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

Location: Kalispell Chamber

AGENDA

3:00 pm

Meeting Called to Order: Vanessa Nordahl, Chairman of the Board

1. Hear from the Public

Members of the public are invited to present information related to the Tourism Business Improvement District. Presenters are limited to three (3) minutes each.

- 2. Flathead Celtic Festival, Rob Eberhardy CVB Event Grant Application
- 4. Safety Awareness Updates
- 5. Board Action
 - a) Approval of minutes from June 1, 2016
 - b) TBID financial statements for May, 2016
 - c) Approval of Event Grant applications
- Board Discussion
 - a) Event updates
 - b) Group, M&C updates
 - c) Marketing updates
 - d) Glacier National Park updates

5:00 pm

Meeting Adjourns

Enclosures:

June 1, 2016 minutes

TBID financial statements for May 2016

KCVB Updates

For Further Information, Please Contact:

Vanessa Nordahl, Board Chairman <u>vandessa.nordahl2@hilton.com</u> or 406-755-7900 Diane Medler, KCVB Director <u>diane@discoverkalispell.com</u> or 406-758-2808

2016 TBID Board Meeting Schedule (subject to change)

January 6February 3March 2April 6May 4June 1July 6August 3September 7October 5November 2December 7

Note: Other than the meeting starting time, times listed are approximate and agenda items may be rearranged. Action may be taken on any item listed on the agenda. Public comment is welcome on all items.

Board of Directors Meeting Kalispell Tourism Business Improvement District Location: Kalispell Chamber of Commerce Wednesday, June 1, 2016 3:00 pm – 5:00 pm

Minutes

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

Laurie Otto-Bradford

Board Members Absent: none

Staff Present: Diane Medler, Dawn Jackson, Vonnie Day

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

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

1. Hear from the Public - none

- 2. Hockaday Museum Representatives presented information about the organization and its Timeless Legacy Exhibition and opening reception for the exhibit August 12.
- 3. TBID Safety Awareness Updates sharing of Do Not Rent lists is effective. KPD Officer Corbett confirmed that properties should notify KPD whenever drugs are found and KPD will properly dispose.

4. Board Action

a. Approve minutes from the May 4, 2016 meeting:

Action: Motion was made by Dan Moderie to approve the minutes. Motion seconded by Janet Clark. Discussion: none. Board approved unanimously.

b. TBID financial statements for April, 2016:

Action: Motion was made by Janet Clark to approve the financial statements. Motion seconded by Dan Moderie. Discussion: none. Board approved unanimously.

5. Board Discussion

a. Event updates - Spartan Race: a total of 7,418 racers participated, 3,528 in The Beast, 3,890 in The Sprint. 62% were from out of state, over 6,000 came from more than 200 miles away. 50 states and 4 provinces were represented. More than 900 room nights have been reported with 5 properties yet to provide numbers. The 2017 race will be held May 6 -7, the first time the Montana won't fall on Mother's Day weekend. Spartan, Inc. projects increased participation in The Sprint that weekend, since the event won't be on Mother's Day.

Dragon Boat – 22 teams have registered, 5 fewer than this time last year. Email and social media campaigns are underway to recruit additional teams.

b. Group, M& C updates – The POMA Conference takes place at the Red Lion, June 15 – 18. Projected attendance is 167, making it the largest POMA Conference to date. To support the event, the CVB has created a POMA sticker and other collateral, special auto rates, airline/train information, local

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

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

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

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

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

Meeting adjourned at 4:25 pm.

Respectfully Submitted: Diane Medler

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

Kalispell Tourism Business Improvement District Summary of Financials July 6, 2016

TBID General Funds – Expense Summary May 2016

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

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

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

Meetings & Convention: Governor's Conference and POMA

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

KCVB Event Funds - Summary January through May 2016

Dragon Boat: (2016 - \$30,000 TBID) Balance forward from 2015: (\$784.26)

Income: \$15,428.25 Expenses: \$5,468.23 Balance: \$9,175.76

Spartan 2016: (2016 - \$25,000 TBID) Balance forward from 2015: \$3,706.40

Income: \$35,424.50 Expenses: \$31,863.17 Balance: \$7,267.73

Pond 2016: (2016 - \$30,000 TBID) Balance forward from 2015: \$18,372.85

Income: \$2,700.00 Expenses: \$8,027.13

Deferred Revenue: \$34,200

Balance: \$47,245.72

Tourism Business Improvement District Balance Sheet

As of May 31, 2016

	May 31, 16
ASSETS Current Assets Checking/Savings 1010 · Checking	215,475.65
Total Checking/Savings	215,475.65
Accounts Receivable 1200 · Accounts Receivable	70.00
Total Accounts Receivable	70.00
Total Current Assets	215,545.65
Fixed Assets 1710 · Office Equipment 1820 · Web Site Development	3,954.84 25,230.44
Total Fixed Assets	29,185.28
TOTAL ASSETS	244,730.93
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable 2000 · Accounts Payable	23,264.98
Liabilities Current Liabilities Accounts Payable	23,264.98 23,264.98
Liabilities Current Liabilities Accounts Payable 2000 · Accounts Payable	5.5 No. 10 (10 (10 (10 (10 (10 (10 (10 (10 (10
Liabilities Current Liabilities Accounts Payable 2000 · Accounts Payable Total Accounts Payable	23,264.98
Liabilities Current Liabilities Accounts Payable 2000 · Accounts Payable Total Accounts Payable Total Current Liabilities	23,264.98 23,264.98
Liabilities Current Liabilities Accounts Payable 2000 · Accounts Payable Total Accounts Payable Total Current Liabilities Total Liabilities Equity 32000 · Unrestricted Net Assets	23,264.98 23,264.98 23,264.98 164,312.26

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

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

Tourism Business Improvement District Profit & Loss May 2016

	May 16	Jul '15 - May 16
Income 4000 · TBID Revenue 4100 · Interest Income	100,842.10 8.24	551,432.88 83.06
Total Income	100,850.34	551,515.94
Expense 5000 · Staffing	15,196.41	185,712.01
5100 · Administrative		
5350 · City of Kalispell Admin Fee	0.00	5,000.00
5110 · Bank Fees	29.77	184.50
5125 · Bookkeeping 5140 · Office Supplies	170.00 75.24	2,237.50 1,082.91
5145 · License & Tax	0.00	550.00
5150 · Postage & Copies	44.10	674.04
5160 · Rent	700.00	7,700.00
5165 · Storage Unit	7.00 241.62	547.00
5180 · Telephone 5185 · Travel & Entertainment	363.97	2,442.17 2,119.28
5190 · Technology Support	50.00	550.00
5195 · Equipment (Software)	0.00	222.36
5100 · Administrative - Other	0.00	100.00
Total 5100 · Administrative	1,681.70	23,409.76
5200 · Research & Education 5210 · Smith Travel Reports	0.00	E E00 00
5230 · Organizational Memberships	0.00	5,500.00 3,522.00
Total 5200 · Research & Education	0.00	9,022.00
5250 · Web Site		
5270 · Maintenance & Enhancements 5280 · SEO & SEM	0.00 0.00	9,265.05 7,930.75
Total 5250 · Web Site	0.00	17,195.80
5400 · Consumer Marketing		
5455 · Winter Prize Package	0.00	493.84
5405 · Photo and Video Library 5430 · Social Media Admin & Adv	0.00 845.00	5,734.00 8,914.71
5440 · Creative Services	0.00	13,012.14
5450 · Media Buy Online	1,750.00	25,256.66
5460 · Travel Show Attendance	172.91	5,159.02
5480 · Airport Displays 5420 · E-Marketing	50.00	650.00
5496 · Visitor Guide & Niche Brochures	112.80 -370.00	3,088.72 8,642.50
		E.
Total 5400 · Consumer Marketing 5500 · Event Marketing	2,560.71	70,951.59
5548 · Events Operations Management	1,750.00	21,500.00
5501 · Dragon Boat	0.00	45,572.00
5502 · Spartan Event	0.00	25,000.00
5509 · Pond Hockey	0.00	30,000.00
5511 · Western B Basketball	0.00	4,325.54
5549 · Other Event Marketing	2,000.00	4,826.88
Total 5500 · Event Marketing	3,750.00	131,224.42
5550 · Meetings & Conventions 5565 · Meeting Planner Shows	0.00	4,825.76
5570 · Meeting Planner Incentive Progm	1,042.38	17,583.14
5574 · M&C Guide	0.00	390.00
5583 · Customer Relationship Mgmt Syst	0.00	4,500.00
Total 5550 · Meetings & Conventions	1,042.38	27,298.90
5650 · Publicity	4 404 70	44.000.00
5660 · Travel Media FAM 5665 · PR/Story Pitches	1,491.76 1,962.00	14,326.93 14,185.00

2:58 PM 06/22/16 Accrual Basis

Tourism Business Improvement District Profit & Loss May 2016

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

KALISPELL CONVENTION & VISITOR'S BUREAU EVENT BALANCES Accrual Basis

	DRAGON	POND	SPARTAN		
	BOAT	HOCKEY	RACE	WAYFINDING	TOTAL
2015 Balance Forward	(784.26)	18,372.85	3,706.40	63,100.00	84,394.99
January 2016	6,902.04	8,094.75	0.00	0.00	14,996.79
February 2016	(642.16)	(13,695.93)			(14,338.09)
March 2016	(858.86)	603.30	(3,166.58)		(3,422.14)
April 2016	(1,291.00)	(629.25)	23,695.34	(19,884.69)	1,890.40
May 2016	5,850.00	300.00	(16,967.43)	(21,822.00)	(32,639.43)
June 2016					0.00
July 2016					0.00
August 2016					0.00
September 2016					0.00
October 2016					0.00
November 2016					0.00
December 2016					0.00
Deferred Revenue*		34,200.00			34,200.00
EVENT BALANCES	9,175.76	47,245.72	7,267.73	21,393.31	85,082.52

^{*}Deferred revenue is listed on the balance sheet as a payable, because there is a portion that is refundable.

Income will be recorded the same calendar year as the event is held.

Kalispell Chamber of Commerce KCVB P&L by Class

January through May 2016

		Dragon	Pond		Wayfinding	
		Boat	Hockey	Spartan	Grant	TOTAL
4228.00 · Beverage Sales 0.00 0.00 8,923.00 0.00 8,933.00 47700.10 · Registrations 14,678.25 2,700.00 0.00 0.00 750.00 4825.00 · Vendor Fee 0.00 0.00 1,100.00 0.00 410.50 4945.00 · Chefer Events Revenue 0.00 0.00 10,100.00 0.00 25,000.00 0.00 25,000.00 0.00 25,000.00 0.00 25,000.00 0.00 25,000.00 0.00 25,000.00 0.00 25,000.00 0.00 25,000.00 0.00 25,000.00 0.00 25,000.00 0.00 25,000.00 0.00 25,000.00 0.00 25,000.00 0.00 25,000.00 0.00 25,000.00 0.00 25,000.00 0.00 25,000.00 0.00 25,000.00 20 0.00 25,000.00 20 0.00 20 20 0.00 20 0.00 20 0.00 20 20 0.00 20 20 0.00 20 20 0.00 20 20 0.	Income					
	4700.00 · Special Events					
	4225.00 · Beverage Sales	0.00	0.00	8,923.00	0.00	8,923.00
	4700.10 · Registrations	14,678.25	2,700.00	0.00	0.00	17,378.25
	4850.00 · Sponsors	750.00	0.00	0.00	0.00	750.00
Total 4700.00 : Special Events 15,428,25 2,700.00 10,424,50 0.00 25,500.00 0.00 25,500.00 0.00 25,500.00 0.00 25,500.00 0.00 25,500.00 0.00 25,500.00 0.00 25,500.00 0.00 52,500.75 Expense 5000.00 - Direct Program 5000.00 - Direct Program 5000.00 - Direct Program 0.00 0.00 0.00 41,706,69 41,706,69 41,706,69 510,00 - Advertising & Marketing 314,10 453,00 5500 0.00 89,10 100,00 0.00 0.00 100,00 100,00 500,00 41,706,69	4925.00 · Vendor Fee	0.00	0.00	1,100.00	0.00	1,100.00
	4945.00 · Other Events Revenue	0.00	0.00	401.50	0.00	401.50
Total Income	Total 4700.00 · Special Events	15,428.25	2,700.00	10,424.50	0.00	28,552.75
	4410.00 · TBID Revenue	0.00	0.00	25,000.00	0.00	25,000.00
5000.00 - Direct Program 0.00 0.00 41,706.69 41,706.69 5010.01 - Archarsiang & Marketing 341.10 453.00 65.00 0.00 889.10 5020.00 - Apparel 0.00 0.00 100.00 0.00 100.00 5040.00 - Awards & Recognition 0.00 0.00 208.85 0.00 228.85 5180.00 - Contract Labor 0.00 0.00 5,747.11 0.00 5,747.11 5400.00 - Catering 0.00 927.33 13,664.37 0.00 1,991.70 5400.00 - Permits & Fees 500.00 0.00 0.00 0.00 0.00 5,747.11 5400.00 - Permits & Fees 500.00 0.00 0.00 0.00 500.00 5670.00 - Supplies 0.00 5,772 79.18 0.00 158.00 5080.00 - Bank Fees & Service Charges 0.00 18.00 29.46 0.00 47.46 5080.00 - Bank Fees & Service Charges 0.00 18.00 29.46 0.00 47.46 5080.00 - Bank Fees & Service Charges 0	Total Income	15,428.25	2,700.00	35,424.50	0.00	53,552.75
5000.10 · Purchases 0.00 0.00 41,706.69 41,706.69 5010.00 · Advertising & Marketing 341.10 453.00 65.00 0.00 1809.10 5020.00 · Apparel 0.00 0.00 0.00 100.00 0.00 208.85 0.00 208.85 5140.00 · Contract Labor 0.00 0.00 5.747.11 0.00 5.737.11 0.00 5.737.11 0.00 5.747.11 0.00 5.747.11 0.00 5.747.11 0.00 5.747.11 0.00 5.747.11 0.00 5.747.11 0.00 5.757.01 5.750.00 0.00 5.750.00 0.00 0.00 5.750.00 0.00 0.00 0.00 5.750.00 0.00 0.00 0.00 5.750.00 0.00 0.00 0.00 5.750.00 5.750.00 5.770.00 5.772 79.18 0.00 13.80 5.750.00 5.750.00 5.750.00 5.750.00 5.750.00 5.750.00 5.750.00 5.750.00 5.750.00 5.750.00 5.750.00 5.750.00 5.750.00	Expense					
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5020.00 - Apparel 0.00 0.00 100.00 0.00 100.00 5040.00 - Awards & Recognition 0.00 0.00 208.85 0.00 228.85 5140.00 - Contract Labor 0.00 0.00 237.26 0.00 237.26 5180.00 - Catering 0.00 0.00 5,747.11 0.00 5,747.11 5320.00 - Leased Equipment/Space 400.00 927.33 13,864.37 0.00 14,991.70 5460.00 - Permits & Fees 500.00 0.00 0.00 0.00 0.00 500.00 5540.00 - Promotor Fee -500.00 0.00 20.00 0.00 0.00 -500.00 5670.00 - Supplies 0.00 57.72 79.18 0.00 136.90 Total 5000.00 - Direct Program 74.10 1,438.05 20,121.77 41,766.99 64,007.61 5600.00 - Bank Fees & Service Charges 0.00 18.00 29.46 0.00 47.46 Total 5000.00 - Bank Fees & Service Charges 0.00 18.00 29.46 0.00 47.46	5000.10 · Purchases	0.00	0.00	0.00	41,706.69	41,706.69
5040.00 - Awards & Recognition 0.00 0.00 208.85 0.00 208.85 \$140.00 - Contract Labor 0.00 0.00 5.747.11 0.00 5.747.11 \$180.00 - Catering 0.00 927.33 13,664.37 0.00 14,991.70 \$460.00 - Permits & Fees \$500.00 0.00 20.00 0.00 500.00 \$540.00 - Permits & Fees \$500.00 0.00 0.00 0.00 500.00 \$570.00 - Supplies 0.00 \$7.72 79.18 0.00 136.90 \$600.00 - Bank Fees & Service Charges 0.00 18.00 29.46 0.00 47.66 \$600.00 - Bank Fees & Service Charges 0.00 18.00 29.46 0.00 47.66 \$260.00 - Insurance 2.911.00 442.00 1,806.00 0.00 4,600.00 \$160.00 - Contributions & Scholorships 0.00 0.00 4,600.00 0.00 4,600.00 \$200.00 - Professional Fees 860.00 5,536.43 1,447.30 0.00 7,248.73 \$250.00 - Professional Fees </td <td>5010.00 · Advertising & Marketing</td> <td>341.10</td> <td>453.00</td> <td>65.00</td> <td>0.00</td> <td>859.10</td>	5010.00 · Advertising & Marketing	341.10	453.00	65.00	0.00	859.10
5140.00 · Contract Labor 0.00 0.00 237.26 0.00 527.25 5180.00 · Catering 0.00 0.00 5,747.11 0.00 5,747.11 5320.00 · Leased Equipment/Space 400.00 927.33 13,664.37 0.00 14,991.70 5460.00 · Permits & Fees 500.00 0.00 20.00 0.00 520.00 5540.00 · Spupiles 0.00 57.72 79.18 0.00 136.90 Total 5000.00 · Direct Program 741.10 1,438.05 20,121.77 41,706.69 64,007.61 5660.00 · Bank Fees & Service Charges 0.00 18.00 29.46 0.00 47.46 5260.00 · Insurance 2,911.00 442.00 1,806.00 0.00 4.600.00 5160.00 · Contributions & Scholorships 0.00 0.00 4,600.00 0.00 4,600.00 5260.00 · Professional Fees 595.00 0.00 0.00 0.00 4,600.00 5160.10 · Contributions & Scholorships 0.00 0.00 4,600.00 0.00 595.00 5200.00	5020.00 · Apparel	0.00	0.00	100.00	0.00	100.00
5180.00 · Catering 0.00 0.00 5,747.11 0.00 5,747.11 520.00 · Leased Equipment/Space 400.00 927.33 13,664.37 0.00 14,991.70 5400.00 · Permits & Fees 500.00 0.00 20.00 0.00 520.00 5540.00 · Promotor Fee -500.00 0.00 0.00 0.00 136.90 5670.00 · Supplies 0.00 57.72 79.18 0.00 136.90 Total 5000.00 · Direct Program 741.10 1,438.05 20,121.77 41,706.69 64,007.61 5600.00 · Bank Sees & Service Charges 0.00 18.00 29.46 0.00 47.46 Total 5000.00 · Bank Fees & Service Charges 0.00 18.00 29.46 0.00 47.46 5260.00 · Insurance 2.911.00 442.00 1,806.00 0.00 4,600.00 5160.10 · Contributions & Scholorships 0.00 0.00 4,600.00 0.00 4,600.00 5200.00 · Professional Fees 595.00 0.00 0.00 0.00 0.00 7,248.73 <tr< td=""><td>5040.00 · Awards & Recognition</td><td>0.00</td><td>0.00</td><td>208.85</td><td>0.00</td><td>208.85</td></tr<>	5040.00 · Awards & Recognition	0.00	0.00	208.85	0.00	208.85
5320.00 · Leased Equipment/Space 400.00 927.33 13.664.37 0.00 14,991.70 5460.00 · Permits & Fees 500.00 0.00 20.00 0.00 520.00 5540.00 · Promotor Fee -500.00 0.00 0.00 0.00 136.90 136.90 Total 5000.00 · Direct Program 741.10 1.438.05 20.121.77 41,706.69 64,007.61 5060.00 · Bank Fees & Service Charges 0.00 18.00 29.46 0.00 47.46 5260.00 · Insurance 2.911.00 442.00 1.806.00 0.00 4.600.00 5160.00 · Contributions & Scholorships 0.00 0.00 4,600.00 0.00 4,600.00 5200.00 · Professional Fees 595.00 0.00 4,600.00 0.00 4,600.00 5200.00 · Professional Fees 595.00 0.00 0.00 0.00 0.00 7,248.73 5780.00 · Web Site 595.00 0.00 0.00 0.00 0.00 7,248.73 5500.00 · Professional Fees 860.00 5,536.43 1,447.30 <t< td=""><td>5140.00 · Contract Labor</td><td>0.00</td><td>0.00</td><td>237.26</td><td>0.00</td><td>237.26</td></t<>	5140.00 · Contract Labor	0.00	0.00	237.26	0.00	237.26
5460.00 · Permits & Fees 500.00 0.00 20.00 0.00 520.00 5540.00 · Promotor Fee -500.00 0.00 0.00 0.00 3.00 5.00.00 5670.00 · Supplies 0.00 57.72 79.18 0.00 136.90 Total 5000.00 · Direct Program 741.10 1,438.05 20.121.77 41,706.69 64,007.61 5660.00 · Bank Fees & Service Charges 0.00 18.00 29.46 0.00 47.46 Total 5000.00 · Bank & Credit Card Fees 0.00 18.00 29.46 0.00 47.46 5260.00 · Insurance 2,911.00 442.00 1,806.00 0.00 5169.00 5160.10 · Contributions & Scholorships 0.00 0.00 4,800.00 0.00 4,600.00 520.00 · Professional Fees 595.00 0.00 0.00 0.00 0.00 4,600.00 520.10 · Professional Fees 860.00 5,536.43 1,447.30 0.00 7,248.73 Total 5520.00 · Professional Fees 860.00 5,536.43 1,477.30 0.00 <t< td=""><td>5180.00 · Catering</td><td>0.00</td><td>0.00</td><td>5,747.11</td><td>0.00</td><td>5,747.11</td></t<>	5180.00 · Catering	0.00	0.00	5,747.11	0.00	5,747.11
5540.00 · Promotor Fee -500.00 0.00 5.772 79.18 0.00 136.90 Total 5000.00 · Direct Program 741.10 1,438.05 20.121.77 41,706.69 64,007.61 5600.00 · Bank Fees & Service Charges 741.10 1,438.05 20.121.77 41,706.69 64,007.61 5060.10 · Bank & Credit Card Fees 0.00 18.00 29.46 0.00 47.46 5260.00 · Insurance 2,911.00 442.00 1,806.00 0.00 5,159.00 5160.10 · Contributions & Scholorships 0.00 0.00 4,600.00 0.00 4,600.00 5220.00 · Professional Fees 595.00 0.00 4,600.00 0.00 4,600.00 5220.00 · Professional Fees 285.00 5,536.43 1,447.30 0.00 7,248.73 Total 5520.00 · Professional Fees 860.00 5,536.43 1,447.30 0.00 7,248.73 5500.00 · Printing & Publications 0.00 141,25 147.89 0.00 7,248.73 5500.00 · Printing & Publications 300.00 0.00 0.00	5320.00 · Leased Equipment/Space	400.00	927.33	13,664.37	0.00	14,991.70
5670.00 · Supplies 0.00 57.72 79.18 0.00 136.90 Total 5000.00 · Direct Program 741.10 1.438.05 20.121.77 41,706.69 64,007.61 5060.00 · Bank Fees & Service Charges 0.00 18.00 29.46 0.00 47.46 5060.00 · Bank Fees & Service Charges 0.00 18.00 29.46 0.00 47.46 5260.00 · Insurance 2,911.00 442.00 1,866.00 0.00 4,600.00 5160.00 · Contributions & Scholorships 0.00 0.00 4,600.00 0.00 4,600.00 Total 5160.00 · Contributions & Scholorships 0.00 0.00 4,600.00 0.00 4,600.00 520.00 · Professional Fees 595.00 0.00 0.00 0.00 595.00 520.00 · Professional Services 286.00 5,536.43 1,447.30 0.00 7,248.73 Total 5520.00 · Professional Fees 860.00 5,536.43 1,447.30 0.00 7,843.73 5500.00 · Printing & Publications 0.00 141.25 147.89 0.00 300.0	5460.00 · Permits & Fees	500.00	0.00	20.00	0.00	520.00
Total 5000.00 · Direct Program 741.10 1,438.05 20,121.77 41,706.69 64,007.61 5060.00 · Bank Fees & Service Charges 0.00 18.00 29.46 0.00 47.46 Total 5060.00 · Bank Fees & Service Charges 0.00 18.00 29.46 0.00 47.46 5260.00 · Insurance 2.911.00 442.00 1,806.00 0.00 5160.00 0.00 4,600.00 0.00 4,600.00 0.00 4,600.00 0.00 4,600.00 0.00 4,600.00 0.00 4,600.00 0.00 4,600.00 0.00 4,600.00 0.00 4,600.00 0.00 4,600.00 0.00 4,600.00 0.00 4,600.00 0.00 4,600.00 0.00 4,600.00 0.00 4,600.00 0.00 4,600.00 0.00 4,600.00 0.00 4,600.00 0.00 5,500.00 0.00 0.00 5,500.00 0.00 0.00 5,500.00 0.00 0.00 7,248.73 1,248.73 0.00 7,248.73 1,248.73 1,248.73 0.00 7,248.73	5540.00 · Promotor Fee	-500.00	0.00	0.00	0.00	-500.00
5060.00 · Bank Fees & Service Charges 0.00 18.00 29.46 0.00 47.46 Total 5060.00 · Bank Rees & Service Charges 0.00 18.00 29.46 0.00 47.46 5260.00 · Insurance 2,911.00 442.00 1,806.00 0.00 5,159.00 5160.00 · Contributions & Scholorships 0.00 0.00 4,600.00 0.00 4,600.00 Total 5160.00 · Contributions & Scholorships 0.00 0.00 4,600.00 0.00 4,600.00 5220.00 · Professional Fees 595.00 0.00 0.00 0.00 595.00 5520.10 · Professional Services 265.00 5,536.43 1,447.30 0.00 7,248.73 Total 5520.00 · Professional Fees 860.00 5,536.43 1,447.30 0.00 7,843.73 5500.00 · Printing & Publications 0.00 141.25 147.89 0.00 289.14 5400.00 · Miscellaneous 300.00 0.00 0.00 0.00 300.00 5200.00 · Dues & Subscriptions 300.00 96.00 150.00 0.00 46.00<	5670.00 · Supplies	0.00	57.72	79.18	0.00	136.90
5060.10 · Bank & Credit Card Fees 0.00 18.00 29.46 0.00 47.46 Total 5060.00 · Bank Fees & Service Charges 0.00 18.00 29.46 0.00 47.46 5260.00 · Insurance 2,911.00 442.00 1,806.00 0.00 5,159.00 5160.00 · Contributions & Scholorships 0.00 0.00 4,600.00 0.00 4,600.00 Total 5160.00 · Contributions & Scholorships 0.00 0.00 4,600.00 0.00 4,600.00 5520.00 · Professional Fees 595.00 0.00 0.00 0.00 595.00 5520.00 · Professional Services 265.00 5,536.43 1,447.30 0.00 7,248.73 Total 5520.00 · Professional Fees 860.00 5,536.43 1,447.30 0.00 7,843.73 5500.00 · Printing & Publications 0.00 141.25 147.89 0.00 289.14 5400.00 · Miscellaneous 300.00 0.00 0.00 0.00 300.00 5500.00 · Research & Surveys 350.00 96.00 0.00 0.00 460.00	Total 5000.00 · Direct Program	741.10	1,438.05	20,121.77	41,706.69	64,007.61
Total 5060.00 · Bank Fees & Service Charges 0.00 18.00 29.46 0.00 47.46 5260.00 · Insurance 2.911.00 442.00 1,806.00 0.00 5,159.00 5160.00 · Contributions & Scholorships 0.00 0.00 4,600.00 0.00 4,600.00 Total 5160.00 · Contributions & Scholorships 0.00 0.00 4,600.00 0.00 4,600.00 5520.00 · Professional Fees 595.00 0.00 0.00 0.00 595.00 5520.10 · Professional Services 265.00 5,536.43 1,447.30 0.00 7,248.73 Total 5520.00 · Professional Fees 860.00 5,536.43 1,447.30 0.00 7,843.73 5500.00 · Printing & Publications 0.00 141.25 147.89 0.00 289.14 5400.00 · Miscellaneous 300.00 0.00 0.00 0.00 300.00 5580.00 · Research & Surveys 350.00 96.00 150.00 0.00 446.00 5420.00 · Office 194.45 147.47 568.42 0.00 910.34	5060.00 · Bank Fees & Service Charges					
5260.00 · Insurance 2,911.00 442.00 1,806.00 0.00 5,159.00 5160.00 · Contributions & Scholorships 0.00 0.00 4,600.00 0.00 4,600.00 0.00 4,600.00 Total 5160.00 · Contributions & Scholorships 0.00 0.00 0.00 0.00 0.00 0.00 4,600.00 5520.00 · Professional Fees 595.00 0.00 0.00 0.00 0.00 595.00 5520.10 · Professional Services 265.00 5,536.43 1,447.30 0.00 7,248.73 Total 5520.00 · Professional Fees 860.00 5,536.43 1,447.30 0.00 7,843.73 5500.00 · Professional Fees 860.00 5,536.43 1,447.30 0.00 7,843.73 5400.00 · Professional Fees 860.00 5,536.43 1,447.30 0.00 7,843.73 5500.00 · Professional Fees 860.00 5,536.43 1,447.30 0.00 289.14 5400.00 · Printing & Publications 300.00 5,536.43 1,447.30 0.00 0.00 289.14 5	5060.10 · Bank & Credit Card Fees	0.00	18.00	29.46	0.00	47.46
5160.00 · Contributions & Scholorships 0.00 0.00 4,600.00 0.00 4,600.00 Total 5160.00 · Contributions & Scholorships 0.00 0.00 4,600.00 0.00 4,600.00 5520.00 · Professional Fees 595.00 0.00 0.00 0.00 595.00 5520.10 · Professional Services 265.00 5,536.43 1,447.30 0.00 7,248.73 Total 5520.00 · Professional Fees 860.00 5,536.43 1,447.30 0.00 7,248.73 5500.00 · Professional Fees 860.00 5,536.43 1,447.30 0.00 7,248.73 5500.00 · Professional Fees 860.00 5,536.43 1,447.30 0.00 7,248.73 5500.00 · Professional Fees 860.00 5,536.43 1,447.30 0.00 7,248.73 5500.00 · Professional Fees 860.00 5,536.43 1,447.30 0.00 7,248.73 5400.00 · Professional Fees 860.00 5,536.43 1,447.30 0.00 289.14 5400.00 · Miscellaneous 300.00 0.00 0.00 0.00 <t< td=""><td>Total 5060.00 · Bank Fees & Service Charges</td><td>0.00</td><td>18.00</td><td>29.46</td><td>0.00</td><td>47.46</td></t<>	Total 5060.00 · Bank Fees & Service Charges	0.00	18.00	29.46	0.00	47.46
5160.10 · Contributions 0.00 0.00 4,600.00 0.00 4,600.00 Total 5160.00 · Contributions & Scholorships 0.00 0.00 4,600.00 0.00 4,600.00 5520.00 · Professional Fees 5780.00 · Web Site 595.00 0.00 0.00 0.00 595.00 5520.10 · Professional Services 265.00 5,536.43 1,447.30 0.00 7,248.73 Total 5520.00 · Professional Fees 860.00 5,536.43 1,447.30 0.00 7,843.73 5500.00 · Printing & Publications 0.00 141.25 147.89 0.00 289.14 5400.00 · Miscellaneous 0.00 0.00 0.00 0.00 289.14 5400.00 · Dues & Subscriptions 300.00 0.00 0.00 0.00 300.00 5500.00 · Research & Surveys 350.00 96.00 0.00 0.00 46.00 5400.10 · Other Miscellaneous 650.00 96.00 150.00 0.00 150.00 5420.00 · Office 194.45 147.47 568.42 0.00 910.34 <	5260.00 · Insurance	2,911.00	442.00	1,806.00	0.00	5,159.00
Total 5160.00 · Contributions & Scholorships 0.00 0.00 4,600.00 0.00 4,600.00 5520.00 · Professional Fees 5780.00 · Web Site 595.00 0.00 0.00 0.00 595.00 5520.10 · Professional Services 265.00 5,536.43 1,447.30 0.00 7,248.73 Total 5520.00 · Professional Fees 860.00 5,536.43 1,447.30 0.00 7,843.73 5500.00 · Printing & Publications 0.00 141.25 147.89 0.00 289.14 5400.00 · Miscellaneous 0.00 0.00 0.00 0.00 300.00 5580.00 · Research & Surveys 350.00 96.00 0.00 0.00 460.00 5400.10 · Other Miscellaneous 650.00 96.00 150.00 0.00 150.00 7420.00 · Office 194.45 147.47 568.42 0.00 910.34 7540.00 · Office Supplies 194.45 147.47 568.42 0.00 910.34 7540.00 · Travel 5740.10 · Travel/Mileage 47.74 2.16 30.40 0.00 <td>5160.00 · Contributions & Scholorships</td> <td></td> <td></td> <td></td> <td></td> <td></td>	5160.00 · Contributions & Scholorships					
5520.00 · Professional Fees 595.00 0.00 0.00 0.00 595.00 5780.00 · Web Site 595.00 5,536.43 1,447.30 0.00 7,248.73 Total 5520.00 · Professional Fees 860.00 5,536.43 1,447.30 0.00 7,843.73 5500.00 · Printing & Publications 0.00 141.25 147.89 0.00 289.14 5400.00 · Miscellaneous 300.00 0.00 0.00 0.00 300.00 5580.00 · Research & Surveys 350.00 96.00 0.00 0.00 446.00 5400.10 · Other Miscellaneous 0.00 0.00 150.00 0.00 150.00 Total 5400.00 · Miscellaneous 650.00 96.00 150.00 0.00 896.00 5420.10 · Office 194.45 147.47 568.42 0.00 910.34 Total 5420.00 · Office 194.45 147.47 568.42 0.00 910.34 5740.00 · Travel 47.74 2.16 30.40 0.00 30.30 5380.00 · Meals (Staff/Volunteers) 63.	5160.10 · Contributions	0.00	0.00	4,600.00	0.00	4,600.00
5780.00 · Web Site 595.00 0.00 0.00 0.00 595.00 5520.10 · Professional Services 265.00 5.536.43 1,447.30 0.00 7,248.73 Total 5520.00 · Professional Fees 860.00 5,536.43 1,447.30 0.00 7,843.73 5500.00 · Printing & Publications 0.00 141.25 147.89 0.00 289.14 5400.00 · Miscellaneous 300.00 0.00 0.00 0.00 300.00 5580.00 · Dues & Subscriptions 300.00 96.00 0.00 0.00 300.00 5580.00 · Research & Surveys 350.00 96.00 0.00 0.00 446.00 5400.10 · Other Miscellaneous 650.00 96.00 150.00 0.00 896.00 5420.00 · Office 5420.00 · Office 194.45 147.47 568.42 0.00 910.34 5740.00 · Travel 194.45 147.47 568.42 0.00 910.34 5740.10 · Travel/Mileage 47.74 2.16 30.40 0.00 3,231.64 5380.00 ·	Total 5160.00 · Contributions & Scholorships	0.00	0.00	4,600.00	0.00	4,600.00
5520.10 · Professional Services 265.00 5,536.43 1,447.30 0.00 7,248.73 Total 5520.00 · Professional Fees 860.00 5,536.43 1,447.30 0.00 7,843.73 5500.00 · Printing & Publications 0.00 141.25 147.89 0.00 289.14 5400.00 · Miscellaneous 300.00 0.00 0.00 0.00 300.00 5580.00 · Research & Surveys 350.00 96.00 0.00 0.00 446.00 5400.10 · Other Miscellaneous 0.00 0.00 150.00 0.00 150.00 Total 5400.00 · Miscellaneous 650.00 96.00 150.00 0.00 896.00 5420.10 · Office 194.45 147.47 568.42 0.00 910.34 Total 5420.00 · Office 194.45 147.47 568.42 0.00 910.34 5740.00 · Travel 47.74 2.16 30.40 0.00 80.30 5380.00 · Meals (Staff/Volunteers) 63.94 205.77 2,961.93 0.00 3,211.64 Total 5740.00 · Travel	5520.00 · Professional Fees					
Total 5520.00 · Professional Fees 860.00 5,536.43 1,447.30 0.00 7,843.73 5500.00 · Printing & Publications 0.00 141.25 147.89 0.00 289.14 5400.00 · Miscellaneous 300.00 0.00 0.00 0.00 300.00 5580.00 · Research & Surveys 350.00 96.00 0.00 0.00 446.00 5400.10 · Other Miscellaneous 0.00 0.00 150.00 0.00 150.00 Total 5400.00 · Miscellaneous 650.00 96.00 150.00 0.00 896.00 5420.10 · Office 194.45 147.47 568.42 0.00 910.34 Total 5420.00 · Office 194.45 147.47 568.42 0.00 910.34 5740.00 · Travel 194.45 147.47 568.42 0.00 910.34 5740.10 · Travel/Mileage 47.74 2.16 30.40 0.00 80.30 5380.00 · Meals (Staff/Volunteers) 63.94 205.77 2,961.93 0.00 3,231.64 Total 5740.00 · Travel 1	5780.00 · Web Site	595.00	0.00	0.00	0.00	595.00
5500.00 · Printing & Publications 0.00 141.25 147.89 0.00 289.14 5400.00 · Miscellaneous 300.00 0.00 0.00 0.00 300.00 5580.00 · Research & Surveys 350.00 96.00 0.00 0.00 0.00 446.00 5400.10 · Other Miscellaneous 0.00 0.00 150.00 0.00 150.00 Total 5400.00 · Miscellaneous 650.00 96.00 150.00 0.00 896.00 5420.00 · Office 194.45 147.47 568.42 0.00 910.34 Total 5420.00 · Office 194.45 147.47 568.42 0.00 910.34 5740.00 · Travel 47.74 2.16 30.40 0.00 80.30 5380.00 · Meals (Staff/Volunteers) 63.94 205.77 2.961.93 0.00 3,231.64 Total 5740.00 · Travel 111.68 207.93 2,992.33 0.00 3,311.94	5520.10 · Professional Services	265.00	5,536.43	1,447.30	0.00	7,248.73
5400.00 · Miscellaneous 5200.00 · Dues & Subscriptions 300.00 0.00 0.00 0.00 300.00 5580.00 · Research & Surveys 350.00 96.00 0.00 0.00 446.00 5400.10 · Other Miscellaneous 0.00 0.00 150.00 0.00 896.00 Total 5400.00 · Miscellaneous 650.00 96.00 150.00 0.00 896.00 5420.10 · Office 194.45 147.47 568.42 0.00 910.34 Total 5420.00 · Office 194.45 147.47 568.42 0.00 910.34 5740.00 · Travel 47.74 2.16 30.40 0.00 80.30 5380.00 · Meals (Staff/Volunteers) 63.94 205.77 2,961.93 0.00 3,231.64 Total 5740.00 · Travel 111.68 207.93 2,992.33 0.00 3,311.94	Total 5520.00 · Professional Fees	860.00	5,536.43	1,447.30	0.00	7,843.73
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 0.00 446.00 5400.10 · Other Miscellaneous 650.00 96.00 150.00 0.00 896.00 5420.00 · Office 5420.00 · Office 194.45 147.47 568.42 0.00 910.34 Total 5420.00 · Office 194.45 147.47 568.42 0.00 910.34 5740.00 · Travel 47.74 2.16 30.40 0.00 80.30 5380.00 · Meals (Staff/Volunteers) 63.94 205.77 2.961.93 0.00 3,231.64 Total 5740.00 · Travel 111.68 207.93 2,992.33 0.00 3,311.94	5500.00 · Printing & Publications	0.00	141.25	147.89	0.00	289.14
5580.00 · Research & Surveys 350.00 96.00 0.00 0.00 446.00 5400.10 · Other Miscellaneous 0.00 0.00 150.00 0.00 150.00 Total 5400.00 · Miscellaneous 650.00 96.00 150.00 0.00 896.00 5420.00 · Office 5420.10 · Office Supplies 194.45 147.47 568.42 0.00 910.34 Total 5420.00 · Office 194.45 147.47 568.42 0.00 910.34 5740.00 · Travel 5740.10 · Travel/Mileage 47.74 2.16 30.40 0.00 80.30 5380.00 · Meals (Staff/Volunteers) 63.94 205.77 2,961.93 0.00 3,231.64 Total 5740.00 · Travel 111.68 207.93 2,992.33 0.00 3,311.94	5400.00 · Miscellaneous					
5400.10 · Other Miscellaneous 0.00 0.00 150.00 0.00 150.00 Total 5400.00 · Miscellaneous 650.00 96.00 150.00 0.00 896.00 5420.00 · Office 5420.10 · Office Supplies 194.45 147.47 568.42 0.00 910.34 Total 5420.00 · Office 194.45 147.47 568.42 0.00 910.34 5740.00 · Travel 5740.10 · Travel/Mileage 47.74 2.16 30.40 0.00 80.30 5380.00 · Meals (Staff/Volunteers) 63.94 205.77 2,961.93 0.00 3,231.64 Total 5740.00 · Travel 111.68 207.93 2,992.33 0.00 3,311.94	5200.00 · Dues & Subscriptions	300.00	0.00	0.00	0.00	300.00
Total 5400.00 · Miscellaneous 650.00 96.00 150.00 0.00 896.00 5420.00 · Office 194.45 147.47 568.42 0.00 910.34 Total 5420.00 · Office 194.45 147.47 568.42 0.00 910.34 5740.00 · Travel 5740.10 · Travel/Mileage 47.74 2.16 30.40 0.00 80.30 5380.00 · Meals (Staff/Volunteers) 63.94 205.77 2,961.93 0.00 3,231.64 Total 5740.00 · Travel 111.68 207.93 2,992.33 0.00 3,311.94	5580.00 · Research & Surveys	350.00	96.00	0.00	0.00	446.00
5420.00 · Office 5420.10 · Office Supplies 194.45 147.47 568.42 0.00 910.34 Total 5420.00 · Office 194.45 147.47 568.42 0.00 910.34 5740.00 · Travel 5740.10 · Travel/Mileage 47.74 2.16 30.40 0.00 80.30 5380.00 · Meals (Staff/Volunteers) 63.94 205.77 2,961.93 0.00 3,231.64 Total 5740.00 · Travel 111.68 207.93 2,992.33 0.00 3,311.94	5400.10 · Other Miscellaneous	0.00	0.00	150.00	0.00	150.00
5420.10 · Office Supplies 194.45 147.47 568.42 0.00 910.34 Total 5420.00 · Office 194.45 147.47 568.42 0.00 910.34 5740.00 · Travel 5740.10 · Travel/Mileage 47.74 2.16 30.40 0.00 80.30 5380.00 · Meals (Staff/Volunteers) 63.94 205.77 2,961.93 0.00 3,231.64 Total 5740.00 · Travel 111.68 207.93 2,992.33 0.00 3,311.94	Total 5400.00 · Miscellaneous	650.00	96.00	150.00	0.00	896.00
Total 5420.00 · Office 194.45 147.47 568.42 0.00 910.34 5740.00 · Travel 5740.10 · Travel/Mileage 47.74 2.16 30.40 0.00 80.30 5380.00 · Meals (Staff/Volunteers) 63.94 205.77 2,961.93 0.00 3,231.64 Total 5740.00 · Travel 111.68 207.93 2,992.33 0.00 3,311.94	5420.00 · Office					
5740.00 · Travel 5740.10 · Travel/Mileage 47.74 2.16 30.40 0.00 80.30 5380.00 · Meals (Staff/Volunteers) 63.94 205.77 2,961.93 0.00 3,231.64 Total 5740.00 · Travel 111.68 207.93 2,992.33 0.00 3,311.94	5420.10 · Office Supplies	194.45	147.47	568.42	0.00	910.34
5740.10 · Travel/Mileage 47.74 2.16 30.40 0.00 80.30 5380.00 · Meals (Staff/Volunteers) 63.94 205.77 2,961.93 0.00 3,231.64 Total 5740.00 · Travel 111.68 207.93 2,992.33 0.00 3,311.94	Total 5420.00 · Office	194.45	147.47	568.42	0.00	910.34
5380.00 · Meals (Staff/Volunteers) 63.94 205.77 2,961.93 0.00 3,231.64 Total 5740.00 · Travel 111.68 207.93 2,992.33 0.00 3,311.94	5740.00 · Travel					
Total 5740.00 · Travel 111.68 207.93 2,992.33 0.00 3,311.94	5740.10 · Travel/Mileage	47.74	2.16	30.40	0.00	80.30
	5380.00 · Meals (Staff/Volunteers)	63.94	205.77	2,961.93	0.00	3,231.64
Total Expense 5,468.23 8,027.13 31,863.17 41,706.69 87,065.22	Total 5740.00 · Travel	111.68	207.93	2,992.33	0.00	3,311.94
	Total Expense	5,468.23	8,027.13	31,863.17	41,706.69	87,065.22

2:35 PM 06/22/16 Accrual Basis

Kalispell Chamber of Commerce KCVB P&L by Class

January through May 2016

Wayfinding

Net Income S

Boat 9,960.02 Hockey -5,327.13

Spartan 3,561.33 Grant -41,706.69 TOTAL -33,512.47

TBID Board of Directors Meeting July 6, 2016 Marketing Updates

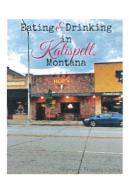
RECENT PRESS

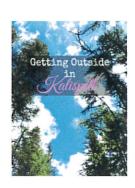
Trip Advisor: 14 Special Father's Day Vacation Ideas that Sure Beat A Necktie: Kalispell Montana: The Adrenaline Junkie https://www.tripadvisor.com/VacationRentalsBlog/2016/06/06/14-fathers-day-vacation-ideas-dad-getaway/

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

Kalispell Grand Hotel: http://www.shereentravelscheap.com/2016/06/staying-at-kalispell-grand-hotel.html
Eating and Drinking in Kalispell: http://www.shereentravelscheap.com/2016/06/eating-drinking-in-kalispell-montana.html

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







2016 SPARTAN RACE POST REPORT

Distributed at board meeting

SOCIAL MEDIA REPORT (May 16 - June 15)

Twitter – 74.2k impressions; 2278 followers; Profile Visits 628; Mentions 109 Instagram – 2,609 followers - 459 new Facebook – 31,967 likes; total reach 178,394; average reach 7,756

CITY-WIDE WAYFINDING

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



TBID Board of Directors Meeting July 6, 2016 Marketing Updates

TBID COLLECTIONS – 3rd Quarter CORRECTION

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

STR REPORT - MAY

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

Kalispell Economy class OCC - 1.7%, ADR - 7.1%; Mid/Upper class OCC + 2.2%, ADR -6.1% United States: OCC -0.5%; ADR +2.4%; RevPAR +1.9%. Montana: OCC +1.2%; ADR +3.1%; RevPAR +4.2%

GLACIER NATIONAL PARK - PR CRISIS MANAGEMENT

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

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

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

Kalispell Convention & Visitors Bureau Sales Report 6/1/2016 - 6/30/2016

			Dragon Boat Festival		The Summit Medical Fitness		SCORE		MT Organic Association		MT Dept of Agriculture		Glacier National Park		Glacier National Park		Glacier National Park		Clan Donald	Account Name	Status:	Event Type: All
			2016 Dragon Boat Festival		The Summit Medical Fitness Center XTERRA Flathead Triathlon	Meering	2016 MT District SCORE	Annual Meeting	2016 MT Organic Association		2017 AFVISA Annual Meeting		2016 Hands Across Borders		2016 Hands Across Borders		2016 Hands Across Borders		2016 Clan Donald	Event Name	ALL FUTURE DEFINITE	
		100.0%	Vonnie Day	100.0%	Dawn Jackson	100.0%	Dawn Jackson	100.0%	Dawn Jackson	100.0%		100.0%	Dawn Jackson	100.0%	Dawn Jackson	100.0%	Dawn Jackson	100.076	Dawn Jackson	Sales Rep Rep %		
		Sports/ Recreation	Athletic &	oports/ recreation	Athletic &		Business Consulting	Commodities, Food/Food Products	Agricultural,			Administration	Government, Public	Administration	Government, Public	Administration	Government, Public	2001	Heritage, Patriotic, Veterans	Market Type		
	11	0		21	KRMC	21	Local referral	0	Called KCVB	21	Called KCVB	21	Local referral	21	Local referral	21	Local referral	21	Glacier	# Partners Sent Lead		
	Event Count:	9/10/2016	9/9/2016	8/8/2016	8/5/2016	9/15/2016	9/12/2016	12/3/2016	11/30/2016	5/17/2017	5/15/2017	9/18/2016	9/18/2016	9/16/2016	9/16/2016	9/12/2016	9/12/2016	3/1//2010	9/13/2016	Event Start Event End		
	9	Repeat	International	New	International	New	State	Repeat	State	New	National	New	Regional	New	Regional	New	Regional	New	International	Scope New/Repeat		
\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	El Est S El Act S		
	265		0		0		25		200		40		0		0		0		0	Attend		
	234		0		0		25		20		50		14		40		20		65	Rooms	No Harri	
	555		0		0		56		55		105		14		40		20		265	Rooms		
	265		0		0		0		0		0		0		0		0		265	Rooms		

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			POMA	Status: Account Name
			2016 POMA Annual Conference Dawn Jackson	CURRENT DEFINITE Event Name
		100.0%	nference Dawn Jackson	Sales Rep Rep %
				Market Type
		0	Local referral 6/12/2016	Source # Partners Sent Lead
	Event Count:	6/18/2016	6/12/2016	Event Start Scope Event End New/R
	-	New	National	Scope New/Repeat
\$0.00	\$0.00	\$0.00	\$0.00	EI Est S EI Act S
	130		130	Attend
	1110		110	
	457		457	Requested Rooms
	0		0	Peak Requested Contracted Rooms Rooms Rooms

Status:	LEADS SENT										
Account Name	Event Name	Sales Rep	Market Type	Source	Event Start	Scope	EI Est S	Attend		Requested Contracted	Contracted
		Rep %		# Partners Sent Lead	Event End	New/Repeat	El Act S		Rooms	Rooms	Rooms
Dow AgroSciences	2016 NP & PNW Joint District	Dawn Jackson		Called KCVB	10/17/2016	Regional	\$0.00	0	30	120	0
	Meeting 100. Preferred 4 Diamond	mond		21	10/20/2016	New	\$0.00				
Fusion	2018 Fusion Power Circle	Dawn Jackson	Incentive	CVENT	4/12/2018	National	\$0.00	0	48	144	0
		100.0%		0	4/14/2018	New	\$0.00				
Glacier National Park	2016 Hands Across Borders	Dawn Jackson	Government, Public	Local referral	9/12/2016	Regional	\$0.00	0	20	20	0
		100.070		21	010212110	New	\$0.00				
Glacier National Park	2016 Hands Across Borders	Dawn Jackson	Government, Public Administration	Local referral	9/16/2016	Regional	\$0.00	0	40	40	0
		100.076		21	2/10/2/010	New	\$0.00				
Glacier National Park	2016 Hands Across Borders	Dawn Jackson	Government, Public	Local referral	9/18/2016	Regional	\$0.00	0	14	14	0
		100.0%	Administration	21	9/18/2016	New	\$0.00				
MT Organic Association	2016 MT Organic Association	Dawn Jackson	Agricultural,	Called KCVB	11/30/2016	State	\$0.00	200	20	55	0
	Annual Meeting	100.0%	Commodities, Food/Food Products	0	12/3/2016	Repeat	\$0.00				
				II	Event Count: 6	6	\$0.00	200	172	393	0

\$0.00

Page: 3 of 7

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

Page: 4 of 7

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

Page: 5 of 7

				\$0.00							
0	120	30	0	\$0.00	_	Event Count:	ı				
							21		mond	Preferred 4 Diamond	
				\$0.00	New	10/20/2016			100.0%	Meeting	
0	120	30	0	\$0.00	Regional	10/17/2016	Called KCVB 10/17/2016		Dawn Jackson	2016 NP & PNW Joint District Dawn Jackson	Dow AgroSciences
Nooms	Nooilla	Nooms		El Act 3	New/Repeat	Event End	# Partners Sent Lead		Rep %		
Contracted	Peak Requested Contracted	Peak	Attend	EI Est S	Scope	Event Start Scope	Source	Market Type	Sales Rep	Event Name	Account Name
										TURNED LOST	Status:

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

Page: 7 of 7