

**Board of Directors Meeting
Kalispell Tourism Business Improvement District
Wednesday, December 14, 2022, 3:00 pm – 5:00 pm**

Location: Kalispell Chamber

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. Grant Application presentation – Kisa Davison, Kalispell Business Improvement District. Community development grant application to expand and improve downtown holiday decorations.
3. Presentation of findings - Community Engagement Study on Growth Sentiment. Cathy Ritter of Better Destinations.
4. Board Action Items
 - a) Approval of minutes from October 26, 2022
 - b) Approval of financials for October 2022
 - c) Approval of indoor sports facility Market Opportunity Report and Facility Program & Opinion of Cost reports by Sports Facilities Company.
 - d) Approval of grant applications – Kalispell BID - downtown holiday decorations; Glacier Institute – guided snowshoeing in GNP during the 2022-2023 winter season.
5. Board Discussion
 - a) Staff reports
 - b) Montana Travel Association updates and bill tracking

Enclosures: Meeting minutes from October 26, 2022
TBID financial reports for October 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	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, October 26, 2022
3:00 pm – 5:00 pm

Location: Kalispell Chamber

Board Members Present: Britta Joy, Zac Ford, Robert Hall, Skyler Rieke

Zoom: Bryce Baker

Absent: Dawn Hendrickson

Staff Present: Marisa Mikonis, Diane Medler, Dawn Jackson

Guest: Adrian Knowler, Daily Inter Lake

MINUTES

The meeting was called to order at 3:04 PM by Bryce Baker, Chair of the Board.

1. Hear from the Public – None.

2. Board Action Items

a) Approval of minutes from September 28, 2022

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

b) Approval of financials for September 2022

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

4. Board Discussion

a) Indoor Sports Facility

- The first draft of the Indoor Sports Facility Market Opportunity Study was submitted and reviewed by all board members. The board's discussion included:
 - Britta Joy would like to know how they identified the primary sports. She felt there could be more sports added such as soccer and lacrosse for the indoor turf use.
 - There was no indoor Olympic sized swimming pool included in the study. It was suggested by many people in the community as a need for regional meets. The Summit and The Wave are the only indoor pools used for meets and they are not large enough.
 - The board wonders if the height of the proposed facility will be high enough for non-sporting event such as concerts.
- The board will schedule a zoom with the consultant to review the draft report.

b) FY23 Group Sales Strategy

- Dawn Jackson presents to the board on where we have been, where we are, and where we are going with our Group Sales Strategy. In the past the CVB has focused mostly on meetings and conventions to gain measurable room nights and create compression to other property. The focus now is to diversify our portfolio of group sales.
- Building better relationships with tour operators opens up for increased FIT travel as boarders reopen.
- Key actions in the strategy include International Rebound Workshop, newsletters, paid media, attending trade shows, FAM trips, sales calls, and support materials for hotels.
- Dawn is also focusing on military reunion groups and sports groups to drive group travel.

c) Staff Reports

- Marisa updated the board on further progress with Highlander Event regarding route planning. Conversations with Blacktail Mountain, Foy's to Blacktail Trails, and Forest Service.
- The Gas Card campaign has ended. Relaunched the Winter in Kalispell Ski Package. The Towns and Trails pass has been successful with 10 total redemptions at the visitor center.
- Diane and Dawn will start their TBID hotel visits again for outreach on what Discover Kalispell is doing, our resources, to gain insights on how we can support the TBID properties, and what they would receive as visitor resources.
- Diane was recently appointed to the board for the newly founded Montana Travel Association, a political advocacy 501c4 for the state tourism industry. The group just launched and is preparing for the upcoming legislative session by establishing organizational bylaws and priorities and selecting a lobbyist through a competitive RFP process. The MTTA is asking for sponsorships. Bryce Baker believes the TBID should contribute to the MTTA to actively support and protect our industry funding. Discover Kalispell supports Voice of Montana Tourism annually. Voices is the educational outreach organization for the tourism industry. The financial contribution to Voices of MT Tourism for FY23 is from bed tax.
 - Britta made a motion to support the MTTA with a \$5,000 contribution which would come from the TBID reserve account.

Robert Hall seconded the motion. Discussion: none. Board approved unanimously.

- Diane reviewed the STR report. Bryce had attended a STR meeting at the recent MLHA conference and reported that STR forecasts a 1.4% growth in occupancy for 2023 (nation-wide).
- The Community Engagement Study on Growth Sentiment has been launched. This study will help our organizations (DK and Chamber) develop strategies that continue to recognize the importance of tourism to our region's economy and to balance the economic needs with our community's long-term health and vibrancy. Several opportunities for community input: an online survey and two public engagement meetings being held on November 16 and 17. More information and registration available at KalispellChamber.com.

Meeting was adjourned at 4:05pm

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

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

TBID Checking account balance as of 10/31/22	\$125,638.83
KCVB Checking account balance as of 10/31/22	\$93,848.19
WFCU Reserve Account balance as of 10/12/22	\$158,589.67

TBID Account – Expense Summary

- Admin/Operations: wages/insurance; rent; accounting; phone (office, Verizon); postage; copies; email and Outlook accounts; office supplies; tech support.
- Education/Outreach: Annual membership DMA West
- Research: Smith Travel Research annual renewal
- Website: domain renewals
- Marketing: Adobe monthly fee; Abbi Agency media buy; transfer to KCVB for approved projects under reserve account.
- Earned Media/Tourism Sales: PR agency monthly fee; Glacier Institute site tour for TBID; costs related to MLCT and Red Angus conferences; registration for RMI-International Roundup.
- Stewardship/Management: airport VIC display
- Development: Highlander Adventure event expenses (staff to Big Bear)

KCVB Event Account – Income and Expense Summary

Income: Deposit from WFCU reserve account for approved projects - community engagement study, marketing campaigns and Montana Travel Association sponsorship.

Expenses: Abbi Agency media buy; accounting; copies; Better Destinations Community Engagement Study.

TBID Revenue

FY23 Gross Revenue	Projected	Actual	% Change vs. projected	% Change YOY (Actual)
Total Projected Revenue	\$625,000	\$	%	%
Q1 JUL-SEP (37% of total)	\$231,250	\$201,782	-12.7%	-13%
Q2 OCT-DEC (20% of total)	\$125,000	\$	%	%
Q3 JAN-MAR (17% of total)	\$106,250	\$	%	%
Q4 APR-JUN (26% of total)	\$162,500	\$	%	%
FY22 Gross Revenue	Projected	Actual	% Change vs. projected	% Change YOY (Actual)
Total Budget	\$625,000	\$605,079	-3.4%	-1%
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	\$154,886	33%	-12%

Tourism Business Improvement District

11/21/22

Balance Sheet

Accrual Basis

As of October 31, 2022

	<u>Oct 31, 22</u>
ASSETS	
Current Assets	
Checking/Savings	
1010 · Checking	120,138.83
1020 · Whitefish Credit Union	<u>158,589.67</u>
Total Checking/Savings	278,728.50
Accounts Receivable	
1200 · Accounts Receivable	<u>1,500.00</u>
Total Accounts Receivable	<u>1,500.00</u>
Total Current Assets	280,228.50
Fixed Assets	
1710 · Office Equipment	4,048.20
1820 · Web Site Development	<u>91,230.44</u>
Total Fixed Assets	<u>95,278.64</u>
TOTAL ASSETS	<u>375,507.14</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	<u>12,713.60</u>
Total Accounts Payable	<u>12,713.60</u>
Total Current Liabilities	<u>12,713.60</u>
Total Liabilities	12,713.60
Equity	
32000 · Unrestricted Net Assets	428,964.92
Net Income	<u>-66,171.38</u>
Total Equity	<u>362,793.54</u>
TOTAL LIABILITIES & EQUITY	<u>375,507.14</u>

**Tourism Business Improvement District
Profit & Loss - FY23
October 2022**

	Oct 22	Jul - Oct 22
Income		
4000 · TBID Revenue	0.00	154,886.00
4100 · Interest Income	0.00	0.97
Total Income	0.00	154,886.97
Expense		
6100 · Administrative/Operations		
6125 · Accounting Services	180.00	855.00
6130 · Directors & Officers Insurance	0.00	1,298.00
6135 · City of Kalispell Admin Fee	0.00	3,872.15
6140 · Office Supplies	17.49	196.78
6150 · Postage & Copies	99.51	394.14
6160 · Rent	900.00	3,600.00
6180 · Telephone	234.09	783.88
6185 · Travel & Entertainment	180.95	413.19
6190 · Technology Support	75.00	345.00
6195 · Equipment (Software)	15.55	31.10
Total 6100 · Administrative/Operations	1,702.59	11,789.24
6200 · Personnel (wages)		
6250 · Education/Outreach	18,035.94	90,265.33
6260 · Staff Training, Prof Develop	0.00	1,415.00
6280 · Organizational Memberships	770.00	770.00
Total 6250 · Education/Outreach	770.00	2,185.00
6300 · Agency Services		
6400 · Research	0.00	16,245.00
6500 · Website	8,915.00	8,915.00
6500 · Website	40.34	3,231.03
6600 · Destination Marketing		
6620 · Marketing Resources		
6622 · Online Platforms/Subscriptions	14.99	7,179.98
Total 6620 · Marketing Resources	14.99	7,179.98
6640 · Paid Media		
6643 · Multimedia	-9,978.16	2,606.84
6646 · Digital Asset Acquisition	0.00	763.00
6649 · Promotional Items	-1,500.00	1,478.13
Total 6640 · Paid Media	-11,478.16	4,847.97
6650 · Earned Media/Tourism Sales		
6653 · Media & Influencer Hosted Trips	3,700.00	4,571.30
6659 · Meeting & Group Incentives	2,465.98	1,275.34
Total 6650 · Earned Media/Tourism Sales	6,165.98	5,846.64
6680 · Travel/Trade Shows		
6680 · Travel/Trade Shows	685.00	1,885.00
Total 6600 · Destination Marketing	-4,612.19	19,759.59
6700 · Destination Stewardship/Mgmt		
6710 · Tourism & Hospitality Training	16.56	16.56
6720 · VIC Funding	75.00	450.00
6730 · Community Outreach	0.00	25.39
Total 6700 · Destination Stewardship/Mgmt	91.56	491.95
6800 · Destination Development		
6830 · Event Grant	0.00	1,000.00
6890 · DK Events	887.12	953.87
Total 6800 · Destination Development	887.12	1,953.87
Total Expense	25,830.36	154,836.01
Net Income	-25,830.36	50.96

2:02 PM

11/21/22

Accrual Basis

Tourism Business Improvement District
Profit & Loss Budget vs. Actual FY23
 July through October 2022

	Jul - Oct 22	Budget	\$ Over Budget	% of Budget
Income				
4000 · TBID Revenue	154,886.00	700,000.00	-545,114.00	22.1%
4100 · Interest Income	0.97			
Total Income	154,886.97	700,000.00	-545,113.03	22.1%
Expense				
6100 · Administrative/Operations	11,789.24	37,000.00	-25,210.76	31.9%
6200 · Personnel (wages)	90,265.33	260,000.00	-169,734.67	34.7%
6250 · Education/Outreach	2,185.00	19,000.00	-16,815.00	11.5%
6300 · Agency Services	16,245.00	74,000.00	-57,755.00	22.0%
6400 · Research	8,915.00	15,000.00	-6,085.00	59.4%
6500 · Website	3,231.03	35,000.00	-31,768.97	9.2%
6600 · Destination Marketing	19,759.59	182,000.00	-162,240.41	10.9%
6700 · Destination Stewardship/Mgmt	491.95	15,000.00	-14,508.05	3.3%
6800 · Destination Development	1,953.87	63,000.00	-61,046.13	3.1%
Total Expense	154,836.01	700,000.00	-545,163.99	22.1%
Net Income	50.96	0.00	50.96	100.0%

Kallisbell Chamber of Commerce
KCVB P&L by Class
 January through October 2022

	TBID Projects									
	Spartan	aRes	Sports Study	Campaigns	Community	Reserve	TCP	Admin	TOTAL	
Income										
4025.00 · Program Revenue	0.00	314.55	0.00	0.00	0.00	0.00	0.00	2,601.44	2,915.99	
4400.00 · Grants & Contributions	0.00	0.00	0.00	0.00	0.00	0.00	10.00	0.00	10.00	
4410.00 · TBID Revenue	35,000.00	0.00	32,000.00	28,500.00	6,400.00	0.00	0.00	0.00	101,900.00	
4700.00 · Special Events	10,485.21	142.76	0.00	0.00	0.00	0.00	65.00	0.00	10,692.97	
Total Income	45,485.21	457.31	32,000.00	28,500.00	6,400.00	0.00	75.00	2,601.44	115,578.96	
Expense										
5000.00 · Direct Program	34,272.19	0.00	0.00	0.00	0.00	0.00	90.00	8.40	34,370.59	
5060.00 · Bank Fees & Service Charges	75.72	0.00	0.00	0.00	0.00	0.00	2.25	98.00	175.97	
5260.00 · Insurance	979.00	0.00	0.00	0.00	0.00	0.00	0.00	16.15	995.15	
5520.00 · Professional Fees	0.00	0.00	15,222.50	25,062.26	6,400.00	0.00	0.00	1,743.75	48,428.51	
5700.00 · Travel & Training	125.60	0.00	3,000.00	0.00	0.00	0.00	0.00	0.00	3,125.60	
5360.00 · Meetings & Staff Meals	226.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	226.50	
5420.00 · Office	0.00	0.00	0.00	0.00	0.00	0.00	0.00	114.07	114.07	
5740.00 · Travel	73.71	0.00	0.00	0.00	0.00	0.00	0.00	0.00	73.71	
5160.00 · Contributions & Scholarships	3,400.00	0.00	0.00	0.00	0.00	5,000.00	0.00	0.00	8,400.00	
Total Expense	39,152.72	0.00	18,222.50	25,062.26	6,400.00	5,000.00	92.25	1,980.37	95,910.10	
Net Income	6,332.49	457.31	13,777.50	3,437.74	0.00	-5,000.00	-17.25	621.07	19,608.86	

KALISPELL CONVENTION & VISITOR'S BUREAU

2022 EVENT BALANCES

Cash Basis

	SPARTAN RACE	INDOOR SOCCER	MTGS & CONV	VC MERCH	BWD BROCHURE	GRANTS	ARES	TBID PROJECTS	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	94.20	0.00	0.00	0.00	0.00	0.00	32.74	16,777.50	(9.00)	(49.36)	16,846.08
August	0.00	0.00	0.00	0.00	0.00	0.00	77.11	0.00	0.00	0.00	77.11
September	0.00	0.00	0.00	0.00	0.00	0.00	24.31	(17,412.67)	0.00	(371.25)	(17,759.61)
October	0.00	0.00	0.00	0.00	0.00	0.00	88.73	32,750.00	(27.00)	(157.50)	32,654.23
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	8,924.06	10,973.65	1,414.40	574.82	275.00	0.00	740.41	70,664.83	103.68	(72.66)	93,598.19
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WEBSITE (Y/Y Comparison) OCTOBER

Users 32,381 +107% YOY, +17% MOM	Pgs/Session 2.64 -16.2% YOY, -1.27% MOM	Session Duration 00:39 -38.1% YOY, -32.48% MOM	Page Views 94,179 +61% YOY, +1.27% MOM
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Top Cities

1. Los Angeles	6. Kalispell
2. (not set)	7. Calgary
3. Seattle	8. Phoenix
4. Las Vegas	9. Dallas
5. Denver	10. Chicago

Top Pages

1. Fall Under The Spell	6. TTD
2. Town & trails pass	7. Lodging
3. Home page	8. TTD-Flathead Lake
4. road trip to MT	9. TTD-GNP
5. TTD-downtown	10. day trips

aRes (Google Analytics)

list views	6,231 (+85%)
list clicks	212 (+63%)
list CTR	3.40% (-12.4%)
Lodging Page	
page views	1,425 (+72.7%)

CONVERSIONS (digital) - OCTOBER

	Month	YTD (fiscal)
VG Requests (web-online/postal)	233	1,143
Newsletter subscribers	1,308	4,995
aRes reservations booked	16	44
aRes room nights booked	36	84
Future grp rm/nts contracted	1	253

GROUP SALES - OCTOBER

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

SOCIAL MEDIA - OCTOBER



	Facebook	Instagram	Pinterest	Twitter
Followers	38,675	19,676	165,000	4,124
Impressions (organic)	113,048	234,000	19,320	1,539
Reach/profile visits	105,000	137,000	436,000	
Reach/stories		18,140		
Link Clicks		141		

MARKETING CAMPAIGNS - OCTOBER

PAID: SEM - 13,742 imp; 911 clicks; 6.63% CTR. DISPLAY - 594,255 imp; 1,929 clicks; 0.32% CTR. FB - 493,935 imp; 14,926 clicks; 3.02% CTR. LINKED IN - 34,123 imp; 448 clicks; 1.31% CTR. PIN - 277,334 imp; 1,460 clicks; 0.53% CTR. GAS CARD (ended mid Oct) - 144,079 imp; 2,771 clicks; 1.92% CTR. BANDWANGO - 1,229,533 imp; 10,655 clicks; 0.87% CTR. FUTS - 276,300 imp; 778 clicks; 0.28% CTR.

EARNED MEDIA: *Workshop Looks at Attracting International Visitors*, Daily Inter Lake, 110,490 reach. MEDIA OUTREACH: Attended Travel & Words, one-on-one appointments with 20 media (journalists and bloggers) to pitch story ideas for Kalispell and evaluate candidates fo upcoming press trips.

VISITOR INFORMATION CENTER - OCTOBER

	Month	YTD (fiscal)	YTD (calendar)
Calls	64	423	1,005
Walk-ins	154	1,479	2,337
Intercom (web chat)	37	243	585
VG's requested	182	996	2,717
TOTAL		3,141	6,644

PARTNERS

	Month (Y/Y)	YTD
Airport Enplanements - OCT	27,920 (-9.5%)	374,685 (+1.1%)
GNP Recreational Visits - SEP	544,575 (+2.1%)	2,761,840 (- 4.4%)

LODGING - OCTOBER

Annual Averages	Running 12		
	YTD 2022	Mths	FY23 YTD Avg
Kalispell			
OCC	60.9%	57.2%	72.8%
econ class	55.4%		
mid/upper	63.2%		
ADR	\$149.25	\$141.32	\$186.02
econ class	\$95.80		
mid/upper	\$168.62		
RevPAR	\$90.88	\$80.85	\$139.01

Kalispell	OCTOBER	YOY	vs 2019
	OCC	57.4%	12.3%
econ class	49.0%	12.4%	
mid/upper	60.7%	12.1%	
ADR	\$111.35	10.9%	43.5%
econ class	\$70.01	2.3%	
mid/upper	\$124.24	12.2%	
Comp Set OCC	63.8%	2.7%	4.8%

Weekly STR

	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo
OCC	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
2022	58.6	45.0	53.0	54.8	61.8	65.7	55.9	51.8	34.9	45.3	49.2	55.4	53.0	53.7	48.7	31.2	37.6
2021	51.8	41.4	50.0	51.9	56.0	59.3	57.2	47.9	34.8	40.6	45.1	44.1	45.4	46.8	43.2	30.6	41.8
% chg	13.1	8.7	6.0	5.5	10.4	10.9	-2.2	8.1	0.4	11.4	8.9	25.5	16.7	14.9	12.7	1.9	-9.9
ADR 2022	114.37	105.80	107.35	105.06	106.13	109.43	104.66	107.41	93.63	97.77	99.34	103.48	103.45	102.12	102.57	87.12	94.89

Short Term Rental Data - AirDNA

Kalispell City Limits - October 2022 vs October 2021

Property Type:	Available Listings			Occupancy Rate			Average Daily Rate		
	2021	2022	% Chg	2021	2022	% Chg	2021	2022	% Chg
Entire Place	84	129	53.6%	63%	55%	-12.7%	\$216	\$272	25.6%

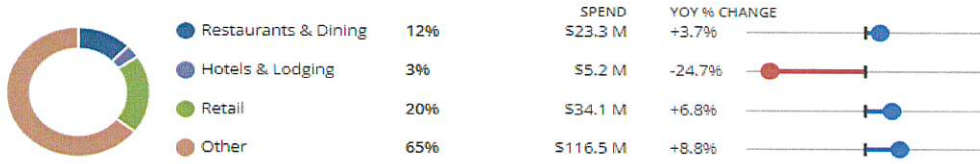
Booked Listings			RevPAR		
2021	2022	% Chg	2021	2022	% Chg
73	96	31.5%	137	150	9.6%

Credit card spending - Domestic non-residents

MARKET SEGMENTS

Current Period: JAN (01) - SEP (09) 2022

Here is a breakout of your primary market segments and year-over-year change. Click in the box for more detailed information.



DOMESTIC VISITOR ORIGIN: JAN (01) - SEP (09) 2022

Origin CBSA	Spend	YoY % Change
Kalispell, MT (Flathead Valley residents outside Kalispell)	\$56,391,297	+10%
Missoula, MT	\$5,652,858	+11%
Seattle-Tacoma-Bellevue, WA	\$4,785,244	+1%
New York-Newark-Jersey City, NY-NJ-PA	\$4,511,753	+232%
Salt Lake City, UT	\$2,978,702	-11%
Phoenix-Mesa-Scottsdale, AZ	\$2,770,218	+1%
Los Angeles-Long Beach-Anaheim, CA	\$2,745,016	-17%
Bozeman, MT	\$2,331,834	+7%
Portland-Vancouver-Hillsboro, OR-WA	\$2,272,371	-1%
Great Falls, MT	\$1,845,187	+6%

FY23 – October 2022 Monthly Report

Dawn Jackson, Group Sales Manager

RFP's/RFI's Sent:

- 2023 – April - 40th Annual Big Sky Handbell Festival

Proposals Sent:

- 2023 – April - 40th Annual Big Sky Handbell Festival

Working leads:

- 2023 – October - Montana's Credit Union Fall Conference – Organizer deciding on hotel and will sign contract in November.
- 2023 – June – High School National Invite – Ultimate Frisbee Tournament – working with organizer and FSC on potentially securing fields for their tournament
- 2023 – September – American Cruise Lines, Inc – 2023 National Parks Legendary Rivers -Left messages for travel buyer
- 2023 – September – Correctional Education Association – Received through Chamber request for information on meeting space – this is an 8 region area conference will be out for a visit in September with another supervisor, offered assistance, said he would call in October-LVM
- 2022 October - Northwest Rental Association – Confirmed for October and sent proposals to Heather. Board is doing a walk through on September 22, 2022. Choose Red Lion and Hampton Inn, Heather will work on the getting contracts signed.
- 2023 – October - Dermatology Conference – Still waiting on organizer
- 2024 or 2025 – September - Montana Tavern Association Annual Convention & Trade Show – working with John Iverson - presenting Kalispell to their board at their September meeting will follow up in September – looking at Kalispell for 2025
- 2023 – April - MT Association of Chamber Executives Spring Meeting – will send RFP's out to hotels in November 2022
- 2023 Optional dates January-May – Agro Climate Workshop – status unknown
- 2024 – March – National Association of State Comptrollers (NASC) Annual Conference – I have spoken with the planners, and they are following up with me in November
- 2023 – May – Spartan Staff Rooms – will make definite when contract is received
- 2023 – TBD – ISPS – working with Manuel to set up a site-visit

Working Leads Lost or Turned Down:

- 2024 – July – Florida's Natural Customer Appreciation – wanted 5 star resort property-turned down
- 2023 – September – National Rural Safety Summit -Planner cancelled

RFP's Won:

- 2023 – April - 40th Annual Big Sky Handbell Festival – Rate Quotes

Group Assist:

- Go Ahead Tours – Cayleigh needed general information, considering adding GNP on their itinerary
- PEO Conference information

October Highlights:

- Assisted with Montana League of Cities & Towns Conference
- Assisted with Montana Mental Health Conference
- Held International Travel Rebound Workshop
- Set up Ski package in aRes
- Attended the Glacier Institute Group Outing
- Met via zoom Sarah Hohmeyer regarding Blacktail Mountain Resort Events
- Helped with DK Chamber Manufacturing tour – Class One Technology
- Helped with DK Chamber Manufacturing tour – Glacier Pre-cast
- Met with Scott Flanagan with Smart Meetings
- Attended the Discover Kalispell Chamber Manufacturing Symposium Luncheon
- Site visit with Crystal Van Hull with Rocky Mountain Holiday Tours
- Zoomed in on Statewide TBID meeting during MLHA

Future Conferences & Large Events

2022

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 19-20 – Red Lion
- *NRA-Northern Rodeo Association – October 28-30 – Majestic Valley Arena

November

- The Market Beautiful Christmas Show – November 11-12 – Fairgrounds
- Artists & Craftsmen of the Flathead Christmas Show – November 25-27 - Fairgrounds

2023

April

- *Northwest USA Spotlight Pre-FAM – April 15 – Hampton Inn
- *MT Association of Chamber Executives (MACE) – April 26-28 – TBD
- *40th Annual Big Sky Handbell Festival – April 28-30 - TBD

May

- *Spartan – May 6-7 – Bigfork
- *Battalion Reunion – May 9-12 – Red Lion
- *State AA Tennis – May 25-26 – FVCC Courts hosted by Glacier HS

June

- *Yellowstone TV Series Tours (booked through US Tours) – June 15-16 – Red Lion

July

- *Yellowstone TV Series Tours (booked through US Tours) – July 18-19 – Red Lion

August

- *Yellowstone TV Series Tours (booked through US Tours) – August 10-11 – Red Lion
- *Yellowstone TV Series Tours (booked through US Tours) – August 12-13 – Red Lion

September

- *Yellowstone TV Series Tours (booked through US Tours) – September 15-16 – Red Lion
- *Northwest Rental Association – September 27-October 1 – Red Lion, Hampton Inn & Fairgrounds

October

- *State Cross Country – October 21 – Rebecca Farm

11/4/2022

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