

**Board of Directors Meeting
Kalispell Tourism Business Improvement District
Wednesday – September 7, 2016
3:00 pm – 5:00 pm**

Location: Kalispell Chamber

AGENDA

3:00 pm Meeting Called to Order: Dawn Hendrickson, 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. Safety Awareness Updates

3. Presentation and discussion – proposed campaigns and initiatives for FY17.

Suzanne Elfstrom, our account rep with Partners Creative, will present results on recent campaigns as well as recommendations for FY17.

4. Board Action

- a) Approval of minutes from August 3, 2016
- b) TBID financial statements for July, 2016
- c) Glacier AERO sponsorship for direct winter service to ORD and SFO

5. Board Discussion

- a) Board officer and member updates – discuss role of TBID Associate Members on the board
- b) Event updates
- c) Group, M&C updates
- d) Marketing updates

5:00 pm Meeting Adjourns

Enclosures: August 3, 2016 minutes
TBID financial statements for July 2016
KCVB Updates

For Further Information, Please Contact:

Dawn Hendrickson, Board Chairman dawn.hendrickson@hilton.com or 406-890-7021
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, August 3, 2016
3:00 pm – 5:00 pm

Minutes

Board Members Present: Janet Clark, Dan Moderie, Dawn Hendrickson, Zac Ford, Laurie Otto-Bradford

Board Members Absent: Nautam Patel, Lisa Brown

Staff Present: Diane Medler, Dawn Jackson, Vonnie Day

Visitors: Scott Rieke, LaDonne – Red Lion

Meeting was called to order by Dawn Hendrickson, Board Chair, at 3:15 PM.

1. Hear from the Public – none
2. TBID Safety Awareness Updates – New owner of the Rosebriar Inn is making effort to eliminate drug and alcohol use on premises. He requested access to the TBID do-not-rent list. Board maintained existing policy of sharing list with members only.
3. Board Action
 - a. Approve minutes from the July 6, 2016 meeting:
Action: Motion was made by Janet Clark to approve the minutes. Motion seconded by Dawn Hendrickson. Discussion: none. Board approved unanimously.
 - b. TBID financial statements for June, 2016:
Action: Motion was made by Dan Moderie to approve the financial statements. Motion seconded by Janet Clark. Discussion: none. Board approved unanimously.
4. Board Discussion
 - a. Board officer and member updates – Vanessa Nordahl resigned position as board chair due to job relocation out of state. Dawn Hendrickson has agreed to finish her term as chair and Janet Clark will serve as treasurer. A vice-chair is needed to serve through term ending in April 2017. Board discussed revisiting bylaws on associate memberships to allow Associate Member representatives to be on the board.
 - b. Event updates – Dragon Boat Festival: 10 Canadian teams have registered compared to 17 at this time last year, a reflection of weak Canadian dollar. Canadian BCS teams are being recruited by offering discounts on registration. 18 out-of-market teams have registered at this point. Event logistics are in place. Merchandise sales will be handled in-house. Apparel, water bottle and commemorative cup are in production. The Dragon Bash will be held at the Red Lion. There will be a team awards ceremony at The Bash, drawings, raffles and product sampling.
Spartan Race – NBC Sports Network aired the Big Sky Sprint focusing on the Montana race and Kalispell on July 20. Lots of national press from NBCSN and Spartan received.
 - c. Group, M& C updates – 209 attended the POMA Conference in June. Attendees came from 35 states, 85% arrived by plane. 400+ room nights were reported. The event generated an estimated \$110,500 in economic impact. Tourco held a meeting with TBID members. A list of available rooms is being provided to the Visitor Center in West Glacier on peak days. TBID members can sign up directly with meeting planner platform Cvent so RFPs can be accessed. Members are encouraged to

- review leads sent by Montana Office of Tourism. Rocky Mountain Holiday Tours and America for You are two receptive tour operators focused on our area. Talk to Dawn for more information.
- d. Marketing updates – fall/winter lodging packages are needed. 4th Quarter collections were up 10% with LaQuinta, Greenwood and Marriott included. Numbers without the three new properties were even with last year. Matt Gibson’s blog about his visit to Kalispell was picked up in the Huffington Post. An article about the Helena Dragon Boat Team appeared in the Helena Independent and a newspaper in Indiana. Social media is performing well, especially Instagram which now has more than 600 followers. June VIC total numbers were up 11% over last year. Star Report showed June occupancy down 3.8%, ADR +.5% and RevPAR -3.3%. Website analytics report for Q4 was discussed. Spring/ Summer Campaign Found Your Park Sweepstakes runs through August, 3,396 entries and 13,700 visits to website so far. Fire season talking points: distance from existing fires, public doesn’t realize distances in Montana; avoid posting fire photos on social media.
 - e. FY17 planning discussion - Suzanne Elfstrom with Partners Creative will attend September 7 TBID meeting to discuss ideas for the marketing plan. The changes created by the decrease in Canadian traffic, increase of rooms in the market and growth of short term rentals will be considered.
 - f. Glacier National Park updates – record number of visitors in June, up 4% from last year which was up 24% from the previous year. Encourage visitors to explore areas outside the park.

Meeting adjourned at 4:00 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
September 7, 2016

TBID General Funds – Expense Summary July 2016

Admin: quarterly storage unit fee; bookkeeping; office supplies; postage & copies; telephone, misc. mileage & expenses; email hosting

Consumer Marketing: airport stocking; St. Paul Ice Show sponsorship

Event: event operation mgmt. monthly payment for July (Rob); sponsorship for The Event at Rebecca Farm and Treasure State Cowboy Mounted Shooters

Meetings & Convention: IMEX booth fee and travel expenses; enews to POMA for contest

KCVB Event Funds - Summary January through July 2016

Dragon Boat: (2016 - \$30,000 TBID)
Balance forward from 2015: (\$784.26)
Income: \$17,203.
Expenses: \$5,051.99
Balance: \$23048.11

Spartan 2016: (2016 - \$25,000 TBID)
Balance forward from 2015: \$3,706.40
Income: \$35,424.50
Expenses: \$33,183.39
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: \$34,200.00
Balance: \$45,830.50.50

Tourism Business Improvement District

Balance Sheet

As of July 31, 2016

	Jul 31, 16
ASSETS	
Current Assets	
Checking/Savings	
1010 · Checking	130,059.50
Total Checking/Savings	130,059.50
Accounts Receivable	
1200 · Accounts Receivable	1,980.60
Total Accounts Receivable	1,980.60
Total Current Assets	132,040.10
Fixed Assets	
1710 · Office Equipment	3,954.84
1820 · Web Site Development	25,230.44
Total Fixed Assets	29,185.28
TOTAL ASSETS	161,225.38
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	47,785.23
Total Accounts Payable	47,785.23
Total Current Liabilities	47,785.23
Total Liabilities	47,785.23
Equity	
32000 · Unrestricted Net Assets	161,479.28
Net Income	-48,039.13
Total Equity	113,440.15
TOTAL LIABILITIES & EQUITY	161,225.38

Tourism Business Improvement District

Profit & Loss

July 2016

	Jul 16
Income	
4100 · Interest Income	7.20
Total Income	7.20
Expense	
5000 · Staffing	40,460.86
5100 · Administrative	
5110 · Bank Fees	4.52
5125 · Bookkeeping	280.00
5140 · Office Supplies	18.19
5150 · Postage & Copies	78.52
5160 · Rent	700.00
5165 · Storage Unit	180.00
5180 · Telephone	250.71
5185 · Travel & Entertainment	125.78
5190 · Technology Support	30.00
Total 5100 · Administrative	1,667.72
5400 · Consumer Marketing	
5460 · Travel Show Attendance	707.50
5480 · Airport Displays	100.00
Total 5400 · Consumer Marketing	807.50
5500 · Event Marketing	
5548 · Events Operations Management	1,750.00
5549 · Other Event Marketing	750.00
Total 5500 · Event Marketing	2,500.00
5550 · Meetings & Conventions	
5565 · Meeting Planner Shows	2,600.00
5570 · Meeting Planner Incentive Progm	10.25
Total 5550 · Meetings & Conventions	2,610.25
Total Expense	48,046.33
Net Income	<u>-48,039.13</u>

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

	Jul 16	Budget	\$ Over Bud...	% of Budget
Income				
4000 · TBID Revenue	0.00	574,000.00	-574,000.00	0.0%
4100 · Interest Income	7.20			
Total Income	7.20	574,000.00	-573,992.80	0.0%
Expense				
5000 · Staffing	40,460.86	227,000.00	-186,539.14	17.8%
5100 · Administrative	1,667.72	27,250.00	-25,582.28	6.1%
5200 · Research & Education	0.00	8,500.00	-8,500.00	0.0%
5250 · Web Site	0.00	18,000.00	-18,000.00	0.0%
5400 · Consumer Marketing	807.50	86,750.00	-85,942.50	0.9%
5500 · Event Marketing	2,500.00	118,500.00	-116,000.00	2.1%
5550 · Meetings & Conventions	2,610.25	58,000.00	-55,389.75	4.5%
5650 · Publicity	0.00	30,000.00	-30,000.00	0.0%
Total Expense	48,046.33	574,000.00	-525,953.67	8.4%
Net Income	-48,039.13	0.00	-48,039.13	100.0%

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	(791.00)	(629.25)	23,695.34	(19,884.69)	2,390.40
May 2016	5,850.00	300.00	(16,967.43)	(21,822.00)	(32,639.43)
June 2016	1,221.34	(1,295.22)	0.00	(7,974.75)	(8,048.63)
July 2016	12,151.01	(120.00)	0.00	(5,996.22)	6,034.79
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	23,048.11	45,830.50	7,267.73	7,422.34	83,568.68

*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
 July 2016

	Dragon Boat	Pond Hockey	Wayfinding Grant	TOTAL
Income				
4700.00 · Special Events				
4700.10 · Registrations	8,178.00	0.00	0.00	8,178.00
4850.00 · Sponsors	7,500.00	0.00	0.00	7,500.00
4900.00 · Ticket Sales	425.00	0.00	0.00	425.00
4925.00 · Vendor Fee	1,100.00	0.00	0.00	1,100.00
Total 4700.00 · Special Events	17,203.00	0.00	0.00	17,203.00
Total Income	17,203.00	0.00	0.00	17,203.00
Gross Profit	17,203.00	0.00	0.00	17,203.00
Expense				
5000.00 · Direct Program				
5000.10 · Purchases	0.00	0.00	5,996.22	5,996.22
5010.00 · Advertising & Marketing	305.57	0.00	0.00	305.57
5320.00 · Leased Equipment/Space	4,000.00	120.00	0.00	4,120.00
Total 5000.00 · Direct Program	4,305.57	120.00	5,996.22	10,421.79
5060.00 · Bank Fees & Service Charges				
5060.10 · Bank & Credit Card Fees	13.14	0.00	0.00	13.14
Total 5060.00 · Bank Fees & Service Charges	13.14	0.00	0.00	13.14
5260.00 · Insurance	232.00	0.00	0.00	232.00
5520.00 · Professional Fees				
5780.00 · Web Site	100.00	0.00	0.00	100.00
5520.10 · Professional Services	170.00	0.00	0.00	170.00
Total 5520.00 · Professional Fees	270.00	0.00	0.00	270.00
5500.00 · Printing & Publications	75.39	0.00	0.00	75.39
5420.00 · Office				
5420.10 · Office Supplies	107.70	0.00	0.00	107.70
Total 5420.00 · Office	107.70	0.00	0.00	107.70
5740.00 · Travel				
5740.10 · Travel/Mileage	48.19	0.00	0.00	48.19
Total 5740.00 · Travel	48.19	0.00	0.00	48.19
Total Expense	5,051.99	120.00	5,996.22	11,168.21
Net Income	12,151.01	-120.00	-5,996.22	6,034.79

RECENT PRESS

Adventure travel writer Matt Gibson visited in May. See Matt's second blog about Kalispell that was picked up by the Huffington Post, Not Trump Country http://www.huffingtonpost.com/matt-gibson/not-trump-country_b_11620730.html. Matt's intention for the post is that it is not only a piece about why good people who hold very progressive ideals would vote for Trump in large numbers, but also a piece that dispels negative stereotypes about areas that are traditionally conservative that would discourage Liberals from visiting.

An outdoor writer who attended the Professional Outdoor Media Conference in June described his visit in Gunaxin: Kalispell, Montana: Outdoor Oasis <http://travel.gunaxin.com/place-kalispell-montana-outdoor-oasis/198329>

One of the writers who was part of the International Food & Wine Writers FAM tour last winter posted in InMagTexas: Eat your way through Montana - don't laugh, the food is diverse, delicious and full of surprises <http://www.inmagtexas.com/2016/08/web-extra-eat-your-way-through-montana-dont-laugh-the-food-is-diverse-delicious-and-full-of-surprises/>

VOLUNTEERS STILL NEEDED FOR THE DRAGON BOAT FESTIVAL! Contact Vonnie at 758-2809 or sign up at <http://www.signupgenius.com/go/4090c4bafa82da5fe3-volunteer>

DISCOVERKALISPELL.COM

Fall slider stories posted. Enjoy Autumn in Kalispell: <http://www.discoverkalispell.com/autumn-in-kalispell/>

SOCIAL MEDIA REPORT (July 15 – August 15)

Twitter – 186K tweet impressions; 2,479 followers; profile visits 902

Instagram – 3,633 followers - 444 new

Facebook – 32,992 likes; total reach 140,733; avg reach 6,702

KALISPELL VIC

JULY – 1,908 total interactions, 3% increase over 2015

AUGUST – 1,966 total interactions, 18% increase over 2015

STR REPORT – JULY

Year over year, July OCC: -7.1% to 83.9%; ROOMS SOLD: -1.4; ADR: + 1.1% to \$151.89; RevPAR: - 6.1% to \$127.46; SUPPLY: +6.2. Two properties did not report.

Comp Set (12 destinations): all but one location (Spokane) saw a decrease in occupancy

Kalispell Economy class OCC: -9.2%, ADR: +5.2%; Mid/Upper class OCC: -5.8%, ADR: -2.2%

United States: OCC: -1.0%; ADR: +3.6%; RevPAR: +2.5%. Montana: OCC: -4.8%; ADR: +4.2%; RevPAR: -0.8%

GLACIER AERO

Negotiating contract with United for continued direct service to Chicago 12/17-4/1 Saturday, additional direct flight on Sunday from 12/17-1/1. Second MRG for direct flight to SFO, Saturday only, 12/17-3/25.

GLACIER PARK INTERNATIONAL AIRPORT had a 4.68% increase in total passengers in July.

August 2016 Goal Sheet

Dawn Jackson, Group Sales Manager for KCVB

RFP's Sent:

1. 2017 Thomas/Reynolds Wedding
2. 2016 Flathead Celtic Festival-Judges & Spectators
3. 2016 Voices of Tourism-Luncheon
4. 2016 Keller Williams Seminars-(7) All day Seminars
5. 2017 Station Resource Group Retreat

Sales Calls & Site Visits:

Sales Calls

1. Meetings Northwest-Amy Lucke-Local meeting planner-will schedule a Kalispell tour of the hotels in Sept. or Oct.
2. Website Express-Terry Charles-has a potential event in the future and wanted to know how the KCVB could help.
3. Montana Department of Transportation-Followed up with Kevin Christensen for a future AASHTO Conference.
4. Cloud 9-Brandon Schmaus-talked to him about how KCVB can help with groups coming into Kalispell-he wants to bring in an Alternative Wellness event
5. Northwest MT Arms Collectors Association-Let David Mosby know how the KCVB can assist
6. Trout Unlimited Association-Jessica McCutcheon will contact the KCVB if they have any events in this area and will also get me in touch with the event coordinator for Casting for Recovery
7. *Easter Seals Goodwill Northern Rocky Mountain-Left message with their general voice mail box-they have 1 managers meeting here annually.
8. BMW Motorcycle Club-Robert Aldridge-Left messages to see of next opportunity. Robert originally contacted Mark Campbell with the Fairgrounds
9. *Montana League of Cities and Towns-Local connections are Aimee Brunckhorst, City Clerk's office and Kari Gabriel is District 1 representative. Waiting to hear back from the MLCToffice of the next opportunity and process.
10. *Montana Independent Electrical Contractors Association-Contacted Margaret Moran about the their meetings and the next opportunity for Kalispell.
11. *Northwest Structural Engineers Association-Reached out to Connie with Association Management to see about the next opportunity for Kalispell.
12. *Montana Association of Museums-Gil Jordon is member of MT Assn of Museums-they are having their annual meeting here next March-I will coordinate with Gil for any assistance needed
13. Spiritworks Herb Farm-Lindy Dewey-will work with Lindy on Agritourism events in association with Farmhands
14. Monica Lindeen-State Auditor and Commissioner of Securities-worked with Monica in the past and let her know to reach out for future events and meetings in Kalispell.

*Information from a chamber survey indicated potential meetings in Kalispell
Information on these is logged in IDSS please let me know if you have any questions.

Site Tours:

1. West Valley Buffalo & Elk Meats-Elk and bison tours available-trout pond-potential event site
2. Darlington Cremation & Burial Services-event space with state of the art technology
3. Lone Pine State Park-toured the Visitor Center to check out their space for future potential events.

August Highlights:

Site tour of BW Flathead Lake Inn & Suites remodel
MT Office of Tourism leads forwarded from the International Pow Wow
Worked with Bash Committee on Paddler Party details
Farmhands Dinner at Purple Frog Gardens
KFOCI Site Tour for 2020 Convention

Kalispell Convention & Visitors Bureau Sales Report

8/1/2016 - 8/31/2016

Event Type: All

Sales Rep: Dawn Jackson

Account Name	Event Name	Event Type	Market Type	Source	Event Start Event End	Scope	Attend	Peak Rooms	Requested Rooms	Contracted Rooms	
Current Status							New/Repeat				
Status: ALL FUTURE DEFINITE											
Clan Donald	2016 Clan Donald	Meeting	Heritage, Patriotic, Veterans	Glacier County	9/13/2016 9/17/2016	International New	0	65	265	265	
Flathead Celtic Festival	2016 Flathead Celtic Festival-Judges	Social Gathering	Heritage, Patriotic, Veterans	Local referral	9/16/2016 9/17/2016	International Repeat	900	6	12	0	
Flathead Celtic Festival	2016 Flathead Celtic Festival-Participants & Spectators	Social Gathering	Heritage, Patriotic, Veterans	Local referral	9/15/2016 9/17/2016	International Repeat	900	0	0	0	
Glacier National Park	2016 Hands Across Borders	Meeting	Government, Public Administration	Local referral	9/12/2016 9/12/2016	Regional New	0	20	20	0	
Glacier National Park	2016 Hands Across Borders	Meeting	Government, Public Administration	Local referral	9/16/2016 9/16/2016	Regional New	0	40	40	0	
Glacier National Park	2016 Hands Across Borders	Meeting	Government, Public Administration	Local referral	9/18/2016 9/18/2016	Regional New	0	14	14	0	
Keller Williams Realty	2016 Keller Williams Seminars	Workshop	Real Estate	Local referral	10/4/2016 10/4/2016	Local New	60	0	0	0	
Keller Williams Realty	2016 Keller Williams Seminars	Workshop	Real Estate	Local referral	10/18/2016 10/18/2016	Local New	60	0	0	0	
Keller Williams Realty	2016 Keller Williams Seminars	Workshop	Real Estate	Local referral	10/25/2016 10/25/2016	Local New	60	0	0	0	
Keller Williams Realty	2016 Keller Williams Seminars	Workshop	Real Estate	Local referral	11/1/2016 11/1/2016	Local New	60	0	0	0	

Sales Rep: Dawn Jackson

Account Name	Event Name	Event Type	Market Type	Source	Event Start Event End	Scope	Attend	Peak Rooms	Requested Rooms	Contracted Rooms
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Status: ALL FUTURE DEFINITE

Keller Williams Realty	2016 Keller Williams Seminars	Workshop	Real Estate	Local referral	11/8/2016 11/8/2016	Local New	60	0	0	0	
Keller Williams Realty	2016 Keller Williams Seminars	Workshop	Real Estate	Local referral	11/15/2016 11/15/2016	Local New	60	0	0	0	
Keller Williams Realty	2016 Keller Williams Seminars	Workshop	Real Estate	Local referral	11/29/2016 11/29/2016	Local New	60	0	0	0	
MT Dept of Agriculture	2017 AFVISA Annual Meeting	Meeting	Real Estate	Local referral	5/15/2017 5/17/2017	National New	40	50	105	0	
MT Organic Association	2016 MT Organic Association Annual Meeting	Meeting	Agricultural, Commodities, Food/Food Products	Called KCVB	11/30/2016 12/3/2016	State Repeat	200	20	55	0	
SCORE	2016 MT District SCORE Meeting	Meeting	Business Consulting	Local referral	9/12/2016 9/15/2016	State New	25	25	56	0	
Voices of MT Tourism	2016 Tourism Business Education Roundtables-Lunch	Meeting	Meetings, Convention, Tourism Industry Events	Local referral	10/6/2016 10/6/2016	Local New	80	0	0	0	
Event Count: 17							2,565	240	567	265	
\$0.00											

Status: CURRENT DEFINITE

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

Status: CURRENT LEAD

Kaiser Frazer Owners Club, International	2020 KFOCI Convention	Social Gathering	Hobby & Vocational	Called KCVB	7/19/2020 7/23/2020	International New	80	40	180	0	
Event Count: 1							0	0	0	0	
\$0.00											

Event Count: 1 80 40 180 0
 \$0.00

Status: LEADS SENT

Flathead Celtic Festival	2016 Flathead Celtic Festival-Judges	Social Gathering	Heritage, Patriotic, Veterans	Local referral	9/16/2016	International	900	6	12	0
				Definite	9/17/2016	Repeat				
Flathead Celtic Festival	2016 Flathead Celtic Festival-Participants & Spectators	Social Gathering	Heritage, Patriotic, Veterans	Local referral	9/15/2016	International	900	0	0	0
				Definite	9/17/2016	Repeat				
Keller Williams Realty	2016 Keller Williams Seminars	Workshop	Real Estate	Local referral	10/4/2016	Local	60	0	0	0
				Definite	10/4/2016	New				
Keller Williams Realty	2016 Keller Williams Seminars	Workshop	Real Estate	Local referral	10/18/2016	Local	60	0	0	0
				Definite	10/18/2016	New				
Keller Williams Realty	2016 Keller Williams Seminars	Workshop	Real Estate	Local referral	10/25/2016	Local	60	0	0	0
				Definite	10/25/2016	New				
Keller Williams Realty	2016 Keller Williams Seminars	Workshop	Real Estate	Local referral	11/1/2016	Local	60	0	0	0
				Definite	11/1/2016	New				
Keller Williams Realty	2016 Keller Williams Seminars	Workshop	Real Estate	Local referral	11/8/2016	Local	60	0	0	0
				Definite	11/8/2016	New				
Keller Williams Realty	2016 Keller Williams Seminars	Workshop	Real Estate	Local referral	11/15/2016	Local	60	0	0	0
				Definite	11/15/2016	New				
Keller Williams Realty	2016 Keller Williams Seminars	Workshop	Real Estate	Local referral	11/29/2016	Local	60	0	0	0
				Definite	11/29/2016	New				
Kleinfield Hotel Blocks	2017 Thomas/Reynolds Wedding	Social Gathering	Weddings	CVENT	7/21/2017	Unknown	5	5	10	0
				Services Assist	7/22/2017	New				
On Location	2017 Station Resource Group Retreat	Meeting	Association	CVENT	7/30/2017		37	37	84	0
				RFP-Request for Proposal	8/1/2017	New				
On Location	2017 Station Resource Group Retreat	Meeting	Association	CVENT	8/1/2017		37	37	84	0
				RFP-Request for Proposal	8/3/2017	New				

Sales Rep: Dawn Jackson

Account Name	Event Name	Event Type	Market Type	Source	Event Start Event End	Scope	Attend	Peak Rooms	Requested Rooms	Contracted Rooms
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Status: LEADS SENT

On Location	2017 Station Resource Group Retreat	Meeting	Association	CVENT	8/6/2017 8/8/2017	New	37	37	111	0
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RFP-Request for Proposal

Voices of MT Tourism	2016 Tourism Business Education Roundtables-Lunch	Meeting	Meetings, Convention, Tourism Industry Events	Local referral	10/6/2016 10/6/2016	Local New	80	0	0	0
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Definite

Event Count: 14

\$0.00

2,416 122 301

0

Status: TURNED ASSIST

Kleinfield Hotel Blocks	2017 Thomas/Reynolds Wedding	Social Gathering	Weddings	CVENT	7/21/2017 7/22/2017	Unknown New	5	5	10	0
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Services Assist

Event Count: 1

\$0.00

5 5 10

0

Status: TURNED DEFINITE

Flathead Celtic Festival	2016 Flathead Celtic Festival-Judges	Social Gathering	Heritage, Patriotic, Veterans	Local referral	9/16/2016 9/17/2016	International Repeat	900	6	12	0
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Definite

Event Count: 1

900

0

0

0

0

0

0

0

Keller Williams Realty	2016 Keller Williams Seminars	Workshop	Real Estate	Local referral	10/4/2016 10/4/2016	Local New	60	0	0	0
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Definite

Event Count: 1

60

0

0

0

0

0

0

0

Keller Williams Realty	2016 Keller Williams Seminars	Workshop	Real Estate	Local referral	10/18/2016 10/18/2016	Local New	60	0	0	0
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Definite

Event Count: 1

60

0

0

0

0

0

0

0

Keller Williams Realty	2016 Keller Williams Seminars	Workshop	Real Estate	Local referral	11/1/2016 11/1/2016	Local New	60	0	0	0
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Definite

Event Count: 1

60

0

0

0

0

0

0

0

Sales Rep: Dawn Jackson

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

Status: TURNED DEFINITE

Keller Williams Realty	2016 Keller Williams Seminars	Workshop	Real Estate	Local referral	11/8/2016	Local	60	0	0	0	
				Definite	11/8/2016	New					
Keller Williams Realty	2016 Keller Williams Seminars	Workshop	Real Estate	Local referral	11/15/2016	Local	60	0	0	0	
				Definite	11/15/2016	New					
Keller Williams Realty	2016 Keller Williams Seminars	Workshop	Real Estate	Local referral	11/29/2016	Local	60	0	0	0	
				Definite	11/29/2016	New					
Voices of MT Tourism	2016 Tourism Business Education Roundtables-Lunch	Meeting	Meetings, Convention, Tourism Industry Events	Local referral	10/6/2016	Local	80	0	0	0	
				Definite	10/6/2016	New					
Event Count:							10	2,300	6	12	0
								\$0.00			
Event Count:							44	7,366	413	1,070	265
								\$0.00			

Sales Rep: Vonnie Day

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

ALL FUTURE DEFINITE

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