

**Board of Directors Meeting
Kalispell Tourism Business Improvement District
Wednesday, August 23, 2023
3:00- 5:00 pm**

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. Board Action Items
 - a) Approval of minutes from July 26, 2023
 - b) Approval of financials for July 2023
5. Board Discussion
 - a) GNP discussion
 - b) Indoor sports facility
 - c) Event updates – Highlander Adventure
 - d) Partnering with local sports clubs to host additional tournaments
 - e) Staff reports

Enclosures: Meeting minutes from July 26, 2023
TBID financial reports for July 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 – July 26, 2023
3:00 – 5:00 pm

Location: Hampton Inn, Kalispell

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

Staff Present: Diane Medler, Lorraine Clarno

Guests: Andy Matthews – Montana Basecamp RV Park, Vance Watson – Budget Rental Car, Abbi Whitaker and Haley Walter – The Abbi Agency (via zoom), Tia Troy – Lightning Bug Public Relations (via zoom), Dave Roemer and Brandy Burke – GNP.

The meeting was called to order at 3:00 pm by Chair of the Board, Bryce Baker.

1. **Hear from the Public** – None
2. **Summer media campaigns - presentation**

Haley Walter and Abbi Whitaker presented the summer paid media push running in the Los Angeles market this summer to promote the direct flights to Kalispell. Haley presented traveler sentiment data from Destination Analysts. The data showed that although excitement to travel remains high (86%) the concerns around travel costs and personal finances remains a factor. Travel planning windows are showing an increase to a mean of 10 weeks to plan a leisure trip of at least one week.

Tia Troy, Lightning Bug Public Relations updated the board on the strategy used on Discover Kalispell social media and newsletters to incentivize summer travel while addressing some of the negative perceptions around vehicle reservations and Flathead Lake water levels.

3. **Glacier National Park vehicle reservation system – discussion**
Superintendent Dave Roemer and Brandy Burke, Visitor Use Management and Public Affairs Specialist, discussed the current vehicle reservation system with the group. Hotels and rental car agencies shared their perspectives based on what they are hearing from guests. Park representatives explained how the third year of the pilot program is being managed, how vehicle reservations is one of the tools available to the park for resource and visitor management and through lessons learned the past three years, including public input, refinements will be made.
4. **Board Action Items**
 - a. **Approval of the minutes from June 28, 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 June 2023**

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

c. **Downtown Action Committee – Action plan to address safety and vagrancy in downtown.**

Lorraine Clarno explained the work of the downtown action committee and asked the TBID to contribute to the action plan. The call to action is to raise \$17,000 to engage Talos Security for the remaining weeks of summer to establish community patrols. Patrols would be on Main Street seven days a week, 11am to 7pm. This would be complimented by several private businesses in that area also using Talos Security. Keeping Main Street vibrant and safe is paramount to the visitor experience.

Motion was made by Zac Ford to contribute \$2,500 from the TBID community development grant budget. Motion was seconded by Skylar Rieke.

Discussion: the board asked that Talos Security provide data on their interactions during the community patrols, such as where they are from, percent of repeat offenders, how many instances are related to drug and or mental health issues. Board approved unanimously.

5. **Board Discussion**

a. **Partnering with local sports clubs**

We want to encourage local sports clubs to look at hosting larger regional tournaments in Kalispell and want to show how TBID resources can help. Discover Kalispell is in contact with many of the local sports clubs. Staff will identify 2-3 that may be interested to bring a new event in spring or fall of 2024. Club leaders will be invited to a TBID board meeting this fall for a discussion.

b. **Indoor Sports Facility Updates**

Staff and board are reviewing the draft Proforma study.

c. **Event updates – Highlander Adventure**

Highlander Adventure event takes place September 19-23, 2023. The 5-day, 60-mile Hercules course begins and ends at Blacktail Mountain Ski Area. The 3-day, 30-mile Pegasus route is held on private property and begins and ends west of Kalispell. Lodging links and area information is on the Highlander website and provided to registered participants.

Meeting adjourned at 5:15 PM.

Respectfully submitted: Diane Medler

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

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

TBID Checking account balance as of 7/31/23	\$65,655.02
KCVB Checking account balance as of 7/31/23	\$53,482.51
WFCU Reserve account balance (last available statement)	\$114,046.00

TBID Account – Expense Summary

- Admin/Operations: wages/insurance; accounting; phone (office, Verizon); postage; copies; email and Outlook accounts; office supplies; tech support; travel & mileage; D&O insurance.
- Staff training/Organization memberships: DMA West annual membership.
- Research: Visa Destination Insights
- Agency services: --
- Website: --
- Marketing: Wander map (map app for website); online subscriptions; promotional branded items.
- Earned Media/Tourism Sales/Incentives: trade show expenses - coaches clinic.
- Stewardship/Management: airport display; event grant – MT Reining Horse; community grant – downtown patrol.

KCVB Private Funds – Income and Expense Summary

Income: Spartan grants – Dept of Commerce event grant, Glacier Country partner grant; personalized travel consultant payment.

Expenses: copies/postage; accounting; bank fees.

TBID Revenue

FY23 Gross Revenue	Projected Revenue	Actual	% Change vs projected	% Change YOY (Actual)
	\$625,000	\$559,644	-10%	-7%
Q1 JUL-SEP		\$201,782		-13%
Q2 OCT-DEC		\$110,702		-5%
Q3 JAN-MAR		\$100,874		-1%
Q4 APR-JUN		\$146,286		-6%
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		3%
Q2 OCT-DEC (19.25% of actual)	\$128,125	\$116,205		14%
Q3 JAN-MAR (16.75% of actual)	\$106,250	\$101,676		-6%
Q4 APR-JUN (25.5% of actual)	\$103,125	\$154,886		-12%

Tourism Business Improvement District

Balance Sheet

08/10/23

Accrual Basis

As of July 31, 2023

	<u>Jul 31, 23</u>
ASSETS	
Current Assets	
Checking/Savings	
1010 · Checking	58,101.89
1020 · Whitefish Credit Union	<u>114,046.60</u>
Total Checking/Savings	<u>172,148.49</u>
Total Current Assets	172,148.49
Fixed Assets	
1710 · Office Equipment	3,967.64
1820 · Web Site Development	<u>91,230.44</u>
Total Fixed Assets	<u>95,198.08</u>
TOTAL ASSETS	<u><u>267,346.57</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	<u>23,739.30</u>
Total Accounts Payable	<u>23,739.30</u>
Total Current Liabilities	<u>23,739.30</u>
Total Liabilities	23,739.30
Equity	
32000 · Unrestricted Net Assets	290,136.11
Net Income	<u>-46,528.84</u>
Total Equity	<u>243,607.27</u>
TOTAL LIABILITIES & EQUITY	<u><u>267,346.57</u></u>

10:13 AM

08/10/23

Accrual Basis

Tourism Business Improvement District

Profit & Loss - FY24

July 2023

	<u>Jul 23</u>	<u>Jul 23</u>
Income	0.00	0.00
Expense		
6100 · Administrative/Operations		
6150 · Postage & Copies	2.43	2.43
6180 · Telephone	37.51	37.51
6185 · Travel & Entertainment	53.13	53.13
Total 6100 · Administrative/Operations	<u>93.07</u>	<u>93.07</u>
6600 · Destination Marketing		
6680 · Travel/Trade Shows	47.01	47.01
Total 6600 · Destination Marketing	<u>47.01</u>	<u>47.01</u>
6800 · Destination Development		
6830 · Event Grant	500.00	500.00
Total 6800 · Destination Development	<u>500.00</u>	<u>500.00</u>
Total Expense	<u>640.08</u>	<u>640.08</u>
Net Income	<u><u>-640.08</u></u>	<u><u>-640.08</u></u>

10:08 AM

08/10/23

Accrual Basis

**Tourism Business Improvement District
 Profit & Loss Budget vs. Actual FY24
 July 2023**

	Jul 23	Budget	\$ Over Budget	% of Budget
Income				
4000 · TBID Revenue	0.00	685,000.00	-685,000.00	0.0%
4100 · Interest Income	7.02			
Total Income	7.02	685,000.00	-684,992.98	0.0%
Expense				
6100 · Administrative/Operations	2,928.82	48,500.00	-45,571.18	6.0%
6200 · Personnel (wages)	18,863.89	260,000.00	-241,136.11	7.3%
6250 · Education/Outreach	900.00	13,000.00	-12,100.00	6.9%
6300 · Agency Services	0.00	75,000.00	-75,000.00	0.0%
6400 · Research	8,000.00	20,000.00	-12,000.00	40.0%
6500 · Website	0.00	17,000.00	-17,000.00	0.0%
6600 · Destination Marketing	8,528.07	175,000.00	-166,471.93	4.9%
6700 · Destination Stewardship/Mgmt	125.00	11,500.00	-11,375.00	1.1%
6800 · Destination Development	2,500.00	65,000.00	-62,500.00	3.8%
Total Expense	41,845.78	685,000.00	-643,154.22	6.1%
Net Income	-41,838.76	0.00	-41,838.76	100.0%

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	15,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	63.01	(243.05)	14,819.96
August											
September											
October											
November											
December											
EVENT BALANCES	17,737.31	10,973.65	1,414.40	624.32	275.00	0.00	1,307.79	23,725.98	157.69	(2,983.63)	53,232.51

	Sports					Total TBID Projects
	Website Redesign	Facility Study	Campaigns	Community Engagement	Reserve Acct	
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	0.00	0.00	0.00	0.00	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

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

	-----TBID Projects-----														
	VC					Comm					Total	Travel	Admin	TOTAL	
	Spartan	Merch	aRes	SFS	Campaings	Engage	Reserve	Projects	Consult	Admin					
Income															
4025.00 · Program Revenue	68.00	49.50	434.55	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	65.00	0.00	617.05
4400.00 · Grants & Contrib	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
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	0.00	0.00	0.00	0.00	0.00	78,000.00
4700.00 · Special Events	17,508.69	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17,508.69
Total Income	52,576.69	49.50	434.55	32,000.00	10,000.00	1,000.00	5,000.00	48,000.00	65.00	0.00	101,125.74				
Expense															
5000.00 · Direct Program	39,869.03	0.00	0.00	0.00	0.00	0.00	0.00	0.00	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	0.00	0.00	0.00	0.00	0.00	1.99	0.00	61.73
5260.00 · Insurance	899.00	0.00	0.00	0.00	0.00	0.00	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	0.00	0.00	0.00	0.00	0.00	1,405.00	26,205.00
5700.00 · Travel & Training	178.61	0.00	0.00	0.00	0.00	0.00	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	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	0.00	0.00	0.00	0.00	0.00	46.55	46.55
5160.00 · Contrib & Scholarships	2,800.00	0.00	0.00	0.00	0.00	0.00	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	1.99	1,473.20	70,038.63				
Net Income	8,813.25	49.50	434.55	7,200.00	10,000.00	1,000.00	5,000.00	23,200.00	63.01	-1,473.20	31,087.11				

WEBSITE (M/M Comparison)

Views 53,450 +5%	Top Page Engagement Time 1. 10 things know before visiting 2. Don't have vehicle resv 3. TTD 4. GNP 5. TTD - Places To Go	Active Users 24,811 +5%	Sessions 32,744 +9.8%
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Top Cities 1. not set 2. Kalispell 3. Seattle 4. Denver 6. Englewood, CO 7. Calgary 8. Los Angeles 9. Dallas	Top Pages 1. Home page 2. Don't have vehicle resv 3. TTD 4. Get The Guide 5. Town & Trails Pass	Top Landing Pages 1. 7 ways to play in park 2. TTD 3. Town & Trails Pass 4. Events 5. Hey LA	Impressions by Device desktop 26.5% tablet 3.7% mobile 69.8% (+8.9%) Lodging Page - Find Best Sleep
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CONVERSIONS

	Month	YTD (fiscal)
VG Requests (web-online/postal)	489	489
Newsletter subscribers	304	304
aRes reservations booked	4	4
aRes room nights booked	14	14
Future grp rm/nts contracted	90	90

GROUP SALES

RFP's Sent to Hotels	5
Proposals to Clients	1
Groups Assisted	8
Future group rooms won	90

SOCIAL MEDIA

Followers/Audience	51,410	20,894	53,090	4,151
Impressions (organic)	82,658	170,655	11,720	773
Reach/profile visits	53,000	73,000	153,200	
Reach/stories		23,000		
Link Clicks		168		

PAID AND EARNED MEDIA

PAID: OVERALL - \$6,628.24 spend; 2.3M impressions; 12,106 clicks; 0.51% CTR. LA MARKET ADS - 283,504 imp; 920 clicks; 0.33% CTR. TOWN & TRAILS PASS ADS - 826,454 imp; 1052 clicks; 0.13% CTR - ad was run with broad targeting for low cost impressions which sacrificed CTR. Adjusted to move ads to retargeting which performs at a 0.50% CTR.

EARNED MEDIA: *Flathead Tourism Dips Through Start of Summer* - multiple publications, 1.1M reach. *Venture Boldly in Montana* - Group Travel Leader, 52,000 reach. *Following COVID Bubble burst, Tourism Demand Returns to Pre-Pandemic Levels* - Beacon, 113,295 reach.

VISITOR INFORMATION CENTER

	Month	YTD (fiscal)	YTD (calendar)
Calls	98	98	646
Walk-ins	243	243	906
Intercom (web chat)	62	62	409
VG's requested	277	277	2,349
TOTAL	680	680	4,310

PARTNERS

	Month (Y/Y)	YTD
Airport Enplanements - JULY	68,504 (+6.5%)	254,871 (+5.7%)
GNP Recreational Visits - JULY	736,577 (+0.82%)	1,595,088 (+3.74%)

LODGING

Annual Averages	Running 12			JULY	YOY	vs 2019
	YTD 2023	Mths	FY24 Avg			
Kalispell						
OCC	57.1%	58.0%	81.3%	81.3%	4.6%	21.7%
econ class				77.1%	11.8%	
mid/upper				82.8%	1.1%	
ADR	\$150.80	\$150.74	\$253.55	\$253.55	5.3%	89.0%
econ class				\$174.55	9.0%	
mid/upper				\$272.72	2.4%	
RevPAR	\$86.12	\$87.41	\$206.19	Comp Set OCC	76.9%	-2.1%
				Supply	52,390	0.00

Weekly STR

	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Run
OCC	Jul				Aug												Run
	28	29	30	31	1	2	3	4	5	6	7	8	9	10	11	12	MTD
2023	90.8	82.2	71.5	73.7	80.5	83.6	84.9	86.9	88.6	76.8	83.0	85.4	85.7	84.4	79.9	77.0	83.1
2022	86.8	79.3	63.9	78.6	84.6	84.1	83.1	83.7	81.5	69.5	74.8	81.3	76.6	77.8	79.3	76.2	79.6
% change	4.6	3.7	11.9	-6.2	-4.8	-0.6	2.1	3.8	8.7	10.5	11.0	5.0	12.0	8.5	0.7	1.1	4.4
ADR 2023	268.80	248.73	227.89	235.07	227.42	227.37	228.93	234.43	237.89	218.81	227.18	227.45	226.89	227.41	232.12	228.00	228.78

Short Term Rental Data - AirDNA

Kalispell City Limits - July 2022 vs July 2023

Property Type:	Available Listings			Occupancy Rate			Average Daily Rate		
	2022	2023	% Chg	2022	2023	% Chg	2022	2023	% Chg
Entire Place	157	239	52.2%	82%	72%	-12.6%	\$370	\$357	-3.6%

	Booked Listings			RevPAR		
	2022	2023	% Chg	2022	2023	% Chg
	150	236	57.3%	304	256	-15.7%

FY-24 - July 2023 Monthly Report

Dawn Jackson, Group Sales Manager

RFP's/RFI's Sent:

- 2023 September – Highlander Kalispell – Rate quote for participants
- 2023 September – Highlander Kalispell -Staff Rooms – 189 rooms
- 2024 September - Vicki's Tours – 28 rooms
- 2023 September – U.S. Department of Transportation-Volpe Center – 120 rooms
- 2024 September – NCSLA Central-Western Regional Meeting – 320 rooms

Proposals Sent:

- 2024 September - Vicki's Tours – 28 rooms

Working leads:

- 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 the fall of 2023- will relook at visiting in the spring of 2024

Working Leads Lost or Turned Down:

- 2024 – March – National Association of State Comptrollers (NASC) Annual Conference – will be put on hold and follow up in April 2024
- 2024 & 2025 DECA – January - This will be held in Missoula. They wanted to give Missoula a 2-year commitment

RFP's Won:

- 2023 August – Emerson PRM Industrial Offsite Planning Meeting – 60 rooms - Hilton
- 2023 September – Koinonia Travels and Tours – 30 rooms – Holiday Inn Express

Group Assist:

- Montana Camp- Met with Justin Meccia to discuss Montana Camp, an event in conjunction with Keller Williams – he will send the information needed for their 2024 conference and also provided information on the baseball fields for an upcoming event he wanted to do for his team
- Allied Tour & Travel - Cassidy Olson needed a step-on guide for their 2023 Canadian Rockies tour when they are in Kalispell-suggested Western Pleasure Tours
- MT Trucking Association-Will Cole-will be at the Red Lion in August and asked if I could speak for their Welcome to the group in August
- Stockman's Bank – Lydia Johnson – looking for contact information for venues
- University Center Conference Management Services-Michelle Eckert - sent Kalispell information for a potential dinner
- Glacier High School - Kate Bitney-DECA – putting together a welcoming event for 23-24 students and need some food truck and planning recommendations
- RobPlansYourTrip - Rob Stern looking for transportation recommendations to get a couple up to Calgary
- Candi Wheaton- S365 Inc.– looking for conference hotels in Kalispell for a potential group

July Highlights:

- Sent a flyer of things to do in Kalispell that DK created for MT Governors Cup flyer
- Prepared for and attended MCA-Coaches Clinic in Great Falls, July 25-28
- Site visit to Switchback Suites
- Worked with Wachholz College Center to create a process through Discover Kalispell to book seats for performances
- Listened to the CVENT Sales Navigator webinar
- Created draft letter for Government Travelers to send to GSA requesting a change in per diem for June and September

Future Conferences & Large Events

2023

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
- *Emerson-PRM Industrial Office Planning – Hilton Garden Inn
- *MT Reining Horse Association – August 25-27 – Majestic Valley Aren

September

- *American Cruise Lines – September 4-5 – Hampton Inn
- *Koinonia Travels and Tours – September 6-7 Red Lion
- *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 Cow horse Futurity/Derby/Horse Shows – September 21-26 – Majestic Valley Arena
- Tamarack Fall Tournament – September 23-24 – Kidsport
- *JANF Family Week – September 23 & 30 – Kalispell Grand
- *Northwest Rental Association – September 28-Oct 2 – Red Lion, Hampton Inn & Fairgrounds

October

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

November

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

8/9/2023

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