

**Board of Directors Meeting
Kalispell Tourism Business Improvement District
Wednesday, July 26, 2023
3:00- 5:00 pm**

Hampton Inn & 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. Presentation of summer media campaigns by The Abbi Agency (via Zoom)
3. Glacier National Park staff report and discussion
4. Board Action Items
 - a) Approval of minutes from June 28, 2023
 - b) Approval of financials for June 2023
5. Board Discussion
 - a) Indoor sports facility
 - b) Event updates – Highlander Adventure
 - c) Partnering with local sports clubs to host additional tournaments
 - d) Staff reports

Enclosures: Meeting minutes from June 28, 2023
TBID financial reports for June 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 – June 28, 2023
3:00 – 5:00 pm**

Location: Marriott Springhill Suites, Kalispell

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

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

Guests: Bryce Wilson, Paula Johnson

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

1. **Hear from the Public** – None

2. **Event Grant Application Presentation – Big Sky Reining Classic**

Paula Johnson from the board of the Montana Reining Horse Association presented on the event grant for the Big Sky Reining Classic August 21-27th held at the Majestic Valley Arena. Estimated attendance is 200, estimating 100 room nights to be generated. This is the largest reining event in Montana with an economic impact last year of about \$490,500. The event will have a live stream this year. Grant amount requested is any donation of \$1,000 to \$4,000.

3. **Board Action Items**

a. **Approval of the minutes from May 24, 2023**

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

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

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

c. **Grant application scoring and discussion – Big Sky Reining Classic**

The board considered the amount approved for last year. While they wish the event could be pushed back to September, they understand other reining events and competitions follow an order. The board agrees that lodging link must be provided to all contestants ASAP, posted to their website, social, and email confirmation along with a survey of the spectators, zip codes of all contestants and for a Discover Kalispell video to be a part of the live streaming. Britta Joy makes a motion to approve \$1,000 cash and \$500 in-kind if all criteria is met. Robert Hall seconded the motion. Zac Ford opposed. Motion Passes.

4. **Board Discussion**

a. **Bryce Wilson, FHS Athletic Director – attracting state high school sport events**

Wilson presented to the board and staff on the list of state high school events in 2024, how the bid process works, and which events Kalispell is

currently bidding on. For a lot of the state-wide events, MHSA prefers they are not held at a high school, but more of a neutral site as it is special for the kids. Great examples that Kalispell could try to model include the Adams Center in Missoula or the Four Seasons in Great Falls. Most divisional sports rotate on a 4-year basis around the state. The highest tiered sports include basketball, track and wrestling. A and B track also should be considered to bring to Kalispell. Discover Kalispell and the hoteliers would like to work with MHSA and our local high schools to provide room block or special rates to keep the sporting events affordable and consistent.

b. Chamber/Discover Kalispell staff and office arrangements

The Discover Kalispell Chamber works remotely most days of the week with a minimum of once a week in-person meet ups. The visitor center is located at 17 S. Main Street through Labor Day. The entire staff will move to 2 S. Main Street (second floor of the First Interstate building) the late fall.

c. Indoor Sports Facility Updates

The next report will be available the end of July. It is a financial feasibility-Proforma, along with a high-level site section comparison. The board is requested to provide feedback on the draft report for Diane to pass along to the consultants.

d. Event updates – Highlander Adventure and Spartan post report

The was the last year for Spartan race in Bigfork as the venue is no longer available. Spartan is not against coming back to our area if we are able to find a private property of at least 600 acres. As of right now, they are considering a site in the Bozeman/Bridger area. Diane reviewed the event post-report with the board. Britta Joy suggest we write a letter to the editor about Spartan, the economic impact it has on our community and what we are looking for in a new venue. We are brainstorming on what is a new national event we could try to bring to the area. Highlander Adventure did get approved by the Forest Service. Next steps are to move fast as the event is in September.

e. Staff reports

Board reviewed the STR report and other travel data which shows a decrease for June compared to last year. Many businesses, including restaurants and retail have indicated they are also seeing decreased business. It was discussed there are multiple factors involved including, but not limited to, traveler concerns around cost of travel, our area transitioning out of the post-pandemic bubble due to other destinations and attractions becoming fully open for travel, and the GNP vehicle reservation system.

Discover Kalispell has been working with Explore Whitefish to request an increase in the government per diem lodging rates for Kalispell/Whitefish for June and September – requesting the rate be consistent June and September, not just higher in July and August.

Discover Kalispell is launching a campaign in July to the LA/South California market to promote direct flights out from LAX to Kalispell for summer travel. Also pushing ads to our drive market promoting summer travel.

Dawn is attending a Montana sports conference to spread the word of Kalispell as a sport event location and to find out what the needs are of state-wide sports organizers.

Meeting adjourned at 5:01 PM.

Respectfully submitted: Diane Medler

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

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

TBID Checking account balance as of 6/30/23	\$119,556.49
KCVB Checking account balance as of 6/30/23	\$48,212.55
WFCU Reserve Account balance	\$114,046.60

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: Conference flight and registration – ESTO (Diane).
- Agency services: LBPR, The Abbi Agency
- Website: monthly maintenance (two months).
- Marketing: online subscriptions; media buy (TAA); photo and video assets.
- Earned Media/Tourism Sales/Incentives: Montana Coaches Clinic registration; MSAE conference expenses.
- Stewardship/Management: airport visitor display; guest services training – FVCC.

KCVB Private Funds – Income and Expense Summary

Income: aRes commission; Spartan sponsorship from Glacier Country.

Expenses: Sports facility report payment; bookkeeping services.

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		\$100,874		-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 June 30, 2023

07/17/23

Accrual Basis

	<u>Jun 30, 23</u>
ASSETS	
Current Assets	
Checking/Savings	
1010 · Checking	114,873.99
1020 · Whitefish Credit Union	114,046.60
Total Checking/Savings	<u>228,920.59</u>
Total Current Assets	228,920.59
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>324,118.67</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	33,982.56
Total Accounts Payable	<u>33,982.56</u>
Total Current Liabilities	<u>33,982.56</u>
Total Liabilities	33,982.56
Equity	
32000 · Unrestricted Net Assets	428,648.11
Net Income	-138,512.00
Total Equity	<u>290,136.11</u>
TOTAL LIABILITIES & EQUITY	<u><u>324,118.67</u></u>

Tourism Business Improvement District

Profit & Loss - FY23

07/17/23

Accrual Basis

June 2023

	Jun 23	Jul '22 - Jun 23
Income		
4000 · TBID Revenue	0.00	568,448.00
4100 · Interest Income	1,626.86	1,757.14
Total Income	1,626.86	570,205.14
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	2,682.50
6130 · Directors & Officers Insurance	0.00	1,298.00
6135 · City of Kalispell Admin Fee	0.00	5,000.00
6140 · Office Supplies	16.10	674.53
6150 · Postage & Copies	61.02	1,687.81
6160 · Rent	900.00	8,400.00
6180 · Telephone	232.71	2,648.85
6185 · Travel & Entertainment	164.63	1,722.69
6190 · Technology Support	75.00	945.00
6195 · Equipment (Software)	575.51	1,618.24
6199 · Other Admin	1,883.00	1,883.00
Total 6100 · Administrative/Operations	4,107.97	30,874.03
6200 · Personnel (wages)	18,877.74	250,339.69
6250 · Education/Outreach		
6260 · Staff Training, Prof Develop	1,346.00	7,631.14
6280 · Organizational Memberships	0.00	3,595.00
Total 6250 · Education/Outreach	1,346.00	11,226.14
6300 · Agency Services	10,095.00	66,452.50
6400 · Research	0.00	11,915.00
6500 · Website	1,200.00	8,659.20
6600 · Destination Marketing		
6620 · Marketing Resources		
6622 · Online Platforms/Subscriptions	389.99	10,870.45
6624 · Printed Collateral	0.00	2,561.75
Total 6620 · Marketing Resources	389.99	13,432.20
6640 · Paid Media		
6643 · Multimedia	17,694.61	106,510.49
6646 · Digital Asset Acquisition	1,795.00	13,706.84
6649 · Promotional Items	0.00	2,215.95
Total 6640 · Paid Media	19,489.61	122,433.28
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	256.05	16,000.54
Total 6650 · Earned Media/Tourism Sales	256.05	28,634.01
6680 · Travel/Trade Shows	824.69	5,219.43
Total 6600 · Destination Marketing	20,960.34	169,718.92
6700 · Destination Stewardship/Mgmt		
6710 · Tourism & Hospitality Training	800.00	816.56
6720 · VIC Funding	75.00	975.00
6730 · Community Outreach	0.00	25.39
Total 6700 · Destination Stewardship/Mgmt	875.00	1,816.95
6800 · Destination Development		
6830 · Event Grant	0.00	10,551.12
6860 · Comm-Visitor Asset Dev Grant	0.00	3,803.00
6890 · DK Events	0.00	30,953.87

Tourism Business Improvement District
Profit & Loss - FY23
June 2023

	<u>Jun 23</u>	<u>Jul '22 - Jun 23</u>
Total 6800 · Destination Development	0.00	45,307.99
Total Expense	57,462.05	596,310.42
Net Income	<u><u>-55,835.19</u></u>	<u><u>-26,105.28</u></u>

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

	Jul '22 - Jun 23	Budget	\$ Over Budget	% of Budget
Income				
4000 · TBID Revenue	568,448.00	700,000.00	-131,552.00	81.2%
4100 · Interest Income	1,757.14			
Total Income	570,205.14	700,000.00	-129,794.86	81.5%
Expense				
6100 · Administrative/Operations	30,874.03	37,000.00	-6,125.97	83.4%
6200 · Personnel (wages)	250,339.69	260,000.00	-9,660.31	96.3%
6250 · Education/Outreach	11,226.14	19,000.00	-7,773.86	59.1%
6300 · Agency Services	66,452.50	74,000.00	-7,547.50	89.8%
6400 · Research	11,915.00	15,000.00	-3,085.00	79.4%
6500 · Website	8,659.20	35,000.00	-26,340.80	24.7%
6600 · Destination Marketing	169,718.92	182,000.00	-12,281.08	93.3%
6700 · Destination Stewardship/Mgmt	1,816.95	15,000.00	-13,183.05	12.1%
6800 · Destination Development	45,307.99	63,000.00	-17,692.01	71.9%
Total Expense	596,310.42	700,000.00	-103,689.58	85.2%
Net Income	-26,105.28	0.00	-26,105.28	100.0%

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

	\-----TBID Projects-----\								Admin	TOTAL
	Spartan	VC Merch	aRes	SFS	Campiagns	Comm Engage	Reserve	Total Projects		
Income										
4025.00 · Program Revenue	68.00	49.50	434.55	0.00	0.00	0.00	0.00	0.00	0.00	552.05
4410.00 · TBID Revenue	30,000.00	0.00	0.00	32,000.00	10,000.00	1,000.00	5,000.00	48,000.00	0.00	78,000.00
4700.00 · Special Events	7,508.69	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,508.69
Total Income	37,576.69	49.50	434.55	32,000.00	10,000.00	1,000.00	5,000.00	48,000.00	0.00	86,060.74
Expense										
5000.00 · Direct Program	39,669.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.10	39,671.13
5060.00 · Bank Fees & Svc Chgs	59.74	0.00	0.00	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	0.00	0.00	16.15	915.15
5520.00 · Professional Fees	0.00	0.00	0.00	24,800.00	0.00	0.00	0.00	24,800.00	1,205.00	26,005.00
5700.00 · Travel & Training	178.61	0.00	0.00	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	0.00	0.00	157.06
5420.00 · Office	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6.90	6.90
5160.00 · Contrib & Scholarships	2,800.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,800.00
Total Expense	43,763.44	0.00	0.00	24,800.00	0.00	0.00	0.00	24,800.00	1,230.15	69,793.59
Net Income	-6,186.75	49.50	434.55	7,200.00	10,000.00	1,000.00	5,000.00	23,200.00	-1,230.15	16,267.15

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	(3,171.63)	0.00	0.00	0.00	0.00	0.00	57.54	(9,300.00)	0.00	(250.00)	(12,664.09)
July											
August											
September											
October											
November											
December											
EVENT BALANCES	2,737.31	10,973.65	1,414.40	624.32	275.00	0.00	1,307.79	23,725.98	94.68	(2,740.58)	38,412.55

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	0.00	32,000.00	10,000.00	1,000.00	5,000.00	48,000.00
June	0.00	(9,300.00)	0.00	0.00	0.00	(9,300.00)
July						0.00
August						0.00
September						0.00
October						0.00
November						0.00
December						0.00
TBID Project BALANCES	17,150.00	5,755.00	610.18	210.80	0.00	23,725.98

WEBSITE (M/M Comparison)

Users 23,297 +13.1%	Top Page Engagement Time 1. Town & Trails Pass 2. Don't have vehicle resv 4. 10 things know before visiting 5. Food & Drink directory	Pages/session 1.79 -32.1%	Session duration 00:01:32 +135.3%	Page Views 51,189 +20.1%
Top Cities 1. Missoula 2. Seattle 3. Denver 4. Not Set 5. Phoenix 6. Salt Lake City 7. Los Angeles 8. Portland 9. Chicago 10. Spokane	Top Pages 1. Home page 2. Don't have vehicle resv 3. TTD 4. 6 Ways to Enjoy Summer 5. Get The Guide	Top Landing Pages 1. 7 ways to play in park 2. 6 ways to enjoy summer 3. meetings 4. TTD 5. Events	Impressions by Device desktop 32.0% tablet 4.2% mobile 63.8% Lodging Page - Find Best Sleep page views 380 (+18.7%)	

CONVERSIONS

	Month	YTD (fiscal)
VG Requests (web-online/postal)	563	5,569
Newsletter subscribers	6,449	14,381
aRes reservations booked	1	155
aRes room nights booked	2	274
Future grp rm/nts contracted	656	3,015

GROUP SALES

RFP's Sent to Hotels	4
Proposals to Clients	3
Groups Assisted	4
Future group rooms won	656

SOCIAL MEDIA

	Facebook	Instagram	Pinterest	Twitter
Followers/Audience	51,396	20,708	64,570	4,150
Impressions (organic)	167,007	178,484	11,200	1,685
Reach/profile visits	146,000	86,000	140,700	
Reach/stories		20,000		
Link Clicks		185		

PAID AND EARNED MEDIA

PAID: Total spend \$9,378.92; imp 2.9 M; clicks - 17,105; CTR 0.58%.
SEARCH - CTR 6.22%. META FAN ACQUISITION - CTR 3.60%. GAS CARD - CTR 2.41%. TOWN & TRAILS PASS - Total spend \$1,562; imp 905,744; clicks - 1,084; CTR 0.12%. STRATEGY - shifting timing messaging to speak to audience while planning vacations. Mid-July launch of LA market campaign promoting direct flights.

EARNED MEDIA: 7 U.S. Cities 3 Hours or Less From Canada Where You Can Go On a Cross-Border Shopping Spree - Narcity, 5,429,901 million reach.
NEW BLOGS: <https://discoverkalispell.com/travel-tips/10-reasons-to-visit-kalispell-montana-right-now/>, <https://discoverkalispell.com/travel-tips/hey-la-weve-got-your-weekend-in-kalispell-montana-itinerary-right-here/>

VISITOR INFORMATION CENTER

	Month	YTD (fiscal)	YTD (calendar)
Calls	157	1,050	548
Walk-ins	220	2,265	663
Intercom (web chat)	75	747	347
VG's requested	313	3,363	2,054
TOTAL	765	7,425	3,612

PARTNERS

	Month (Y/Y)	YTD
Airport Enplanements - JUNE	46,846 (+0.5%)	186,399 (+5.5%)
GNP Recreational Visits - MAY	217,622 (+19.9%)	319,894 (+17.1%)

LODGING

Annual Averages	Running 12			JUNE	YOY	vs 2019	
	YTD 2023	Mths	FY23 YTD Avg				
Kalispell							
OCC	52.9%	57.7%	57.5%	67.2%	-9.2%	-2.7%	
econ class				66.1%	-13.8%		
mid/upper				67.2%	-7.9%		
ADR	\$123.43	\$148.71	\$136.08	\$193.73	9.8%	55.7%	
econ class				\$128.88	12.9%		
mid/upper				\$206.72	0.5%		
RevPAR	\$65.31	\$85.78	\$85.06	Comp Set OCC	74.5%	1.1%	-4.5%
				Supply	-4.2		

Weekly STR

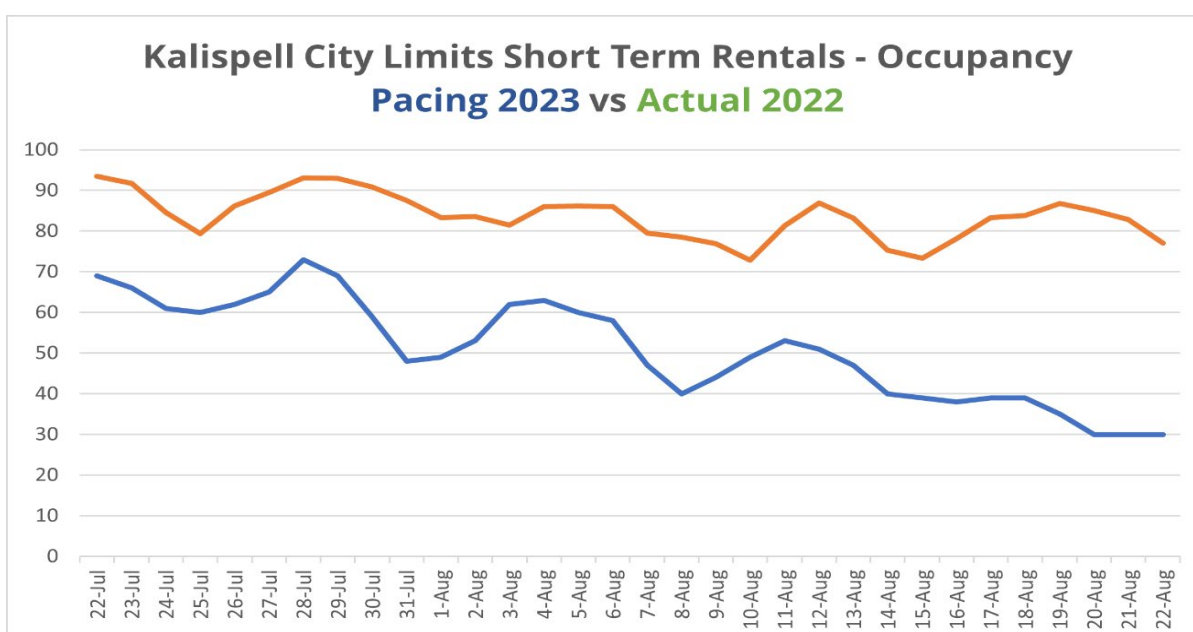
	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Run	
OCC	Jul	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	MTD
2023	83.5	73.5	61.9	56.6	71.3	73.9	80.5	80.5	68.3	80.2	86.2	87.0	89.9	92.3	94.0	78.7	
2022	73.2	56.2	53.6	61.9	69.6	75.3	74.4	78.7	69.5	75.7	82.3	86.2	88.9	92.8	91.3	74.3	
% change	14.1	30.7	15.5	-8.5	2.4	-1.9	8.3	2.3	-1.6	5.9	4.7	1.0	1.2	-0.5	2.9	5.8	
ADR 2023	237.55	215.10	209.03	208.76	212.14	219.78	238.16	237.20	225.78	231.14	229.55	241.89	273.85	328.97	339.11	247.27	

Short Term Rental Data - AirDNA

Kalispell City Limits - June 2022 vs June 2023

Property Type:	Available Listings			Occupancy Rate			Average Daily Rate		
	2022	2023	% Chg	2022	2023	% Chg	2022	2023	% Chg
Entire Place	133	222	66.9%	66%	59%	-9.8%	\$331	\$303	-8.2%

Booked Listings			RevPAR		
2022	2023	% Chg	2022	2023	% Chg
124	206	66.1%	217	180	-17.2%



FY-23 June 2023 Monthly Report

Dawn Jackson, Group Sales Manager

RFP's/RFI's Sent:

- 2023 July - Community Camp – 720 rooms
- 2023 September – JANJ Family Week – 20 rooms
- 2023 August – Emerson PRM Industrial Offsite Planning Meeting – 54 rooms
- 2023 September – Koinonia Travels and Tours – 30 rooms

Proposals Sent:

- 2023 July - Community Camp
- 2023 September – JAJF Family Week
- 2023 September – Koinonia Travels and Tours

Working leads:

- 2025 DECA – Meeting in May to determine 2025 through 2027 location for DECA Competition- sent email and called organizer for status
- 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:

RFP's Won:

- 2023 – July – Community Camp – 280 at Red Lion | 156 at Hilton Garden Inn | 40 Hampton Inn | 160 My Place – total of 636 rooms
- 2023 – September – JANJ Family Week – 20 at Kalispell Grand

Group Assist:

- Met with Rob Eubank and Randy Stubblefield with United Farm and Home Cooperative, a conference they are holding in August. Provided them information on transportation, group restaurants and tours.
- Western Pleasure Tours-Team building group-needed recommendations for fly fishing and other team building ideas
- Zoom call with Michael Kohler and regional board members for a Jehovah's Witness Conference in 2024
- Allied Tour & Travel – they needed a certified step on guide

June Highlights:

- Zoom call with Abby Agency on FY24 media strategy
- Meeting with Lightening Bug PR for FY24 strategy
- Met with Julie Mullins to discuss GSA strategy to increase per diem for June and September
- Met with Jim Lafferty with Jewel Basin Center
- Worked on creating the Sports Flyer
- Worked on creating a flyer with information about Discover Kalispell services for Chamber Members
- Met with Matt & Brent regarding a process for groups to book through their system
- Attended Leadership Flathead Graduation

- Attended Lakeside Chamber event at Somers Mansion
- Attended 2023 Legislative Reception

Future Conferences & Large Events

2023

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
- Montana Reining Horse Association – July 24-27 – Majestic Valley Arena
- *Community Camp – July 26-30 – Red Lion, Hilton, My Place, Hampton Inn
- *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
- *JAjF – September 23 & 30 – Kalispell Grand
- *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
- Montana Reined Cowhorse Futurity/Derby/Horse Shows – July 21-26 – Majestic Valley Arena
- Tamarack Fall Tournament – September 23-24 - Kidsport
- *Northwest Rental Association – September 28-Oct 2 – Red Lion, Hampton Inn & Fairgrounds

October

- Battle of the States Bull Riding – October 26-28 – Majestic Valley Arena
- *MT Credit Union Fall Conference – October 17-19 - Hilton
- *State Cross Country – October 21 – Rebecca Farm

November

- Beauties and the Beasts – November 18 – Majestic Valley Arena

7/12/2023

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