

## ***WPMA News Magazine Summer 2018 – MPMCSA***

***Greetings from Montana!*** At the time I was writing our contribution for the last spring issue, Montana was ground zero for the snowpocalypse. In the time since, we have weathered, with a lot of complaining, a second winter but finally some green grass is starting to show and we are welcoming spring with open arms. Spring is always a busy time for the MPMCSA. In May, Kary Tonjum, Wes Burley, and I headed to Washington, D.C. with our WPMA and PMAA counterparts for our Day on the Hill. We always look forward to this invaluable face-time with our Congressional Delegation.

Our Annual Convention and Trade Show June 5<sup>th</sup>, 6<sup>th</sup>, and 7<sup>th</sup> at the spectacular Fairmont Hot Springs and Resort was a great success. As always, Tuesday kicked off with a friendly round of golf at the Old Works Golf Course. This year we looked to entice those serious and not-so-serious golfers with more extracurricular activities throughout the round. We also added the option of morning trap shooting at the Anaconda Trap Club for those non-golfers. The MPMCSA leadership worked hard to bring new energy to this annual gathering, so to sweeten the deal each registered attendee was entered to win a 4x4 ATV! For those not feeling lucky there was an opportunity to buy additional entries for the 4x4 ATV drawing.

Wednesday offered a great variety of speakers and topics to appeal to all members, big and small, new and established. We continued to focus on bringing new, interesting and applicable topics to the membership, so everyone left having gleaned valuable information. The morning kicked off with Bryce Ward, Founder of ABMJ Consulting and Associate Director at the Bureau of Business and Economic Research. He presented the keynote address *“Montana’s Economy for Petroleum Marketers: What is Going Right and What is Going Wrong.”* Bryce has a PhD in economics from Harvard and BAs in economics and history from the University of Oregon. His expertise is in urban and regional economics, labor economics, public finance, social economics, real estate economics, environmental and natural resource economics and statistics/econometrics.

*“Business Succession Planning”* was the topic of discussion for Darby Minnick, President of Darby J Minnick & Associates. Darby got his start working at his family’s auto dealership on the Hi-Line. His experience with struggling through the difficult economy of the late 1970’s and watching many other businesses fail inspired him to help. He began helping farm and ranch families with estate planning and has grown an advising business working with clients across the United States. Brian Salonen, Financial Representative from The Guardian Life Insurance Company of America, continued to build on our discussion of business succession planning by addressing estate and retirement planning. Brian is a former NFL football player who was inspired by his experience with professional athletes struggling to manage their money. He has worked in the Financial Services industry for the last 30 years.

Our afternoon rounded out with Julie Jaksha, Director of the Montana Small Business Development Center (SBDC) for Headwaters RC&D in Butte. She presented *“Corporate Culture: Hiring the Right Person.”* The SBDC network supports ten centers around the state, focusing on counseling in areas such as financial analysis, business planning, training and workshops, and loan packaging assistance to help small businesses achieve their goals of growth, expansion, innovation and success. Our final presenter was Ann Root, the Fund Cost Specialist of the Petroleum Tank Release Compensation Board. Ann joined us with an update on the Petroleum Tank Fund. Ann has worked in the mining and environmental industries for over 30 years, and has 15 years of experience with the Petroleum Tank Release Cleanup Fund.

We continue to work to actively grow our membership. With the ever-changing landscape, strengthening our numbers and bringing new ideas to the membership is increasingly important. In the last few months, I have been out pounding the pavement across the state and have really enjoyed meeting with members and non-members alike to share our concerns, celebrate our successes, and plan for the upcoming election and legislative session. I will continue my efforts over the summer with the plan to bring our members together with their local elected officials in the fall, building a strong network of personal relationships.