

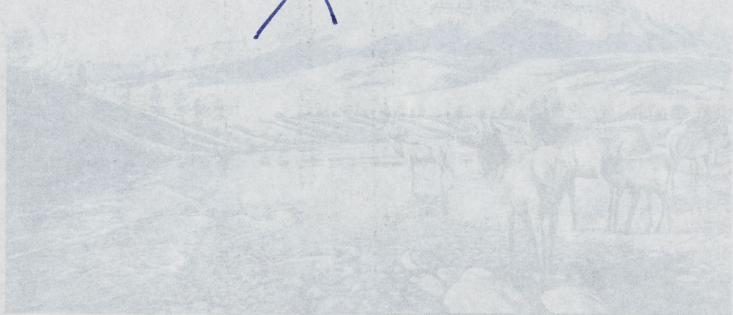


Hi Bud —

THE PIECE WE
DISCUSSED. I'D BE

HAPPY TO ANSWER

ANY QUESTIONS.



November 12, 1987

Ann Mulroney
Department of Commerce
1424 9th Ave.
Helena, MT 59620

AMBASSADOR AWARD NOMINEE: LEWIS ROBINSON

Lewis has traveled to Japan on several occasions to influence business and capital to look at Montana. He has contacted a number of businesses in the United States to investigate Montana. Lewis has actively help plan and execute the annual Catch & Release tour. He is active as Chairman of the International Trade Commission in hosting various foreign visitors, primarily from Japan.

Lewis is dedicated to the development of new and developing businesses for Montana.

Yours truly,

Bud Lilly
2007 Sourdough Road
Bozeman, MT 59715

C
O
P
Y



Department of Commerce, 1424 Ninth Avenue, Helena, Montana 59620. Telephone 406/444-3494

MEMORANDUM

BOARD OF DIRECTORS

President—Paul Schmechel,
President, Montana Power Company,
Butte

First Vice-President—Jim Spring,
Chairman of the Board, Christian,
Spring, Sielbach & Assoc., Billings

Second Vice-President—Dan Lambros,
Lambros Realty,
Missoula

Secretary—Keith L. Colbo, Director,
Montana Department of Commerce,
Helena

Treasurer—George D. Anderson, CPA,
President, Anderson
ZurMuehlen & Co., Helena

Lola Hansen, Owner, Hansen
Enterprises, Sidney

Maxine C. Johnson, Director, Bureau
of Business and Economic Research,
University of Montana, Missoula

Darrell "Bill" Martin, Chairman of
the Board, Winter Sports, Inc.,
Kalispell

Donald E. Olsson, Jr.,
Executive Vice President,
Ronan State Bank

Edwin H. Jasmin,
President, Norwest Bank,
Helena

Gary Buchanan, Account Executive,
Merrill, Lynch, Pierce, Fenner and
Smith, Billings

Rick Sampson, Farmer,
Dagmar

Ray Thompson, President,
Semitool, Inc., Kalispell

R. W. "Buck" Torstenson, Co-Owner,
Outlaw Inn, Kalispell

Jan B. Davidson, Chairman & CEO,
D.A. Davidson & Co.,
Great Falls

TO : Regional Vice Presidents

FROM: Paul Schmechel

DATE: November 6, 1987

RE : NOMINEES FOR AMBASSADOR OF THE YEAR

As we look ahead to the Annual Meeting of the Montana Ambassadors, we must be giving thought to selection of the Ambassador of the Year award. Al Bell, Russ Ritter and Bob Henkel, the three previous recipients of the award, are outstanding examples of the spirit and commitment of our organization. This year as in the past the Board is asking for regional nominees for the award.

The By-laws provide guidance for your selection process. Article III, section 2.7(d) states "...an "Ambassador of the Year" award may be presented by the Governor to the member, upon recommendation of the Board of Directors, who has done the most in the preceding year to assist in the State's industrial and economic development effort." I am enclosing this section of the By-laws along with the "minimum criteria" section. You also may want to consider those criteria.

Please send the name of your region's nominee for the award, together with a statement of the reasons you believe he or she should be chosen, to Carol Daly or Ann Mulroney at the Department of Commerce, 1424 Ninth Avenue, Helena, 59620, by January 15, 1988. The written statement should be accompanied by a black and white glossy photograph of the individual. The Board will then consider the nominees and recommend an individual to the Governor. The regional nominees will be recognized in the Annual Report and at the banquet along with the Ambassador of the Year.

WPS/pdt

S028

(c) Special Envoy. The Governor may, with the consent of the Chairman of the Board, designate non-members as SPECIAL ENVOYS in order to accomplish a specific assignment within the purview of the organization. Such designations shall be temporary and for such specific purposes as he may determine.

(d) Ambassador of the Year. At each Annual Meeting of members an "Ambassador of the Year" award may be presented by the Governor to the member, upon the recommendation of the Board of Directors, who has done the most in the preceding year to assist in the State's industrial and economic development effort.

(f) Minimum Criteria. In order for members to continue to be active members, Ambassadors must fulfill at least one of the following criteria during the preceding year:

- (i) Make three calls on out-of-state firms to either encourage them to expand or relocate, hold a convention, establish a tour, film a commercial or movie, or vacation in Montana; or if these firms already have operations in Montana to act as purveyors of good will and assist in solving any problems they might have in their Montana operations.
- (ii) Make three calls on businesses already existing in Montana in order to learn what, if any, problems they are having and to assist in solving these problems.
- (iii) Participate in various state and local development projects. The degree to which this criteria will be recognized as sufficient for rank advancement will be determined at the discretion of the Board of Directors.

Section 2.8. Meetings. The members shall meet each year during the month of February at such place as may be designated by resolution of the Board of Directors for the purpose of election of directors. Special meetings of the members may be called by the President or by the Board of Directors and by no other person.

Section 2.9. Nominations. The President shall appoint a nominating committee consisting of five members of the Corporation. The nominating committee shall recommend a list of candidates to fill all vacancies in the Board of Directors. Additional nominations may be made by petition

MONTANA TRAVEL, Inc.

209 SOUTH WILLSON AVENUE, BOZEMAN, MONTANA 59715 U.S.A.

Postal Address: P.O. Box 100
Bozeman, Montana 59771
Telephone: (406) 587-1188
Telex: 319401 Mont Trav Boze

June 3, 1986

Mr. John Wilson
Director
Montana Travel Promotion
1424 9th Avenue
Helena, Montana 59620

RE: CATCH & RELEASE TOUR

Dear John:

Following are the "facts" regarding the September "tour" which you asked me to forward to you so that you can get a contract put together (to protect us in the event of sale of the ranch prior to our function):

- 1) Dates: Arrival Friday, September 12, 1986
 Departure Tuesday, September 16, 1986
- 2) Exclusive use of ranch with the exception of 6 guests who will have been at ranch for entire week (departing Sunday).
- 3) Anticipated number of persons: approximately 30
- 4) We will use remaining 8 deluxe cabins for our guests; staff and Ambassadors will take what is left.
- 5) Same procedure for billing and services as in 1985, i.e. deposit due immediately to secure the reservation; balance of payment due prior to departure. Suzie is sending invoice for deposit to you.
- 6) Rates: \$97 per person, per day, with 3 or 4 staff members complimentary. Rate does not include gratuity or bar.
- 7) Meals and Wine: Audrey, Bud, and Suzie will preselect wines to go with meals in order to keep the bar costs down. Wine and meal selections will be made in July when Bud and Audrey make a trip over to Mountain Sky.
- 8) Suzie has offered strong verbal assurance that she will be present to oversee this function; the same chef as last year will also be present in addition to another longtime staff chef. Suzie foresees no change in quality of management between now and September, 1986; but, she has been advised that we would feel more comfortable with a contract securing arrangements and to protect us should the ranch sell.



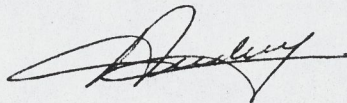
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Page 2
June 3, 1986
CATCH & RELEASE TOUR

For your further information, John, I am enclosing copies of all correspondence I have had with Suzie for this year's event. Since Suzie is sending an invoice for the deposit, I have not sent her an additional letter at this time. If you think one needs to be sent to cover any details that haven't already been covered in previous correspondence, please let me know.

Just a reminder - I'll be out of town from June 12th to 27th. Talk to you soon.

Sincerely,



Audrey O'Connell
MONTANA TRAVEL, INC.

cc: Bud Lilly

P.S.

I called Ray Tilman regarding the "hats." There are no leftovers from last year - he will order 20 hats for this year's event @ \$4.50 each for a total of \$90.00. This will drop the "hat" amount from \$200 to \$90 and increase the Barbeque/Bar from \$200 to \$310, right?

MONTANA TRAVEL, Inc.

209 SOUTH WILLSON AVENUE, BOZEMAN, MONTANA 59715 U.S.A.

Postal Address: P.O. Box 100
Bozeman, Montana 59771
Telephone: (406) 587-1188
Telex: 319401 Mont Trav Boze

March 25, 1986

Ms. Suzie Judge
Mountain Sky Guest Ranch
213 5th Ave
Helena MT 59601

RE: CATCH & RELEASE TOUR - MONTANA AMBASSADORS

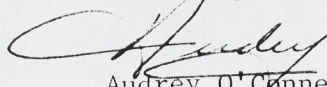
Dear Suzie:

Thank you for your letter of March 20, 1986 with your 1986 rates of \$97 per person, per day, for the above special event. We appreciate the extension of three or four staff members as complimentary, and understand that the rate does not include gratuity or "refreshments."

Full approval by the Board of the Montana Ambassadors for the funding of the 2nd Annual Catch and Release Tour is scheduled for mid-May, and at this time all indications point in this direction. Based on this premise, our committee would at this time like to confirm with you the booking of the entire ranch (over and above your six clients), for approximately 30 persons for arrival September 12 and departure September 16.

I will look forward to working with you on this up until about the middle of August, Suzie, then I'm off! I am also sorry that I will miss another fine weekend, but my alternative looks pretty good too! Thank you.

Sincerely,


Audrey O'Connell
MONTANA TRAVEL INC.

Enc

cc: Bud Lilly
John Wilson

- Per Suzie 6/3/86*
- 1. Exclusive use of ranch except 6 guests who will be at ranch for entire week (leaving Sunday)*
 - 2. Suzie will be there*
 - 3. Steve (Chef) will be there.*

ASTA

Member
American Society
of Travel Agents



March 20, 1986

Audrey O'Connell
Montana Travel, Inc.
Box 100
Bozeman, MT 59715

Dear Audrey:

Received your letter of March 16, 1986 regarding the Montana Ambassadors Catch and Release Tour. I am very pleased that Mountain Sky Guest Ranch has been selected as the site for 1986 and please rest assured that we will do a fine job for your group.

The dates of September 12 through 16 have been tentatively confirmed for this group, however I will need a definite confirmation in the near future. I am assuming the same procedure of billing and services rendered will follow those of 1985. Our rates this year will be \$97 per person, per day, with 3 or 4 staff members complimentary. This rate does not include gratuity or "refreshments."

My one regret is that you will not be joining us this year, but we do look forward to assisting the Ambassadors in putting on a first class visit for their guests.

Best wishes,

Suzie Judge
Director of Development

SJ/ss

MONTANA TRAVEL, Inc.

209 SOUTH WILLSON AVENUE, BOZEMAN, MONTANA 59715 U.S.A.

AMB file

Postal Address: P.O. Box 100
Bozeman, Montana 59771
Telephone: (406) 587-1188
Telex: 319401 Mont Trav Boze

March 16, 1986

Ms. Suzie Judge
Mountain Sky Guest Ranch
213 5th Avenue
Helena, MT 59601

RE: CATCH & RELEASE TOUR - MONTANA AMBASSADORS

Dear Suzie:

As a recap of our telephone conversation this morning, the dates we would like to tentatively confirm with you are as follows:

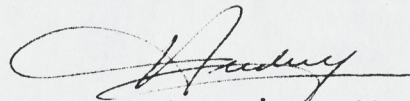
Arrival September 12, 1986
Departure September 16, 1986

We don't think it will be a problem accommodating all of our "guests" in deluxe cabins in spite of your other guests at the ranch during this period. I understand that there will be 8 deluxe cabins remaining, which will just about take care of it, and we are willing to have our staff and Montana Ambassadors double up if necessary.

We would appreciate receiving your rate quote as soon as possible, at which time we will put it to our committee for consideration, followed by final confirmation to you.

Thank you, Suzie.

Sincerely,


Audrey O'Connell

cc: Bud Lilly, Chairman
John Wilson

Mountain Ambassadors
CATCH & RELEASE Fly Fishing Tournament

		1 ACTUAL 1985	2 PROPOSED 1986
			3850
1	MOUNTAIN Sky Guest RANCH		
2	10 guests @ \$97/day - 3 days \$2970	3800	3500
3			
4	Barbeque / BAR	664	+110. 200
5			
6	Spring creek rental	900	900
7			
8	Photographer (expenses)	500	-0-
9			
10	HATS Ask Ray for leftover ?	204	90 200
11			
12	Printing / Design	513	250
13			
14	Guest gifts - Hoopernut? Prints - Lewis Robinson	316	200
15			
16	Guide services	1750	1300
17			
18	Flyes, leaders etc	400	300
19			
20	MISC	99	150
21			
22			
23	TOTAL	9146	7000
24			
25			
26			
27			
28			
29			
30	20 Hats Needed		
31			
32	RAY 723-4081		
33			
34	5/15/ Taked to Ray - he'll		
35	order 20 hats @ 45 ea \$90		
36			
37			
38			
39			
40			

MONTANA AMBASSADORS, INC.
CASH RECEIPTS AND DISBURSEMENTS

	<u>TOTAL</u> <u>YEAR-TO-DATE</u> <u>12/31/84</u>	<u>BUDGET</u> <u>1985</u>
Receipts to Date:		
Membership	\$ 24,171.00	\$ 20,250.00
Other income <i>investments</i>	931.23	500.00
EXPO income	3,000.00	-
Sponsorship of Catch & Release	-	-
Total receipts	28,102.23	20,750.00
Expenditures:		
Internal Operation:		
Organizational costs (pins, notebooks, stationery, etc.)	1,632.50	2,000.00
Meetings:		
Annual	-	2,000.00
Regional	-	400.00
Board meetings	344.35	300.00
New members	1,708.20	300.00
Blazer badges (reimbursable)	500.00	-
Miscellaneous administration	762.59	850.00
Total internal operation expenditures	4,947.64	5,850.00
Program:		
Business recruitment:		
Magazine	-	1,600.00
EXPO	3,000.00	-
Product production <i>promotion</i> (hosted meeting)	-	3,000.00
Community development	-	1,000.00
Catch & Release Fly Fishing Tournament	-	12,500.00
Protocol:		
Meals (special dinners, miscellaneous small lunches)	1,033.90	2,000.00
Gifts and prints	1,268.75	3,720.00
Montana pins	700.00	700.00
Program	-	-
Membership and finance	-	500.00
Publicity:		
Annual report	-	1,500.00
Newsletter (printing, photography and postage)	1,457.52	2,650.00
Special projects	122.90	-
Total program expenditures	7,583.07	29,170.00
Total expenditures	12,530.71	35,020.00
Excess revenue over (expense)	\$ 15,571.52	\$(14,270.00)
Cash balance:		
Checking account	\$ 818.16	\$ -
Savings account	7,753.36	-
Certificate of deposit	7,000.00	-
	\$ 15,571.52	\$ 1,301.52

AMB file

CATCH AND RELEASE FISHING TOUR

Lodging and Food (4 nights, 3 days)	\$400/guest x 10	\$4,000
Guide Service	\$175/guest/day (3 days)	4,250
Ground Transportation	\$15/guest/day (3 days)	450
Bar & Cocktails	\$10/guest/day	300
Misc. Special Treatment	\$50/guest/day	1,500
Misc. Printing & Operations Expenses		<u>2,000</u>
	TOTAL	\$12,500