

**Board of Directors Meeting  
Kalispell Tourism Business Improvement District  
Wednesday – June 1, 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. Hockaday Museum – Tracy Johnson, Executive Director

4. Safety Awareness Updates

5. Board Action

- a) Approval of minutes from May 4, 2016
- b) TBID financial statements for April, 2016

6. Board Discussion

- a) Event updates
- b) Group, M&C updates
- c) Marketing updates

5:00 pm Meeting Adjourns

Enclosures: May 4, 2016 minutes  
TBID financial statements for April 2016  
KCVB Updates

For Further Information, Please Contact:

Vanessa Nordahl, Board Chairman [vandessa.nordahl2@hilton.com](mailto:vandessa.nordahl2@hilton.com) or 406-755-7900  
Diane Medler, KCVB Director [diane@discoverkalispell.com](mailto:diane@discoverkalispell.com) or 406-758-2808

2016 TBID Board Meeting Schedule (subject to change)

<del>January 6</del>	<del>February 3</del>	<del>March 2</del>	<del>April 6</del>	<del>May 4</del>	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, May 4, 2016**  
**3:00 pm – 5:00 pm**

# Minutes

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

**Board Members Absent:** Laurie Otto

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

**Visitors:** Tom Lewis, Scott Rieke, Julia Garvey, Mora McCarthy, Nick Moschetti

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

1. Hear from the Public – none
2. Amy Robinson with the Montana Wilderness Association gave a presentation about the organization's hiking resources.
3. Nick Moschetti with Montana Department of Labor about the resources available to recruit staff during the tight summer labor market.
4. TBID Safety Awareness information sharing – email alerts have become less frequent due to a drop in activity. Car rental companies are experiencing similar challenges.
5. Board Action
  - a. Approve minutes from the April 6, 2016 meeting:  
Action: Motion was made by Dawn Hendrickson to approve the minutes. Motion seconded by Janet Clark. Discussion: none. Board approved unanimously.
  - b. TBID financial statements for March, 2016:  
Action: Motion was made by Janet Clark to approve the financial statements. Motion seconded by Dan Moderie. Discussion: none. Board approved unanimously.
6. Board Discussion
  - a. Event updates-  
Spartan Race – 7,200 racers projected plus 2,000 spectators per day. World Champion racers will be among the 3,000 Beast participants. NBC Sports will be filming The Sprint on Sunday. They're calling the Montana race The Big Sky Sprint and placing it first in the series of five races they're covering. VIP parking passes are available to TBID board members. It's important for properties to complete the post event report sent out by the CVB so impact of the race can be evaluated.  
Dragon Boat – Lakeside food vendors were offered the opportunity to apply early and have the vendor fee waived. One Lakeside vendor submitted an application. The road closure permit is being circulated to county departments. Flathead Community Foundation will not be the title sponsor for 2016. A new title sponsor is being sought. Kalispell Regional Medical Center has agreed to a \$5,000 sponsorship. Other potential sponsors are being contacted.  
Sports events – state softball, girl's fast pitch and soccer tournaments are taking place in May and June.

- b. Governor's Conference on Tourism – attendance was 500+, surpassing all previous attendance records. Lunches at Red Lion went well in spite of fluctuating numbers. The welcome reception at the Hilton Garden Inn was a success. The Sunday tours, bus transportation and entertainment were well-received.
- c. Group, M& C updates – Xanterra is providing a free Red Bus Tour to the TBID sales staff on May 26. 15 seats are available. Contact Dawn Jackson to reserve a seat. Travelodge has rooms available for the Spartan Race. Dawn reviewed how leads are distributed to TBID properties. Group sales meetings are open to everyone, including properties that don't have sales managers.
- d. Marketing updates – The CVG will host three travel writers in May: one specialist in outdoor adventure, one in budget travel and a social media influencer in collaboration with Glacier Country. Kalispell City Council is reviewing issues associated with short-term rentals and considering 15 related zoning changes. Summer volunteers are needed for the VIC which will be open Saturdays and Sundays starting June 18. The TBID marketing plan was approved by the Kalispell Chamber. It's on the City Council agenda in the next couple weeks and will be present at the TAC meeting in June. The theme of the May 17<sup>th</sup> Chamber luncheon is on tourism. Jeff Mow and Kara Grau with ITRR will present. The summer GNP staff will be briefed on resources and activities gateway communities offer. The Kalispell Visitor Guide and other CVB info will be displayed at the West Glacier Visitor Center. The Wayfinding Project is moving forward. Poles have been delivered and signs are in the works. Vehicle directional signs should be up by September. The next phase of the project will be gateway signage and kiosks. That will require additional grants and funding.

Meeting adjourned at 4:45 pm.

Respectfully Submitted: Diane Medler

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

Kalispell Tourism Business Improvement District  
Summary of Financials  
June 1, 2016

TBID General Funds – Expense Summary April 2016

Admin: rent; postage; bookkeeping; telephone, misc. mileage/expenses; office supplies; email hosting (June)

Research and Education: Certified Interpretive Guide class, Vonnie Day (to be reimbursed by Incumbent Worker Training Funds)

Website: SEM; quarterly website reporting; monthly maintenance and back-up

Consumer Marketing: airport stocking (Mar & Apr); social media admin and advertising; online visitor guide; media buy

Event: event operation mgmt. monthly payment for April (Rob); approved Spartan TBID budget

Meetings & Convention: Governor's Conference and POMA

Publicity: Matt Gibson social influencer FAM; spring story pitches and website slider stories

KCVB Event Funds - Summary April 2016

Dragon Boat: (2016 - \$30,000 TBID)  
Balance forward from 2015: (\$784.26)  
Income: \$7,378.25  
Expenses: \$3,268.23  
Balance: \$3,325.76

Spartan 2016: (2016 - \$25,000 TBID)  
Balance forward from 2015: \$3,706.40  
Income: \$26,100.00  
Expenses: \$5,571.24  
Balance: \$24,235.16

Pond 2016: (2016 - \$30,000 TBID)  
Balance forward from 2015: \$18,372.85  
Income: \$2,400.00  
Expenses: \$8,027.13  
Deferred Revenue: \$34,800  
Balance: \$47,545.72

## Tourism Business Improvement District

**Balance Sheet**

As of April 30, 2016

	Apr 30, 16
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
1010 · Checking	189,374.51
Total Checking/Savings	189,374.51
Accounts Receivable	
1200 · Accounts Receivable	96.67
Total Accounts Receivable	96.67
Total Current Assets	189,471.18
Fixed Assets	
1710 · Office Equipment	3,954.84
1820 · Web Site Development	25,230.44
Total Fixed Assets	29,185.28
<b>TOTAL ASSETS</b>	<b><u>218,656.46</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	70,529.49
Total Accounts Payable	70,529.49
Total Current Liabilities	70,529.49
Total Liabilities	70,529.49
Equity	
32000 · Unrestricted Net Assets	164,312.26
Net Income	-16,185.29
Total Equity	148,126.97
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>218,656.46</u></b>

## Tourism Business Improvement District

## Profit &amp; Loss Budget vs. Actual

July 2015 through April 2016

	Jul '15 - Apr...	Budget	\$ Over Bud...	% of Budget
<b>Income</b>				
4000 · TBID Revenue	450,590.78	632,500.00	-181,909.22	71.2%
4100 · Interest Income	74.82			
<b>Total Income</b>	<b>450,665.60</b>	<b>632,500.00</b>	<b>-181,834.40</b>	<b>71.3%</b>
<b>Expense</b>				
5000 · Staffing	170,515.60	206,635.00	-36,119.40	82.5%
5100 · Administrative	21,958.06	28,865.00	-6,906.94	76.1%
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	68,390.88	97,700.00	-29,309.12	70.0%
5500 · Event Marketing	127,474.42	134,072.00	-6,597.58	95.1%
5550 · Meetings & Conventions	26,256.52	75,500.00	-49,243.48	34.8%
5600 · Opportunity	0.00	33,728.00	-33,728.00	0.0%
5650 · Publicity	26,037.61	30,000.00	-3,962.39	86.8%
<b>Total Expense</b>	<b>466,850.89</b>	<b>632,500.00</b>	<b>-165,649.11</b>	<b>73.8%</b>
<b>Net Income</b>	<b>-16,185.29</b>	<b>0.00</b>	<b>-16,185.29</b>	<b>100.0%</b>

## Tourism Business Improvement District

## Profit &amp; Loss

April 2016

05/18/16

Accrual Basis

	Apr 16	Jul '15 - Apr 16
<b>Income</b>		
4000 · TBID Revenue	0.00	450,590.78
4100 · Interest Income	8.25	74.82
<b>Total Income</b>	<b>8.25</b>	<b>450,665.60</b>
<b>Expense</b>		
5000 · Staffing	15,617.06	170,515.60
<b>5100 · Administrative</b>		
5350 · City of Kalispell Admin Fee	0.00	5,000.00
5110 · Bank Fees	3.42	154.73
5125 · Bookkeeping	190.00	2,067.50
5140 · Office Supplies	77.17	1,007.67
5145 · License & Tax	0.00	550.00
5150 · Postage & Copies	29.85	629.94
5160 · Rent	700.00	7,000.00
5165 · Storage Unit	180.00	720.00
5180 · Telephone	292.96	2,200.55
5185 · Travel & Entertainment	131.42	1,755.31
5190 · Technology Support	50.00	550.00
5195 · Equipment (Software)	0.00	222.36
5100 · Administrative - Other	100.00	100.00
<b>Total 5100 · Administrative</b>	<b>1,754.82</b>	<b>21,958.06</b>
<b>5200 · Research &amp; Education</b>		
5210 · Smith Travel Reports	0.00	5,500.00
5230 · Organizational Memberships	0.00	3,100.00
5200 · Research & Education - Other	422.00	422.00
<b>Total 5200 · Research &amp; Education</b>	<b>422.00</b>	<b>9,022.00</b>
<b>5250 · Web Site</b>		
5270 · Maintenance & Enhancements	748.00	9,265.05
5280 · SEO & SEM	204.00	7,930.75
<b>Total 5250 · Web Site</b>	<b>952.00</b>	<b>17,195.80</b>
<b>5400 · Consumer Marketing</b>		
5455 · Winter Prize Package	0.00	493.84
5405 · Photo and Video Library	0.00	5,734.00
5430 · Social Media Admin & Adv	998.00	8,069.71
5440 · Creative Services	0.00	13,012.14
5450 · Media Buy Online	5,000.00	23,506.66
5460 · Travel Show Attendance	0.00	4,986.11
5480 · Airport Displays	100.00	600.00
5420 · E-Marketing	46.75	2,975.92
5496 · Visitor Guide & Niche Brochures	132.00	9,012.50
<b>Total 5400 · Consumer Marketing</b>	<b>6,276.75</b>	<b>68,390.88</b>
<b>5500 · Event Marketing</b>		
5548 · Events Operations Management	1,750.00	19,750.00
5501 · Dragon Boat	0.00	45,572.00
5502 · Spartan Event	25,000.00	25,000.00
5509 · Pond Hockey	0.00	30,000.00
5511 · Western B Basketball	0.00	4,325.54
5549 · Other Event Marketing	0.00	2,826.88
<b>Total 5500 · Event Marketing</b>	<b>26,750.00</b>	<b>127,474.42</b>
<b>5550 · Meetings &amp; Conventions</b>		
5565 · Meeting Planner Shows	0.00	4,825.76
5570 · Meeting Planner Incentive Progm	12,939.53	18,540.76
5574 · M&C Guide	0.00	390.00
5583 · Customer Relationship Mgmt Syst	0.00	4,500.00
5550 · Meetings & Conventions - Other	-2,000.00	-2,000.00
<b>Total 5550 · Meetings &amp; Conventions</b>	<b>10,939.53</b>	<b>26,256.52</b>
<b>5650 · Publicity</b>		

12:31 PM

Tourism Business Improvement District

Profit & Loss

April 2016

05/18/16

Accrual Basis

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	Apr 16	Jul '15 - Apr 16
5660 · Travel Media FAM	3,706.00	12,835.17
5665 · PR/Story Pitches	3,191.75	12,223.00
5680 · Kalispell Merchandise	0.00	979.44
Total 5650 · Publicity	6,897.75	26,037.61
Total Expense	69,609.91	466,850.89
Net Income	<u>-69,601.66</u>	<u>-16,185.29</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					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
<b>EVENT BALANCES</b>	<b>3,325.76</b>	<b>47,545.72</b>	<b>24,235.16</b>	<b>43,215.31</b>	<b>118,321.95</b>

\*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 April 2016

	Dragon Boat	Pond Hockey	Spartan	Wayfinding Grant	TOTAL
<b>Income</b>					
4700.00 · Special Events					
4700.10 · Registrations	7,378.25	2,400.00	0.00	0.00	9,778.25
4850.00 · Sponsors	0.00	0.00	0.00	0.00	0.00
4925.00 · Vendor Fee	0.00	0.00	1,100.00	0.00	1,100.00
<b>Total 4700.00 · Special Events</b>	<b>7,378.25</b>	<b>2,400.00</b>	<b>1,100.00</b>	<b>0.00</b>	<b>10,878.25</b>
4410.00 · TBID Revenue	0.00	0.00	25,000.00	0.00	25,000.00
<b>Total Income</b>	<b>7,378.25</b>	<b>2,400.00</b>	<b>26,100.00</b>	<b>0.00</b>	<b>35,878.25</b>
<b>Expense</b>					
5000.00 · Direct Program					
5000.10 · Purchases	0.00	0.00	0.00	19,884.69	19,884.69
5010.00 · Advertising & Marketing	161.10	453.00	20.00	0.00	634.10
5320.00 · Leased Equipment/Space	400.00	927.33	3,000.00	0.00	4,327.33
5460.00 · Permits & Fees	500.00	0.00	20.00	0.00	520.00
5670.00 · Supplies	0.00	57.72	0.00	0.00	57.72
<b>Total 5000.00 · Direct Program</b>	<b>1,061.10</b>	<b>1,438.05</b>	<b>3,040.00</b>	<b>19,884.69</b>	<b>25,423.84</b>
5060.00 · Bank Fees & Service Charges					
5060.10 · Bank & Credit Card Fees	0.00	18.00	6.00	0.00	24.00
<b>Total 5060.00 · Bank Fees &amp; Service Charges</b>	<b>0.00</b>	<b>18.00</b>	<b>6.00</b>	<b>0.00</b>	<b>24.00</b>
5260.00 · Insurance	391.00	442.00	1,806.00	0.00	2,639.00
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	200.00	0.00	6,001.43
<b>Total 5520.00 · Professional Fees</b>	<b>860.00</b>	<b>5,536.43</b>	<b>200.00</b>	<b>0.00</b>	<b>6,596.43</b>
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
<b>Total 5400.00 · Miscellaneous</b>	<b>650.00</b>	<b>96.00</b>	<b>0.00</b>	<b>0.00</b>	<b>746.00</b>
5420.00 · Office					
5420.10 · Office Supplies	194.45	147.47	371.35	0.00	713.27
<b>Total 5420.00 · Office</b>	<b>194.45</b>	<b>147.47</b>	<b>371.35</b>	<b>0.00</b>	<b>713.27</b>
5740.00 · Travel					
5740.10 · Travel/Mileage	47.74	2.16	0.00	0.00	49.90
5380.00 · Meals (Staff/Volunteers)	63.94	205.77	0.00	0.00	269.71
<b>Total 5740.00 · Travel</b>	<b>111.68</b>	<b>207.93</b>	<b>0.00</b>	<b>0.00</b>	<b>319.61</b>
<b>Total Expense</b>	<b>3,268.23</b>	<b>8,027.13</b>	<b>5,571.24</b>	<b>19,884.69</b>	<b>36,751.29</b>
<b>Net Income</b>	<b>4,110.02</b>	<b>-5,627.13</b>	<b>20,528.76</b>	<b>-19,884.69</b>	<b>-873.04</b>

**PRESS TRIPS/MEDIA**

Matt Gibson – social influencer, May 16 – 20. Matt is a very active outdoorsman and an award-winning blogger and professional photographer and videographer. He is also the About.com Snowboarding Expert, a Huffington Post columnist and has written for Travel + Escape, Transitions Abroad, AFAR, Action Asia, and En Voyage (the Eva Air inflight magazine). He also owns Xpat Media, a social media consulting company. We will receive contracted amount of exposure on his blog, social channels and also 20 unlimited use photographs.

Jae Jin Park, South Korea – Expedia social influencer, May 20-22. JJ was in western Montana for the Expedia #PictureMontana tour and event. He chose to spend a few extra days exploring the Kalispell area.

Shareen Rayle, blogger, social media and author about budget travel, May 25-29. Shereen travels and writes about destinations and how to enjoy its unique amenities on a budget. She lives in Portland and also writes for the Oregonian on budget travel.

**SPARTAN**

The Montana Spartan Race returned for the fourth year on May 7 & 8, 2016. Saturday's Spartan Beast was 16 miles and 30+ obstacles. Sunday's Spartan Sprint was 5.7 miles with over 1,700 ft. elevation gain and 23 obstacles. NBC Sports was onsite to film the Montana Sprint as the first in the Spartan U.S. Championship Series races. The hour long feature will air in July. The 2017 Montana Spartan Race is scheduled for May 6<sup>th</sup> & 7<sup>th</sup>. Registration is open.

Racers: Total 7,418 racers : Beast = 3,528; Sprint = 3,890  
62% from out of state and 6,013 racers were from 200 miles or more away  
50 states plus 4 Canadian provinces were represented

TBID properties (that have reported) received 800+ room nights from the event.

**SOCIAL MEDIA REPORT (Apr 15th – May 15th)**

Twitter – 29.1k impressions; 2202 followers (received 41 new)  
Instagram – 2,150 followers (received 229 new)  
Facebook – 31,487 likes; total reach 188,275; average reach 8,965 (received 259 new)

Road Trip ad campaign: spent \$484 to date; received 688 clicks to website; 49,440 reach; CPC \$0.70

**TBID COLLECTIONS – 3<sup>rd</sup> Quarter**

Total collections = \$100,756.00 9% increase YOY (not including LaQuinta or Greenwood Village)

**STR REPORT – APRIL**

Year over year, Apr OCC up 10.5% to 43.3%; ADR up 1.5% to \$75.75; RevPAR up 12.2% to \$32.83. Two properties did not report. Kalispell Economy class OCC up 3%; Mid/Upper class OCC up 15%  
United States: OCC +2.2%; ADR +2.8%; RevPAR +5%. Montana: OCC +4.6%; ADR +2.8%; RevPAR +7.5%

## Kalispell Convention & Visitors Bureau Sales Report

### 5/1/2016 - 5/31/2016

Event Type: All

Sales Rep: Dawn Jackson

Account Name	Event Name	Event Type	Market Type	Source	Event Start Event End	Scope	Economic Impact Est Actual	Attend	Peak Rooms	Requested Rooms	Contracted Rooms
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**Status:** ALL FUTURE DEFINITE

POMA	2016 POMA Annual Conference	Meeting		Local referral	6/12/2016 6/18/2016	National New	\$0.00 \$0.00	130	110	457	0
				Definite							
POMA	POMA Camp Photo Axed	Meeting	Agricultural, Commodities, Food/Food Products	Local referral	6/18/2016 6/18/2016	National New	\$0.00 \$0.00	0	0	0	0
				Definite							
Spring Brook Yak Ranch, LLC	Yak Camp 2016	Meeting	Agricultural, Commodities, Food/Food Products	Local referral	5/27/2016 5/28/2016	National New	\$0.00 \$0.00	0	8	16	0
				Definite							
The Summit Medical Fitness Center	XTERRA Flathead Triathlon	Tour	Athletic & Sports/Recreation	KRMC	8/5/2016 8/8/2016	International New	\$0.00 \$0.00	0	0	0	0
				Definite							
				<b>Event Count:</b>	4		\$0.00	130	118	473	0
							\$0.00				

**Status:** CURRENT DEFINITE

Flathead High School	2016 State Softball Tournament	Sporting Event	Athletic & Sports/Recreation	Local referral	5/26/2016 5/27/2016	Repeat	\$0.00 \$0.00	0	11	22	0
				Definite							
MT Office of Tourism and Business Development	2016 Post RMI FAM	Meeting	Meetings, Convention, Tourism Industry Events	Glacier Country	5/11/2016 5/12/2016	International New	\$0.00 \$0.00	9	9	11	0
				Definite							
Spartan Race	2016 Spartan Race-Accommodations	Sporting Event	Athletic & Sports/Recreation	KCVB Event	5/5/2016 5/10/2016	National Repeat	\$0.00 \$0.00	7,000	12	58	0
				Definite							
Spring Brook Yak Ranch, LLC	Yak Camp 2016	Meeting	Agricultural, Commodities, Food/Food Products	Local referral	5/27/2016 5/28/2016	National New	\$0.00 \$0.00	0	8	16	0
				Definite							
				<b>Event Count:</b>	4		\$0.00	7,009	40	107	0
							\$0.00				

**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
<b>SCORE</b>											
	2016 MT District SCORE Meeting	Meeting	Business Consulting	Local referral	9/12/2016	State	\$0.00	25	25	56	0
	Lead				9/15/2016	New	\$0.00				
<b>Event Count:</b>						1	\$0.00	25	25	56	0
							\$0.00				

<b>CURRENT LEAD</b>											
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<b>SCORE</b>											
	2016 MT District SCORE Meeting	Meeting	Business Consulting	Local referral	9/12/2016	State	\$0.00	25	25	56	0
	Lead				9/15/2016	New	\$0.00				
<b>Event Count:</b>						1	\$0.00	25	25	56	0
							\$0.00				

<b>CURRENT TENTATIVE</b>											
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<b>SCORE</b>											
	2016 MT District SCORE Meeting	Meeting	Business Consulting	Local referral	9/12/2016	State	\$0.00	25	25	56	0
	Meeting				9/15/2016	New	\$0.00				
<b>Event Count:</b>						1	\$0.00	40	50	105	0
							\$0.00				

<b>LEADS SENT</b>											
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<b>SCORE</b>											
	2016 MT District SCORE Meeting	Meeting	Business Consulting	Local referral	9/12/2016	State	\$0.00	25	25	56	0
	Meeting				9/15/2016	New	\$0.00				
<b>Event Count:</b>						3	\$0.00	66	66	131	0
							\$0.00				

<b>TURNED CANCELLED</b>											
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<b>SCORE</b>											
	2016 UJR Energy Board of Directors Meeting	Meeting	Utilities	Local referral	7/26/2016	National	\$0.00	11	11	33	0
	Cancelled				7/28/2016	New	\$0.00				
<b>Event Count:</b>						1	\$0.00	11	11	33	0
							\$0.00				

<b>TURNED DEFINITE</b>											
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**Sales Rep: Dawn Jackson**

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

**Status: TURNED DEFINITE**

Flathead High School	2016 State Softball Tournament	Sporting Event	Athletic & Sports/Recreation	Local referral	5/26/2016	Repeat	\$0.00	0	11	22	0
				Definite	5/27/2016		\$0.00				
MT Office of Tourism and Business Development	2016 Post RMI FAM	Meeting	Meetings, Convention, Tourism Industry Events	Glacier County	5/11/2016	International	\$0.00	9	9	11	0
				Definite	5/12/2016	New	\$0.00				
POMA	POMA Camp Photo Axed	Meeting	Agricultural, Commodities, Food/Food Products	Local referral	6/18/2016	National	\$0.00	0	0	0	0
				Definite	6/18/2016	New	\$0.00				
				<b>Event Count:</b>				9	20	33	0
							\$0.00				

**Status: TURNED LOST**

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

**Status: TURNED TENTATIVE**

MT Dept of Agriculture	2017 AFVISA Annual Meeting	Meeting		Called KCVB	5/15/2017	National	\$0.00	40	50	105	0
				Tentative	5/17/2017	New	\$0.00				
POMA	POMA Camp Photo Axed	Meeting	Agricultural, Commodities, Food/Food Products	Local referral	6/18/2016	National	\$0.00	0	0	0	0
				Definite	6/18/2016	New	\$0.00				
				<b>Event Count:</b>				40	50	105	0
							\$0.00				

<b>Event Count:</b>	20	7,362	412	1,107	0
		\$0.00	\$0.00	\$0.00	\$0.00

**Sales Rep: Vonnie Day**

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**

Dragon Boat Festival	2016 Dragon Boat Festival	Sporting Event	Athletic & Sports/Recreation	Definite	9/9/2016	International	\$0.00	0	0	0	0
					9/10/2016	Repeat	\$0.00				
				Event Count:	1		\$0.00	0	0	0	0
							\$0.00				

**Status: CURRENT DEFINITE**

Spartan Race	2016 Spartan Race	Sporting Event	Athletic & Sports/Recreation	Definite	5/5/2016	National	\$0.00	0	0	0	0
					5/10/2016	Repeat	\$0.00				
				Event Count:	1		\$0.00	0	0	0	0
							\$0.00				

**Status: LEADS SENT**

Dragon Boat Festival	2016 Dragon Boat Festival	Sporting Event	Athletic & Sports/Recreation	Definite	9/9/2016	International	\$0.00	0	0	0	0
					9/10/2016	Repeat	\$0.00				
				Event Count:	1		\$0.00	0	0	0	0
							\$0.00				
				Event Count:	3		\$0.00	0	0	0	0
							\$0.00				