

**Board of Directors Meeting**  
**Kalispell Tourism Business Improvement District**  
**Wednesday, February 23, 2022**  
**3:00 pm – 5:00 pm**

**Location: Board of Directors – in person at Kalispell Chamber**  
**Guests - online access via [Zoom](#)**

**AGENDA**

3:00 pm Meeting Called to Order: Bryce Baker, 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. Dax Schaffer – Voices of Montana Tourism

3. Board Action Items

- a) Approval of minutes from January 26, 2022
- b) Approval of TBID financial statements for January 2022
- c) Approval of projected revenue for FY23

4. Board Discussion

- a) FY21 rollover funds available for allocation
- b) Discussion of M&C incentive program
- c) Staff reports

Enclosures: January 26, 2022 board meeting minutes  
TBID financial statements for January 2022  
KCVB dashboard and reports

For Further Information Please Contact:

Bryce Baker, Board Chair - [kalispell@myplacehotels.com](mailto:kalispell@myplacehotels.com) 406-752-4847  
Diane Medler, Discover Kalispell - [diane@discoverkalispell.com](mailto:diane@discoverkalispell.com) or 406-758-2808

2022 TBID Board Meeting Schedule (subject to change)

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

January 26	February 23	March 23	April 27	May 25	June 22
July 27 (tentative)	August 24	September 28	October 26	November 23	December 14

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=Yml4bWtEdTJxMWdSU2svSjUxNFJsQT09>



**Board of Directors Meeting**  
**Kalispell Tourism Business Improvement District**  
**Wednesday, January 26, 2022**  
**4:00 – 4:15 pm**

**Location: Board of Directors in person at Hampton Inn**

**Board Members Present:** Emily Schroeder, Zac Ford, Bryce Baker, Britta Joy, Dawn Hendrickson.

**Board Members Absent:** Robert Hall, Noelle Barr

**Staff Present:** Dawn Jackson, Marisa Mikonis, Diane Medler

**Guests:** present for the annual meeting presentation following the business meeting

**MINUTES**

The meeting was called to order at 4:00 pm by Chair Bryce Baker

**1. Hear from the Public - none**

**2. Board Action**

**a) Approval of minutes from December 9, 2020**

Motion was made by Zac Ford to approve the minutes. Motion was seconded by Britta Joy.

Discussion: none. Board approved unanimously.

**b) Approval of TBID financial statements for November and December 2020**

Motion was made by Britta Joy to approve the financials. Motion was seconded by Emily Schroeder.

Discussion: none. Board approved unanimously.

**Business Meeting adjourned at 4:15 pm and was followed by the 2021 Discover Kalispell-TBID Annual Meeting.**

2021 Annual Report may be accessed at <https://discoverkalispell.com/kalispell-tourism-business-improvement-district-tbid/>

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

**Kalispell Tourism Business Improvement District  
Summary of January 2022 Financial Reports**

TBID Checking account balance as of 1/31/22	\$180,827.58
KCVB Checking account balance as of 1/31/22	\$54,447.91
WFCU Reserve Account balance (as of 12/31/21)	\$224,654.14

**TBID Account – Expense Summary**

Admin: rent; accounting; phone (office, Verizon); postage; copies; email and Outlook accounts; office supplies; tech support/equipment; annual report and meeting.

Marketing Support: Visa Destination Insights annual subscription; creative agency services; grants – MT Alpine Races and Frosty the Brew Fest.

Website: SEO/SEM Dec and Jan.

Consumer: social media admin; airport display stocking; winter hotel campaign

M&C: Registration for RMI; media buy; meeting planner FAM expenses.

PR/Publicity: monthly PR contract (Lightning Bug PR).

**KCVB Event Account – Income and Expense Summary**

Income: aRes commission

Expenses: Admin; Honeybook (PTC)

**TBID Revenue**

<b>FY22 Gross Revenue</b>	<b>Projected</b>	<b>Actual</b>	<b>% Change vs. projected</b>	<b>% Change YOY (Actual)</b>
Total Budget	\$625,000			
Q1 JUL-SEP (46% of total)	\$287,500	\$232,312	-19%	3%
Q2 OCT-DEC (20.5% of total)	\$128,125	\$116,205	-10%	14%
Q3 JAN-MAR (17% of total)	\$106,250			
Q4 APR-JUN (16.5% of total)	\$103,125			
<b>FY21 Gross Revenue</b>	<b>Projected</b>	<b>Actual</b>	<b>% Change vs. projected</b>	<b>% Change YOY (Actual)</b>
Total Budget	\$560,000	\$611,569	9.2%	8.8%
Q1 JUL-SEP	\$257,600	\$224,785	-14.5%	-12.7%
Q2 OCT-DEC	\$114,800	\$101,676	-12.9%	-11.4%
Q3 JAN-MAR	\$95,200	\$108,206	12%	13.6%
Q4 APR-JUN	\$92,400	\$176,902	47%	91.4%

## Tourism Business Improvement District

## Balance Sheet

02/11/22

As of January 31, 2022

Accrual Basis

	Jan 31, 22
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
1010 · Checking	178,312.07
1020 · Whitefish Credit Union	224,654.14
<b>Total Checking/Savings</b>	<b>402,966.21</b>
<b>Total Current Assets</b>	<b>402,966.21</b>
Fixed Assets	
1710 · Office Equipment	4,048.20
1820 · Web Site Development	91,230.44
<b>Total Fixed Assets</b>	<b>95,278.64</b>
<b>TOTAL ASSETS</b>	<b>498,244.85</b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	28,693.63
<b>Total Accounts Payable</b>	<b>28,693.63</b>
<b>Total Current Liabilities</b>	<b>28,693.63</b>
<b>Total Liabilities</b>	<b>28,693.63</b>
Equity	
32000 · Unrestricted Net Assets	446,155.49
Net Income	23,395.73
<b>Total Equity</b>	<b>469,551.22</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>498,244.85</b>

## Tourism Business Improvement District

## Profit &amp; Loss - FY22

January 2022

02/11/22

Accrual Basis

	Jan 22	Jul '21 - Jan 22
<b>Income</b>		
4000 · TBID Revenue	4,882.00	413,568.55
4100 · Interest Income	1.71	7.89
<b>Total Income</b>	<b>4,883.71</b>	<b>413,576.44</b>
<b>Expense</b>		
5000 · Staffing	18,294.68	165,565.77
<b>5100 · Administrative</b>		
5160 · Rent	900.00	5,400.00
5180 · Telephone	196.04	1,572.67
5140 · Office Supplies	349.21	774.43
5150 · Postage & Copies	73.17	549.57
5122 · Audit - Chamber	0.00	1,650.15
5125 · Accounting Services	225.00	1,541.25
5350 · City of Kalispell Admin Fee	0.00	4,422.55
5185 · Travel & Entertainment	7.75	1,792.51
5190 · Technology Support	75.00	700.00
5195 · Equipment (Software)	30.54	2,249.99
5115 · Annual Report/Mtg	807.25	807.25
5199 · Other Admin	0.00	214.01
5130 · Directors & Officers Insurance	0.00	1,163.00
<b>Total 5100 · Administrative</b>	<b>2,663.96</b>	<b>22,837.38</b>
<b>5200 · Marketing Support</b>		
5210 · Smith Travel Reports	0.00	8,900.00
5230 · Organizational Memberships	0.00	11,720.00
5220 · Training & Education	0.00	220.00
5240 · Research	5,060.00	5,060.00
5242 · Grant Program	2,500.00	11,405.00
5235 · Creative Agency Services	4,100.00	28,226.00
5237 · aRes	0.00	4,858.58
5300 · Branding	0.00	4,513.31
<b>Total 5200 · Marketing Support</b>	<b>11,660.00</b>	<b>74,902.89</b>
<b>5250 · Web Site</b>		
5260 · Website Redesign	0.00	0.00
5270 · Maintenance & Enhancements	0.00	6,696.53
5280 · Website Marketing (SEO & SEM)	3,167.00	14,002.00
<b>Total 5250 · Web Site</b>	<b>3,167.00</b>	<b>20,698.53</b>
<b>5400 · Consumer Marketing</b>		
5405 · Photo and Video Library	0.00	951.49
5430 · Social Media Administration	0.00	4,080.00
5450 · Media Buy	880.00	33,170.00
5480 · Airport Visitor Display	75.00	675.00
5420 · E-Marketing	0.00	1,000.00
5496 · Visitor Guide & Niche Brochures	0.00	1,789.87
<b>Total 5400 · Consumer Marketing</b>	<b>955.00</b>	<b>41,666.36</b>
<b>5550 · M&amp;C and Groups</b>		
5565 · Meeting Planner Shows	685.00	980.00
5567 · Meeting Planner FAM	35.70	35.70
5570 · M&C and Group Incentive Program	0.00	3,292.20
5571 · Media Buy	2,270.50	16,590.00
5575 · EMarketing	0.00	701.25
5573 · Group Photo & Video Library	0.00	112.20
5574 · M&C Collateral	0.00	265.00
5583 · Customer Relationship Mgmt Syst	0.00	1,500.00
5589 · M&C Memberships	0.00	1,094.00
5585 · Sales Calls	0.00	15.00

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02/11/22

Accrual Basis

**Tourism Business Improvement District**  
**Profit & Loss - FY22**  
**January 2022**

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	<u>Jan 22</u>	<u>Jul '21 - Jan 22</u>
Total 5550 · M&C and Groups	2,991.20	24,585.35
5650 · Publicity		
5666 · PR Agency	2,625.00	18,375.00
5660 · Travel Media Press Trips/FAM	0.00	7,089.72
5680 · Kalispell Branded Merchandise	0.00	1,115.60
Total 5650 · Publicity	<u>2,625.00</u>	<u>26,580.32</u>
Total Expense	<u>42,356.84</u>	<u>376,836.60</u>
Net Income	<u><u>-37,473.13</u></u>	<u><u>36,739.84</u></u>

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02/11/22

Accrual Basis

**Tourism Business Improvement District**  
**Profit & Loss Budget vs. Actual FY22**  
**July 2021 through January 2022**

	Jul '21 - Jan 22	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
4000 · TBID Revenue	413,568.55	651,500.00	-237,931.45	63.5%
4100 · Interest Income	7.89			
<b>Total Income</b>	<u>413,576.44</u>	<u>651,500.00</u>	<u>-237,923.56</u>	<u>63.5%</u>
<b>Expense</b>				
5000 · Staffing	165,565.77	239,700.00	-74,134.23	69.1%
5100 · Administrative	22,837.38	37,050.00	-14,212.62	61.6%
5200 · Marketing Support	74,902.89	94,900.00	-19,997.11	78.9%
5250 · Web Site	20,698.53	32,000.00	-11,301.47	64.7%
5400 · Consumer Marketing	41,666.36	84,450.00	-42,783.64	49.3%
5500 · Events & Sports-Operatn & Promo	0.00	35,000.00	-35,000.00	0.0%
5550 · M&C and Groups	24,585.35	81,400.00	-56,814.65	30.2%
5650 · Publicity	26,580.32	47,000.00	-20,419.68	56.6%
<b>Total Expense</b>	<u>376,836.60</u>	<u>651,500.00</u>	<u>-274,663.40</u>	<u>57.8%</u>
<b>Net Income</b>	<u><u>36,739.84</u></u>	<u><u>0.00</u></u>	<u><u>36,739.84</u></u>	<u><u>100.0%</u></u>

Kalispell Chamber of Commerce  
**KCVB P&L by Class**  
January 2022

	<u>aRes</u>	<u>TCP</u>	<u>Admin</u>	<u>TOTAL</u>
<b>Income</b>				
4025.00 · Program Revenue	11.96	0.00	245.00	256.96
<b>Total Income</b>	<u>11.96</u>	<u>0.00</u>	<u>245.00</u>	<u>256.96</u>
<b>Expense</b>				
5000.00 · Direct Program	0.00	9.00	2.10	11.10
5520.00 · Professional Fees	0.00	0.00	180.00	180.00
5420.00 · Office	0.00	0.00	48.49	48.49
<b>Total Expense</b>	<u>0.00</u>	<u>9.00</u>	<u>230.59</u>	<u>239.59</u>
<b>Net Income</b>	<u>11.96</u>	<u>-9.00</u>	<u>14.41</u>	<u>17.37</u>



KALISPELL CONVENTION & VISITOR'S BUREAU  
 EVENT BALANCES  
 Cash Basis

	SPARTAN RACE	INDOOR SOCCER	MTGS & CONV	VC MERCH	BWD BROCHURE	GRANTS	ARES	WEBSITE REDESIGN	TRAVEL CONSULT	ADMIN	TOTAL
2021 Balance Forward	2,591.57	10,973.65	1,414.40	574.82	275.00	0.00	283.10	38,550.00	138.93	(400.01)	54,401.46
January 2022	0.00	0.00	0.00	0.00	0.00	0.00	11.96	0.00	(27.00)	(235.32)	(250.36)
February 2022	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
March 2022	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
April 2022	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
May 2022	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
June 2022	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
July 2022	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
August 2022	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
September 2022	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
October 2022	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
November 2022	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
December 2022	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EVENT BALANCES	2,591.57	10,973.65	1,414.40	574.82	275.00	0.00	295.06	38,550.00	111.93	(635.33)	54,151.10

**WEBSITE (Y/Y Comparison) JANUARY**

<b>Users</b> 21,193 (+77%)	<b>Pgs/Session</b> 3.00 (-18%)	<b>Session Duration</b> 01:04 (-33%)	<b>Page Views</b> 79,303 (+55%)
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**Top Cities**

1. Kalispell	6. Calgary
2. Not set	7. Denver
3. Seattle	8. Dallas
4. Salt Lake City	9. New York
5. Whitefish	10. Portland

**Top Pages**

1. Home page	6. GNP
2. Outdoors	7. Getting Here
3. Get The Guide	8. Road Trip
4. Hotel campaign	9. Lodging
5. Downtown	10. Things To Do

**aRes (Google Analytics)**

list views	10,823 (+21%)
list clicks	324 (+37%)
list CTR	2.99% (+12%)

**Lodging Page**

page views	1,636 (+5%)
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**CONVERSIONS (digital) - JANUARY**

	Month	YTD (fiscal)
VG Requests (web-online/postal)	385	1,908
Newsletter subscribers	431	1,577
aRes reservations booked	6	23
aRes room nights booked	13	50
Future grp rm/nts contracted	0	497

**GROUP SALES - JANUARY**

RFP's Sent to Hotels	2
Proposals to Clients	2
Groups Assisted	9
Future group rooms won	0

**SOCIAL MEDIA - JANUARY**



	Facebook	Instagram	Pinterest	Twitter
Followers	37,931	17,523		4,019
Impressions (organic)	174,313	177,013	16,099	4,180
Reach/profile visits	170,198	170,227	190,340	
Reach/stories		28,712		
Link Clicks		168		

**MARKETING CAMPAIGNS - JANUARY**

**PAID MEDIA:** SEM - 11,852 imp; 897 clicks; 7.57% CTR; \$1.86 CPC. GOOGLE DISPLAY - 183,966 imp; 1,503 clicks; 0.82% CTR; \$0.68 CPC; 21 conversions. SOCIAL - 475,712 imp; 7,595 clicks; 1.60% CTR; \$0.11 CPC. PINTEREST - 356,658 imp; 1,129 clicks; \$0.58 CPC; 8,472 engagements.

**SKI PACKAGE** - 315,070 imp; 2,912 clicks; 0.92% CTR; \$0.15 CPC. 5 packages purchased through 2/15. **LINKED IN** - 10,165 imp; 23 clicks; 0.23% CTR; \$13.69 CPC.

**VISITOR INFORMATION CENTER - JANUARY**

	Month	YTD (fiscal)	YTD (calendar)
Calls	52	815	52
Walk-ins	37	1,843	37
Intercom (web chat)	38	443	38
VG's requested	274	1,916	274
<b>TOTAL</b>	<b>401</b>	<b>5,017</b>	<b>401</b>

**PARTNERS**

	Month (Y/Y)	YTD
Airport Enplanements - Jan	25,722 (+47.3%)	25,722 (+47.3%)
GNP Recreational Visits - Dec	17,629 (-37%)	3,081,656 (+81%)
		1% increase over 2019

**LODGING LODGING - JANUARY**

**Running 12**

Annual Averages	YTD 2022	Mths	FY22 YTD Avg
<b>Kalispell</b>			
OCC	38.5%	56.6%	57.5%
econ class	32.3%		
mid/upper	40.9%		
ADR	\$84.63	\$132.64	\$144.28
econ class	\$56.08		
mid/upper	\$93.63		
<b>DEMAND</b>	<b>22,793</b>	<b>394,986</b>	<b>33,751</b>

	January	YOY	vs 2019
<b>Kalispell</b>			
OCC	38.5%	2.4%	24.5%
econ class	32.3%	25.8%	
mid/upper	40.9%	-3.6%	
ADR	\$84.63	15.5%	14%
econ class	\$56.08	1.7%	
mid/upper	\$93.63	20.4%	
<b>Comp Set Avg</b>			
OCC	46.5%	39.1%	3%

**Weekly STR**

OCC	Jan	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Run MTD
2022	38.7	28	40.0	31.2	42.0	45.1	43.8	40.2	46.4	41.3	30.9	43.1	46.3	46.2	38.3	51.0	47.4	43.3
2021	36.6	36.8	29.1	35.1	37.7	39.1	37.5	37.6	34.6	26.4	26.4	32.3	35.6	34.8	36.1	41.3	49.0	35.7
% +/-	5.8	8.6	7.3	19.8	19.5	12.1	7.1	23.5	19.3	17.2	17.2	33.3	30.2	32.7	6.3	23.4	-3.3	21.5
ADR 2022	83.84	84.35	79.34	82.83	82.13	84.54	83.71	88.19	87.53	83.01	83.01	85.50	89.77	86.66	84.45	95.27	98.57	87.80

**Short Term Rental Data - AirDNA**

**January 2022 vs January 2021**

	Available Listings			Occupancy Rate			Average Daily Rate		
	Available Listings			Occupancy Rate			Average Daily Rate		
January	2021	2022	% Chg	2021	2022	% Chg	2021	2022	% Chg
Entire Place	187	288	54.00%	43%	48%	13.40%	212	287	35.50%

# January 2022 Monthly Report

Dawn Jackson, Group Sales Manager

## RFP's/RFI's Sent:

- 2022 June - Two Guys Golf
- 2022 August - CSBS - Conference of State Bank Supervisors

## Working leads:

- 2024 April PEO Board Meeting
- 2024 June PEO Conference
- 2022 October Northwest Rental Association - working with GJ from Celebrate and he will follow up with their board
- 2023 National Commanders Testimonial Dinner - followed up and haven't heard back
- 2024 OWA-Outdoor Writers Association of America -will turn in a proposal in April 2022

## Working Leads Lost:

- 2022-2023-2024-October-The Philadelphia Church of God-Lost to Missoula

## RFP's Won:

## Group Assist:

- Planning with Montana League of Cities | POMA | Pathfinders |
- Spartan staff planning
- Assisted Glacier Southeby's with rooms
- Janice Donovan with PEO-submitting incentive application
- Site Tour with Jason Cocomise - Philadelphia Church of God
- Worked with Ron Forest to help reschedule Battalion Conference in 2023
- Fantasy RV Tours-Group meals potentials for 2022 summer
- Brad Luttrell - Go Wild - Group ideas for their company prior to POMA
- Assisted Sean Tippin with MT Film Office for availability in August and September for upcoming movie production

## January Highlights:

- Prepared and held Annual Review
- Sorted and reviewed video to send to Abbi for M&C Video
- Met with Susie Schultz - planner from HPN Global
- Toured CoAtrium for potential off-site meeting spaces
- Prepared content for Small Market Meetings E-Blast in 2022 February
- Call with Matt Laughlin, new Director of Wacholz College Center
- Prepared quarterly M&C and Tour Operator e-news
- Met with Randy Price-American Axe - group activities
- Attended monthly all-staff meeting
- Worked with recipient Alison Jacobson on OWAA Auction package - Alaskafjordlines.com
- Attended Tourism Crisis Call
- Out of office January 19-21

## Future Conferences & Large Events

### 2022

#### January

- Brash Series Rodeo – January 7-8 – Majestic Valley Arena
- Brash Series Rodeo – January 21-22 - Majestic Valley Arena

#### February

- Whitefish Winter Carnival – February 4-6 – Whitefish
- Hard Knocks Fight Night – February 5 - Fairgrounds
- Brash Series Rodeo – February 4-5 - Majestic Valley Arena
- February 11-13 NSC Soccer Tournament - Fairgrounds
- Brash Series Rodeo – February 18-19 - Majestic Valley Arena
- Montana Sportsman’s Expo – February 25-27 - Fairgrounds

#### March

- Brash Series Rodeo – March 4-5 - Majestic Valley Arena
- MT State Indoor Archery Tournament – March 5-6 - Fairgrounds
- Arena Cross – March 11-12 – Majestic Valley Arena
- NW MT Gold, Gem and Mineral Show – March 12-13 - Fairgrounds
- Brash Series Rodeo – March 18-19 - Majestic Valley Arena
- NWMACA Gun Show – March 25-27 – Majestic Valley Arena
- AAU State Wrestling Tournament – March 26 - Fairgrounds

#### April

- Brash Series Rodeo – April 1-2 - Majestic Valley Arena
- Prairie Sisters Vintage Market – April 2 – Fairgrounds
- Showdown at the Majestic – Controlled Kaos Promotions Boxing – April 9 – Majestic Valley Arena

#### May

- Cow Puncher US Shootout – May 6 – Majestic Valley Arena
- \*Spartan Race – May 7-8 – Bigfork
- 5<sup>th</sup> Annual Serious Motorcycle Enthusiasts Group Motorcycle Show – May 21 - Fairgrounds

#### June

- Kalispell PBR (Professional Bull Riders)– June 2 - Fairgrounds
- Three Blind Refs Soccer Tournament-June 4-5 – Citywide
- \*National Forest Legacy-June 6-10 -Red Lion-Rescheduled from 2020
- \*POMA-Professional Outdoor Media Association-June 14-16 - Red Lion
- Top Dawg Arena Cross – June 17-18 - Fairgrounds

## July

- Montana Royal Livestock Show – July 16-17 – Fairgrounds
- Up in Arms Gun Show – July 16-17 - Fairgrounds
- Under the Big Sky Festival – July 17-18 – Big Mountain Ranch
- Cirque Ma’Ceo – July 22-24 – Majestic Valley Arena
- Montana Renaissance Faire – July 30-31 – Majestic Valley Arena

## August

- Montana Renaissance Faire – August 6-7 – Majestic Valley Arena
- NW Montana Fair & Rodeo – August 17-21 - Fairgrounds

## September

- Quilt Show – September 16-17 - Fairgrounds
- NWMACA Gun Show – September 9-11 Majestic Valley Arena
- \*Red Angus Association of America-September 14-16, 2022-Hilton

## October

- \*MT League of Cities and Towns-October -4-7, 2022-Hilton & Red Lion + overflow rooms
- Battle of the States Bull Riding – October 8 – Majestic Valley Arena
- \*MT Mental Health Conference – October 14-16 – Red Lion
- \*NRA-Northern Rodeo Association – October 28-30 – Majestic Valley Arena

## November

- The Market Beautiful Christmas Show – November 11-12 - Fairgrounds

2/14/2022

\*Indicates Discover Kalispell has booked the group/event or assisting in some way. Others are events that may affect occupancy in Kalispell.