

**Board of Directors Meeting
Kalispell Tourism Business Improvement District
Wednesday – April 6, 2016
3:00 pm – 5:00 pm**

Location: Kalispell Chamber

AGENDA

3:00 pm Meeting Called to Order: Janet Clark, Chairman of the Board

1. Hear from the Public

Members of the public are invited to present information related to the Tourism Business Improvement District. Presenters are limited to three (3) minutes each.

2. TBID Safety Awareness information sharing – guest speaker, Kalispell Police Department Chief Nasset

3. Board Action

- a) Approval of minutes from March 2, 2016
- b) TBID financial statements for February, 2016
- c) Approval of FY'17 marketing plan and budget
- d) Approval of applications for expiring board seats
- e) Approval of slate of officers to serve May 1, 2016 – April 30, 2017

3. Board Discussion

- a) Event updates
- b) Governor's Conference on Tourism
- c) Group, M&C updates
- d) Marketing updates

5:00 pm Meeting Adjourns

Enclosures: March 2, 2016 minutes
TBID financial statements for February 2016
KCVB Updates

For Further Information, Please Contact:

Janet Clark, Board Chairman jc@clarkmontana.com or 406-755-8100
Diane Medler, KCVB Director diane@discoverkalispell.com or 406-758-2808

2016 TBID Board Meeting Schedule (subject to change)

January 6	February 3	March 2	April 6	May 4	June 1
July 6	August 3	September 7	October 5	November 2	December 7

Note: Other than the meeting starting time, times listed are approximate and agenda items may be rearranged. Action may be taken on any item listed on the agenda. Public comment is welcome on all items.

Board of Directors Meeting
Kalispell Tourism Business Improvement District
Location: Kalispell Chamber of Commerce
Wednesday, March 2, 2016
3:00 pm – 5:00 pm

Minutes

Board Members Present: Janet Clark, Vanessa Nordahl, Dan Moderie, Dawn Hendrickson, Laurie Schultz, Lisa Brown

Board Members Absent: Nautam Patel

Staff Present: Diane Medler, Dawn Jackson, Vonnie Day

Visitors: Tom and Denise Lewis, Hilltop Inn; Cary Weyrauch, ABVI

Meeting was called to order by Janet Clark, Board Chair, at 3:10 PM.

1. Hear from the Public – no public comments
2. TBID Safety Awareness information sharing – email list is working well.
3. Board Action
 - a. Approve minutes from the February 3, 2016 meeting:
Action: Motion was made by Vanessa Nordahl to approve the minutes. Motion seconded by Dan Moderie. Discussion: none. Board approved unanimously.
 - b. TBID financial statements for January, 2016:
Action: Motion was made by Vanessa Nordahl to approve the financial statements. Motion seconded by Dan Moderie. Discussion: none. Board approved unanimously.
 - c. Approval of draft budget, goals and objectives for FY2017:
Action: Motion was made by Dawn Hendrickson to approve the draft budget, goals and objectives for FY2017. Motion seconded by Lisa Brown.
Discussion: On this draft budget the Bed Tax income projections have not been adjusted for FY17. They are included for informational purposes. Declines in revenue due to decreased Canadian traffic are expected to be offset by increased domestic travel and the addition of several new properties to the TBID. Staffing now accounts for 43% of budget, up from 33% last year. Increase was due to a jump in insurance costs. Strategies to increase revenue are being developed including expanding Kalispell's range of non-weather impacted activities and generating referrals for meetings and conventions. Board agreed to raise the target average of mobile and tablet usage to 15%. Occupancy will be tracked using the Star Report. The objective for increased occupancy November – April will be set at 2% (as measured in Star Report). Board approved unanimously.
4. Board Discussion
 - a. Pond Hockey – event was cancelled due to unsafe ice conditions at Foys Lake and Woodland Park. 62 teams opted to defer their registration to the 2017 tournament. 8 teams cancelled. Hockey boards had been shipped prior to the decision to cancel. The Boards will be stored here at a cost of \$40 per month which eliminates the \$2,700 return ship fee this year. A number of expenditures had occurred in preparation for the events. TBID will spend approximately \$20,000 of the \$30,000 allocated. Some of the expenses won't recur next year (for example, very little marketing will be required to solicit teams as we will open registration with 62 teams). Teams that came to Kalispell

despite the event cancellation were hosted at a gathering at Moose's. Feedback was received that they had a great visit. January dates are being considered for 2017, either the 13 – 15 or the 20 – 22.

Spartan – 6,900 racers have registered. Total registration for last year's event was 7,000. NBC will be filming the race again this year.

Western Class B Basketball Tournament was well-attended.

- b. Governor's Conference of Tourism – April 10 – 12. Meetings and the banquet will be held at the Hilton Garden Inn with lunches at the Red Lion Hotel. CVB is coordinating sponsors and entertainers for the busses providing transportation between the two hotels. The welcome reception will be held at the Hilton Garden Inn, Sunday, April 10. The theme is Travels through Time. Area tours will be offered Sunday afternoon including Glacier Park, Agri-Tourism, Native American and Historic Downtown.
- c. Wayfinding project – is being handled in two phases due to work on the Bypass. Phase 1 will be in the ground by July. The City of Kalispell and MDT have been great to work with. The project has been delayed for several reasons including the bypass construction and the death of the chief of the sign department. Deferral of the remaining grand funding has been requested until the Bypass is completed.
- d. Expiring board seats – two board appointments are expiring:
Vanessa Nordahl - large property; Dawn Hendrickson – medium property
The openings will be announced to TBID members. Expiring board members are welcome to reapply. Nominees and board officers will be voted on at the April board meeting. Laurie Otto is replacing Laurie Schultz who has resigned her position at the Hilton Garden Inn.
- e. Group, M&C updates – An RFP has been submitted for the National Science Foundation Conference in FY2017. An RFQ was received from Spring Brook Ranch for May 2016 Yak Camp. Work continues on the POMA Conference in June. A Montana State Parks Division Meeting is taking place in Kalispell this week. Staff is training on the new IDSS computer software.
- f. Marketing updates – an article by [Laura Rote, Time Out Chicago](#), was published on the national Time Out website. Her article will also appear in the spring Time Out Chicago printed publication. Members of the [International Food and Wine Travel Writers Association](#) who visited in January posted numerous online mentions of Kalispell. The new 44-page [Kalispell visitor guide](#) will be ready in two weeks. 35,000 copies will be printed. The [direct flight from Chicago](#) is performing well. Glacier Aero is working on year-round flights to Portland, San Francisco and Los Angeles. [2nd quarter TBID collections](#) are equal to 2nd quarter last year. The [Star Report for January](#) was up 3% over last year. The [Kalispell Chamber is working with Google](#) to get all member business info updated on the search engine. Chamber members also have the option of a reduced rate for an interior virtual tour. The virtual tour can be linked to the business website, [KalispellChamber.com](#) and [DiscoverKalispell.com](#). The Google videographer will be here April 27. Information will be sent to TBID members to assess the level of interest. [Voices of Montana Tourism](#) is working on restructuring to create a

501(c)3 with a singular focus of PR, no lobbying. TBID board agreed to provide a sponsorship to Voice of Montana Tourism of \$2,500 for 2016.

- g. Workforce concerns in 2016 – TBID members are finding it difficult to recruit and retain good employees. The situation is expected to worsen with new hotels opening. The board discussed connecting with hospitality programs in the high schools and at the college.
- h. Kalispell Hostel – Owner, Margaret Lekander, has expressed interest in joining the TBID although her facility has fewer than 6 rooms, making her ineligible under current rules. There are currently 64 small operators in the city limits. They are supposed to be collecting bed tax, but may not be. The board agreed to retain the current system of requiring that a property have at least 6 rooms in order to be a member of the TBID.

Meeting adjourned at 4:57 pm.

Respectfully Submitted: Diane Medler

For Further Information, Please Contact:
Diane Medler, CVB Director, diane@discoverkalispell.com or 406-758-2808

Kalispell Tourism Business Improvement District
Summary of Financials
April 6, 2016

TBID General Funds – Expense Summary February 2016

Admin: rent; postage; bookkeeping; telephone, misc. mileage/expenses; office supplies; email hosting (Feb & Mar); annual Adobe Acrobat subscription

Website: homepage edits; downtown history page; package page updates; monthly maintenance

Consumer Marketing: airport stocking; social media admin (Feb admin plus invoice corrections for Oct, Nov & Dec); Discover Kalispell annual music rights renewal; press room updates; correction of invoices between bed tax and TBID; quarterly enews

Event: event operation mgmt. monthly payment for February (Rob); western B Basketball security; sponsorship for MT Elite wrestling tournament

Meetings & Convention: POMA incentives; Gov Conf sponsorship sell sheets to CFalls Chamber newsletter; IDSS quarterly payment

Publicity: Press trips –Time Out Chicago and IFWTWA; seasonal slider updates

KCVB Event Funds - Summary February 2016

Dragon Boat: (2016 - \$30,000 TBID)
Balance forward from 2015: (\$784.26)
Income - \$0
Expenses: \$642.16
Balance – \$5,475.62

Spartan 2016: (2016 - \$25,000 TBID)
Balance forward from 2015: \$3,706.40
Income - \$0
Expenses – \$0
Balance - \$3,706.40

Pond 2016: (2016 - \$30,000 TBID)
Balance forward from 2015: \$18,372.85
Income – \$8,220.95
Expenses – \$5,595.93
Deferred Revenue - \$34,800 (registrations through Feb)
Balance - \$48,305.97

Tourism Business Improvement District

Balance Sheet

As of February 29, 2016

	Feb 29, 16
ASSETS	
Current Assets	
Checking/Savings	
1010 · Checking	259,568.62
Total Checking/Savings	259,568.62
Accounts Receivable	
1200 · Accounts Receivable	677.70
Total Accounts Receivable	677.70
Total Current Assets	260,246.32
Fixed Assets	
1710 · Office Equipment	3,954.84
1820 · Web Site Development	25,230.44
Total Fixed Assets	29,185.28
TOTAL ASSETS	<u>289,431.60</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	36,961.37
Total Accounts Payable	36,961.37
Total Current Liabilities	36,961.37
Total Liabilities	36,961.37
Equity	
32000 · Unrestricted Net Assets	164,312.26
Net Income	88,157.97
Total Equity	252,470.23
TOTAL LIABILITIES & EQUITY	<u>289,431.60</u>

Tourism Business Improvement District

Profit & Loss

03/17/16

February 2016

Accrual Basis

	Feb 16	Jul '15 - Feb 16
Income		
4000 · TBID Revenue	100,503.90	450,590.78
4100 · Interest Income	8.50	56.36
Total Income	100,512.40	450,647.14
Expense		
5000 · Staffing	15,137.78	139,737.14
5100 · Administrative		
5350 · City of Kalispell Admin Fee	0.00	5,000.00
5110 · Bank Fees	19.15	146.69
5125 · Bookkeeping	210.00	1,627.50
5140 · Office Supplies	163.64	895.01
5145 · License & Tax	0.00	550.00
5150 · Postage & Copies	101.16	566.79
5160 · Rent	700.00	5,600.00
5165 · Storage Unit	0.00	360.00
5180 · Telephone	243.19	1,701.53
5185 · Travel & Entertainment	42.30	1,473.51
5190 · Technology Support	100.00	400.00
5195 · Equipment (Software)	23.88	222.36
Total 5100 · Administrative	1,603.32	18,543.39
5200 · Research & Education		
5210 · Smith Travel Reports	0.00	5,500.00
5230 · Organizational Memberships	0.00	600.00
Total 5200 · Research & Education	0.00	6,100.00
5250 · Web Site		
5270 · Maintenance & Enhancements	3,469.00	8,436.20
5280 · SEO & SEM	522.75	7,726.75
Total 5250 · Web Site	3,991.75	16,162.95
5400 · Consumer Marketing		
5455 · Winter Prize Package	0.00	493.84
5405 · Photo and Video Library	635.00	5,734.00
5430 · Social Media Admin & Adv	10,061.13	13,215.34
5440 · Creative Services	579.75	13,012.14
5450 · Media Buy Online	0.00	14,461.20
5460 · Travel Show Attendance	0.00	4,386.51
5480 · Airport Displays	50.00	500.00
5420 · E-Marketing	808.18	2,900.93
5496 · Visitor Guide & Niche Brochures	0.00	150.00
Total 5400 · Consumer Marketing	12,134.06	54,853.96
5500 · Event Marketing		
5548 · Events Operations Management	1,750.00	16,250.00
5501 · Dragon Boat	0.00	45,572.00
5509 · Pond Hockey	0.00	30,000.00
5511 · Western B Basketball	336.00	336.00
5549 · Other Event Marketing	1,000.00	2,826.88
Total 5500 · Event Marketing	3,086.00	94,984.88
5550 · Meetings & Conventions		
5565 · Meeting Planner Shows	0.00	4,825.76
5570 · Meeting Planner Incentive Progm	137.51	5,101.23
5574 · M&C Guide	0.00	390.00
5583 · Customer Relationship Mgmt Syst	1,500.00	3,000.00
Total 5550 · Meetings & Conventions	1,637.51	13,316.99
5650 · Publicity		
5660 · Travel Media FAM	2,886.85	9,129.17
5665 · PR/Story Pitches	1,891.25	9,031.25
5680 · Kalispell Merchandise	0.00	629.44

10:17 AM

Tourism Business Improvement District

03/17/16

Profit & Loss

Accrual Basis

February 2016

	Feb 16	Jul '15 - Feb 16
Total 5650 · Publicity	4,778.10	18,789.86
Total Expense	42,368.52	362,489.17
Net Income	<u>58,143.88</u>	<u>88,157.97</u>

Tourism Business Improvement District

Profit & Loss Budget vs. Actual

July 2015 through February 2016

03/17/16

Accrual Basis

	Jul '15 - Fe...	Budget	\$ Over Bud...	% of Budget
Income				
4000 · TBID Revenue	450,590.78	632,500.00	-181,909.22	71.2%
4100 · Interest Income	56.36			
Total Income	450,647.14	632,500.00	-181,852.86	71.2%
Expense				
5000 · Staffing	139,737.14	206,635.00	-66,897.86	67.6%
5100 · Administrative	18,543.39	28,865.00	-10,321.61	64.2%
5200 · Research & Education	6,100.00	8,000.00	-1,900.00	76.3%
5250 · Web Site	16,162.95	18,000.00	-1,837.05	89.8%
5400 · Consumer Marketing	54,853.96	97,700.00	-42,846.04	56.1%
5500 · Event Marketing	94,984.88	134,072.00	-39,087.12	70.8%
5550 · Meetings & Conventions	13,316.99	75,500.00	-62,183.01	17.6%
5600 · Opportunity	0.00	33,728.00	-33,728.00	0.0%
5650 · Publicity	18,789.86	30,000.00	-11,210.14	62.6%
Total Expense	362,489.17	632,500.00	-270,010.83	57.3%
Net Income	88,157.97	0.00	88,157.97	100.0%

Kalispell Chamber of Commerce
KCVB P&L by Class
February 2016

	Dragon Boat	Pond Hockey	TOTAL
Income			
4700.00 · Special Events			
4700.10 · Registrations	0.00	-6,600.00	-6,600.00
4850.00 · Sponsors	0.00	-1,500.00	-1,500.00
Total 4700.00 · Special Events	0.00	-8,100.00	-8,100.00
Total Income	0.00	-8,100.00	-8,100.00
Expense			
5000.00 · Direct Program			
5010.00 · Advertising & Marketing	161.10	453.00	614.10
5320.00 · Leased Equipment/Space	0.00	827.33	827.33
5460.00 · Permits & Fees	0.00	-100.00	-100.00
5670.00 · Supplies	0.00	57.72	57.72
Total 5000.00 · Direct Program	161.10	1,238.05	1,399.15
5060.00 · Bank Fees & Service Charges			
5060.10 · Bank & Credit Card Fees	0.00	6.00	6.00
Total 5060.00 · Bank Fees & Service Charges	0.00	6.00	6.00
5520.00 · Professional Fees			
5520.10 · Professional Services	140.00	4,122.68	4,262.68
Total 5520.00 · Professional Fees	140.00	4,122.68	4,262.68
5400.00 · Miscellaneous			
5200.00 · Dues & Subscriptions	300.00	0.00	300.00
Total 5400.00 · Miscellaneous	300.00	0.00	300.00
5420.00 · Office			
5420.10 · Office Supplies	41.06	21.27	62.33
Total 5420.00 · Office	41.06	21.27	62.33
5740.00 · Travel			
5740.10 · Travel/Mileage	0.00	2.16	2.16
5380.00 · Meals (Staff/Volunteers)	0.00	205.77	205.77
Total 5740.00 · Travel	0.00	207.93	207.93
Total Expense	642.16	5,595.93	6,238.09
Net Income	-642.16	-13,695.93	-14,338.09

KALISPELL CONVENTION & VISITOR'S BUREAU
EVENT BALANCES
Accrual Basis

	DRAGON BOAT	POND HOCKEY	SPARTAN RACE	WAYFINDING	TOTAL
2015 Balance Forward	(784.26)	18,372.85	3,706.40	63,100.00	84,394.99
January 2016	6,902.04	8,094.75	0.00	0.00	14,996.79
February 2016	(642.16)	(13,695.93)			(14,338.09)
March 2016		734.30			734.30
April 2016					0.00
May 2016					0.00
June 2016					0.00
July 2016					0.00
August 2016					0.00
September 2016					0.00
October 2016					0.00
November 2016					0.00
December 2016					0.00
Deferred Revenue*		34,800.00			34,800.00
EVENT BALANCES	5,475.62	48,305.97	3,706.40	63,100.00	120,587.99

*Deferred revenue is listed on the balance sheet as a payable, because there is a portion that is refundable.
Income will be recorded the same calendar year as the event is held.

Kalispell Chamber of Commerce
P&L by Class - Pond Hockey
September 2015 through March 2016

Sep '15 - Mar 16

Income		
4700.00 · Special Events		
4850.00 · Sponsors	0.00	
4700.10 · Registrations	2,400.00	
Total 4700.00 · Special Events		2,400.00
4410.00 · TBID Revenue		30,000.00
Total Income		32,400.00
Expense		
5060.00 · Bank Fees & Service Charges		
5060.10 · Bank & Credit Card Fees	24.00	
Total 5060.00 · Bank Fees & Service Charges		24.00
5360.00 · Meetings		35.40
5260.00 · Insurance		50.00
5740.00 · Travel		
5740.10 · Travel/Mileage	19.18	
5380.00 · Meals (Staff/Volunteers)	205.77	
Total 5740.00 · Travel		224.95
5420.00 · Office		
5420.10 · Office Supplies	416.46	
Total 5420.00 · Office		416.46
5520.00 · Professional Fees		
5780.00 · Web Site	48.51	
5520.10 · Professional Services	5,652.05	
Total 5520.00 · Professional Fees		5,700.56
5000.00 · Direct Program		
5460.00 · Permits & Fees	0.00	
5670.00 · Supplies	57.72	
5320.00 · Leased Equipment/Space	927.33	
5010.00 · Advertising & Marketing	3,284.50	
5540.00 · Promotor Fee	9,901.80	
Total 5000.00 · Direct Program		14,171.35
Total Expense		20,622.72
Net Income		<u>11,777.28</u>

CALGARY OUTDOOR ADVENTURE & TRAVEL SHOW

The CVB attended the Calgary Outdoor show on March 19-20. This was the fourth year we'd attended and it was the best show by far. A record attendance of 13,800. Lots of interest in Kalispell and Glacier Park, particularly for hiking, kayaking, bicycling and scenic driving. Received a minimal number of comments about the current Canadian dollar being an impediment to travel.

PRESS TRIPS/MEDIA

Recent press on Kalispell and NW Montana:

Time Out Chicago – Time For a Trip: features Glacier National Park and Kalispell. Print publication and also included online. <http://www.timeout.com/chicago/travel/travel-to-glacier-national-park>

VISITOR GUIDE

Copies of the 2016-2017 visitor guide are available for pick up at the Chamber. A mobile-friendly online version is available on Discover Kalispell.

SOCIAL MEDIA REPORT (Feb 15th – Mar 15th)

Twitter – 24.9k impressions; 2066 followers

Instagram – 1,673 followers

Facebook – 31,118 likes; total reach 156,084

FALL/WINTER CONSUMER MARKETING CAMPAIGN

Media budget = \$32,314: \$13,628 digital and \$18,686 print

Total impressions = 10,339,785

Campaign clicks to website = 7,801; Overall CTR = 0.07%

Campaign leads (purchased) = 1,359

Approx 23% of total website traffic (Nov-Feb) came from paid advertising

Social media continues to be highly engaging tactic to reach potential visitors

Landing pages: Winter = 1,384 sessions; Ski-Vacation = 574

Geo-fence mobile media campaign: targeting 5 ski/snowboard shows in Pacific NW

Total impressions = 256,199; Unique reach = 70,311; Cost per unique user reached = \$0.03

Placements – mobile web & app, Facebook mobile web & app, Instagram mobile app

Content Amplification campaign: 9,458,516 impressions; 5,311 clicks; Cost per click = \$0.89

95% of website traffic from content article promotion were new visitors

MONTANA SPARTAN RACE – May 7-8

Anticipate at least 7,000 participants again this year. NBC Sports filming the Montana race as one of six Spartan races featured this year. The hour long show will air in July.

STR REPORT – FEBRUARY

Year over year, Feb OCC down -3.4% to 40%; ADR down - 1.4% to \$75.52; RevPAR down -1.7% to \$45.81. Two properties did not report.

United States: OCC -0.8; ADR +3.6%; RevPAR +2.8%. Montana: OCC -4.3%; ADR +1.6%; RevPAR -2.8%



Dawn Jackson
Group Sales Manager
March 2016

RFP and Room Requests submitted for February

*Spartan Race Accommodations
Xterra Flathead Triathlon*

Group Support and Information Assistance

Flathead LaCrosse Association

Meetings/Events Attended (not listed):

*TBID March Board Meeting
Chamber Luncheon
BEAR Meeting
MT State Parks Social Hour*

Other Tours

Blue Canyon

2016 Governors Conference Update

Working on the Welcome Reception and Transportation Sponsorships

Continuing Projects not listed above

<i>POMA Planning</i>	<i>Providing information for IDSS Implementation</i>
<i>Group Activities</i>	<i>FY17 Marketing Plan</i>
<i>IDSS Training</i>	
<i>Unique Meeting Venues</i>	
<i>Virtual event bag</i>	

Kalispell Convention & Visitors Bureau Sales Report

3/1/2016 - 3/31/2016

Event Type: All

Sales Rep: Dawn Jackson

Account Name	Event Name	Event Type	Market Type	Source	Event Start	Scope	Economic Impact Est	Attend	Peak Rooms	Requested Rooms	Contracted Rooms
				Current Status	Event End	New/Repeat	Actual				

Status: ALL FUTURE DEFINITE

MT Office of Tourism and Business Development	2016 MT Governors Conference on Tourism and Recreation	Meeting	Meetings, Convention, Tourism Industry Events	Definite	4/9/2016 4/11/2016	State Repeat	\$0.00 \$0.00	0	300	0	450	
Spartan Race	2016 Spartan Race-Accommodations	Sporting Event	Athletic & Sports/Recreation	KCVB Event Definite	5/5/2016 5/10/2016	National Repeat	\$0.00 \$0.00	7,000	12	58	0	
Spring Brook Yak Ranch, LLC	Yak Camp 2016	Meeting	Agricultural, Commodities, Food/Food Products	Local referral Definite	5/27/2016 5/28/2016	National New	\$0.00 \$0.00	0	8	16	0	
The Summit Medical Fitness Center	XTERRA Flathead Triathlon	Tour	Athletic & Sports/Recreation	KRMC Definite	8/5/2016 8/8/2016	International New	\$0.00 \$0.00	0	0	0	0	
Event Count:								4	7,000	320	74	450
								\$0.00				

Status: CURRENT LEAD

Arrex Risk Solutions	Wisconsin Board of Directors Meeting	Meeting		CVENT Lead	7/19/2016 7/21/2016	Regional New	\$0.00 \$0.00	32	32	64	0	
Event Count:								1	32	32	64	0
								\$0.00				

Status: LEADS SENT

Netafim	2016 Netafim Key Dealer Summit	Meeting	Agricultural, Commodities, Food/Food Products	CVENT Lost	7/23/2016 7/27/2016	National New	\$0.00 \$0.00	59	59	181	0
Spartan Race	2016 Spartan Race-Accommodations	Sporting Event	Athletic & Sports/Recreation	KCVB Event Definite	5/5/2016 5/10/2016	National Repeat	\$0.00 \$0.00	7,000	12	58	0

Sales Rep: Dawn Jackson

Account Name	Event Name	Event Type	Market Type	Source	Event Start	Scope	Economic Impact Est	Attend	Peak Rooms	Requested Rooms	Contracted Rooms
				Current Status	Event End	New/Repeat	Actual				

Status: LEADS SENT

The Summit Medical Fitness Center	XTERRA Flathead Triathlon	Tour	Athletic & Sports/Recreation	KRMC	8/5/2016	International	\$0.00	0	0	0	0
				Definite	8/8/2016	New	\$0.00				
							Event Count:	3	7,059	71	239
								\$0.00			

Status: TURNED ASSIST

Scan Co	2016 Scans Pres Club	Meeting	Scientific, Engineering, Technical, Computers	CVENT	5/10/2016	Regional	\$0.00	0	38	128	0
				Services Assist	5/14/2016	New	\$0.00				
							Event Count:	1	0	38	128
								\$0.00			

Status: TURNED DEFINITE

The Summit Medical Fitness Center	XTERRA Flathead Triathlon	Tour	Athletic & Sports/Recreation	KRMC	8/5/2016	International	\$0.00	0	0	0	0
				Definite	8/8/2016	New	\$0.00				
							Event Count:	1	0	0	0
								\$0.00			

Status: TURNED LOST

National Science Foundation	2017 EPSCoR NSF	Meeting	Scientific, Engineering, Technical, Computers	Local Hotel	11/5/2017	International	\$0.00	400	400	1,600	0
				Lost	11/9/2017	New	\$0.00				
							Event Count:	2	459	459	1,781
								\$0.00			

Status: TURNED TENTATIVE

Spartan Race	2016 Spartan Race-Accommodations	Sporting Event	Athletic & Sports/Recreation	KCVB Event	5/5/2016	National	\$0.00	7,000	12	58	0
				Definite	5/10/2016	Repeat	\$0.00				
							Event Count:	2	459	459	1,781
								\$0.00			

Event Count:	1	\$0.00	7,000	12	58	0
		\$0.00				
		\$0.00				
Event Count:	13	\$0.00	21,550	932	2,344	450
		\$0.00				