

**Board of Directors Meeting
Kalispell Tourism Business Improvement District
Wednesday – February 3, 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.

Presentation from Voice of Montana Tourism – Dax Schieffer

2. Board Action

- a) Approval of minutes from January 6, 2016
- b) TBID financial statements for December, 2015
- c) Approval of projected revenue for FY2017

3. Board Discussion

- a) CVB Event updates
- b) Press trip recap
- c) Event Grant updates
- d) Kalispell Hostel
- e) Workforce concerns in 2016
- f) Group, M&C updates
- g) Marketing updates

5:00 pm Meeting Adjourns

Enclosures: January 6, 2016 minutes
TBID financial statements for December 2015
KCVB Updates
2016 sports tournament and KCVB event calendar

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
January 6, 2016
3:00 pm – 5:00 pm

Location: Hampton Inn

Minutes

Board Members Present: Janet Clark, Lisa Brown, Vanessa Nordahl, Dawn Hendrickson, Nautam Patel

Board Members Absent: Dan Moderie, Laurie Schultz

Staff Present: Diane Medler, Dawn Jackson, Vonnie Day, Joe Unterreiner

Visitors: See attached attendance list

Meeting was called to order by Janet Clark, Board Chair, at 3:00 PM.

1. Hear from the Public – no public comments
2. Board Action
 - a. Approve minutes from the December 2, 2015 meeting:
Action: Motion was made by Dawn Hendrickson to approve the minutes. Motion seconded by Lisa Brown. Discussion: none. Board approved unanimously.
 - b. TBID financial statements for November, 2015:
Action: Motion was made by Laurie Schulz (via email) to approve the financial statements. Motion seconded by Lisa Brown. Discussion: none. Board approved unanimously.
 - c. KCVB Event Grant Application – NW Regional Elementary Duels, April (Wrestling)
Action: Motion was made by Lisa Brown to approve a \$1,000 cash sponsorship for the NW Regional Elementary Duels 2016 wrestling tournament. In addition the TBID will provide in-kind advertising and work with the City of Kalispell to try and get delivery of the bleachers at no charge. Motion seconded by Dawn Hendrickson. Discussion: none. Board approved unanimously.

Business Meeting was adjourned at 3:15 PM

2015 Year In Review Presentation - Diane Medler, Dawn Jackson and Vonnie Day

See attached Annual Report

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
February 3, 2016

TBID General Funds – Expense Summary December 2015

Admin: City admin fee; Rent; postage; bookkeeping; telephone (December & January Clink), misc. mileage/expenses; quarterly storage unit fee; email hosting; annual reports; Christmas cards; Business Days at Capital

Website: general maintenance; domain renewals; quarterly website reporting; update package page and blog; taking down MT Rodeo website

Consumer Marketing: airport stocking; winter prize package (geo fencing campaign); press room and You Tube updates; winter media buy

Event: event operation mgmt. monthly payment for December (Rob); approved transfer of funds to Dragon Boat account

Meetings & Convention: POMA postcard stickers; deposit POMA reception at FLL; POMA eblast; update group travel flyer; down payment for IDSS

Publicity: Winter FAM planning; deposit for snowmobiling; reactive requests (Mountain Mag, Outside Mag); drafting pitches

KCVB Event Funds - Summary January through December 2015

Dragon Boat: (2015 - \$45,572 TBID)
Balance forward from 2014: (\$1,907.57)
Income - \$136,856.25
Expenses: \$129,004.69
Balance – \$5,943.99

Rodeo 2015: (2015 - \$30,000 TBID)
Balance forward from 2014: \$1,341.47
Income - \$152,693.02
Expenses - \$161,142.64
Balance – (\$3,378.15)

Spartan 2015: (2015 - \$25,000 TBID)
Balance forward from 2014: \$2,276.64
Income - \$36,749.62
Expenses – \$31,601.71
Balance - \$7,424.55

Pond 2015: (2015 - \$25,000 TBID)
Balance forward from 2014: \$37,424.34
Income – \$83,214.32
Expenses – \$72,115.81
Balance – \$48,522.85

Tourism Business Improvement District
Balance Sheet
As of December 31, 2015

	Dec 31, 15
ASSETS	
Current Assets	
Checking/Savings	
1010 · Checking	207,514.78
Total Checking/Savings	207,514.78
Accounts Receivable	
1200 · Accounts Receivable	677.77
Total Accounts Receivable	677.77
Total Current Assets	208,192.55
Fixed Assets	
1710 · Office Equipment	3,954.84
1820 · Web Site Development	25,230.44
Total Fixed Assets	29,185.28
TOTAL ASSETS	<u>237,377.83</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	19,647.43
Total Accounts Payable	19,647.43
Total Current Liabilities	19,647.43
Total Liabilities	19,647.43
Equity	
32000 · Unrestricted Net Assets	164,312.26
Net Income	53,418.14
Total Equity	217,730.40
TOTAL LIABILITIES & EQUITY	<u>237,377.83</u>

Tourism Business Improvement District

Profit & Loss

01/21/16

December 2015

Accrual Basis

	Dec 15	Jul - Dec 15
Income		
4000 · TBID Revenue	209,450.88	350,086.88
4100 · Interest Income	9.12	39.66
Total Income	209,460.00	350,126.54
Expense		
5000 · Staffing	17,067.13	109,040.93
5100 · Administrative		
5350 · City of Kalispell Admin Fee	1,484.10	5,000.00
5110 · Bank Fees	18.15	124.77
5125 · Bookkeeping	0.00	997.50
5140 · Office Supplies	636.44	701.62
5145 · License & Tax	0.00	550.00
5150 · Postage & Copies	68.54	368.30
5160 · Rent	700.00	4,200.00
5165 · Storage Unit	180.00	360.00
5180 · Telephone	317.54	1,376.84
5185 · Travel & Entertainment	393.10	739.00
5190 · Technology Support	50.00	300.00
5195 · Equipment (Software)	0.00	198.48
Total 5100 · Administrative	3,847.87	14,916.51
5200 · Research & Education		
5210 · Smith Travel Reports	0.00	5,500.00
5230 · Organizational Memberships	0.00	500.00
Total 5200 · Research & Education	0.00	6,000.00
5250 · Web Site		
5270 · Maintenance & Enhancements	1,096.57	4,967.20
5280 · SEO & SEM	0.00	7,204.00
Total 5250 · Web Site	1,096.57	12,171.20
5400 · Consumer Marketing		
5455 · Winter Prize Package	493.84	493.84
5405 · Photo and Video Library	0.00	5,099.00
5430 · Social Media Admin & Adv	450.50	2,309.21
5440 · Creative Services	0.00	12,432.39
5450 · Media Buy Online	1,409.08	14,461.20
5460 · Travel Show Attendance	0.00	3,599.69
5480 · Airport Displays	50.00	400.00
5420 · E-Marketing	0.00	2,092.75
Total 5400 · Consumer Marketing	2,403.42	40,888.08
5500 · Event Marketing		
5548 · Events Operations Management	1,750.00	12,750.00
5501 · Dragon Boat	20,572.00	45,572.00
5509 · Pond Hockey	0.00	30,000.00
5549 · Other Event Marketing	0.00	1,826.88
Total 5500 · Event Marketing	22,322.00	90,148.88
5550 · Meetings & Conventions		
5565 · Meeting Planner Shows	0.00	4,825.76
5570 · Meeting Planner Incentive Progm	452.20	4,947.29
5574 · M&C Guide	190.00	390.00
5583 · Customer Relationship Mgmt Syst	1,500.00	1,500.00
Total 5550 · Meetings & Conventions	2,142.20	11,663.05
5650 · Publicity		
5660 · Travel Media FAM	913.75	4,110.31
5665 · PR/Story Pitches	518.50	7,140.00
5680 · Kalispell Merchandise	0.00	629.44
Total 5650 · Publicity	1,432.25	11,879.75

Tourism Business Improvement District
Profit & Loss
December 2015

	Dec 15	Jul - Dec 15
Total Expense	50,311.44	296,708.40
Net Income	<u>159,148.56</u>	<u>53,418.14</u>

Tourism Business Improvement District
Profit & Loss Budget vs. Actual
 July through December 2015

	Jul - Dec 15	Budget	\$ Over Bud...	% of Budget
Income				
4000 · TBID Revenue	350,086.88	632,500.00	-282,413.12	55.3%
4100 · Interest Income	39.66			
Total Income	350,126.54	632,500.00	-282,373.46	55.4%
Expense				
5000 · Staffing	109,040.93	206,635.00	-97,594.07	52.8%
5100 · Administrative	14,916.51	28,865.00	-13,948.49	51.7%
5200 · Research & Education	6,000.00	8,000.00	-2,000.00	75.0%
5250 · Web Site	12,171.20	18,000.00	-5,828.80	67.6%
5400 · Consumer Marketing	40,888.08	97,700.00	-56,811.92	41.9%
5500 · Event Marketing	90,148.88	134,072.00	-43,923.12	67.2%
5550 · Meetings & Conventions	11,663.05	75,500.00	-63,836.95	15.4%
5600 · Opportunity	0.00	33,728.00	-33,728.00	0.0%
5650 · Publicity	11,879.75	30,000.00	-18,120.25	39.6%
Total Expense	296,708.40	632,500.00	-335,791.60	46.9%
Net Income	<u>53,418.14</u>	<u>0.00</u>	<u>53,418.14</u>	<u>100.0%</u>

KALISPELL CONVENTION & VISITOR'S BUREAU

EVENT BALANCES

Accrual Basis

	DRAGON BOAT	POND HOCKEY	SPARTAN RACE	MT HS RODEO	WAYFINDING	TOTAL
2014 Balance Forward	(1,907.57)	37,424.34	2,276.64	1,341.47	63,100.00	102,234.88
January 2015	425.00	1,327.03	0.00	(628.38)	0.00	1,123.65
February 2015	(269.83)	(22,224.04)	0.00	(1,088.00)	0.00	(23,581.87)
March 2015	3,455.00	(5,863.58)	24,870.29	1,000.00	0.00	23,461.71
April 2015	1,408.75	(7,935.06)	(4,649.87)	34,400.76	0.00	23,224.58
May 2015	4,490.56	(1,000.00)	(10,957.76)	20,476.84	0.00	13,009.64
June 2015	(885.95)	0.00	(3,987.00)	(54,020.63)	0.00	(58,893.58)
July 2015	16,342.42	0.00	(127.75)	(2,740.62)	0.00	13,474.05
August 2015	30,955.90	0.00	0.00	(850.00)	0.00	30,105.90
September 2015	(67,931.00)	3,950.00	0.00	(1,629.59)	0.00	(65,610.59)
October 2015	(5,905.39)	7,833.89	0.00	0.00	0.00	1,928.50
November 2015	6,528.87	34,692.20	0.00	0.00	0.00	41,221.07
December 2015	19,237.23	318.07	0.00	20.00	0.00	19,575.30
EVENT BALANCES	5,943.99	48,522.85	7,424.55	(3,718.15)	63,100.00	121,273.24

Kalispell Chamber of Commerce
KCVB P&L by Class
January through December 2015

	Dragon Boat	Pond Hockey	Spartan	HS Rodeo	TOTAL
Income					
4025.00 · Program Revenue					
4050.00 · Advertising	0.00	0.00	0.00	500.00	500.00
Total 4025.00 · Program Revenue	0.00	0.00	0.00	500.00	500.00
4700.00 · Special Events					
4225.00 · Beverage Sales	8,374.00	0.00	9,783.37	0.00	18,157.37
4550.00 · Merchandise	50.00	0.00	0.00	2,098.00	2,148.00
4650.00 · Parking/Camping	0.00	0.00	0.00	41,685.02	41,685.02
4700.10 · Registrations	41,026.25	41,950.00	0.00	43,900.00	126,876.25
4850.00 · Sponsors	29,600.00	4,500.00	0.00	19,500.00	53,600.00
4900.00 · Ticket Sales	4,288.75	0.00	0.00	11,750.00	16,038.75
4925.00 · Vendor Fee	2,700.00	0.00	450.00	3,650.00	6,800.00
4928.00 · VIP Tents	2,400.00	0.00	0.00	0.00	2,400.00
4945.00 · Other Events Revenue	2,845.25	0.00	1,516.25	0.00	4,361.50
Total 4700.00 · Special Events	91,284.25	46,450.00	11,749.62	122,583.02	272,066.89
4400.00 · Grants & Contributions					
4400.10 · Grants	0.00	6,764.32	0.00	0.00	6,764.32
Total 4400.00 · Grants & Contributions	0.00	6,764.32	0.00	0.00	6,764.32
4410.00 · TBID Revenue	45,572.00	30,000.00	25,000.00	30,000.00	130,572.00
Total Income	136,856.25	83,214.32	36,749.62	153,083.02	409,903.21
Expense					
5000.00 · Direct Program					
5000.10 · Purchases	0.00	0.00	0.00	1,000.00	1,000.00
5010.00 · Advertising & Marketing	14,079.30	9,063.56	1,689.75	5,618.22	30,450.83
5020.00 · Apparel	1,310.00	585.00	0.00	0.00	1,895.00
5040.00 · Awards & Recognition	2,862.92	25.00	0.00	30,085.54	32,973.46
5140.00 · Contract Labor	2,120.00	1,251.81	0.00	30.00	3,401.81
5180.00 · Catering	3,257.60	0.00	4,029.70	0.00	7,287.30
5240.00 · Hospitality	125.00	0.00	0.00	0.00	125.00
5320.00 · Leased Equipment/Space	23,402.97	13,155.22	11,112.90	32,590.02	80,261.11
5440.00 · Participant's Materials/Exp	313.50	432.00	0.00	596.45	1,341.95
5460.00 · Permits & Fees	20.00	2,978.00	520.00	129.00	3,647.00
5480.00 · Event Performers	2,350.00	0.00	0.00	3,500.00	5,850.00
5540.00 · Promotor Fee	38,285.28	22,254.33	3,050.00	0.00	63,589.61
5670.00 · Supplies	1,784.40	657.56	171.59	7,805.46	10,419.01
Total 5000.00 · Direct Program	89,910.97	50,402.48	20,573.94	81,354.69	242,242.08
5600.00 · Salaries & Employee Benefits					
5620.00 · Employee Benefits	0.00	333.75	0.00	333.75	667.50
Total 5600.00 · Salaries & Employee Benefits	0.00	333.75	0.00	333.75	667.50
5060.00 · Bank Fees & Service Charges					
5060.10 · Bank & Credit Card Fees	180.60	76.90	0.00	1,296.05	1,553.55
Total 5060.00 · Bank Fees & Service Charges	180.60	76.90	0.00	1,296.05	1,553.55
5560.00 · Building & Maintenance	235.00	0.00	0.00	1,030.00	1,265.00
5260.00 · Insurance	3,430.75	1,173.38	1,649.75	840.00	7,093.88
5160.00 · Contributions & Scholarships					
5160.10 · Contributions	4,000.00	1,750.00	4,000.00	1,000.00	10,750.00
Total 5160.00 · Contributions & Scholarships	4,000.00	1,750.00	4,000.00	1,000.00	10,750.00
5520.00 · Professional Fees					
5780.00 · Web Site	772.87	48.51	0.00	179.88	1,001.26
5520.10 · Professional Services	24,738.00	7,943.37	1,400.00	65,897.85	99,979.22
Total 5520.00 · Professional Fees	25,510.87	7,991.88	1,400.00	66,077.73	100,980.48

Kalispell Chamber of Commerce
KCVB P&L by Class

January through December 2015

	Dragon	Pond	Spartan	HS Rodeo	TOTAL
	<u>Boat</u>	<u>Hockey</u>			
5360.00 · Meetings	25.00	35.40	0.00	0.00	60.40
5500.00 · Printing & Publications	0.00	1,057.00	140.26	5,445.75	6,643.01
5760.00 · Utilities & Phone					
5120.00 · Communications	101.62	0.00	0.00	0.00	101.62
5760.10 · Utilities	0.00	0.00	0.00	255.38	255.38
Total 5760.00 · Utilities & Phone	101.62	0.00	0.00	255.38	357.00
5400.00 · Miscellaneous					
5200.00 · Dues & Subscriptions	300.00	0.00	0.00	0.00	300.00
5580.00 · Research & Surveys	781.83	700.00	700.00	765.00	2,946.83
5400.10 · Other Miscellaneous	1,050.00	0.00	0.00	0.00	1,050.00
Total 5400.00 · Miscellaneous	2,131.83	700.00	700.00	765.00	4,296.83
5420.00 · Office					
5420.10 · Office Supplies	1,113.20	657.89	216.22	688.94	2,676.25
Total 5420.00 · Office	1,113.20	657.89	216.22	688.94	2,676.25
5740.00 · Travel					
5740.10 · Travel/Mileage	1,051.44	1,617.71	160.08	684.41	3,513.64
5720.00 · Transportation	215.37	6,023.00	0.00	0.00	6,238.37
5380.00 · Meals (Staff/Volunteers)	1,098.04	296.42	2,761.46	1,370.94	5,526.86
Total 5740.00 · Travel	2,364.85	7,937.13	2,921.54	2,055.35	15,278.87
Total Expense	129,004.69	72,115.81	31,601.71	161,142.64	393,864.85
Net Income	<u>7,851.56</u>	<u>11,098.51</u>	<u>5,147.91</u>	<u>-8,059.62</u>	<u>16,038.36</u>

DiscoverKalispell.com	Q2 (Oct-Dec 2015)	% change vs. Q2 2015
Unique Visits	22,724	2.15%
Page Views	51,944	-11.06%
Pg/Visit	1.94	-12.20%
New Visits	21,899	1.87%
	Pgs/session = 1.84	Avg Duration = 01:19
Returning Visitor	4,837	-1.25%
	Pgs/Session = 2.39	Avg Duration = 02:43
Devices		
desktop	visits = 13,067	-11.94%
mobile	visits = 9,945	34.87%
	pages/visit = 1.52	-9.34%
	avg duration = 1.02	-8.57%
tablet	visits = 3,724	-10.93%
	pages/visit = 2.06	-11.74%
	avg duration = 1:55	-6.45%
Referring Sites	City of Kalispell; ad campaign; tripadvisor; Kal Chamber; Pond Hockey; downtown Kal; visitmt; duckduckgo; facebook	
Visits by Location	US = 22,052 / +17.72%	
	MT, CA, WA, TX, UT, CO, NY, FL, OR, OH (largest increase from TX)	
	CANADA = 3,529 / -45.40%	Saskatchewan = -45.35%
Canadian Provinces	Alberta = -46.48%	Ontario = -58.37%
	British Columbia = -47.58%	Quebec = -35.00%
Social Media -		
Discover Kalispell	Total Likes 31,018	Total Reach = 272,341 (avg = 10,474) (Dec-Jan)
Twitter - 1,975 followers	23.9k impressions	4.8% engagement rate
Instagram - 1492	You Tube - 213 subscribers	998k views on Kalispell Video
Winter Quarterly ENews		
Total recipients = 2,910	Avg open rate = 43.87%	Avg Clicks = 14.35%
December and Year End STR Report		
Dec Year over Year: OCC + 2.7% at 34.4%; ADR - 2.1% at \$74.51; RevPAR + 0.5% at \$25.65.		
Year End: OCC + 1.6 at 53.9; ADR - 0.3% at \$102.27; RevPAR + 1.4% at \$55.09		
Search Engine Marketing Campaign		
July 1 - December 31, 2015	Total impressions: 273,573	Clicks: 3,298
CTR: 0.91%, 1.32%, 1.78%	Avg CPC: \$1.07, \$0.87, \$0.72	



Dawn Jackson
Group Sales Manager
January 1-31, 2016

Wrote a B2B Blog about the Top 5 Reasons to meet in Kalispell

RFP and Room Requests submitted for January:

Pond Hockey-February 2016
Living Big Sky-February 2016
AT Kearney Leadership Retreat-June 2016
HOPE Montana-July 2016
Wisconsin Board of Directors-July 2016
Dragon Boat Bash-September 2016
Western B Tournament-Rooms for Officials-February 2016

Meetings/Events Attended (not listed):

2015 Year End Review
Chamber Luncheon
UNWIND
EANGMT-Dennis Stoner-preparing for March conference
EOLI-Keanan Brown-discuss amenity items like welcome bags, ideas for packaging, gifts
Donna Townsley-discuss Dragon Boat Bash

Site Tours/Dinners

Laura Rote-Chicago TimeOut-Toured Bigfork
IFWTWA Press Trip-Dinner at Hops

Other Tours

Glacier Ridge Suites

2016 Governors Conference Update

Tours completed and posted:
Brewery Tour
Kalispell Historic and Cultural Tour
Agritourism Tour
Glacier Park History
Rails to Trails Bike Tour

Working on the Welcome Reception and Transportation Sponsorships

Continuing Projects not listed above

POMA Planning
Providing information for IDSS Implementation
Gathered information for our Quarter 2 TBID occupancy report that gives actualized rooms per market segment

January 2016

RFP'S/ REQUESTS SUBMITTED	Date Submitted	Meeting Date or Event Date	Estimated # of room nights	Meeting F & B opportunity	# Hotels that Submitted proposals or offered a rate	# of Properties RFP Sent or Requested	Industry	Proposed Decision Date	Final decision	Comments
AT Kearney Leadership Retreat- Revised Dates	1/19/2016	June 27-29, 2016	112	YES	2	2	Corporate	February 2016		CVENT
HOPE Montana-Couples Retreat	1/8/2016	July 28-31, 2016	37	YES	2	2	Social	February 2016		CVENT
Wisconsin Board of Directors Meeting	1/11/2016	July 20-21, 2016	34	YES	2	2	Corporate	January 2016		CVENT
Western B Tournament-Officials	1/14/2016	February 24-27, 2016	24	NO	7	ALL	Sports	February 2016		Rooms for officials to be paid by KCVB
Living Big Sky	1/27/2016	February 17-21, 2016	25	NO	3	3	Corporate	January 2016		She is looking for best rate available
GROUPS STILL PENDING										
Philanthropy Northwest 2016 Annual Conference	8/27/2015	September 2016	736	YES	TBD	4	Association	September 2015		Status still unknown.
Penzien Family Reunion	6/18/2015	July 22-24, 2016	120	YES	3	All properties	Social	TBD		Family member requested our area. Still waiting to hear back from him.
MT Rocky Mountain Association of Fairs	11/9/2015	November 2020	940	YES	2	2	Association	November 2016	November 2016	Executive Director will visit in March
White Family Reunion	10/20/2015	July 2016	TBD	TBD	TBD	TBD	TBD	TBD	TBD	Status still unknown.
Pierce Family Reunion	10/16/2015	July 2016	TBD	TBD	TBD	TBD	TBD	TBD	TBD	Status still unknown.
Dragon Boat Bash	12/15/2015	Sept 10, 2016	0	YES	2	ALL	Social	29-Jan-16	Feb-16	KCVB Sponsored
GROUPS AWARDED & RATE QUOTES										
Living Big Sky	1/27/2016	February 17-21, 2016	25	NO	3	3	Corporate	January 2016	Hilton	She is going to book their her travel agency
LEADS BEING WORKED										
2017 National Association of State Park Directors		September 2017	550	YES						Proposal is being readjusted and will send out when board determines qualified locations
SPECIAL EVENT ROOMS										
Pond Hockey Classic	12/21/2015	February 15-24, 2016	24	NO	4	ALL	Sports	January 2016	Red Lion	Rooms for the staff to be paid by KCVB
LOST BUSINESS from previous months										
Northwest Mosquito and Vector Control Assn	10/5/2015	October 2017	110	YES	2	2	Association	October 2015		Going with Lodge at Whitefish Lake
Governor Highway Safety Association-Board of Directors	7/20/2015	June 2016	60	YES	2	4	Association	August 2015	Dec-15	Going with Texas location
TURNED DOWN BUSINESS this month										
MISC Information Requested										

2016 Tournaments and KCVB Events

February 19-21	MT Pond Hockey Classic	Foys Lake or Woodland Park
February 24-27	Western B Basketball	Flathead High School
February 27	AAU Wrestling	Fairgrounds
March 25-26	Western MT Little Guy Wrestling	Fairgrounds
April 8-9	NW Regional Elementary Duals Wrestling	Fairgrounds
April 10-12	Montana Governor's Conference	Hilton and Red Lion
May 7-8	Montana Spartan Race	Bigfork
May 26-28	Class AA and Class B-C Softball	Conrad Complex
June 3-5	Three Blind Refs	Kids Sports
	Emerald Classic – Girls Fast Pitch	Kids Sports
Sept 10-11	Montana Dragon Boat Festival	Lakeside
October 22	All State Cross Country meet	Rebecca Farm