



Outdoor Writers Association of America
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www.owaa.org
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Hosting an Outdoor Writers Association of America (OWAA) annual conference is a significant accomplishment.

For more than 90 years, OWAA has helped writers, photographers, bloggers and other outdoor storytellers hone their craft. With a membership of more than 650 outdoor media (and 120 supporting brands, destinations and other organizations), OWAA works to improve the professional skills and opportunities of our members and mentor the next generation of outdoor media. A key component of achieving these goals is our annual conference which educates, inspires, shares best practices and establishes meaningful B2B connections.

As host, you will be positioned at the forefront of the outdoor market and hold the attention of the outdoor industry before, during and after the conference. Even before the first attendees arrive, the exposure a host destination receives is substantial.

Once the 250 attendees do arrive, this event will continue to pay positive dividends for your destination. There's the immediate impact of infusing nearly \$200,000 into your local economy. Then there's the social media bump you'll get as these professional storytellers continuously share your destination with all their followers. After the event, you'll reap the most significant impact as attendees continue to promote your destination in their outlets, including newspapers, magazines, podcasts, broadcast media, blogs and more – sometimes for years after.

OWAA's conference will put your destination front and center before passionate outdoorspeople around the nation – and even the globe – by providing millions of dollars in outdoor media exposure.

We love providing out-of-the-box, outdoor experiences for our members, while also expanding and honing their journalism skills. Thus, destinations must have good access to outdoor opportunities. While OWAA's conference was traditionally held in June, we are open to proposals in spring and fall too, if that time offers better rates for OWAA and our members.

Your proposal will need to include meeting room layouts and capacities, menus, a sample contract for the proposed headquarters site and details about the facility's environmental policies. A completely filled out questionnaire is a critical part of your proposal. Please feel free to supplement your bid with additional materials, but bids must include a completed questionnaire. OWAA works directly with the host destination during the bid process, so do not have individual resorts or properties submit bids individually.

Please submit your completed, electronic bid package to chez@owaa.org by the 1 April deadline. If everything is in order and you make the short-list, we would arrange a site inspection as soon as scheduling permits.

We welcome, and look forward to, your innovative and creative suggestions, concepts and ideas. And, in addition to your proposals, I look forward to answering all your questions and fielding your best ideas.

Sincerely,

Chez Chesak
Executive Director

OWAA Fact Sheet

OWAA

Founded in 1927, OWAA is the largest and oldest association of professional outdoor communicators in the United States. Its mission is to improve the professional skills of its members, set the highest ethical and communications standards, encourage public enjoyment and conservation of natural resources and mentor the next generation of professional outdoor communicators.

OWAA is comprised of more than 650 professional communicators and industry professionals with special interests in outdoor recreation, conservation of natural resources and recreation travel. Individual members include newspaper editors and columnist, freelance writers, magazine editors, book authors, radio and TV broadcasters, photographers, podcasters, bloggers, artists and professional lecturers.

ANNUAL CONFERENCE

Attendance averages 200-250 attendees and includes outdoor communicators, as well as representatives from gear brands, outdoor destinations and related associations and agencies from around the country. The conference is three days, opening on either Friday or Saturday morning and concluding on the evening of either Sunday or Monday, with two days of pre-conference meetings to be held prior to the opening of conference. It was traditionally held in June, but spring and fall are options too.



SPONSORSHIP

Our annual conference provides your destination the opportunity to showcase its outdoor recreation, education and travel opportunities, and we request that the host destination provide sponsorship for a portion of our conference. You may choose to provide funding for marketing/attendance or another feature of our conference in which you feel your destination will get the best return for your dollar. Host destinations also sponsor the opening night welcome dinner for attendees. All events are facilitated by OWAA. Past concession packages have included monetary sponsorship, as well as in-kind donations of transportation, welcome festivities, etc.

ECONOMIC BENEFITS

Direct economic returns to the site destination have reached almost \$200,000 in recent years. More importantly, the long-term economic benefits can be millions of dollars resulting from attendee's stories, photographs, artwork, films, radio programs and videos about the robust outdoor opportunities offered by your location.

THE CONFERENCE SITE

The preferred conference site should be rich in varied outdoor activities. Attendees are largely the 'working press' who must justify their participation with real story material and images of regional outdoor-related subjects. For this reason, cooperation with state and/or regional departments of natural resources, fish and game departments and state and local tourism boards is imperative. This cooperation helps in arranging pre- and post-conference story-gathering trips and providing news-making sessions to our members. Bids must come from CVBs and/or state tourism boards, as we require a working relationship with a tourism bureau/board to best fulfill our needs in your destination. Until a site is chosen, we prefer not to work directly with hotel or resort properties.

Conference Requirements

- 150 sleeping rooms/night (to make the conference affordable for our members, we prefer to keep rates around \$119/night)
- Four hospitality suites/night, as well as staff rooms
- Meeting space totaling approximately 20,000-30,000 square feet
- Space for hallway displays for supporting groups, agencies and businesses (for three days)
- One banquet room capable of comfortably seating up to 250 (rounds of 10)
- Three meeting rooms with seating capacities of 75+ (theater style) each to run concurrent sessions
- Three to four additional smaller meeting/press/interview rooms with minimum capacities of 25

Sessions may be held in the headquarters hotel facilities (preferred) or at a separate convention/civic center within short walking distance of the headquarters hotel.

Off-Site Activities

Activities on one half day will be conducted off-site. This Breakout Day is dedicated to current supporting groups, as well as any local groups wishing to participate. This may consist of displays for groups to demo products for review by our working press membership or a selection of excursions highlighting outdoor opportunities and companies in the area. Partnering companies include the shooting sports industry, vehicle manufacturers, NGOs and outdoor-related hard goods as well as local agencies such as the fish and game department, parks departments, tourism office, etc. This is an evolving part of our program, so at this stage we are looking to gather a lot of information to help us determine the flexibility of opportunities for each destination.



Local Chair

An OWAA member who resides or works near the conference destination normally serves as the local conference chair. This person can be involved in presenting the bid and is the primary liaison between OWAA and the host destination. Among other duties, the local conference chair is responsible for working with the host destination to arrange pre- and post-conference activities for attendees. If you make the shortlist, you may contact OWAA headquarters to find local members who may be willing to serve in this capacity.

THE BID PROCESS

OWAA selects the site of its conference two to three years out.

- | | |
|---|---------------------|
| 1. Proposal submission deadline | 1 April |
| 2. Review of proposals (possible interviews, follow up, etc.) | Throughout April |
| 3. Shortlist chosen | 30 April |
| 4. Site inspections | Throughout May |
| 5. Signed Contract | 1 June |
| 6. Host announced (to host conference two years later) | June, at conference |

OWAA's Site Selection Committee, including our Executive Director, Conference Planner, Second Vice President, one other board member and one general member, are responsible for choosing the conference location. The final decision will be made public following presentation to the OWAA Board of Directors at our Board meeting. You will be notified immediately of any decisions made.

Thank you!

We sincerely thank you for your interest in hosting our annual conference, in reaching our media members and for promoting all of your local outdoor experiences to outdoors people everywhere. We look forward to reviewing your bid and hope to be able to work with you to bring this mutually beneficial event to your destination!



OWAA Bid Questionnaire

NOTE: Your proposal must include a completed questionnaire. Proposals submitted without a completed questionnaire will be segregated, put into a sad little pile by themselves, and looked at disapprovingly before being herded into the recycling bin, unread.

Bidding Agency

Tourism board:

Website:

Address:

Point of contact:

Email:

Office phone:

Mobile phone:

Are you a member of OWAA? Yes / No

If Yes, for how many years?

Dates

Primary dates proposed:

Secondary dates proposed:

Tertiary dates proposed (optional):

If not selected, are you interested in being considered to host a future conference? Yes / No

Story

OWAA members would come to a conference in your destination, in large part, to get compelling stories. Imagine for a moment that we're in the future, one year after a successful OWAA conference has wrapped up there. As you're speaking with your superiors about the notable increases in outdoor tourism to your region that are directly attributable to the event, you show them some particularly good media hits that came from our attendees. What do those headlines say?

What are the most compelling stories your destination offers OWAA members? Has your destination successfully rebounded after a significant disaster? Do you have fabulous fishing, biking, rappelling or some other outdoor pursuit – that no one knows about yet? Do you have new outdoor products to show off to our attendees or perhaps a unique outdoor festival, event or celebration? Does your destination have a notable anniversary coming up in the future? As we look into the future, what are the headlines of the stories that you'll showcase to prove to your superiors the success of your initiative?

- 1.
- 2.
- 3.
- 4.
- 5.



Local Chair

A local OWAA member usually serves as the chair of a local committee formed to handle on-site coordination and support. Have you contacted an OWAA member to serve in this capacity? Yes / No

If Yes, that member's name:

TRANSPORTATION

Arrivals

Nearest primary airport:

Nearest secondary airport:

Airlines serving your airport(s):

Cities flying direct from/to:

Distance & time from airport to proposed venue:

Are there other transportation options available (bus, train, ferry)? If so, please detail frequency, distance from venue, etc.:



Transfers

What transfers are available between arrival hubs and the venue?

What is taxi/Lyft/Uber fare to hotel from airport:

Is free shuttle service available? Yes / No

What other shuttle options are there and what is their cost?

Is free shuttle service available between headquarters hotel, overflow hotel(s) and meeting facility, if meeting accommodations are not provided on-site? Yes / No

Tax Exemption

Can tax exempt status be obtained? Yes / No

What is the process for obtaining tax-exempt status?

Host Resort/Hotel

Property name:

Point of contact:

Number of rooms to be blocked:

Rooms

Specify rack rate and conference rate for year conference will be held. If rates cannot be specified, guarantee a percentage increase above which rates will not rise.

	Lodging/room Type	Rack Rate	Conference Rate
1.			
2.			
3.			
4.			
5.			

Comp room ratio:

Cumulative? Yes / No

Will you be able to comp four staff rooms for the duration of the event, and one suite for the OWAA President?

Yes / No

If No, what rate can you extend for OWAA staff:

Will room rates be extended three days before/after conference? Yes / No

Does hotel offer a booking rebate? Yes / No

If Yes, Percentage/Rebate Per Room Night:

Walking distance to meeting facility (if not in headquarters hotel):

In-room internet access fee (preferably complimentary):

Event/meeting area internet fee (preferably complimentary):

Discount/Comp offered by hotel:



Taxes:

Sales:

Room/Bed:

Total tax

Are there any other taxes or fees not listed above? Yes / No

If so, what tax and at what rate?

Parking

Rack parking rates for cars:

Conference parking rates for cars:

Rack parking rates for RVs:

Conference parking rates for RVs:

Can parking facility handle over-sized vehicles and trailers? Yes / No

Can parking facility reasonably accommodate 100 cars for attendees? Yes / No

Alternate Lodging Options

Is there an alternate/overflow hotel nearby? Yes / No

Property name:

Are there parking facilities for RVs at the headquarters and overflow hotels? Yes / No

Cost per day:

Are campgrounds available locally? Yes / No

Distance from headquarters hotel:

Cost per day:

Number of sites:

HOSPITALITY SUITES

It's long-standing tradition to have OWAA Supporting Groups offer hospitality suites in/around the headquarters hotel. What facilities are available for this purpose, such as suites, cabins or small meeting spaces (we prefer areas that outside food and beverage can be brought in such as large hotel rooms) – and what is their cost per night?

- 1.
- 2.
- 3.

Can sleeping rooms/suites be used as hospitality suites? Yes / No

Is there a furniture removal charge? Yes / No

Cost:

Can sponsors provide their own F&B to be served in the hospitality suites? Yes / No
If No, provide menus, bartender costs, taxes and gratuities.



MEETING FACILITIES

Property name:

Location:

Is the meeting space complimentary? Yes / No

Are the following rooms available?

- Banquet room capable of seating up to 250 (rounds)
- Three session rooms capable of seating 75 (1,000 sq. ft. ea.)
- Easily accessible/prominent registration area
- Auxiliary rooms (750 sq. ft.)
- Photo exhibit area (500 sq. ft.)
- Board meeting room (1,000 sq. ft.)
- Display Area for 20-30 Hallway Displays (in an open area such as near registration or a major hallway)

Total available square footage of event facilities?

Are room rental charges waived if meals are purchased from the meeting facility? Yes / No

If No, what is the room rental charge?

If Yes, is there a F&B minimum?

Attendees prepare and file stories during conference, hence the need for a working press room. The room must be equipped with:

- A high capacity printer/copier
- Two or three personal computers (with Internet access)
- Appropriate office supplies, such as paper, staplers, pens, etc.

Do you have such a press room, and can you supply the equipment noted above? Yes / No

Could a local partner potentially be found to sponsor the press room? Yes / No

Is complimentary wireless internet access available? Yes / No

Are the following available, and are they complimentary?

- Stage in general session room
- Basic 'living room-style' furniture (comfortable chairs, coffee table, etc.) for interview sessions
- Podiums in all meeting rooms (general session and session rooms)
- Skirted tables for panels in session rooms

Does the meeting facility have storage and drayage service? Yes / No

If No, is off-site contract service available? Yes / No

Name & phone number of off-site drayage company:

Audio/Visual

Are the following available and are they complimentary?

- 3-4 microphones (and sound) available in all meeting rooms
- Projectors and screens in all meeting rooms

If A/V equipment is not complimentary, is it available for rent?

If Yes, please provide list of prices as an attachment.

OWAA occasionally provides its own projectors. Is there a hook-in charge for use of our own equipment? Yes / No

MEALS

Is the meeting facility capable of providing meals? Yes / No

Provide lowest meal costs (and note if plated or buffet) for:

- Breakfasts:
- Lunches:
- Dinners:
- Cocktails:

Will F&B rates be discounted for our event? Yes / No

If yes, what is the percentage of the discount?

State current service charges:

NOTE: please be sure to include menus with pricing (rack rates and with any potentially discounted rates too) in your application.

SPONSORSHIP:

Monetary or in-kind sponsorship for some portion of the event is a key element of a proposal. Host cities traditionally sponsor the welcome dinner. In addition, you may choose to provide funding or underwrite another portion of the conference, such as; travel stipends, transfers, or some other element of the event.

Is your destination prepared to provide sponsorship? Yes / No

If Yes, please elaborate on your contribution, and any additional concessions:

- 1.
- 2.
- 3.
- 4.

Will you be able to introduce other local vendors to OWAA's team for us to approach about sponsorship or hosting an off-site event, including (but not limited to) other nearby CVB's, local craft spirits companies, other nearby resorts or attractions, local museums or renown regional manufacturers, etc.)? Yes / No

If Yes, list potential brands (or general categories) of potential regional sponsors that could be a good fit:

- 1.
- 2.
- 3.
- 4.





Pre/Post & Other Activities

Is your tourism board willing to work with local guides, outfitters and lodges to provide several complimentary (or deeply discounted) pre- and post-conference trips to qualified attending outdoor media?

Yes / No

Please provide with your proposal an attached list of suggested pre- and post-trips. These should consist of half-day opportunities that could be done during a half-day breakout as well as multi-day or farther away opportunities for pre- and post-conference trips. Descriptions should include and consider:

- Transportation details (start and end points, transfers, durations, etc.)
- Basic day-by-day itinerary
- At least 150 words of descriptive text
- Descriptive photo(s) we can use in marketing the trips

Many spouses, partners and family members accompany conference attendees. Can separate programs and activities be provided for them?

Yes / No

If Yes, please provide a list of suggested activities.

Would the trips be covered by insurance, be it by the tourism board's policy or the company charged with running the trip? Yes / No

If Yes, please provide details:

BREAKOUT DAY

One half day is devoted to outdoor demos by equipment companies. Ideal sites have water for boating/casting demos, facilities for shooting and archery, access to an area for truck driving demos plus an open flat area to accommodate booths. We realize that might not all be possible in one site, but please provide information on possible properties. Preference will be given to facilities that can accommodate as many different types of demos as possible and sites within 20 minutes from the host hotel are ideal.

Primary Site

Site name:

Distance from headquarters hotel:

Is transportation complimentary? Yes / No

If No, what is the cost per bus for rental?

Can site be reserved for exclusive use by OWAA? Yes / No

Are all rental/permit fees covered? Yes / No

If No, what are the total fees?

Are there toilet facilities onsite? Yes / No

If No, will a portable toilet be provided by your destination or some other local agency?

Can a meal be served on-site, and will it be provided by your destination or some other local agency? Yes / No

If Yes, is a specific caterer required and what company is that?

If No, what would boxed lunches cost?

Corporate members exhibiting during Breakout Day will require tables, chairs, canopies and tents. Will those be provided by your destination or some other local agency? Yes / No
If No, what is the estimated cost of renting that equipment and from what local company?

Is the proposed site capable and willing to receive/store shipments from displaying companies? Yes / No



Secondary Site

Site name: Distance from headquarters hotel:

Is transportation complimentary? Yes / No

If No, what is the cost per bus for rental?

Can site be reserved for exclusive use by OWAA? Yes / No

Are all rental/permit fees covered? Yes / No

If No, what are the total fees?

Are there toilet facilities onsite? Yes / No

If No, will a portable toilet be provided by your destination or some other local agency?

Can a meal be served on-site, and will it be provided by your destination or some other local agency? Yes / No

If Yes, is a specific caterer required and what company is that?

If No, what would boxed lunches cost?

Corporate members exhibiting during Breakout Day will require tables, chairs, canopies and tents. Will those be provided by your

destination or some other local agency? Yes / No

If No, what is the estimated cost of renting that equipment and from what local company?

Is the proposed site capable and willing to receive/store shipments from displaying companies? Yes / No

SITE VISITS/BOARD MEETING

Should your site make the “short-list” will you provide a complimentary site visit for a majority of the site selection committee within the coming year (3-5 people)? Yes / No

If Yes, what time frame(s) is(are) ideal for the site visit?

Should your site be selected to host the conference, will you provide a complimentary site visit for the majority of the site selection committee one year prior to the conference dates to begin the planning process? Yes / No

If Yes, what time frame(s) is(are) ideal for the site visit?

Would your destination be interested in hosting the winter meeting of the OWAA Board of Directors (in mid- to late-February) in the year leading up to conference? Doing so helps our team further familiarize ourselves with your facilities, outdoor opportunities, stories, key players and other important elements of a conference. It also helps build ‘buzz’ around the event as we start to promote it to our membership – and generally results in some media placements from the Directors themselves. Your destination would need to cover hotel rooms, transfers, activities and meals for 10-15 Directors and staff. The agenda would include dinner for the Executive Committee one night, a board meeting and board dinner the next day and then generally a day or two of outdoor activities. These activities allow us to get a sense of your outdoor adventures and also place stories about your destination, since our board are outdoor media as well. Yes / No

AUTHORIZED REPRESENTATIVE

Name:

Title:

Signature:

Company/Agency:

Date:



Appendix A: Draft Schedule

Thursday		Room Assignment
6 p.m.	ExComm meet for dinner	private dining area?
6+ p.m.	ExComm Meeting	private dining area?

Friday		Room Assignment
8 a.m.	Board Breakfast	Meeting Room A
9 a.m. - 5 p.m.	Board Meeting	Meeting Room A
Noon - 1 p.m.	Board Lunch	Meeting Room A
Noon - 8 p.m.	Registration	2nd Floor Robinson Center
1 - 5 p.m.	Pre Conference Workshop	Meeting Room BC
1 - 5 p.m.	3-Day Display set-up	Prefunction Space
1 - 5 p.m.	Pre Conference Workshop	Ballroom C
2 - 5 p.m.	BOC workshop	Meeting Room D
5 - 5:30 p.m.	Green Ribbon Meeting	Meeting Room D
6 - 8 p.m.	Dinner on your own	
8:30 - 11:30 p.m.	Presidents Hospitality	DoubleTree

Saturday		Room Assignment
7 a.m. - 6 p.m.	Registration	2nd Floor Robinson Center
7:30 a.m. - 8:15 a.m.	Opening breakfast	Robinson Ballroom AB
8:15 - 9 a.m.	Keynote	Robinson Ballroom AB
9 a.m. - 6 p.m.	3-Day Displays	Prefunction Space
9 a.m. - 6 p.m.	EIC Winners Showcase	Meeting Room D
9 a.m. - 6 p.m.	Press Room	Riverside West?
9 a.m. - 6 p.m.	Coffee Break Station	2nd Floor Robinson Center
9:45 - 10:45 a.m.	Sessions	Meeting Room BC
9:45 - 10:45 a.m.	Sessions	Ballroom C
10 - 11 a.m.	Spouse Welcome	Meeting Room A
11 a.m. - Noon	Sessions	Meeting Room BC
11 a.m. - Noon	Sessions	Ballroom C
12:15 - 1:30 p.m.	Newsmaker Roundtable Discussion Lunch	Robinson Ballroom AB
1:45 - 3:15 p.m.	Sessions	Meeting Room BC
1:45 - 3:15 p.m.	Sessions	Ballroom C
3:30 - 5 p.m.	General Session	Salon A
5:15 - 6:45 p.m.	Membership Meeting	Salon BC
7 - 8:30 p.m.	Welcome Dinner	TBD
9 - 11:30 p.m.	Hospitality Suites	DoubleTree

Sunday		Room Assignment
6 a.m.	Roll n Run	DoubleTree
7 a.m. - 6 p.m.	Registration	2nd Floor Robinson Center
7 a.m. - 6 p.m.	3-Day Displays	Prefunction Space
7 a.m. - 6 p.m.	EIC Winners Showcase	Meeting Room D
7 a.m. - 6 p.m.	Press Room	Riverside West?
7 a.m. - 6 p.m.	Coffee Break Station	2nd Floor Robinson Center
7 - 8 a.m.	Breakfast	Robinson Ballroom AB
8 a.m.	Buses begin for Breakout Day	DoubleTree

8:30 a.m. - 12:30 p.m.	Breakout Day	ARGFC shooting center
12:30 - 1:15 p.m.	Lunch @ Breakout Day	ARGFC shooting center
2:15 - 3 p.m.	Sessions	Meeting Room BC
2:15 - 3 p.m.	Sessions	Ballroom C
3:15 - 4 p.m.	Sessions	Meeting Room BC
3:15 - 4 p.m.	Sessions	Ballroom C
4:15 - 6:15 p.m.	General Session	Salon A
4:30 - 5:30 p.m.	Supporting Group Business Meeting	Meeting Room A
5 p.m.	Silent Auction opens	Meeting Room D
6:30 - 8:30 p.m.	EIC Awards Party	Robinson Ballroom AB
9 - 11:30 p.m.	Hospitality Suites	DoubleTree

Monday		Room Assignment
7 a.m. - 6 p.m.	Registration	2nd Floor Robinson Center
7 a.m. - 6 p.m.	3-Day Displays	Prefunction Space
7 a.m. - 6 p.m.	EIC Winners Showcase	Meeting Room D
7 a.m. - 6 p.m.	Press Room	Riverside West?
7 a.m. - 6 p.m.	Coffee Break Station	2nd Floor Robinson Center
7 a.m. - 5 p.m.	Silent Auction	Meeting Room D
7 - 8 a.m.	Board Meeting #2	Meeting Room A
7:30 a.m. - 8:15 a.m.	Breakfast	Robinson Ballroom AB
8:15 - 9 a.m.	Keynote #2	Robinson Ballroom AB
9:15 - 10:15 a.m.	Sessions	Meeting Room BC
9:15 - 10:15 a.m.	Sessions	Ballroom C
10:30 a.m. - Noon	Sessions	Meeting Room BC
10:30 a.m. - Noon	Sessions	Ballroom C
12:15 - 1:15 p.m.	Lunch	Robinson Ballroom AB
1:30 - 2:30 p.m.	Sessions	Meeting Room BC
1:30 - 2:30 p.m.	Sessions	Ballroom C
2:45 - 3:45 p.m.	Sessions	Meeting Room BC
2:45 - 3:45 p.m.	Sessions	Ballroom C
4 - 5:30 p.m.	General Session	Salon A
5:45 - 6:45 p.m.	Circle of Chiefs Meeting	Meeting Room A
7 - 9 p.m.	Honorary Awards Banquet	Robinson Ballroom AB
9:30 p.m. +	Last Chance Luau	DoubleTree

Appendix B: Room Block Pick-Up Examples

Billings, MT - 2016

GUEST ROOM BLOCK	Thu 7/14	Fri 7/15	Sat 7/16	Sun 7/17	Mon 7/18
King Bed	5	20	20	20	20
Queen Bed	5	40	40	40	20
Two Queen Beds	10	60	60	60	50
King Executive	5	40	40	40	10

Total Room Nights: 530

Doubletree Little Rock - Outdoor Writers Association of America – 2019						
	6/20	6/21	6/22	6/23	6/24	6/25
Prez Suite	1	1	1	1	1	0
Governor Suite		1	4	4	1	0
King Exec Suite	2	2	2	2	2	0
King Sofa	5	5	5	5	5	0
King	15	68	68	68	43	0
Double	3	60	60	60	35	0
Total	30	140	140	140	90	0