

**Board of Directors Meeting
Kalispell Tourism Business Improvement District
Wednesday, October 25, 2023
3:00 - 5:00 pm**

Homewood Suites, 195 Hutton Ranch Rd, 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 – Elizabeth Maki, GNP. Grant request to support NPS guided snowshoe hikes in GNP Dec 23 through mid-March (snow dependent). Hikes will be offered once per day on Saturday and Sunday, free to the public. Requesting \$2,000. (via Zoom)
3. Discussion with Chris Gillette – discussion on bringing Perfect Game Showcase tournaments to Kalispell.
5. Board Action Items
 - a) Approval of minutes from September 27, 2023
 - b) Approval of financials for September 2023
 - c) Approval of event grant application, GNP ranger led snowshoe hikes.
6. Board Discussion
 - a) Demonstration of Wander map on DiscoverKalispell.com
 - b) Update on indoor sports facility study – Proforma and site comparison reports
 - c) Staff reports

Enclosures: Meeting minutes from September 27, 2023
TBID financial reports for September 2023
Discover Kalispell 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 – September 27, 2023
3:00 – 5:00 pm**

Location: Hilton Garden Inn

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

Staff Present: Diane Medler, Marisa Mikonis, Dawn Jackson

Guests: Jason Mattox and Andrea – Challenge of Champions Tour Bull Riding (via zoom), Steve Halasz – Blue Room Research (via zoom), Haley Wilson – Super 8, Joe Jimenez – Switchback Suites

The meeting was called to order at 3:05 pm by Chair of the Board, Bryce Baker.

1. Hear from the Public

Joe Jimenez is the new owner of Switchback Suites (formerly Glacier Ridge Suites), a new addition to the TBID. The property features eight newly remodeled rooms with full kitchens.

2. Event Grant Application – Challenge of Champions Tour Bull Riding

Jason Mattox and Andrea presented on the ‘Battle of the State Bull Riding’ show that will be held in Kalispell for the 3rd year. There are 3 bull riders per team from 9 states. This event is hoping to grow to a 2-day event. Currently estimate around 2,000+ spectators and 50-100 room nights generated.

3. Steve Halasz, Blue Room Research

Halasz reviewed August’s monthly travel industry report covering effects on industry such as economic, potential government shutdown and the consumer sentiment. Deeper insights on Kalispell included: Glacier International airport, hotel occupancy and room rates, REVpar, AirDNA and credit card spending. There is concern that some of the AirDNA data is skewed due to some Kalispell hotels listing room inventory on Airbnb. The occupancy is part of STR and short term rental data.

4. Board Action Items

a) Approval of minutes from August 23, 2023

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

b) Approval of the financials from August 2023

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

c) Approval of FY23 year-end financial reports

Board discussed moving the reserve account funds into a CD high-yield saving account. Motion was made by Britta Joy to move \$75,000 from the reserve account to a CD high-yield saving account. Motion was seconded by Steve Blazer. Board approved unanimously.

d) Approval of event grant: Challenge of Champions Tour Bull Riding

Board discussed that the room night generated quote is humble, Bryce Baker of the My Place states that the room nights do pick up two days before the event and he believe more than 100 rooms are generated from the event. As the peak season of summer expands this event is still on the edge of being in busy season. The board loved the idea of expanding the event to two days, maybe even move it later in their schedule. Motion was made by Britta Joy to offer \$500 in-kind donation with a list of hotel discounts from participating TBID properties. Encourage the group to apply next year in June if the event has been extended to two days as the board would like to help them grow. Motion was seconded by Robert Hall. Motion passes.

6. Board Discussion

a) Event Updates – Highlander Adventure

Marisa updates the board on the success of Highlander with a total of 170 backpackers representing 31 states and 3 countries. Participants ranged from 13 to 71 years old collecting over 1,200 pounds of trash. Speakers covered topics in the evening regarding wildlife safety, 'Erase the Trace', relationship building and even yoga workshops. The event went smoothly and more details to follow from the HIGHLANDER post report.

b) Staff reports

Diane updates the board on the latest press trip Discover Kalispell hosted with five travel writers on September 10 -14th. Wander map should be live on our website by the end of the month featuring Kalispell Chamber Members. Our new campaign of Winter in Kalispell Ski package will take place again this winter, offering two adult lift tickets to Blacktail Mountain with a two-night stay at Kalispell hotel. A new Bandwango pass will be launched December 1 called 'Winter Wonderland Pass' that provides points for check-ins at Kalispell and area businesses and activities during the winter. Discover Kalispell has prepared communications to visitors for the potential government shutdown. Marisa gave a recap of the success of the Montana

Reining Classic event. Dawn updated the board on the NW MT Rental conference success with the only complaints being the lack of group restaurants. The new government rate is set at \$132. Dawn is working on a Military reunion FAM to be held in the spring. The newest addition of the valley is 'Western Pleasure Tour' offering motorcoach tours. Discover Kalispell and Chamber along with our Visitor Center is set to move November 1st into our new downtown location at 2 S. Main Street, Suite 205 (second floor of the First Interstate Bank building).

Meeting adjourned at 4:52 PM.

Respectfully submitted: Diane Medler

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

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

TBID Checking account balance as of 9/30/23	\$87,126.04
KCVB Checking account balance as of 9/30/23	\$51,623.17
WFCU Reserve account balance as of 10-3-23	\$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; City admin fee.
- Research: Blue Room Research
- Agency services: TAA and LBPR monthly fees
- Website: URL renewal; monthly maintenance
- Marketing: TAA quarterly media buy; winter branded promo items; aRes annual fee
- Earned Media/Tourism Sales/Incentives: fall press trip; event grant – MT Reining Horse (2nd payment).
- Stewardship/Management: airport VIC

KCVB Private Funds – Income and Expense Summary

Income: none

Expenses: Highlander expenses (permits and fees, after party, transportation); copies

TBID Revenue

FY23 Gross Revenue	Projected Revenue	Actual	% Change vs projected	% Change YOY (Actual)
	\$625,000	\$559,644	-10%	-7%
Q1 JUL-SEP (36% of actual)		\$201,782		-13%
Q2 OCT-DEC (20% of actual)		\$110,702		-5%
Q3 JAN-MAR (18% of actual)		\$100,874		-1%
Q4 APR-JUN (26% of actual)		\$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 (39% of actual)	\$287,500	\$232,312		3%
Q2 OCT-DEC (19% of actual)	\$128,125	\$116,205		14%
Q3 JAN-MAR (17% of actual)	\$106,250	\$101,676		-6%
Q4 APR-JUN (26% of actual)	\$103,125	\$154,886		-12%

Tourism Business Improvement District
Balance Sheet
As of September 30, 2023

	<u>Sep 30, 23</u>
ASSETS	
Current Assets	
Checking/Savings	
1010 · Checking	39,981.04
1020 · Whitefish Credit Union	114,046.60
Total Checking/Savings	<u>154,027.64</u>
Total Current Assets	154,027.64
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>249,225.72</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	5,483.06
Total Accounts Payable	<u>5,483.06</u>
Total Current Liabilities	<u>5,483.06</u>
Total Liabilities	5,483.06
Equity	
32000 · Unrestricted Net Assets	290,136.11
Net Income	-46,393.45
Total Equity	<u>243,742.66</u>
TOTAL LIABILITIES & EQUITY	<u><u>249,225.72</u></u>

Tourism Business Improvement District
Profit & Loss - FY24
 September 2023

	Sep 23	Jul - Sep 23
Income		
4000 · TBID Revenue	0.00	146,332.00
4100 · Interest Income	10.31	25.66
Total Income	10.31	146,357.66
Expense		
6100 · Administrative/Operations		
6125 · Accounting Services	300.00	700.00
6130 · Directors & Officers Insurance	0.00	1,298.00
6135 · City of Kalispell Admin Fee	0.00	3,657.15
6140 · Office Supplies	16.10	48.30
6150 · Postage & Copies	150.21	262.32
6160 · Rent	900.00	2,700.00
6180 · Telephone	232.74	698.54
6185 · Travel & Entertainment	125.45	596.68
6190 · Technology Support	737.60	812.60
6195 · Equipment (Software)	119.88	135.43
Total 6100 · Administrative/Operations	2,581.98	10,909.02
6200 · Personnel (wages)	36,484.84	73,529.59
6250 · Education/Outreach		
6280 · Organizational Memberships	0.00	900.00
Total 6250 · Education/Outreach	0.00	900.00
6300 · Agency Services	5,650.00	11,500.00
6400 · Research	3,000.00	20,996.00
6500 · Website	2,478.51	2,478.51
6600 · Destination Marketing		
6620 · Marketing Resources		
6622 · Online Platforms/Subscriptions	200.00	7,255.53
Total 6620 · Marketing Resources	200.00	7,255.53
6640 · Paid Media		
6643 · Multimedia	39,400.00	40,495.00
6646 · Digital Asset Acquisition	0.00	2,856.80
6649 · Promotional Items	600.00	1,961.13
Total 6640 · Paid Media	40,000.00	45,312.93
6650 · Earned Media/Tourism Sales		
6653 · Media & Influencer Hosted Trips	3,980.27	3,980.27
6659 · Meeting & Group Incentives	20.00	60.00
Total 6650 · Earned Media/Tourism Sales	4,000.27	4,040.27
6680 · Travel/Trade Shows	0.00	1,804.12
Total 6600 · Destination Marketing	44,200.27	58,412.85
6700 · Destination Stewardship/Mgmt		
6720 · VIC Funding	125.00	375.00
Total 6700 · Destination Stewardship/Mgmt	125.00	375.00
6800 · Destination Development		
6830 · Event Grant	500.00	1,000.00
6860 · Comm-Visitor Asset Dev Grant	0.00	2,500.00
Total 6800 · Destination Development	500.00	3,500.00
Total Expense	95,020.60	182,600.97
Net Income	-95,010.29	-36,243.31

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

	<u>Jul - Sep 23</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Income				
4000 · TBID Revenue	146,332.00	685,000.00	-538,668.00	21.4%
4100 · Interest Income	25.66			
Total Income	<u>146,357.66</u>	<u>685,000.00</u>	<u>-538,642.34</u>	<u>21.4%</u>
Expense				
6100 · Administrative/Operations	10,909.02	48,500.00	-37,590.98	22.5%
6200 · Personnel (wages)	73,529.59	260,000.00	-186,470.41	28.3%
6250 · Education/Outreach	900.00	13,000.00	-12,100.00	6.9%
6300 · Agency Services	11,500.00	75,000.00	-63,500.00	15.3%
6400 · Research	20,996.00	20,000.00	996.00	105.0%
6500 · Website	2,478.51	17,000.00	-14,521.49	14.6%
6600 · Destination Marketing	58,412.85	175,000.00	-116,587.15	33.4%
6700 · Destination Stewardship/Mgmt	375.00	11,500.00	-11,125.00	3.3%
6800 · Destination Development	3,500.00	65,000.00	-61,500.00	5.4%
Total Expense	<u>182,600.97</u>	<u>685,000.00</u>	<u>-502,399.03</u>	<u>26.7%</u>
Net Income	<u>-36,243.31</u>	<u>0.00</u>	<u>-36,243.31</u>	<u>100.0%</u>

KALISPELL CONVENTION & VISITOR'S BUREAU
 2023 EVENT BALANCES
 Cash Basis

	SPARTAN RACE	INDOOR SOCCER/ HIGHLANDER	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	0.00	(3,000.00)	0.00	0.00	0.00	0.00	40.66	0.00	0.00	(200.00)	(3,159.34)
September	0.00	(1,020.00)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(200.00)	(1,220.00)
October											
November											
December											
EVENT BALANCES	17,737.31	6,953.65	1,414.40	624.32	275.00	0.00	1,348.45	23,725.98	157.69	(3,383.63)	48,853.17

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

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

	-----TBID Projects-----										TOTAL		
	Spartan	Highlander	Merch	aRes	SFS	Campaigns	Engage	Reserve	Projects	Travel		Admin	
Income													
4025.00 - Program Revenue	68.00	0.00	49.50	475.21	0.00	0.00	0.00	0.00	0.00	0.00	65.00	0.00	657.71
4400.00 - Grants & Contributions	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	5,000.00
4410.00 - TBID Revenue	30,000.00	0.00	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	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	17,508.69
Total Income	52,576.69	0.00	49.50	475.21	32,000.00	10,000.00	1,000.00	5,000.00	48,000.00	0.00	65.00	0.00	101,166.40
Expense													
5000.00 - Direct Program	39,669.03	5,770.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	45,447.93
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	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	16.15	915.15
5520.00 - Professional Fees	0.00	0.00	0.00	0.00	24,800.00	0.00	0.00	0.00	24,800.00	0.00	0.00	1,862.50	26,662.50
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	178.61
5360.00 - Meetings & Staff Meals	157.06	1,657.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,814.06
5500.00 - Printing & Publications	0.00	44.75	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	44.75
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	40.13	40.13
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	2,800.00
Total Expense	43,763.44	7,471.75	0.00	0.00	24,800.00	0.00	0.00	0.00	24,800.00	0.00	1.99	0.00	77,964.86
Net Income	8,813.25	-7,471.75	49.50	475.21	7,200.00	10,000.00	1,000.00	5,000.00	23,200.00	63.01	-1,927.68	0.00	23,201.54

WEBSITE (M/M Comparison)

Views 43,916 -6.3%	Top Page Engagement Time 1. Winter Beyond Slopes 2. How Kalispell Does Winter 4. Get The Guide 5. Events	Active Users 20,816 -9.9%	Sessions 26,364 -7.1%
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Top Cities 1. Seattle 2. Kalispell 3. Denver 4. Calgary 5. Los Angeles 6. Englewood CO 7. Phoenix Bounce Rate 44% (-7.2%)	Top Pages 1. Home page 2. Blacktail mtn ski area 3. Things To Do 4. Explore heart of downtown 5. winter beyond slopes	Top Landing Pages 1. Blacktail Mountain 2. TTD 3. Heart of Downtown 4. Meetings-Groups 5. Winter beyond slopes	User Acquisition - engaged sessions Organic Search - 14,762 (+4.84%) Paid Search - 1,134 (+18%) Direct - 1,270 (-30%) Lodging Page - Find Best Sleep page views 354 views (-7.6%)
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CONVERSIONS

	Month	YTD (fiscal)
VG Requests (web-online/postal)	343	869
Newsletter subscribers	254	1,094
aRes reservations booked	0	5
aRes room nights booked	0	16
Future grp rm/nts contracted	40	332

GROUP SALES

RFP's Sent to Hotels	1
Proposals to Clients	0
Groups Assisted	6
Future group rooms won	40

SOCIAL MEDIA

Followers/Audience	51,401	21,102	68,280	4,164
Impressions (organic)	49,934	186,088	11,560	3,010
Reach/profile visits	36,000	78,000	178,300	
Reach/stories				
Link Clicks		107		

PAID AND EARNED MEDIA

PAID: OVERALL - 7,228 clicks; 698,645 imp; \$5,058 spend; 1.03% CTR. SMITHSONIAN (winter campaign) - 171,818 imp; 604 clicks; 0.35% CTR; 84% completion rate for video with 60% CTR. JUN GROUP - 40,231 imp; 7,739 clicks; 19.24% CTR; \$2,603 spend. GROUP TRAVEL LEADER - eblast - 23% open rate; 67 clicks. banner ad - 25% open rate; 8 clicks.

EARNED MEDIA: *Glacier Park Visitor Spending Boon to Economy of Gateway Communities* - local papers, 331,475 reach. *One Call Does It All in Kalispell, Montana* - Smart Meetings, 10,000 reach. *Direct from Denter to Montana: Find Your Next Getaway in This Charming Mountain Town* - 303Magazine.com, 119,376 reach. *Your Fall Toad Trip Destination in Kalispell, Montana* - Out There Outdoors, 9,384 reach.

VISITOR INFORMATION CENTER

	Month	YTD (fiscal)	YTD (calendar)
Calls	71	255	803
Walk-ins	184	658	1,321
Intercom (web chat)	52	159	506
VG's requested	197	725	2,638
TOTAL	504	1,797	5,268

PARTNERS

	Month (Y/Y)	YTD
Airport Enplanements - SEP	50,545 (+16%)	374,268 (+8%)
GNP Recreational Visits - AUG	654,452 (-5.6%)	2,249,540 (+17%)

LODGING

Annual Averages	Running 12			SEPTEMBER	YOY	vs 2019
	YTD 2024	Mths	FY24 Avg			
Kalispell						
OCC	62.5%	58.4%	81.2%	80.2%	0.7%	10.7%
econ class				67.9%	-7.9%	
mid/upper				84.8%	1.7%	
ADR	\$168.68	\$155.17	\$225.56	\$195.81	11.0%	69.8%
econ class				\$138.46	14.3%	
mid/upper				\$205.34	1.7%	
RevPAR	\$105.45	\$90.67	\$183.20	Comp Set OCC	72.8%	-3.9%
				Supply	50,700	0.00
						-14.2%

Weekly STR

OCC	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Run
	Sep	Oct														MTD
2023	74.9	52.2	60.1	70.5	70.5	71.8	82.2	86.8	65.3	59.3	63.7	57.2	58.5	60.2	59.9	65.6
2022	78.9	53.5	66.2	77.2	79.5	73.5	74.2	75.0	55.6	55.4	61.5	62.0	57.8	63.8	60.0	66.7
% change	-5.1	-2.4	-9.1	-8.6	-11.2	-2.3	10.8	15.8	17.3	7.0	3.5	-7.7	1.2	-5.7	-0.2	-1.7
ADR 2023	183.77	121.96	127.37	127.79	124.16	125.74	131.27	132.91	120.85	117.73	114.96	118.40	119.58	123.28	120.32	123.86

Short Term Rental Data - AirDNA

Kalispell City Limits - September 2022 vs September 2023

Property Type:	Available Listings			Occupancy Rate			Average Daily Rate		
	2022	2023	% Chg	2022	2023	% Chg	2022	2023	% Chg
Entire Place	149	215	44.3%	70%	68%	-2.7%	\$280	\$280	0.2%

Booked Listings			RevPAR		
2022	2023	% Chg	2022	2023	% Chg
137	200	46.0%	197	191	-2.9%

FY24 September Sales Activities

Dawn Jackson, Group Sales Manager

RFP's/RFI's Sent

- 2023 Battle of the States – October - room rate quotes

RFP's Won

- 2024 New England Tours – September – 40 Rooms – Red Lion

Working Leads

- 2024 MT Hospitality & Lodging Association Annual Conference (MHLA)
- 2024 NABCA (National Alcohol Beverage Control Association) Conference - October
- 2024 MT Newspaper Association – June
- 2025 MT Tavern Association – September
- 2024 NCSLA (National Conference of State Liquor Administrators) Central-Western Regional Meeting – September - working with Hilton

Group Assist

- US Department of Transportation – Chris Dingman – provided reception ideas for an offsite dinner for meeting in September at Hilton
- NW Rental Association-provided transportation information for organizer and delivered Visitor Guides for their welcome table
- Highlander - Worked with Treasure State and Rocky Mountain Transportation and catering suggestions
- Jack & Jill Late Stage Cancer Foundation – staying at the Kalispell Grand – provided information for transportation, liquor stores, taking alcohol over the border
- Offsite Company – Elizabeth Breault – needed specific information for hotels with conference space
- Bullet Proof Communications – Michelle Scheuerman – looking for ranches, farm producing businesses, restaurants that serve local product for a TV show called Ranch America. Provided suggestions.
- Take a Fun Trip – Damon Anderson – needed itinerary ideas for GNP and between Kalispell and Missoula
- New England Coach – Belinda – needed Red Bus information

Future Conferences & Large Events

2023

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
- *US Department of Transportation-Volpe Center – September 26-28 – Hilton Garden Inn
- *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
- Northern Rodeo Association – October 26-28 – Majestic Valley Arena

November

December

- FVHA – Craft Brewer's Cup – December 1-2 – Woodland Ice Rink/Stumptown
- Beauties and the Beasts – December 2 – Majestic Valley Arena
- FVHA – Winter Classic Tournament – 10 U – December 8-10 - Woodland Ice Rink/Stumptown
- FVHA – Winter Classic Tournament – 12U – December 15-17 - Woodland Ice Rink/Stumptown

Future Conferences & Large Events

2024

January

- Glacier Challenge Gymnastics Meet – January 12-14 – Fairgrounds

February

- Whitefish Winter Carnival – February 3-4 – Whitefish

March

- MT Indoor Soccer Tournament – DATES NOT LISTED - Fairgrounds

April

May

- State A Softball – May 22-24 – Location not listed
- State A Tennis – May 23-24 – FVCC Courts (Hosted by Whitefish HS)
- Montana State Cup – May 18-19 - Kidsport

June

- Kalispell PBR – DATES NOT LISTED - Fairgrounds
- Three Blind Refs Soccer Tournament – June 1-2 – Kidsports

July

- Under the Big Sky Festival – July 12-14 – Big Mountain Ranch
- Event at Rebecca Farms – July 17-21, 2022 – Rebecca Farms
- Montana Renaissance Faire – DATES NOT LISTED – Majestic Valley Arena
- Montana Reining Horse Association – July 21-26 – Majestic Valley Arena

August

- *Little Rock Tours – August 3-4 – Red Lion
- NW Montana Fair & Rodeo – August 14-18 Fairgrounds

September

- *Vicki's Tours – September 13-14– Holiday Inn Express
- Foy's to Blacktail Trail Marathon – DATES NOT LISTED – Foy's to Blacktail Trail
- Tamarack Fall Tournament – September 21-22 – Kidsport
- *Highlander Kalispell– September 10-14 - Kalispell

October

- State AA Golf – October 3 & 4 – Location not listed
- NRA-Northern Rodeo Association – October 26-28 – Majestic Valley Arena
- Battle of the States Bull Riding – October 6 – Majestic Valley Arena

November

December

10/7/2023

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