

**Board of Directors Meeting
Kalispell Tourism Business Improvement District
Wednesday, December 13, 2023
3:00 - 5:00 pm**

Discover Kalispell/Chamber, 2 South Main Street, 2nd floor board room

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 October 23, 2023
 - b) Approval of financials for October 2023
6. Board Discussion
 - a) Demonstration of Wander map and the Winter Wonderland Pass
 - b) Indoor sports facility study – Proforma and site comparison reports
 - c) TBID nightly assessment increase
 - d) Staff reports
 - e) Board member updates

Please join us for the ANNUAL MEETING on January 24, 2024 at the ELKS LODGE, 139 1st Ave. West

Enclosures: Meeting minutes from October 23, 2023
TBID financial reports for October 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

2024 TBID Board Meeting Schedule (subject to change)

January 24	February 28	March 27	April 24	May 22	June 26
July 24	August 28	September 25	October 23	November 20	December 11

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
Monday – October 23, 2023
12:00 – 2:00 pm

Location: Zoom

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

Staff Present: Diane Medler, Marisa Mikonis, Dawn Jackson

Guests: Chris Gillette – Perfect Game Showcase Tournament Connections, Elizabeth Maki – Glacier National Park

The meeting was called to order at 12:03 pm by Chair of the Board, Bryce Baker.

1. Hear from the Public – none.

2. Event Grand Application Presentation – Elizabeth Maki, GNP

Maki presented to the board on the Guided Snowshoe Ranger led tours that will be back in Glacier National Park this winter for the first time since 2020. These tours will run from December 23rd through mid-March (snow dependent). Hikes will be offered once per day on Saturday and Sunday, last a few hours and are free to the public. The meeting spot will be at the Glacier Conservancy bookstore, and participants will then proceed to the Visitor Center flagpole. Elizabeth also mentioned that people can just show up for the hikes as they don't need to book in advance, but there may be a limit on group size for safety reasons. Maki is requesting \$2,000 to support the pay for the snowshoe ranger.

3. Discussion with Chris Gillette – Perfect Game Showcase Tournament

Chris explained the transformative journey of the ABS Park project, little league field, outdoor cages, and a forthcoming 6,000 sq ft indoor space. Discussion centered on preparing to host the Perfect Game Showcase in 2025, exploring the feasibility of utilizing existing facilities. Chris highlighted the collaboration with local programs, advocating for coordinated efforts to maximize available sports venues for the event. Plans to leverage the outreach and potential partnerships with businesses and the City were discussed, aiming to establish the Flathead Valley as a premier baseball destination.

4. Board Action Items

a. Approval of minutes from September 27, 2023

Motion was made by Robert Hall to approve the minutes. Motion was seconded by Zac Ford. Discussion: None. Board approves unanimously.

b. Approval of financials for September 2023

Motion was made by Britta Joy to approve the September financials. Motion was seconded by Robert Hall. Discussion: Diane had moved the \$75,000 to ad CD at Whitefish Credit Union. Board approves unanimously.

c. Approval of Event Grant Application

Board discusses the grant application with some concerns of the government shutdown could end the program for the winter, the money for the grant is covering the cost of the employee. The board wants to help this program get back on its feet as it was useful in the past. It would be helpful to have them provide a quick survey of where visitors partaking in the guided snowshoe hikes are from, where they are staying, and what brings them to the area. Britta Joy makes a motion to approve a grant of \$1,000 and in-kind advertising of the program. Motion was seconded by Zac Ford. Motion passes.

5. Board Discussion

a. Demonstration of Wander Map on DiscoverKalispell.com

Marisa introduced the board to Wander Map, a new mapping feature on the website. It is a great tool for exploring our area to find places to dine, shop or get outside. Website viewers – residents and visitors alike, can explore the map on multiple pages on our website or download the Wander Map app.

b. Update on Indoor Sports Facility Study

Diane updated the board that the Proforma, full financial feasibility and site comparison reports have been completed. Copies will be emailed to the board. Next steps to keep this process and the excitement/interest in creating an indoor facility that can facilitate sports tourism will be discussed further at the December board meeting.

c. Staff Updates

Dawn highlights what our team's strategy should be for preparations for bidding to host the National Alcohol Beverage Control Association Administrators Conference in October 2024. We have secured plans for an upcoming site visit to FVCC and Wachholz College Center, proposing North End hotels as the lodging solution, and offering incentives for site visitation. Additionally, we want to broaden the business scope to impact multiple hotels and areas, negotiating reduced rates to cover meeting room expenses and additional costs. Britta Joy makes a motion to cover the reduced cost of the rental space with a maximum of \$16,000 to help bring the National Alcohol Beverage Control Association Administrators Conference to Kalispell in October of 2024. Motion was seconded by Robert Hall. Motion passes.

Meeting adjourned at 1:18 PM.

Respectfully submitted: Diane Medler

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

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

TBID Checking account balance as of 10/31/23	\$35,320.22
KCVB Checking account balance as of 10/31/23	\$37,725.03
WFCU Reserve account balance as of 10/03/23	\$114,046.60 (\$75,000 into a 4-month CD)

TBID Account – Expense Summary

- Admin/Operations: moving expenses; rent; wages/insurance; accounting; phone (office, Verizon); postage; copies; email and Outlook accounts; office supplies; tech support; travel & mileage.
- Research: Blue Room Research quarterly payment
- Agency services: TAA and LBPR monthly fees
- Website: monthly maintenance; reimbursement for overpayment.
- Marketing: online subscriptions; moving expenses from BT to TBID; reel for social media.
- Earned Media/Tourism Sales/Incentives: fall press trip; incentive for NW Rental Conference; Travel & Words media show.
- Stewardship/Management: airport VIC

KCVB Private Funds – Income and Expense Summary

Income: aRes commission

Expenses: Highlander expenses; Sports Facilities Company; accounting; copies

TBID Revenue

FY24 Gross Revenue	Projected Revenue	Actual	% Change vs projected	% Change YOY (Actual)
	\$610,000			
Q1 JUL-SEP (% of actual)		\$224,830		+11%
Q2 OCT-DEC (% of actual)				
Q3 JAN-MAR (% of actual)				
Q4 APR-JUN (% of actual)				
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%

Tourism Business Improvement District

Balance Sheet

As of October 31, 2023

	<u>Oct 31, 23</u>
ASSETS	
Current Assets	
Checking/Savings	
1010 · Checking	23,851.53
1020 · Whitefish Credit Union	89,046.60
Total Checking/Savings	<u>112,898.13</u>
Total Current Assets	112,898.13
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>208,096.21</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	14,921.38
Total Accounts Payable	<u>14,921.38</u>
Total Current Liabilities	<u>14,921.38</u>
Total Liabilities	14,921.38
Equity	
32000 · Unrestricted Net Assets	290,136.11
Net Income	-96,961.28
Total Equity	<u>193,174.83</u>
TOTAL LIABILITIES & EQUITY	<u>208,096.21</u>

Tourism Business Improvement District

Profit & Loss - FY24

October 2023

11/14/23

Accrual Basis

	Oct 23	Jul - Oct 23
Income		
4000 · TBID Revenue	0.00	146,332.00
4100 · Interest Income	2.84	28.50
Total Income	2.84	146,360.50
Expense		
6100 · Administrative/Operations		
6145 · Moving Expenses	320.00	320.00
6125 · Accounting Services	200.00	900.00
6130 · Directors & Officers Insurance	0.00	1,298.00
6135 · City of Kalispell Admin Fee	0.00	3,657.15
6140 · Office Supplies	253.10	301.40
6150 · Postage & Copies	175.95	438.27
6160 · Rent	900.00	3,600.00
6180 · Telephone	195.90	894.44
6185 · Travel & Entertainment	161.87	758.55
6190 · Technology Support	677.60	1,490.20
6195 · Equipment (Software)	0.00	135.43
Total 6100 · Administrative/Operations	2,884.42	13,793.44
6200 · Personnel (wages)	17,901.56	91,431.15
6250 · Education/Outreach		
6280 · Organizational Memberships	0.00	900.00
Total 6250 · Education/Outreach	0.00	900.00
6300 · Agency Services	8,475.00	19,975.00
6400 · Research	3,000.00	23,996.00
6500 · Website	-1,530.66	947.85
6600 · Destination Marketing		
6620 · Marketing Resources		
6622 · Online Platforms/Subscriptions	185.54	12,941.07
Total 6620 · Marketing Resources	185.54	12,941.07
6640 · Paid Media		
6643 · Multimedia	11,394.59	51,889.59
6646 · Digital Asset Acquisition	837.50	3,694.30
6649 · Promotional Items	0.00	1,961.13
Total 6640 · Paid Media	12,232.09	57,545.02
6650 · Earned Media/Tourism Sales		
6653 · Media & Influencer Hosted Trips	3,127.72	7,107.99
6659 · Meeting & Group Incentives	3,020.00	3,080.00
Total 6650 · Earned Media/Tourism Sales	6,147.72	10,187.99
6680 · Travel/Trade Shows	1,200.00	3,004.12
Total 6600 · Destination Marketing	19,765.35	83,678.20
6700 · Destination Stewardship/Mgmt		
6720 · VIC Funding	75.00	450.00
Total 6700 · Destination Stewardship/Mgmt	75.00	450.00
6800 · Destination Development		
6830 · Event Grant	0.00	1,000.00
6860 · Comm-Visitor Asset Dev Grant	0.00	2,500.00
Total 6800 · Destination Development	0.00	3,500.00
Total Expense	50,570.67	238,671.64
Net Income	-50,567.83	-92,311.14

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

11/14/23

Accrual Basis

	Jul - Oct 23	Budget	\$ Over Budget	% of Budget
Income				
4000 · TBID Revenue	146,332.00	685,000.00	-538,668.00	21.4%
4100 · Interest Income	28.50			
Total Income	146,360.50	685,000.00	-538,639.50	21.4%
Expense				
6100 · Administrative/Operations	13,793.44	48,500.00	-34,706.56	28.4%
6200 · Personnel (wages)	91,431.15	260,000.00	-168,568.85	35.2%
6250 · Education/Outreach	900.00	13,000.00	-12,100.00	6.9%
6300 · Agency Services	19,975.00	75,000.00	-55,025.00	26.6%
6400 · Research	23,996.00	20,000.00	3,996.00	120.0%
6500 · Website	947.85	17,000.00	-16,052.15	5.6%
6600 · Destination Marketing	83,678.20	175,000.00	-91,321.80	47.8%
6700 · Destination Stewardship/Mgmt	450.00	11,500.00	-11,050.00	3.9%
6800 · Destination Development	3,500.00	65,000.00	-61,500.00	5.4%
Total Expense	238,671.64	685,000.00	-446,328.36	34.8%
Net Income	-92,311.14	0.00	-92,311.14	100.0%

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

	\-----TBID Projects-----\										TOTAL	
	Spartan	Highlander	VC Merch	aRes	SFS	Campiagns	Comm Engage	Reserve	Total Projects	Travel Consult		Admin
Income												
4025.00 · Program Revenue	68.00	0.00	49.50	793.60	0.00	0.00	0.00	0.00	0.00	65.00	0.00	976.10
									0.00			0.00
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	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	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	17,508.69
Total Income	52,576.69	0.00	49.50	793.60	32,000.00	10,000.00	1,000.00	5,000.00	48,000.00	65.00	0.00	101,484.79
Expense												
5000.00 · Direct Program	39,669.03	6,820.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12.30	46,501.33
5060.00 · Bank Fees & Svc Chgs	59.74	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	16.15	915.15
5520.00 · Professional Fees	0.00	0.00	0.00	0.00	31,000.00	0.00	0.00	0.00	31,000.00	0.00	2,062.50	33,062.50
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	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	1,814.06
									0.00			0.00
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	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	44.33	44.33
5740.00 · Travel	0.00	1,250.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,250.00
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	2,800.00
Total Expense	43,763.44	9,771.75	0.00	0.00	31,000.00	0.00	0.00	0.00	31,000.00	1.99	2,135.28	86,672.46
Net Income	8813.25	-9771.75	49.5	793.6	1000	10000	1000	5000	17000	63.01	-2135.28	14812.33

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	0.00	(5,751.75)	0.00	0.00	0.00	0.00	318.39	(6,200.00)	0.00	(244.78)	(11,878.14)
November											
December											
EVENT BALANCES	17,737.31	1,201.90	1,414.40	624.32	275.00	0.00	1,666.84	17,525.98	157.69	(3,628.41)	36,975.03

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	0.00	0.00	0.00	0.00	0.00
August	0.00	0.00	0.00	0.00	0.00	0.00
September	0.00	0.00	0.00	0.00	0.00	0.00
October	0.00	(6200.00)	0.00	0.00	0.00	(6,200.00)
November						0.00
December						0.00
TBID Project BALANCES	17,150.00	(445.00)	610.18	210.80	0.00	17,525.98

WEBSITE (M/M Comparison)

Views 38,621 -12.1%	Top Page Engagement Time 1. Winter Beyond Slopes 2. How Kalispell Does Winter 4. Get The Guide 5. Events	Active Users 22,624 +8.7%	Sessions 29,475 +11.8%
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Top Cities

1. Los Angeles	6. SLC
2. (not set)	7. Calgary
3. Seattle	8. Phoenix
4. Kalispell	Bounce Rate
5. Denver	34.7% (-21%)

Top Pages	Top Landing Pages
1. Blacktail Mtn Ski Area	1. Blacktail Mtn listing
2. Home page	2. Winter beyond slopes
3. Winter Beyond Slopes	3. Heart of Downtown
4. Explore heart of downtown	4. How Kal does winter
5. How Kalispell does winter	5. Meetings and groups

User Acquisition - engaged sessions

Unassigned - 77% engage rate
Organic - 69% engage rate
Direct - 46% engage rate

Lodging Page - Find Best Sleep
page views 335 views (-24%)

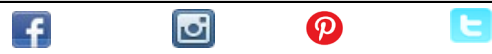
CONVERSIONS

	Month	YTD (fiscal)
VG Requests (web-online/postal)	294	1,163
Newsletter subscribers	170	1,264
aRes reservations booked	0	5
aRes room nights booked	0	16
Future grp rm/nts contracted	0	332

GROUP SALES

RFP's Sent to Hotels	2
Proposals to Clients	0
Groups Assisted	1
Future group rooms won	0

SOCIAL MEDIA



	Facebook	Instagram	Pinterest	Twitter
Followers/Audience	51,501	21,223	64,000	4,173
Impressions (organic)	164,816	83,289	9,790	1,913
Reach/profile visits	140,000	42,000	128,030	
Reach/stories		10,000		
Link Clicks		58		

PAID AND EARNED MEDIA

PAID: OVERALL - 1.14 million impressions; 5,176 clicks; 0.45% CTR; \$0.75 CPC. YOU TUBE - 45,593 imp; 57 clicks; 0.13% CTR. SMITHSONIAN - 110,915 imp; 370 clicks; 0.33% CTR; 81% video completion rate. JUNGROUP - 62,879 imp; 15,577 clicks; 24.8% CTR. GROUP TRAVEL LEADER - print ad reach 17,811; newsletter banner ad 9,981 send, 2,644 opens. SMALL MARKET MTGS - custom content article reach 10,699. Enews article - 7,095 sends.

EARNED MEDIA: *One Call Does It All in Kalispell*- Small Market Meetings, 10,000 reach. *Direct from Denver to Montana: Find Your Next Getaway in This Charming Mountain Town*- 303magazine.com, 119,376 reach. *Your Fall Road Trip Destination in Kalispell, MT*- OutThereOutdoors.com, 9,384 reach. *Backpacking event collects trash on NW MT Trails*-NBC MT, 314,914 reach. *Things To Do in Kalispell*-SheBuysTravel, 366,365 reach. *Highland Hikers Collect 1,200 Pounds of Trash*-Flathead Beacon, 137,156 reach.

VISITOR INFORMATION CENTER

	Month	YTD (fiscal)	YTD (calendar)
Calls	45	300	848
Walk-ins	75	733	1,396
Intercom (web chat)	25	184	531
VG's requested	222	1,087	3,000
TOTAL	367	2,304	5,775

PARTNERS

	Month (Y/Y)	YTD
Airport Enplanements - OCT	31,113 (+11.5%)	405,342 (+8.2%)
GNP Recreational Visits - OCT	138,938 (+20%)	2,896,087 (+0.79%)

LODGING

Annual Averages	Running 12		
	YTD 2023	Mths	FY24 Avg
Kalispell			
OCC	61.9%	58.4%	75.1%
econ class	55.1%		
mid/upper	64.3%		
ADR	\$164.32	\$156.18	\$199.76
econ class	\$109.97		
mid/upper	\$176.33		
RevPAR	\$101.75	\$91.22	\$154.75

Kalispell	OCTOBER	YOY	vs 2019
	OCC	56.7%	-0.4%
econ class	42.6%	-16.6%	
mid/upper	62.0%	1.8%	
ADR	\$122.35	10.7%	57.5%
econ class	\$75.92	8.1%	
mid/upper	\$127.96	3.3%	
Comp Set OCC	60.6%	63.7%	-0.4%
Supply	52,390	0.00	-14.2%

Weekly STR

	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Run
OCC	Nov																	MTD
	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	
2023	43.9	54.2	55.2	37.9	40.7	45.0	44.1	39.6	37.0	33.5	26.5	30.8	31.7	26.9	35.0	38.2	32.9	39.9
2022	46.2	50.8	47.4	36.5	46.5	50.8	47.8	42.4	34.2	35.4	29.2	35.6	33.7	30.0	36.1	40.2	33.3	43.0
% chg	-4.9	6.7	16.5	4.0	-12.5	-11.3	-7.8	-6.6	8.2	-5.4	-9.3	-13.3	-5.9	-10.3	-3.2	-5.0	-1.1	-7.3
ADR 2023	97.86	102.65	102.25	94.51	99.82	99.86	99.62	96.41	95.05	95.37	92.41	99.39	90.27	90.10	91.54	92.49	91.85	97.09

Short Term Rental Data - AirDNA Kalispell City Limits - October 2022 vs October 2023

Property Type:	Available Listings			Occupancy Rate			Average Daily Rate		
	2022	2023	% Chg	2022	2023	% Chg	2022	2023	% Chg
Entire Place	123	199	61.8%	52%	41%	-20.1%	\$271	\$246	-9.3%

Booked Listings			RevPAR		
2022	2023	% Chg	2022	2023	% Chg
91	167	83.5%	140	102	-27.5%

FY24 October Sales Activities

Dawn Jackson, Group Sales Manager

RFP's/RFI's Sent

- 2024 MT Newspaper Association – June – 120 ppl
- 2024 PCG (Philadelphia Church of God) Feast of Tabernacles Northwest Regional Convention – October -250-300 ppl

Working Leads

- 2024 NABCA (National Alcohol Beverage Control Association) Conference - September
- 2025 MT Tavern Association – They are hosting it in Havre in 2024 it will be held in Kalispell for 2025
- 2025 NASCOE (National Association of the County Office Employees) – MT County Office Employees wanting to host the national association in Montana, considering Kalispell, Missoula and Billings. Need a large space with about 300-400 people.
- 2025 PCG (Philadelphia Church of God) Feast of Tabernacles Northwest Regional Convention – They want the Hilton Garden Inn and there wasn't banquet space available for 2024, working to get it for 2025
- 2025 PSA (Photographic Society of America) International Photo Festival
- Cheryl McDonald – Montana Education – looking for space to hold 300-400 people

Leads Lost

- 2024 MT Hospitality & Lodging Association Annual Conference (MHLA) – didn't make the short list

Group Assist

- Alabama Farmers Federation - Paul Brown – coming in August – wanted to confirm they can get a tour in GNP before making other plans. Sent him tour information, group restaurant and activity suggestions.

Highlights

- Attended Chamber Luncheon – Women on Manufacturing
- Met with Matt McLaughlin & Brent Owens at WCC
- Met with Robert Kelly with STR
- Began working on the Military Reunion FAM
- Worked with aRes regarding the winter campaign
- Assisted and attended DK Chamber Grand Event

Future Conferences & Large Events

2023

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

- Youth Lacrosse (NW Sharpshooters) – May 4-5 – Kidsport – this has taken place the third weekend in April the date changed for 2024
- Montana State Cup – May 18-19 – Kidsport
- Divisional AA Track – May 16-17 – Location UNKNOWN
- 2024 High School Lacrosse – May 17-19 – Kidsport, Glacier High, Kalispell Middle School, Smith Fields (WF) – if Kalispell is chosen
- State A Tennis – May 23-24 – FVCC Courts (Hosted by Whitefish HS)
- Three Blind Refs Soccer Tournament – May 31- June 2 – Kidsports

June

- Kalispell PBR – DATES NOT LISTED - Fairgrounds
- 2024 ABS Park Tournament – June 7-8 – ABS Park

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

11/7/2023

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