

**Board of Directors Meeting
Kalispell Tourism Business Improvement District
Wednesday, June 28, 2023
3:00- 5:00 pm**

Marriott Springhill Suites, Kalispell

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. Event grant application presentation – Big Sky Reining Classic
3. Board Action Items
 - a) Approval of minutes from May 24, 2023
 - b) Approval of financials for May 2023
 - c) Grant applications scoring and discussion – Big Sky Reining Classic, The Event at Rebecca Farm
4. Board Discussion
 - a) Bryce Wilson, FHS Athletic Director – discussion on attracting state high school sports events
 - b) Chamber/Discover Kalispell staff and office situation for summer and fall
 - c) Indoor sports facility updates
 - d) Event updates – Highlander Adventure and Spartan post report
 - e) 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 406-752-4847
Diane Medler, Discover Kalispell Executive Director diane@discoverkalispell.com 406-758-2808

2023 TBID Board Meeting Schedule (subject to change)

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 – May 24, 2023
3:00 – 5:00 pm**

Location: Discover Kalispell Chamber

Board Members Present: Zac Ford, Skyler Rieke, Bryce Baker, Britta Joy

Via Zoom: Robert Hall

Staff Present: Marisa Mikonis, Lorraine Clarno

Via Zoom: Dawn Jackson

Guests: None

The meeting was called to order at 3:01 pm by Chair of the Board, Bryce Baker.

1. Hear from the Public – None.

2. Board Action Items

a. Approval of the minutes from April 26, 2023

Motion was made by Britta Joy to approve the minutes. Motion was seconded by Skyler Rieke. Discussion: none. Board approved unanimously.

b. Approval of financials for April 2023

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

c. Approval of new treasurer

Motion was made by Britta Joy to appoint Zac Ford to treasurer for a 1-year term. Motion was seconded by Robert Hall. Discussion: none. Board approved unanimously.

3. Board Discussion

a. Indoor Sports Facility Updates

The SFC has had 10 meetings with developers and other stakeholders. They are using 5 properties for the site selection scorecard which will evaluate a variety of categories including cost, location, cultural fit, site, market factors, flexibility/growth, timing, delivery risk and other factors. The next schedule site selection scorecard work session is June 7th.

b. FY23 year-end grant program report

Marisa Mikonis reviews all 7 grants disturbed in FY23 from our Community Development Grant and our Events Grant. Organizations that received grants included: Montana Reining Horse Association, Norther Rodeo Association, Kalispell BID, Glacier Institute, Kalispell Downtown Association, Montana Alpine Race School and Flathead High School. TBID funds remaining \$1,500 to rollover for next year.

c. Staff Reports

Marisa Mikonis: Gives major takeaway from the Montana Governor's Conference in Helena and Destination Marketing Association West Tech Summit in Salt Lake City. Reviews the Abbi Agency updates from campaigns run through April. Our gas card campaign will run through June 30th. Updates to Towns and Trails have been made including new prizes, stops and an increase in paid media to promote. Tri-folds including information on Glacier National Park Vehicle Reservations, Recreate Responsibly with our Grandma's House campaign and Towns and Trails Pass info were distributed to hotels and downtown businesses. QR codes used across multiple print materials are now trackable of how many people scan them, where they are from and when they scanned. Local is a new partner for all businesses who are Kalispell Chamber members, helping maximize their Google profiles and track data. Our 2nd annual Flathead Hospitality Class was a success presenting with FVCC representative Jodi Smith and Glacier National Park's representative, Brandy Burke with a total of 24 participants in the class. The full economic impact report of Spartan Race weekend will be available in June. This is most likely the last year that Spartan Race will be held. Britta Joy recommends we write a letter to the editor reporting we are looking for a new partner to host Spartan race with the economic impact it has on our valley as the event has been here for a decade. Highlander's Forest Service application is out for public comment till May 26th.

Dawn Jackson: Attend and sponsored MSAE conference in Helena. Also met with the Montana High School Association are going well to ensure they know that Kalispell does want to host tournaments and will work on hotel rates. The recent Handbell Festival hosted in Kalispell brought in a total of 98 trackable rooms nights.

Lorraine Clarno: The Chamber is still looking for options of spaces to move their offices. First Interstate Bank on Main Street is still under construction until September.

Meeting adjourned at 4:04 PM.

Respectfully submitted: Marisa Mikonis

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

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

TBID Checking account balance as of 5/31/23	\$149,007.74
KCVB Checking account balance as of 5/31/23	\$51,353.95
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: Zoom monthly subscription
- Agency services: LBPR, The Abbi Agency
- Marketing: regional tear-off map; promotional products for Town & Trails Pass prizes
- Earned Media/Tourism Sales/Incentives: Big Sky Handbell conference incentive
- Stewardship/Management: airport visitor display; grant payment to KBID, holiday decorations (final payment).

KCVB Private Funds – Income and Expense Summary

Income: Transfer from WFCU; Spartan beverage sales

Expenses: Spartan expenses; accounting; postage; 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		\$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 May 31, 2023

	May 31, 23
ASSETS	
Current Assets	
Checking/Savings	
1010 · Checking	146,566.11
1020 · Whitefish Credit Union	160,431.16
Total Checking/Savings	306,997.27
Total Current Assets	306,997.27
Fixed Assets	
1710 · Office Equipment	3,967.64
1820 · Web Site Development	91,230.44
Total Fixed Assets	95,198.08
TOTAL ASSETS	402,195.35
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	8,224.05
Total Accounts Payable	8,224.05
Total Current Liabilities	8,224.05
Total Liabilities	8,224.05
Equity	
32000 · Unrestricted Net Assets	428,648.11
Net Income	-34,676.81
Total Equity	393,971.30
TOTAL LIABILITIES & EQUITY	402,195.35

Tourism Business Improvement District
Profit & Loss - FY23
May 2023

06/15/23

Accrual Basis

	May 23	Jul '22 - May 23
Income		
4000 · TBID Revenue	100,828.00	568,448.00
4100 · Interest Income	8.51	130.28
Total Income	100,836.51	568,578.28
Expense		
6100 · Administrative/Operations		
6115 · Annual Report/Mtg	0.00	657.40
6122 · Audit - Chamber	0.00	1,656.01
6125 · Accounting Services	200.00	2,482.50
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	658.43
6150 · Postage & Copies	246.42	1,626.79
6160 · Rent	300.00	7,500.00
6180 · Telephone	232.71	2,416.14
6185 · Travel & Entertainment	132.24	1,558.06
6190 · Technology Support	75.00	870.00
6195 · Equipment (Software)	0.00	1,042.73
Total 6100 · Administrative/Operations	1,202.47	26,766.06
6200 · Personnel (wages)	18,885.30	231,461.95
6250 · Education/Outreach		
6260 · Staff Training, Prof Develop	15.55	6,285.14
6280 · Organizational Memberships	0.00	3,595.00
Total 6250 · Education/Outreach	15.55	9,880.14
6300 · Agency Services	5,237.50	56,357.50
6400 · Research	0.00	11,915.00
6500 · Website	0.00	7,459.20
6600 · Destination Marketing		
6620 · Marketing Resources		
6622 · Online Platforms/Subscriptions	170.00	10,480.46
6624 · Printed Collateral	1,456.75	2,561.75
Total 6620 · Marketing Resources	1,626.75	13,042.21
6640 · Paid Media		
6643 · Multimedia	1,095.00	88,815.88
6646 · Digital Asset Acquisition	0.00	11,911.84
6649 · Promotional Items	269.40	2,215.95
Total 6640 · Paid Media	1,364.40	102,943.67
6650 · Earned Media/Tourism Sales		
6653 · Media & Influencer Hosted Trips	0.00	8,547.67
6656 · FAM Trips/Sales Calls	0.00	4,085.80
6659 · Meeting & Group Incentives	500.00	15,744.49
Total 6650 · Earned Media/Tourism Sales	500.00	28,377.96
6680 · Travel/Trade Shows	23.95	4,394.74
Total 6600 · Destination Marketing	3,515.10	148,758.58
6700 · Destination Stewardship/Mgmt		
6710 · Tourism & Hospitality Training	0.00	16.56
6720 · VIC Funding	75.00	900.00
6730 · Community Outreach	0.00	25.39
Total 6700 · Destination Stewardship/Mgmt	75.00	941.95
6800 · Destination Development		
6830 · Event Grant	0.00	10,551.12
6860 · Comm-Visitor Asset Dev Grant	2,000.00	3,803.00
6890 · DK Events	0.00	953.87
Total 6800 · Destination Development	2,000.00	15,307.99

12:39 PM

Tourism Business Improvement District

06/15/23

Profit & Loss - FY23

Accrual Basis

May 2023

	<u>May 23</u>	<u>Jul '22 - May 23</u>
5500 · Events & Sports-Operatn & Promo		
5502 · Spartan Race	0.00	30,000.00
Total 5500 · Events & Sports-Operatn & Promo	<u>0.00</u>	<u>30,000.00</u>
Total Expense	<u>30,930.92</u>	<u>538,848.37</u>
Net Income	<u><u>69,905.59</u></u>	<u><u>29,729.91</u></u>

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

06/15/23

Accrual Basis

	Jul '22 - May 23	Budget	\$ Over Budget	% of Budget
Income				
4000 · TBID Revenue	568,448.00	700,000.00	-131,552.00	81.2%
4100 · Interest Income	130.28			
Total Income	568,578.28	700,000.00	-131,421.72	81.2%
Expense				
6100 · Administrative/Operations	26,766.06	37,000.00	-10,233.94	72.3%
6200 · Personnel (wages)	231,461.95	260,000.00	-28,538.05	89.0%
6250 · Education/Outreach	9,880.14	19,000.00	-9,119.86	52.0%
6300 · Agency Services	56,357.50	74,000.00	-17,642.50	76.2%
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	148,758.58	182,000.00	-33,241.42	81.7%
6700 · Destination Stewardship/Mgmt	941.95	15,000.00	-14,058.05	6.3%
6800 · Destination Development	15,307.99	63,000.00	-47,692.01	24.3%
5500 · Events & Sports-Operatn & Promo	30,000.00			
Total Expense	538,848.37	700,000.00	-161,151.63	77.0%
Net Income	29,729.91	0.00	29,729.91	100.0%

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

	-----TBID Projects-----\								
	VC				Cmty	Reserve			
	Merch	aRes	SFS	Campaigns	Engage	Acct	Admin	TOTAL	
	Spartan								
Income									
4025.00 · Program Revenue	68.00	49.50	377.01	0.00	0.00	0.00	0.00	494.51	
4410.00 · TBID Revenue	30,000.00	0.00	0.00	32,000.00	10,000.00	1,000.00	5,000.00	78,000.00	
4700.00 · Special Events	7,508.69	0.00	0.00	0.00	0.00	0.00	0.00	7,508.69	
Total Income	37,576.69	49.50	377.01	32,000.00	10,000.00	1,000.00	5,000.00	86,003.20	
Expense									
5000.00 · Direct Program	39,669.03	0.00	0.00	0.00	0.00	0.00	5.50	39,674.53	
5060.00 · Bank Fees & Svc Chgs	59.74	0.00	0.00	0.00	0.00	0.00	0.00	59.74	
5260.00 · Insurance	899.00	0.00	0.00	0.00	0.00	0.00	16.15	915.15	
5520.00 · Professional Fees	0.00	0.00	0.00	15,500.00	0.00	0.00	1,025.00	16,525.00	
5700.00 · Travel & Training	178.61	0.00	0.00	0.00	0.00	0.00	0.00	178.61	
5360.00 · Meetings & Staff Meals	157.06	0.00	0.00	0.00	0.00	0.00	0.00	157.06	
5420.00 · Office	0.00	0.00	0.00	0.00	0.00	0.00	39.65	39.65	
5160.00 · Contrib & Scholarships	2,800.00	0.00	0.00	0.00	0.00	0.00	0.00	2,800.00	
Total Expense	43,763.44	0.00	0.00	15,500.00	0.00	0.00	1,086.30	60,349.74	
Net Income	-6,186.75	49.50	377.01	16,500.00	10,000.00	1,000.00	-1,086.30	25,653.46	

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

	VC					
	Spartan	Merch	aRes	SFS	Admin	TOTAL
Income						
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
Total Income	33,752.67	49.50	153.33	0.00	0.00	33,955.50
Expense						
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
Total Expense	9,692.14	0.00	0.00	15,500.00	825.08	26,017.22
Net Income	24,060.53	49.50	153.33	-15,500.00	-825.08	7,938.28

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	(3,053.40)	0.00	0.00	0.00	0.00	0.00	177.67	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	(26,897.98)	0.00	0.00	0.00	0.00	0.00	46.01	48,000.00	0.00	(212.50)	20,935.53
June											
July											
August											
September											
October											
November											
December											
EVENT BALANCES	5,908.94	10,973.65	1,414.40	624.32	275.00	0.00	1,250.25	33,025.98	94.68	(2,490.58)	51,076.64

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	(15,500.00)	0.00	0.00	0.00	(15,500.00)
May		32,000.00	10,000.00	1,000.00	5,000.00	48,000.00
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	15,055.00	610.18	210.80	0.00	33,025.98

WEBSITE (M/M Comparison)

Users 21,393 -9.7%	User Acquisition/Engagement Time Organic search: sessions + 28.4%, sessions/user +5.47% Direct: sessions +39%, sessions/user +6.8%	Pages/session 1.7 -35%	Session duration 01:21 +107%	Page Views 44,125 -36%
Top Cities 1. Missoula 2. Seattle 3. Not set 4. Denver 5. Phoenix 6. Los Angeles 7. SLC 8. Portland 9. Spokane 10. Wash D.C.	Top Pages 1. Home page 2. Don't have vehicle resv 3. TTD 4. Get The Guide 5. Road Trip to MT (Gas card)	Top Landing Pages 1. 7 ways to play in park 2. Road Trip 3. 6 ways to enjoy summer	Impressions by Device desktop 34.3% tablet 4.4% mobile 61.3% Lodging Page - Find Best Sleep	

CONVERSIONS

	Month	YTD (fiscal)
VG Requests (web-online/postal)	566	5,006
Newsletter subscribers	333	7,932
aRes reservations booked	8	154
aRes room nights booked	19	272
Future grp rm/nts contracted	0	2,359

GROUP SALES

RFP's Sent to Hotels	3
Proposals to Clients	1
Groups Assisted	6
Future group rooms won	0

SOCIAL MEDIA

	f	i	p	t
Followers/Audience	48,653	20,526	93,730	4,148
Impressions (organic)	914,543	208,732	10	2,894
Reach/profile visits	903,000	112,708	241,810	
Reach/stories		21,964		
Link Clicks		199		

PAID AND EARNED MEDIA

PAID: First monthly of warm season creative. OVERALL - \$8,074 spend, 836,441 clicks, 4,871 imp, 0.58% CTR. TOWN & TRAILS PASS - \$2,377 spend, 1.041M imp, 1,766 clicks, 1.86% CTR. GAS CARD - used as retargeting campaign. \$4,014 spend, 291,430 imp, 3,038 clicks, 2% CTR.

EARNED MEDIA: 10 Scenic Drives in the West , Via.com and print - 2.8M reach. Influencers Grab a larger Piece of Destination Marketing , Skift - 335k reach. Spring Mountain Getaway in Kalispell, MT , Via.com and print - 2.8M reach. Discover Kalispell Celebrates Tourism - National Travel Week , various outlets - 710k reach. MT Tourism Officials say pandemic boom likely Over , Yahoo News, Travel & Tour World, local papers - 60.1M reach.

VISITOR INFORMATION CENTER

	Month	YTD (fiscal)	YTD (calendar)
Calls	97	893	391
Walk-ins	162	2,045	443
Intercom (web chat)	77	576	272
VG's requested	346	2,969	1,736
TOTAL	682	6,483	2,842

PARTNERS

	Month (Y/Y)	YTD
Airport Enplanements - MAY	27,256 (+0.8%)	139,553 (7.3%)
GNP Recreational Visits - APR	43,799 (+19.9%)	102,272 (+5.9%)

LODGING

Annual Averages	Running 12			MAY	YOY	vs 2019
	YTD 2023	Mths	FY23 YTD Avg			
Kalispell						
OCC	50.0%	58.3%	56.6%	61.6%	-7.4%	12.4%
econ class	45.4%			56.0%	-15.4%	
mid/upper	51.6%			63.1%	-6.3%	
ADR	\$104.40	\$147.46	\$130.83	\$127.10	11.9%	45.6%
econ class	\$65.83			\$82.63	11.9%	
mid/upper	\$115.42			\$135.28	3.0%	
RevPAR	\$52.23	\$85.97	\$80.96	Comp Set OCC	63.8%	-2.6%
				Supply		-4.20

Weekly STR

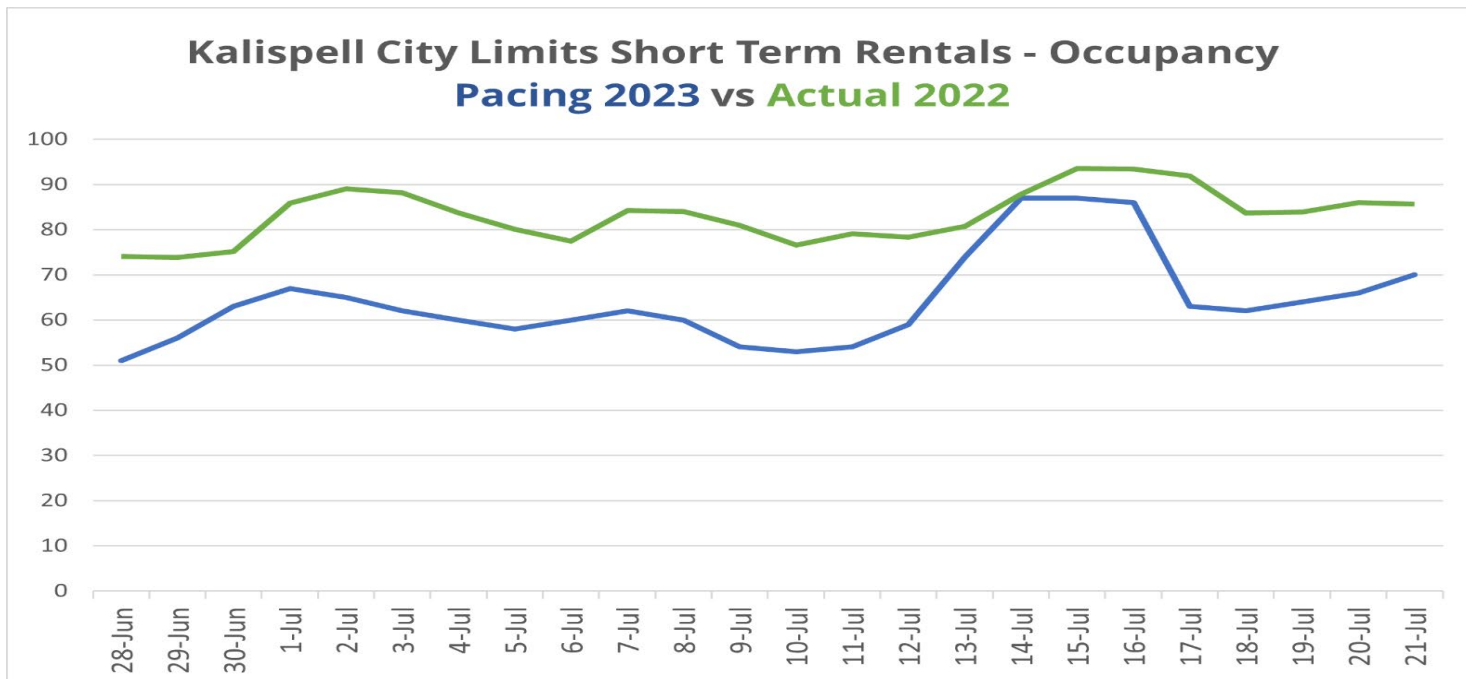
OCC	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Run
	Jun 1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	MTD
2023	58.6	80.0	83.1	43.7	57.3	64.7	62.2	57.2	59.1	60.2	46.8	56.4	65.8	70.1	64.9	75.3	78.9	63.8
2022	65.6	80.5	83.2	51.2	62.1	68.0	70.4	66.3	74.1	77.3	58.2	72.8	78.9	81.2	80.7	74.5	72.6	71.1
% change	-10.7	-0.6	0.0	-14.6	-7.8	-4.8	-11.7	-13.7	-20.4	-22.1	-19.6	-22.4	-16.6	-13.8	-19.6	1.1	8.7	-10.3
ADR 2023	153.92	200.11	203.74	163.39	170.57	177.59	172.54	174.03	191.90	192.88	176.49	184.48	186.72	188.21	180.86	205.66	210.11	186.25

Short Term Rental Data - AirDNA

Kalispell City Limits - May 2022 vs May 2023

Property Type:	Available Listings			Occupancy Rate			Average Daily Rate		
	2022	2023	% Chg	2022	2023	% Chg	2022	2023	% Chg
Entire Place	112	191	70.5%	58%	46%	-19.8%	\$271	\$272	0.3%

Booked Listings			RevPAR		
2022	2023	% Chg	2022	2023	% Chg
97	156	60.8%	157	126	-19.6%



FY-23 May 2023 Monthly Report

Dawn Jackson, Group Sales Manager

RFP's/RFI's Sent:

2024 Fall Presidents Getaway
2024 EGA Fall Retreat-from Kim Birrell
2024 UK Ski Group

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:

- Scott Angeletti with Sports Leisure Vacations-working with Glacier Country on winter itinerary
- Colletter Tours-helping with suggestions for their Impact Moments
- Western Pleasures
- 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

May Highlights:

- Spartan
- Welcome Bags for 90 people for
- Met with Matt and Brent for group
- M&C Newsletter

Future Conferences & Large Events

2023

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

6/13/2023

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