

Join Pat Tabor Tactics and Action Steps for the Next 90 Days

When: Friday, April 10. 12:00 noon MST

America Outdoors will be hosting a Webinar featuring MOGA's Pat Tabor on the most important business saving tactics and actions you need to be taking in the next 90 days. Over the last two weeks MOGA has been assisting many Outfitters, members and non-members alike, with business saving strategies related to the COVID-19 pandemic. If you continue to have questions about applying for grants or loans or need advice on what you need to be doing NOW then please take a little time from your day and register for this very informative session.

Thank you to America Outdoors for hosting this effort!

Pat Tabor, CPA, will walk outfitters through the rules and new developments with the PPP & EIDL loan options and tax relief as well as how to manage the money, including setting yourself up for forgiveness. We will also get very specific about how members can assess their current cash situation, calculate how long before their resources run out, and cash management strategies to be employing right now.



Pat not only has over 30 years experience as a CPA & Consultant but he is one of us. Everything Pat will cover is something he has looked into for his family's recreational business. Pat has made it his mission to become very fluent in all aspects of the new laws in particular PPP, EIDL and other tax and grant assistance programs out there, and has been conversing with multiple levels of the SBA, Treasury, and Senator Daines office to get the right answers and guidance.

FWP to Announce Suspension of Non-resident black bear and turkey season.

FWP will announce that it is suspending the non-resident black bear and turkey hunting season until April 24, consistent with the Governors order. Resident opportunity will remain open. The action is being taken to help control the spread of Corona-virus and keep communities safe from non-residents traveling there to hunt bear and/or turkey.

From the Outfitters perspective, nothing has really changed since it has been deemed illegal to offer outfitted services during the State mandated shutdown, according to officials in the Governors office. Should the mandated state shut down be extended, the suspension of the non-resident bear and turkey season will likely be extended as well.

It is our hope that once the mandated closure is lifted bear season will be allowed to commence for the remainder of the season. MOGA has explored options with the Department and Commission about possibly extending the black bear season in some areas. Prior to the suspension of the nonresident season the Department had rejected those recommendations out of concern for increased female harvests, increased potential for orphaning cubs and grizzly interaction. Given this new restriction, MOGA will raise the issue again with targeted HD recommendations.

As part of the announcement, FWP will also announce that non-resident bear and turkey license sales will be suspended.

Big Game Licenses Sellout and we will be in a Draw

In an extraordinary turn of events, FWP reports that Big Game Combination Licenses sold out by approximately 560 applicants. Deer and Elk only combination licenses are also modestly over-subscribed, although we do not have a hard number yet.

According to Department sources, nearly 16,000 transactions took place on March 30, a record for the Department. The total applications are still down by 9% or more from previous years.

MOGA members were well advised on the use off Preference Points and for those who handled the bookings and managed the Preference Point system as we have outlined, there should be very few clients that do not draw. Certainly there will be licenses returned for refund and that will give some unsuccessful applicants another bite at the apple. MOGA will keep the membership informed as to when and how that drawing takes place.

Clients who decide to cancel or delay their trip, until next season, will not be subject to losing the preference points they have accumulated, BUT they need to ASK to retain them at the time they apply for a refund. MOGA had made this recommendation to the Department on this issue and we received a favorable ruling. This means that should that client want to re book with you they will be in a strong position to successfully draw next season.

On the brighter side, a sell-out means that non-resident hunters are optimistic about the possibility to hunt Montana in 2020. Let us hope that this will be an indicator that that booked hunters will continue to make plans to come this season.

ASSISTANCE AVAILABLE THROUGH MOGA

MOGA has retained a subject matter expert who will help individual Outfitters with navigating the PPP process at a very reasonable rate of \$30 per hour. Jami Welch will be using a MOGA generated template (thank you Pat Tabor!) to accurately assess your qualification status and assist you, the Outfitter, with making application for these

loans/grants. **This service is available to ALL Outfitters**, regardless of membership status. To take advantage of this offer and arrange to have Jami help you please contact:

Jami Welch

jwbooks1606@gmail.com

Senior Mentors Program

Six experienced MOGA member outfitters stand ready to offer their personal assistance and help guide you through decisions you are faced with TODAY. If you feel the need to reach out, please call on one of the MOGA senior mentors and avail yourself to their assistance.

Pat Tabor, Swan Mountain Outfitters (406) 249-1401

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Donna McDonald, Upper Canyon Outfitters (406) 842-5884

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