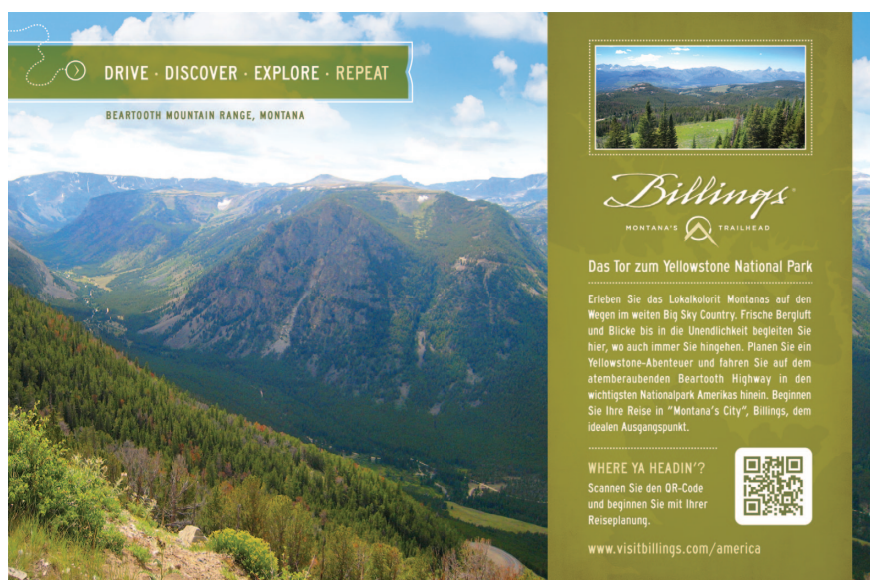
daily expenditure).

- Additionally, 12,139 convention attendees received convention packets and services from CVB staff.
- Annual Hotel/Motel occupancy increased 11.2% for 2011 and 14.7% thus far in 2012.
- Continued to support sporting events at MetraPark and determined that investment in all MetraPark activities each year accounts for about 19.5% of the Tourism Business Improvement District budget. The TBID has invested \$217,551 in Metra since 2009.
- 6,181 visitors were served in the Visitor

Information Center last fiscal year:

5,207 visitors from the U.S.; 687 visitors from Canada and visitors served from Egypt, Latin America, 18 European nations, 5 Asian nations, Australia and New Zealand!

- National and International advertisements were developed and placed promoting Billings as the Gateway to Yellowstone National Park via Beartooth Highway in USA Today's Go Escape Magazine; Alaska Air Magazine; AMERICA Journal (German publication, pictured below).



## Positively impact your bottom line

The Chamber/CVB continued looking for new ways to assist and support our members and communicate how we impact the bottom line. By focusing on the promotion of members and the values of membership and continuing to grow social media opportunities to nurture existing members and cultivate newcomers, the staff connected more members than ever before.

### ► Successes:

- Significantly expanded the communication and retention efforts to better serve the membership.
- Completed trip to China in October 2011 with 42 attendees, allowing local business

leaders the opportunity to understand a major global player and their marketplace.

- Mailed a total of 2,138 visitor guides and 602 relocation guides, providing potential visitors and future residents with important tools and a positive first impression of the Billings community.
- Distributed more than 2,100 leads and referrals for Chamber/CVB members over the phone.
- Connected more than 6,000 people through Chamber/CVB meetings, conducting business, driving the local economy and working together to improve quality of life in Billings.

- Retained 86.7% of members, exceeding the national average of 83%.
- Served more than 4,000 lunches through Connect for Lunch, a networking program that brings four members from four different industries together to share lunch at a different member restaurant each week. Not only does this allow our members to network, but it drives business in Billings' restaurants.
- 5,312 people attended Chamber/CVB events last year where they connected with other businesses, received education and increased their sales.



## Enhance community gateways and business development opportunities in east Billings

The Billings Chamber/CVB works in partnership with the City, County, MetraPark and Big Sky Economic Development on seven crucial areas to improve Billings' eastern business district and develop a welcome community entryway. Developing a sense of arrival to a unique destination through perimeter enhancements better positions Billings as a destination for visitation and/or relocation.

► **Elements that are in progress led by various committee chairs:**

- Exposition Gateway Development Concept Plan
- Swords Park Redevelopment Plan/Trail Connections
- Corridor Study—Trailhead Entryway
- Transportation Links/Improvements (6th and Main, Bench, etc.)
- Convention Center
- MetraPark Master Plan
- Museum of the Yellowstone

## Enhance the trail system in Billings

The Chamber/CVB, in conjunction with the trails committee, continued to develop a trail system for the economic and healthy community benefits that result from active transportation. Through the trails committee and the organizations communication tools, the quality of life and economic benefits were shared with the business community and general public. Trail supporters and stakeholders worked together to find solutions to connect our trails and keep them safe and clean.

### ► **Successes:**

- In partnership with Bike Net and Yellowstone River Parks Association completed the Yellowstone River Feasibility Study to connect the trail from near Mystic Park to Riverfront Park. This task force has been meeting with landowners and City and



County leadership to connect this trail.

- Fundraising campaign to garner funds for Swords Park enhancements was initiated (i.e.: Yellowstone Kelly's Grave, mile markers, directional signage, etc.).
- "Trailhead" license plate sales revenue are earmarked in part to trail enhancements.
- Supported numerous grants and elements of federal transportation bill that allows for trails funding.

Thank you Billings Chamber  
for making our community  
a better place in which  
to live and work.



KARELL • DYRE • HANEY PLLP  
ATTORNEYS AT LAW

WELLS FARGO BUILDING  
175 NORTH 27<sup>TH</sup> STREET, SUITE 1303  
BILLINGS MT 59101

294.8484  
www.kdhlawfirm.com

WELLS  
FARGO

## A proud Chamber member with five convenient Billings locations

24th & Central	2334 Central Ave.   406-652-8288
Downtown	175 N. 27th St.   406-657-1903
Grand	3137 Grand Ave.   406-652-1660
Heights	1325 Main   406-238-0704
Homestead Park	2235 Grant Rd   406-655-6109



© 2012 Wells Fargo Bank, N.A. All rights reserved. Member FDIC.

# Where ya headin'? 2012-2013 Chamber/ CVB Priorities and Strategic Direction

With such a successful 2011-2012 year, the ground work was well placed for the Chamber/CVB to develop a progressive and impactful program of work for our 2012-2013 fiscal year. Read on to learn about where we're headin'.



## 2012-2013 Key Priorities and Deliverables

### ► Grow Billings' position as an energy hub to connect local businesses with opportunities.

- Make at least one city visit sales call/ awareness trip.
- Develop and engage the Eastern Montana Energy Coalition at a much higher level to reach our objectives.
- Focus legislative efforts on growth needs of regional communities and on creating an environment for exploration to prosper.

### ► Increase the number of visitors to Billings for leisure and business travel.

- Increase total traceable group bookings to 27 groups totaling 21,000 room nights with an emphasis on bookings between October to December and January to April.
- Receive 90,000 unique web visits to [www.VisitBillings.com](http://www.VisitBillings.com).
- Increase calendar year room demand year over year by 3%.
- Cultivate Montana's Trailhead as a hub for energy industry business travel.

### ► Connect off-road paved trail segments and add amenities to Swords Park Trailhead.

- Make progress to connect the Yellowstone River segment of the "Marathon Loop" by securing landowner agreements, having land surveyed and engineering recommendations in place.
- Re-engage fundraising campaign for Swords Park to identify a specific project

to fundraise for and complete by year end. Generate \$10,000 from trailhead license plate sales to reinvest in trails.

### ► Advocate for and lead a pro-business state legislative agenda.

- Develop a Public Policy Manual to guide pro-business priorities including energy, health care, workforce development, education, travel and tourism, taxation and transportation managed growth.
- Generate successful grassroots lobbying efforts through the development and launch of [www.PublicPolicy.BillingsChamber.com](http://www.PublicPolicy.BillingsChamber.com).

### ► Support quality K-12 education for Billings' future.

- Develop and grow relationships with School District 2 administration and school board and encourage the development of a comprehensive approach to improving our schools.

### Support the Agriculture community in Billings.

Since agriculture is Montana's number one industry, its impact on the local economy is significant. We will continue to support this vital industry through the Chamber/CVB Ag committee, the annual Ag Tour, and the annual Ag Appreciation Banquet.



ThinkStock



## Connect with Us!

Stay engaged with your Chamber/CVB year 'round. Our website is updated regularly and provides valuable information on our priority projects as well as networking tools, event information, membership directory, and much more. Visit [BillingsChamber.com](http://BillingsChamber.com) to explore all that our organization has to offer. You can also join us on Facebook at [Facebook.com/BillingsChamberofCommerceCVB](https://www.facebook.com/BillingsChamberofCommerceCVB).

Finally, sign up for our e-newsletters. They are free to receive and packed with information relevant to your business and community. And, any staff person that is part of a member business can receive our communications! We send customized e-newsletters based on your interest in Tourism, Business Headlines, Legislative Happenings, Member News and the Chamber/CVB program of work. To start receiving our e-communications, send your e-mail address to [Kelly@BillingsChamber.com](mailto:Kelly@BillingsChamber.com). Not a member? No problem! Send your e-mail address and you can receive our community e-newsletter to stay in touch. *The Chamber/CVB does not sell or share our e-mail database.*

CREATING MONTANA  
BUSINESS OPPORTUNITIES

PARTNERS WITH  
THE CHAMBER  
& YOU



***Big Sky Economic Development is proud to partner with the Billings Chamber/CVB to help business grow.***

Whether you're starting, struggling or surging, we have services that can help your business.

- Business Planning & Growth • Financing & Tax Incentives • Grant Writing • Government Contracting Assistance • Manufacturing Assistance • Community Project Management • New Business Recruitment



BIG SKY  
ECONOMIC DEVELOPMENT

406.256.6871 [WWW.BIGSKYECONOMICDEVELOPMENT.ORG](http://WWW.BIGSKYECONOMICDEVELOPMENT.ORG)

Accounting | Assurance | Tax | Enterprise Risk Management | Employee Benefits | Financial Services  
Forensic & Valuation Services | Transaction Services | Technology Consulting | Wealth Management



## The Eide Bailly Difference

At Eide Bailly, we truly believe people make the difference. Our clients appreciate the personal service and the valuable advice they receive from our dedicated professionals. From tax and assurance services to technology and consulting services, you'll benefit from the knowledge and experience we provide. The bottom line: we are passionate about our work and our clients' successes.



CPAs & BUSINESS ADVISORS

406.896.2400 | [www.eidebailly.com](http://www.eidebailly.com)

**I am  
Cloud Peak Energy®**

**I am  
Montana Coal**



Meet Roland R. Redfield Jr. from Crow Agency, Montana. Roland has worked at Cloud Peak Energy's Spring Creek Mine for over three years as a Diesel Mechanic.

### **Roland is Montana Coal.**

Cloud Peak Energy is the owner and operator of the Spring Creek Mine, located near Decker, Montana.

***Cloud Peak Energy paid more than \$60 million in direct taxes and royalties to the State of Montana in 2011.<sup>1</sup>***



**CLOUD PEAK  
ENERGY®**

**[www.cloudpeakenergy.com](http://www.cloudpeakenergy.com)**

<sup>1</sup> Total federal, state and local taxes and royalties received by the state; Includes 50 percent nonoperating interest in Decker Mine.