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Montana Economic Growth Summit

Max S. Baucus

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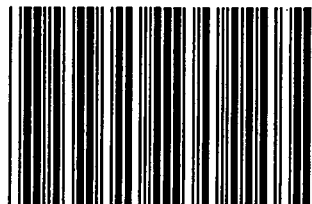
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BAUCUS

STATEMENT

BY

SENATOR MAX BAUCUS

MONTANA ECONOMIC GROWTH SUMMIT

GREAT FALLS, MONTANA

APRIL 13, 1987

GOOD MORNING AND WELCOME.

I'M VERY PLEASED TO SEE SO MANY PEOPLE HERE TODAY. I KNOW THERE HAVE BEEN A LOT OF ECONOMIC WORKSHOPS AND CONFERENCES LATELY.

BUT THE TURNOUT TODAY IS IMPORTANT BECAUSE IT SHOWS THAT MONTANA'S INTEREST IN ECONOMIC DEVELOPMENT IS BROAD, PERSISTENT, SERIOUS AND GROWING.

THAT WAS THE CASE FOUR YEARS AGO WHEN I SPONSORED A SIMILAR CONFERENCE, AND IT IS EVEN MORE SO TODAY.

A LOT HAS HAPPENED OVER FOUR YEARS.
UNFORTUNATELY, NOT ~~EVERYTHING HAS BEEN~~

~~MONTANA~~

JOBS

DAVID BIRCH PUT IT VERY WELL; MONTANA SIMPLY IS NOT REPLACING ITS LOST JOBS WITH NEW STABLE JOBS.

WE HAVE 8000 FEWER WAGE AND SALARY JOBS ^{TODAY} THAN WE HAD IN 1979.

BANKRUPTCIES ARE 58% HIGHER THAN JUST TWO YEARS AGO, WHILE THE NUMBER OF SMALL BUSINESS LOANS ARE DOWN; MORE THAN 10% FOR SBA LOANS.

THE HIGH PAYING JOBS IN THE TRADITIONAL RESOURCES INDUSTRIES ARE DISAPPEARING. MANY OF THOSE AS A RESULT OF INCREASED PRODUCTIVITY; BUT LOST JOBS NONETHELESS.

IN BUTTE, ^{The Pit is once again opened, but with only about half the workers.} ~~IT TAKES ABOUT HALF AS MANY WORKERS TODAY TO PRODUCE AS MUCH IN CURRENT DOLLARS AS THE BERKLEY PIT DID BEFORE IT CLOSED.~~

THE TIMBER INDUSTRY IS PRODUCING AS MUCH AS ~~AS~~ IN 1979 BUT WITH 20% ^{FEWER} ~~LESS~~ WORKERS.

NEW JOBS FOR FARMERS ARE BADLY NEEDED, BY THOSE WHO HAVE BEEN FORCED TO LEAVE, AS WELL AS THOSE STILL STRUGGLING TO STAY ON THE FARM. IN 1960, ABOUT 40% OF A FARM FAMILY'S INCOME CAME FROM NON-FARM EARNINGS. IN 1983 THAT PERCENTAGE ROSE TO 72% NATIONWIDE.

SO AS YOU CAN SEE, THE NEED FOR MORE STABLE, GOOD PAYING JOBS IS WHAT ECONOMIC DEVELOPMENT EFFORTS ARE ALL ABOUT. ~~AND THE NEED IS GREAT.~~

THE LAST FOUR YEARS

THE LAST FOUR YEARS HAVE NOT BEEN WITHOUT SIGNIFICANT PROGRESS, HOWEVER.

~~WE NEED TO REVIEW BOTH THE GOOD AND BAD. TO PAINT AN ACCURATE PICTURE OF WHERE WE ARE TODAY, AND WHERE WE WILL GO TOMORROW.~~

AT THAT TIME

LOOK BACK MORE THAN FOUR YEARS, ~~AND~~ IT IS SURPRISING HOW LITTLE ECONOMIC DEVELOPMENT SUPPORT WAS IN PLACE.

TODAY, ~~I SEE SO MUCH MORE:~~ *there is much more.*

For example:

O A MONTANA ECONOMIC DEVELOPMENT BOARD THAT HAS INVESTED OVER \$38 MILLION OF THE COAL TAX TRUST FUND IN THE STATE'S ECONOMY.

O THE MONTANA SCIENCE AND TECHNOLOGY ALLIANCE WHICH HAS INVESTED OVER \$1.6 MILLION IN *19 PROJECTS,* ~~NINETEEN TECHNOLOGY PROJECTS THAT WILL PROVIDE A~~ *PROVIDING A* FOUNDATION FOR A NEW MANUFACTURING INDUSTRY.

O ABOUT \$20 MILLION IN BONDS HAVE BEEN ISSUED BY THE STATE TO PROVIDE MONTANA BUSINESSES WITH LONG TERM [,]LOW INTEREST LOANS.

O A GREATLY EXPANDED ROLE BY THE UNIVERSITY SYSTEM IN ECONOMIC DEVELOPMENT.

↑↑MSU'S FUTURE SCIENCE PARK; TECHNICAL ASSISTANCE PROGRAM CENTER; TECHNOLOGY TRANSFER EFFORTS, AND MUCH MORE.

↑↑UM'S SUPPORT ROLE IN DEVELOPING NEW WOOD PRODUCTS SUCH AS THE CONSTRUCTION I BEAM AND SOFTWOOD FURNITURE MANUFACTURING. BIOTECH AND SOFTWARE BUSINESSES HAVE ALSO

BEEN ATTRACTED TO MISSOULA THANKS TO THE
UNIVERSITY, ~~RESOURCES~~

--MONTANA TECH'S AGGRESSIVE ~~NEW~~ LEADERSHIP
~~LEADER~~ AND COMMITMENT TO BUTTE'S
FUTURE, INCLUDING ENTREPRENEURIAL WORKSHOPS

--AND NORTHERN MONTANA COLLEGE'S INNOVATIVE
MOVE INTO "MIDDLE TECHNOLOGY" AND JOB
TRAINING, ~~ES~~ ESPECIALLY DESIGNED FOR RURAL
MONTANA SETTINGS.

AND THOSE ARE JUST A FEW OF THE EXAMPLES.

ALSO

o THERE ARE ^A NOW NINETEEN MONTANA CERTIFIED
CITIES WITH EXTENSIVE AND THOROUGH REVIEWS OF
THEIR COMMUNITIES THAT WILL HELP BUSINESSES MAKE
CRITICAL EXPANSIONS OR RELOCATION DECISIONS
BASED ON SOUND INFORMATION.

o SBA GUARANTEED LOANS, ONE OF THE ONLY LONG
TERM, LOW-INTEREST LOAN PROGRAMS AROUND; IS USED *MORE* in Montana
~~IN MONTANA AT ONE OF THE HIGHEST RATES IN THE~~ *Than most other*
~~NATION, THANKS TO COOPERATIVE BANKS.~~ *states -*

IN FACT, MONTANA BANK IN WHITEFISH HAS BEEN AN OUTSTANDING NATIONAL LEADER BY BEING ONE OF THE PIONEERS, POOLING THEIR LOANS AND SELLING THEM ON THE SECONDARY MARKET.

WE NEED TO DO MORE. ~~THERE'S NO DOUBT~~

BUT, THE POINT IS, MONTANA NOW HAS A BASIC INFRASTRUCTURE OF BUSINESS INVESTMENT AND ASSISTANCE PROGRAMS.

~~THE CRITICAL DIFFERENCE~~ THE NEXT FOUR YEARS NOW RESTS ~~WITH PEOPLE.~~ DEPENDS ON PEOPLE!

ENTERPRISING PEOPLE. ON MONTANANS!
ON US!

~~ENTERPRISING MONTANANS.~~

MONTANA SPIRIT

A RECENT BILLINGS GAZETTE OPINION EDITOR RECENTLY SUMMED UP MONTANA LITERATURE IN A PARAGRAPH THAT READS:

"OLD STEW LIMPED ALONG THE TRAIL; FAVORING FIRST HIS KNEE; CRIPPLED THREE YEARS BEFORE WHEN THE ROAN KICKED HIM; AND THEN HIS FROST-BIT FOOT DRIBBLING A TRAIL OF DARK BLOOD BEHIND HIM. HE STOPPED, WHEEZING WHILE HIS ONE GOOD EYE TOOK IN A SERENE ALPINE LAKE BELOW. "DAMN, THIS IS BEAUTIFUL COUNTRY," HE MUTTERED TO HIMSELF. THEN HE SAW THE GRIZZLY."

GARY SVEE, THE AUTHOR, IS WELL ON HIS WAY TO BECOMING THE NEXT PULITZER PRIZE WINNER FOR FICTION.

OLD STEW EMBODIES A LOT ABOUT MONTANA. THINGS HAVE BEEN TOUGH; BUT HIS OPTIMISM IS ETERNAL. HIS SPIRIT REMAINS UNDAMPENED, FREE.

IN SPITE OF THE ODDS, MONTANANS MAKE IT THROUGH. WE ALWAYS HAVE.

IT'S STARTING TO HAPPEN!

MONTANANS ARE STARTING TO TAKE THEIR FUTURE INTO THEIR OWN HANDS; AND STRIDING FORWARD WITH THEIR HEADS HIGH AND THEIR DREAMS AS BIG AS THE SKY.

IN COLUMBIA FALLS, THE COMMUNITY, WORKERS,
AND MANAGEMENT WORKED TOGETHER TO KEEP THE
ALUMINUM PLANT OPEN AND RUNNING.

THE "SPIRIT OF BUTTE" HAS BECOME PHENOMENAL —
SEEING THEM THROUGH A DEPRESSION THAT WOULD SURELY
HAVE KILLED OTHER COMMUNITIES. TODAY, THE PIT IS
OPEN, AND SMALL BUSINESSES ARE ~~BEING FOSTERED~~ ^{BEGINNING} AT A
NEW INCUBATOR CENTER.

THE GREAT FALLS COMMITTEE FOR THE '80s SET
OUT TO CONVINCING THE AIR FORCE BRASS THAT A NEW
TANKER MISSION COULDN'T FIND A MORE WELCOMED HOME —
THAN AT MALMSTROM. AND TODAY, CONSTRUCTION FOR
THE NEW MISSION IS UNDERWAY.

THE CUP IS NOT HALF-EMPTY; IT'S HALF FULL.

~~AND~~ NOW IT IS TIME TO BEGIN FILLING IT TO THE
RIM.

WE MUST CREATE NEW INDUSTRIES.

WE MUST INNOVATE NEW PRODUCTS OUT OF ~~OUR~~ ^{PRESENT}
RESOURCES.

WE MUST FIND NICHE MARKETS FOR SPECIAL PRODUCTS.

TO UNDERSTAND WHAT WE CAN ACCOMPLISH IN THE FUTURE, WE NEED ONLY TO LOOK AT WHAT WE ARE DOING IN THE PRESENT:

† EXPORTING BEE POLLEN TO JAPAN AND NEW HIGH PROTEIN WHEAT TO THE ARABS.

† MANUFACTURING LASER DIODES IN BOZEMAN AND COMPUTER CHIP MANUFACTURING INSTRUMENTS IN KALISPELL.

† CREATING CANCER TREATMENTS IN HAMILTON AND HEALTH CARE SOFTWARE IN MISSOULA.

† DISTRIBUTING, WORLDWIDE, SUCTION CUPS FROM WOLF POINT AND KNIFE SHARPENERS FROM WHITEFISH.

THE POINT IS, THERE IS ^{MUCH} ~~FOR HERE~~ THAT WE CAN **DO!**
~~DO WHAT WE CAN DO.~~

THERE IS OPPORTUNITY IN EVERY INDUSTRY.

IN TOURISM, WE ARE OPERATING AT ONLY HALF THE CAPACITY. ^{FOR EXAMPLE} TOURISM ACCOUNTS FOR ONLY ABOUT 7% OF THE STATE'S ECONOMIC BASE. THAT SIMPLY NEEDS TO BE CHANGED.

IT ISN'T BECAUSE WE HAVE A BAD IMAGE IT'S JUST THAT WE HAVE NO IMAGE. IN A RECENT STUDY, MORE THAN HALF OF THOSE POLLED SAID THEY WERE UNFAMILIAR WITH WHAT MONTANA HAD TO OFFER.

WE NEED TO ESTABLISH MONTANA AS A UNIQUE AND SPECIAL PLACE.

IN MANUFACTURING, WE NEED TO FASHION NEW PRODUCTS FROM OLD RESOURCES. SCANDANAVIAN TECHNOLOGY, FOR EXAMPLE, WILL ALLOW US TO MAKE QUALITY FURNITURE OUT OF MONTANA'S SOFTWOOD.

WE NEED TO CONTINUE TO FOSTER THOSE TECHNOLOGY BASED MANUFACTURERS THAT HAVE GATHERED AROUND OUR UNIVERSITIES IN BOZEMAN; BUTTE AND MISSOULA.

AND, WE NEED TO EXPORT ~~IT ALL TO JAPAN.~~

TODAY'S CONFERENCE

TODAY'S DISCUSSION INCLUDES TWO OF THE FINEST
ECONOMIC THINKERS IN THIS COUNTRY, ~~AND IN THE~~ PAT CROATE
~~FORERONT OF INTERNATIONAL ECONOMICS.~~ LESTER THURLOW.

WE WILL ALSO HEAR FROM TWO PANELS OF
MONTANANS. THE FIRST PANEL REPRESENTS JUST
A FEW OF THOSE CRITICAL INSTITUTIONS WHOSE SUPPORT
AND ENERGY WILL MAKE OR BREAK A STATEWIDE ECONOMIC
DEVELOPMENT EFFORT. THE STATE, UNIVERSITY SYSTEM,
AND BANKS.

THE SECOND PANEL IS A DIVERSE GROUP OF SMALL
BUSINESS PEOPLE. THEY ALL REPRESENT SOMETHING NEW
AND DIFFERENT. A NEW IDEA ON TOURISM; A MANUFACT
TURER OF GOLD AND SILVER BUCKLES, A LOG HOME
BUILDER AND A BEEF CANNING OPERATION.

CONCLUSION

SO WHAT WILL WE ACCOMPLISH TODAY?

WE WILL LEARN THAT MONTANA IS AT A CROSSROADS
AND THAT ALL OF US ARE A NECESSARY PART OF OUR
STATE'S FUTURE.

WE WILL LEARN THAT EACH ONE OF US HAS WITHIN
OURSELVES THE MEANS TO MAKE MONTANA GROW. FOR
OURSELVES. FOR OUR NIGHGBORS. FOR OUR CHILDREN.

WE WILL SEE HOW OTHERS HAVE CHALLENGED THE
ECONOMIC FRONTIER, MUCH LIKE THE PIONEERS; MINERS;
AND EXPLORERS WHO BEFORE US WORKED HARD TO TAME
THIS LAND.

TODAY WE WILL HEAR NOT ONLY FROM FOUR IN-
DIVIDUALS; WE WILL LEARN FROM FOUR LEADERS.

WE WILL LEARN ABOUT THEIR DREAM TO BUILD A
BETTER LIFE FOR THEMSELVES. FOR MONTANA.

TODAY'S PANELISTS ARE NOT INDUSTRY MOGULS,
THEY ARE SMALL BUSINESS PEOPLE. THEIR OPERATIONS
EMPLOY ONLY SEVERAL PEOPLE UP THROUGH 40 OR 50.

BUT THEIR BUSINESSES ARE IMPORTANT ~~HERE TODAY~~
BECAUSE THEY REPRESENT WHAT CAN BE DONE WITH A

LITTLE MONEY; TIME, SWEAT, GUTS. AND THE ALL
IMPORTANT DREAM.

THESE BUSINESSPEOPLE ADD VALUE TO OUR
RESOURCES. ^{THEY} BRING THE STATE NEW WEALTH, ~~GENERATING~~ ^{THEY GENERATE}
EXPORTS. ^{THEY ATTRACT} ~~OR BY ATTRACTING~~ PEOPLE TO VISIT OUR
PARKS AND CITIES.

THEY HAVE STRUGGLED TO GET THEIR BUSINESSES
GOING IN WHAT MANY BELIEVE ARE THE WORST OF TIMES
FOR MONTANA. YET THEY ARE SUCCESSING.

SIMPLY PUT; THEY ARE DOING.

WE NEED TO LISTEN VERY CAREFULLY TO THESE
PEOPLE TO LEARN HOW TO BEST ENCOURAGE OTHERS TO
FOLLOW IN THEIR FOOTSTEPS.

THEY MAY BE OUR NEIGHBORS WITH A CRAZY IDEA.
OUR EMPLOYEES. OUR COMMUNITY VOLUNTEERS.

THEY MAY EVEN BE YOU.