

Board of Directors Meeting
Kalispell Tourism Business Improvement District
Wednesday, October 28, 2020
3:00 pm – 5:00 pm

Location: Online Access via [Zoom](#)

AGENDA

3:00 pm Meeting Called to Order: Emily Schroeder, 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. Presentation to Janet Clark in appreciation of her dedication to the success of the TBID.

3. Board Action Items

- a) Approval of minutes from September 23, 2020
- b) Approval of TBID financial statements for September 2020

4. Board Discussion

- a) Board vacancy – applications received
- b) Event updates
- c) Marketing and operational updates
- d) Group, M&C updates
- e) Coronavirus health crisis – roundtable discussion

Enclosures: September 23, 2020 board meeting minutes
TBID financial statements for September 2020
KCVB dashboard and reports

For Further Information Please Contact:

Emily Schroeder, Board Chair emily.schroeder@hilton.com or 406-758-2579
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 26	September 23	October 28	November 25	December 9

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.

Join Zoom Meeting

<https://us02web.zoom.us/j/4989062297?pwd=YmI4bWtEdTJxMWdSU2svSjUxNFJsQT09>

Meeting ID: 498 906 2297 Passcode: Discover

**Board of Directors Meeting
Kalispell Tourism Business Improvement District
Wednesday, September 23, 2020
3:00 – 5:00 pm
Location: Kalispell Chamber Conference Room**

MINUTES

Board Members Present: Emily Schroeder, Janet Clark, Bryce Bennett, Dawn Hendrickson
Britta Joy attended via Zoom

Board Members Absent: Joseph Alexander, Zac Ford

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

Guests: Jamie Reed with Job Service

The meeting was called to order at 3:04pm by Chair Emily Schroeder.

1. Hear from the public – none

2. Board Action Items

a. Approval of minutes from August 26, 2020:

Motion was made by Janet Clark to approve the minutes. Motion was seconded by Bryce Baker.
Discussion: none. Board approved unanimously.

b. Approval of TBID financial statements for August 2020:

Motion was made by Bryce Baker to approve the financial statements. Motion was seconded by Dawn Hendrickson. Discussion: None. Board approved unanimously.

3. Board Discussion

a. Event updates

- The Indoor Soccer Championship has been canceled based on consultations with event operations partners and teams. The closure of the Canadian border and the ban on tournament participation by the head of the Missoula Strikers eliminate our two biggest contributors to the event registration. Also, results of a survey of teams registered for the March 2020 tournament indicated participation in an October event would be very limited and would result in a minimal room night yield. An online game or activity for teams and players is being explored to keep coaches and teams engaged with the event to retain interest for the March tournament.

b. Marketing and operational updates

- Current cash on hand in the TBID checking account is \$215,547. The rollover from FY20 is \$269,755 which is higher than forecasted due to grants received and reduced expenditures. Diane recommended and board agreed to re-allocate a portion of the rollover funds in the following ways:
 1. \$30K to return the media buy budget to what it was last year to give Abbi Agency the funding needed to drive visitations during the shoulder seasons.
 2. \$7,800 to continue the subscription to C-Source (the subscription was started with \$12K in CARES Act funding) through June 2021. C-Source provides destination-

specific demographic data about who is visiting, for how long, where they're from, etc. Data that is critical for effective decision making for marketing campaigns.

- At 72.3% occupancy for August, Kalispell fared better than numerous members of our comp set. ADR was down 13.2% to \$133.54.
- November and December board meeting dates conflicted with holidays so the two meetings will be combined and held on December 9th.
- Airline news:
 - Montana had the smallest percentage of discontinued flights in the nation September 2020 vs. 2019.
 - August enplanements were down 17% at GPIA – the lowest decline in the state. Missoula's enplanement was down 46% for August. Airport manager predicts enplanements will drop to 50% of last year after October.
 - Alaska Airlines is planning a new winter daily direct flight from Portland beginning in December.
 - CARES ACT funding to airlines will expire the end of September and may result in massive layoffs in the industry.
- Voices of Montana annual legislative forum for the Flathead Valley will be held online this year giving legislative candidates a chance to ask questions and share views on issues affecting tourism. Five local legislative candidates are currently registered.
- A Seattle-based journalist wrote about her recent fall-season visit to Kalispell with mentions of Homewood Suites, Hops and Desoto Grill. Her article appeared in five Northwest publications in our drive market.
- The Conrad Mansion is celebrating the 125th anniversary of the home with a series of special interest tours to increase exposure to the mansion.
- Country Inn & Suites did not renew their TBID Associate Membership.
- The Abbi Agency has submitted three campaign concepts for review and asked for feedback from the board.
 1. **Fall Under the Spell** – *“Not all spells are made to be broken. Some are meant to be embraced. Crisp air, crystal water and iridescent fall colors captivate you in a season made for moments like these. Fall under the Spell, Kalispell.”* The campaign has seasonal connotations but also works for non-fall seasons, especially winter; fits well with starry night images; like the brick color as logo background. Works as a general brand tag line.
 2. **Nothing Changes Up Here** – *“What is it about the old that makes us new? What part of timeless transforms us? Kalispell is true to its Montana roots, steeped in unfiltered mountain culture. Our doorstep opens to boundless adventure, but within our town you'll find true Western hospitality. It's what you need to become you again. Nothing Changes Here. Except You.”* There was a concern that it portrays us as stodgy and old; can be interpreted as a positive message that we care for our environment; least favorite of the three concepts; like the changeable tag lines; maybe the idea could be rephrased so it would not be interpreted as stuck in the past.
 3. **You Might Want a Guide** – *“It's big out there. Lakes that stretch to the horizon and glacier the size of cities. Don't go it alone. Let our guide be your companion as you explore everything from friendly Kalispell coffee shops to the untamed Montana wild. Land So Vast You Might Want a Guide.”* Versatile; will encourage distribution of DK visitor guides; multiple tag lines; invokes western hospitality; could deter people from thinking they can do things on their own.

- Annual DK Memberships and Sponsorships
 1. Glacier Aero – the board decided to provide a \$2,000 sponsorship for FY21. TBID contributed \$1,500 in cash last year plus in-kind marketing. There will be minimal new flights coming in and some airlines are not asking for revenue guarantees. Kalispell Chamber is contributing \$2,500.
 2. Voices of Montana Tourism – TBID contribution will be \$2,500 plus \$1,000 in bed tax. The legislature will be in session with a strong focus on budget and shoring up the state’s budget shortfall.
 3. Kalispell Downtown Association – DK is contributing some of the Tourism Safety Grant CARES Act funds to the KDA for a holiday shopping coupon book app. That will be in lieu of an annual membership fee.

c. Group, M&C updates

- 3 RFP’s were received in August, two in September
- Both M&C and Tour Operator Fall Enews have been sent. Three FAM requests were received as a result of the M&C Enews.
- 10 TBID members responded to the lodging survey for August. Key takeaways:
 1. 50% of responding hotels are seeing up to 80% occupancy
 2. 40% are seeing up to 50% forecasted for October
 3. All are seeing lower ADR compared to same time last year
 4. 60% have group business on the books
 5. Average booking window is 7 days
- Dawn collected surveys from 40 visitors waiting in line for rental cars at the airport on September 3. Out of 40 surveyed, 30 were first time visitors, 31 were here on vacation. Other data gathered:
 - States of origin: top five were Michigan, Texas, Ohio, Illinois, North Carolina
 - Towns they were staying in: top three were Whitefish (12), West Glacier/Park (7), and Kalispell (6)
 - Lodging: 23 were staying in vacation rentals, 8 in hotels, 6 in campgrounds, 3 with family
 - Reasons for visit: top was GNP at 13
 - Resources used: Internet (17) and previous visit (10) were the top two
- Discover Kalispell hosted representatives of three tour companies for a mini-FAM. The guests stayed at the Kalispell Grand, toured the Conrad Mansion and went to GNP.
- A photo shoot to build our inventory of much-needed M&C photos including group activities, meeting facilities, and hotels will take place October 3 and 9.

d. Coronavirus health crisis – roundtable discussion

- Staffing continues to be a serious problem.
- Job Service currently has more than 1,000 job listings.
- The drop in the amount of unemployment benefits has had little impact on motivating people to return to work.
- Job Service will be holding a virtual job fair next weekend.

Meeting adjourned at 4:55 pm.

Respectfully submitted: Diane Medler
 For further information, please contact:
diane@discoverkalispell.com or 406-758-2808

Kalispell Tourism Business Improvement District
Summary of Financial Reports for September 2020

Checking account balance as of 9/30/2020

\$278,939.29

TBID Account – Expense Summary (accrual basis)

Admin: Chamber annual audit; City TBID admin fee; accounting; phone (office, Verizon); postage; copies; email and Outlook accounts; supplies; tech support and software

Marketing Support: Smith Travel Report annual fee; Voice of MT Tourism and Glacier AERO sponsorships; aRes annual fee

Website: domain renewals

Consumer: niche activity video; airport display stocking; Constant Contact annual fee (consumer share)

M&C/Group Sales: FAM expenses; Constant Contact annual fee (M&C share); IDSS quarterly payment; sales call expenses

KCVB Event Account – Expense Summary, January - September 2020

(Financials based on calendar year)

Spartan 2020: (\$30,000 FY21 TBID)
Balance forward from 2019: \$154.00
Income: \$0
Expenses: \$0
Cash Balance: \$154.00

Indoor Soccer 2020: (\$20,000 FY21 TBID)
Balance forward from 2019: \$4,689.10
Income: \$15,762.20
Expenses: \$6,608.93
Cash Balance: \$13,942.37

aRes:
Balance forward from 2019: \$390.65
Income: \$5,150.42
Expenses: \$5,500
Cash Balance: \$41.07

Meetings & Conventions: (Step-on guide services, misc.):
Balance forward from 2019: \$845.53
Income: \$0
Expenses: \$0
Cash Balance: \$845.53

Account Admin:
Balance forward from 2019: \$114.63
Income: \$7,850.00 *includes \$5,000 CARES ACT funding used to reimburse TBID for wages
Expenses: \$7,223.57
Cash Balance: \$690.19

Tourism Safety Grant:
Income: \$202,715.97
Expenses: \$67,771.14
Cash Balance: \$154,773.36

10:51 AM

10/15/20

Accrual Basis

Tourism Business Improvement District
Balance Sheet
As of September 30, 2020

	<u>Sep 30, 20</u>
ASSETS	
Current Assets	
Checking/Savings	
1010 · Checking	261,641.33
1020 · Whitefish Credit Union	<u>66,610.50</u>
Total Checking/Savings	<u>328,251.83</u>
Total Current Assets	328,251.83
Fixed Assets	
1710 · Office Equipment	3,967.64
1820 · Web Site Development	<u>25,230.44</u>
Total Fixed Assets	<u>29,198.08</u>
TOTAL ASSETS	<u><u>357,449.91</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	<u>6,644.24</u>
Total Accounts Payable	<u>6,644.24</u>
Total Current Liabilities	<u>6,644.24</u>
Total Liabilities	6,644.24
Equity	
32000 · Unrestricted Net Assets	363,305.25
Net Income	<u>-12,499.58</u>
Total Equity	<u>350,805.67</u>
TOTAL LIABILITIES & EQUITY	<u><u>357,449.91</u></u>

10:49 AM
 10/15/20
 Accrual Basis

Tourism Business Improvement District
Profit & Loss - FY21
 September 2020

	<u>Sep 20</u>	<u>Jul - Sep 20</u>
Income		
4000 · TBID Revenue	92,752.00	92,752.00
4100 · Interest Income	2.00	6.27
Total Income	92,754.00	92,758.27
Expense		
5000 · Staffing	12,520.73	36,155.02
5100 · Administrative		
5160 · Rent	1,800.00	2,700.00
5110 · Bank Fees	0.00	2.00
5180 · Telephone	232.66	621.51
5140 · Office Supplies	51.80	77.40
5150 · Postage & Copies	129.15	293.78
5122 · Audlt - Chamber	1,918.75	1,918.75
5125 · Accounting Services	200.00	480.00
5350 · City of Kalispell Admin Fee	2,318.80	2,318.80
5185 · Travel & Entertainment	75.54	262.59
5190 · Technology Support	125.55	220.55
5195 · Equipment (Software)	119.88	189.60
5130 · Directors & Officers Insurance	0.00	1,163.00
Total 5100 · Administrative	6,972.13	10,247.98
5200 · Marketing Support		
5210 · Smith Travel Reports	6,700.00	6,700.00
5230 · Organizational Memberships	2,500.00	3,380.00
5220 · Training & Education	50.00	135.00
5240 · Research	0.00	4,999.00
5235 · Creative Agency Services	0.00	12,000.00
5237 · aRes	5,050.00	5,050.00
Total 5200 · Marketing Support	14,300.00	32,264.00
5250 · Web Site		
5270 · Maintenance & Enhancements	185.53	529.96
5280 · Website Marketing (SEO & SEM)	0.00	1,499.50
Total 5250 · Web Site	185.53	2,029.46
5400 · Consumer Marketing		
5405 · Photo and Video Library	500.00	500.00
5430 · Social Media Administration	0.00	1,538.75
5450 · Media Buy	0.00	12,869.35
5480 · Airport Visitor Display	125.00	375.00
5420 · E-Marketing	1,262.00	1,262.00
Total 5400 · Consumer Marketing	1,887.00	16,545.10
5550 · Groups and M&C		
5567 · Meeting Planner FAM	68.00	68.00
5575 · EMarketing	841.75	841.75
5583 · Customer Relationship Mgmt Syst	1,500.00	1,500.00
5585 · Sales Calls	22.37	33.77
Total 5550 · Groups and M&C	2,432.12	2,443.52
5650 · Publicity		
5666 · PR Agency	0.00	7,875.00
Total 5650 · Publicity	0.00	7,875.00
Total Expense	38,297.51	107,560.08
Net Income	54,456.49	-14,801.81

10:50 AM
 10/15/20
 Accrual Basis

**Tourism Business Improvement District
 Profit & Loss Budget vs. Actual FY21
 July through September 2020**

	<u>Jul - Sep 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Income				
4000 · TBID Revenue	92,752.00	560,000.00	-467,248.00	16.6%
4100 · Interest Income	6.27			
Total Income	<u>92,758.27</u>	<u>560,000.00</u>	<u>-467,241.73</u>	<u>16.6%</u>
Expense				
5000 · Staffing	36,155.02	218,000.00	-181,844.98	16.6%
5100 · Administrative	10,247.98	34,400.00	-24,152.02	29.8%
5200 · Marketing Support	32,264.00	79,700.00	-47,436.00	40.5%
5250 · Web Site	2,029.46	30,000.00	-27,970.54	6.8%
5400 · Consumer Marketing	16,545.10	53,100.00	-36,554.90	31.2%
5500 · Events & Sports-Operatn & Promo	0.00	50,000.00	-50,000.00	0.0%
5550 · Groups and M&C	2,443.52	50,800.00	-48,356.48	4.8%
5650 · Publicity	7,875.00	44,000.00	-36,125.00	17.9%
Total Expense	<u>107,560.08</u>	<u>560,000.00</u>	<u>-452,439.92</u>	<u>19.2%</u>
Net Income	<u>-14,801.81</u>	<u>0.00</u>	<u>-14,801.81</u>	<u>100.0%</u>

Kalispell Chamber of Commerce
KCVB P&L by Class
January through September 2020

	Indoor			Safety			TOTAL		
	Spartan	Soccer	VC Merch	Grant	aRes	Admin			
Income									
4025.00 · Program Revenue	0.00	0.00	0.00	-74.03	100.42	1,350.00		1,376.39	
4400.00 · Grants & Contributions	0.00	0.00	0.00	202,790.00	0.00	5,000.00		207,790.00	
4410.00 · TBID Revenue	0.00	13,500.00	0.00	0.00	5,050.00	1,500.00		20,050.00	
4700.00 · Special Events	0.00	2,262.20	217.00	0.00	0.00	0.00		2,479.20	
Total Income	0.00	15,762.20	217.00	202,715.97	5,150.42	7,860.00		231,695.59	
Expense									
5000.00 · Direct Program	0.00	6,403.09	0.00	39,710.01	0.00	0.00		46,113.10	
5600.00 · Salaries & Employee Benefits	0.00	457.52	0.00	0.00	0.00	5,000.00		5,457.52	
5060.00 · Bank Fees & Service Charges	0.00	206.08	0.00	0.00	0.00	333.01		539.09	
5260.00 · Insurance	0.00	-700.00	0.00	0.00	0.00	0.00		-700.00	
5520.00 · Professional Fees	0.00	242.24	0.00	26,478.46	5,500.00	1,870.75		34,091.45	
5360.00 · Meetings	0.00	0.00	0.00	437.15	0.00	0.00		437.15	
5420.00 · Office	0.00	0.00	0.00	1,099.06	0.00	19.81		1,118.87	
5740.00 · Travel	0.00	0.00	0.00	46.46	0.00	0.00		46.46	
Total Expense	0.00	6,608.93	0.00	67,771.14	5,500.00	7,223.57		87,103.64	
Net Income	0.00	9,153.27	217.00	134,944.83	-349.58	626.43		144,591.95	

KAUSPELL CONVENTION & VISITOR'S BUREAU
 EVENT BALANCES
 Cash Basis

	SPARTAN RACE	INDOOR SOCCER	MTGS & CONV	VC MERCH	BWD BROCHURE	SAFETY GRANT	ARES	ADMIN	TOTAL
2019 Balance Forward	154.00	4,689.10	845.53	98.00	(100.00)	0.00	390.65	114.63	6,191.91
January 2020	0.00	2,162.00	0.00	0.00	0.00	0.00	0.00	(20.57)	2,141.43
February 2020	575.00	17,575.41	0.00	0.00	0.00	0.00	12.34	1,258.84	19,421.59
March 2020	29,425.00	(3,605.63)	0.00	0.00	0.00	0.00	0.00	(212.25)	25,607.12
April 2020	(30,000.00)	(6,725.61)	0.00	0.00	0.00	0.00	0.00	649.45	(36,076.16)
May 2020	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(59.66)	(59.66)
June 2020	0.00	(152.90)	0.00	0.00	0.00	0.00	0.00	5,031.59	4,878.69
July 2020	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(5,176.90)	(5,176.90)
August 2020	0.00	0.00	0.00	0.00	0.00	48,820.97	44.85	(185.65)	48,680.17
September 2020	0.00	0.00	0.00	217.00	0.00	105,952.39	(406.77)	(709.29)	105,053.33
October 2020	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
November 2020	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
December 2020	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EVENT BALANCES	154.00	13,942.37	845.53	315.00	(100.00)	154,773.36	41.07	690.19	170,661.52

WEBSITE (Y/Y Comparison)		SEPTEMBER	
Users	15,149 (+52.07%)	Pgs/Session	3.71 (+5.97%)
Session Duration	01:44 (+19.65%)	Page Views	68,771 (+66.90%)

Top Cities

1. Kalispell	6. Seattle
2. Dallas	7. Boise
3. Salt Lake City	8. Missoula
4. Whitefish	9. Denver
5. Not Set	10. Bozeman

aRes (Google Analytics)

list views	7,178 (88.85% increase)
list clicks	199
list CTR	2.77%

Lodging Page

page views	1,128 (-1.57% decrease)
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CONVERSIONS - SEPTEMBER

	Month	YTD (fiscal)
VG Requests (online & postal)	482	1,343
Newsletter subscribers	245	922
aRes reservations booked	3	8
aRes room nights booked	5	19
Future grp rm/nts contracted	0	0

GROUP SALES - SEPTEMBER

RFP's Sent to Hotels	2
Proposals to Clients	2
Groups Assisted	1
Future group rooms won	0

SOCIAL MEDIA - SEPTEMBER

			
Followers	37,381	11,897	3,984
Impressions	90,008	-	13,900
Reach	85,842	171,985	-
	-	57% CTR	-

OTHER - SEPTEMBER

In-state campaign (Aug 15-Oct 2): Paid social 457,463 imp; 11,680 clicks; 2.55% CTR. Pinterest: 12.6k imp; 1.29k eng. Pandora: 49,434 listener reach; 122,399 imp; 0.05 CTR.

Earned Media: MSN.com - GNP in winter and features Kalispell.
<https://www.msn.com/en-us/travel/tripideas/7-of-the-best-national-parks-to-visit-during-winter>

Webpage marketing (SEM): 114,821 impressions; 2,295 clicks; 2.0% CTR; 8 conversions; \$0.84 CPC

VISITOR INFORMATION CENTER - SEPTEMBER

	Month	YTD (fiscal)
Calls	108	388
Walk-ins	296	1,035
Follow Up Pgrm	0	0
VG's requested	367	1,078
TOTAL	771	2,501

PARTNERS - SEPTEMBER

	Month (Y/Y)	YTD
Airport Enplanements	28,906 (-23%)	168,303 (-42.2%)
GNP Recreational Visits	343,911 (-29%)	1,515,758 (-50%)

LODGING - ANNUAL AVERAGES

	YTD 2020	Running 12 Mths	FY21 YTD Avg
Kalispell			
OCC	44.6%	42.9%	70.6%
econ class	40.3%		
mid/upper	46.5%		
ADR	\$103.49	\$97.02	\$127.09
econ class	\$72.36		
mid/upper	\$115.03		
DEMAND	238,154	306,652	41,956

LODGING - SEPTEMBER

	September	YOY
Kalispell		
OCC	72.7%	0.4%
econ class	60.5%	-0.2%
mid/upper	77.8%	0.2%
ADR	\$113.62	-1.4%
econ class	\$77.56	-1.6%
mid/upper	\$125.29	-2.0%
DEMAND	42,269	-1.3%
Comp Set		
Avg OCC	62.6%	

September 2020 Sales Sheet

Dawn Jackson, Group Sales Manager

RFP's/RFI's Sent:

- 2021 Berlin Brats-June
- 2020 Living Proof-October-Rooms only

RFP's Lost:

- 2020 Libertarian-September-lost to Minneapolis
- 2020 SLT Meeting-September-Cancelled
- 2021 NLC Mutual Summer Board Meeting-July-Cancelled indefinitely

Working leads:

- 2022-POMA-Poma is doing a virtual conference for August 2020 and will return to Franklin Tennessee in 2021 to meet the obligation of the contract and back to Kalispell for 2022.

Working leads on hold:

- 2021 Outdoor Writers Association of America-TBD
- 2021 MT Training Conference (Council on Problem Gambling)-Still determining future events.
- 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 2021 or beyond Championship Game

Group Assist:

- Rescheduling for USS St. Paul

September Highlights:

- Tourism Safety Grant – worked on projects:
 - Individual Hand Sanitizer
 - M&C Photo Shoot
 - Safety Video
 - Tem-Chek and Sanitizer deliveries and notifications
 - Discover Kalispell Buff's
- Received FAM requests:
 - a. Andrellia Jackson-Portman Management/Portman Holdings
 - b. Sonya Robinson-National Centers for Chronic Disease Prevention & Health Promotion
 - c. Jason Morrison-FED-COMM International, Inc.
- Participated in Flathead Crisis Management calls
- Tourism Works for Montana – Legislative Candidate Forum Flathead – via Zoom
- Conducted a Lodging Survey at Glacier Park International Airport
- M&C Fall Quarterly newsletter
- Tour Operator Fall Quarterly newsletter
- Presented Safety First Campaign at KDA and talked about the projects DK was working on
- Listened to webinars with ACCE, US Travel
- Talked with aRes to discuss partnering for winter campaigns
- Working with local businesses and organization leaders to continue the education and services Discover Kalispell offers, what our current message is to in-state visitors, how we are supporting locally with the Kalispell Giveaway, what meeting opportunities do they see through their business or organizations they belong to, how we can collaborate to promote the economy in Kalispell now and post COVID. Met with Barb Johnson-Human Resources at KRMC

Future Conferences & Large Events

2020

- 2020 State Cross Country-October 23 & 24-Rebecca Farms

2021

- 2021 President's Day Hockey Tournament-February - TBD
- 2021 BLT Outdoor Classic Hockey Tournament-February – TBD
- 2021 Glacier Freeze Basketball-March – TBD
- 2021 MT Indoor Soccer Tournament-March-TBD
- 2021 Montana Indoor Soccer Championship-March Citywide - TBD
- 2021 MT District #5350 Conference (Rotary)-April 23-25, 2021-Hilton
- 2021 MT Meat Processors Conference-April 2021-Hilton-Dates TBD
- 2021 Spartan Race-May 1-2, 2021
- 2021 NW Regional App Challenge-May 1-2, 2021
- 2021 WELD-Western Extension Leadership Development- May -Hilton - Dates TBD
- 2021 International Bear Association-May 15-23 2021-Red Lion + overflow rooms
- 2021 Battalion Reunion-May 11-15, 2021-Red Lion
- 2021-State Softball-May 27-29, 2021
- 2021 Three Blind Refs Soccer Tournament-June 5-6 - Citywide
- 2021 National Forest Legacy Conference-June 14-18 2021-Red Lion
- 2021 Kalispell PBR-June 5-Fairgrounds-Hilton + overflow rooms
- 2021 BMW Rally Post Excursion-June 24-June 27, 2021
- 2021 The Big Shindig-June 20 or 27, 2021-DeSoto Grill
- 2021 Montana Renaissance Faire-July-Majestic Valley Arena- TBD
- 2021 Under the Big Sky Festival-July 17-18, 2021
- 2021 Event at Rebecca Farm-July 22-25, 2021
- 2021 Montana Renaissance Faire-July-Majestic Valley Arena- TBD
- 2021 Cirque Ma'Ceo-August -Majestic Valley Arena-Date TBD
- 2021 USS St. Paul Association-September 7-11, - Hilton
- 2021 MT Ghost Town Preservation Society-Sept 9-12 -Hilton
- 2021 NRA Finals-October -Majestic Valley Arena-TBD
- 2021 MT Mental Illness Conference – October 20-22 – Red Lion
- 2021 MEDA-MT Economic Development Association-Red Lion-Date TBD

2022

- 2022 Red Angus Association of America-September 14-16, 2022-Hilton
- 2022 MT League of Cities and Towns-October 4-7, 2022-Hilton & Red Lion + overflow rooms