

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

Location: Kalispell Chamber

AGENDA

3:00 pm Meeting Called to Order: Vanessa Nordahl, 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. Flathead Celtic Festival, Rob Eberhardy – CVB Event Grant Application

4. Safety Awareness Updates

5. Board Action

- a) Approval of minutes from June 1, 2016
- b) TBID financial statements for May, 2016
- c) Approval of Event Grant applications

6. Board Discussion

- a) Event updates
- b) Group, M&C updates
- c) Marketing updates
- d) Glacier National Park updates

5:00 pm Meeting Adjourns

Enclosures: June 1, 2016 minutes
TBID financial statements for May 2016
KCVB Updates

For Further Information, Please Contact:

Vanessa Nordahl, Board Chairman vandessa.nordahl2@hilton.com or 406-755-7900
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, June 1, 2016
3:00 pm – 5:00 pm

Minutes

Board Members Present: Janet Clark, Vanessa Nordahl, Dan Moderie, Dawn Hendrickson, Nautam Patel, Lisa Brown, Laurie Otto-Bradford

Board Members Absent: none

Staff Present: Diane Medler, Dawn Jackson, Vonnie Day

Visitors: Tom Lewis, Scott Rieke, Tracy Johnson, Harry Wilson & Roe Hatten – Hockaday Museum

Meeting was called to order by Vanessa Nordahl, Board Chair, at 3:02 PM.

1. Hear from the Public – none
2. Hockaday Museum – Representatives presented information about the organization and its Timeless Legacy Exhibition and opening reception for the exhibit August 12.
3. TBID Safety Awareness Updates – sharing of Do Not Rent lists is effective. KPD Officer Corbett confirmed that properties should notify KPD whenever drugs are found and KPD will properly dispose.
4. Board Action
 - a. Approve minutes from the May 4, 2016 meeting:
Action: Motion was made by Dan Moderie to approve the minutes. Motion seconded by Janet Clark. Discussion: none. Board approved unanimously.
 - b. TBID financial statements for April, 2016:
Action: Motion was made by Janet Clark to approve the financial statements. Motion seconded by Dan Moderie. Discussion: none. Board approved unanimously.
5. Board Discussion
 - a. Event updates - Spartan Race: a total of 7,418 racers participated, 3,528 in The Beast, 3,890 in The Sprint. 62% were from out of state, over 6,000 came from more than 200 miles away. 50 states and 4 provinces were represented. More than 900 room nights have been reported with 5 properties yet to provide numbers. The 2017 race will be held May 6 -7, the first time the Montana won't fall on Mother's Day weekend. Spartan, Inc. projects increased participation in The Sprint that weekend, since the event won't be on Mother's Day.

Dragon Boat – 22 teams have registered, 5 fewer than this time last year. Email and social media campaigns are underway to recruit additional teams.
 - b. Group, M& C updates – The POMA Conference takes place at the Red Lion, June 15 – 18. Projected attendance is 167, making it the largest POMA Conference to date. To support the event, the CVB has created a POMA sticker and other collateral, special auto rates, airline/train information, local

activity provider discounts, story pitches and will provide volunteers for the conference. The POMA Conference is serving as a model to evaluate services that can be offered to other national conferences.

In May, CVB collaborated with Montana Office of Tourism, Glacier Country and Whitefish CVB on an RMI Fam trip that covered Missoula, Kalispell and Whitefish. The group included 7 tour operators from 7 countries. Also in May, Expedia and Glacier Country brought in a group of international social media influencers who spent several days in Glacier Park and the Flathead Valley. CVB hosted one of the influencers from Korea.

Dawn Jackson has been working with several group conferences: Spring Brook Ranch Yak Camp which took place in May, Clan Donald and SCORE which will meet here in September and the Montana Dept. of Agriculture whose conference will be here in 2017.

Dan Moderie is now the General Manager at Super 8. Laurie Bradford has promoted to Director of Sales at Hilton Garden Inn.

- c. Marketing updates – Revenue for 3rd Quarter was \$100,756, up 9% with the addition of LaQuinta and Greenwood Inn & Suites. CVB hosted 3 press trips: adventure travel writer, Matt Gibson; social media influencer, Jae Jin Park; and budget travel blogger, Shereen Rayle. The number of social media followers continues to increase, trending strongly toward mobile devices. Spring/summer campaign has been launched using #FoundYourPark which leverages the National Park Service #FindYourPark campaign. CVB is sponsoring a contest for a trip to Glacier Park for four including airfare, accommodations and activities. A wide variety of media is being used to promote the contest and incorporates geo-fencing in target markets and at outdoor activity-focused websites related to national parks.

Meeting adjourned at 4:25 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
July 6, 2016

TBID General Funds – Expense Summary May 2016

Admin: wire transfer fees (Matt Gibson); rent; postage; bookkeeping; telephone, misc. mileage/expenses; office supplies; email hosting

Consumer Marketing: airport stocking; social media admin; media buy; deposit Calgary Outdoor Show; summer emarketing; credit towards visitor guide

Event: event operation mgmt. monthly payment for May (Rob); event grant to Little Guy Wrestling

Meetings & Convention: Governor's Conference and POMA

Publicity: Press trips - Matt Gibson, Shereen Rayle, Jae Jin Park

KCVB Event Funds - Summary January through May 2016

Dragon Boat: (2016 - \$30,000 TBID)
Balance forward from 2015: (\$784.26)
Income: \$15,428.25
Expenses: \$5,468.23
Balance: \$9,175.76

Spartan 2016: (2016 - \$25,000 TBID)
Balance forward from 2015: \$3,706.40
Income: \$35,424.50
Expenses: \$31,863.17
Balance: \$7,267.73

Pond 2016: (2016 - \$30,000 TBID)
Balance forward from 2015: \$18,372.85
Income: \$2,700.00
Expenses: \$8,027.13
Deferred Revenue: \$34,200
Balance: \$47,245.72

Tourism Business Improvement District
Balance Sheet
As of May 31, 2016

	May 31, 16
ASSETS	
Current Assets	
Checking/Savings	
1010 · Checking	215,475.65
Total Checking/Savings	215,475.65
Accounts Receivable	
1200 · Accounts Receivable	70.00
Total Accounts Receivable	70.00
Total Current Assets	215,545.65
Fixed Assets	
1710 · Office Equipment	3,954.84
1820 · Web Site Development	25,230.44
Total Fixed Assets	29,185.28
TOTAL ASSETS	<u>244,730.93</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	23,264.98
Total Accounts Payable	23,264.98
Total Current Liabilities	23,264.98
Total Liabilities	23,264.98
Equity	
32000 · Unrestricted Net Assets	164,312.26
Net Income	57,153.69
Total Equity	221,465.95
TOTAL LIABILITIES & EQUITY	<u>244,730.93</u>

Tourism Business Improvement District
Profit & Loss Budget vs. Actual
 July 2015 through May 2016

	Jul '15 - Ma...	Budget	\$ Over Bud...	% of Budget
Income				
4000 · TBID Revenue	551,432.88	632,500.00	-81,067.12	87.2%
4100 · Interest Income	83.06			
Total Income	551,515.94	632,500.00	-80,984.06	87.2%
Expense				
5000 · Staffing	185,712.01	206,635.00	-20,922.99	89.9%
5100 · Administrative	23,409.76	28,865.00	-5,455.24	81.1%
5200 · Research & Education	9,022.00	8,000.00	1,022.00	112.8%
5250 · Web Site	17,195.80	18,000.00	-804.20	95.5%
5400 · Consumer Marketing	70,951.59	97,700.00	-26,748.41	72.6%
5500 · Event Marketing	131,224.42	134,072.00	-2,847.58	97.9%
5550 · Meetings & Conventions	27,298.90	75,500.00	-48,201.10	36.2%
5600 · Opportunity	0.00	33,728.00	-33,728.00	0.0%
5650 · Publicity	29,547.77	30,000.00	-452.23	98.5%
Total Expense	494,362.25	632,500.00	-138,137.75	78.2%
Net Income	<u>57,153.69</u>	<u>0.00</u>	<u>57,153.69</u>	<u>100.0%</u>

Tourism Business Improvement District

Profit & Loss

May 2016

06/22/16

Accrual Basis

	May 16	Jul '15 - May 16
Income		
4000 · TBID Revenue	100,842.10	551,432.88
4100 · Interest Income	8.24	83.06
Total Income	100,850.34	551,515.94
Expense		
5000 · Staffing	15,196.41	185,712.01
5100 · Administrative		
5350 · City of Kalispell Admin Fee	0.00	5,000.00
5110 · Bank Fees	29.77	184.50
5125 · Bookkeeping	170.00	2,237.50
5140 · Office Supplies	75.24	1,082.91
5145 · License & Tax	0.00	550.00
5150 · Postage & Copies	44.10	674.04
5160 · Rent	700.00	7,700.00
5165 · Storage Unit	7.00	547.00
5180 · Telephone	241.62	2,442.17
5185 · Travel & Entertainment	363.97	2,119.28
5190 · Technology Support	50.00	550.00
5195 · Equipment (Software)	0.00	222.36
5100 · Administrative - Other	0.00	100.00
Total 5100 · Administrative	1,681.70	23,409.76
5200 · Research & Education		
5210 · Smith Travel Reports	0.00	5,500.00
5230 · Organizational Memberships	0.00	3,522.00
Total 5200 · Research & Education	0.00	9,022.00
5250 · Web Site		
5270 · Maintenance & Enhancements	0.00	9,265.05
5280 · SEO & SEM	0.00	7,930.75
Total 5250 · Web Site	0.00	17,195.80
5400 · Consumer Marketing		
5455 · Winter Prize Package	0.00	493.84
5405 · Photo and Video Library	0.00	5,734.00
5430 · Social Media Admin & Adv	845.00	8,914.71
5440 · Creative Services	0.00	13,012.14
5450 · Media Buy Online	1,750.00	25,256.66
5460 · Travel Show Attendance	172.91	5,159.02
5480 · Airport Displays	50.00	650.00
5420 · E-Marketing	112.80	3,088.72
5496 · Visitor Guide & Niche Brochures	-370.00	8,642.50
Total 5400 · Consumer Marketing	2,560.71	70,951.59
5500 · Event Marketing		
5548 · Events Operations Management	1,750.00	21,500.00
5501 · Dragon Boat	0.00	45,572.00
5502 · Spartan Event	0.00	25,000.00
5509 · Pond Hockey	0.00	30,000.00
5511 · Western B Basketball	0.00	4,325.54
5549 · Other Event Marketing	2,000.00	4,826.88
Total 5500 · Event Marketing	3,750.00	131,224.42
5550 · Meetings & Conventions		
5565 · Meeting Planner Shows	0.00	4,825.76
5570 · Meeting Planner Incentive Progm	1,042.38	17,583.14
5574 · M&C Guide	0.00	390.00
5583 · Customer Relationship Mgmt Syst	0.00	4,500.00
Total 5550 · Meetings & Conventions	1,042.38	27,298.90
5650 · Publicity		
5660 · Travel Media FAM	1,491.76	14,326.93
5665 · PR/Story Pitches	1,962.00	14,185.00

Tourism Business Improvement District

Profit & Loss

May 2016

	May 16	Jul '15 - May 16
5680 · Kalispell Merchandise	0.00	979.44
5650 · Publicity - Other	56.40	56.40
Total 5650 · Publicity	3,510.16	29,547.77
Total Expense	27,741.36	494,362.25
Net Income	<u>73,108.98</u>	<u>57,153.69</u>

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	(858.86)	603.30	(3,166.58)		(3,422.14)
April 2016	(1,291.00)	(629.25)	23,695.34	(19,884.69)	1,890.40
May 2016	5,850.00	300.00	(16,967.43)	(21,822.00)	(32,639.43)
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*		34,200.00			34,200.00
EVENT BALANCES	9,175.76	47,245.72	7,267.73	21,393.31	85,082.52

*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
KCVB P&L by Class
January through May 2016

	Dragon Boat	Pond Hockey	Spartan	Wayfinding Grant	TOTAL
Income					
4700.00 · Special Events					
4225.00 · Beverage Sales	0.00	0.00	8,923.00	0.00	8,923.00
4700.10 · Registrations	14,678.25	2,700.00	0.00	0.00	17,378.25
4850.00 · Sponsors	750.00	0.00	0.00	0.00	750.00
4925.00 · Vendor Fee	0.00	0.00	1,100.00	0.00	1,100.00
4945.00 · Other Events Revenue	0.00	0.00	401.50	0.00	401.50
Total 4700.00 · Special Events	15,428.25	2,700.00	10,424.50	0.00	28,552.75
4410.00 · TBID Revenue	0.00	0.00	25,000.00	0.00	25,000.00
Total Income	15,428.25	2,700.00	35,424.50	0.00	53,552.75
Expense					
5000.00 · Direct Program					
5000.10 · Purchases	0.00	0.00	0.00	41,706.69	41,706.69
5010.00 · Advertising & Marketing	341.10	453.00	65.00	0.00	859.10
5020.00 · Apparel	0.00	0.00	100.00	0.00	100.00
5040.00 · Awards & Recognition	0.00	0.00	208.85	0.00	208.85
5140.00 · Contract Labor	0.00	0.00	237.26	0.00	237.26
5180.00 · Catering	0.00	0.00	5,747.11	0.00	5,747.11
5320.00 · Leased Equipment/Space	400.00	927.33	13,664.37	0.00	14,991.70
5460.00 · Permits & Fees	500.00	0.00	20.00	0.00	520.00
5540.00 · Promotor Fee	-500.00	0.00	0.00	0.00	-500.00
5670.00 · Supplies	0.00	57.72	79.18	0.00	136.90
Total 5000.00 · Direct Program	741.10	1,438.05	20,121.77	41,706.69	64,007.61
5060.00 · Bank Fees & Service Charges					
5060.10 · Bank & Credit Card Fees	0.00	18.00	29.46	0.00	47.46
Total 5060.00 · Bank Fees & Service Charges	0.00	18.00	29.46	0.00	47.46
5260.00 · Insurance	2,911.00	442.00	1,806.00	0.00	5,159.00
5160.00 · Contributions & Scholarships					
5160.10 · Contributions	0.00	0.00	4,600.00	0.00	4,600.00
Total 5160.00 · Contributions & Scholarships	0.00	0.00	4,600.00	0.00	4,600.00
5520.00 · Professional Fees					
5780.00 · Web Site	595.00	0.00	0.00	0.00	595.00
5520.10 · Professional Services	265.00	5,536.43	1,447.30	0.00	7,248.73
Total 5520.00 · Professional Fees	860.00	5,536.43	1,447.30	0.00	7,843.73
5500.00 · Printing & Publications	0.00	141.25	147.89	0.00	289.14
5400.00 · Miscellaneous					
5200.00 · Dues & Subscriptions	300.00	0.00	0.00	0.00	300.00
5580.00 · Research & Surveys	350.00	96.00	0.00	0.00	446.00
5400.10 · Other Miscellaneous	0.00	0.00	150.00	0.00	150.00
Total 5400.00 · Miscellaneous	650.00	96.00	150.00	0.00	896.00
5420.00 · Office					
5420.10 · Office Supplies	194.45	147.47	568.42	0.00	910.34
Total 5420.00 · Office	194.45	147.47	568.42	0.00	910.34
5740.00 · Travel					
5740.10 · Travel/Mileage	47.74	2.16	30.40	0.00	80.30
5380.00 · Meals (Staff/Volunteers)	63.94	205.77	2,961.93	0.00	3,231.64
Total 5740.00 · Travel	111.68	207.93	2,992.33	0.00	3,311.94
Total Expense	5,468.23	8,027.13	31,863.17	41,706.69	87,065.22

2:35 PM
06/22/16
Accrual Basis

Kalispell Chamber of Commerce

KCVB P&L by Class

January through May 2016

	Boat Dragon	Hockey Pond	Spartan	Wayfinding Grant	TOTAL
Net Income	<u>9,960.02</u>	<u>-5,327.13</u>	<u>3,561.33</u>	<u>-41,706.69</u>	<u>-33,512.47</u>

RECENT PRESS

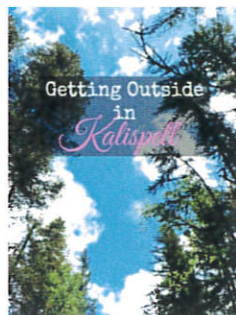
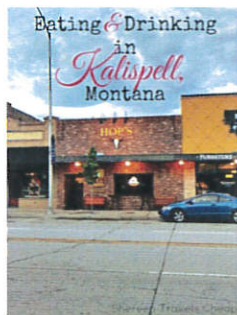
Trip Advisor: 14 Special Father’s Day Vacation Ideas that Sure Beat A Necktie: Kalispell Montana: The Adrenaline Junkie <https://www.tripadvisor.com/VacationRentalsBlog/2016/06/06/14-fathers-day-vacation-ideas-dad-getaway/>

Portland based budget travel blogger, Shereen Rayle, Shereen Travels Cheap:

Kalispell Grand Hotel: <http://www.shereentravelscheap.com/2016/06/staying-at-kalispell-grand-hotel.html>

Eating and Drinking in Kalispell: <http://www.shereentravelscheap.com/2016/06/eating-drinking-in-kalispell-montana.html>

Discover Outdoor Kalispell: <http://www.shereentravelscheap.com/2016/06/discovering-outdoor-kalispell.html>



2016 SPARTAN RACE POST REPORT

Distributed at board meeting

SOCIAL MEDIA REPORT (May 16 – June 15)

Twitter – 74.2k impressions; 2278 followers; Profile Visits 628; Mentions 109

Instagram – 2,609 followers - 459 new

Facebook – 31,967 likes; total reach 178,394; average reach 7,756

CITY-WIDE WAYFINDING

The Kalispell wayfinding project is winding down. The majority of the signs in the 30-sign system have been installed. Perhaps you’ve noticed the large blue and green signs that direct visitors to our museums, parks, sports event venues, golf, VIC and historic downtown.



TBID COLLECTIONS – 3rd Quarter CORRECTION

Total collections = \$100,756.00 9% increase in collections YOY, 0% change after removing LaQuinta and Greenwood Village.

STR REPORT – MAY

Year over year, My OCC + 0.7% to 55.6%; ADR - 6% to \$83.30; RevPAR - 5.3% to \$46.33. Two properties did not report.

Kalispell Economy class OCC - 1.7%, ADR - 7.1%; Mid/Upper class OCC + 2.2%, ADR -6.1%

United States: OCC -0.5%; ADR +2.4%; RevPAR +1.9%. Montana: OCC +1.2%; ADR +3.1%; RevPAR +4.2%

GLACIER NATIONAL PARK – PR CRISIS MANAGEMENT

The Park had a 32% increase in visitations during May. We can anticipate high numbers throughout the summer. The CVB met with our tourism partners including GNP, Glacier Country, MOTBD and WCVB to discuss our crisis PR plans in the event of fire or other incidents such as encounters with wildlife. Hopefully we won't have to deal with fires but if it does occur we'll provide information and important do's and don'ts when communicating with your guests.

Here are a few tips to have an enjoyable visit to the Park:

1. If possible, avoid the peak hours of 10am-3pm when traveling the Going to the Sun Road.
2. Recommend heading from east to west (less crowded route) vs west to east.
3. Visit other parts of the park such as Many Glacier, Two Medicine, St. Mary's, Polebridge/North Fork.
4. Free shuttles service begins July 1 and runs through September 18 – [see schedule](#)
5. If camping or backpacking use the shuttle to avoid leaving a vehicle in a parking lot overnight (important for locals)
6. Carpool to the park (important for locals)
7. Best source for up-to-date information and road status is GNP Twitter - @GlacierNPS. Other good sources are www.nps.gov/glac and Facebook at [GlacierNPS](#).
8. If parking lots are full GNP may choose to stop traffic at entrance gates until the road and parking lots open up. That notification will be posted on Twitter.
9. If that happens motorists will be directed to Belton Bookstore/West Glacier VIC and the Discovery Center for ideas of what to do outside the park.
10. Recommend to your guests that they carry bear spray and visit the GNP website for other tips and recommendations.

Kalispell Convention & Visitors Bureau Sales Report

6/1/2016 - 6/30/2016

Event Type: All

Status: ALL FUTURE DEFINITE

Account Name	Event Name	Sales Rep Rep %	Market Type	Source # Partners Sent Lead	Event Start Event End	Scope New/Repeat	EI Est \$ EI Act \$	Attend	Peak Rooms	Requested Rooms	Contracted Rooms	
Clan Donald	2016 Clan Donald	Dawn Jackson 100.0%	Heritage, Patriotic, Veterans	Glacier County 21	9/13/2016 9/17/2016	International New	\$0.00 \$0.00	0	65	265	265	
Glacier National Park	2016 Hands Across Borders	Dawn Jackson 100.0%	Government, Public Administration	Local referral 21	9/12/2016 9/12/2016	Regional New	\$0.00 \$0.00	0	20	20	0	
Glacier National Park	2016 Hands Across Borders	Dawn Jackson 100.0%	Government, Public Administration	Local referral 21	9/16/2016 9/16/2016	Regional New	\$0.00 \$0.00	0	40	40	0	
Glacier National Park	2016 Hands Across Borders	Dawn Jackson 100.0%	Government, Public Administration	Local referral 21	9/18/2016 9/18/2016	Regional New	\$0.00 \$0.00	0	14	14	0	
MT Dept of Agriculture	2017 AFVISA Annual Meeting	Dawn Jackson 100.0%		Called KCVB 21	5/15/2017 5/17/2017	National New	\$0.00 \$0.00	40	50	105	0	
MT Organic Association	2016 MT Organic Association Annual Meeting	Dawn Jackson 100.0%	Agricultural, Commodities, Food/Food Products	Called KCVB 0	11/30/2016 12/3/2016	State Repeat	\$0.00 \$0.00	200	20	55	0	
SCORE	2016 MT District SCORE Meeting	Dawn Jackson 100.0%	Business Consulting	Local referral 21	9/12/2016 9/15/2016	State New	\$0.00 \$0.00	25	25	56	0	
The Summit Medical Fitness Center	XTERRA Flathead Triathlon	Dawn Jackson 100.0%	Athletic & Sports/Recreation	KRMC 21	8/5/2016 8/8/2016	International New	\$0.00 \$0.00	0	0	0	0	
Dragon Boat Festival	2016 Dragon Boat Festival	Vonnie Day 100.0%	Athletic & Sports/Recreation	0	9/9/2016 9/10/2016	International Repeat	\$0.00 \$0.00	0	0	0	0	
Event Count:							9	\$0.00	265	234	555	265
							\$0.00					

Status: CURRENT DEFINITE

Account Name	Event Name	Sales Rep Rep %	Market Type	Source # Partners Sent Lead	Event Start Event End	Scope New/Repeat	EI Est \$ EI Act \$	Attend	Peak Rooms	Requested Rooms	Contracted Rooms
POMA	2016 POMA Annual Conference	Dawn Jackson 100.0%		Local referral 0	6/12/2016 6/18/2016	National New	\$0.00 \$0.00	130	110	457	0
Event Count: 1							\$0.00	130	110	457	0
							\$0.00				

Status:

LEADS SENT

Account Name	Event Name	Sales Rep Rep %	Market Type	Source # Partners Sent Lead	Event Start Event End	Scope New/Repeat	EI Est \$ EI Act \$	Attend	Peak Rooms	Requested Rooms	Contracted Rooms	
Dow AgroSciences	2016 NP & PNW Joint District Meeting	Dawn Jackson 100.0%		Called KCVB 21	10/17/2016 10/20/2016	Regional New	\$0.00 \$0.00	0	30	120	0	
	Preferred 4 Diamond											
Fusion	2018 Fusion Power Circle	Dawn Jackson 100.0%	Incentive	CVENT 0	4/12/2018 4/14/2018	National New	\$0.00 \$0.00	0	48	144	0	
Glacier National Park	2016 Hands Across Borders	Dawn Jackson 100.0%	Government, Public Administration	Local referral 21	9/12/2016 9/12/2016	Regional New	\$0.00 \$0.00	0	20	20	0	
Glacier National Park	2016 Hands Across Borders	Dawn Jackson 100.0%	Government, Public Administration	Local referral 21	9/16/2016 9/16/2016	Regional New	\$0.00 \$0.00	0	40	40	0	
Glacier National Park	2016 Hands Across Borders	Dawn Jackson 100.0%	Government, Public Administration	Local referral 21	9/18/2016 9/18/2016	Regional New	\$0.00 \$0.00	0	14	14	0	
MT Organic Association	2016 MT Organic Association Annual Meeting	Dawn Jackson 100.0%	Agricultural, Commodities, Food/Food Products	Called KCVB 0	11/30/2016 12/3/2016	State Repeat	\$0.00 \$0.00	200	20	55	0	
Event Count:							6	\$0.00	200	172	393	0
							\$0.00					

Status: TURNED ASSIST

Account Name	Event Name	Sales Rep Rep %	Market Type	Source # Partners Sent Lead	Event Start Event End	Scope New/Repeat	EI Est \$ EI Act \$	Attend	Peak Rooms	Requested Rooms	Contracted Rooms
Grand Chapter of MT-Order of the Eastern Star	2016 MT Eastern Star Organization	Dawn Jackson 100.0%		0	6/15/2016 6/18/2016	National	\$0.00 \$0.00	0	0	0	0
Event Count:							\$0.00	0	0	0	0
							\$0.00				

Status: TURNED DEFINITE

Account Name	Event Name	Sales Rep Rep %	Market Type	Source # Partners Sent Lead	Event Start Event End	Scope New/Repeat	El Est \$ El Act \$	Attend	Peak Rooms	Requested Rooms	Contracted Rooms
Glacier National Park	2016 Hands Across Borders	Dawn Jackson 100.0%	Government, Public Administration	Local referral 21	9/12/2016 9/12/2016	Regional New	\$0.00 \$0.00	0	20	20	0
Glacier National Park	2016 Hands Across Borders	Dawn Jackson 100.0%	Government, Public Administration	Local referral 21	9/16/2016 9/16/2016	Regional New	\$0.00 \$0.00	0	40	40	0
Glacier National Park	2016 Hands Across Borders	Dawn Jackson 100.0%	Government, Public Administration	Local referral 21	9/18/2016 9/18/2016	Regional New	\$0.00 \$0.00	0	14	14	0
MT Dept of Agriculture	2017 AFVISA Annual Meeting	Dawn Jackson 100.0%		Called KCVB 21	5/15/2017 5/17/2017	National New	\$0.00 \$0.00	40	50	105	0
MT Organic Association	2016 MT Organic Association Annual Meeting	Dawn Jackson 100.0%	Agricultural, Commodities, Food/Food Products	Called KCVB 0	11/30/2016 12/3/2016	State Repeat	\$0.00 \$0.00	200	20	55	0
SCORE	2016 MT District SCORE Meeting	Dawn Jackson 100.0%	Business Consulting	Local referral 21	9/12/2016 9/15/2016	State New	\$0.00 \$0.00	25	25	56	0
Event Count:							6	265	169	290	0
							\$0.00				\$0.00

Status: TURNED LOST

Account Name	Event Name	Sales Rep Rep %	Market Type	Source # Partners Sent Lead	Event Start Event End	Scope New/Repeat	EI Est \$ EI Act \$	Attend	Peak Rooms	Requested Rooms	Contracted Rooms	
Dow AgroSciences	2016 NP & PNW Joint District Meeting	Dawn Jackson 100.0%		Called KCVB 21	10/17/2016 10/20/2016	Regional New	\$0.00 \$0.00	0	30	120	0	
	Preferred 4 Diamond											
Event Count:							1	\$0.00	0	30	120	0
							\$0.00					

Status: TURNED TENTATIVE

Account Name	Event Name	Sales Rep Rep %	Market Type	Source # Partners Sent Lead	Event Start Event End	Scope New/Repeat	El Est \$ El Act \$	Attend	Peak Rooms	Requested Rooms	Contracted Rooms	
SCORE	2016 MT District SCORE Meeting	Dawn Jackson 100.0%	Business Consulting	Local referral 21	9/12/2016 9/15/2016	State New	\$0.00 \$0.00	25	25	56	0	
Event Count:							1	\$0.00	25	25	56	0
							\$0.00					