

2010 BUSINESS RECOGNITION

HOSTED BY
Utah State University
Price SBDC

UtahState
UNIVERSITY

Business Details

OWNER
Delynn Fielding

NATURE OF BUSINESS
Business Expansion
and Retention

CITY
Price

COUNTY
Carbon/Emery

PHONE
435-636-3295

WEB SITE
www.brei.org

BUSINESS STRUCTURE
Non-profit

BUSINESS BEGAN
2007

EMPLOYEES
3 full-time

SBDC CONSULTANT
Ethan Migliori

Business Expansion and Retention Program (BEAR) in Carbon/Emery



The Business Expansion and Retention (BEAR) Program operated by the Southeast Utah Community Development Corporation is making a difference for businesses in Utah. BEAR was recognized by its umbrella organization, Business Retention and Expansion International (BREI), as the best business visitation economic development program in the U.S. and Canada for a multi-community/region with a population less than 50,000. The award was presented at BREI's 2010 conference in New Orleans in August. The Southeast Utah BEAR program is the only winner in its category.

The honor is judged on strategy and improvements to the overall business climate through tangible results. Special consideration is given to individuals and groups who provide innovative solutions to unique needs within the given community.

BEAR is a multi-jurisdictional outreach effort to businesses in Carbon and Emery counties that was started in January 2006. To date, the BEAR program has conducted face-to-face visits with nearly 1,300 businesses. The goal is to learn more about each company, then link the firm to local, county, regional and state resources. Because of BEAR's work, more than \$1.8 million in grants and tax credits have been awarded to 78 businesses, 111 jobs have been created and 39 jobs have been retained. In return, more than \$8 million has been invested by companies in the two counties.

BEAR partners include more than a dozen local and state organizations. A partial list includes the Small Business Development Center, the Business Technical Assistance Center, AmeriCorps VISTA, Utah Vocational Rehabilitation, Utah State University/College of Eastern Utah, Price City and the Utah Department of Workforce Services. Together, local and state partners have assisted individual firms with basic resources like workforce training.

The BEAR team also provides a series of seminars and workshops to meet the needs of multiple firms. Since 2006, seminars have been offered in marketing, customer service, contractor and sub-contractor law, bankruptcy creditor rights and working capital, among others. In addition, a two-day Business Expo was held that focused on more than 65 home-based and micro businesses.

The success of BEAR in the two counties inspired similar programs in 10 other Utah counties.

"Our team of judges was very impressed with the number of company visits, individual assistance provided to firms and the wide range of training and resources offered to companies sharing similar challenges," said Connie Wagner, BREI executive director.

BREI is the leading national and international professional association for business retention and expansion and provides communities solutions for economic sustainability and growth through leadership resources, networking opportunities and education.

"It is exciting to receive this national recognition because the BREI award is based on the efforts of our partners to assist local businesses of all sizes. We're proud of our program, partners and local businesses."

*Delynn Fielding, Director
Carbon County Economic Development*

Secret to Success

"This program is a great example of listening to the businesses and using the expertise of the team to respond to their needs."

jobs

growth

revenues

The Utah SBDC network is comprised of 11 regional centers hosted by Utah colleges and universities. The centers serve entrepreneurs and small businesses across the state. The centers are funded in part through a cooperative agreement with the U.S. Small Business Administration.



Governor's Office of Economic Development

