

**Board of Directors Meeting
Kalispell Tourism Business Improvement District
Wednesday, July 27, 2022
3:00 pm – 5:00 pm**

Location: Kalispell Chamber or 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. Board Action Items
 - a) Approval of minutes from June 22, 2022
 - b) Approval of financials for June, 2022
4. Board Discussion
 - a) Indoor Sports Facility study update
 - b) Lodging discussion – June, July and forecast through Labor Day
 - c) Marketing campaign adjustments for summer
 - d) Event updates
 - e) Staff reports

Enclosures: June 22, 2022 board meeting minutes
TBID financial statements for June 2022
KCVB dashboard and reports

For Further Information Please Contact:

Bryce Baker, Board Chair - kalispell@myplacehotels.com 406-752-4847
Diane Medler, Discover Kalispell - 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	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.



**Board of Directors Meeting
Kalispell Tourism Business Improvement District
Wednesday, June 22, 2022
3:00 pm – 5:00 pm**

Location: Kalispell Chamber or Zoom

Board Members Present: Bryce Baker, Britta Joy, Zac Ford, Chris Walters,

Via Zoom: Corbin Bedard, Robert Hall, Dawn Hendrickson

Board Members Absent:

Staff Present: Marisa Mikonis, Lorraine Clarno, Diane Medler, Dawn Jackson

Guests: Rachel Williams, Skyler Rieke, Dennis Spand, Jane Corwin

MINUTES

The meeting was called to order at 3:00 pm by Board Chair Bryce Baker.

1. Hear from the Public - None

2. Event Grant – Big Sky Reining Classic

- Jane Corwin and Dennis Spand submitted an event grant application for the Big Sky Reining Class put on by the Montana Reining Horse Association (MRHA) at the Majestic Valley Arena, August 8-14 with an anticipated 200+ competitors. Reining is now an Olympic and national sport that is growing tremendously. They are requesting \$1,000 to be used for production and promotion.

3. Board Action Items

a) Approval of minutes from May 25, 2022

- Motion was made by Zac Ford to approve the minutes. Motion was seconded by Britta Joy. Discussion: none. Board approved unanimously.

b) Approval of financials for April, 2022

- Motion was made by Dawn Hendrickson to approve the financials. Motion was seconded by Chris Walters. Discussion: none. Board approved unanimously.

c) Grant application scoring

- The board reviewed the visitor amenity grant application and scored according to grant criteria. The board discussed how it would be beneficial to have a partnership with MRHA in the future, how occupancy levels are down and who knows what the rest of the summer will bring. There has already been calls to the hotels about this event generating room nights.
- Zac made a motion to approve the \$1,000 cash and \$500 in-kind for the Big Sky Reining Classic. Robert Hall seconded the motion. Board approved unanimously.

4. Board Discussion

a) Outside Kind Flathead follow-up

- Marisa had followed-up with Outside Kind regarding marketing material usage and amount of material provided to hotels and the visitor center.

Board will further discuss additional funds once first round of trail signs and marketing materials are delivered. Marisa will follow-up on if the Parkline Trail in downtown Kalispell will also have signs.

b) Rollover funds available for allocation

- Diane is finalizing the Sport Feasibility Study contract. Next will be the onboarding call to finalize schedule and scope of work. Board members will be notified.
- Britta suggests looking into scooters for downtown out of the reserve account. It would be a great use along the Parkline Trail and means of transportation around Kalispell downtown area.
- Discussion on paid media campaigns through The Abbi Agency and ways to redirect them for FY23 targeting all seasons. Based on how the summer is looking we may need to begin promoting summer.
- Diane and Marisa continue to explore 'Voluntourism' in Kalispell options. Marisa is working with a new association, 'Flathead Trails Association' whom also would like to promote Volunteer Vacations in the valley.
- Chris suggested directing paid media to 'Kayak' for Discover Kalispell to push winter campaigns and promotions.

c) Event updates

- Spartan Race weekend had just under 8,000 racers this year. A 12% increase from last year with a total of 9,100 people at the event over the weekend. Diane presented a recap report which included a heat map of where racers came from for the racer and lodging data of ADR and occupancy in comparison to last year.
- Highlander staff will be in Kalispell in July to meeting with Discover Kalispell and the Forest Service.
- Montana Alpine Race School has been contacted for Blacktail Mountain Ski Area to host national events this upcoming winter.

d) Staff reports

- Diane and Marisa give updates on the website timeline as we are moving forward to launch our new site in the late Fall.
- Diane updates on the latest STR reports and non-resident spending.
- Dawn provided a recap of the weekend FAM and POMA conference that was hosted at the Red Lion. Sent out the RFPs for the Northern Rodeo and Pathfinders. Dawn notes that group tour restaurants are in high demand, as we could discuss a way to collaborate with restaurants with tickets to spread out guest and conferences around downtown.

Meeting was adjourned at 4:42 PM.

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

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

TBID Checking account balance as of 6/30/22	\$151,711.25
KCVB Checking account balance as of 6/30/22	\$62,030.38
WFCU Reserve Account balance as of 6/30/22	\$225,489.67

TBID Account – Expense Summary

Admin: rent; accounting; phone (office, Verizon); postage; copies; email and Outlook accounts; office supplies; tech support; travel.

Marketing Support: hospitality customer service workshops; grant award – MT Alpine Racing (2nd payment wasn't issued); agency services (May and June).

Website: maintenance/enhancements; search engine marketing

Consumer: social media administration; airport display stocking

Events: hotel campaign (purchase of America The Beautiful passes)

M&C: meeting planner FAM expenses; POMA incentive; media buy; IDSS quarterly payment

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

KCVB Event Account – Income and Expense Summary

Income: aRes commission; airport rack display subscription; credit card points redeemed.

Expenses: Spartan – contributions (donations for services) & promoter fee; Honeybook monthly subscription; copies; postage; accounting.

TBID Revenue

FY22 Gross Revenue	Projected	Actual	% Change vs. projected	% Change YOY (Actual)
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	\$101,676	-4%	-6%
Q4 APR-JUN (16.5% of total)	\$103,125			
FY21 Gross Revenue	Projected	Actual	% Change vs. projected	% Change YOY (Actual)
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
As of June 30, 2022

	<u>Jun 30, 22</u>
ASSETS	
Current Assets	
Checking/Savings	
1010 - Checking	138,283.39
1020 - Whitefish Credit Union	225,489.67
Total Checking/Savings	<u>363,773.06</u>
Accounts Receivable	
1200 - Accounts Receivable	
Chamber A/R	1,000.00
Total 1200 - Accounts Receivable	<u>1,000.00</u>
Total Accounts Receivable	<u>1,000.00</u>
Total Current Assets	<u>364,773.06</u>
Fixed Assets	
1710 - Office Equipment	4,048.20
1820 - Web Site Development	91,230.44
Total Fixed Assets	<u>95,278.64</u>
TOTAL ASSETS	<u><u>460,051.70</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 - Accounts Payable	15,363.78
Total Accounts Payable	<u>15,363.78</u>
Total Current Liabilities	<u>15,363.78</u>
Total Liabilities	<u>15,363.78</u>
Equity	
32000 - Unrestricted Net Assets	446,155.49
Net Income	-1,467.57
Total Equity	<u>444,687.92</u>
TOTAL LIABILITIES & EQUITY	<u><u>460,051.70</u></u>

Tourism Business Improvement District

Profit & Loss - FY22

07/14/22

June 2022

Accrual Basis

	Jun 22	Jul '21 - Jun 22
Income		
4000 · TBID Revenue	101,726.00	631,499.55
4100 · Interest Income	836.79	850.30
Total Income	102,562.79	632,349.85
Expense		
5000 · Staffing	18,434.45	260,148.19
5100 · Administrative		
5160 · Rent	900.00	7,500.00
5180 · Telephone	233.49	2,680.08
5140 · Office Supplies	28.69	1,011.45
5150 · Postage & Copies	537.00	2,068.71
5122 · Audit - Chamber	0.00	1,650.15
5125 · Accounting Services	225.00	2,587.50
5350 · City of Kalispell Admin Fee	0.00	4,422.55
5185 · Travel & Entertainment	163.56	3,894.26
5190 · Technology Support	80.00	1,100.00
5195 · Equipment (Software)	0.00	2,279.97
5115 · Annual Report/Mtg	0.00	2,156.25
5199 · Other Admin	0.00	214.01
5130 · Directors & Officers Insurance	0.00	1,163.00
Total 5100 · Administrative	2,167.74	32,727.93
5200 · Marketing Support		
5210 · Smith Travel Reports	0.00	8,900.00
5230 · Organizational Memberships	0.00	13,470.00
5220 · Training & Education	1,000.00	2,398.00
5240 · Research	0.00	5,060.00
5242 · Grant Program	2,000.00	17,905.00
5235 · Creative Agency Services	5,200.00	47,226.00
5237 · aRes	0.00	4,858.58
5300 · Branding	0.00	4,513.31
Total 5200 · Marketing Support	8,200.00	104,330.89
5250 · Web Site		
5260 · Website Redesign	0.00	0.00
5270 · Maintenance & Enhancements	1,000.00	12,797.87
5280 · Website Marketing (SEO & SEM)	3,332.00	22,335.00
Total 5250 · Web Site	4,332.00	35,132.87
5400 · Consumer Marketing		
5405 · Photo and Video Library	0.00	951.49
5430 · Social Media Administration	1,095.00	9,555.00
5450 · Media Buy	0.00	36,727.00
5460 · Travel Show Attendance	0.00	-595.21
5480 · Airport Visitor Display	75.00	1,050.00
5420 · E-Marketing	0.00	2,417.50
5496 · Visitor Guide & Niche Brochures	0.00	5,619.87
Total 5400 · Consumer Marketing	1,170.00	55,725.65
5500 · Events & Sports-Operatn & Promo		
5502 · Spartan Race	0.00	35,000.00
5512 · Hotel Campaign	160.00	2,240.00
Total 5500 · Events & Sports-Operatn & Promo	160.00	37,240.00
5550 · M&C and Groups		
5565 · Meeting Planner Shows	0.00	4,520.46
5567 · Meeting Planner FAM	2,602.84	2,856.02
5570 · M&C and Group Incentive Program	13,464.12	16,988.62
5571 · Media Buy	2,605.50	19,195.50
5575 · EMarketing	0.00	701.25

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07/14/22

Accrual Basis

Tourism Business Improvement District

Profit & Loss - FY22

June 2022

	<u>Jun 22</u>	<u>Jul '21 - Jun 22</u>
5573 · Group Photo & Video Library	0.00	112.20
5574 · M&C Collateral	93.50	358.50
5583 · Customer Relationship Mgmt Syst	1,500.00	6,000.00
5589 · M&C Memberships	0.00	1,094.00
5585 · Sales Calls	0.00	1,424.66
Total 5550 · M&C and Groups	<u>20,265.96</u>	<u>53,251.21</u>
5650 · Publicity		
5666 · PR Agency	2,625.00	31,500.00
5660 · Travel Media Press Trips/FAM	0.00	8,280.97
5680 · Kalispell Branded Merchandise	0.00	1,135.60
Total 5650 · Publicity	<u>2,625.00</u>	<u>40,916.57</u>
Total Expense	<u>57,355.15</u>	<u>619,473.31</u>
Net Income	<u>45,207.64</u>	<u>12,876.54</u>

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07/14/22

Accrual Basis

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

	<u>Jul '21 - Jun 22</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Income				
4000 · TBID Revenue	631,499.55	651,500.00	-20,000.45	96.9%
4100 · Interest Income	850.30			
Total Income	<u>632,349.85</u>	<u>651,500.00</u>	<u>-19,150.15</u>	<u>97.1%</u>
Expense				
5000 · Staffing	260,148.19	239,700.00	20,448.19	108.5%
5100 · Administrative	32,727.93	37,050.00	-4,322.07	88.3%
5200 · Marketing Support	104,330.89	94,900.00	9,430.89	109.9%
5250 · Web Site	35,132.87	32,000.00	3,132.87	109.8%
5400 · Consumer Marketing	55,725.65	84,450.00	-28,724.35	66.0%
5500 · Events & Sports-Operatr & Promo	37,240.00	35,000.00	2,240.00	106.4%
5550 · M&C and Groups	53,251.21	81,400.00	-28,148.79	65.4%
5650 · Publicity	40,916.57	47,000.00	-6,083.43	87.1%
Total Expense	<u>619,473.31</u>	<u>651,500.00</u>	<u>-32,026.69</u>	<u>95.1%</u>
Net Income	<u>12,876.54</u>	<u>0.00</u>	<u>12,876.54</u>	<u>100.0%</u>

KALISPELL CONVENTION & VISITOR'S BUREAU
 2022 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	0.00	0.00	0.00	0.00	0.00	0.00	11.96	0.00	(27.00)	(235.32)	(250.36)
February	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(180.00)	(180.00)
March	31,264.70	0.00	0.00	0.00	0.00	0.00	28.16	0.00	0.00	215.00	31,507.86
April	(294.00)	0.00	0.00	0.00	0.00	0.00	131.60	0.00	(27.00)	104.03	(85.37)
May	3,169.29	0.00	0.00	0.00	0.00	0.00	51.54	0.00	63.75	92.90	3,377.48
June	(27,901.70)	0.00	0.00	0.00	0.00	0.00	11.16	0.00	(9.00)	908.85	(26,990.69)
July	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
August	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
September	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
October	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
November	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
December	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EVENT BALANCES	8,829.86	10,973.65	1,414.40	574.82	275.00	0.00	517.52	38,550.00	139.68	505.45	61,780.38

TRANSPARENT FINANCIAL STATEMENTS
KCVB P&L by Class
 January through June 2022

	Spartan	aRes	TCP	Admin	TOTAL
Income					
4025.00 · Program Revenue	0.00	91.66	0.00	2,401.44	2,493.10
4400.00 · Grants & Contributions	0.00	0.00	10.00	0.00	10.00
4410.00 · TBID Revenue	35,000.00	0.00	0.00	0.00	35,000.00
4700.00 · Special Events	10,385.21	142.76	65.00	0.00	10,592.97
Total Income	45,385.21	234.42	75.00	2,401.44	48,096.07
Expense					
5000.00 · Direct Program	34,272.19	0.00	54.00	4.20	34,330.39
5060.00 · Bank Fees & Service Charges	69.92	0.00	2.25	92.50	164.67
5260.00 · Insurance	979.00	0.00	0.00	16.15	995.15
5520.00 · Professional Fees	0.00	0.00	0.00	1,035.00	1,035.00
5700.00 · Travel & Training	125.60	0.00	0.00	0.00	125.60
5360.00 · Meetings & Staff Meals	226.50	0.00	0.00	0.00	226.50
5420.00 · Office	0.00	0.00	0.00	111.67	111.67
5740.00 · Travel	73.71	0.00	0.00	0.00	73.71
5160.00 · Contributions & Scholarships	3,400.00	0.00	0.00	0.00	3,400.00
Total Expense	39,146.92	0.00	56.25	1,259.52	40,462.69
Net Income	6,238.29	234.42	18.75	1,141.92	7,633.38

WEBSITE (Y/Y Comparison) JUNE

Users 28,122 -5.1% YOY, +31.6% MOM	Pgs/Session 3.11 -9.7% YOY, -1.27% MOM	Session Duration 01:18 -15.5% YOY, +7.2% MOM	Page Views 105,350 -16.8% YOY, +29.2% MOM
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Top Cities

1. Kalispell	6. Salt Lake City
2. Seattle	7. Chicago
3. Phoenix	8. Not Set
4. New York	9. Dallas
5. Los Angeles	10. Denver

Top Pages

1. Home page	6. Events
2. Dont have entry ticket	7. TTD GNP
3. Blog - flooding	8. TTD
4. Get The Guide	9. TTD Flathead Lake
5. TTD Downtown	10. Blog - entry ticket ?'s

aRes (Google Analytics)

list views	9,262 (-52%)
list clicks	181 (-64%)
list CTR	2.27% (-24%)
Lodging Page	
page views	1,664 (-40%)

CONVERSIONS (digital) - JUNE

	Month	YTD (fiscal)
VG Requests (web-online/postal)	427	4,135
Newsletter subscribers	331	3,908
aRes reservations booked	1	63
aRes room nights booked	1	127
Future grp rm/nts contracted	120	1,487

GROUP SALES - JUNE

RFP's Sent to Hotels	1
Proposals to Clients	0
Groups Assisted	7
Future group rooms won	120

SOCIAL MEDIA - JUNE

	Facebook	Instagram	Pinterest	Twitter
Followers	38,227	19,123	43,150	4,121
Impressions (organic)	101,459	182,195	10,130	7,034
Reach/profile visits	98,489	170,629		
Reach/stories		46,802		
Link Clicks		619		

MARKETING CAMPAIGNS - JUNE

PAID: SEM - 7,760 imp; 1,097 clicks; 14.14% CTR; \$1.21 CPC. DISPLAY - 215,658 imp; 1,273 clicks; 0.59% CTR; \$0.61 CPC. HOTEL CAMPAIGN- 61,695 imp; 668 clicks; 1.08% CTR; \$0.26 CPC (June 1-7). FB & IG - 222,051 imp; 6,152 clicks; 2.77% CTR; \$0.13 CPC. LINKED IN - 10,283 imp; 28 clicks; 0.27% CTR; 28 engagements. PINTEREST - 90,739 imp; 254 clicks; 0.28% CTR; \$1.23 CPC.

EARNED MEDIA COVERAGE: *Remote Together* - Meetings Today, 76,540 reach. *Taking the Kids: Where To Go This Summer* - The Billings Gazette, 336,468 reach. *Beat The Heat With These July Travel Ideas* - Trillist.com, 6,756,152 reach. *Slower Tourism Season Forecast in the Flathead Valley* - Flathead Beacon, 97,803 reach.

MEDIA OUTREACH: KALICO Completes Phase II of Beautify Kalispell Project - Daily Inter Lake, 73,070 reach. 12 Unique Spots You Can Only Visit In Montana - Newsexplorer.net, 313,792 reach.

VISITOR INFORMATION CENTER - JUNE

	Month	YTD (fiscal)	YTD (calendar)
Calls	128	1,345	582
Walk-ins	441	2,664	858
Intercom (web chat)	95	747	342
VG's requested	151	3,363	1,793
TOTAL		8,119	3,575

PARTNERS

	Month (Y/Y)	YTD
Airport Enplanements - June	46,604 (- 5.9%)	176,688 (+ 17.5%)
GNP Recreational Visits - May	181,392 (+ 3.4%)	277,940 (- 7 %)

LODGING

Annual Averages	Running 12		
	YTD 2022	Mths	FY22 YTD Avg
Kalispell			
OCC	53.4%	57.1%	57.1%
econ class	50.5%		
mid/upper	54.6%		
ADR	\$113.11	\$138.96	\$125.62
econ class	\$74.20		
mid/upper	\$128.57		
RevPAR	\$60.37	\$79.30	\$78.86

LODGING - JUNE

	June	YOY	vs 2019
Kalispell			
OCC	73.3%	-7.6%	6.1%
econ class	74.7%	-4.8%	
mid/upper	72.6%	-8.7%	
ADR	\$177.55	14.8%	42.7%
econ class	\$112.71	6.8%	
mid/upper	\$207.37	19.1%	
Comp Set OCC	74.5%	-6.2%	-4.7%
Supply	52,920	-7.7%	

Weekly STR

July	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Run MTD
OCC	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	
2022	76.4	73.0	56.1	53.4	61.5	69.3	74.6	73.7	78.0	68.5	74.7	81.1	85.2	87.7	91.7	90.4	74.7
2021	84.8	88.0	78.6	76.5	82.6	82.0	86.8	85.1	84.1	74.8	81.7	87.3	89.4	90.1	92.1	93.2	84.1
\$ change	-9.9	-17.1	-28.7	-30.2	-25.6	-15.5	-14.1	-13.4	-7.2	-8.4	-8.5	-7.1	-4.7	-2.6	-0.4	-3.0	-11.1
ADR 2022	235.38	237.33	220.93	212.36	204.58	207.19	243.25	226.30	224.95	210.28	228.38	235.27	221.87	243.70	283.54	278.85	234.57

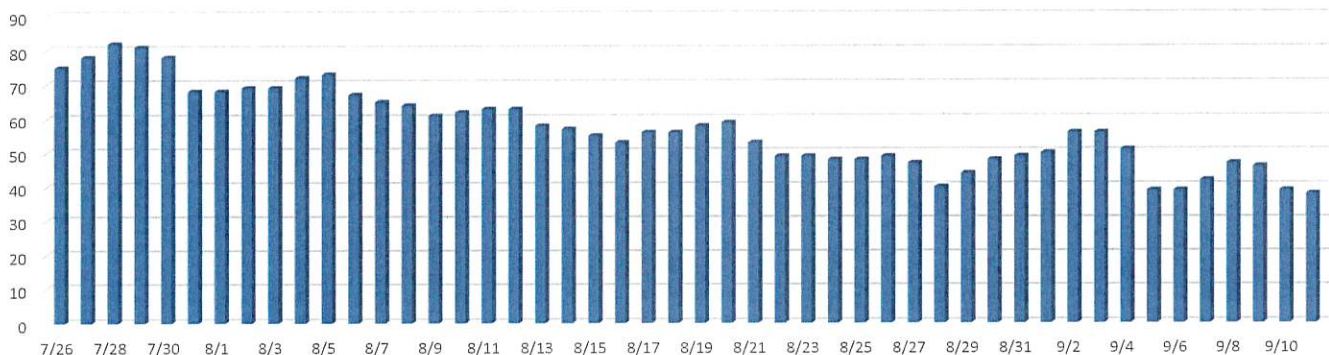
Short Term Rental Data - AirDNA

Kalispell City Limits - June 2022 vs June 2021

Property Type:	Available Listings			Occupancy Rate			Average Daily Rate		
	2021	2022	% Chg	2021	2022	% Chg	2021	2022	% Chg
Entire Place	100	137	37.0%	78%	65%	-16.4%	253	326	28.8%

Booked Listings			RevPAR		
2021	2022	% Chg	2021	2022	% Chg
89	128	43.8%	197	212	7.6%

59901 Short Term Rentals - % of booked listings



June 2022 Monthly Report
Dawn Jackson, Group Sales Manager

RFP's/RFI's Sent:

- 2022 October - Northern Rodeo Association

Proposals Sent:

Working leads:

- 2022 October - Northwest Rental Association – Confirmed for October and waiting for RFP information from their board – still working with Heather
- 2024 NAMO – National Association of Motorcoach Operators – working on RFP details through Mary for September 2024 – still have not received details
- 2024 May, September, October - OWA-Outdoor Writers Association of America – Organize did a site-visit in Kalispell June 27 & 28
- 2023 Dermatology Conference – October – Still waiting on organizer

Working Leads Lost or Turned Down:

- 2026 Porsche Parade

RFP's Won:

- 2022 W.R. Grace & Company – June – Hilton

Group Assist:

- Pathfinders planning
- MLCT planning
- Geneva Thompson – local hotels
- US Tours – request for group restaurants
- Mike-Venue space and city owned buildings
- Dave Woodley
- Maxine Moore-food trucks

June Highlights:

- Worked with FAM trip – 3 planners
- Assisted with POMA Functions

Future Conferences & Large Events

2022

June

- *Kalispell PBR (Professional Bull Riders)- June 2 - Fairgrounds
- Three Blind Refs Soccer Tournament-June 4-5 - Citywide
- Herron Half Marathon - June 12 - Herron Park
- *POMA-Professional Outdoor Media Association-June 14-16 - Red Lion
- Top Dawg Arena Cross - June 17-18 - Fairgrounds
- *Kalispell Lakers-Flathead Invitational-June 23-25 - Lakers Field

July

- Area 406 Festival - July 1-2 - Fairgrounds
- *Kalispell Lakers-John Harp Memorial Tournament-July 8-9 - Lakers Field
- 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
- *Kalispell Lakers-Western "A" District Tournament-July 20-23 - Lakers Field
- *Event at Rebecca Farms - July 22-24, 2022 - Rebecca Farms
- 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
- *USEA American Eventing Championships - August 30-September 4 - Rebecca Farms

September

- USEA American Eventing Championships - August 30-September 4 - Rebecca Farms
- NWMACA Gun Show - September 9-11 Majestic Valley Arena
- *Red Angus Association of America-September 14-16, 2022-Hilton
- Quilt Show - September 16-17 - Fairgrounds
- Hard Knocks Boxing - September 17 - Fairgrounds
- Foy's to Blacktail Trail Marathon - September 18 - Foy's to Blacktail Trail
- *Pathfinders NPUC - September 21-25 - Fairgrounds

October

- Whitefish Trail Legacy Run - October 1-2 - Whitefish
- *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
- Le Grizz Ultra Marathon - October 8 - Polebridge
- *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

December

-

2023

January

February

March

April

May

- State AA Tennis – May 25-26 – FVCC Courts hosted by Glacier HS

June

July

August

September

October

- State Cross Country – October 21 – Rebecca Farm

November

December

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