

**Board of Directors Meeting
Kalispell Tourism Business Improvement District
Wednesday, March 22, 2023
3:00- 5:00 pm**

Discover Kalispell Chamber

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 February 22, 2023
 - b) Approval of financials for February 2023
 - c) Approval of FY24 TBID budget and DMO plan strategy
 - d) Approval of group incentive request for NW Rental Conference
3. Board Discussion
 - a) Indoor Sports Facility updates
 - b) Staff reports
 - c) Montana Travel Association updates and bill tracking

Enclosures: Meeting minutes from February 22, 2023
TBID financial reports for February 2023
KCVB dashboard and reports

For Further Information Please Contact:

Bryce Baker, Board Chair kalispell@myplacehotels.com 406-752-4847
Diane Medler, KCVB Director diane@discoverkalispell.com or 406-758-2808

2023 TBID Board Meeting Schedule (subject to change)

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

January 25	February 22	March 22	April 26	May 24	June 28
July 28	August 23	September 27	October 25	December 13	

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 – February 22, 2023
3:00 – 5:00 pm**

Location: Discover Kalispell Chamber

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

Via Zoom: Bryce Baker, Britta Joy

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

Guests: Haley Wilson-Super 8, Fabiano Pereira-Hilton Garden Inn, Anthony Nelson and Madyson Rigg - Glacier Institute.

MINUTES

The meeting was called to order at 3:05 PM by Robert Hall.

1. Hear from the Public – Anthony Nelson and Madyson Rigg, Glacier Institute

- a. A huge thanks to our board for supporting their winter snowshoe programs as Glacier Institute's biggest push is shoulder season programs to grow as much as their summer programs. This season has already hosted 115 people on tours. Summer will continue to have construction at big creek, training starts in March. Glacier Institute has launched a new affiliate program for hotels and lodges which provides easy booking of activities by your guests at a discount. Staff will send an informational flyer to the TBID members.

2. Board Action Items

- a. **Approval of the minutes from January 25, 2023**
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 of January 2023**
Motion was made by Zac Ford to approve the financials for January 2023. Motion was seconded by Bryce Baker. Discussion: none. Board approved unanimously.
- c. **Approval of projected revenue for FY24**
Motion was made by Britta Joy for \$610,000 as the projected 2024 fiscal year revenue. Motion was seconded by Zac Ford. Discussion: The board discussed the properties lost within the TBID last year, the projections for an increased rate but maybe not occupancy. They feel as though there might be a minor increase in room nights or close to last year's

number. Diane discusses the media plan and how adjustments can be made after the first quarters if revenue comes in below or above projected. The board will approve the budget and marketing plan strategy at the March meeting. Full marketing plan approval in April. Board approved.

3. Board Discussion

a. Indoor Sports Facility – next steps

The board felt that since the process has been started, we should continue, stay on top of pushing this proposal out to investors. Motion was made by Bryce Baker to approve the proposal from Sports Facilities Company for a detailed financial forecast (pro forma). Motion was seconded by Skyler Rieke. Board approved.

b. FY24 Strategy – Input of Community Study

The Community Study was completed through surveys and in-person discussions. Recommendations that came out of the study which are relevant to Discover Kalispell FY 24 plan and budget includes 7 key recommendations: What would make Kalispell a better community, Expand Discover Kalispell to support outdoor recreation and restaurants, To rally the community to focus on a win, Gain better insight into how visitors spending lifts the local economy, Create a more vibrant downtown while preserving a sense of place, Identify more way that tourism can benefit Kalispell and See more public engagement in Glacier's reservation system. The board brainstormed a variety of ideas related to those recommendations. Input will be used when crafting the strategy and tactics of the FY24 plan.

c. Staff Reports

Dawn: The MT showcase soccer tournament in June will host about 500-600 kids. The NW MT spotlight trade show is hosting activities in Kalispell in April prior to the trade show in Missoula. Dawn is receiving a high number of RFP's lately.

Marisa: The Highlander event Forest Service application has been given preliminary approval. Still working on finalized all the route details. Visitor Guides will be completed in the next month and out to the printers. Spartan food vendor applications have been sent out.

Diane: As of 2/14 the Winter in Kalispell ski package campaign has generated 36 reservations, 75 room nights and has impacted eight Kalispell hotel properties. Campaign will run through March 26th.

d. Montana Travel Association updates and bill tracking

Diane and the MTTA has been closely watching all the legislature sessions. A few key bills include topics on short-term rentals, liquor licenses, Department of Commerce's share of bed tax, sex-trafficking, and state park camping. Anyone can register to attend the weekly update zoom every Wednesday at noon moderated by MLHA and Voice of Montana Tourism.

Meeting was adjourned at 5:05 PM.

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

**Kalispell Tourism Business Improvement District
Summary of February 2023 Financial Reports**

TBID Checking account balance as of 2/28/23	\$116,368.67
KCVB Checking account balance as of 2/28/23	\$22,161.42
WFCU Reserve Account balance	\$160,431.16

TBID Account – Expense Summary

- Admin/Operations: wages/insurance; rent; accounting; phone (office, Verizon); postage; copies; email and Outlook accounts; office supplies; tech support; agency services; staff education.
- Website: monthly maintenance (3 months)
- Marketing: online subscriptions (Constant Contact, HubSpot); Journal of Lost Time media.
- Earned Media/Tourism Sales/Incentives: press trip expenses; ski package campaign lift tickets.
- Stewardship/Management: airport visitor display
- Development: event grant to Montana Alpine Racing (50% payment)

KCVB Private Funds – Income and Expense Summary

Income: aRes commission; VIC merchandise sales

Expenses: bookkeeping, copies

TBID Revenue

FY23 Gross Revenue	Projected Revenue	Actual	% Change vs. projected	% Change YOY (Actual)
	\$625,000	\$	%	%
Q1 JUL-SEP		\$201,782		-13%
Q2 OCT-DEC		\$110,702		-5%
Q3 JAN-MAR		\$		%
Q4 APR-JUN		\$		%
FY22 Gross Revenue	Projected Revenue	Actual	% Change vs. projected	% Change YOY (Actual)
	\$625,000	\$605,079	-3.4%	-1%
Q1 JUL-SEP (38.5% of actual total)	\$287,500	\$232,312	-19%	3%
Q2 OCT-DEC (19.25% of actual)	\$128,125	\$116,205	-10%	14%
Q3 JAN-MAR (16.75% of actual)	\$106,250	\$101,676	-4%	-6%
Q4 APR-JUN (25.5% of actual)	\$103,125	\$154,886	33%	-12%

Tourism Business Improvement District

Balance Sheet

As of February 28, 2023

	<u>Feb 28, 23</u>
ASSETS	
Current Assets	
Checking/Savings	
1010 · Checking	219,671.83
1020 · Whitefish Credit Union	<u>160,431.16</u>
Total Checking/Savings	<u>380,102.99</u>
Total Current Assets	380,102.99
Fixed Assets	
1710 · Office Equipment	3,967.64
1820 · Web Site Development	<u>91,230.44</u>
Total Fixed Assets	<u>95,198.08</u>
TOTAL ASSETS	<u><u>475,301.07</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	35,605.14
Total Accounts Payable	<u>35,605.14</u>
Total Current Liabilities	<u>35,605.14</u>
Total Liabilities	35,605.14
Equity	
32000 · Unrestricted Net Assets	428,648.11
Net Income	<u>11,047.82</u>
Total Equity	<u>439,695.93</u>
TOTAL LIABILITIES & EQUITY	<u><u>475,301.07</u></u>

Tourism Business Improvement District

Profit & Loss - FY23

03/08/23

Accrual Basis

February 2023

	Feb 23	Jul '22 - Feb 23
Income		
4000 · TBID Revenue	110,952.00	467,620.00
4100 · Interest Income	10.97	93.16
Total Income	110,962.97	467,713.16
Expense		
6100 · Administrative/Operations		
6115 · Annual Report/Mtg	265.00	657.40
6122 · Audit - Chamber	0.00	1,656.01
6125 · Accounting Services	200.00	1,682.50
6130 · Directors & Officers Insurance	0.00	1,298.00
6135 · City of Kalispell Admin Fee	0.00	5,000.00
6140 · Office Supplies	13.70	593.01
6150 · Postage & Copies	300.06	1,100.62
6160 · Rent	900.00	7,200.00
6180 · Telephone	293.09	1,777.63
6185 · Travel & Entertainment	240.39	1,119.25
6190 · Technology Support	75.00	645.00
6195 · Equipment (Software)	0.00	77.75
Total 6100 · Administrative/Operations	2,287.24	22,807.17
6200 · Personnel (wages)	36,947.97	183,026.27
6250 · Education/Outreach		
6260 · Staff Training, Prof Develop	1,062.80	2,906.80
6280 · Organizational Memberships	0.00	1,095.00
Total 6250 · Education/Outreach	1,062.80	4,001.80
6300 · Agency Services	11,425.00	48,320.00
6400 · Research	0.00	8,915.00
6500 · Website	2,428.17	6,859.20
6600 · Destination Marketing		
6620 · Marketing Resources		
6622 · Online Platforms/Subscriptions	170.00	10,270.46
6624 · Printed Collateral	0.00	400.00
Total 6620 · Marketing Resources	170.00	10,670.46
6640 · Paid Media		
6643 · Multimedia	0.00	59,533.09
6646 · Digital Asset Acquisition	5,148.84	11,911.84
6649 · Promotional Items	0.00	1,478.13
Total 6640 · Paid Media	5,148.84	72,923.06
6650 · Earned Media/Tourism Sales		
6653 · Media & Influencer Hosted Trips	1,035.52	11,980.69
6659 · Meeting & Group Incentives	3,400.00	12,238.54
Total 6650 · Earned Media/Tourism Sales	4,435.52	24,219.23
6680 · Travel/Trade Shows	0.00	3,345.61
Total 6600 · Destination Marketing	9,754.36	111,158.36
6700 · Destination Stewardship/Mgmt		
6710 · Tourism & Hospitality Training	0.00	16.56
6720 · VIC Funding	75.00	675.00
6730 · Community Outreach	0.00	25.39
Total 6700 · Destination Stewardship/Mgmt	75.00	716.95
6800 · Destination Development		
6830 · Event Grant	2,500.00	5,500.00
6890 · DK Events	0.00	953.87
Total 6800 · Destination Development	2,500.00	6,453.87
Total Expense	66,480.54	392,258.62

2:46 PM
03/08/23
Accrual Basis

Tourism Business Improvement District
Profit & Loss - FY23
February 2023

	Feb 23	Jul '22 - Feb 23
Net Income	<u>44,482.43</u>	<u>75,454.54</u>

Tourism Business Improvement District
Profit & Loss Budget vs. Actual FY23
July 2022 through February 2023

	Jul '22 - Feb 23	Budget	\$ Over Budget	% of Budget
Income				
4000 · TBID Revenue	467,620.00	700,000.00	-232,380.00	66.8%
4100 · Interest Income	93.16			
Total Income	467,713.16	700,000.00	-232,286.84	66.8%
Expense				
6100 · Administrative/Operations	22,807.17	37,000.00	-14,192.83	61.6%
6200 · Personnel (wages)	183,026.27	260,000.00	-76,973.73	70.4%
6250 · Education/Outreach	4,001.80	19,000.00	-14,998.20	21.1%
6300 · Agency Services	48,320.00	74,000.00	-25,680.00	65.3%
6400 · Research	8,915.00	15,000.00	-6,085.00	59.4%
6500 · Website	6,859.20	35,000.00	-28,140.80	19.6%
6600 · Destination Marketing	111,158.36	182,000.00	-70,841.64	61.1%
6700 · Destination Stewardship/Mgmt	716.95	15,000.00	-14,283.05	4.8%
6800 · Destination Development	6,453.87	63,000.00	-56,546.13	10.2%
Total Expense	392,258.62	700,000.00	-307,741.38	56.0%
Net Income	75,454.54	0.00	75,454.54	100.0%

Kalispell Chamber of Commerce
KCVB P&L by Class
 January through February 2023

	VC			TOTAL
	Merch	aRes	Admin	
Income				
4025.00 · Program Revenue	49.50	105.52	0.00	155.02
Total Income	49.50	105.52	0.00	155.02
Expense				
5000.00 · Direct Program	0.00	0.00	2.10	2.10
5520.00 · Professional Fees	0.00	0.00	350.00	350.00
5420.00 · Office	0.00	0.00	2.40	2.40
Total Expense	0.00	0.00	354.50	354.50
Net Income	49.50	105.52	-354.50	-199.48

KALISPELL CONVENTION & VISITOR'S BUREAU
 2023 EVENT BALANCES
 Cash Basis

	SPARTAN RACE	INDOOR SOCCER	MTGS & CONV	VC MERCH	BWD BROCHURE	GRANTS	ARES	TBID PROJECTS	TRAVEL CONSULT	ADMIN	TOTAL
2022 Balance Forward	8,924.06	10,973.65	1,414.40	574.82	275.00	0.00	873.24	525.98	94.68	(1,510.43)	22,145.40
January	0.00	0.00	0.00	0.00	0.00	0.00	47.95	0.00	0.00	0.00	47.95
February	0.00	0.00	0.00	49.50	0.00	0.00	57.57	0.00	0.00	(389.00)	(281.93)
March											
April											
May											
June											
July											
August											
September											
October											
November											
December											
EVENT BALANCES	8,924.06	10,973.65	1,414.40	624.32	275.00	0.00	978.76	525.98	94.68	(1,899.43)	21,911.42

WEBSITE (M/M Comparison) FEBRUARY

Users 14,380 +14% M/M	Pgs/Session 2.58 -26% M/M	Session Duration 01:21 +8% M/M	Page Views 44,861 -12% M/M
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Top Cities

1. Missoula	6. Salt Lake City
2. Seattle	7. Portland
3. Denver	8. Los Angeles
4. (not set)	9. Spokane
5. Phoenix	10. Dallas

Top Pages

1. Home page	6. Calendar of Events
2. Winter In Kalispell	7. TTD
3. Agave Cantina	8. Events in Kalispell
4. Get The Guide	9. Visiting GNP in 2023
5. Town & Trails Pass	10. Downtown

Impressions by Device

desktop	21.80%
tablet	4.04%
mobile	64.16%

Lodging Page - Find Best Sleep

page views	396
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CONVERSIONS (digital) - JANUARY

	Month	YTD (fiscal)
VG Requests (web-online/postal)	560	2,337
Newsletter subscribers	404	6,945
aRes reservations booked	33	133
aRes room nights booked	55	232
Future grp rm/nts contracted	1210	1,779

GROUP SALES - JANUARY

RFP's Sent to Hotels	1
Proposals to Clients	0
Groups Assisted	5
Future group rooms won	1,210

SOCIAL MEDIA - JANUARY

Followers/Audience	39,747	20,237	152,000	4,136
Impressions (organic)	97,523	85,745	19,010	3,438
Reach/profile visits	87,000	78,859	435,800	
Reach/stories		31,087		
Link Clicks		152		

MARKETING CAMPAIGNS - JANUARY

PAID: SEM - 9,533 imp, 476 clicks, 4.99% CTR. EVERGREEN: DISPLAY - 270k imp, 904 clicks, 0.34% CTR; SOCIAL - 889k imp, 3,888 clicks, avg CTR 0.39%. LINKED IN - 29k imp, 374 clicks, 1.28% CTR. TOWN & TRAILS PASS - 1.46M imp, 2,308 clicks, 0.41% CTR. SKI PACKAGE - 3,071 imp, 40 clicks, 1.30% CTR. HIGHLIGHTS - retargeting campaign kicked off with 3,000+ imp. You Tube achieved 11% increase in clicks.

EARNED MEDIA: Kalispell MT, Winter's Jumping-off Point, multiple publications - 13.9 million reach; Best Mountains and Resort's for Beginner Skiers and Snowboarders, Men's Journal.com - 3.5 million reach; What's to Eat In Kalispell, multiple publications - 13.9 million reach; 6 Fantastic Winter Experiences in Beautiful Mountain Town of Kalispell, MT, Travel Awaits - 2.7 million reach; Kalispell is the Real Thing, multiple pubs - 13.9 million reach; 23 Best Places to See Cherry Blossom Trees in US, Outdoors Wire-USA Today - 13,893 reach.

VISITOR INFORMATION CENTER - JANUARY

	Month	YTD (fiscal)	YTD (calendar)
Calls	61	638	136
Walk-ins	54	1,715	113
Intercom (web chat)	39	377	73
VG's requested	317	1,894	661
TOTAL	471	4,624	983

PARTNERS

	Month (Y/Y)	YTD
Airport Enplanements - FEB	28,310 (11.3%)	59,156 (15.6%)
GNP Recreational Visits - JAN	(%)	(%)

LODGING - FEBRUARY

Running 12

Annual Averages	YTD 2023	Mths	FY23 YTD Avg
Kalispell			
OCC	43.7%	58.9%	57.5%
econ class	37.3%		
mid/upper	46.2%		
ADR	\$94.46	\$143.94	\$139.30
econ class	\$58.05		
mid/upper	\$106.21		
RevPAR	\$41.26	\$84.71	\$89.00

Kalispell	FEBRUARY	YOY	vs 2019
OCC	45.9%	3.5%	35.8%
econ class	39.9%	1.4%	
mid/upper	48.3%	4.2%	
ADR	\$95.80	10.3%	30.3%
econ class	\$57.85	-0.8%	
mid/upper	\$108.31	12.2%	
Comp Set OCC	54.1%	0.1%	9.3%

Weekly STR

OCC	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Run MTD
Feb 24	25	26	27	28	Mar 1	2	3	4	5	6	7	8	9	10	11		
2023	51.4	48.8	35.4	45.4	50.6	57.9	62.5	63.7	50.9	36.6	45.4	49.1	49.9	47.3	48.5	50.3	51.1
2022	48.6	50.4	38.0	43.3	49.5	50.1	47.3	52.5	51.1	36.0	43.6	48.0	50.2	45.2	49.8	48.1	47.6
& chg	5.7	-3.1	-6.9	4.9	2.2	15.5	32.0	21.4	-0.3	1.6	4.0	2.2	-0.5	4.5	-2.6	4.5	7.4
ADR 2023	122.47	114.20	105.28	107.90	106.66	108.13	113.89	118.43	113.52	101.63	100.21	113.41	115.23	120.88	125.32	122.26	114.28

Short Term Rental Data - AirDNA

Kalispell City Limits - February 2022 vs February 2023

Property Type:	Available Listings			Occupancy Rate			Average Daily Rate		
	2022	2023	% Chg	2022	2023	% Chg	2022	2023	% Chg
Entire Place	70	153	118.6%	194%	253%	30.6%	\$194	\$253	30.6%

	Booked Listings			RevPAR		
	2022	2023	% Chg	2022	2023	% Chg
	46	111	141.3%	98	105	7.5%

FY23 – February 2023 Monthly Report

Dawn Jackson, Group Sales Manager

RFP's/RFI's Sent:

- 2024 Annual Professional Conference & Ranger Rendezvous

Proposals Sent:

Working leads:

- 2023 – True World Foods – Yasu Tanai – provided activity information for a May meeting and discussed hotels that would work – he will reach out directly to hotels as he is not sure exact needs at this time – I provided him with contact information – He booked with Hilton and Red Lion for a total of 180 room nights for May.
- 2023 – June – High School National Invite – Ultimate Frisbee Tournament – working with organizer and FSC on potentially securing fields for their tournament-waiting to hear back the status-will leave a few more messages and if I don't hear back will trace for their 2024 event-have not heard back will retrace for February
- 2023 – September – American Cruise Lines, Inc – 2023 National Parks Legendary Rivers – they originally contacted SpringHills and still needed additional rooms – waiting for contract with Hampton
- 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
- 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-will leave a few more messages then trace for October 2023
- 2023 – TBD – ISPS – working with Manuel to set up a site-visit in fall of 2023

Working Leads Lost or Turned Down:

- 2023 – Air National Guard Yellow Ribbon Event – received lead through CVENT and working with hotels and organizer-never returned call or email – traced for January 2024
- TBEX (Travel Bloggers Exchange) North America - had a request from the organizer-was held in Billings in 2019 – discussed with Diane and due to the amount of dedicated staff needed and the cost required to host turned down for now.
- 2025 WASHTO (Western Association of State Highway Transportation Organizations) Meeting – looking to host this meeting in MT for 2025. Large space requirement with 600 people, general session, breakout rooms and meals. Wanted it all under one roof and want government per diem.
- 2026 Porsche Club of America – Kalispell is too small, with a request of 1500-2000 attendees. Wanted resort type setting and needed a lot of event and parking spaces.

RFP's Won:

- 2023 – June – Montana Flour Company Outing – 35 rooms - Springhill
- 2023 – June – Montana Showcase – Secured 550 rooms – Multiple hotels
- 2023 – Sept/Oct – NW Rental Conference – 200 rms at Hampton & 425 rms at Red Lion = 625

Group Assist:

- 2023 Annual Reunion of NMCB Fifty-Eight Association – Continued assistance with downtown museum tour and transportation
- 2023 True World Foods – provided hotel information and contacts
- Pearson’s Travel – provided activity information for very small group coming to GNP
- 2023 NW Rental Conference worked with new contact and getting up-to-date
- Clare Carter with US Tours – dates for new Yellowstone Tours and restaurant information

February Highlights:

- Worked on plan with hotels for DECA Proposal
- Delivered ski tickets to various hotels
- Worked on Summer Itinerary for Group Travel Leader with TAA
- Attended BBER
- Attended Monthly Chamber Luncheon
- Site visit at Wachholz College Center
- Met with Madyson Rigg regarding Glacier Institute activities
- Attended Economic Roundtable for Glacier Bank
- Worked on M&C newsletter

Future Conferences & Large Events

2023

February

- Flathead Valley Fight Night – February 11 – Majestic Valley Arena
- *Flathead Valley Tech Series – February 23-24 – Blacktail
- Montana Sportsman's Expo – February 24-26 - Fairgrounds
- Maverick Memorial Wrestling Tournament – February 25 – Fairgrounds

March

- *Western AA Divisional Basketball Tournament – March 2-4 - Flathead High School
- Home & Garden Showcase – March 4-5 - Fairgrounds
- MT Indoor Soccer Tournament – March 17-19 - Fairgrounds

April

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

May

- *Spartan – May 6-7 – Bigfork
- *2023 Annual Reunion of NMCB Fifty-Eight Association – May 9-12 – Red Lion
- Team Penning Johnnie Wisnewski Benefit – May 13-15 – Majestic Valley Arena
- *2023 National Commanders Testimonial Disabled American Veterans Conference – May 26-27 - Hilton
- *State AA Tennis – May 25-26 – FVCC Courts hosted by Glacier HS

June

- Kalispell PBR – June 2 – Fairgrounds
- Three Blind Refs Soccer Tournament – June 3-4 – Kidsports
- No Limits Monster Trucks – June 10 - Fairgrounds
- Top Dawg Arena Cross – June 16-17 – Fairgrounds
- *MT Flour Company Outing – June 15-17 - Springhills
- *MT Showcase Soccer Tournament – June 17-18 - Kidsports
- *Yellowstone TV Series Tours (booked through US Tours) – June 15-16 – Red Lion

July

- *Rupier Tours – July 12-13, 2023 – Red Lion
- Under the Big Sky Festival – July 14-16 – Big Mountain Ranch
- *Yellowstone TV Series Tours (booked through US Tours) – July 18-19 – Red Lion
- Cirque Ma'Ceo - July 21-23 – Majestic Valley Arena
- Montana Renaissance Faire – July 28-29 – Majestic Valley Arena

August

- Montana Renaissance Faire – August 5-6 – Majestic Valley Arena
- NW Montana Fair & Rodeo – August 16-20 - Fairgrounds
- *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 28-Oct 2 – Red Lion, Hampton Inn & Fairgrounds
- Tamarack Fall Tournament – September 23-24 - Kidsport

October

- *MT Credit Union Fall Conference – October 17-19 - Hilton
- *State Cross Country – October 21 -- Rebecca Farm

3/9/2023

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