



### Kellie Danielson | President

A twenty-five year veteran in economic development, Kellie began her career as a chamber of commerce executive director. From there she cut her teeth in learning the ropes of economic development with two state departments of commerce, focusing on new and expanding facility investment. She has had the pleasure of working with corporate management teams including Southwest Airlines founder Herb Kelleher, Target Corporation, Tyson Foods, American Eagle Outfitters, Frito Lay, PepsiCo, Abbott Laboratories, Amazon.com, Bombardier, and Spirit Aero Systems.

Her role at Montana West & Flathead County Economic Development is simply to “foster jobs.” “Because business creates jobs, we work alongside business managers to help identify resources and connect them to expertise. Telling the story about the advantages of doing business in the Flathead Valley/Glacier Park region is our focused message.”

Kellie was designated by the International Economic Development Council as a Certified Economic Development Professional and later as a “Fellow Member,” recognizing her contributions to the profession. She is a graduate of the Economic Development Institute at the University of Oklahoma and the Community Development Institute at the University of Central Arkansas. Since she was ten years old Kellie always wanted to live in Montana. Moving to Montana in 2008 she is especially grateful to be able to ski within 45 minutes of leaving her home’s front door.



### Carol Oberndorfer | Operations Manager

Carol spent most of her career in retail with customer service and visual merchandising/advertising. Carol worked twelve years at Fred Meyer, B&B as a customer service representative and cashier trainer. She spent fourteen years with JC Penny in advertising as a Visual Merchandiser, responsible for store and merchandise presentation, local print media, and local events. Carol started working with the economic development loan program in the Northwest Business Center at Northwest Montana Human Resources (Community Action Partnership) until the loan transmitted to Jobs Now Inc., or MWED.



Carol manages the accounting functions and assists with compliance at Montana West Economic Development. Having taken several computer courses including Comp Tia certification, Carol loves learning various computer programs. She spends her time camping, fishing, and playing English hand bells.

## Brad Walterskirchen | Loan Officer

Brad brings over thirty-five years of lending experience to MWED, having worked and originated commercial loans for Valley Bank of Kalispell, Heritage Bank in Great Falls, BankWest, and Provident Financial during his career.

He is responsible for Montana West's capital program and manages all aspects of the organization's lending services. He uses his business skills and lending experience to assist MWED clients in their pursuit of business success. He provides consulting and recommendations for loan structure to encourage growth. He is responsible for sourcing capital for the loan pools, managing the credit review process, and loan servicing.

He is a native of the Flathead Valley, a graduate of Flathead High School, and earned a Bachelor of Science degree from Washington State University. He has been involved with many civic groups over the years most recently serving as a trustee for the Kalispell Public Schools and the Flathead Youth Foundation. Brad and his wife reside in Kalispell. He stays active as an MOA basketball official and enjoys his free time at the lake, playing softball, hiking, and skating.



## Kim Morisaki | Special Projects and Business Development

Starting her professional career in Kumamoto, Japan, Kim built her entrepreneurial skills in international trade for eleven years. While there she launched and operated Big Sky International Trading, an importer of U.S. building materials and furniture to Japanese architects, developers and designers. She

later returned to her native Montana and spent five years in the private sector managing national accounts for a local building products manufacturer.



Kim oversees Business Development and Special Projects, assisting new and expanding businesses in their pursuit of financial resources and business expertise. Kim provides counseling and technical assistance for MWED clients as they work through their business plan needs. An active member of the Flathead Business and Retention (BEAR) team, Kim promotes and develops industry networks (manufacturing and technology) to encourage collaboration and knowledge sharing for local

business sectors. Kim holds a degree in Politics, Philosophy and Economics from Claremont McKenna College.

As President of the Flathead Valley Hockey Association, Kim plays coordinator, chauffeur, and fundraiser for her children and husband's sports events year round. Actively involved with the local Japanese community and Montana's Japan Club, Kim helps arriving Japanese students settle into the Montana lifestyle. Kim dreams of starting to bike again like she once did over the islands of Japan.

## Doug Bolender | Advisor, How to Sell to the Government

Doug graduated from Idaho State University in 1979 with a Bachelor of Business Administration Degree, double majoring in Marketing and Management & Organization. His employment has consisted of five years as a construction accountant with Morrison Knudsen Company, Inc. of Boise, Idaho (now the Washington Services Group of Missoula), eight years as an accountant with the Columbia Falls Aluminum Company, six years as a self-employed real estate broker in Kalispell, and has been the PTAC Manager in the Kalispell Sub-center since 1999. Doug has held the highest Level III "Certified Contracting Assistance Specialist" (CCAS) designation of his national APTAC Association since 2009 and is one of nine members on the APTAC Professional Review Committee.

The Procurement Technical Assistance Center provides free and confidential technical assistance to Montana businesses that wish to market their products or services to any City, County, State, or Federal Government Agency. Assistance is available with registrations, market research, bid opportunity identification, bid preparation, regulation compliance, understanding forms, packaging requirements, contract completion, and payment.

Doug has lived in the Flathead Valley for almost 30 years. When not at work, he can be found taking advantage of the vast outdoor opportunities in the region. Some of his favorite activities are hunting, fishing, camping and hiking with his wife and adult son.



## Lara Russell | Communication Manager



Lara received her Masters of Business Administration degree from Mount Marty College, following graduate studies in Economics at Wichita State University. Most recently, Lara has spent several years in the Brokerage industry as a fully-licensed Financial Professional. Lara also has entrepreneurial experience with the startup of a small businesses; a consulting partnership where she specialized in workplace teambuilding and communication through awareness of personality styles. Additionally, Lara holds a Bachelor's degree in Psychology from Montana State University.

Lara is responsible for creating, implementing, and overseeing communications programs which effectively promote Montana West Economic Development and its products and services. She will focus on publishing the newsletter, social media posting, and other promotional and marketing materials. Emphasizing brand recognition, she will strive to make Montana West the first stop for entrepreneurs in the Flathead Valley.

Lara is a native of Montana, and is excited to be living in Kalispell after spending 16 years out of state. Much of her time is spent supporting her kids' various athletic events throughout the year. She has a passion for Volleyball, and serves as the Club Director and a coach for a local volleyball club. When the occasional "free time" is available, she and her husband enjoy spending time on the lake or in the mountains.

## Kellie Schwabl | Program Assistant

Kellie comes to MWED from Cleveland, Ohio, where she held a variety of interesting positions. After taking time off to be a full time mom, she became a part time supervisor at Lucky Brand Jeans, a Fifth and Pacific Company. Her previous work experience includes working at the Chicago based Consulting Group, The Revere Company, where she was the Cleveland Marketing Coordinator and managed the build out of a \$1M office. Previous to the Revere Group, she worked at Key Bank, N.A., on their Internet Banking team, where she was the Internal Marketing and Continuous Improvement Coordinator.

Kellie also has held various volunteer positions, specifically at University Hospitals of Cleveland, Gesu Elementary School and Church of the Savior Preschool. Excited to embark on the giant move from Cleveland to Kalispell, Kellie enjoys sightseeing around the Flathead Valley, as well as cooking, going to movies and following the Cleveland Indians baseball team.

