

**Board of Directors Meeting  
Kalispell Tourism Business Improvement District  
Wednesday, May 24, 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 April 26, 2023
  - b) Approval of financials for April 2023
3. Board Discussion
  - a) Indoor sports facility updates
  - b) FY23 year-end grant program report
  - c) Staff reports

Enclosures: Meeting minutes from April 26, 2023  
TBID financial reports for April 2023  
KCVB dashboard and reports

For Further Information Please Contact:

Bryce Baker, Board Chair [kalispell@myplacehotels.com](mailto:kalispell@myplacehotels.com) 406-752-4847  
Diane Medler, Discover Kalispell Executive Director [diane@discoverkalispell.com](mailto: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 – April 26, 2023**  
**3:00 – 5:00 pm**

**Location: Discover Kalispell Chamber**

**Board Members Present:** Zac Ford, Bryce Baker, Britta Joy

**Via Zoom:** Robert Hall

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

**Guests:** Brain Overlie – Red Lion, Adrian Knowlers – Daily Interlake

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

**1. Hear from the Public – None.**

**2. Board Action Items**

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

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 March 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 DMO Plan**

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. Research and data provided as support of the marketing plan. Motion was made by Britta Joy to approve the FY24 DMO plan. Motion was seconded by Zac Ford. Discussion: none. Board approved unanimously.

**3. Board Discussion**

a. **MARS event grant – post event report**

The board reviews the post grant report with reports of cancelation of some of the events due to weather. The board discussed how we as a community want these events to grow and be successful. The numbers actualized are low for what we expected and the maximum number of events in the future is regulated by staffing issues. We want to be a key sponsor for MARS events but will want to have more documentation, specific upfront cost, or even a rebate program for future situations. Motion was made by Zac Ford to approve the remaining \$2,500 to be paid to MARS. Motion was seconded by Britta Joy.

**b. Board and executive committee roster for May 2023 – April 2024**

The committee still has a vacant seat for a treasurer.

**c. Reviewed FY23 Campaign**

Diane shared with the board the success of the Discover Kalispell Ski Package Campaign Report. The campaign ran 12/1/2022 to 3/26/23 generating 42 reservations, 94 room nights and impacted 9 of the TBID hotels.

**d. Indoor Sports Facility**

A kick-off call for the next phase is April 27<sup>th</sup> to review recommendations of who may be interested in the next steps, high-level site selection ideas, and economic impact analysis.

**e. Staff Reports**

Marisa and Diane recently attending the Montana Governor's Conference on Tourism and Recreation. Dawn attended International Round Up in Boise to help market Kalispell to over 7 different counties who work with suppliers and buyers on the Great American West packages which include Kalispell. Discover Kalispell hosted a successful FAM trip for the Northwest Spotlight group. Spartan Race will be back for the 10<sup>th</sup> year May 6-7. The Highlander event is still in the works with Forest Service and stakeholders. Journal of Lost Time recently published the Winter in Kalispell, 'Pow by Day, Après by Night' content and story. Avelo airlines will start mid-May with direct flights to Burbank.

**f. Legislative Bill Tracking**

Diane gave the board updates on Bills such as SB540, SB422 and HB5.

**Meeting adjourned at 5:02 PM.**

Respectfully submitted: Diane Medler

For further information contact [diane@discoverkalispell.com](mailto:diane@discoverkalispell.com), 406-758-2808

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

TBID Checking account balance as of 4/30/23	\$133,135.65
KCVB Checking account balance as of 4/30/23	\$45,911.11
WFCU Reserve Account balance	\$112,431.15

**TBID Account – Expense Summary**

- Admin/Operations: wages/insurance; accounting; phone (office, Verizon); postage; copies; email and Outlook accounts; office supplies; tech support; travel & mileage.
- Staff training/Organization memberships: U.S. Travel Destination Capitol Hill; Montana Governor’s Conference on Tourism.
- Research/Website: data analysis and reporting
- Marketing: media buy Apr-Jun; Hubspot subscription
- Earned Media/Tourism Sales/Incentives: NW Spotlight FAM; IRU trade show
- Stewardship/Management: airport visitor display; grant payment to MARS and Flathead High School
- Development: Transfer approved Spartan budget to KCVB account

**KCVB Private Funds – Income and Expense Summary**

Income: transfer from TBID; vendor payments; aRes commission

Expenses: Spartan venue fee partial payment; state liquor permit; copies; accounting.

**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		\$100,828		-1%
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 April 30, 2023

05/11/23

Accrual Basis

	<u>Apr 30, 23</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1010 · Checking	116,265.01
1020 · Whitefish Credit Union	160,431.16
<b>Total Checking/Savings</b>	<u>276,696.17</u>
<b>Total Current Assets</b>	276,696.17
<b>Fixed Assets</b>	
1710 · Office Equipment	3,967.64
1820 · Web Site Development	91,230.44
<b>Total Fixed Assets</b>	<u>95,198.08</u>
<b>TOTAL ASSETS</b>	<u><u>371,894.25</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2000 · Accounts Payable	47,828.54
<b>Total Accounts Payable</b>	<u>47,828.54</u>
<b>Total Current Liabilities</b>	<u>47,828.54</u>
<b>Total Liabilities</b>	47,828.54
<b>Equity</b>	
32000 · Unrestricted Net Assets	428,648.11
Net Income	-104,582.40
<b>Total Equity</b>	<u>324,065.71</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>371,894.25</u></u>

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

05/11/23

Accrual Basis

	Apr 23	Jul '22 - Apr 23
<b>Income</b>		
4000 · TBID Revenue	0.00	467,620.00
4100 · Interest Income	11.75	121.77
<b>Total Income</b>	<b>11.75</b>	<b>467,741.77</b>
<b>Expense</b>		
<b>6100 · Administrative/Operations</b>		
6115 · Annual Report/Mtg	0.00	657.40
6122 · Audit - Chamber	0.00	1,656.01
6125 · Accounting Services	250.00	2,282.50
6130 · Directors & Officers Insurance	0.00	1,298.00
6135 · City of Kalispell Admin Fee	0.00	5,000.00
6140 · Office Supplies	16.10	642.33
6150 · Postage & Copies	149.25	1,380.37
6160 · Rent	0.00	7,200.00
6180 · Telephone	232.71	2,183.43
6185 · Travel & Entertainment	366.16	1,425.82
6190 · Technology Support	75.00	795.00
6195 · Equipment (Software)	19.99	1,042.73
<b>Total 6100 · Administrative/Operations</b>	<b>1,109.21</b>	<b>25,563.59</b>
<b>6200 · Personnel (wages)</b>		
6250 · Education/Outreach	18,884.73	212,576.65
<b>6260 · Staff Training, Prof Develop</b>		
6260 · Staff Training, Prof Develop	2,207.48	6,269.59
<b>6280 · Organizational Memberships</b>		
6280 · Organizational Memberships	0.00	3,595.00
<b>Total 6250 · Education/Outreach</b>	<b>2,207.48</b>	<b>9,864.59</b>
<b>6300 · Agency Services</b>		
6400 · Research	0.00	51,120.00
6400 · Research	3,000.00	11,915.00
6500 · Website	0.00	7,459.20
<b>6600 · Destination Marketing</b>		
<b>6620 · Marketing Resources</b>		
6622 · Online Platforms/Subscriptions	20.00	10,310.46
6624 · Printed Collateral	0.00	1,105.00
<b>Total 6620 · Marketing Resources</b>	<b>20.00</b>	<b>11,415.46</b>
<b>6640 · Paid Media</b>		
6643 · Multimedia	28,187.79	87,720.88
6646 · Digital Asset Acquisition	0.00	11,911.84
6649 · Promotional Items	0.00	1,946.55
<b>Total 6640 · Paid Media</b>	<b>28,187.79</b>	<b>101,579.27</b>
<b>6650 · Earned Media/Tourism Sales</b>		
6653 · Media & Influencer Hosted Trips	0.00	8,547.67
6656 · FAM Trips/Sales Calls	3,935.80	4,085.80
6659 · Meeting & Group Incentives	1,011.42	15,244.49
<b>Total 6650 · Earned Media/Tourism Sales</b>	<b>4,947.22</b>	<b>27,877.96</b>
<b>6680 · Travel/Trade Shows</b>		
6680 · Travel/Trade Shows	516.79	4,370.79
<b>Total 6600 · Destination Marketing</b>	<b>33,671.80</b>	<b>145,243.48</b>
<b>6700 · Destination Stewardship/Mgmt</b>		
6710 · Tourism & Hospitality Training	0.00	16.56
6720 · VIC Funding	75.00	825.00
6730 · Community Outreach	0.00	25.39
<b>Total 6700 · Destination Stewardship/Mgmt</b>	<b>75.00</b>	<b>866.95</b>
<b>6800 · Destination Development</b>		
6830 · Event Grant	2,500.00	10,551.12
6860 · Comm-Visitor Asset Dev Grant	1,803.00	1,803.00
6890 · DK Events	0.00	953.87
<b>Total 6800 · Destination Development</b>	<b>4,303.00</b>	<b>13,307.99</b>

8:57 AM

# Tourism Business Improvement District

## Profit & Loss - FY23

April 2023

05/11/23

Accrual Basis

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	<u>Apr 23</u>	<u>Jul '22 - Apr 23</u>
5500 · Events & Sports-Operatn & Promo		
5502 · Spartan Race	30,000.00	30,000.00
<b>Total 5500 · Events &amp; Sports-Operatn &amp; Promo</b>	<u>30,000.00</u>	<u>30,000.00</u>
<b>Total Expense</b>	<u>93,251.22</u>	<u>507,917.45</u>
<b>Net Income</b>	<u><u>-93,239.47</u></u>	<u><u>-40,175.68</u></u>

8:52 AM

05/11/23

Accrual Basis

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

	Jul '22 - Apr 23	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
4000 · TBID Revenue	467,620.00	700,000.00	-232,380.00	66.8%
4100 · Interest Income	121.77			
<b>Total Income</b>	467,741.77	700,000.00	-232,258.23	66.8%
<b>Expense</b>				
6100 · Administrative/Operations	25,563.59	37,000.00	-11,436.41	69.1%
6200 · Personnel (wages)	212,576.65	260,000.00	-47,423.35	81.8%
6250 · Education/Outreach	9,864.59	19,000.00	-9,135.41	51.9%
6300 · Agency Services	51,120.00	74,000.00	-22,880.00	69.1%
6400 · Research	11,915.00	15,000.00	-3,085.00	79.4%
6500 · Website	7,459.20	35,000.00	-27,540.80	21.3%
6600 · Destination Marketing	145,243.48	182,000.00	-36,756.52	79.8%
6700 · Destination Stewardship/Mgmt	866.95	15,000.00	-14,133.05	5.8%
6800 · Destination Development	13,307.99	63,000.00	-49,692.01	21.1%
5500 · Events & Sports-Operatn & Promo	30,000.00			
<b>Total Expense</b>	507,917.45	700,000.00	-192,082.55	72.6%
<b>Net Income</b>	<b>-40,175.68</b>	<b>0.00</b>	<b>-40,175.68</b>	<b>100.0%</b>



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

	VC					TOTAL
	Spartan	Merch	aRes	SFS	Admin	
<b>Income</b>						
4025.00 · Program Revenue	177.67	49.50	153.33	0.00	0.00	380.50
4410.00 · TBID Revenue	30,000.00	0.00	0.00	0.00	0.00	30,000.00
4700.00 · Special Events	3,575.00	0.00	0.00	0.00	0.00	3,575.00
<b>Total Income</b>	<u>33,752.67</u>	<u>49.50</u>	<u>153.33</u>	<u>0.00</u>	<u>0.00</u>	<u>33,955.50</u>
<b>Expense</b>						
5000.00 · Direct Program	8,733.40	0.00	0.00	0.00	5.50	8,738.90
5060.00 · Bank Fees & Service Charges	59.74	0.00	0.00	0.00	0.00	59.74
5260.00 · Insurance	899.00	0.00	0.00	0.00	16.15	915.15
5520.00 · Professional Fees	0.00	0.00	0.00	15,500.00	775.00	16,275.00
5420.00 · Office	0.00	0.00	0.00	0.00	28.43	28.43
<b>Total Expense</b>	<u>9,692.14</u>	<u>0.00</u>	<u>0.00</u>	<u>15,500.00</u>	<u>825.08</u>	<u>26,017.22</u>
<b>Net Income</b>	<u><u>24,060.53</u></u>	<u><u>49.50</u></u>	<u><u>153.33</u></u>	<u><u>-15,500.00</u></u>	<u><u>-825.08</u></u>	<u><u>7,938.28</u></u>

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	26,936.26	0.00	0.00	0.00	0.00	0.00	47.81	(15,500.00)	0.00	(228.65)	11,255.42
May											
June											
July											
August											
September											
October											
November											
December											
<b>EVENT BALANCES</b>	<b>32,984.59</b>	<b>10,973.65</b>	<b>1,414.40</b>	<b>624.32</b>	<b>275.00</b>	<b>0.00</b>	<b>1,026.57</b>	<b>(14,974.02)</b>	<b>94.68</b>	<b>(2,278.08)</b>	<b>30,141.11</b>

**WEBSITE (M/M Comparison)**

<b>Users</b> 18,000 -20%	<b>User Acquisition/Engagement Time</b> Organic search - 1m 28s; Direct - 1m 12s; Organic social, - 0m 13s; Display - 0m 21s; Paid search - 0m 32s.	<b>Pages/session</b> 1.63 -38%	<b>Session duration</b> 01:21 +105%	<b>Page Views</b> 36,999 -46%
<b>Top Cities</b> 1. Seattle 2. Missoula 3. Not set 4. Denver 5. Phoenix 6. Los Angeles 7. Salt Lake City 8. Portland 9. Spokane 10. Chicago	<b>Top Pages</b> 1. Home page 2. Don't have vehicle resv 3. Get The Guide 4. Road Trip To MT 5. What need to know when visiting GNP	<b>Top Landing Pages</b> 1. Road Trip to MT 2. Winter in Kalispell 3. Meetings	<b>Impressions by Device</b> desktop 34.4% tablet 4.9% mobile 60.6%  <b>Lodging Page - Find Best Sleep</b> page views 249	

**CONVERSIONS**

	Month	YTD (fiscal)
VG Requests (web-online/postal)	1,083	4,440
Newsletter subscribers	329	7,599
aRes reservations booked	9	146
aRes room nights booked	14	253
Future grp rm/nts contracted	180	2,359

**GROUP SALES**

RFP's Sent to Hotels	0
Proposals to Clients	0
Groups Assisted	7
Future group rooms won	180

**PAID AND EARNED MEDIA**

**PAID:** Overall - 1.2M impressions, 5,385 clicks, 0.43% CTR. Gas Card Campaign Social ads - 338k imp, 2,816 clicks, 0.83% CTR. SEM - 180.5k imp, 931 clicks, 2.63% CTR. Fan Acquisition social ads - 127k imp, 7,384 clicks, 5.80% CTR. Town & Trails Pass display and social - 1.06M imp, 1,719 clicks, 1.81% CTR.

**EARNED MEDIA:** *A Decade of Sparta*, *Flathead Beacon*, *Spartan Race Marks 10 Years of Bringing in Competitors*, *Daily Inter Lake*. **OTHER MEDIA COVERAGE:** *Pow By Day Apres By Night*, *The Journal of Lost Time*. *Avelo Airlines Adds New Route Kalispell Montana*, *Thrillist*.

**SOCIAL MEDIA**

	f	i	p	t
Followers/Audience	45,883	20,511	87,890	4,126
Impressions (organic)	142,388	164,280	9,460	2,591
Reach/profile visits	389,783	88,507	181,200	
Reach/stories	not available			
Link Clicks		166		

**VISITOR INFORMATION CENTER**

	Month	YTD (fiscal)	YTD (calendar)
Calls	75	796	294
Walk-ins	65	1,883	281
Intercom (web chat)	79	499	195
VG's requested	350	2,487	1,254
<b>TOTAL</b>	<b>569</b>	<b>5,665</b>	<b>2,024</b>

**PARTNERS**

	Month (Y/Y)	YTD
Airport Enplanements - APR	22,261 (1.9 %)	112,297 (9.0%)
GNP Recreational Visits - MAR	24,010 (-0.8%)	58,473 (-2.6%)

**LODGING**

Annual Averages	Running 12		
	YTD 2023	Mths	FY23 YTD Avg
<b>Kalispell</b>			
OCC	47.0%	58.7%	56.1%
econ class	42.7%		
mid/upper	48.6%		
ADR	\$96.58	\$145.87	\$131.21
econ class	\$60.13		
mid/upper	\$108.77		
RevPAR	\$45.39	\$85.70	\$81.23

Kalispell	APRIL	YOY	vs 2019
	OCC	52.2%	-5.4%
econ class	49.4%	-4.6%	
mid/upper	53.2%	-7.9%	
ADR	\$101.36	10.3%	35.8%
econ class	\$63.73	4.9%	
mid/upper	\$113.33	8.4%	
Comp Set OCC	58.5%	-2.0%	5.2%

**Weekly STR**

OCC	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Run MTD
2023	56.4	64.6	60.1	42.2	57.8	62.4	66.0	62.1	75.2	81.7	58.2	59.2	64.4	65.6	63.9	60.7	55.9	64.1
2022	58.4	68.7	65.1	49.1	58.8	64.7	65.2	66.3	86.1	90.7	63.4	59.6	63.1	63.7	61.8	66.7	66.9	66.1
% change	-3.4	-6.0	-7.7	-13.9	-1.8	-3.5	1.3	-6.4	-12.6	-9.9	-8.2	-0.7	2.2	3.1	3.4	-9.0	-16.5	-3.0
ADR 2023	102.60	108.81	107.67	94.50	105.05	109.25	113.38	112.16	139.56	146.89	120.15	115.83	114.40	118.17	121.19	123.48	123.17	121.14

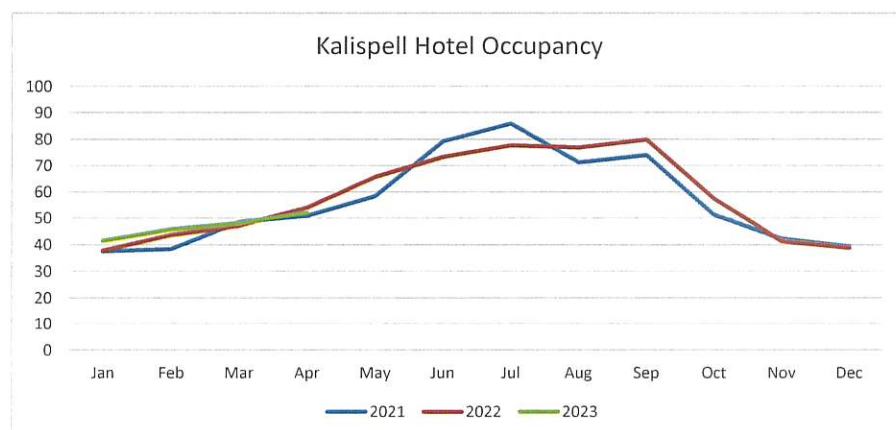
**Short Term Rental Data - AirDNA**

**Kalispell City Limits - April 2022 vs April 2023**

Property Type:	Available Listings			Occupancy Rate			Average Daily Rate		
	2022	2023	% Chg	2022	2023	% Chg	2022	2023	% Chg
Entire Place	92	171	85.9%	57%	46%	-20.1%	\$292	\$280	-4.0%

Booked Listings		
2022	2023	% Chg
63	120	90.5%

RevPAR		
2022	2023	% Chg
167	128	-23.3%



Strong increase in credit card spend by International visitors in 2023.

YTD through March 2023 is \$2,084,994. A 90% increase over 2022.

(90% of intl credit card spending in Kalispell is from Canada)

# FY-23 April 2023 Monthly Report

Dawn Jackson, Group Sales Manager

## RFP's/RFI's Sent:

## Proposals Sent:

## Working leads:

- 2025 DECA – Meeting in May to determine 2025 through 2027 location for DECA Competition
- 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
- Ginger Claussen 2024 DPHHA Conference – working with her on a potential conference for 2024

## Working Leads Lost or Turned Down:

## RFP's Won:

- 2023 – DEQ Water School – 120 rooms at Holiday Inn & Homewood Suites
- 2023 – Big Sky Country Open Chess Tournament – 40 rooms at Red Lion

## Group Assist:

- US Tours – Continued assistance with Clare – needing a step on guide for 2024 tours
- Jennifer Vanderlyn – needs a step on guide for August 2023 tours
- Assistance with MT State University meeting information
- Golf group that wanted VRBO's sent them to VRBO website and management companies in the chamber directory
- Tom Collins with questions about Family Reunion location for July
- Sam Clinch with Nebraska State Bar – holding a meeting in Whitefish and wanted Kalispell Visitor Guides
- Joe Parcetti with 2023 National Commander Testimonial Dinner in May – staying at the Hilton – gave resources for Color Guard Presentation, car rental, GNP information

## April Highlights:

- Vacation – March 29-April 11
- Attended Kalispell Chamber Growth Summit
- Coordinated and led NW Spotlight FAM
- Attended NW Spotlight Conference in Missoula
- Assisted with post FAM from Spotlight Conference for Michael with Creative Tours
- Site visit to Clydesdale Outpost
- Attended IRU in Boise
- E-blast went out for Group Travel Leader
- Reviewed Hubspot training
- Lunch with Sam Nunnally and Morgan Baker to discuss ways to continue working together

# Future Conferences & Large Events

## 2023

### April

- \*Northwest USA Spotlight Pre-FAM – April 15 – Hampton Inn
- \*MT Association of Chamber Executives (MACE) – April 26-28 – Hampton
- \*40<sup>th</sup> 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 DEQ Water School – May 16-18 – Homewood Suites, Holiday Inn
- \*2023 National Commanders Testimonial Disabled American Veterans Conference – May 19-20 - 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
- \*American Cruise Lines – 5-7 – Hampton Inn
- No Limits Monster Trucks – June 10 – Fairgrounds
- \*American Cruise Lines – 13-18 – Hampton Inn
- Top Dawg Arena Cross – June 16-17 – Fairgrounds
- \*MT Flour Company Outing – June 15-17 - Springhills
- \*Yellowstone TV Series Tours (booked through US Tours) – June 15-16 – Red Lion
- \*MT Showcase Soccer Tournament – June 17-18 - Kidsports
- \*American Cruise Lines – 23-24 – Hampton Inn

### 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
- \*American Cruise Lines – July 28-29 – Hampton Inn

### 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
- \*American Cruise Lines – August 15-16 – Hampton Inn
- NW Montana Fair & Rodeo – August 16-20 – Fairgrounds
- \*American Cruise Lines – August 21-22 – Hampton Inn

### September

- \*American Cruise Lines – September 4-5 – Hampton Inn
- \*American Cruise Lines – September 12-13 – Hampton Inn
- \*Yellowstone TV Series Tours (booked through US Tours) – September 15-16 – Red Lion
- \*Big Sky Country Open Chess Tournament – September 15-17 – Red Lion
- Tamarack Fall Tournament – September 23-24 - Kidsport
- \*Northwest Rental Association – September 28-Oct 2 – Red Lion, Hampton Inn & Fairgrounds

## October

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

5/15/2023

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