

**Board of Directors Meeting  
Kalispell Tourism Business Improvement District  
Wednesday – March 2, 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

3. Board Action

- a) Approval of minutes from February 3, 2016
- b) TBID financial statements for January, 2016
- c) Approval of draft budget, goals and objectives for FY'17

3. Board Discussion

- a) Event updates
- b) Governor's Conference on Tourism
- c) Wayfinding project
- d) Kalispell Hostel
- e) Expiring board seats
- f) Workforce concerns in 2016
- g) Group, M&C updates
- h) Marketing updates

5:00 pm Meeting Adjourns

Enclosures: February 3, 2016 minutes  
TBID financial statements for January 2016  
KCVB Updates

For Further Information, Please Contact:

Janet Clark, Board Chairman [jc@clarkmontana.com](mailto:jc@clarkmontana.com) or 406-755-8100  
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>	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**  
**February 3, 2016**  
**3:00 pm – 5:00 pm**

**Location: Kalispell Chamber**

## **Minutes**

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

**Board Members Absent:** Nautam Patel, Lisa Brown

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

**Visitor:** Dax Schieffer with Voices of Montana Tourism, Kim Carson LaQuinta Inn

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Meeting was called to order by Janet Clark, Board Chair, at 3:20 PM.

1. Hear from the Public – Dax Schieffer, new Executive Director for Voices of Montana Tourism, provided an update on the organization’s transition to a 501c3 that has the purpose of presenting a unified voice for businesses and organizations involved in tourism. Voices of Montana Tourism will focus exclusively on education and outreach. A separate group, Tourism Matters, will direct its efforts toward lobbying. Dax noted that the amount Kalispell TBID’s contributions to his organization had dropped and asked the board to consider an increase for the current fiscal year.
2. Board Action
  - a. Approve minutes from the January 6, 2016 meeting:  
Action: Motion was made by Laurie Schultz to approve the minutes. Motion seconded by Vanessa Nordahl. Discussion: none. Board approved unanimously.
  - b. TBID financial statements for December, 2015:  
Action: Motion was made by Laurie Schultz to approve the financial statements. Motion seconded by Dawn Hendrickson. Discussion: none. Board approved unanimously.
  - c. Approval of projected revenue for FY2017  
Action: Motion was made by Vanessa Nordahl to set the projected revenue for FY2017 at \$525,000,. Motion seconded by Laurie Schultz.  
Discussion: the board decided to leave the projected revenue at the same amount at FY16 due to the projected downward pressure on revenues from drop in Canadian traffic and spending due to the unfavorable exchange, poor Alberta economy, and increased room inventory in the valley. National Park Centennial will boost visitation and the TBID will receive revenue from additional member hotels. Board approved unanimously.
3. Board Discussion
  - a. Pond Hockey – 69 teams have registered; 15 are from Canada. City Council approved the application to serve alcohol in Woodland Park. The event will almost certainly be held at Woodland Park since the continuing warm weather is causing questionable ice conditions at Foys Lake. If the ice at Woodland is soft, it might work to hold games in the morning and evening to avoid warmer parts of the day. The ice rink could also be used. Moose’s is sponsoring the player check-in which

will be held there on February 18. Montana Magazine and Mountain Outlaw Magazine both published feature articles on the Pond Hockey Classic.

Spartan – 3,000 racers have registered. Registrations for The Beast are up 16% over last year and Sprint numbers are up 5%. NBC will be filming the race again this year.

Western B Basketball Tournament – returning February 25 – 27. Bryce Wilson, Athletic Director at FHS, will send the link to lodging directory to the families attending.

- b. Press trip recap – CVB hosted Laura Rote with Time Out Chicago. Laura’s article about Glacier National Park and Kalispell was featured as the lead story on [timeout.com/usa](http://timeout.com/usa). The article included all-season activities, food and drink. There will be a print version will be published in Chicago on March 9 to promote the direct flight. CVB collaborated with Glacier Country to host 8 journalists from the international Food and Travel Writers Association. The group went dogsledding, did a brewery tour, rode the trolley, enjoyed cowboy music around a campfire, explored the Conrad Mansion and visited several local restaurants.
- c. Event Grant updates – Montana Elite Wrestling (April 7 – 9) organizers say their event is on track to fill all 16 team slots. DK logo and a link to wrestling lodging packages will be posted on their website and included in team eblasts.
- d. Kalispell Hostel – Margaret Lekander, owner of Wheaton’s Cyclery, has opened a hostel on the second floor of her building. She’s interested in joining the TBID. The hostel has fewer than 6 rooms so TBID membership is not mandatory. Board concerns included setting precedence for other small lodging facilities and the limited financial contribution the smaller operations would make to the TBID. Bicycle tourism is currently a strong focus of the Montana Office of Tourism and a strong emerging market for destinations. Staff will research what amenities TBID members are offering cyclists and how many other small operations might want to join the TBID.
- e. Workforce concerns in 2016 – conversation tabled
- f. Group, M&C updates – IDSS CRM system will be in place in a couple weeks. The system will include an extranet feature for hotel partners. The Governor’s Conference on Tourism will be in Kalispell April, 10 – 12. 500 are expected to attend. CVB is working on pre-tours, the welcome reception and transportation sponsorships. Hilton Garden Inn will be the primary host hotel with Red Lion as secondary. Overflow rooms will be posted on the event web page. Plans for POMA are under way. 10 of 19 hotels submitted information for the TBID Quarterly Report. The information is useful to the CVB and board in determining marketing strategy. The hotels that provided information will receive a summary report. There will be a group sales meeting in March.
- g. Marketing updates – the home page of discoverkalispell.com has been revised to provide a more prominent focus on Glacier Park, Flathead Lake and downtown Kalispell. A Packages and Special Offers tab has been added to the home page and a new Sports Tournament lodging package category has been created. Diane will go to the Outdoor Show in Calgary March 19. United’s summer direct flight to San Francisco will not be available this year due to a shortage of short-trip

pilots. The Wayfinding Project is moving forward. Daily Inter Lake is selling ads and getting printing bids for the annual Visitor Guide which will come out the 2<sup>nd</sup> week of March. Gina at Snow Ghost is doing the design. 30,000 will be printed.

- h. Board discussed problems properties are having with increased drug trafficking. Problem guests who've been asked to leave one property are moving on to other properties. CVB will reach out to KPD and County Drug Task Force and invite to TBID meeting to discuss.

Meeting was adjourned at 4:30 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  
March 2, 2016

TBID General Funds – Expense Summary January 2016

Admin: Rent; postage; bookkeeping; telephone, misc. mileage/expenses; Business Days at Capitol; Annual meeting expenses; email hosting;

Memberships: Associated Chambers

Consumer Marketing: airport stocking; social media admin; Outdoor Show booth fee; Glacier Map ad

Event: event operation mgmt. monthly payment for January (Rob)

Meetings & Convention: POMA eblast

Publicity: Press trips – Laura Rote – Time Out Chicago and IFWTWA group of 8 (coop with Glacier Country)

KCVB Event Funds - Summary January 2016

Dragon Boat: (2016 - \$30,000 TBID)  
Balance forward from 2015: (\$784.26)  
Income - \$7,028.25  
Expenses: \$0  
Balance – \$6,243.99

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 – \$0  
Deferred Revenue - \$30,000 (registrations through 12/31/15)  
Balance - \$56,593.80

Tourism Business Improvement District  
**Balance Sheet**  
As of January 31, 2016

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	Jan 31, 16
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
1010 · Checking	185,730.10
<b>Total Checking/Savings</b>	185,730.10
Accounts Receivable	
1200 · Accounts Receivable	677.77
<b>Total Accounts Receivable</b>	677.77
<b>Total Current Assets</b>	186,407.87
<b>Fixed Assets</b>	
1710 · Office Equipment	3,954.84
1820 · Web Site Development	25,230.44
<b>Total Fixed Assets</b>	29,185.28
<b>TOTAL ASSETS</b>	<b>215,593.15</b>
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<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Accounts Payable	
2000 · Accounts Payable	21,266.73
<b>Total Accounts Payable</b>	21,266.73
<b>Total Current Liabilities</b>	21,266.73
<b>Total Liabilities</b>	21,266.73
<b>Equity</b>	
32000 · Unrestricted Net Assets	164,312.26
Net Income	30,014.16
<b>Total Equity</b>	194,326.42
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>215,593.15</b>
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## Tourism Business Improvement District

## Profit &amp; Loss

January 2016

02/18/16

Accrual Basis

	Jan 16	Jul '15 - Jan 16
<b>Income</b>		
4000 · TBID Revenue	0.00	350,086.88
4100 · Interest Income	8.20	47.86
<b>Total Income</b>	<b>8.20</b>	<b>350,134.74</b>
<b>Expense</b>		
5000 · Staffing	15,558.43	124,599.36
<b>5100 · Administrative</b>		
5350 · City of Kalispell Admin Fee	0.00	5,000.00
5110 · Bank Fees	2.77	127.54
5125 · Bookkeeping	420.00	1,417.50
5140 · Office Supplies	29.75	731.37
5145 · License & Tax	0.00	550.00
5150 · Postage & Copies	97.33	465.63
5160 · Rent	700.00	4,900.00
5165 · Storage Unit	0.00	360.00
5180 · Telephone	194.18	1,458.34
5185 · Travel & Entertainment	692.21	1,431.21
5190 · Technology Support	0.00	300.00
5195 · Equipment (Software)	0.00	198.48
<b>Total 5100 · Administrative</b>	<b>2,136.24</b>	<b>16,940.07</b>
<b>5200 · Research &amp; Education</b>		
5210 · Smith Travel Reports	0.00	5,500.00
5230 · Organizational Memberships	100.00	600.00
<b>Total 5200 · Research &amp; Education</b>	<b>100.00</b>	<b>6,100.00</b>
<b>5250 · Web Site</b>		
5270 · Maintenance & Enhancements	0.00	4,967.20
5280 · SEO & SEM	0.00	7,204.00
<b>Total 5250 · Web Site</b>	<b>0.00</b>	<b>12,171.20</b>
<b>5400 · Consumer Marketing</b>		
5455 · Winter Prize Package	0.00	493.84
5405 · Photo and Video Library	0.00	5,099.00
5430 · Social Media Admin & Adv	845.00	3,154.21
5440 · Creative Services	0.00	12,432.39
5450 · Media Buy Online	0.00	14,461.20
5460 · Travel Show Attendance	786.82	4,386.51
5480 · Airport Displays	50.00	450.00
5420 · E-Marketing	0.00	2,092.75
5496 · Visitor Guide & Niche Brochures	150.00	150.00
<b>Total 5400 · Consumer Marketing</b>	<b>1,831.82</b>	<b>42,719.90</b>
<b>5500 · Event Marketing</b>		
5548 · Events Operations Management	1,750.00	14,500.00
5501 · Dragon Boat	0.00	45,572.00
5509 · Pond Hockey	0.00	30,000.00
5549 · Other Event Marketing	0.00	1,826.88
<b>Total 5500 · Event Marketing</b>	<b>1,750.00</b>	<b>91,898.88</b>
<b>5550 · Meetings &amp; Conventions</b>		
5565 · Meeting Planner Shows	0.00	4,825.76
5570 · Meeting Planner Incentive Progm	16.43	4,963.72
5574 · M&C Guide	0.00	390.00
5583 · Customer Relationship Mgmt Syst	0.00	1,500.00
<b>Total 5550 · Meetings &amp; Conventions</b>	<b>16.43</b>	<b>11,679.48</b>
<b>5650 · Publicity</b>		
5660 · Travel Media FAM	2,131.94	6,242.25
5665 · PR/Story Pitches	0.00	7,140.00
5680 · Kalispell Merchandise	0.00	629.44
<b>Total 5650 · Publicity</b>	<b>2,131.94</b>	<b>14,011.69</b>

Tourism Business Improvement District  
**Profit & Loss**  
January 2016

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	Jan 16	Jul '15 - Jan 16
Total Expense	23,524.86	320,120.58
Net Income	<u>-23,516.66</u>	<u>30,014.16</u>



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

	Jul '15 - Jan...	Budget	\$ Over Bud...	% of Budget
<b>Income</b>				
4000 · TBID Revenue	350,086.88	632,500.00	-282,413.12	55.3%
4100 · Interest Income	47.86			
<b>Total Income</b>	<b>350,134.74</b>	<b>632,500.00</b>	<b>-282,365.26</b>	<b>55.4%</b>
<b>Expense</b>				
5000 · Staffing	124,599.36	206,635.00	-82,035.64	60.3%
5100 · Administrative	16,940.07	28,865.00	-11,924.93	58.7%
5200 · Research & Education	6,100.00	8,000.00	-1,900.00	76.3%
5250 · Web Site	12,171.20	18,000.00	-5,828.80	67.6%
5400 · Consumer Marketing	42,719.90	97,700.00	-54,980.10	43.7%
5500 · Event Marketing	91,898.88	134,072.00	-42,173.12	68.5%
5550 · Meetings & Conventions	11,679.48	75,500.00	-63,820.52	15.5%
5600 · Opportunity	0.00	33,728.00	-33,728.00	0.0%
5650 · Publicity	14,011.69	30,000.00	-15,988.31	46.7%
<b>Total Expense</b>	<b>320,120.58</b>	<b>632,500.00</b>	<b>-312,379.42</b>	<b>50.6%</b>
<b>Net Income</b>	<b><u>30,014.16</u></b>	<b><u>0.00</u></b>	<b><u>30,014.16</u></b>	<b><u>100.0%</u></b>

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	7,028.25	8,220.95	0.00	0.00	15,249.20
February 2016					0.00
March 2016					0.00
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*		30,000.00			30,000.00
<b>EVENT BALANCES</b>	<b>6,243.99</b>	<b>56,593.80</b>	<b>3,706.40</b>	<b>63,100.00</b>	<b>129,644.19</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 2016

	Dragon Boat	Pond Hockey	TOTAL
<b>Income</b>			
4700.00 · Special Events			
4700.10 · Registrations	7,378.25	9,000.00	16,378.25
4850.00 · Sponsors	0.00	1,500.00	1,500.00
<b>Total 4700.00 · Special Events</b>	<b>7,378.25</b>	<b>10,500.00</b>	<b>17,878.25</b>
<b>Total Income</b>	<b>7,378.25</b>	<b>10,500.00</b>	<b>17,878.25</b>
<b>Expense</b>			
5000.00 · Direct Program			
5460.00 · Permits & Fees	0.00	100.00	100.00
<b>Total 5000.00 · Direct Program</b>	<b>0.00</b>	<b>100.00</b>	<b>100.00</b>
5060.00 · Bank Fees & Service Charges			
5060.10 · Bank & Credit Card Fees	0.00	6.00	6.00
<b>Total 5060.00 · Bank Fees &amp; Service Charges</b>	<b>0.00</b>	<b>6.00</b>	<b>6.00</b>
5260.00 · Insurance	0.00	884.30	884.30
5520.00 · Professional Fees			
5520.10 · Professional Services	0.00	1,288.75	1,288.75
<b>Total 5520.00 · Professional Fees</b>	<b>0.00</b>	<b>1,288.75</b>	<b>1,288.75</b>
5400.00 · Miscellaneous			
5580.00 · Research & Surveys	350.00	0.00	350.00
<b>Total 5400.00 · Miscellaneous</b>	<b>350.00</b>	<b>0.00</b>	<b>350.00</b>
<b>Total Expense</b>	<b>350.00</b>	<b>2,279.05</b>	<b>2,629.05</b>
<b>Net Income</b>	<b>7,028.25</b>	<b>8,220.95</b>	<b>15,249.20</b>

**MONTANA POND HOCKEY CLASSIC** – February 19-21

Cancelled due to lack of ice. Of the 70 teams that were registered only 8 teams requested the 50% refund, the rest are deferring their registration to 2017. We'll open registration in October with approximately 58 teams registered!

Several out of state teams came to Kalispell anyway for the weekend. Met several at Mooses Friday night, they were in good spirits. Also received emails after the weekend from teams that were enthusiastic about their visit.

The 2017 event will be moved to January: either Jan 13-15 or Jan 20-22

**WESTERN B BASKETBALL TOURNAMENT** – February 25-27

Held at Flathead High School. 16 boy and girl teams from across western Montana.

**PRESS TRIPS/MEDIA**

Laura Rote, Editor with Time Out Chicago, January 9-12. Online article on national Time Out.com and print coverage in Time Out Chicago spring travel guide which comes out March 9<sup>th</sup>.

Food, Wine and Travel Writers Association press trip in cooperation with Glacier Country, January 28-30

Recent press on Kalispell and NW Montana:

Sheknows: <http://www.sheknows.com/living/articles/1111941/reasons-to-visit-western-montana>

A Luxury Travel Blog: <http://www.aluxurytravelblog.com/2016/02/12/perfect-winter-road-tripping-through-western-montanas-glacier-country/>

Time Out USA: <http://www.timeout.com/usa/things-to-do/best-things-to-do-in-glacier-national-park>

**VISITOR GUIDE**

The 2016-2017 visitor guide is going to press this week. This year's guide will be 44 pages with 35,000 copies printed. Available by March 15<sup>th</sup>.

**WAYFINDING**

The CVB is working with the City of Kalispell and Montana Department of Transportation to complete the city-wide Wayfinding system. The CVB received a grant from the Department of Commerce to cover the majority of costs. Project is slated to be completed by this summer.

**GLACIER AERO**

The 2016-2017 winter direct flight to Chicago on United Airlines is performing very well with ridership up from last year. As of January our revenue guarantee balance was only \$7,453. The flight runs until April 10<sup>th</sup>. The priorities for the board is securing direct flights to the Bay Area, Portland and securing a continued flight to Los Angeles. That market is currently served in the summer and Christmas holidays by Delta.

**Q2 COLLECTIONS**

TBID collections for the 2<sup>nd</sup> Quarter (Oct-Dec) totaled \$100,503.90 which was equal to the same quarter last year.

**STR REPORT – JANUARY**

Year over year, Jan OCC up 3% to 34.0%; ADR up 1.6% to \$77.18; RevPAR up 4.6% to \$26.26. One property did not report.



Dawn Jackson  
Group Sales Manager  
February 2016

**RFP and Room Requests submitted for February**

*Wrestling Tournaments*  
*Making a Difference-February 27*  
*Western Little Guy-March 25 & 26*  
*Mt Elite Wrestling-April 8 & 9*  
*ESPCoR NSF Conference November 2017*  
*Netafim Key Dealer Summit 2016-July 2016*  
*Springbrook Ranch Yak Seminar-May 2016*

**Group Support and Information Assistance**

*Statewide Housing Partnership-may*  
*AAU Conference*  
*Business Owners Assistance*  
*First Command*  
*US Health Advisors*  
*Joan Kerg Consulting*  
*Ladies Pamper Evening*

**Meetings/Events Attended (not listed):**

*Flathead Economic Outlook*  
*TBID January Board Meeting*  
*Chamber Luncheon*  
*Safety Awareness Meeting*  
*Dragon Boat Bash Committee Meeting*  
*BEAR Meeting*  
*Kalispell Downtown Meeting*  
*Glacier National Park/Glacier Country/WF CVB/KCVB*  
*Kalispell Beer and Wine Open discussion*

**Other Tours**

*BRIX*

**2016 Governors Conference Update**

Working on the Welcome Reception and Transportation Sponsorships

**Continuing Projects not listed above**

POMA Planning                                  Providing information for IDSS Implementation  
Group Activities                                  FY17 Budget Projections  
Unique Meeting Venues  
FY15 Bed Tax Report  
Virtual event bag

January 2016

RFP'S/ REQUESTS SUBMITTED	Date Submitted	Meeting Date or Event Date	Estimated # of room nights	Meeting EventSpace & F & B opportunity	# Hotels that Submitted proposals or offered a rate	# of Properties RFP Sent or Requested	Industry	Proposed Decision Date	Final decision	Comments
Netafim Key Dealer Summit 2016	2/24/2016	Jul-16	185	YES	2	1	Corporate	March 2016		CVENT lead
ESPOR National Science Foundation Conference	2/26/2016	November 5-8 2017	1200	YES	5	5	Association	March 2016		Client requested hotels close to Host hotel but will look at hotels if selected. It is between us and Bozeman.

GROUPS STILL PENDING

Wisconsin Board of Directors Meeting	1/11/2016	July 20-21, 2016	34	YES	2	2	Corporate	January 2016		Have not heard back from the planner
AT Kearney Leadership Retreat-Revised Dates	1/19/2016	June 27-29, 2016	112	YES	2	2	Corporate	March 2016		CVENT
Philanthropy Northwest 2016 Annual Conference	8/27/2015	September 2016	736	YES	TBD	4	Association	September 2015		Status still unknown. If I don't hear back from planner I will remove.
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.

GROUPS AWARDED & RATE QUOTES

Dragon Boat Bash	12/15/2015	Sept 10, 2016	0	YES	2	ALL	Social	29-Jan-16	Red Lion	KCVB Sponsored
LEADS BEING WORKED										
2017 National Association of State Park Directors		September 2017	550	YES						Have not heard from the planner will continue to pursue.

SPECIAL EVENT ROOMS

Western B Tournament-Officials	1/14/2016	February 24-27, 2016	24	NO	7	ALL	Sports	February 2016	RQ	Rooms for officials to be paid by KCVB
LOST BUSINESS from previous months										

Pond Hockey Classic	12/21/2015	February 15-24, 2016	24	NO	4	ALL	Sports	January 2016	Red Lion	Event Cancelled
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HOPE Montana-Couples Retreat	1/8/2016	July 28-31, 2016	37	YES	2	2	Social	February 2016		Did not have the response they needed and cancelled the event
TURNED DOWN BUSINESS this month										

MISC Information Requested										
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