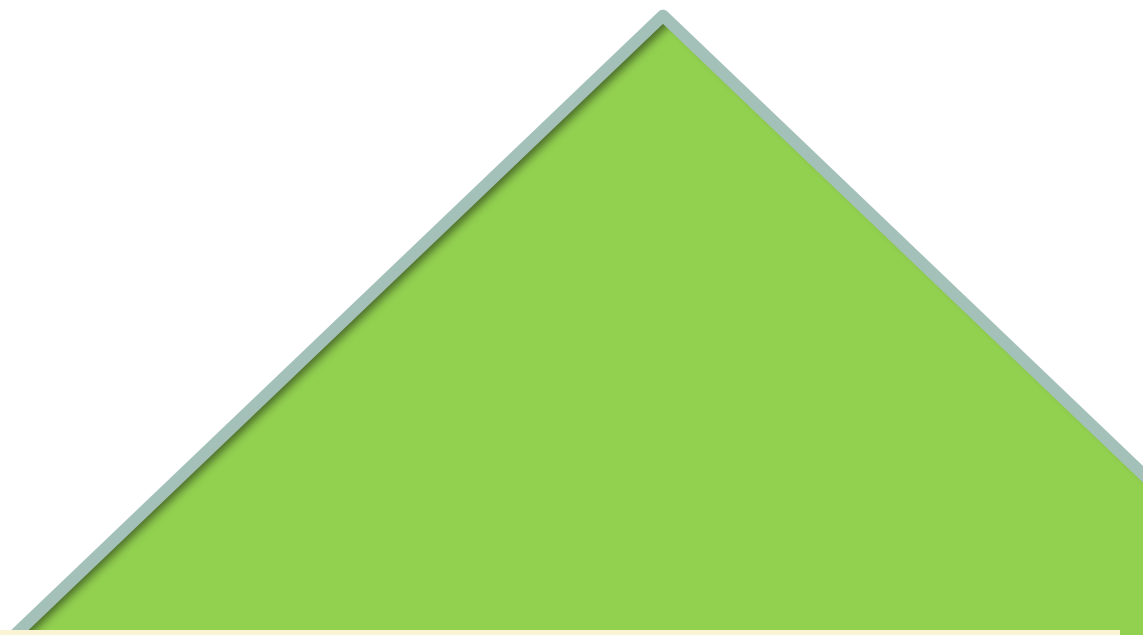


Draft 8/26/20

Economic Affairs Interim Committee  
prepared by Pat Murdo, Staff Researcher

## **FINAL REPORT TO THE 67<sup>TH</sup> MONTANA LEGISLATURE**



# **PROMOTING MONTANA THROUGH LODGING TAXES USED FOR HISTORIC, CURRENT PROJECTS**

**A STUDY UNDER SENATE JOINT RESOLUTION 24**

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# ECONOMIC AFFAIRS INTERIM COMMITTEE MEMBERS

Before the close of each legislative session, the House and Senate leadership appoint lawmakers to interim committees. The members of the Economic Affairs Interim Committee, like most other interim committees, serve one 20-month term. Members who are reelected to the Legislature, subject to overall term limits and if appointed, may serve again on an interim committee. This information is included in order to comply with 2-15-155, MCA.

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This report is a summary of the work of the Economic Affairs Interim Committee, specific to the Economic Affairs Interim Committee’s 2019-2020 Senate Joint Resolution 24 study of how the lodging facility use tax is used, as outlined in the Economic Affairs Interim Committee’s 2019-2020 work plan and SJR 24 (2019). This report highlights key information presented to the committee. To review additional information, including audio minutes and exhibits, visit the Committee Topics page under the Economic Affairs Interim Committee website: [www.leg.mt.gov/eaic](http://www.leg.mt.gov/eaic).

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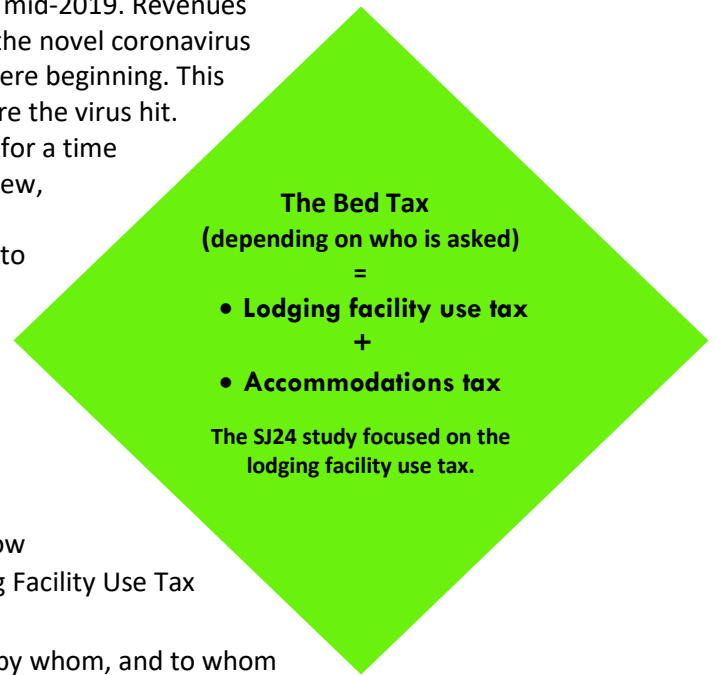
# INTRODUCTION

Life was relatively rosy when the Economic Affairs Interim Committee began discussing the Senate Joint Resolution No. 24 study of the lodging facility use tax in mid-2019. Revenues were on the rise from the lodging facility use tax. Then the novel coronavirus hit. Expectations stalled just as serious re-evaluations were beginning. This report for the most part will describe the situation before the virus hit. The goal is provide analysis and committee suggestions for a time when travel and the tourism world return to, or find a new, normal in Montana.

In looking at what is working well and what might need to be changed, the Economic Affairs Interim Committee heard from various stakeholders as well as from the Department of Commerce, which manages marketing of Montana and film promotion, Commerce's two targeted assignments for the lodging facility use tax, as described in 15-65-121, MCA.

This report will cover:

- A review of the origins of the SJ 24 study and how distributions have differed between the Lodging Facility Use Tax (LFUT) and the Accommodations Tax.
- A general primer on how the LFUT is collected, by whom, and to whom



Statutory Recipients of Lodging Facility Use Tax, FY 2020*		
Source: Department of Revenue (as of 7/30/2020)		
Department of Commerce	63.0%	\$20,810,585
Tourism Regions/Convention Visitor Bureaus	22.5%	\$7,432,853
Fish, Wildlife, Parks	6.5%	\$2,147,258
Historical Society (Interpretion, Signs)	2.6%	\$858,909
Montana University System (Institute for Tourism and Recreation Research)	2.5%	\$825,874
Aquatic Invasive Species	1.4%	\$463,890
Montana Historical Society`	1.0%	\$330,350
State Tribal Tourism	0.5%	\$165,176
Montana Heritage Preservation Commission		\$400,000

\*Does not include reimbursement of lodging taxes paid by state employees operating under state or federal programs. The 30% state reimbursement was about \$53,400, which went to the general fund, and the full federal reimbursement was about \$92,300, which went back to the federal programs. Also does not include \$131,716 for Dept. of Revenue administrative services.

the money flows.

- Descriptions of specific LFUT distributions.
- Suggestions from the industry about prospective needs
- Recommendations from the committee and a review of the coronavirus impacts on revenues.

## SJ 24 STUDY ORIGINS

The [SJ 24](#) study resolution sponsor, Sen. Dee Brown, testified before the 2019 Legislature that she hoped the study would look at the distribution of the lodging facility use tax in

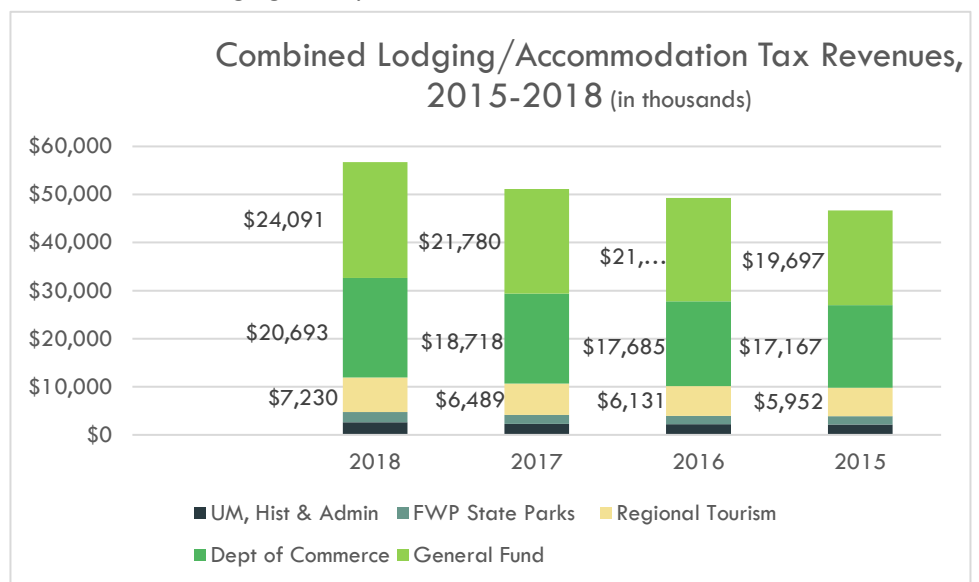
general and in terms of what was working really well and what might need to be changed. That is the goal of the study, with an emphasis on the lodging facility use tax imposed under Title 15, chapter 65. However, because of confusion between the lodging facility use tax and the accommodations tax imposed under Title 15, chapter 68, there will be some discussion of the difference and similarities between the two taxes.

## Confusion about the "Bed Tax" - More like a Bunk Bed Tax

The SJ 24 study resolution came in the same session as [Senate Bill No. 338](#), which increased the separate accommodations tax from 3% to 4%, thus helping to provide funding for a new Montana Heritage Center. The first handouts<sup>i</sup> to the Economic Affairs Interim Committee sought to distinguish between the two taxes, which until Jan. 1, 2020, had been the 4% lodging facility use tax and the 3% accommodations tax. Many people refer to both as the "bed tax," although for those responsible for distributing their revenues, the distinction is important. The lodging facility use tax goes to myriad recipients. The accommodations tax prior to Jan. 1, 2020, went solely to the general fund. But in addition to increasing the accommodations tax to 4%, SB 338 also changed distributions of that tax after 2025 to reflect some of the same end-users (but not all) that had been receiving the lodging facility use tax. The bulk of this report focuses on the lodging facility use tax, as the SJ 24 resolution directed,

Prior to Jan. 1, 2020, all the accommodations tax went to the general fund. Now 75% does.

although testimony during hearings on SJ 24 melded revenues from both taxes. The [handout](#) (right) given to the House Taxation Committee during the SJ 24 hearing April 24, 2019, showed more than \$56.8 million in revenues for the combined taxes in 2018. This amount represented both the 4% lodging facility use tax and the 3% accommodations tax in effect that year. What is confusing from this chart is the misleading indication



that some of the lodging facility use tax goes to the general fund; a very small proportion related to offsetting state agency in-state travel goes to the general fund. (See STEP TWO in the distributions box.)

Further confusion is possible with implementation Jan. 1, 2020, of SB 338, which changed distributions for

Revenues for Bed Taxes, 2015 - 2019 (in millions)					
	FY2015	FY2016	FY2017	FY2018	FY2019
<b>Lodging Facility Use Tax</b>	\$27.127	\$27.911	\$29.539	\$32.806	\$36.952
<b>Accommodations Sales Tax</b>	\$19.697	\$21.493	\$21.780	\$24.091	\$26.703
<b>Total Bed Tax</b>	<b>\$46.824</b>	<b>\$49.404</b>	<b>\$51.319</b>	<b>\$56.897</b>	<b>\$63.655</b>

Data from the Dept. of Revenue [Biennial Report](#) and email for FY2019.

the accommodation tax. The key change was the carveout of 20% of the accommodations sales tax for the Montana Heritage Center, 5% to local museums in the form of local historic preservation grants, with 75% staying with the general fund.

## Distributions - A multi-Step Process

### Step One:

Two amounts come off the top of the lodging facility use tax collections:

- a proportion of the \$400,000 destined for the Montana Heritage Preservation sites (Virginia City, Nevada City, and Reeder's Alley); and
- the Department of Revenue costs for its collecting/distributing role.

### Step Two:

Before making calculations for the percentage distributions, the Department of Revenue has to calculate the amounts of the tax that came from state agencies for in-state lodging in each reporting period. Of that amount, the Department of Revenue deducts 4% from the tax proceeds, determines how much was paid with federal funds and distributes that full portion to the paying agency, which means no taxation of federal funds spent on accommodations. Of the remaining (nonfederal amount) paid by each state agency for in-state lodging, 30% goes to the general fund. Essentially, a portion of the state payment and all of the federal payment for accommodations are reimbursed.

One other change in 2019 came with HB 411, which cut into the Department of Commerce disbursement by transferring some funds for the invasive species program.

Another distribution change for the accommodations tax is to occur in 2025. Flow charts provided by the Department of Commerce for the lodging facility use tax and accommodation tax show the changes [prior to Jan. 1, 2020](#), and [on/after Jan. 1, 2020](#). The table regarding post-2025 distributions summarizes some of the additions to the functions typically funded by the lodging facility use tax. As of 2025, an increased percentage of the accommodations tax is to go to the Department of Commerce, as provided in 15-68-820, MCA. While legislative action in 2021 and 2023 could change this

Statutory Distribution for post-2025 Bed Taxes (as of 2020)		
Accommodations Tax		Lodging Facility Use Tax
Montana Heritage Center (operation and maintenance)	8%	0%
Historic Preservation Grants	8%	0%
Historical Society		
-- Historical Signs	0	1%
-- Historical Interpretation	0	2.6%
Department of Commerce	6.2%	63%
Regions/Convention Visitor Bureaus	2.2%	22.5%
Montana Parks	0.6%	6.5%
Montana University System (ITRR)	0%	2.5%
State Tribal Economic Development for Indian Tourism	0%	0.5%
Other:		
--Aquatic Invasive Species		1.4%
--Collections (Dept. of Revenue/Hosts)	varies	Varies
Data for left column based on 15-68-820, MCA, and for right, 15-65-121, MCA.		

approach, the EAIC may want to weigh in as part of the SJ 24 study as to what distributions make sense. A final trigger for confusion stems from the language for distribution of the lodging facility use tax. One might think that the percentages distributed to the Department of Commerce and others is a percentage of the entire tax collected. But that would be too easy. First, other distributions and percentages are taken from the remainder. See Multi-Step Distributions box. Commerce calculated in one of its handouts that the actual percentage going to Commerce in 2020 would be 61.9% instead of 63% of the full collection. This report will use the statutory ratio with an explanation that the percentage is after certain deductions.



## Purpose of Each Tax

Both the accommodation tax and the lodging facility use tax have their purposes spelled out in statute, although the Department of Commerce under 15-65-121, MCA, has some flexibility regarding the requirement to apply the

lodging facility use tax toward tourism promotion and promotion of the state as a location for the production of motion pictures and television

PURPOSES OF LODGING FACILITY USE, ACCOMMODATIONS TAX	
<b>Lodging Facility Use Tax:</b>	Promotion of Tourism, Location for Films, Commercials Other Uses: Parks, Historic Sites, Recreational Purposes
<b>Accommodations Tax:</b>	General Fund Heritage Center Construction, Maintenance Local Historic Preservation Grants
<b>After 2025:</b>	Some of same purposes as Lodging Facility Use Tax

commercials. That same language is in the latest version of 15-68-820, MCA, that distributes part of the accommodations tax to the Department of Commerce rather than the general fund after 2025. As mentioned earlier, prior to that date, 15-68-820, MCA, assigns 20% of the accommodation tax to construction of a Montana Heritage Center.

Department of Commerce Expenditures by Key Purposes, FY2019	Marketing	Film Promotion
	\$18,927,827	\$1,236,130

## Recipient Uses

As with many funds statutorily appropriated for purposes specified in law, the money from the lodging facility use tax is not bound by the same constraints as those in the general appropriation process. This provides flexibility (and also typically results in less legislative oversight). The tables in this section show how the main recipients of the lodging facility use taxes -- the Department of Commerce, the Montana Heritage Preservation and Development Commission, the Montana Historical Society, the Department of Fish, Wildlife, and Parks, and the Institute for Travel and Recreation Research -- spend the funds.

### Department of Commerce

The Department of Commerce spends its lodging facility use tax funds mainly through the Montana Office of Tourism and Business Development. The major categories in the table (below) are routinely budgeted. Grants allowed under the program have seen varied purposes over time. A key takeaway from the table is that unlike budgeted funds that are appropriated, the Department of Commerce has the ability to move money around within categories because the lodging facility use tax is statutorily appropriated.

**Key Takeaway** Flexible use with statutory appropriation

The flexibility also means the lodging facility use tax can be used to help address emerging issues, provided there is a link to tourism or the other uses described for the lodging facility use tax. For example, in 2017, a particularly harsh fire season<sup>ii</sup> resulted in disaster assistance grants for areas that lost tourism business because of fires. And, as can be seen from the expenditures in the table, a governor's program that is not specifically in statute, like the Mainstreet Program, may receive lodging facility use tax funds. The Mainstreet Program operates with lodging facility use taxes but is an exception to the norm because the Community Development Division operates the program in collaboration with the Tourism Office. Further, the Department of Administration also operates a Main Street Program for the Governor's Office.

Department of Commerce Uses of Lodging Facility Use Tax, FY 2019			
FY2019 Budgeted		FY 2019 Expended (operating/personal)	
<b>Administration, Budget &amp; Operations</b> Projected Budget \$1,138,234		<b>Administration, Budget &amp; Operations</b> <b>Expenditure Total: \$823,335</b>	
<b>Industry Services/ Outreach</b> Projected Budget \$3,236,269		<b>Industry Services/ Outreach</b> <b>Expenditure Total: \$3,045,735</b>	
<b>Marketing Projected</b>	<b>\$15,080,641</b>	<b>August 2020 Marketing Total</b>	<b>\$18,927,827</b>
-Consumer	\$11,062,441	Marketing Administration	\$162,764
-International/Group	\$1,223,349	Advertising General and Media	\$13,237,771
-Film	\$1,247,706	Internat'l Admin/Japan Trade Office	\$1,270,949
-Content/Publications	\$966,094	Film Office	\$1,236,130
-Web Marketing	\$581,051	Content Admin-Publishing/Publications	\$913,227
		Web Administration	\$889,157
<b>Breakdown of FY2019 Marketing Expenditures*</b> (left column August 2020, right column January 2020)			
Marketing Admin = \$162,764	Personal Services: \$171,160; Operating: \$578,744. <b>Marketing Sum:</b> \$749,904	Advertising General = \$3,861,278	Personal Serv: \$234,127; Operating: \$4,239,614. <b>Advertising Sum:</b> \$4,473,741
Media = \$9,376,493	Media Operating: \$5,000,000	Social Media = \$18,934	Social Media Operating: \$70,192
International Admin = \$1,150,516	Personal Serv.: \$153,307; Operating: \$911,087. <b>Internat'l Admin:</b> \$1,069,394	Japan Trade Office = \$120,433	Operating for Japan Trade Office: \$123,055
MT Film Office = \$1,236,130	Personal Services: \$171,987; Operating: \$325,719. <b>MT Film Office:</b> \$497,706	Content Admin = \$654,717	Personal Serv: \$205,842; Operating: \$440,013. <b>Content Admin:</b> \$645,855
Content Publishing/Publication = \$258,510	Content Publishing/Publication: \$320,329	Web Administration = \$889,157	Personal Services: \$149,224; Operating: \$431,827. <b>Web Admin:</b> \$581,051
Other (research. Co-ops, etc) = \$1,198,941	Other (research. Co-ops, etc) Operating: \$794,504		
<b>Breakdown of FY2019 Expenditures*</b> (left column August 2020, right column January 2020)			
Industry and Outreach Administration	Industry/Outreach Ad Personal Serv: \$239,655; Operating: \$246,123		
	Niche Marketing Operating: \$218,150		
	Tourism Advisory Council Operating: \$33,663		
	Governor's Tourism Conference Operating: \$49,600		
Agritourism = \$92,996	Personal Services: \$108,336; Operating: \$60,948. <b>Agritourism:</b> \$169,284		
Mainstreet Program = \$223,789	Personal Services: \$77,090; Operating: \$45,142 <b>MainStreet:</b> \$122,232		
	Mainstreet Grants: \$100,000		
Tourism Grants = \$1,545,973	Personal Services: \$91,410; Operating: \$37,441. <b>Tourism Grant Prog:</b> \$128,851		
	Tourism Grants: \$750,000		
Tourism Emergency Marketing = \$89,847	Tourism Emergency Marketing Grants: \$125,000		
MT Disaster Recovery SBG = \$51,355	MT Disaster Recovery SBG: \$130,000		
Destination Development = \$285,194	Personal Services: \$69,859; Operating: \$93,456. <b>Destination Dev.:</b> \$152,448		
	Destination Development Grants: \$130,000		
Industry Services = \$210,576	Personal Services: \$75,919; Operating: \$56,477 <b>Industry Services:</b> \$132,396		
	Transfers Out: \$100,000		
Other:		Business Technical Assistance	\$200,116
Tribal Tourism \$113,855		Outdoor Recreation	\$200,000
Public Relations \$111,400		Communications	\$165,005
Office of Outdoor Recreation \$190,140			
*Not all budget categories are listed, so the units do not add to the total. **Some budget projections have what is called an "augment" amount, like a contingency amount. Source: Dept. of Commerce from the State Accounting, Budget, and Human Resources data. The left column is a SABHRS download in August 2020. Expenditures showing personal services and operating costs are as provided in SABHRS from January 2020.			

Yet another program that has benefited from the flexibility is an Outdoor Recreation Program, which originally was funded under the Big Sky Economic Development Trust Fund but subsequently assigned funding from the lodging facility use tax. The statutory appropriation essentially means the Legislature does not have much say in how the Department of Commerce spends the funds as long as the purposes for the lodging facility use tax are met.

**Flexibility Allows Special Projects:**

- Disaster Assistance Grants
- Mainstreet Program
- Outdoor Recreation Program

Further, different administrators and directors appear to have had differing priorities in how the lodging facility use tax is to be spent, which complicates comparisons for how money is used across time. The Appendices indicate categories -- some used in the past and some current -- including film promotion, special events, tourism marketing, and tourism infrastructure.

**Montana Heritage Preservation and Development Commission**

Each year the Montana Heritage Preservation and Development Commission receives \$400,000 from the lodging facility use tax and has

**Montana Heritage Preservation and Development Commission**

**Allocated \$400,000 a year under 15-65-121**

Used for basic maintenance of state-owned tourist attractions, most dating from 1860-1875, and serving more than half a million people annually.

received that same amount, with no adjustment for inflation, since the dawn of the LFUT in 1987. The statutory appropriation helps with operational and preservation efforts for 276 registered historic landmarks in Virginia City, Nevada City, and Reeder's Alley in Helena. In addition, the money helps to preserve more than 1.2 million artifacts at those sites. However, the funding mostly allows only basic maintenance. Revenue earned from concessionaires who rent spaces in the properties goes primarily for personal services, according to an information handout from the Commission's executive director, Elijah

**\$74.4 million**

The gross economic output that a 2017 analysis said the Virginia City and Nevada City areas contributed to Montana over time, including \$20 million in fuel-related spending.

Allen. The personal services component dropped, he said, from 21.5 full-time equivalent positions in 2004 to 8 FTE in 2018. Allen noted that concessionaire spaces are at a maximum of 42. The result is that without additional funding--Allen suggested another \$240,000 would make up for inflation-- properties are likely to deteriorate with the potential of becoming hazardous and eventually disintegrating. From 1987 to 2017, historic improvements added \$14.6 million to the \$74.4 million estimated overall impact from the sites.<sup>iii</sup>

## Montana Historical Society

The Montana Historical Society receives two separate amounts from the lodging facility use tax under 15-65-121, MCA. A 1% portion is for installation or maintenance of roadside historical signs or

Montana Historical Society Uses of Lodging Facility Use Tax Proposed FY 2021 Biennium			General Fund
Category	From 2.6%	From 1%	
<b>Robert Scriver Collection</b>	\$167,000 annually for rent, secured access, climate controlled facility needed to preserve art/artifacts	0	Personal Services
<b>Research Center (multiple fund sources)</b>	\$236,000 a year. Includes digitizing newspapers, conserving maps/photos, maintaining legislative records	0	
<b>Education (multiple fund sources)</b>	Pays for rent, ITSD, etc. \$108,000 annually for teacher training, history curriculum, textbook	Some of 1% for personal services	Some for personal services
<b>Museum Program (multiple fund sources)</b>	\$414,000 a year.	Some for personal services	Some for personal services. Less than \$30,000 for fixed or operating costs.

historic sites. The 2.6% is for historical interpretation and specifically for the Robert Scriver Collection (listed under 22-3-115, MCA).

## Department of Fish, Wildlife, and Parks

Under 15-65-121, MCA, the Department of Fish, Wildlife, and Parks gets money for the maintenance of facilities in parks that have both resident and nonresident uses and also uses a portion of the aquatic invasive species funding; more than one

Department of Fish, Wildlife, and Parks Uses of Lodging Facility Use Tax				
	FY2020 Budgeted		FY FY 2021 Budgeted	
	Lodging Tax	Other Funding	Lodging Tax	Other Funding
Personal Services	\$982,201	\$4,057,067	\$1,058,507	\$5,429,797
<b>Operating Expenses</b>	<b>\$647,030</b>	<b>\$2,084,356</b>	<b>\$645,112</b>	<b>\$2,106,363</b>
-- Contracted Services	\$21,700	\$614,040	\$21,641	\$620,470
-- Supplies/Materials	\$39,000	\$346,016	\$53,296	\$350,168
-- Travel	\$28,962	\$316,260	\$28,886	\$319,448
-- Rent	\$5,800	\$89,846	\$5,785	\$90,777
-- Communications	\$2,250	\$144,554	\$2,243	\$145,868
-- Repairs/Maintenance	\$423,433	\$179,870	\$407,924	\$181,846
-- Other	\$125,885	\$393,770	\$125,337	\$397,786
Capital /Long-Range Projects	\$1,451,344		\$781,962	

Department of Fish, Wildlife, and Parks data from 7/24/2020 email.

agency handles the AIS funding so it is not detailed here.

The department notes that major maintenance projects include addressing public health and safety issues, making sure that fuel storage facilities are code compliant, repairing vandalism, and doing both routine replacements and maintenance as well as emergency repairs and removing identified tree hazards. Examples of long-range or capital projects, which can tap accumulated funds, include Bannack Cultural Preservation projects and an access road for Makoshika State Park, costing about \$1.35 million. The Bannack Cultural Preservation projects have included roof replacements, foundation repair, and other specialized work intended to preserve structures in Montana's first capital, Bannack. The Makoshika project required a new gravel sub-base for a future chipseal surface on a road to access the campground.

## Institute for Tourism and Recreation Research

The Institute for Tourism and Recreation Research at the University of Montana receives through the Montana University System 2.5% of the lodging facility use tax proceeds that remain after deducting various administrative and set outlays. The remainder amounted to shy of \$1 million. The FY2020 projected distribution was

Institute for Tourism & Recreation Research Uses of Lodging Facility Use Tax			
	FY2020 Budgeted		
	Personal Services	Operating*	Total
<b>Total Projects</b>	\$764,866	\$116,475	\$881,341
1) Quarterly Nonresident Travel and Recreation Analysis	1) \$433,588	1) \$90,325	1) \$523,913
2) 29019 Economic Impacts and 2020 Outlook	2) \$58,453	2) \$4,700	2) \$63,153
3) Tourism and Recreation Marketing	3) \$18,256	3) \$11,100	3) \$29,356
4) ITRR Data Mining	4) \$50,915	4) \$0	4) \$50,915
5) Survey Kits	5) \$14,384	5) \$0	5) \$14,384
6) Emerging Issues	6) \$23,318	6) \$0	6) \$23,318
7) ITRR Interactive Website Upgrade	7) \$112,270	7) \$8,950	7) \$121,220
8) Eastern Montana Data Growth	8) \$39,365	8) \$900	8) \$31,265
9) Canadian Traveler Analysis	9) \$23,318	9) \$500	9) \$23,818
<b>Administration/Budget</b>	<b>\$67,349</b>	<b>\$18,300</b>	<b>\$85,649</b>
*Operating costs include travel, publications, communications, subscriptions, contracted services, and other office costs.			
Data from the Institute for Tourism and Recreation Research.			

about \$891,000 (see p. 1), shy of the \$930,000 budgeted amount, which in itself was less than the total budgeted project costs. ITRR planned to use previous budget savings of \$37,000 to make up the difference. Projects carried out by the ITRR are approved by the Tourism Advisory Council, whose members are from the tourism industry and appointed by the governor.

## MECHANICS OF TAX COLLECTION

### WHAT COLLECTORS GET

The hospitality industry collects both the lodging facility use tax and the accommodations tax, but receives a 5% vendor's allowance only on the accommodations tax proceeds. The collected money minus the vendor's allowance is then submitted to the Department of Revenue, which distributes the money according to statutory descriptions. The Department of Revenue has its expenses paid (as described in Step One above) by both the accommodations tax and the lodging facility use tax. The issue has been discussed as part of previous proposed legislation of whether the vendor allowance ought to be applied to the lodging facility use tax, as well as the accommodations tax.

**One of the two bed taxes allows a 5% vendor's allowance for collecting the tax.**

### FROM WHOM IS THE TAX COLLECTED?

Another question of inequity arises related to a 2015 Montana Supreme Court decision<sup>iv</sup> that determined that the language of "owner" or "operator" under the lodging facility use tax statutes did not require short-term rental third parties, like AirBnB or Vacation Rentals by Owners (VRBO) to collect the tax. However, because the accommodations tax statutes use the word "seller," each "seller"--whether an owner or not--must collect and forward the tax. Thus, third-party operators, owners, or operators can either pocket more money or discount lodging to account for the lodging facility use tax not being due from them because these so-called "short-term" rentals do not have to collect that tax, while their hotel and motel competitors do.

A legislative audit, "Short-Term Lodging and Rental Vehicle Taxes: Keeping Pace with an Evolving Marketplace," provided an example of the price differentials that could arise under this disparate treatment (shown in the box). Not shown is that, if the peer-to-peer platform is an owner/operator, then the implied tax would be less for that entity instead of the 8% that its competitors must collect. In that case, the cost to the renter may be the same but the proceeds to the owner/operator increase. It is not clear, based on opaque contract agreements between the Department of Revenue (DOR) and the third-party platforms that have agreed to collect taxes, whether the third-parties are collecting taxes on the full amount that competitors are paying or on a discounted portion recognized in the third-party's relationship with the property owner/operator. Further complicating matters are court cases that involve resort services fees and how much of the tax may be due on those fees. See memo from DOR to the Revenue Interim Committee.<sup>v</sup>

The Legislative Audit further noted that bed taxes collected in Montana from 2016 to 2018 were \$669,808 less than they would have been if both the lodging facility use tax and the accommodations tax had used the word "seller". That audit referenced a need for the state to recognize, as other states have done, changing business styles and cultures that encompass online booking and third-party accommodators.

Legislative Audit Analysis of Different Rental Platforms, Tax Payment, Costs					
Reservation Source	Advertised Room Rate	Implied Tax (8%)*	Additional Costs		Total Rental Cost
			Actual	Shown As	
Hotel Website	\$118	\$9.44	\$10.26	Taxes/fees	\$128.26
Room Re-Seller	\$118	\$9.44	\$9.26	Taxes and fees	\$127.26
Peer-to-Peer Platform	\$118	\$9.44	\$11.44	Tax recovery charge Service fee (\$6.72); Tax (\$4.72)	\$129.44

Compiled by the Legislative Audit Division for Audit 18P-06, April 2020, p. 25, Table 6.  
\*Short-term rentals like VRBO that are owners/operators do not have to pay the 4% lodging facility use tax.

The audit also acknowledged that past efforts to address the payment by short-term lodging platforms of the lodging facility use tax had not gained traction in the Legislature. Still, recognizing that other states had moved ahead to account for the new models of rentals, the fifth recommendation in the 18P-06 audit suggested amending statutes to "account for the role of online booking platforms in the short-term accommodation industry and to clarify which portion of a consumer payment for short-term accommodation is taxable." (see p. 29 of the 18P-06 audit) Such legislation would help the Department of Revenue "in its efforts to equitably fulfill its role as the revenue authority for the state."<sup>vi</sup> See Stakeholder Proposals below.

## PUBLIC-PRIVATE PARTNERSHIPS

One of the features of the lodging facility use tax, which was critical to its initial passage, is its flow of funds to both state distributors (the Department of Commerce as well as Fish, Wildlife, and Parks, the Montana Historical Society, et al) and local distributors (the regional tourism corporations and the convention and visitors bureaus). The origins of the lodging facility use tax, in fact, stemmed from a hospitality industry request that the 1987 Legislature look at a use tax as one way to promote tourism and the motion picture industry in Montana.



Efforts since then to divert from the tourism and hospitality industry some of the millions of dollars a year in revenues generated by the lodging facility use tax have met with strong opposition from that industry. Even changes of focus sometimes have met opposition. When the 2017 Legislature heard a bill to assign less than 1% of the money generated by the Lodging Facility Use Tax for promotion of Indian country tourism, hotel managers in Helena and Billings testified against diversion. [SB 309](#) was signed into law, with the statutorily created, governor-appointed State Tribal Economic Development (STED) Commission tasked to handle funding. One of the STED projects funded with lodging facility use taxes included a booklet, handed out in February, to the Economic Affairs Interim Committee. The Montana Explore Indian Country [booklet](#) featured all tribal areas.



## Public-Sector Roles

### Direct Roles

Most of this report until now has reviewed the activities of the public sector. In addition to providing the 10,000-foot marketing message for Montana and helping to fund various films and commercials that are intended to showcase Montana's natural beauty and charms, the Department of Commerce also provides grants for various tourism-related activities. Under recent Commerce leadership, some of the grants have gone to areas of Eastern Montana that do not generate as many tourism dollars that flow back to the region through the Regional Tourism Corporations or the Convention and Visitor Bureaus. See Appendices.

### Indirect Roles

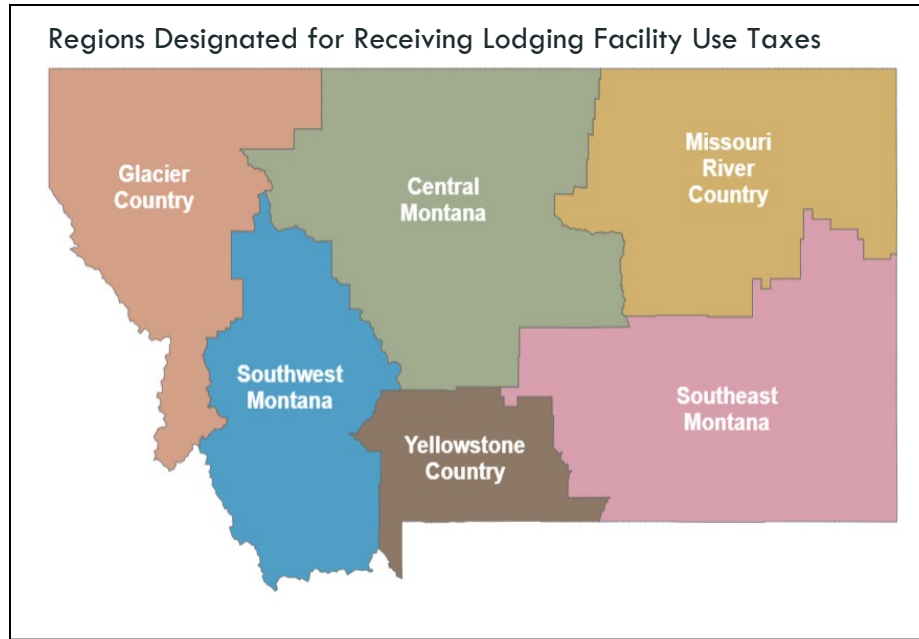
The public-sector role also is important for the guidance provided to the private-sector participants, primarily through the Tourism Advisory Council and the State-Tribal Economic Development Commission. The Department of Commerce staffs both the Council and the Commission, scheduling meetings and providing budget assistance.

## Private-Sector Roles

Private-sector participation in distribution of the lodging facility use taxes is written into statute, which recognizes regional nonprofit tourism corporations and nonprofit convention and visitors bureaus. The distribution of taxes under 15-65-121, MCA, states:

- (2) (f) (i) except as provided in subsection (2)(f)(ii), 22.5% to be distributed by the department to regional nonprofit tourism corporations in the ratio of the proceeds collected in each tourism region to the total proceeds collected statewide; and
- (2) (f) (ii) if 22.5% of the proceeds collected annually within the limits of a city, consolidated city-county, resort area, or resort area district exceeds \$35,000, 50% of the amount available for distribution to the regional nonprofit tourism corporation in the region where the city, consolidated city-county, resort area, or resort area district is located, to be distributed to the nonprofit convention and visitors bureau in that city, consolidated city-county, resort area, or resort area district;...

One of the questions in the SJ 24 study was to determine if the public-private partnership continues to benefit the state from the viewpoints of various stakeholders. In general the answer was "yes." Even stakeholders in less highly traveled parts of Montana said the current partnership of state, regional, and local entities worked for them. John Laney with the Miles City Chamber of Commerce, for example, said that his area benefits from the decisions and distributions of funding handled by the Southeast Montana Region headquartered in Billings but incorporating Custer County and other southeastern Montana counties.



**Regional tourism corporations**

As described in a [briefing paper](#) distributed to the Economic Affairs Interim Committee in February, the regional tourism

corporations receive their lodging facility use tax funds based on how many lodging dollars each region brings in, according to Department of Revenue calculations. (This proportionate distribution is important, as pointed out by a 2020 legislative audit that noted an erroneous distribution to the Yellowstone Region of funds that were brought in by the Southwest region, which borders Yellowstone Park on the west.) See the region map above.

The regions can use the money for marketing, including plan development and market research, content

Distributions* to Nonprofit Private-Sector Tourism Partners, FY2020			
Regional Tourism Corporations		Convention and Visitors Bureaus	
Central Montana	\$354,008	Belgrade	\$37,931
Glacier Country	\$1,974,647	Big Sky	\$372,279
Missouri River Country	\$203,155	Billings	\$364,279
Southeast Montana	\$570,885	Bozeman	\$287,267
Southwest Montana	\$553,636	Butte	\$126,202
Yellowstone Country	\$1,870,535	Dillon	\$24,884
<b>*Notes:</b> 1) The Lodging Facility Use Tax distributions are typically a portion of the region or local marketing units' total funding sources. 2) Sidney's CVB received \$93.66 in FY2020 but is not listed as a regular recipient based on CVB income guidelines.		Gardiner	\$47,015
		Glendive	\$25,060
		Great Falls	\$153,152
		Havre	\$21,292
		Helena	\$119,362
		Kalispell	\$157,160
		Livingston	\$29,000
		Miles City	\$36,584
		Missoula	\$321,912
		Red Lodge	\$25,501
		West Yellowstone	\$291,076
		Whitefish	\$136,928
<b>Totals</b>	<b>\$8,103,793</b>		
<b>Regions</b>	<b>\$5,526,866</b>		
<b>CVBs/Local Marketing</b>	<b>\$2,576,927</b>		
Data from Department of Commerce			



development, promotion campaigns, special events, visitor information center staffing, and other items listed in the guidance<sup>vii</sup> adopted by the Tourism Advisory Council. Limitations listed in the same guidance are only for the lodging facility use tax funds, meaning that regional tourism corporations can apply other funds to projects not listed in the guidance or considered ineligible, such as media advertising that "is primarily limited to the community of the event." An example of regional tourism spending is provided in the box below, based on Glacier Country's FY2020 budget proposals.

Example of Budget from a Regional Tourism Corporation: Glacier Country, FY2020		
Marketing Type	Budget	Explanation
Print	\$16,000	Allows "broad prospecting for leisure travel" and niche targeting.
Online Digital	\$161,000	Targets primary and secondary geographic, demographic, psychographic websites.
Email Newsletters	\$35,000	Seasonal/Niche e-newsletters to those who have requested info in the past
Multi-Media Marketing	\$160,000	Continues partnership with Warren Miller Entertainment to include movies, online digital, print, commercials, digital platforms.

### Convention and Visitors Bureaus/Local Marketing

The calculation in statute 15-65-121, MCA, further redistributes half the regional tourism corporation funds brought in that surpass \$35,000 in an area if the tax receipts are from an area with a nonprofit convention and visitors bureau (CVB). Not all areas have CVBs and sometimes a CVB does not qualify, which is determined by the amount of lodging facility taxes collected in the area covered by the CVB. In some cases the Tourism Advisory Council may have concerns about budget issues for the CVB that also could impact funding. In February 2020 there were 19 CVBs. Because funding shortages hit Sidney after room rentals dropped with the drop in Bakken business, the Sidney Convention and Visitors Bureau is temporarily on hold for receiving lodging facility use tax funds. The Department of Commerce in August 2020 listed 18 CVBs:

<https://marketmt.com/Portals/129/shared/RegionsCVBs/docs/Resource%20Page/CVB%20Contacts.pdf?ver=2020-08-14-110934-167>

### Tourism Advisory Council

The Tourism Advisory Council, appointed by the governor, interacts with both the Department of Commerce and the six regional tourism corporations and the convention and visitors bureaus (CVBs). Its duties are set forth in 2-15-1816, MCA. Among these are:

- Overseeing distribution of funds to the regional nonprofit tourism corporations for tourism promotion, nonprofit convention and visitors bureaus, and the State Economic Development Commission (STED) on behalf of an Indian tourism region.
- Advise the Department of Commerce related to tourism promotion.
- Advise the governor on significant matters related to the state's travel industry.
- Set the allowable administrative expenses for the proceeds of the accommodation tax as used by the regional nonprofit tourism corporations and the nonprofit convention and visitors bureaus.
- Approve all travel research programs prior to the start of research and direct the university system regarding Montana travel research.
- Encourage tourism promotion on Indian reservations through nonprofit tourism corporations and STED.
- Encourage regional nonprofit tourism corporations and CVBs to promote public and nonprofit history museums in their areas.

The Economic Affairs Interim Committee heard from selected representatives of the regional tourism corporations, the convention and visitors bureaus, and a staff member for the State Tribal Economic Development Commission at the February 2020 meeting. In general, at that time, none of the panelists recommended major changes in either how funds are distributed or operations. After COVID-19 hit the tourism industry and travel hard, most members of that industry preferred to take a wait-and-see-what-the-future-brings approach, with no changes in the meantime. However, one member of the Montana Lodging and Hospitality Association asked at the June 30 meeting that the Economic Affairs Interim Committee consider legislation that would address some of the concerns raised in the Short-Term Rental legislative audit. (See below.)

## RECOMMENDATIONS FOR CHANGE?

In the initial process of determining what the Economic Affairs Interim Committee was interested in pursuing on a study, staff asked what options committee members might want to explore. In addition, the SJ 24 study specifically directed that the committee hear from stakeholders as to their suggestions for changes.

In general, industry representatives who spoke with the Economic Affairs Interim Committee in February 2020 and in June 2020 said they appreciated what had been a relatively stable source of support, with the only hits to funding coming in the Great Recession (2009) prior to this year. See handouts from the Montana Lodging and Hospitality Association from [February](#) and from June as well as handouts from other participants in the tourism industry.

### **Industry Suggestions - Tourism Matters to Montana**

A [survey](#) done by Communication and Management Services in 2019 for Tourism Matters to Montana, a group of 25 members from regional tourism corporations, convention and visitors bureaus, and Tourism Business Improvement Districts found that "the state should be protective of the 'bed tax' and keep its foot on the pedal of tourism promotion."<sup>viii</sup> Some respondents indicated a need to expand the current efforts and, in particular, to expand the focus by:

- Marketing of local areas throughout the state are important, not just the marketing of the national parks of Yellowstone and Glacier and sites in-between, where saturation may spoil the outside experiences. More diverse marketing could focus attention on less crowded areas of interest and during less crowded times, like autumn and spring.
- Marketing also should recognize tribal histories and cultures.

In terms of specific concerns not specifically related to Montana promotion but impacting the tourism industry, respondents commented:

- There is a need for trained employees, which is an opportunity for 2-year colleges and others to incorporate into training curricula not only for the hospitality industry but for training about Montana's historical sites and subjects.
- Affordable housing for service workers remains a problem in areas where tourism attractions also lure part-time (or full-time) residents capable of paying mortgages that minimum-wage employees cannot afford.
- Infrastructure needs remain critical, both in state parks and on back roads across the state and near local attractions. Related to this are concerns about loss of airline access in more remote areas of the state.

More funding also was a suggestion advocated by some but not all, either through a specific and sustainable revenue stream or through a general sales tax. The report summary noted that, because many tourists come from states with sales taxes, a small sales tax "would not only offset their impact to law enforcement and emergency services, public health, and resource degradation remediation but could possibly fill the recent holes in the general state budget."

### Industry Suggestions - Montana Lodging and Hospitality Association

At the June 30-July 1 EAIC meeting, Steve Wahrlich with the Montana Lodging and Hospitality Association provided various suggestions, including one that echoed a recommendation raised in the Legislative Audit report released in April 2020 (18P-06), "Short-Term Lodging and Rental Vehicle Taxes: Keeping Pace with an Evolving Marketplace." That recommendation suggested changing laws to "account for the role of online booking platforms in the short-term accommodation industry and to clarify which portion of a consumer payment for short-term accommodation is taxable." Sen. Ellsworth suggested a provisional bill to recognize the audit concerns.

Other concerns raised in the Short-Term Rental audit with implications for the SJ 24 study and mentioned by Mr. Wahrlich at the June 30 portion of the EAIC meeting included:

- A recommendation that the Department of Revenue, which collects the lodging facility use tax and the accommodations sales tax, "ensure revenue is appropriately credited to the correct jurisdiction." (p. 19) In its concurrence, the Department of Revenue said it would have a process in place by the end of December 2020.

Because part of the the lodging facility use tax is distributed according to a formula back to a Convention or Visitors Bureau or a Tourism Region in which it was accrued, these recipients consider traceability important for getting their fair portion.

- Montana has two accommodation taxes and does not specifically address third parties that now participate in a significant number of transactions... (p. 27) Further, based on a Montana Supreme Court 2015 decision, only the "seller" under the accommodations sales tax has to collect that tax, while the "owner or operator" under the lodging facility use tax in Title 15, chapter 65, does not because the court said there is a distinction between the "seller" (potentially a middleman) and the owner or operator.

The state does not receive the same amount of tax if a consumer books a room directly by telephone or uses a hotel's own website versus an OTC or peer-to-peer booking platform, even if the base price paid and the accommodation received are the same. (Audit p. 25)

The audit further noted that other states do not distinguish between seller and owner or operator under a prevailing policy that the "tax is owed on the entire amount paid by the consumer, no matter how that payment is subsequently divided between lodging operators and booking services or platforms." (p. 28) In sum, there is inequity based on different terms, giving some short-term rentals an advantage of forwarding less tax than is required of hotels, motels or campgrounds.

Bottom line? Lost revenue. Inequity.

### Initial Staff-Proposed Options

For the SJ 24 study, possible [options](#) were suggested at the November 2019 EAIC meeting. These options--with additional suggestions in some cases--included:

- Combining the lodging facility use tax and the accommodations tax into one tax at some future point. This conceivably could require an amendment to the Constitution depending on whether

the current view is upheld -- that lodging taxes are not a general statewide sales or use tax. The combination could allow additional options:

- Revised distribution amounts for both.
- Ability of tax collection entities to retain a percentage of both taxes.
- Adopting statutory policies to prevent grants under either 15-65-108 or 15-68-820, MCA, from being made to for-profit entities.
- Requiring a blind review of projects and use of specific criteria to avoid subjective grantmaking.
- Requiring reports to the Legislature, in case future administrators do not maintain the transparency database that currently lists grants made by the Department of Commerce.
- Providing additional guidelines on distribution of grants to assure equity or to decrease the potential for favoritism in making grants to particular areas or events. This may be especially critical given the statutory appropriation that limits legislative oversight.
- Requiring periodic review to see if the tax rate ought to be decreased or increased based on objective criteria.
- Creating a contingency fund for emergencies affecting the tourism industry.
- Providing exemptions for people who are required to stay at hotels as they travel for medical procedures or for their caregivers.

**Montana Constitution on Taxes, Article VIII Section 16.** Limitation on sales tax or use tax rates. The rate of a general statewide sales tax or use tax may not exceed 4%.

*One interpretation is that the lodging facility use tax is not considered a general sales tax or use tax, which would allow the taxes to be combined, and also conceivably to be challenged as a general statewide sales tax.*

Another suggestion by Mr. Wahrlich was to create a Strategic Marketing Council, in addition to the Tourism Advisory Council.

## Preliminary Impacts in 2020 of COVID-19 on Montana Tourism

At EAIC meetings April 9, April 30, and June 30, members of the tourism industry and the Department of Commerce briefed legislators on impacts of COVID-19 as well as the statewide and nationwide shutdowns related to the pandemic, and overall concern with travel and an end to business-as-usual operations.

The Department of Commerce provided a [report](#) showing that weekly travel spending in Montana fell from \$101 million in mid-February to \$34 million by the week ending March 24.

Initial Montana survey reports in [April](#) indicated high cancellations of reservations for the near future. The Institute for Tourism and Recreation Research pointed out at the April 30 Economic Affairs Interim Committee that 81% of all businesses surveyed between March 11 and March 25 had reservation cancellations. Montana's pandemic emergency included an initial requirement for those traveling from outside Montana to quarantine

for 14 days after arrival, a difficult way to spend a vacation that is intended to see nature's grandeur.

By June the picture had become more pronounced, but not

completely bleak. August reports from the Institute for Tourism and Recreation Research indicated that Yellowstone National Park actually had a 2% increase in visitors year-on-year between July 2019 and July

**1.2 Million June gain**  
*climbing back from*

**Nationwide Leisure/Hospitality Industry jobs that had returned in June out of the 7.7 million jobs lost in April**

**7.7 Million April loss**

2020. But not all of the hospitality industry remained open or on the job to welcome these tourists.<sup>ix</sup> Many businesses found they could stay open but with fewer employees. Others may have had to cut hours or days of service.

The Institute for Tourism and Recreation Research pointed out that, while hotels and motels might have seen cancellations--an average decrease of 52% over the August 2019 drop in reservations, 12 of Montana's 14 campgrounds surveyed by the ITRR reported either equivalent or increased interest compared to past years.

**78% Montana accommodation owners reporting drop in August reservations (ITRR) with an average drop of 52%**

## Summary

Montana's lodging facility use tax, established under Title 15, chapter 65, and its accommodations tax, established under Title 15, chapter 68, routinely in past years have brought in more than \$46.8 million (in 2015) to a high of nearly \$63.7 million (in 2019). The Title 15, chapter 65, taxes are to be used to promote Montana tourism and the film and commercial video industry, which in turn is expected to promote tourism. Spending oversight for a majority of tourism promotion funds generally is through the Department of Commerce, although several other government agencies also receive funding from the lodging facility use tax for tourism-related programs.

The main recipient of the lodging facility use tax is the Department of Commerce, which is able to use the funds under a statutory appropriation that contains little direct legislative oversight, although there is advisory input from a Tourism Advisory Council, regional tourism corporations, and convention and visitors' bureaus. Whether the Tourism Advisory Council was independent in its advice was one question, because the Department of Commerce staffs the Tourism Advisory Council. However, input from various stakeholders at the February 2020 Economic Affairs Interim Committee indicated independence and coordination.

For the directive to engage in film promotion the Department of Commerce works through its Film Promotion Office, also part of the Montana Office of Tourism and Business Development. With passage of [HB 293](#) (2019) to provide tax credit incentives for filming in Montana, the film office works with the Department of Revenue on the new MEDIA Act (the Montana Economic Development Industry Advancement Act). In July 2020, as required by HB 293, the Department of Commerce released an independent study carried out by ESI (Econsult Solutions, Inc.), that showed 117 productions in Montana between January 2019 and June 2020, adding \$23.9 million to Montana's economy, supporting 280 jobs, and contributing \$1.3 million in local taxes. See [https://www.montanafilm.com/wp-content/uploads/2020/07/EcolmpactMTFilmProdReport\\_2019-2020.pdf](https://www.montanafilm.com/wp-content/uploads/2020/07/EcolmpactMTFilmProdReport_2019-2020.pdf) (accessed 8/24/2020)<sup>x</sup>

This report reviewed the confusion that exists because of the dual taxation from a lodging facility use tax and an accommodation tax. Although the lodging facility use tax has its purposes spelled out in general outline, the accommodations tax under Title 15, chapter 68, went solely, until 2020, into the general fund. Now, with passage of SB 338, one-quarter of that tax goes to a proposed Montana Heritage Center and to grants for local historic preservation. In 2025, distribution of this tax changes again, although the majority of the money will continue to flow to the general fund.

In general, stakeholders have supported a continuation of the distribution approaches, although there were some suggested changes. Further recommended changes came from outside the study, via an audit

requested by the Department of Revenue on how Montana taxes short-term rentals. That suggestion led to consideration by the Economic Affairs Interim Committee of legislation that would expand application of the lodging facility use tax to short-term rentals.

*Given the disruption to the tourism world caused by the COVID-19 pandemic, the Economic Affairs Interim Committee chose not to recommend any major changes affecting distributions. (Or sum up what EAIC decides to do.)*

## Appendices

Appendix A-1: Department Special Event Marketing Grants					
	2015	2016	2017	2018	2019
<b>Central Montana</b>					
Blaine					
Cascade					-Great Falls July 4th Hootenany \$13,000 -Great Falls Brew Fest \$4,287
Chouteau					-Fort Benton Boats, Brews, Blues \$1,650 -Fort Benton Summer Celebration \$6,250
Fergus					-Lewistown Hands on MT Art Party \$4,650 -Lewistown MT Winter Fair \$11,800
Hill					-Havre Bear Paw Marathon \$12,700
Judith Basin					
Petroleum					
Meagher					-White Sulphur Springs Red Ants Pants Music Fest \$24,000
Pondera					-Valier Lake Frances Triathlon \$5,835
Teton					-Choteau Front Range Yoga Fest \$6,050 -Choteau Wild Wings Fest \$5,655
Toole					-Shelby Kite Festival \$4,975
Wheatland					
<b>Glacier Country</b>					
Flathead					-Bigfork Dragon Boat Fest \$18,700 -Kalispell Festival Amadeus \$12,500 -Olney Race to the Sky \$7,220 -Whitefish Great NW Oktoberfest \$5,750 -Whitefish Marathon, 1/2 Mar., 5K \$2,500
Glacier	-Cut Bank Holiday Bazaar - \$4,000				-Cut Bank Holiday Bazaar \$12,900 -Cut Bank MT Fund Weekend \$11,047
Mineral					-Alberton Railroad Day Fest. \$1,389

<b>Glacier Country, continued</b>					
	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>
<b>Missoula</b>		-Montana Book Fest (statewide) \$7,500 -Big Sky Docu. Film Fest (statewide) \$9,000	Maclean Festival marketing \$4,000		- <b>Missoula</b> Internat'l Choral Fest \$14,790 - <b>Missoula</b> RecCon Montana \$5,000 - <b>Seeley Lake</b> Footsteps of Norman Maclean Fest \$4,500
<b>Ravalli</b>					-Hamilton Artist Bitterroot Tours \$9,200 -Hamilton Bitter Root Apple Day/Night \$7,750
<b>Sanders</b>					
<b>Missouri River Country</b>					
<b>Daniels</b>					- <b>Scobey</b> Pioneer Days Friday Night Concert \$8,300
<b>Garfield</b>					- <b>Jordan</b> Garfield County Centennial \$4,900
<b>McCone</b>					
<b>Phillips</b>					- <b>Malta</b> Judith Basin Formation Symposium \$3,713
<b>Richland</b>					- <b>Sidney</b> Christmas Stroll & Lights Parade \$8,000
<b>Roosevelt</b>					
<b>Sheridan</b>					
<b>Valley</b>					- <b>Glasgow</b> Milk River Catfish Days \$10,593
<b>Southeast Montana</b>					
<b>Big Horn</b>					
<b>Carter</b>					- <b>Ekalaka</b> Dino Shindig \$3,598
<b>Custer</b>					
<b>Dawson</b>					- <b>Glendive</b> Makoshika Mascot Challenge \$14,355
<b>Fallon</b>					
<b>Golden Valley</b>					
<b>Musselshell</b>					
<b>Powder River</b>					-Broadus Homesteader Days \$5,000
<b>Prairie</b>					- <b>Terry</b> Celebrating Agriculture \$3,200
<b>Rosebud</b>					- <b>Lame Deer</b> Cheyenne Victory Day \$17,240
<b>Treasure</b>					
<b>Wibaux</b>					



Southeast Montana, continued					
	2015	2016	2017	2018	2019
<b>Yellowstone</b>					- <b>Billings</b> - MINT Film Fest \$4,000 - <b>Billings</b> Renaissance Fest \$10,000 - <b>Billings</b> North by NW \$1,250
<b>Southwest Montana</b>					
<b>Beaverhead</b>					- <b>Dillon</b> MT Range Days \$4,076 - <b>Dillon</b> Pronghorn Pursuit Trail Run \$2,550
<b>Broadwater</b>					- <b>Townsend</b> Fall Fest \$15,000
<b>Deer Lodge</b>					- <b>Anaconda</b> Smelterman's Day Celebration \$10,000
<b>Granite</b>					
<b>Jefferson</b>					
<b>Lewis &amp; Clark</b>					- <b>Helena</b> Reeder's Alley Block Party \$3,235 - <b>Helena</b> Meadowlark Music Festival \$742 - <b>Helena</b> Preservation Roadshow \$2,070 - <b>Helena</b> Symphony Under Stars \$7,600 - <b>Lincoln</b> Art and Music Fest \$13,870
<b>Madison</b>					
<b>Powell</b>					- <b>Deer Lodge</b> Harvest Weekend \$16,060
<b>Silver Bow</b>			<b>Butte</b> - Folk Festival marketing \$16,000		- <b>Butte</b> Covellite Internat'l Film Fest \$12,250 - <b>Butte</b> Music on Main \$9,000 - <b>Butte</b> SNoFLINGA \$21,490
<b>Yellowstone Country</b>					
<b>Carbon</b>					- <b>Red Lodge</b> Autumn Walkabout - Mining, \$4,850
<b>Gallatin</b>					- <b>Bozeman</b> Cycle Greater Yellowstone \$12,000 - <b>Bozeman</b> Shakespeare in Parks - \$11,711 - <b>Bozeman</b> Sweet Pea Fest \$14,289  - <b>West Yellowstone</b> Ski Festival \$13,500

<b>Yellowstone Country, continued</b>					
	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>
<b>Park</b>					- <b>Gardiner</b> Brewfest \$5,000 - <b>Livingston</b> Roundup Parade \$4,650
<b>Stillwater</b>					
<b>Sweet Grass</b>					

## Appendix A-2: 15-65-121 Grants by the Department of Commerce

	2015	2016	2017	2018	2019
<b>Central Montana</b>					
Blaine					
Cascade					
Chouteau					
Fergus					-Lewistown Restroom Facility/ Info Kiosk \$51,000
Hill					
Judith Basin					
Petroleum					
Meagher					
Pondera					
Teton					
Toole					
Wheatland					
<b>Glacier Country</b>					
Flathead					
Glacier					
Lake					
Lincoln					
Mineral					
Missoula					
Ravalli					
Sanders					
<b>Missouri River Country</b>					
Daniels					
Garfield					
McCone					
Phillips					
Richland					
Roosevelt					
Sheridan					
Valley					
<b>Southeast Montana</b>					
Big Horn					
Carter					
Custer					
Dawson					
Fallon					-Baker Beach Improvement \$90,000
Golden Valley					
Musselshell					
Powder River					
Prairie					
Rosebud					

Treasure					
Wibaux					
Yellowstone					
<b>Southwest Montana</b>					
Beaverhead					
Broadwater					
Deer Lodge					
Granite					
Jefferson					
Lewis & Clark					
Madison					
Powell					
Silver Bow					
<b>Yellowstone Country</b>					
Carbon					
Gallatin					
Park					
Stillwater					
Sweet Grass					

## Appendix A-3: Department of Commerce Film Promotion Grants

Totals	2015	2016	2017	2018	2019
	<b>\$508,770</b>	<b>\$778,800</b>	<b>\$242,225</b>	<b>\$700,000</b>	<b>TBD</b>
Central Montana					
<b>Blaine</b>					
<b>Cascade</b>				"The Vanarchy," \$25,000 "The Ploughmen," (see below) +\$300,000	
<b>Chouteau</b>		"In Focus" YouTube episodes, \$50,000 *		"The Ploughmen" \$200,000	
<b>Fergus</b>	"360 Video," \$49,925 (montage of museums, activities)				
<b>Hill</b>					
<b>Judith Basin</b>					
<b>Petroleum</b>					
<b>Meagher</b>	"The Montana Sessions," \$12,975 * YouTube series				
<b>Pondera</b>					
<b>Teton</b>					
<b>Toole</b>				"Pellett," \$100,000	
<b>Wheatland</b>					
Glacier Country					
<b>Flathead</b>	"Skate Park/ Fly Fishing," \$4,000 for Epic Montana on YouTube "Buster's Mal Heart," \$32,000			"Cowboys," \$50,000	
<b>Glacier</b>	Blackfeet Reservation, "Badger Creek," \$4,500 * Blackfeet Reservation, "Modern Native," \$10,000	Blackfeet Reservation, "Drive Them Buffalo," \$43,000*	Blackfeet Reservation, "Kills Last," \$20,000		
<b>Lake</b>			-Flathead Reservation, "Perma Red," *\$25,000		
<b>Lincoln</b>					
<b>Mineral</b>					
<b>Missoula</b>	"80 Mile Radius," \$20,000 "Keep Our Blackfoot," \$5,000 "Subterranea," travel / promotion, \$5,000  "Short-Form Promos," \$10,000 * for Epic Montana YouTube. Montana Root Season II, \$30,300 * For Epic Montana YouTube	"Epic Montana: Sunrise Series," \$6,000 * "Chasing Light," \$28,000 *		"Mountain Mama - Wild Mama," \$25,000 "The Conservationist," \$5,000  "Whisky Warriors," \$72,000	

	"Mountain Miles," episode 4 - \$4,750 * "Lester Leaps In," \$10,000 "Backcountry Cabin Skiing," \$5,000* "Mountain Miles," \$4,000 * Epic Montana shorts, \$50,000 *			"Bitterroot," film, \$20,000 "CM Russell and the American West," documentary, \$12,000 "Zombies in Zootown 3," \$3,000	
	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>
<b>Ravalli</b>	"Way Around," \$5,000*			"Trail of Justice," film, \$10,000	
<b>Sanders</b>		"Broken Ghost," \$75,000			
<b>Missouri River Country</b>					
<b>Daniels</b>					
<b>Garfield</b>					
<b>McCone</b>					
<b>Phillips</b>					
<b>Richland</b>					
<b>Roosevelt</b>					
<b>Sheridan</b>					
<b>Valley</b>	"All My Relations," \$6,600 documentary				
<b>Southeast Montana</b>					
<b>Big Horn</b>	"Generations," \$10,000 film		<b>-Crow Reservation</b> Star Stories \$15,000*		
<b>Carter</b>					
<b>Custer</b>					
<b>Dawson</b>					
<b>Fallon</b>					
<b>Golden Valley</b>					
<b>Musselshell</b>					
<b>Powder River</b>					
<b>Prairie</b>					
<b>Rosebud</b>	"Song of Montana," \$40,000				
<b>Treasure</b>					
<b>Wibaux</b>					
<b>Yellowstone</b>	"Montana Songwriter," \$6,000*				
<b>Southwest Montana</b>					
<b>Beaverhead</b>		"Ballad of Lefty Brown," \$200,000	"Summer in Southwest MT," \$10,225		
<b>Broadwater</b>					
<b>Deer Lodge</b>				"Mickey and the Bear," \$50,000	
<b>Granite</b>					
<b>Jefferson</b>				"Two Yellow Lines," film, \$25,000	

Southwest Montana, continued					
	2015	2016	2017	2018	2019
<b>Lewis &amp; Clark</b>		"What Separates Us," \$2,000	"Black Flowers," \$10,000 "Ted K," \$110,000		
<b>Madison</b>	"Greater Yellowstone Adventure Series," \$6,450 *				
<b>Powell</b>		"Cheyenne is Burning," \$20,000			
<b>Silver Bow</b>	"The Shaman," \$20,000 "Feral," \$8,000			"The Black Cowboy," documentary, \$20,000	
Yellowstone Country					
<b>Carbon</b>					
<b>Gallatin</b>	"Supporting Troops Through Fly Fishing" \$15,000 "Thru-Hiking Through Life," \$2,000 "Willow Creek Road," \$6,000 "Big Sky Sketches II," \$6,170 * "Unbranded" promotion, \$2,500 "Dirt & Rubber," \$4,500 "The Makers," \$20,000 "Seasons," \$4,500	"Healing Power of Montana Landscapes," \$300	"Life Interrupted," \$3,000	"Feast Montana," TV and online video, \$10,000 "Meat Eater," TV show, \$40,000*	
<b>Park</b>	"Living Big Sky," 1/2-hour series on HGTV, \$20,000 "Which Dog's Which," \$60,000 (same idea as Puppy Swap in 2016)	"The Puppy Swap," \$31,000 - same name as 2015 film award. "Walking Out," \$250,000	"The Bruce," \$100,000		
<b>Stillwater</b>					
<b>Sweet Grass</b>	"The 10-10-10 Challenge," \$8,000 *				
<b>STATEWIDE</b>	Montana Promotional Mini-Documentaries, \$10,000 ^ "Unbranded" promotion \$2,000	"Kate Tectonics," \$48,000 * "The Bozeman Trail," \$25,000	"Rainmaker," \$25,000		
Notes: *Indicates half or more than half of the project relies on lodging facility use tax money Source: Department of Commerce data base, 2019 information not available.					

## Appendix A-4: Department of Commerce Disaster Recovery Grants (2017)

<b>Central Montana</b>	
<b>Blaine</b>	
<b>Cascade</b>	Montana Safaris for emergency communications and marketing materials - \$5,000
<b>Chouteau</b>	
<b>Fergus</b>	
<b>Hill</b>	
<b>Judith Basin</b>	
<b>Petroleum</b>	
<b>Meagher</b>	
<b>Pondera</b>	
<b>Teton</b>	
<b>Toole</b>	
<b>Wheatland</b>	
<b>Glacier Country</b>	
<b>Flathead</b>	Mountain West Pride/Stageline Pizza Lakeside for emergency communications/marketing materials - \$5,000 River House Quilting LLC dba River House MT for emergency communications/marketing materials-\$5,000
<b>Glacier</b>	Duck Lake Lodge for emergency communications and marketing materials - \$5,000
<b>Lake</b>	Bob Marshall Wilderness Outdoor Adventures for emergency communications/marketing materials - \$5,000 Swan Mountain Outfitters for emergency communications and marketing materials - \$5,000
<b>Lincoln</b>	Bobtail Lodge B&B for emergency communications and marketing materials - \$5,000 Rags to Bags, for emergency communications and marketing materials for Lincoln County - \$5,000
<b>Mineral</b>	
<b>Missoula</b>	Cahoon Family Enterprises, LLC for emergency communications and marketing materials - \$5,000 Circle S, LLC for emergency communications and marketing materials for Missoula County - \$5,000 Clear Creek Outfitters for emergency communications and marketing materials - \$5,000 Good Times Gifts & Video LLC for emergency communications and marketing materials - \$5,000 Grizzly Claw Trading Co. for emergency communications and marketing materials - \$5,000 Moose River Bar & Grill for emergency communications and marketing materials - \$5,000 Rich Ranch LLC for emergency communications and marketing materials - \$5,000 RMAG, LLC dba Rocky Mountain Adventure Gear for emergency communications/marketing materials-\$5,000 Rock Creek Fishermen's Mercantile for emergency communications and marketing materials - \$5,000 Stake, Inc dba Lindey's Prime Steakhouse for emergency communications and marketing materials - \$5,000 Tamaracks Resort for emergency communications and marketing materials - \$5,000 Trader Brothers for emergency communications and marketing materials - \$5,000 Wilderness Outfitters for emergency communications and marketing materials for Missoula County - \$5,000
<b>Ravalli</b>	Bitterroot Economic Development District, Inc. for emergency communications /marketing materials-\$5,000 Bitterroot Valley Archery, LLC for emergency communications and marketing materials - \$5,000 Mountain Butterfly, LLC for emergency communications and marketing materials - \$5,000 The Mystic Owl for emergency communications and marketing materials for Ravalli County - \$2.472 Nature's Enhancement, Inc. for emergency communications and marketing materials - \$5,000
<b>Sanders</b>	Cody Carr's Hunting Adventures for emergency communications and marketing materials - \$5,000
<b>Missouri River Country</b>	
<b>Daniels</b>	
<b>Garfield</b>	
<b>McCone</b>	
<b>Phillips</b>	
<b>Richland</b>	
<b>Roosevelt</b>	
<b>Sheridan</b>	
<b>Valley</b>	



## Appendix A-4: Department of Commerce Disaster Recovery Grants (2017)

Southeast Montana	
Big Horn	
Carter	
Custer	
Dawson	
Fallon	
Golden Valley	
Musselshell	
Powder River	
Prairie	K-Lazy 3 Outfitters - \$5,000
Rosebud	
Treasure	
Wibaux	
Yellowstone	
Southwest Montana	
Beaverhead	
Broadwater	
Deer Lodge	
Granite	Snookies, LLC for emergency communications and marketing materials - \$5,000
Jefferson	
Lewis & Clark	
Madison	
Powell	Glacier Country Tourism for emergency communications and marketing materials in Powell County - \$5,000
Silver Bow	
Yellowstone Country	
Carbon	
Gallatin	
Park	
Stillwater	
Sweet Grass	
Notes: Fire losses impacting tourism were particularly acute in 2017. The only eastern Montana county to access funds was Prairie.	
Source: Department of Commerce data base	

## Appendix A-5: Department of Commerce Tourism E-Marketing Grants

	2015	2016	2017	2018	2019
<b>Central Montana</b>					
<b>Blaine</b>					
<b>Cascade</b>	Russell Country Tourism, Crop InFARmation App, \$33,700				
<b>Chouteau</b>					
<b>Fergus</b>					
<b>Hill</b>					
<b>Judith Basin</b>					
<b>Petroleum</b>					
<b>Meagher</b>					
<b>Pondera</b>					
<b>Teton</b>			Teton Co. Dev'lpmt Org., website, \$14,000		
<b>Toole</b>					
<b>Wheatland</b>					
<b>Glacier Country</b>					
<b>Flathead</b>	UnderCurrent, website "Access to Glacier's Gateway," \$15,500		Bigfork C of C - website upgrades \$18,000		
<b>Glacier</b>					
<b>Lake</b>					
<b>Lincoln</b>		Libby C of C, website \$46,200			
<b>Mineral</b>	Bitterroot Eco Dev District, "Next Exit" App, \$43,630				
<b>Missoula</b>					
<b>Ravalli</b>	Stevensville Main St Assn., website upgrade, \$7,945				
<b>Sanders</b>					
<b>Missouri River Country</b>					
<b>Daniels</b>					
<b>Garfield</b>					
<b>McCone</b>					
<b>Phillips</b>					
<b>Richland</b>					
<b>Roosevelt</b>					
<b>Sheridan</b>					
<b>Valley</b>					
<b>Southeast Montana</b>					
<b>Big Horn</b>					
<b>Carter</b>					
<b>Custer</b>					
<b>Dawson</b>					
<b>Fallon</b>					
<b>Golden Valley</b>					
<b>Musselshell</b>					
<b>Powder River</b>					
<b>Prairie</b>					

Southeast Montana, continued					
	2015	2016	2017	2018	2019
Rosebud					
Treasure					
Wibaux					
Yellowstone	Inside MT, virtual realities of nature & culture video \$49,300				
Southwest Montana					
Beaverhead					
Broadwater					
Deer Lodge		Big Hole Valley Assn., Digital Timer, \$2,300			
Granite					
Jefferson	MT Outfitters/Guides Assn, website upgrades \$28,740				
Lewis & Clark	MT Wilderness Assn., Interactive Online Hiking Guide, \$50,370		MT Dude Ranchers Assn. website upgrades \$3,766		
Madison					
Powell					
Silver Bow	MT Distiller's Guild, website develpmt., \$2,333				
Yellowstone Country					
Carbon					
Gallatin	Grizzly & Wolf Discovery Center, website, \$7,500				
Park					
Stillwater					
Sweet Grass					

## Appendix A-6: Department of Commerce Tourism Infrastructure Grants

	2015	2016	2017	2018	2019
<b>Central Montana</b>					
<b>Blaine</b>	Blaine Co. Wildlife Museum Fndn, diorama, \$59,570			Blaine Co. Fair Fndn, Indoor Livestock Arena, \$22,000	
<b>Cascade</b>			Great Falls Tourism, visitor center remodel, \$20,000	Russell Country Tourism dino website, \$17,000	
<b>Chouteau</b>					
<b>Fergus</b>	Lewistown city pool fixes, \$75,000				
<b>Hill</b>	Rudyard Depot Museum, facility fixes, \$30,000				
<b>Judith Basin</b>					
<b>Petroleum</b>					
<b>Meagher</b>			Meagher Co CofC, arts & culture trail, \$2,000		
<b>Pondera</b>					
<b>Teton</b>					
<b>Toole</b>				Carousel Rest Area of Shelby, carousel \$33,000	
<b>Wheatland</b>			Wheatland Co. CofC Chief Joseph Park upgrades, \$40,666		
<b>Glacier Country</b>					
<b>Flathead</b>	Swan Mountain Outfitters, Crown of Continent display, \$185,000	Polebridge Mercantile, ADA bath house, \$68,985	Whitefish CVB, visitor kiosks \$5,500 Glacier Babe Ruth, grandstand \$102,466	Cut Bank C of C, Visitor Cntr sidewalk, \$4,553 Kalispell Lakers Baseball Assn., field upgrades \$8,000 Glacier Nordic Club, snow cat \$51,000	
<b>Glacier</b>	Cut Bank, trail development \$12,500		Cut Bank park - roof for pavillion \$99,687		
<b>Lake</b>			Ninepipes Museum HVAC system, \$28,338	Lake Co. Cmty Dev Corp., Ronan Arch, \$15,000	
<b>Lincoln</b>				Libby signage, \$85,355	
<b>Mineral</b>					
<b>Missoula</b>	Carousel for Missoula Fndn, expansion, \$100,000		Roxy Theatre, façade fix \$67,605	Big Sky Film Institute, website, \$7,898 Missoula Co. fairgrounds elevator, \$105,282	
<b>Ravalli</b>	Daly Mansion Preservation Trust, restoration \$12,000			Ravalli Co. Museum improvements, \$20,000	

<b>Glacier Country, continued</b>					
	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>
<b>Ravalli, continued</b>				Stevensville Main St Assn Visitors Kiosk \$9,200	
<b>Sanders</b>		Thompson Falls Main St, signs, \$4,000	Paradise Elem. School restoration, \$49,000	Noxon Sr Citizens, signage, \$9,150	
<b>Missouri River Country</b>					
<b>Daniels</b>				Daniels Co. Museum Assn, security upgrades \$40,000	
<b>Garfield</b>					
<b>McCone</b>		McCone Co. museum security system \$2,000		Circle, Redwater Memorial Park improvem't \$14,750 Missouri River Country, website, \$28,000	
<b>Phillips</b>			Great Plains Dinosaur Museum, exhibits/prep facility \$4,919 Sleeping Buffalo Hot Springs cabin, \$148,000		
<b>Richland</b>	MonDak Heritage Cntr, museum lighting \$8,000				
<b>Roosevelt</b>					
<b>Sheridan</b>					
<b>Valley</b>		Glasgow, Smith Park Bike Camp, \$18,866			
<b>Southeast Montana</b>					
<b>Big Horn</b>					
<b>Carter</b>					
<b>Custer</b>	Eastern MT Fair Board, livestock pavillion, \$117,575	Range Riders, Fort Keogh upgrades, \$40,000 Range Riders, Fort Keogh fixes \$40,000			
<b>Dawson</b>					
<b>Fallon</b>					
<b>Golden Valley</b>					
<b>Musselshell</b>					
<b>Powder River</b>					
<b>Prairie</b>				Evelyn Cameron Heritage Inc., building \$40,120	
<b>Rosebud</b>			Forsyth Custer Circle signs \$1,150	Forsyth C of C website, \$1,300	
<b>Treasure</b>					
<b>Wibaux</b>					

Southeast Montana, continued					
	2015	2016	2017	2018	2019
Yellowstone					
Southwest Montana					
Beaverhead			Big Hole Valley Assn., digital timer, \$2,300 (ski-joring)	American Legion Post 20, bike camp, \$4,061	
Broadwater					
Deer Lodge				Gold West Country of MT, kiosks digital systems, \$30,450	
Granite				Philipsburg Ice Assn, ice rink \$104,512	
Jefferson				Jefferson Co., website \$14,984 Whitehall C of C, building \$5,721 Jefferson Valley Museum, \$17,300	
Lewis & Clark	Lewis & Clark Co. Hooper Park restrooms & shower \$66,000	MT Bicycle Guild trail infrastructure \$12,046 Blackfoot Pathways in Lincoln, ADA walks and signs, \$31,189	Great Divide Snowmaking upgrades, \$48,500 Last Chance Tours, tour train \$34,183		
Madison					
Powell	Powell Co. fairground pavillion, \$185,075		Helmville Cmty Club, grandstand restoration \$15,000		
Silver Bow				World Museum of Mining, replace roof, \$11.560	
Yellowstone Country					
Carbon				Yellowstone Wildlife Sanctuary ADA improvem't \$8,155	
Gallatin	Gardiner CofC, public restrooms \$101,062		Emerson Center, area upgrades \$13,734	Yellowstone Historic Center museum upgrades \$6,150	
Park				Yellowstone Forever Ghost Sign \$20,000	
Stillwater					
Sweet Grass				Crazy Mntn Museum cabin restore, \$15,500	

## ENDNOTES

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- <sup>i</sup> See "[Lodging Facility Use Tax Primer](#)," June 2019 and "[More on the Lodging Facility Use Tax](#)," September 2019. These documents and others related to the SJ24 Study are under the Committee Topics section, under Studies, SJ 24.
- <sup>ii</sup> *Great Falls Tribune* article: <https://www.greatfallstribune.com/story/news/2018/02/08/2017-fire-season-no-1-produced-largest-fire-states-history/319952002/>
- <sup>iii</sup> An Economic Impact Analysis: Montana Heritage Commission, 2017. Prepared by Circle Analytics, Inc.
- <sup>iv</sup> Among the court cases brought by the Montana Department of Revenue were: Dept. of Revenue v. Priceline.Com, Inc. 2015 MT 241, 380 Mont. 352, 354 P. 3d 631. See also the Memo (below) for another court case related to resort fees and taxes.
- <sup>v</sup> [Memo](#) to the Revenue Interim Committee from Dan Whyte, Chief Legal Counsel, Department of Revenue, 7/21/20.
- <sup>vi</sup> Legislative Audit Division, "Short-Term Lodging and Rental Vehicle Taxes: Keeping Pace With an Evolving Marketplace," [18-P06](#), April 2020.
- <sup>vii</sup> See Regulations and Procedures for Regional/CVB Tourism Organizations Use of Lodging Facility Use Tax Revenue, April 2019. Accessed 8/20/2020  
<https://marketmt.com/Portals/129/shared/RegionsCVBs/docs/Resource%20Page/2019%20MCA%20Region.CVB%20Regulations.pdf?ver=2019-10-09-105822-917>
- <sup>viii</sup> See Communication and Management Services, LLC, "A Survey of Tourism Across Montana," p. 2, accessed 8/21/2020 at <http://www.tourismmattersmt.org/wp-content/uploads/2017/12/A-survey-of-tourism-entities-across-MT-Final-Summary.pdf>
- <sup>ix</sup> See National Conference of State Legislatures State Legislatures Magazine, "Are High Unemployment Rates Here for the Long Term?", accessed Aug. 19, 2020. at [https://indd.adobe.com/view/6c2856cc-b31b-4a13-80d6-81d454862547?utm\\_source=National+Conference+of+State+Legislatures&utm\\_campaign=3c196b65cd-NCSL+TODAY+AUGUST+17+2020&utm\\_medium=email&utm\\_term=0\\_1716623089-3c196b65cd-377777400](https://indd.adobe.com/view/6c2856cc-b31b-4a13-80d6-81d454862547?utm_source=National+Conference+of+State+Legislatures&utm_campaign=3c196b65cd-NCSL+TODAY+AUGUST+17+2020&utm_medium=email&utm_term=0_1716623089-3c196b65cd-377777400)
- <sup>x</sup>ESI - EConsult Solutions Inc., "The Economic Impact of Montana Film Production," June 25, 2020. See [https://www.montanafilm.com/wp-content/uploads/2020/07/EcoImpactMTFilmProdReport\\_2019-2020.pdf](https://www.montanafilm.com/wp-content/uploads/2020/07/EcoImpactMTFilmProdReport_2019-2020.pdf) (accessed 8/24/2020)