

**Board of Directors Meeting
Kalispell Tourism Business Improvement District
Wednesday – January 15, 2020
3:00 pm – 5:30 pm**

Location: Snowline Acres, 3315 US-93 S, Kalispell

AGENDA

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

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.

Business Meeting

Board Action Items

- a) Approval of minutes from December 4, 2019
- b) TBID financial statements for November, 2019

2019 Year-In-Review Presentation

Reception

Enclosures: December 4, 2019 minutes
TBID financial statements for November 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

2020 TBID Board Meeting Schedule (subject to change)

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

January 15	February 5	March 4	April 1	May 6	June 3
July 1	August 5	September 2	October 7	November 4	December 2

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
December 4, 2019
3:00 pm
Location: Kalispell Chamber of Commerce Conference Room

Minutes

Board Members Present: Dawn Hendrickson, Lucy Weeder, Emily Schroeder, Joe Alexander, Zac Ford, Bryce Baker

Board Members Absent: Janet Clark

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

Guests: Jamie Reeder, Kalispell Job Service; Scott Rieke, Best Western; Tom Schneider and Christina Stone, Eagle Transit; Vance Brash, Brash Rodeo

Meeting was called to order by Chair Dawn Hendrickson at 3:02 pm.

1. **Hear from the Public – None.**

2. **Grant Application Presentation –Brash Winter Rodeo Series**

Vance Brash presented information about his event grant application for the Brash Winter Rodeo Series. He had requested a grant of \$2,500 to be used toward purchase of equipment and advertising for a new event, Ranch Bronc Riding. The event is growing in popularity and more inclusive since special saddles are not needed. Vance and Brash Rodeo are working to build interest in the sport of rodeo among young people.

3. **Presentation by Eagle Transit – Tom Schneider and Lisa Sheppard present information on the proposed Mountain Climber Line.**

Ridership has increased from 85K to 116K in the last three years. Routes have been adjusted according to ridership density. Mountain Climber is based on a transit system servicing Acadia National Park and the surrounding communities. The Flathead Valley has unique year-round transportation needs with heavy GNP summer traffic and winter traffic to Whitefish Mountain Resort. The Mountain Climber helps alleviate traffic overload in GNP and provides connectivity to Kalispell, Columbia Falls, Whitefish, GPIA and GNP. Eagle Transit did a pilot program this summer providing service to Kalispell hotels which attracted a lot of interest and inquiries. Eagle Transit has requested additional funding from the Park to help underwrite The Mountain Climber. They'd like to facilitate an increased number of visitors to the park and are exploring taking skiers from Kalispell hotels to Whitefish Mountain Resort. They will be approaching the business community in gateway towns about pledging financial support and will be looking for funding annually from each community to support expanded services.

4. **Board Action Items**

a. **Approval of minutes from November 6, 2019:**

Motion was made by Zac Ford to approve the minutes. Motion was seconded by Lucy Weeder.

Discussion: none. Board approved unanimously.

b. Approval of TBID financial statements:

Motion was made by Lucy Weeder to approve the financial statements for October 2019. Motion was seconded by Zac Ford. Discussion: None. Board approved unanimously.

c. Scoring and approval of Brash Winter Rodeo Series grant application:

Motion was made by Bryce Baker to approve a cash grant of \$250 and a \$5 rebate to Brash Rodeo per actualized Kalispell hotel room night generated by rodeo events December 20, 2019 through April 11, 2020. Maximum total rebates for this year's series will be \$2,250. Motion was seconded by Zac Ford. Discussion: the application received an average score of 64 on a scale of 100. Board members were enthusiastic about the event, appreciative of the variety it adds to winter activities, and expressed support for the rodeo's focus on youth. Historically the series has not generated many trackable room nights at Kalispell hotels. My Place is a sponsor of this year's series. An aRes booking page will be created. Hotels that Brash would like to work with will be contacted to explain the rebate process. Hotels will be responsible for reporting the number of rooms generated to Discover Kalispell at the end of the series. Board approved unanimously.

5. Board Discussion

a. Event and Grant recipient updates

- Flathead Celtic Festival Post Event Report, Sept 13–14 – organizers were able to confirm 200 room nights, they corroborated a large number of out of market attendees through conversations at the info booth and vehicles in the parking lot, the new venue worked well and offers increased parking and room to expand the event, the group plans more events in 2020 including a Burns night in January, dance competition in May and a piping competition.
- Northern Rodeo Association, Oct 24 – 26 – organizers were happy with the event, online ticket sales showed strong results in Salt Lake, Dallas, and Denver. They're discussing options for 2020, would like to return to Kalispell if additional financial and promotional support are available, looking for more opportunities to engage with the community, more sponsorships, cross-promote with local businesses.

b. TBID renewal updates:

- No comments or objections were expressed in the public hearing at the city council.
- Council members will weigh in at the next meeting on December 16. TBID board members are encouraged to attend the December 16 council meeting to speak in support of the renewal.
- The 2nd and final reading of the resolution will be at the January 6 council meeting.

c. Marketing updates:

- Alyssa Cordova has been hired as the new director of the Hockaday. Alyssa is a Great Falls native who has extensive experience in gallery management acquired in California.
- The TBID annual meeting will take place January 15 at Snowline Acres. All TBID members are invited.
- First quarter collections were up 14% over last year due to the addition of My Place and Country Inn & Suites.
- Kalispell was featured in an article in a Chinese-language publication with distribution to more than 300K in North America. This was result of press trip with David Lang and Donnie Sexton.
- Diane attended a media event in LA, participated in 8 appointments with traditional travel media, freelancers, and influencers who showed strong interest in NW Montana. At least two press trips are

expected to result.

- Correction to the November dashboard: conversion room nights should be 1,000 rather than 0.
- Diane will attend the Spokane Great Outdoors and Bike Expo in February and Dawn will attend the Outdoor Show in Calgary in March.
- Board members were asked to complete a survey requesting input on names for the new Kalispell trail.

d. Group, M&C updates:

- Montana League of Cities and Towns has arranged for overflow rooms for their October 2020 conference. The group anticipates needing a total of 925 rooms.
- aRes pages have been created for skijoring, indoor soccer, and the Spartan Race. Hotels need to check rates to make sure they are correct.
- The 2020 Governor's Conference on Tourism will be held in Billings, April 26 – 28.
- Plans for itineraries are underway for a post-FAM after the BMW Rally in Great Falls which takes place June 26 – 28. Dawn has talked about pre and post activities with a coordinator for a Spokane group, BMW enthusiasts Pierre Kaptanian and Jerry Meerkatz are providing advice on routes and a poker run. Activities will be promoted on the BMW Rally website to clubs and groups.
- Refer to the sales sheet in the board packet to see a list of 2020 – 2021 conferences for revenue planning.

e. Round table discussion on what members are seeing and current trends in the hospitality industry.

- A November indoor soccer event similar to our March tournament is being considered.
- With the bed tax increase to 8%, properties will have to charge an additional 1% to guests who've paid in advance. OTA's will adjust to the new rate. MLHA has documents explaining how to comply with the new rate.
- Minimum wage increased to \$8.65 per hour on January 1, 2020.
- Glacier High School Culinary instructor Tamara Fischer has developed a training program under the auspices of the American Culinary Federation. Students have work experience requirements of 400 – 800 hours depending on what certification they're going for. Work hours can be done during the summer. Tamara is looking for hospitality community partners to mentor and work with the students. Contact Diane or Vonnie for more information about the program.

Meeting was adjourned at 4:54pm

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
January 15, 2020

TBID Account – Expense Summary November 2019

Admin: Rent; bank fees; bookkeeping; telephone (office, Verizon); postage; copies; email accounts; office supplies; travel/entertainment.

Marketing Support: monthly creative agency services

Website: SEO/SEM management and ad word buy

Consumer: Airport display stocking fee; media buy; Constant Contact annual subscription

Meetings & Convention: IRU show expense; International Travel Buyer Workshop expenses; incentives for Purpose Drive Tours and MT Assoc of Conservation of Districts; membership to The Group Travel Family.

PR/Publicity: Los Angeles media event travel expenses; monthly PR & brand content strategy retainer

KCVB Event Account – Expense Summary November 2019

Spartan 2020: (\$30,000 FY20 TBID)

Balance forward from 2018: 0

Income: \$38,702.00

Expenses: \$38,548.00

Balance: \$154.00

Indoor Soccer 2020: (\$25,000 FY20 TBID)

Balance forward from 2018: \$3,059.90

Income: \$27,560.99

Expenses: \$25,473.80

Balance: \$5,147.09

aRes 2019:

Balance forward from 2018: \$3,250.00

Income: \$427.30

Expenses: \$3,300.00

Balance: \$377.30

Meetings & Conventions 2019: (Step-on guide services and miscellaneous):

Balance forward from 2018: \$0

Income: \$1,330.00

Expenses: \$484.47

Balance: \$845.53

Account Admin:

Income: \$2,800.00

Expenses: \$1,862.86

Balance: \$937.14

Tourism Business Improvement District

Balance Sheet

As of November 30, 2019

01/06/20

Accrual Basis

	<u>Nov 30, 19</u>
ASSETS	
Current Assets	
Checking/Savings	
1010 · Checking	64,985.90
1020 · Whitefish Credit Union	65,799.16
Total Checking/Savings	<u>130,785.06</u>
Total Current Assets	130,785.06
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><u>159,983.14</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	17,404.22
Total Accounts Payable	<u>17,404.22</u>
Total Current Liabilities	<u>17,404.22</u>
Total Liabilities	17,404.22
Equity	
32000 · Unrestricted Net Assets	189,361.54
Net Income	-46,782.62
Total Equity	<u>142,578.92</u>
TOTAL LIABILITIES & EQUITY	<u><u>159,983.14</u></u>

**Tourism Business Improvement District
Profit & Loss Budget vs. Actual FY20
July through November 2019**

01/06/20

Accrual Basis

	<u>Jul - Nov 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Income				
4000 · TBID Revenue	168,576.00	668,000.00	-499,424.00	25.2%
4100 · Interest Income	42.92			
Total Income	<u>168,618.92</u>	<u>668,000.00</u>	<u>-499,381.08</u>	<u>25.2%</u>
Expense				
5000 · Staffing	89,781.85	244,500.00	-154,718.15	36.7%
5100 · Administrative	19,537.25	35,300.00	-15,762.75	55.3%
5200 · Marketing Support	42,430.76	80,700.00	-38,269.24	52.6%
5250 · Web Site	8,361.22	35,000.00	-26,638.78	23.9%
5400 · Consumer Marketing	7,866.56	75,500.00	-67,633.44	10.4%
5500 · Events & Sports-Operatn & Promo	0.00	55,000.00	-55,000.00	0.0%
5550 · Groups and M&C	18,173.22	89,000.00	-70,826.78	20.4%
5650 · Publicity	10,433.39	53,000.00	-42,566.61	19.7%
Total Expense	<u>196,584.25</u>	<u>668,000.00</u>	<u>-471,415.75</u>	<u>29.4%</u>
Net Income	<u><u>-27,965.33</u></u>	<u><u>0.00</u></u>	<u><u>-27,965.33</u></u>	<u><u>100.0%</u></u>

Tourism Business Improvement District

Profit & Loss - FY20

01/06/20

November 2019

Accrual Basis

	Nov 19	Jul - Nov 19
Income		
4000 · TBID Revenue	0.00	168,576.00
4100 · Interest Income	3.82	42.92
Total Income	3.82	168,618.92
Expense		
5000 · Staffing	18,215.35	89,781.85
5100 · Administrative		
5160 · Rent	900.00	4,500.00
5110 · Bank Fees	3.00	18.80
5180 · Telephone	244.05	1,215.18
5140 · Office Supplies	51.80	293.87
5150 · Postage & Copies	102.72	698.39
5122 · Audit - Chamber	0.00	3,179.24
5125 · Accounting Services	210.00	1,220.00
5350 · City of Kalispell Admin Fee	0.00	3,994.15
5185 · Travel & Entertainment	168.09	1,101.62
5190 · Technology Support	50.00	250.00
5195 · Equipment (Software)	0.00	735.85
5115 · Annual Report/Mtg	0.00	1,167.15
5130 · Directors & Officers Insurance	0.00	1,163.00
Total 5100 · Administrative	1,729.66	19,537.25
5200 · Marketing Support		
5210 · Smith Travel Reports	0.00	6,700.00
5230 · Organizational Memberships	0.00	1,550.00
5220 · Training & Education	0.00	1,005.76
5240 · Research	0.00	5,000.00
5242 · Grant Program	0.00	2,675.00
5235 · Creative Agency Services	4,000.00	20,000.00
5237 · aRes	0.00	5,500.00
Total 5200 · Marketing Support	4,000.00	42,430.76
5250 · Web Site		
5270 · Maintenance & Enhancements	0.00	843.55
5280 · Website Marketing (SEO & SEM)	1,499.50	7,517.67
Total 5250 · Web Site	1,499.50	8,361.22
5400 · Consumer Marketing		
5430 · Social Media Administration	845.00	1,690.00
5450 · Media Buy	1,814.22	1,814.22
5460 · Travel Show Attendance	0.00	1,048.28
5480 · Airport Visitor Display	75.00	525.00
5420 · E-Marketing	2,295.00	2,789.06
Total 5400 · Consumer Marketing	5,029.22	7,866.56
5500 · Events & Sports-Operatn & Promo		
5504 · Winter Event	0.00	0.00
Total 5500 · Events & Sports-Operatn & Promo	0.00	0.00
5550 · Groups and M&C		
5565 · Meeting Planner Shows	685.00	4,466.91
5567 · Meeting Planner FAM	461.75	651.77
5570 · M&C and Group Incentive Program	1,440.00	4,475.99
5571 · Media Buy	0.00	7,150.00
5574 · M&C Collateral	0.00	369.00
5589 · M&C Memberships	395.00	395.00
5585 · Sales Calls	0.00	664.55
Total 5550 · Groups and M&C	2,981.75	18,173.22
5650 · Publicity		
5660 · Travel Media Press Trips/FAM	1,656.11	2,493.26

10:50 AM

Tourism Business Improvement District

Profit & Loss - FY20

01/06/20

November 2019

Accrual Basis

	<u>Nov 19</u>	<u>Jul - Nov 19</u>
5665 · Proactive & Reactive PR	2,690.13	7,940.13
Total 5650 · Publicity	4,346.24	10,433.39
Total Expense	37,801.72	196,584.25
Net Income	<u><u>-37,797.90</u></u>	<u><u>-27,965.33</u></u>

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

	Spartan	Indoor Soccer	Meetings/ Conv	VC Merch	Brochure	aRes	Admin	TOTAL
Income								
4025.00 · Program Revenue	1,245.00	399.60	1,330.00	0.00	0.00	427.30	0.00	3,401.90
4410.00 · TBID Revenue	29,000.00	10,000.00	0.00	0.00	0.00	0.00	1,300.00	40,300.00
4575.00 · Miscellaneous Income	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00	1,500.00
4700.00 · Special Events	8,457.00	17,161.39	0.00	14.50	0.00	0.00	0.00	25,632.89
Total Income	38,702.00	27,560.99	1,330.00	14.50	0.00	427.30	2,800.00	70,834.79
Expense								
5000.00 · Direct Program	28,237.28	18,867.46	0.00	0.00	0.00	0.00	0.00	47,104.74
5050.00 · Bad Debt	0.00	0.00	0.00	0.00	200.00	0.00	0.00	200.00
5060.00 · Bank Fees & Service Chgs	239.37	156.87	97.50	0.00	0.00	0.00	65.10	558.84
5160.00 · Contrib & Scholarships	4,707.00	0.00	0.00	0.00	0.00	0.00	0.00	4,707.00
5260.00 · Insurance	1,410.50	867.50	6.00	0.00	0.00	0.00	0.00	2,284.00
5400.00 · Miscellaneous	843.38	39.87	0.00	0.00	0.00	0.00	0.00	883.25
5420.00 · Office	395.10	310.10	250.97	0.00	0.00	0.00	20.07	976.24
5500.00 · Printing & Publications	0.00	213.50	0.00	0.00	0.00	0.00	0.00	213.50
5520.00 · Professional Fees	1,000.00	4,519.51	130.00	0.00	0.00	3,300.00	1,777.69	10,727.20
5740.00 · Travel	1,715.37	498.99	0.00	0.00	0.00	0.00	0.00	2,214.36
Total Expense	38,548.00	25,473.80	484.47	0.00	200.00	3,300.00	1,862.86	69,869.13
Net Income	154.00	2,087.19	845.53	14.50	-200.00	-2,872.70	937.14	965.66

KALISPELL CONVENTION & VISITOR'S BUREAU

EVENT BALANCES

Accrual Basis

	SPARTAN RACE	INDOOR SOCCER	MTGS & CONV	VC MERCH	BWD BROCHURE	ARES	ADMIN	TOTAL
2018 Balance Forward	0.00	3,059.90	0.00	80.50	100.00	3,250.00	0.00	6,490.40
January 2019	0.00	500.95	0.00	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	0.00	3,918.87
March 2019	(1,750.00)	(6,696.08)	0.00	0.00	0.00	17.75	0.00	(8,428.33)
April 2019	28,706.64	7,625.78	0.00	0.00	0.00	9.32	0.00	36,341.74
May 2019	(23,445.87)	0.00	0.00	0.00	(200.00)	0.00	0.00	(23,645.87)
June 2019	(4,275.60)	(417.50)	412.67	0.00	0.00	0.00	0.00	(4,280.43)
July 2019	(350.00)	0.00	(157.57)	0.00	0.00	0.00	0.00	(507.57)
August 2019	1,134.83	(1,134.83)	128.93	8.00	0.00	37.75	(110.00)	64.68
September 2019	154.00	0.00	(38.50)	1.50	0.00	(3,300.00)	(1,447.69)	(4,630.69)
October 2019	0.00	(1,730.00)	500.00	0.00	0.00	47.56	2,666.00	1,483.56
November 2019	0.00	0.00	0.00	5.00	0.00	314.92	(171.17)	148.75
December 2019	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EVENT BALANCES	154.00	5,147.09	845.53	95.00	(100.00)	377.30	937.14	7,456.06

WEBSITE (Y/Y Comparison)

Users 6,023 (-2.56%)	Pgs/Session 3.64 (+83.65%)	Session Duration 2:12 (+56.71%)	Page Views 26,086 (+84.68%)
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Top Cities

- | | |
|-------------------|----------------|
| 1. Kalispell | 6. Calgary |
| 2. (not set) | 7. Seattle |
| 3. Salt Lake City | 8. Denver |
| 4. Whitefish | 9. Missoula |
| 5. Dallas | 10. Col. Falls |

aRes (Google Analytics)

list views	2,350
list clicks	82
list CTR	3.49%
Lodging Page	
page views	570

CONVERSIONS

	Month	YTD (fiscal)
VG Requests (online & postal)	304	1,556
Newsletter subscribers	59	1412
aRes reservations booked	1	44
aRes room nights booked	7	111
Future grp rm/nts contracted	280	1,415

GROUP SALES

RFP's Sent to Hotels	2
Proposals to Clients	2
Groups Assisted	4
Future group rooms won	280

OTHER

GHS Culinary Program has students looking for work experience to complete certifications. Contact Kate Lufkin for more information.

Paid Social Ad campaign: 29,298 impressions; 1,068 clicks; 3.65% CTR; \$2.87 avg CPC; 25 conversions.

Winter enews sent to consumer, M&C and Tour Operator databases, a total of 18,081 opt-in subscribers.

SOCIAL MEDIA



	Facebook	Instagram	Twitter
Followers	36,747	9,214	3,816
Impressions	93,923	-	23,000
Reach	66,266	-	-
Engaged Users	3,742	-	-

VISITOR INFORMATION CENTER

	Month	YTD (fiscal)
Calls	129	899
Walk-ins	239	3839
Follow Up Pgrm	0	254
VG's mailed	133	1152
TOTAL	501	6144

PARTNERS

	Month (Y/Y)	YTD
Airport Enplanements	18,117 (+10.2%)	15.3%
GNP Recreational Visits	20,008 (-3.2%)	2.3%

LODGING

	July	Aug	Sep	Oct	Nov	Dec	Year To Date	Running 12 Mths
Kalispell								
OCC	84.8%	78.3%	71.9%	46.4%	35.0%		53.7%	52.0%
econ class	81.3%	73.0%	60.6%	37.0%	29.1%			
mid/upper	86.5%	80.8%	77.2%	50.5%	37.6%			
ADR	\$174.79	\$155.18	\$116.77	\$79.13	\$74.59		\$112.99	\$110.85
econ class	\$119.28	\$106.30	\$79.05	\$58.36	\$56.00			
mid/upper	\$199.15	\$175.80	\$130.58	\$85.80	\$80.90			
DEMAND	49,567	45,766	40,649	28,334	20,684		347,831	367,471
Comp Set	(comp set includes 13 cities located in MT, ID, WA, OR, SD, Alberta)							
Avg OCC	81.1%	80.4%	73.5%	61.9%	49.6%			

December 2019 Sales Sheet

Dawn Jackson, Group Sales Manager

RFP's/RFI's Sent:

- 2020 Highland Dance Competition –May

Proposals Sent:

- 2020 Highland Dance Competition -May

Working leads:

- 2020 MJ Tours-September 9-13-Working on guide for GNP-still haven't heard back
- 2020 Hockey Tournaments-Presidents Day (BIH)– Teams have booked will F/U on where
- 2021 MT Training Conference (Council on Problem Gambling)-June-will be hosting their event in Kalispell-will start making plans following June conference –Rescheduled call for February 2020
- 2021 Battalion Reunion (BIH)-May or June-Returned from their reunion and voted on Kalispell at April Board Meeting-sent them activity suggestions, will start working after the holidays on hotel selection and send out RFP's
- 2021 or in the future- 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-the board has grown and they have engaged more and have asked that I come and do a presentation for a 2021 bid to present ways in which the CVB can help-confirming a date to present
- 2020-Trails Skills Symposium-Spring -Flathead Trails Association wanting to start on a smaller scale and put together a conference. Previously was working to get a regional or state symposium.

Working leads on hold:

Groups that have choose Kalispell and need to move to Definite:

- 2021 Battalion Reunion-Spring-Group has choose Kalispell-will follow up with the group following the holidays to determine hotel-provided group activities
- 2021-POMA-June dates tbd & location tbd

Leads Lost:

Groups Won:

- (Contracts signed in November) 2020 MT League of Cities and Towns Overflow rooms –September
- 2020 Highland Dance Competition –May 2-3, 2020-Red Lion

Groups Assist:

- Activity planning for USS St. Paul Assn in September 2020
- 2020 BLT Outdoor Classic (BIH)-New promoter is in place and the online link is on their website
- 2020 NW Regional App Challenge-online link for reservations
- MT Indoor Soccer –online link for reservations
- MLCT planning documents

December Highlights:

- Sent out M&C quarterly e-news
- Sent out Tour Operator quarterly e-news
- Attended Kalispell Chamber Staff retreat

- Attended Kalispell City Council Public Hearing for TBID Renewal
- Toured Snowline Acres
- Toured Majestic Valley Arena and met with Tim Harmon and Nugget Carmalt
- Assisted with Kalispell Chamber Christmas Parade
- Attended Glacier Country Board meeting and Christmas Social
- Attended MWED Annual luncheon
- Worked on Spartan Staff lodging and aRes

BIH-Bring it Home referral

Future Conferences & Events:

2020

- 2020 President's Day Hockey Tournament-February 13-16, 2020
- 2020 BLT Outdoor Classic Hockey Tournament-February 21-23, 2020
- 2020 Glacier Freeze Basketball-March 20-22, 2020
- 2020 Montana Indoor Soccer Championship-March 20-22, 2020-Citywide
- 2020 NW Regional App Challenge-May 2-3, 2020
- 2020 Spartan Race-May 8-10, 2020 – Citywide
- 2020 WELD-Western Extension Leadership Development-May 17-23, 2020-Hilton
- 2020 Highland Dance Competition-May 22-23, 2020-Red Lion
- 2020 Kalispell PBR-June 5-Fairgrounds-Hilton + overflow rooms
- 2020 National Forest Legacy Conference-June 2-4, 2020-Red Lion
- 2020 Three Blind Refs Soccer Tournament-June 5-6, 2020-Citywide
- 2020 MT Newspaper Association-June 11-13, 2020-Hilton
- 2020 BMW Rally Post Excursion-June 28-July 4, 2020
- 2020 Under the Big Sky Festival-July 18-19, 2020
- 2020 York Fun Club-July 21-22, 2020-Red Lion
- 2020 Event at Rebecca Farm-July 22-26, 2020
- 2020 Vacations by Rail-August 12-14, 2020-Homewood Suites
- 2020 Vacations by Rail-August 18-20, 2020-Homewood Suites
- 2020 Vacations by Rail-September 1-2, 2020-Homewood Suites
- 2020 USS St. Paul Association-September 11-15, 2020-Hilton
- 2020 MT Ghost Town Preservation Society-Sept 11-12, 2020-Hilton
- 2020 International Bear Association-September 19-26, 2020-Hilton & Red Lion + overflow rooms
- 2020 MEDA-MT Economic Development Association-September TBD, 2020-Red Lion
- 2020 Tamarack Fall Tournament-September 19-20, 2020
- 2020 MT League of Cities and Towns-October 6-10, 2020-Hilton & Red Lion + overflow rooms
- 2020 MT Mental Illness Conference – October 21-23 – Red Lion
- 2020-State Cross Country-October 24, 2020 - Citywide

2021

- 2021 MT District #5350 Conference (Rotary)-April 23-25, 2021-Hilton
- 2021 MT Meat Processors Conference-April 21-26, 2020-Hilton
- 2021 Battalion Reunion-May 2021-location tbd
- 2021-State Softball-May 27-29, 2021
- 2021-POMA-June dates tbd & location tbd