

**Board of Directors Meeting
Kalispell Tourism Business Improvement District
Wednesday – June 5, 2019
3:00 pm – 5:00 pm**

Location: Kalispell Chamber of Commerce

AGENDA

3:00 pm Meeting Called to Order: Dawn Hendrickson, Chair of the Board

1. Hear from the Public

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

2. Board Action Items

- a) Approval of minutes from May 1, 2019
- b) Approval of TBID financial statements for April 2019

3. Board Discussion

- a) Event updates - Montana Spartan Race
- b) Event grant updates
- c) Marketing updates
- d) Group, M&C updates
- e) FY20 Consumer Travel Show Schedule
- f) Strategic plan discussion

Enclosures: May 1, 2019 minutes
TBID financial statements for April 2019
KCVB reports

For Further Information Please Contact:

Dawn Hendrickson, Board Chairman dawn.hendrickson@hilton.com or 406-890-7021
Diane Medler, KCVB Director diane@discoverkalispell.com or 406-758-2808

2019 TBID Board Meeting Schedule (subject to change)

(Meetings are held at the Kalispell Chamber unless otherwise notified)

January 23	February 6	March 6	April 3	May 1	June 5
July 10	August 7	September 4	October 2	November 6	December 4

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

Board of Directors Meeting
Kalispell Tourism Business Improvement District
May 1, 2019
3:00 pm
Location: Kalispell Chamber Conference Room

Minutes

Board Members Present: Zac Ford, Dawn Hendrickson, Sean Morris, Lucy Weeder, Emily Schroeder, Janet Clark, Bryce Baker

Board Members Absent: none

Staff Present: Diane Medler, Joe Unterreiner, Dawn Jackson, Vonnie Day, Meche Ek

Guests: Heidi Gilmond, Red Lion; Alan Brooks and Ben Mumm, Flathead County Human Trafficking Task Force

Meeting was called to order by Chair Dawn Hendrickson at 3:04 pm.

1. Hear from the Public – none
2. Presentation by Alan Brooks and Ben Mumm, Flathead County Human Trafficking Task Force. Since lodging facilities are sometimes used for traffickers, they would like to enlist local lodging management and staff watching for possible trafficking in their properties. Alan and Ben are offering a presentation at the Red Lion, May 2 at 10am on how lodging personnel can help identify and report trafficking activities. TBID members are invited and encouraged to attend. Based on observing local digital communications, the busiest time of year for trafficking in the Flathead Valley is Spartan Race weekend. Department of Homeland Security's Blue Campaign is a great resource for hoteliers and can be downloaded on the MLHA website.
3. Event grant application – Northern Rodeo Finals. NRF representative, Bo Wagner, called in to provide a summary of the event. Event grant application is available in board packet. Motion was made by Bryce Baker to approve a grant of \$4,000 cash plus 10 complimentary room nights. The cash amount will be paid directly to Majestic Valley Arena. Motion was seconded by Sean Morris. Discussion: the event will be held at the Majestic Valley Arena October 24 – 26, 2019. The event has not been held in Kalispell, was in Butte for the last few years then Billings before that. NRF applied for \$7,500 in grant funds to be used for facility costs. Approximately 110 contestants will participate over three evenings plus juniors and warmup events will take place during the day. Organizers estimate the event will yield 250 – 350 room nights. NRF will be advised that the grant may not be awarded in subsequent years. Board approved unanimously.
4. Board Action Items
 - a. Approval of minutes from April 3, 2019:

Motion was made by Emily Schroeder to approve the minutes. Motion was seconded by Lucy Weeder. Discussion: none. Board approved unanimously.

- b. Approval of TBID financial statements for March, 2019:
Motion was made by Sean Morris to approve the financial statements. Motion was seconded by Emily Schroeder. Discussion: None. Board approved unanimously.

2. Board Discussion

a. Event updates:

Montana Indoor Soccer Championship –the tournament is a solid event with surveys indicating a 4.4/5 approval rate. Respondents did not favor the addition of the second location. A review is being conducted of possible partners for next year's event. The ending account balance for the event is \$8,000+. The only limitation on participation is the venue. Next year, we will plan to have three fields in the Trade Center.

Spartan Race-Spartan is holding an open house for racers Friday, 4 – 6pm to preview parts of the course. VIP parking passes and spectator passes are available for TBID board members. Registration two weeks ago was 6,800. Total registration is expected to be over 7,000.

b. Marketing updates:

- Visitor guide requests are burgeoning due to increased visibility on the new website and redirect ads on Facebook. More than 600 requests for mailed copies of the guide have been received through the Facebook ad campaign. Email addresses from all respondents are added to our database.
- The spring campaign promoting new non-stop flights is running.
 - Includes an extensive digital campaign in Dallas area using MOTBD and Glacier AERO funds.
 - Press trip with 3-6 selected travel media from Dallas to take the inaugural flight and spend 4 days in the valley including WF, GNP and Kalispell. Kalispell's itinerary includes two nights in Kalispell, a kayak excursion on Flathead Lake, tour and activity at Purple Mountain Lavender Farm, tour of the Conrad Mansion, and meals at downtown Kalispell restaurants.
 - Electronic billboard displays in Chicago transit stations promoting the non-stop flights ORD-FCA.
 - Discover Kalispell is running a digital campaign in the LA market promoting the non-stop flights LAX-FCA.
 - Also electronic billboards and a terminal takeover at John Wayne Airport promoting the LAX-FCA flights which is a coop campaign with Whitefish CVB and Glacier AERO.

c. Group, M&C updates:

- Dawn is currently attending International Roundup in Spearfish, SD, continuing to build relationships with tour operators established last year when Kalispell hosted the IRU.
- Diane and Dawn attended the Governor's Conference on Tourism in Butte during April.
- Meeting planners are being recruited and qualified to attend a Kalispell FAM in June following the Glacier Country FAM.
- Dawn is maintaining a List of Upcoming Conferences & Events as a resource for hotels. The list is updated regularly as part of her board report in the monthly board packet.
- Discover Kalispell is hosting a Post FAM to the Beer Now Conference which is being held in Great Falls in June. The Kalispell Post Fam takes place on Sunday, June 9. The group consists of 30+ beer bloggers and influencers. Their Kalispell visit includes an excursion to GNP, a scavenger hunt, and a

private event at the Museum at Central School where they'll sample local beers and meet with reps from Flathead Valley breweries.

- Discover Kalispell is hosting a press trip in June with a journalist on assignment with NW Travel Magazine doing a story on biking in Kalispell and area. He will bike on the GTTS road and also spend time on the Rails to Trails and visit shops, restaurants, etc. in Kalispell.

e. Wrap up of the 2019 state legislature bills impacting hotels and tourism – Joe Unterreiner.

Three major issues were addressed that may have a big impact on state tourism:

- SB 338 – added 1% to the state bed tax with resulting additional funds to go to the state museum in Helena, Virginia and Nevada Cities, and the Daley Mansion.
- HB 661 – a compromise was reached to set the Aviation Fuel Tax at 3% rather than the proposed 12%. Increased fuel costs may cause airlines to require AERO to provide increased minimum revenue guarantees.
- Aquatic Invasive Species – \$400,000 was pulled from the Montana Office of Tourism's bed tax funding and allocated toward AIS prevention.

f. Additional notes on AERO:

- The American Airline flights from Dallas to Kalispell were added without incentive to the airline.
- Billings and Missoula had to do a \$1 million MRG to add AA service.
- AERO will have to pay \$47,000 MRG for the Chicago flight. Seats were down and fuel costs were up.
- The Chicago flight came in five years ago and AERO has had to contribute to a MRG every year.
- AERO paid MRG on the San Francisco winter flight two years ago.
- Discover Kalispell has contributed cash and in-kind marketing to support new flights.

Meeting was adjourned at 4:24 pm.

Respectfully Submitted: Diane Medler

For Further Information, please contact:

Diane Medler, CVB Director, diane@discoverkalispell.com or 406-758-2808

Kalispell Tourism Business Improvement District
Summary of Financials
June 5, 2019

TBID Funds – Expense Summary April 2019

Admin: Rent; bookkeeping; telephone (office, Verizon); postage; copies; email accounts

Research, Education, Memberships: Strategic plan consultant; Gov Conf on Tourism expenses (Dawn)

Website: SEO/SEM management and ad buy

Consumer: airport stocking fee; Calgary Outdoor show expenses; quarterly newsletter; visitor guide design services.

Events: transfer partial approved budget to KCVB account for Indoor Soccer; State Track meet event grant

Meetings & Convention: Conference RFP services; IDSS quarterly payment; quarterly newsletters

KCVB Event Funds - Summary April 2019

Spartan 2019: (\$30,000 FY19 TBID)

Balance forward from 2018: 0

Income: \$32,575.00

Expenses: \$8,641.91

Balance: \$23,933.09

Indoor Soccer 2019: (\$20,000 FY19 TBID) **used partial approved budget

Balance forward from 2018: \$3,059.90

Income: \$27,560.99

Expenses: \$19,187.82

Balance: \$11,432.97

ARes 2019:

Balance forward from 2018: \$3,250.00

Income: \$27.07

Expenses: \$0

Balance: \$3,277.07

Tourism Business Improvement District
Balance Sheet
As of April 30, 2019

	<u>Apr 30, 19</u>
ASSETS	
Current Assets	
Checking/Savings	
1010 · Checking	150,602.90
1020 · Whitefish Credit Union	56,768.74
Total Checking/Savings	<u>207,371.64</u>
Total Current Assets	207,371.64
Fixed Assets	
1710 · Office Equipment	3,967.64
1820 · Web Site Development	25,230.44
Total Fixed Assets	<u>29,198.08</u>
TOTAL ASSETS	<u>236,569.72</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	21,200.68
Total Accounts Payable	<u>21,200.68</u>
Total Current Liabilities	<u>21,200.68</u>
Total Liabilities	21,200.68
Equity	
32000 · Unrestricted Net Assets	152,830.05
Net Income	62,538.99
Total Equity	<u>215,369.04</u>
TOTAL LIABILITIES & EQUITY	<u>236,569.72</u>

Tourism Business Improvement District
Profit & Loss - FY19
April 2019

05/23/19

Accrual Basis

	Apr 19	Jul '18 - Apr 19
Income		
4000 · TBID Revenue	1,674.00	504,216.00
4100 · Interest Income	28.16	185.42
Total Income	1,702.16	504,401.42
Expense		
5000 · Staffing	17,301.22	200,732.49
5100 · Administrative		
5115 · Annual Report/Mtg	0.00	1,452.75
5199 · Other Admin	0.00	3,344.82
5350 · City of Kalispell Admin Fee	0.00	5,000.00
5110 · Bank Fees	3.10	24.50
5120 · Audit	0.00	1,163.00
5125 · Bookkeeping	200.00	2,570.00
5140 · Office Supplies	55.10	521.65
5150 · Postage & Copies	467.07	2,052.58
5160 · Rent	700.00	7,000.00
5165 · Storage Unit	0.00	215.69
5180 · Telephone	199.62	2,228.97
5185 · Travel & Entertainment	38.87	952.46
5190 · Technology Support	0.00	420.00
Total 5100 · Administrative	1,663.76	26,946.42
5200 · Research & Education		
5255 · Strategic Planning	8,666.00	26,422.86
5240 · Research	0.00	28.94
5210 · Smith Travel Reports	0.00	6,700.00
5230 · Organizational Memberships	0.00	3,565.00
5220 · Training & Education	203.16	1,223.38
Total 5200 · Research & Education	8,869.16	37,940.18
5250 · Web Site		
5260 · New Website	0.00	16,715.00
5270 · Maintenance & Enhancements	0.00	790.51
5280 · SEO & SEM	1,499.50	6,523.00
Total 5250 · Web Site	1,499.50	24,028.51
5400 · Consumer Marketing		
5405 · Photo and Video Library	0.00	2,799.00
5430 · Social Media Admin & Adv	845.00	3,808.88
5440 · Creative Services	0.00	20,000.00
5450 · Media Buy Online	0.00	25,883.84
5460 · Travel Show Attendance	939.47	8,104.22
5470 · Trade Show Booth	0.00	629.28
5480 · Airport Displays	75.00	550.00
5420 · E-Marketing	449.95	1,264.28
5496 · Visitor Guide & Niche Brochures	4,000.00	4,510.00
Total 5400 · Consumer Marketing	6,309.42	67,549.50
5500 · Event Marketing		
5548 · Events Operations Management	0.00	6,000.00
5501 · Dragon Boat	0.00	18,377.86
5504 · Winter Event	10,000.00	17,100.23
5549 · Other Event Marketing	4,000.00	6,675.00
Total 5500 · Event Marketing	14,000.00	48,153.09
5550 · Meetings & Conventions		
5565 · Meeting Planner Shows	0.00	8,054.77
5567 · Meeting Planner FAM	0.00	220.17
5570 · Meeting Planner Incentive Progm	640.00	9,690.62
5574 · M&C Collateral, Website	0.00	94.00
5583 · Customer Relationship Mgmt Syst	1,500.00	4,500.00

Tourism Business Improvement District
Profit & Loss - FY19
April 2019

	<u>Apr 19</u>	<u>Jul '18 - Apr 19</u>
5575 · Advertising/Enews	860.34	4,787.27
Total 5550 · Meetings & Conventions	3,000.34	27,346.83
5650 · Publicity		
5660 · Travel Media Press Trips/FAM	0.00	2,409.78
5665 · Proactive & Reactive PR	0.00	1,492.93
5680 · Kalispell Branded Merchandise	0.00	1,024.41
Total 5650 · Publicity	0.00	4,927.12
Total Expense	52,643.40	437,624.14
Net Income	<u>-50,941.24</u>	<u>66,777.28</u>

Tourism Business Improvement District
Profit & Loss Budget vs. Actual FY19
 July 2018 through April 2019

	<u>Jul '18 - Apr 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Income				
4000 · TBID Revenue	504,216.00	606,000.00	-101,784.00	83.2%
4100 · Interest Income	185.42			
Total Income	<u>504,401.42</u>	<u>606,000.00</u>	<u>-101,598.58</u>	<u>83.2%</u>
Expense				
5000 · Staffing	200,732.49	238,000.00	-37,267.51	84.3%
5100 · Administrative	26,946.42	29,000.00	-2,053.58	92.9%
5200 · Research & Education	37,940.18	18,500.00	19,440.18	205.1%
5250 · Web Site	24,028.51	37,000.00	-12,971.49	64.9%
5400 · Consumer Marketing	67,549.50	80,500.00	-12,950.50	83.9%
5500 · Event Marketing	48,153.09	93,000.00	-44,846.91	51.8%
5550 · Meetings & Conventions	27,346.83	80,000.00	-52,653.17	34.2%
5650 · Publicity	4,927.12	30,000.00	-25,072.88	16.4%
Total Expense	<u>437,624.14</u>	<u>606,000.00</u>	<u>-168,375.86</u>	<u>72.2%</u>
Net Income	<u><u>66,777.28</u></u>	<u><u>0.00</u></u>	<u><u>66,777.28</u></u>	<u><u>100.0%</u></u>

Kalispell Chamber of Commerce
KCVB P&L by Class
 January through April 2019

	<u>Spartan</u>	<u>Indoor Soccer</u>	<u>aRes</u>	<u>TOTAL</u>
Income				
4025.00 · Program Revenue	1,000.00	399.60	27.07	1,426.67
4700.00 · Special Events	2,575.00	17,161.39	0.00	19,736.39
4410.00 · TBID Revenue	29,000.00	10,000.00	0.00	39,000.00
Total Income	<u>32,575.00</u>	<u>27,560.99</u>	<u>27.07</u>	<u>60,163.06</u>
Gross Profit	32,575.00	27,560.99	27.07	60,163.06
Expense				
5000.00 · Direct Program	6,300.05	12,999.08	0.00	19,299.13
5060.00 · Bank Fees & Service Charges	165.54	156.87	0.00	322.41
5260.00 · Insurance	1,243.00	700.00	0.00	1,943.00
5520.00 · Professional Fees	180.00	4,269.51	0.00	4,449.51
5500.00 · Printing & Publications	0.00	213.50	0.00	213.50
5400.00 · Miscellaneous	479.00	39.87	0.00	518.87
5420.00 · Office	274.32	310.10	0.00	584.42
5740.00 · Travel	0.00	498.99	0.00	498.99
Total Expense	<u>8,641.91</u>	<u>19,187.92</u>	<u>0.00</u>	<u>27,829.83</u>
Net Income	<u>23,933.09</u>	<u>8,373.07</u>	<u>27.07</u>	<u>32,333.23</u>

KALISPELL CONVENTION & VISITOR'S BUREAU
 EVENT BALANCES
 Accrual Basis

	SPARTAN RACE	INDOOR SOCCER	MTGS & CONV	VC MERCH	BWD BROCHURE	ARES	TOTAL
2018 Balance Forward	0.00	3,059.90	0.00	80.50	100.00	3,250.00	6,490.40
January 2019	0.00	500.95	0.00	0.00	0.00	0.00	500.95
February 2019	(20.00)	3,938.87	0.00	0.00	0.00	0.00	3,918.87
March 2019	(4,753.55)	(3,692.53)	0.00	0.00	0.00	17.75	(8,428.33)
April 2019	28,706.64	7,625.78	0.00	0.00	0.00	9.32	36,341.74
May 2019	0.00	0.00	0.00	0.00	0.00	0.00	0.00
June 2019	0.00	0.00	0.00	0.00	0.00	0.00	0.00
July 2019	0.00	0.00	0.00	0.00	0.00	0.00	0.00
August 2019	0.00	0.00	0.00	0.00	0.00	0.00	0.00
September 2019	0.00	0.00	0.00	0.00	0.00	0.00	0.00
October 2019	0.00	0.00	0.00	0.00	0.00	0.00	0.00
November 2019	0.00	0.00	0.00	0.00	0.00	0.00	0.00
December 2019	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EVENT BALANCES	23,933.09	11,432.97	0.00	80.50	100.00	3,277.07	38,823.63

Beer Now Kalispell Post Excursion

Discover Kalispell is hosting 30 beer industry bloggers and influencers in Kalispell. This is a post-excursion, following the Beer Now conference held in Great Falls June 6-8. Following a bus ride from Great Falls, we'll meet the group in GNP for lunch and a short activity then head down to Kalispell for a private event at the Museum at Central School featuring our local breweries. After a night's stay at the Red Lion Hotel all but two fly back to their homes in GA, AB, WV, VA, MA, NM, WI, TN, GA, CO, CA, TX, OR, and IL.

Press Trips

As part of the extensive campaign underway in Dallas, Chicago and Los Angeles markets to promote the new non-stop flights to Kalispell, we are hosting a press trip. Three media reps from Dallas and one from Chicago will take the inaugural American Airlines flight on June 6th then spend four days exploring our area. Explore Whitefish is hosting for two nights, and Discover Kalispell is hosting for two nights. In between they have a full schedule of a variety of activities, good food, and good drink.

We are hosting a journalist on assignment with NW Travel Magazine on June 14-16 to write about bike trails in Kalispell and riding the Going To The Sun Road.



Spring Photo Shoot

Last week we completed a photo shoot with Chuck Haney featuring shots from downtown stores, galleries and brewery, hiking at Lone Pine and Herron Park and some beautiful scenic panoramic shots looking across Kalispell to Glacier from Lone Pine. This shoot featured our 'active mature' audience which is a dominate age group that interacts with our website and advertising.



Digital Updates – April

- Overall website traffic was up 30% with over 10k unique users creating over 42k page views
- Facebook organic impressions were up 211% - over 456k impressions total.
- Twitter had over 36k impressions and Instagram gained 106 followers
- Google Ads (SEM) generated over 770k impressions with 552 clicks
- Facebook ads generated over 326k impressions with 5,796 clicks

TBID Board of Directors Meeting June 5, 2019 Marketing Updates

- Linked In Ads (M&C promotions) generated over 97k impressions and 540 clicks to the Meetings section of DiscoverKalispell.com
- In April alone we generated 398 visitor guide requests from the ad campaign

TBID Collections - Q3 FY19 (Jan-Mar) total collections were \$92,030, a 10% decrease over Q3 FY18.

STR Report – April

YTD April '19 vs April '18: OCC: 39.3% / -11.4%; ADR: -\$74.60 / -1.6%; RevPAR: -\$29.29 /-12.8%. Three properties did not report.

STR Comp set data:

	Current Month - April 2019 vs April 2018											
	Occ %		ADR		RevPAR		Percent Change from April 2018					
	2019	2018	2019	2018	2019	2018	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold
Kalispell, MT+	39.3	44.3	74.60	75.84	29.29	33.59	-11.4	-1.6	-12.8	-7.9	5.6	-6.4
Missoula, MT+	59.1	60.6	93.53	91.06	55.31	55.20	-2.5	2.7	0.2	5.8	5.6	3.0
Butte, MT+	46.7	42.3	85.18	79.06	39.75	33.47	10.2	7.7	18.8	18.3	-0.4	9.8
Bozeman, MT+	67.0	59.3	92.60	88.31	62.05	52.40	12.9	4.9	18.4	19.9	1.3	14.3
Whitefish, MT+	41.9	34.4	86.51	85.80	36.27	29.51	21.9	0.8	22.9	34.1	9.1	33.0
Rapid City, SD	39.5	38.7	59.37	61.14	23.47	23.63	2.3	-2.9	-0.7	-0.1	0.7	2.9
Coeur D Alene, ID+	65.6	62.0	104.63	103.88	68.69	64.44	5.8	0.7	6.6	6.5	-0.1	5.8
Bend, OR+	67.1	70.2	115.78	117.01	77.68	82.19	-4.5	-1.1	-5.5	4.3	10.4	5.4
Spokane, WA+	64.9	64.8	109.12	108.66	70.80	70.37	0.2	0.4	0.6	1.6	1.0	1.2
Billings, MT+	54.7	68.0	94.86	91.34	51.86	62.07	-19.6	3.9	-16.5	-16.5	-0.1	-19.6
Boise, ID+	72.0	69.5	110.51	106.66	79.54	74.15	3.5	3.6	7.3	11.6	4.1	7.7
Great Falls, MT+	52.9	50.1	86.03	83.52	45.51	41.81	5.7	3.0	8.9	8.9	0.0	5.7
Helena, MT+	60.9	55.7	96.81	96.58	58.92	53.76	9.3	0.2	9.6	9.4	-0.2	9.1
Lethbridge, AB+	66.4	52.6	83.23	85.50	55.26	44.97	26.2	-2.7	22.9	22.9	0.0	26.2
Kalispell:												
Economy Class+	33.9	40.0	53.36	53.51	18.11	21.38	-15.1	-0.3	-15.3	-15.3	0.0	-15.1
Mid/UpperUp/Upscale	41.7	46.5	82.66	85.55	34.51	39.78	-10.2	-3.4	-13.2	-5.9	8.4	-2.6

May 2019 Sales Sheet

Dawn Jackson, Group Sales Manager

RFP's/RFI's Sent:

- 2020 MT Ghosttown Preservation Society-September
- 2020-2021-2022 MT DECA State Career Development Conference-3 year contract for February dates
- 2020-Fearless Living Institute (CVENT)-June 2020

Proposals Sent:

- 2020-2021-2022 MT DECA State Career Development Conference-3 year contract for February dates

Working leads:

- 2020 Outdoor Media Summit (OMS)-April or May-Kalispell has made the finalist list-working with coordinators-we should know by the end of June
- 2020 POMA-Professional Outdoor Media Association-the organizers have chosen another location for 2020 but want to select 2021 for Kalispell to host that year.
- 2020 MEDA-MT Economic Development Association-Kalispell has been selected for their 2020 Spring conference and will begin working with them this summer.
- 2020 MT Newspaper Association Annual Conference (BIH)-June-have not decided 2020 location-will continue communication with them
- 2021 MT Training Conference (Council on Problem Gambling)-June-will be hosting their event in Kalispell-will start making plans following June conference
- 2021 Battalion Reunion (BIH)-May or June-Returned from their reunion and voting on Kalispell at April Board Meeting
- 2020 Athena Pack Conference (BIH)-March-typically held in Bozeman and will consider Kalispell following their May event

Working leads on hold:

- 2020 Regional or State Trails Symposium and Professional Trailbuilder's Association (BIH)-on hold
- 2020 Montana High School Lacrosse Association-will begin process of working with the clubs to see if there is enough support to bid on the 2020 Championship Game
- 2021 MT Meat Processors Conference (BIH)-April-left message for contact – Have not heard back-Red Lion will follow up on

Leads Lost:

Groups Won:

- 2021 Battalion Reunion-Spring-Group has chose Kalispell-will send out RFP's to determine hotel

Groups Assist:

- 2021 MT District #5350 Conference (Rotary)-helped with offsite tour ideas
- 2020 WELD activity information, off-site venue suggestions, transportation
- 2019 International Conference of Low Volume Roads-Transportation
- 2019 Haas Technical Education Class-working on specific spouse outing itineraries

April Highlights

- Attended International Roundup in Spearfish SD. Met with 38 domestic and international tour operators-recap and follow up will be available
- Managed the Spartan beer booth
- Spoke about agriculture panel for Leadership Flathead May session about agritourism
- Toured Mountain Meadow Herb meeting space
- Met with Dan Brewer from Smart Meetings
- Interview at KGEZ with Diane to promote May-Tourism Matters - Kalispell Chamber Luncheon

- Spoke on the Tourism Matters Panel for the Kalispell Chamber Luncheon
- Provided information for an article in Flathead Beacon regarding lodging properties and occupancies
- Participated in Hidden Keys test group for their new launch to bring the game to you for groups of 20-240
- Arranged a lodging tour for Whitefish hotel sales staff to come to Kalispell and visit the new and newly renovated properties, will schedule a date and time to go to Whitefish for a hotel visit with our Kalispell sales team
- Prepared for International Powwow in Anaheim-tour operator trade
- Prepared for June FAM Trip to welcome 4 meeting planners to Kalispell
- Preparing details for 2020 USS St. Paul site inspection in June
- Worked on Beer Now details
- Assisted with 4 teams needing rooms for the 3 Blind Refs
- Assisted with updating Kalispell hotels for Under the Big Sky Festival in Whitefish this July

Future Conferences & Events:

- 2019 High School Graduation-June 1, 2019
- 2019 Plein Air Paint Out-May 30-June 2, 2019
- 2019 High School Graduation-June 1, 2019
- 2019 Three Blind Ref's Soccer Team-May 31-June 2
- 2019 Herd Bull Pow Wow Championship-June 6-9, 2019
- 2019 Kalispell Beer Now Post Excursion-June 9-10
- 2019 MT Showcase Soccer Tournament-June 15-16, 2019
- 2019 MT Young Professionals Summit-June 12-14, 2019-Hilton
- 2019 National Association of Postal Supervisors-Hilton
- 2019 Under the Big Sky Festival-July 12-14-Whitefish
- 2019 Haas Technical Education Class-July 21-26, 2019-Hilton & Red Lion
- 2019 Event at Rebecca Farms-July 24-28, 2019
- 2019 MT Auto Dealers Association-August 9-11-Hilton
- 2019 Purpose Driven Tours-August 14-15, 2019-BW Flathead Lake Inn & Suites
- 2019 International Conference of Low Volume Roads-September 15-19, 2019-Hilton & Red Lion
- 2019 NWPPA Board of Trustees-September 11-12, 2019-Hilton
- 2019 MT Communicator Conference-September 27-28, 2019-Red Lion
- 2019 National Rodeo Association-October 24-26, 2019

2020

- 2020 WELD-Western Extension Leadership Development-May 17-23, 2020-Hilton
- 2020 MEDA-MT Economic Development Association-May dates tbd
- 2020 York Fun Club-July 21-22, 2020-Red Lion
- 2020 USS Saint Paul Association-August or September 2020-Kalispell confirmed-lodging/date TBD
- 2020 International Bear Association-September 19-26, 2020-Hilton & Red Lion
- 2020 MT League of Cities and Towns-October 6-10, 2020-Hilton & Red Lion
- 2020-State Cross Country-October 24, 2020

2021

- 2021 MT District #5350 Conference (Rotary)-April 23-25, 2021-Hilton
- 2021 Battalion Reunion-Spring-location tbd
- 2021-State Softball-May 27-29, 2021