

**Board of Directors Meeting
Kalispell Tourism Business Improvement District
December 11, 2024
3:00 - 5:00 pm**

Discover Kalispell/Chamber, 2 South Main Street, 2nd floor board room

3:00 pm Meeting Called to Order: Bryce Baker, Chair 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. Event grant application presentations
 - a. Flathead Valley Hockey Association – Craft Brewers Cup, December 2024, and 2nd Annual Griz Winter Class, January 2025.
 - b. Kalispell Lakers – Canadian Days Tournament, May 16-18, 2025.
3. Board Action Items
 - a) Approval of minutes from October 23, 2024
 - b) Acceptance of financials for October 2024
 - c) Scoring of event grant applications
4. Board Discussion
 - a) Ski Package hotel promotions
 - b) Co-Star dashboard review
 - c) Staff reports

Enclosures: October 23, 2024 meeting minutes
TBID financial reports for October 2024
Discover Kalispell dashboard and reports

For Further Information Please Contact:

Bryce Baker, Board Chair kalispell@myplacehotels.com 406-752-4847
Diane Medler, Discover Kalispell Executive Director diane@discoverkalispell.com 406-758-2808

2025 TBID Board Meeting Schedule (subject to change)

January 22	February 26	March 26	April 23	May 28	June 25
July 23	August 27	September 24	October 22	November 19	December 10

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
October 23, 2024
3:00 – 5:00 pm

Location: Discover Kalispell Chamber, 2 South Main St, 2nd floor conference room

Board Members Present: Robert Hall, Zac Ford, Britta Joy, Brandon Brookshire, Haley Wilson, Bryce Baker

Board Members Absent: Skyler Rieke

Staff Present: Diane Medler, Dawn Jackson, Natalie Wallon, Lorraine Clarno

Guests: N/A

The meeting was called to order at 2:58 pm by Chair of the Board, Bryce Baker.

1. **Hear from the Public – none.**

2. **Board Action Items**

a. **Approval of minutes from September 24, 2024**

Motion was made by Zac Ford to approve the minutes. Motion was seconded by Haley Wilson. Discussion: none. Board approves unanimously.

b. **Approval of financials for September, 2024**

Motion was made by Robert Hall to approve the financials. Motion was seconded by Britta Joy. Discussion: none. Board approves unanimously.

c. **Approval of contribution to Glacier Aero**

Motion was made by Britta Joy to approve up to \$5000 sponsorship to Glacier Aero. Motion was seconded by Haley Wilson. Discussion: none. Board approves unanimously.

3. **Board Discussion**

a. **Post-Event Grant Reports**

The Discover Kalispell team reviewed recent post-event reports for grants that received funding including attendance and how the event was marketed. Dawn shared results from the Junior Olympic State Softball Tournament on July 12-14 2024, resulting in 60 participating teams, an estimated 900 participants, and 1800 spectators. This event rotates throughout the state and won't return for another eight years, however, there might be potential for a different event in May of 2026.

Natalie shared results from the Kalispell Treasure State Mounted Shooting Competition and Exposition resulting in 73 participants and over 500 audience members over the three-day event. Their Board of Directors has voted

unanimously to return to the Majestic Valley Arena in 2025, currently scheduled for August 8-10.

Natalie also reviewed the 2024 Glacier Soccer Surf Premier Cup, held October 4-6, 2024. Event attracted 93 teams from 13 different soccer clubs, including 8 clubs from out of town. There were 950-1050 spectators and 950-1500 participants in total. Discover Kalispell was the premier sponsor of the event and Glacier Soccer Surf plans to continue this annual event with potential to expand, and hopes to work together for next year's event.

b. Annual Sponsorships – organizational memberships

The TBID gave \$5,000 to the Montana Travel Association in FY24 and FY23. Diane made note of the potential for a contentious legislative session in 2025 as it relates to bed tax funding. The board discussed the various lobbyists associated with each organization – Montana Travel Association, MLHA and Tourism Matters to Montana, Voices of Montana Tourism. Discover Kalispell has historically paid for the sponsorship to Voices of Montana Tourism through the bed tax budget, last year donating \$3,500, and plans to do so again in FY25.

The board decided to renew the \$5,000 sponsorship to the Montana Travel Association. Bryce recommended continuing donations to the Montana Travel Association, as well as considering an additional \$5,000 for potential lobbying efforts if needed to protect bed tax and TBID funding during the session.

Diane also reminded the board of our contribution to Glacier Aero in FY23 (\$10,000), no sponsorship was provided in FY24. GPIA applied for a federal small community air service grant. Announcements were scheduled to be made in October so will hopefully hear in the next few weeks. If GPIA gets the grant, Glacier Aero is required to provide the community match to the federal dollars. Diane also reviewed next winter flight offerings, including Allegiant's LAX flight starting mid-December through March 2x a week and United's direct to LAX and direct to SFO. United is continuing a direct to Chicago. United has reached out for marketing support from Glacier AERO and partners for the SFO flight that is set to run December-March 2x weekly.

c. Staff Reports

The airport had a 9% increase in enplanements and the park was up 8.8%—the busiest September the park has ever had. Calendar year the park was up 12.1%. Bryce was curious about car count data and the group discussed increased visitation where guests might be staying and reviewed some short-term rental data.

Diane gave an update on the September STR report. She also shared the data from ITRR non-resident spending by country. Spending for Flathead County

totaled \$1,955,365,000, with a specific call out to spending on Guides and Outfitters increasing.

Diane also shared earned media highlights, including 67 additional outlets picking up our article 'Affordable Lodging And Nearby Luxury Experiences Await In Kalispell, Montana' in September. Additionally, a Spring 2024 press trip attendee mentions Kalispell huckleberries in the LA Times and a Fall 2023 press trip attendee mentions Kalispell in an on-air interview about leaf-peeping.

Diane asked the board about their familiarity and inventory numbers to Hopper, in which only a few members see reservations through Hopper. The board was updated on some of the challenges DK has been experiencing with smaller properties on bookings through ARes, which led to a discussion on third-party bookings and booking sites. Diane made a final note to begin discussions in early 2025 with the Big Mountain Commercial Association to secure a Snow Bus stop in Kalispell for the 2025-2026 ski season.

Dawn shared that Greenwood Inn & Suites is closed for the season. Dawn shared that the Wisconsin Golf Group was awarded to Springhill and the Flying Rotarians have been awarded to the Hilton. The Northwest Chapter of the American Association of Airport Executives has decided to host their event in Missoula because they needed a larger venue. She also informed the group about the upcoming Group Travel conference she will be attending, with 32 appointments booked with bank clubs, tour operators, military reunion groups, travel agents, etc. Lastly, Dawn recapped the Glacier Galore and More Fam with where the agents were from, the goals of the trip, the itinerary, and how the trip benefits raised awareness of Kalispell as a leisure and group tour destination.

Natalie announced an upcoming campaign with a local photographer, Forrest Mankins. She also shared that Discover Kalispell recently signed a contract with Crowdriff, which allows new digital assets from user-generated content to be licensed for use on our digital platforms.

Lorraine announced that the Daily Interlake is starting a new business journal, and she is advocating to ensure that Discover Kalispell and the Chamber can get a monthly column and be a part of the business journal. Secondly, she shared that she submitted a letter to the commissioners last week regarding House Bill 819 established in 2023. She encouraged the board to submit a similar letter to the commissioners encouraging them to put it on the agenda for public input.

Meeting adjourned at 4:15 PM

Respectfully submitted: Diane Medler

For further information contact diane@discoverkalispell.com, 406-758-2808

**Kalispell Tourism Business Improvement District
Summary of October 2024 Financial Reports**

TBID Checking account balance as of 10/31/24	\$6,297.27
KCVB Checking account balance as of 10/31/24	\$15,316.06
WFCU Reserve account balance as of 9/30/24	\$22,373.83
FIB CD balance as of 11/26/24 (matures 6/26/25)	\$71,153.50

TBID Account – Expense Summary

- Admin/Operations: rent; wages and insurance; cell phone reimbursement; tech support/Outlook accounts.
- Education/outreach: reimbursement from Bed Tax for Leadership Flathead (Meche); annual sponsorship of Montana Travel Association.
- Agency services: LBPR; Abbi Agency
- Research: Blue Room Research (quarterly); Co-Star/STR Reports (annual)
- Website: hosting fees
- Marketing: monthly online platform charges; social media administration; final payment for Rediscover Kalispell media project.
- Earned Media/Tourism Sales/Incentives: Travel & Words conference charges.
- Business Development/Events: Glacier Galore FAM (travel agents) expenses.

KCVB Private Funds – Income and Expense Summary

Income: airport subscriptions

Expenses: none

TBID Revenue

FY25 Gross Revenue		% Change vs projected	% Change YOY (Actual)	
Projected	Actual			
\$1,171,200				
Q1 JUL-SEP (\$2 & \$4)	\$350,440			
Q2 OCT-DEC				
Q3 JAN-MAR				
Q4 APR-JUN				
FY24 Gross Revenue		% Change vs projected	% Change YOY (Actual)	
Projected	Actual			
\$610,000	\$570,554 (% of total)	-6.4%	1.95%	
Q1 JUL-SEP	\$224,830 (39%)		+11%	
Q2 OCT-DEC	\$107,774 (19%)		-2.6%	
Q3 JAN-MAR	\$92,646 (16%)		-6.7%	
Q4 APR-JUN	\$143,852 (26%)		-2%	

Tourism Business Improvement District

Balance Sheet

12/02/24

As of October 31, 2024

Accrual Basis

	Oct 31, 24	Oct 31, 23
ASSETS		
Current Assets		
Checking/Savings		
1010 · Checking	6,273.17	23,851.53
1022 · Whitefish Credit Union	22,373.83	89,046.60
Total Checking/Savings	28,647.00	112,898.13
Accounts Receivable		
1200 · Accounts Receivable	1,995.00	0.00
Total Accounts Receivable	1,995.00	0.00
Other Current Assets		
1300 · FIB-CD	70,000.00	0.00
Total Other Current Assets	70,000.00	0.00
Total Current Assets	100,642.00	112,898.13
Fixed Assets		
1710 · Office Equipment	3,967.64	3,967.64
1820 · Web Site Development	91,230.44	91,230.44
1910 · Accumulated Depreciation	-46,348.00	-46,348.00
Total Fixed Assets	48,850.08	48,850.08
TOTAL ASSETS	149,492.08	161,748.21
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
2000 · Accounts Payable	23,930.14	14,921.38
Total Accounts Payable	23,930.14	14,921.38
Total Current Liabilities	23,930.14	14,921.38
Total Liabilities	23,930.14	14,921.38
Equity		
32000 · Unrestricted Net Assets	234,537.46	243,788.11
Net Income	-108,975.52	-96,961.28
Total Equity	125,561.94	146,826.83
TOTAL LIABILITIES & EQUITY	149,492.08	161,748.21

**Tourism Business Improvement District
Profit & Loss by Class
July through October 2024**

	FY24	FY25	TOTAL
Income			
4000 · TBID Revenue	0.00	143,852.00	143,852.00
4100 · Interest Income	7.42	10.52	17.94
Total Income	7.42	143,862.52	143,869.94
Expense			
6100 · Administrative/Operations			
6125 · Accounting Services	0.00	762.50	762.50
6130 · Directors & Officers Insurance	0.00	1,298.00	1,298.00
6140 · Office Supplies	0.00	312.50	312.50
6150 · Postage & Copies	0.00	190.71	190.71
6160 · Rent	0.00	7,200.00	7,200.00
6180 · Telephone	0.00	655.00	655.00
6185 · Travel & Entertainment	0.00	176.23	176.23
6190 · Technology Support	0.00	790.41	790.41
6195 · Equipment (Software)	38.92	174.07	212.99
Total 6100 · Administrative/Operations	38.92	11,559.42	11,598.34
6200 · Personnel (wages)			
6200 · Personnel (wages)	3,047.00	76,693.89	79,740.89
6250 · Education/Outreach			
6260 · Staff Training, Prof Develop	0.00	963.21	963.21
6280 · Organizational Memberships	0.00	6,340.00	6,340.00
Total 6250 · Education/Outreach	0.00	7,303.21	7,303.21
6300 · Agency Services			
6300 · Agency Services	195.32	58,645.00	58,840.32
6400 · Research			
6400 · Research	5,000.00	25,978.30	30,978.30
6500 · Website			
6500 · Website	0.00	1,905.68	1,905.68
6600 · Destination Marketing			
6620 · Marketing Resources			
6622 · Online Platforms/Subscriptions	0.00	2,750.00	2,750.00
6620 · Marketing Resources - Other	0.00	3,599.99	3,599.99
Total 6620 · Marketing Resources	0.00	6,349.99	6,349.99
6640 · Paid Media			
6640 · Paid Media	0.00	43,326.00	43,326.00
6650 · Earned Media/Tourism Sales			
6650 · Earned Media/Tourism Sales	0.00	1,513.17	1,513.17
Total 6600 · Destination Marketing	0.00	51,189.16	51,189.16
6700 · Destination Stewardship/Mgmt			
6720 · VIC Funding	275.00	0.00	275.00
Total 6700 · Destination Stewardship/Mgmt	275.00	0.00	275.00
6800 · Destination Development			
6830 · Event, Sports & Group Incentive	0.00	6,000.00	6,000.00

10:19 AM

12/03/24

Accrual Basis

Tourism Business Improvement District
Profit & Loss by Class
July through October 2024

	FY24	FY25	TOTAL
6890 · Sales-Trade Shows, RFP Platform	0.00	5,014.56	5,014.56
Total 6800 · Destination Development	0.00	11,014.56	11,014.56
Total Expense	8,556.24	244,289.22	252,845.46
Net Income	<u>-8,548.82</u>	<u>-100,426.70</u>	<u>-108,975.52</u>

Tourism Business Improvement District
Profit & Loss Budget vs. Actual FY25
July through October 2024

	Jul - Oct 24	Budget	\$ Over Budget	% of Budget
Income				
4000 · TBID Revenue	143,852.00	1,171,200.00	-1,027,348.00	12.3%
4100 · Interest Income	10.52			
Total Income	143,862.52	1,171,200.00	-1,027,337.48	12.3%
Expense				
6100 · Administrative/Operations	11,559.42	58,560.00	-47,000.58	19.7%
6200 · Personnel (wages)	76,693.89	292,800.00	-216,106.11	26.2%
6250 · Education/Outreach	7,303.21	23,424.00	-16,120.79	31.2%
6300 · Agency Services	58,645.00	117,120.00	-58,475.00	50.1%
6400 · Research	25,978.30	23,424.00	2,554.30	110.9%
6500 · Website	1,905.68	23,424.00	-21,518.32	8.1%
6600 · Destination Marketing	51,189.16	386,496.00	-335,306.84	13.2%
6700 · Destination Stewardship/Mgmt	0.00	11,712.00	-11,712.00	0.0%
6800 · Destination Development	11,014.56	234,240.00	-223,225.44	4.7%
Total Expense	244,289.22	1,171,200.00	-926,910.78	20.9%
Net Income	-100,426.70	0.00	-100,426.70	100.0%



Visitation & Brand Engagement Key Performance Indicators (KPI's)

Data for OCTOBER 2024

Report Date: 12/11/2024

WEBSITE													
Top Cities 1. Seattle 2. Kalispell 3. (not set) 4. Salt Lake City 5. Denver 6. Portland 7. Phoenix 8. Calgary 9. Chicago 10. San Jose					Key Highlights (YoY) 5.1% increase in total views 3.0% increase in new users 4.7% increase in active users 24.7% decrease in engaged sessions 7-day active users grew by 4.9%					Top Landing Pages 1. Home page 2. Meetings-Groups 3. TTD 4. Events 5. Get the Guide			
FY25	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YTD
Views	69,458	64,046	47,278	40,595									221,377
Sessions	25,290	23,761	16,305	14,371									79,727

BUSINESS DEVELOPMENT		
	Month	YTD (fiscal)
Group Bookings	1	7
Room Nights	120	656
Event/Sport Bookings	0	0
Rate Quotes	0	2
Pending Bookings	0	1
Rm potential	0	400

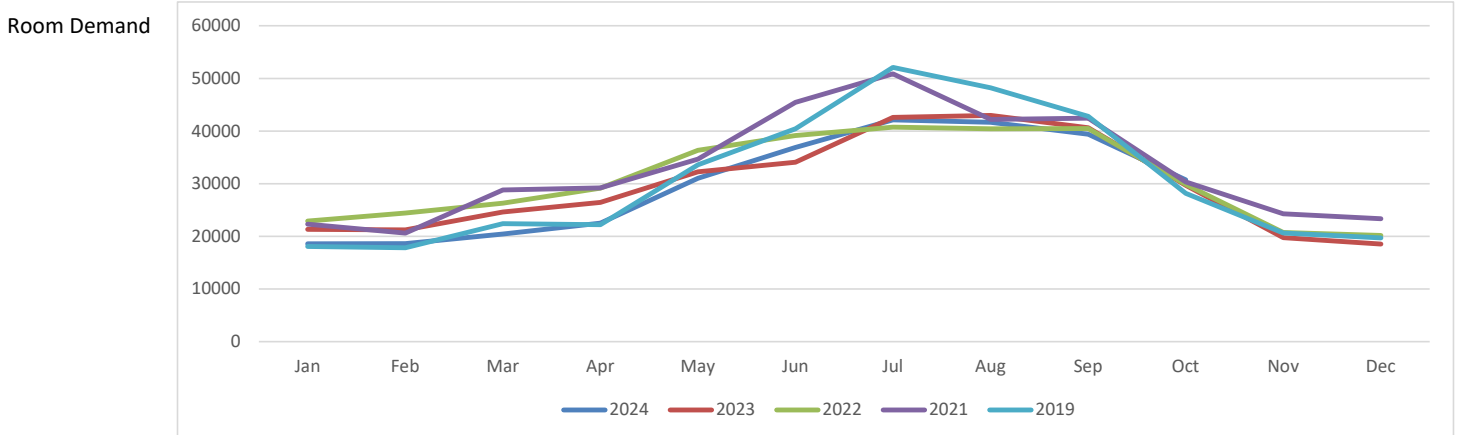
MARKETING CONVERSIONS - BRAND ENGAGEMENT		
	Month	YTD (fiscal)
VG Requests (web & VIC)	272	1,831
Newsletter subscribers	270	1,594
Social media impressions (organic)		
Facebook	37,325	198,506
Instagram	103,456	411,639
Pinterest	12,540	74,780
aRes reservations booked	0	2
aRes room nights booked	0	4
Hotel package redemptions	n/a	0

PUBLICITY/EARNED MEDIA		
	Month	YTD (fiscal)
Articles	2	12
Reach	477,980	103,280,630

PAID MEDIA				
Campaign	Clicks	CTR	IMP	Benchmark CTR
Search evergreen	7,378	9.43%	85,142	4.68%
Display evergreen	2,931	0.31%	941,691	0.47%
Meta evergreen	4,534	1.81%	250,326	2.06%
META retargeting	1,331	0.73%	182,186	n/a
Fan Acquisition		0.10%		

PARTNERS		
	Month	YTD (2024)
Airport Enplanements - OCT	36,466	446,158
	17.2%	10.1%
GNP Rec Visits - OCT	165,018	3,166,614
	18.7%	9.5%

KALISPELL LODGING							
Smith Travel Report	OCTOBER	YOY	YTD 2024	Running 12 Mths	FY25 Avg	Comp Set Mthly Avg	
OCC	60.9%	8.5%	59.2%	55.3%	76.0%	64.6%	
Kailspell econ class	42.3%	-0.6%	47.6%				
Kalispell mid/upper	69.8%	12.5%	64.8%				
ADR	\$120.23	2.9%	\$166.29	\$158.34	\$196.00	\$142.44	
Kalispell econ class	\$77.43	2.0%	\$117.46				
Kalispell mid/upper	\$130.72	2.2%	\$180.01				
RevPAR	\$73.18	11.7%	\$98.47	\$87.63	\$152.80		



Weekly STR																	
OCC	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Run MTD
2024	43.5	41.4	32.8	42.1	43.8	47.0	43.5	55.2	57.8	43.5	42.2	44.3	40.1	38.3	35.2	37.5	43.0
2023	43.9	39.1	31.5	41.7	47.1	44.4	43.0	53.3	54.3	37.3	40.1	44.6	43.4	39.1	36.4	33.6	43.3
% change	-0.9	5.9	4.1	1.1	-7.1	5.7	1.2	3.6	6.3	16.8	5.4	-0.5	-7.7	-1.9	-3.3	11.8	-0.8
ADR 2024	102.45	102.78	95.57	100.27	102.26	99.08	98.59	104.37	104.97	98.26	101.02	103.47	100.80	98.22	97.96	100.62	100.94

Short Term Rentals - Kalispell City Limits (AirDNA)								
October	Available Listings		Occupancy Rate		Average Daily Rate		Booked Listings	
	Month	YOY	Month	YOY	Month	YOY	Month	YOY
Entire Place	187	-7.9%	36%	5.4%	\$212	9.0%	150	-18.5%

Future Conferences & Large Events

2024

November

- Beauties & The Beasts – November 16 – Majestic Valley Arena

December

- Craft Brewer Cup – Flathead Valley Hockey Assn (FVHA) – December 6-8 – Woodlawn Ice Center
- Flathead High Wrestling Tournament (TBD) – December 6-7 – Flathead High School
- Winter Classic - Flathead Valley Hockey Assn (FVHA) (10U WC) – December 13-15 – Woodlawn Ice Center
- Brash Winter Series Rodeo – December 20-21 – Majestic Valley Arena

2025

January

- Winter Classic - Flathead Valley Hockey Assn (FVHA) (12U/14U Non-Checking) – January 17-19 – Woodlawn Ice Center
- Glacier Challenge Gymnastics – January 17-19 – Flathead County Fairgrounds
- Brash Winter Series Rodeo – January 3-4 – Majestic Valley Arena
- Brash Winter Series Rodeo – January 17-18 – Majestic Valley Arena
- Brash Winter Series Rodeo – January 31-February 1 – Majestic Valley Arena

February

- Battle of the States Bull Riding – February 8 – Majestic Valley Arena
- Winter Classic - Flathead Valley Hockey Assn (FVHA) (8U WC) – February 14-16 – Woodlawn Ice Center
- Brash Winter Series Rodeo – February 14-15 – Majestic Valley Arena
- Brash Winter Series Rodeo – February 28 -March 1 – Majestic Valley Arena

March

- Brash Winter Series Rodeo – March 14-15 – Majestic Valley Arena
- Brash Winter Series Rodeo – March 28-29 – Majestic Valley Arena

April

May

- Northwest Shootout Jamboree (Lacrosse) - Date TBD - Kidsport
- Mounted Shooting – May 9-11 – Majestic Valley Arena
- *Canadian Days Tournament MT Legion AA & A – May 16-18 – Kalispell Lakers Field
- State A Softball – May 22-24 – Columbia Falls
- State AA-A Track & Field Meet – May 23-24 – Legends Stadium
- Three Blind Refs Tournament – May 30-June 1 - Kidsport

June

- Montana High School Rodeo Association Finals – June 2-8 – Majestic Valley Arena
- *Flathead Lake “B” Invitational – June 19-22 – Kalispell Lakers Field
- Glacier Classic Llama Show – June 21-22 – Majestic Valley Arena
- Emeralds Smash Tournament – Date TBD – Kidsport

July

- 2025 Under the Big Sky Fest – Dates TBD - Big Mountain Ranch in Whitefish
- *John R. Harp Memorial Tournament MT Legion A - – July 11-13 – Kalispell Lakers
- *2025 Canadian Rockies Tour – July 14 – Red Lion
- Event at Rebecca Farm - July 16-20 – Rebecca Farm
- *Wisconsin Golf Group – July 19-26– SpringHill by Marriott
- 2025 The Gathering (Lacrosse) – July 25-27 – Smith Fields Whitefish

August

- *Great Open Spaces – August 5-8 – Red Lion
- Mounted Shooting – August 8-10 – Majestic Valley Arena
- NW Montana Fair & Rodeo – August 14-17 – Fairgrounds

September

- Tamarack Fall Classic – September 21-22 - Kidsport
- *2025 Landmark Tours – September 21-23 – Hilton Garden Inn

October

- NRA – Northern Rodeo Association – October 23-25 – Majestic Valley Arena

November

December

11/13/24

*Indicates Discover Kalispell has booked the group/event or is assisting in some way. Other events may affect occupancy in Kalispell.

FY25 October Sales Activities

Dawn Jackson, Group Sales Manager

RFP's/RFQ/RFI's Sent

Working Leads

- 2025/2026 Montana Senior Olympics – September – Potential 400 rooms – Met with Parks & Recreation and they would consider 2026. Will reach back out in October.
- 2026 Mountain Plains Museum Association – October – 400 potential rooms

LEADS Lost

- 2026 Northwest Chapter American Association of Airport Executives – NWAAAE – 425 potential rooms - Sept/Oct – focusing on sites that have larger venue spaces and greater number of transportation connections.
- 2026 EIPBN – May – 1040 potential room nights – working to coordinate a site visit with the organizer. He is a professor at Montana Tech in Butte. Despite several attempts to reach the organizer he has not returned any calls or emails.

RFP's Won

- 2025 Great Open Spaces City Management Conference – August – 35 ppl – Red Lion

Group Assist

- Christy Eisinger – recommendations for Fly Fishing Film Tour
- Roberta Tillman – State Director of Skills USA MT - bringing high school group of 20-40 students and wanted activity suggestions
- Amy Winegardner – Event and Hospitality Coordinator with M.J. Murdock Charitable Trust – looking for good dates to visit the area and hotel accommodations if they decide to stay overnight
- Amy Shike – MT NonProfit Association - wanted suggestions to host a meeting in February for 40-50 ppl
- Ben Dorrington – Looking for venue space and caterers to host a family dinner of 25 ppl
- James Collins – Looking for a venue to host a party in December with 35 guests that also serves alcohol

Miscellaneous Tasks

- Working on aRes updates
- Assisted, attended and coordinated Kalispell events for the Glacier Galore and More FAM with 11 travel advisors
- Assisted with Applied Materials Manufacturing tour
- Provided Welcome Bags for Leadership Montana
- Attended Group Travel Conference in Branson, MO – met with 32 tour operators, group planners, travel advisors
- Reviewed Group Tour Magazine ad placed by Abby Agency