

Board of Directors Meeting
Kalispell Tourism Business Improvement District
Wednesday, April 26, 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 March 22, 2023
 - b) Approval of financials for March 2023
 - c) Approval of FY24 DMO plan
3. Board Discussion
 - a) MARS event grant – post event report
 - b) Board and executive committee roster for May 2023 – April 2024
 - c) FY24 marketing initiatives
 - d) Indoor sports facility updates
 - e) Staff reports
 - f) Legislative bill tracking

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

For Further Information Please Contact:

Bryce Baker, Board Chair kalispell@myplacehotels.com 406-752-4847

Diane Medler, Discover Kalispell Executive Director diane@discoverkalispell.com 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 26	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 – March 22, 2023
3:00 – 5:00 pm**

Location: Discover Kalispell Chamber

Board Members Present: Robert Hall, Zac Ford, Skyler Rieke, Bryce Baker, Britta Joy, Dawn Hendrickson

Staff Present: Marisa Mikonis, Dawn Jackson, Diane Medler

Via Zoom: Lorraine Clarno

Guests: Steve Blazer – GM Hilton Garden Inn

The meeting was called to order at 3:02 pm by Chair of the Board, Bryce Baker.

1. **Hear from the Public** – None.

2. **Board Action Items**

a. Approval of the **minutes from February 22, 2023**

Motion was made by Zac Ford to approve the minutes. Motion was seconded by Robert Hall. Discussion: none. Board approved unanimously.

b. **Approval of financials for February 2023**

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

c. **Approval of FY24 TBID budget and DMO plan strategy**

Diane reviewed the strategy with the board as we maintain of goals with destination marketing as 60%, stewardship as 20% and destination development as 20% of the organization's operations. The full plan will be up for approval next month. Motion was made by Britta Joy to approve the DMO plan strategy. Motion was seconded by Skyler Rieke. Discussion: none. Board approved unanimously.

Diane reviewed the TBID budget with the board. Discussion includes: The Discover Kalispell Chamber is still working on moving to a new location, with this Diane has already accounted for the increase in rent and a one-time moving expense. Those costs are shared with the bed tax budget proportionately. Increased hosted press trip budget, website budget has decreased since monthly maintenance fees are lower. Research will increase so we can secure adequate data either through partnership with the state or Glacier Country or on our own. Wages within TBID budget remained flat as a higher percentage of wages are included in bed tax budget. Motion was made by Britta Joy to approve the budget as presented. Motion was seconded by Skyler Rieke.

d. Approval of group incentive request for NW Rental Conference

Northwest Rental Conference is coming to Kalispell, September 27 – October 2nd with around 200-300 attendees and 60+ exhibitors. The NW Rental Conference is requesting \$10,000 for transportation from hotels to fairgrounds and off-site venues. If this conference is successful, it will determine if we will be the repeat rotating city to host conferences in the future. Discussion: amount requested is high compared to the room nights it will generate and the number of TBID properties it will benefit. Motion was made by Skyler Rieke to approve actual cost of transportation up to \$3,000. Motion was seconded by Dawn Hendrickson.

3. Board Discussion

a. Indoor Sports Facility Updates

The next phase will include a detailed financial forecast expanding on data acquired in market opportunity report. It was suggested to have one of the consultants present in Kalispell to continue to garner interest in the project after this next study is complete. Draft report will be available about 8-9 weeks from project kick-off call.

b. Staff Reports

Dawn Jackson: Working of various RFPs and proposals including MT DECA for 2025-2027. Spotlight Pre-FAM in April, attending a tradeshow in Missoula and International Roundup in Boise. Kalispell and a few chamber members were recently mentioned in two meeting and group travel industry magazines.

Marisa Mikonis: Discover Kalispell's Ski Package has ended, moving into the gas card campaign for the season. Flathead Hospitality Class with FVCC will relaunch this spring. Visitor Guides are off to the printer, will be here in the next few weeks.

Diane Medler: Updated the board on bills of concern in the legislative session. Highlander event application is still being processed through Forest Service and County Parks. Glacier County and MT Office of Tourism are providing grant support for Spartan Race this year which will off-set Discover Kalispell's costs. Glacier AERO is requesting sponsorship again this year. Last fiscal year TBID provided a \$10,000 contribution. Priorities for AERO remain to acquire more year-round and/or winter service. The board agreed to provide a \$2,500 sponsorship this year.

Meeting adjourned at 5:05 PM.

Respectfully submitted: Diane Medler

For further information contact diane@discoverkalispell.com, 406-758-2808

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

TBID Checking account balance as of 3/31/23	\$179,767.19
KCVB Checking account balance as of 3/31/23	\$22,999.09
WFCU Reserve Account balance	\$160,431.16

TBID Account – Expense Summary

- Admin/Operations: wages/insurance; accounting; phone (office, Verizon); postage; copies; email and Outlook accounts; office supplies; tech support.
- Staff training/Organization memberships: DMA West Tech Summit; USTA Destination Capitol Hill airfare; Glacier AERO sponsorship.
- Website: monthly maintenance
- Marketing: agency services; online subscriptions (HubSpot); tear out map design; branded promo items.
- Earned Media/Tourism Sales/Incentives: Harriet Baskas; transfer of press trip expenses to bed tax account; registration for Destination Capitol Hill; NW Spotlight FAM trip expenses; IRU airfare.
- Stewardship/Management: airport visitor display
- Development: event grant to Western AA Divisional BBall – rooms for officials.

KCVB Private Funds – Income and Expense Summary

Income: aRes commission; VIC merchandise sales; Spartan vendor payments

Expenses: bookkeeping, copies; Spartan: parking venue use fee, deposit for tent rental

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%

10:25 AM

04/13/23

Accrual Basis

Tourism Business Improvement District

Balance Sheet

As of March 31, 2023

	<u>Mar 31, 23</u>
ASSETS	
Current Assets	
Checking/Savings	
1010 · Checking	172,917.35
1020 · Whitefish Credit Union	160,431.16
Total Checking/Savings	<u>333,348.51</u>
Total Current Assets	333,348.51
Fixed Assets	
1710 · Office Equipment	3,967.64
1820 · Web Site Development	91,230.44
Total Fixed Assets	<u>95,198.08</u>
TOTAL ASSETS	<u><u>428,546.59</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	11,241.41
Total Accounts Payable	<u>11,241.41</u>
Total Current Liabilities	<u>11,241.41</u>
Total Liabilities	11,241.41
Equity	
32000 · Unrestricted Net Assets	428,648.11
Net Income	-11,342.93
Total Equity	<u>417,305.18</u>
TOTAL LIABILITIES & EQUITY	<u><u>428,546.59</u></u>

**Tourism Business Improvement District
Profit & Loss - FY23
March 2023**

	Mar 23	Jul '22 - Mar 23
Income		
4000 · TBID Revenue	0.00	467,620.00
4100 · Interest Income	16.86	110.02
Total Income	16.86	467,730.02
Expense		
6100 · Administrative/Operations		
6115 · Annual Report/Mtg	0.00	657.40
6122 · Audit - Chamber	0.00	1,656.01
6125 · Accounting Services	350.00	2,032.50
6130 · Directors & Officers Insurance	0.00	1,298.00
6135 · City of Kalispell Admin Fee	0.00	5,000.00
6140 · Office Supplies	33.22	626.23
6150 · Postage & Copies	130.50	1,231.12
6160 · Rent	0.00	7,200.00
6180 · Telephone	173.09	1,950.72
6185 · Travel & Entertainment	-59.59	1,059.66
6190 · Technology Support	75.00	720.00
6195 · Equipment (Software)	944.99	1,022.74
Total 6100 · Administrative/Operations	1,647.21	24,454.38
6200 · Personnel (wages)		
6250 · Education/Outreach	10,665.65	193,691.92
6260 · Staff Training, Prof Develop		
6280 · Organizational Memberships	1,155.31	4,062.11
Total 6250 · Education/Outreach	2,500.00	3,595.00
Total 6250 · Education/Outreach	3,655.31	7,657.11
6300 · Agency Services		
6400 · Research	2,800.00	51,120.00
6400 · Research	0.00	8,915.00
6500 · Website	600.00	7,459.20
6600 · Destination Marketing		
6620 · Marketing Resources		
6622 · Online Platforms/Subscriptions	20.00	10,290.46
6624 · Printed Collateral	705.00	1,105.00
Total 6620 · Marketing Resources	725.00	11,395.46
6640 · Paid Media		
6643 · Multimedia	0.00	59,533.09
6646 · Digital Asset Acquisition	0.00	11,911.84
6649 · Promotional Items	468.42	1,946.55
Total 6640 · Paid Media	468.42	73,391.48
6650 · Earned Media/Tourism Sales		
6653 · Media & Influencer Hosted Trips	-3,433.02	8,547.67
6656 · FAM Trips/Sales Calls	150.00	150.00
6659 · Meeting & Group Incentives	1,994.53	14,233.07
Total 6650 · Earned Media/Tourism Sales	-1,288.49	22,930.74
6680 · Travel/Trade Shows		
6680 · Travel/Trade Shows	508.39	3,854.00
Total 6600 · Destination Marketing	413.32	111,571.68
6700 · Destination Stewardship/Mgmt		
6710 · Tourism & Hospitality Training	0.00	16.56
6720 · VIC Funding	75.00	750.00
6730 · Community Outreach	0.00	25.39
Total 6700 · Destination Stewardship/Mgmt	75.00	791.95
6800 · Destination Development		
6830 · Event Grant	2,551.12	8,051.12
6890 · DK Events	0.00	953.87
Total 6800 · Destination Development	2,551.12	9,004.99
Total Expense	22,407.61	414,666.23

10:25 AM

04/13/23

Accrual Basis

Tourism Business Improvement District

Profit & Loss - FY23

March 2023

	Mar 23	Jul '22 - Mar 23
Net Income	-22,390.75	53,063.79

10:24 AM

04/13/23

Accrual Basis

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

	Jul '22 - Mar 23	Budget	\$ Over Budget	% of Budget
Income				
4000 · TBID Revenue	467,620.00	700,000.00	-232,380.00	66.8%
4100 · Interest Income	110.02			
Total Income	467,730.02	700,000.00	-232,269.98	66.8%
Expense				
6100 · Administrative/Operations	24,454.38	37,000.00	-12,545.62	66.1%
6200 · Personnel (wages)	193,691.92	260,000.00	-66,308.08	74.5%
6250 · Education/Outreach	7,667.11	19,000.00	-11,342.89	40.3%
6300 · Agency Services	51,120.00	74,000.00	-22,880.00	69.1%
6400 · Research	8,915.00	15,000.00	-6,085.00	59.4%
6500 · Website	7,459.20	35,000.00	-27,540.80	21.3%
6600 · Destination Marketing	111,571.68	182,000.00	-70,428.32	61.3%
6700 · Destination Stewardship/Mgmt	791.95	15,000.00	-14,208.05	5.3%
6800 · Destination Development	9,004.99	63,000.00	-53,995.01	14.3%
Total Expense	414,666.23	700,000.00	-285,333.77	59.2%
Net Income	53,063.79	0.00	53,063.79	100.0%

KaliSpeil Chamber of Commerce
KCVB P&L by Class
 January through March 2023

	VC				
	Spartan	Merch	aRes	Admin	TOTAL
Income					
4025.00 · Program Revenue	177.67	49.50	105.52	0.00	332.69
4700.00 · Special Events	660.00	0.00	0.00	0.00	660.00
Total Income	837.67	49.50	105.52	0.00	992.69
Expense					
5000.00 · Direct Program	3,713.40	0.00	0.00	2.10	3,715.50
5520.00 · Professional Fees	0.00	0.00	0.00	562.50	562.50
5420.00 · Office	0.00	0.00	0.00	2.40	2.40
Total Expense	3,713.40	0.00	0.00	567.00	4,280.40
Net Income	-2,875.73	49.50	105.52	-567.00	-3,287.71

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	(2,875.73)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(150.00)	(3,025.73)
April											
May											
June											
July											
August											
September											
October											
November											
December											
EVENT BALANCES	6,048.33	10,973.65	1,414.40	624.32	275.00	0.00	978.76	525.98	94.68	(2,049.43)	18,885.69

TBID Projects:

	Website Redesign	Sports Facility Study	Campaigns	Community Engagement	Reserve Acct	Total TBID Projects
2022 Balance Forward	17,150.00	(1,445.00)	(9,389.82)	(789.20)	(5,000.00)	525.98
January	0.00	0.00	0.00	0.00	0.00	525.98
February	0.00	0.00	0.00	0.00	0.00	525.98
March	0.00	0.00	0.00	0.00	0.00	525.98
April						0.00
May						0.00
June						0.00
July						0.00
August						0.00
September						0.00
October						0.00
November						0.00
December						0.00
TBID Project BALANCES	17,150.00	(1,445.00)	(9,389.82)	(789.20)	(5,000.00)	2,103.92

WEBSITE (M/M Comparison)

Users 16,859 +17%	Pgs/Session 1.66 -35%	Session Duration 01:14 -9%	Page Views 33,491 -25%
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Top Cities 1. Missoula 2. Seattle 3. (not set) 4. Denver 5. Salt Lake City 6. Phoenix 7. Portland 8. Los Angeles 9. Chicago 10. Spokane	Top Pages 1. Home page 2. Don't have vehicle resv 3. Get The Guide 4. Winter in Kalispell 5. Things To Do	Top Landing Pages 1. Winter-in-Kalispell 2. Ways to play in GNP without vehicle resv 3. Events	Impressions by Device desktop 35.9% tablet 4.9% mobile 59.3% Lodging Page - Find Best Sleep page views 263
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CONVERSIONS

	Month	YTD (fiscal)
VG Requests (web-online/postal)	1,020	3,357
Newsletter subscribers	325	7,270
aRes reservations booked	4	137
aRes room nights booked	7	239
Future grp rm/nts contracted	400	2,179

GROUP SALES

RFP's Sent to Hotels	3
Proposals to Clients	3
Groups Assisted	4
Future group rooms won	400

SOCIAL MEDIA

Followers/Audience	42,224	20,375	90,020	4,133
Impressions (organic)	98,652	150,887	28,660	3,280
Reach/profile visits	192,280	80,848	237,750	
Reach/stories		18,220		
Link Clicks		194		

PAID AND EARNED MEDIA

PAID: SEM - 10,095 imp, 510 clicks, 5.05% CTR; SOCIAL ADS - 462,019 imp, 6,463, 3.65% avg CTR; RETARGETING - 48,348 imp, 343 clicks, 0.71% CTR; YOUTUBE - 223,119 imp, 126 clicks, 0.06% CTR; VB DISPLAY - 459,318 imp, 1,019 clicks, 0.22% CTR; LINKED IN - 55,675 imp, 435 clicks, 0.78% CTR; TOWN & TRAILS PASS - 903,634 imp, 1,340 clicks, 1.33% CTR.

EARNED MEDIA: 7 Delicious Restaurants to Experience in Kalispell, MT - Travel Awaits, 2.7M reach; The Best Winter Sports Destination - Redbook, 1.45M reach; Visiting Kalispell MT - Stuck at the Airport (blog); Timeless Terrain - Group Travel Leader, 3,027 reach; Kalispell, MT, Heart of the Rockies - Small Market Meetings, 9,100 reach. NEWSLETTER: mid Q3 consumer - 42% opens, 597 clicks.

VISITOR INFORMATION CENTER

	Month	YTD (fiscal)	YTD (calendar)
Calls	83	721	219
Walk-ins	103	1,818	216
Intercom (web chat)	43	420	116
VG's requested	381	2,343	1,110
TOTAL	610	5,302	1,661

PARTNERS

	Month (Y/Y)	YTD
Airport Enplanements - MAR	30,880 (2.8%)	90,036 (10.9%)
GNP Recreational Visits - FEB	17,052 (-7.6%)	34,453 (-4.3%)

LODGING

Annual Averages	YTD 2023	Running 12	
		Mths	FY23 YTD Avg
Kalispell			
OCC	45.2%	59.0%	56.5%
econ class	40.5%		
mid/upper	47.1%		
ADR	\$94.70	\$144.78	\$134.52
econ class	\$58.67		
mid/upper	\$107.05		
RevPAR	\$42.82	\$85.40	\$84.38

Kalispell	MARCH	YOY	vs 2019
econ class	46.4%	3.7%	
mid/upper	48.9%	-1.6%	
ADR	\$95.00	8.4%	28.5%
econ class	\$59.61	1.3%	
mid/upper	\$108.43	9.3%	
Comp Set OCC	59.1%	-2.8%	4.4%

Weekly STR

OCC	2023							2022							Run MTD	
	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr		Sa
Apr 1	46.5	36.9	46.1	51.6	51.2	48.7	47.6	43.5	34.4	50.0	57.2	59.4	56.7	53.8	52.5	49.1
2022	61.1	42.5	53.9	55.3	54.7	51.6	56.1	54.9	40.4	50.6	55.1	53.7	51.4	58.4	51.0	53.1
% chg	-23.9	-13.1	-14.5	-6.8	-6.4	-5.8	-15.2	-20.7	-14.8	-1.2	3.8	10.5	10.2	-7.8	2.9	-7.7
ADR 2023	96.23	89.50	93.84	95.65	96.40	96.78	96.79	94.16	86.37	96.38	98.19	100.61	96.77	98.07	98.16	96.03

Short Term Rental Data - AirDNA

Kalispell City Limits - March 2022 vs March 2023

Property Type:	Available Listings			Occupancy Rate			Average Daily Rate		
	2022	2023	% Chg	2022	2023	% Chg	2022	2023	% Chg
Entire Place	73	158	116.4%	51%	44%	-13.7%	\$301	\$273	-9.2%

Booked Listings			RevPAR		
2022	2023	% Chg	2022	2023	% Chg
51	129	152.9%	153	120	-21.7%

FY-23-March 2023 Monthly Report

Dawn Jackson, Group Sales Manager

RFP's/RFI's Sent:

- 2024-2027-January - DECA
- 2023 – May - DEQ Water School
- 2023 – September - Glacier Chess Club

Proposals Sent:

- 2024-2027-January - DECA
- 2023 – May - DEQ Water School
- 2023 – September - Glacier Chess Club

Working leads:

- 2023 – National Parks Legendary Rivers Series – they needed additional rooms and have booked with the Hampton.
- 2025 – September – Montana Tavern Association Annual Convention & Trade Show – will be working with their planner for the 2025 convention after September of 2023
- 2023 – TBD – ISP – Continue to work with Manuel to set up a site-visit in fall of 2023
- 2024 – March – National Association of State Comptrollers (NASC) Annual Conference – They are holding their conference in Portland Maine for 2023 and will go to the mid-west in 2024 – we would have an opportunity for 2025

Working Leads Lost or Turned Down:

- 2023 509 Paratroopers Reunion – required to much space to occupy under one roof

RFP's Won:

- 2023 – America Cruise Lines - National Parks Legendary Rivers Series – June, July, August and September dates – 400 rooms – Hampton Inn

Group Assist:

- US Tours – Continued assistance with Clare
- Women Traveling the World – needed assistance with group restaurants
- Bigfork Rentals – Steve Ricci – looking for transportation assistance
- Harla Bieber-looking for group activities for July

March Highlights:

- Worked on NW Spotlight Fam activities
- Delivered ski tickets to various hotels
- Met with meeting planner Lauren Pontier with HelmsBriscoe doing a site visit in Whitefish and Kalispell
- Met with Casey Wyckoff – LSW Architects to discuss how we might be of assistance with any groups
- Met with Brian Aegerter– Applied Materials to discuss how we might be of assistance with any groups
- Attended monthly Chamber luncheon at FVCC

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.