

Board of Directors Meeting
Kalispell Tourism Business Improvement District
June 26, 2024
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. Presentation by Tia Troy, Lightning Bug PR – earned media, social media, newsletters
3. Board Action Items
 - a) Approval of minutes from May 22, 2024
 - b) Acceptance of financials for May 2024
5. Board Discussion
 - a) Staff reports

Enclosures: May 22, 2024 meeting minutes
TBID financial reports for May 2024
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 17	February 28	March 27	April 24	May 22	June 26
July 24	August 28	September 25	October 23	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
May 22, 2024
3:00 – 5:00 pm

Location: Discover Kalispell Chamber, 2 South Main St, 2nd floor board room

Board Members Present: Zac Ford, Brandon Brookshire, Haley Wilson, Bryce Baker, Britta Joy

Board Members Via Zoom: Robert Hall

Board Members Absence: Skyler Rieke

Staff Present: Diane Medler, Dawn Jackson

Staff Present Via Zoom: Marisa Mikonis

Guests: Damion Blackburn, FVU

The meeting was called to order at 3:03 pm by Chair of the Board, Bryce Baker.

1. Hear from the Public – none.

2. Damion Blackburn, Flathead Valley United Soccer Club

Blackburn gives overview of the Flathead Valley United Soccer Club including the history, funding, teams and future plans. FVU is an upcoming regional tournament that will produce about 700 hotel rooms, that are requesting specific rates. Kalispell has the fields and facilities to host these types of tournaments, but the biggest issue is the cost of lodging and bringing people into the state. The regional tournament audience comes from WY, UT, NV, CO, HI, AK. The Club currently has over 1,000 kids in soccer and is grown by 38% in the last three years. They are currently working with Jackola Engineering to build their own indoor sports facility (\$7-\$8.5 million) as they already own land in Evergreen. The feasibility study was done by 'Go Play' and they are in the process of capital fundraising.

3. Board Action Items

a. Approval of minutes from April 24, 2024

Motion was made by Zac Ford to approve the minutes. Motion was seconded by Brandon Brookshire. Discussion: none. Board approves unanimously.

b. Approval of financials for April 2024

Motion was made by Brandon Brookshire to approve the financials. Motion was seconded by Britta Joy. Discussion: none. Board approves unanimously.

4. Board Discussion

Marisa provided updates on the snowshoe tours in Glacier National Park Grant application. There was a total of 307 participants this season with 10% from Flathead County, 85% out of state, and 5% from Canada. Most were visiting the area to ski Whitefish Mountain Resort and used this activity as a rest day, or they did not ski in the group they came with. Marisa introduced and reviewed the Front of House Guidebook that is available to hotels and other businesses to utilize as a resource.

Diane presented images of the Sonoma Smart Train ads and DK's new FY25 campaign of 'KaliSPELL Bound'. Bryce would like to look in to direct marketing in Phoenix/Mesa and Dallas for FY25 as we have direct flights. Diane gave update on the timeline of final approval by City Council. The TBID as a component of the city's budget, has to go through a public hearing. The earliest we can receive final approval, the Resolution, is July 1st. To enable the hotels to make changes in their systems and contact OTA's the \$4 assessment will take effect August 1. The board reviewed the April STR report as Motel 6 is now open.

Dawn reviewed her pending contracts and an ongoing video project featuring group venues in Kalispell with Drew Silvers. The American Junior Golf Association is proposing a concept to Kalispell with a 3-year minimum contract to have a tournament Monday-Thursday with 78 players along with their staff, estimating 150 spectators. They do similar events in different regions, but when making the propose to our local course they would like to understand what our support could be. Ideal time to propose to them would be end of August.

Action taken for potential AJGA event in 2025: Britta Joy makes a motion for \$25,000, hearing none. Motion denied. Brandon Brookshire makes a motion for \$10,000, motion was seconded by Zac Ford. Board approves. Discussion: The board will look at donating more money once details are confirmed. Dawn and Diane will pursue discussions to see if the event will work with Buffalo Hill Golf Course.

Staff Meeting adjourned at 4:59PM

Respectfully submitted: Diane Medler

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

**Kalispell Tourism Business Improvement District
Summary of May 2024 Financial Reports**

TBID Checking account balance as of 05/31/24	\$163,635.16
KCVB Checking account balance as of 05/31/24	\$15,717.35
WFCU Reserve account balance	\$90,994.54
	(\$75,000 in a 4-mth CD, matures 6/23/24)

TBID Account – Expense Summary

- Admin/Operations: sponsorship of state-wide TBID meeting; wages/insurance; accounting; phone (office, Verizon); postage; copies; email and Outlook accounts; office supplies; tech support; travel and mileage; online job search platform.
- Education/outreach: registration and flight for One West Tourism Leadership Summit
- Agency services: LBPR fees April and May.
- Marketing: Wander Map key cards; social media admin; paid media Apr-Jun; photo shoots – consumer and M&C; branded notebooks.
- Earned Media/Tourism Sales/Incentives: Press trip expenses; military FAM lodging.
- Development/Events: banner for softball field.

KCVB Private Funds – Income and Expense Summary

Income: Airport warm season subscriptions; aRes commissions; VIC merch sales

Expenses: Accounting; copies

TBID Revenue

FY24 Gross Revenue	Projected Revenue	Actual	% Change vs projected	% Change YOY (Actual)
	\$610,000			
Q1 JUL-SEP (36% of total budget)	\$213,500	\$224,830	+5.3	+11%
Q2 OCT-DEC (20% of total)	\$122,000	\$107,774	-11.6	-2.6
Q3 JAN-MAR (18% of total)	\$109,800	\$92,646	-15.6	-8.2
Q4 APR-JUN (26% of total)	\$158,600			
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 May 31, 2024

	May 31, 24
ASSETS	
Current Assets	
Checking/Savings	
1010 · Checking	162,676.06
1022 · Whitefish Credit Union	
1021 · Savings	15,994.54
1025 · CD	75,000.00
	90,994.54
Total 1022 · Whitefish Credit Union	90,994.54
Total Checking/Savings	253,670.60
Total Current Assets	253,670.60
Fixed Assets	
1710 · Office Equipment	3,967.64
1820 · Web Site Development	91,230.44
1910 · Accumulated Depreciation	-46,348.00
	48,850.08
Total Fixed Assets	48,850.08
TOTAL ASSETS	302,520.68
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	25,646.71
	25,646.71
Total Accounts Payable	25,646.71
Total Current Liabilities	25,646.71
Total Liabilities	25,646.71
Equity	
32000 · Unrestricted Net Assets	243,788.11
Net Income	33,085.86
	276,873.97
TOTAL LIABILITIES & EQUITY	302,520.68

Tourism Business Improvement District

Profit & Loss - FY24

06/12/24

Accrual Basis

May 2024

	May 24	Jul '23 - May 24
Income		
4000 · TBID Revenue	91,194.00	569,880.00
4100 · Interest Income	9.01	2,048.84
Total Income	91,203.01	571,928.84
Expense		
6100 · Administrative/Operations		
6145 · Moving Expenses	0.00	2,967.51
6115 · Annual Report/Mtg	634.36	2,285.39
6122 · Audit - Chamber	0.00	2,268.95
6125 · Accounting Services	225.00	2,437.50
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	1,272.77
6150 · Postage & Copies	77.80	1,228.26
6160 · Rent	900.00	9,000.00
6180 · Telephone	120.00	1,794.37
6185 · Travel & Entertainment	33.60	1,814.34
6190 · Technology Support	197.60	3,508.68
6195 · Equipment (Software)	319.99	455.42
6199 · Other Admin	131.56	431.56
Total 6100 · Administrative/Operations	2,656.01	35,762.75
6200 · Personnel (wages)	19,335.79	233,971.73
6250 · Education/Outreach		
6260 · Staff Training, Prof Develop	1,008.96	3,219.88
6280 · Organizational Memberships	0.00	6,150.00
Total 6250 · Education/Outreach	1,008.96	9,369.88
6300 · Agency Services	5,600.00	62,425.00
6400 · Research	0.00	21,996.00
6500 · Website	0.00	4,580.02
6600 · Destination Marketing		
6620 · Marketing Resources		
6622 · Online Platforms/Subscriptions	120.00	12,287.53
6624 · Printed Collateral	325.00	375.00
6626 · Marketing Partnerships/Mbrships	0.00	200.00
Total 6620 · Marketing Resources	445.00	12,862.53
6640 · Paid Media		
6643 · Multimedia	18,490.00	87,940.00
6646 · Digital Asset Acquisition	8,752.73	12,636.53
6649 · Promotional Items	410.00	2,371.13
Total 6640 · Paid Media	27,652.73	102,947.66
6650 · Earned Media/Tourism Sales		
6653 · Media & Influencer Hosted Trips	9,751.74	23,508.05
6656 · FAM Trips/Sales Calls	0.00	-5,000.00
6659 · Meeting & Group Incentives	1,585.20	16,192.12
Total 6650 · Earned Media/Tourism Sales	11,336.94	34,700.17
6680 · Travel/Trade Shows	0.00	4,376.97
Total 6600 · Destination Marketing	39,434.67	154,887.33
6700 · Destination Stewardship/Mgmt		
6720 · VIC Funding	0.00	600.00
Total 6700 · Destination Stewardship/Mgmt	0.00	600.00
6800 · Destination Development		
6830 · Event Grant	105.00	6,105.00
6860 · Comm-Visitor Asset Dev Grant	0.00	3,500.00
Total 6800 · Destination Development	105.00	9,605.00

3:01 PM

06/12/24

Accrual Basis

**Tourism Business Improvement District
Profit & Loss - FY24
May 2024**

	<u>May 24</u>	<u>Jul '23 - May 24</u>
Total Expense	68,140.43	533,197.71
Net Income	<u>23,062.58</u>	<u>38,731.13</u>

**Tourism Business Improvement District
Profit & Loss Budget vs. Actual FY24
July 2023 through May 2024**

06/12/24

Accrual Basis

	Jul '23 - May 24	Budget	\$ Over Budget	% of Budget
Income				
4000 · TBID Revenue	569,880.00	685,000.00	-115,120.00	83.2%
4100 · Interest Income	2,048.84			
Total Income	571,928.84	685,000.00	-113,071.16	83.5%
Expense				
6100 · Administrative/Operations	35,762.75	48,500.00	-12,737.25	73.7%
6200 · Personnel (wages)	233,971.73	260,000.00	-26,028.27	90.0%
6250 · Education/Outreach	9,369.88	13,000.00	-3,630.12	72.1%
6300 · Agency Services	62,425.00	75,000.00	-12,575.00	83.2%
6400 · Research	21,996.00	20,000.00	1,996.00	110.0%
6500 · Website	4,580.02	17,000.00	-12,419.98	26.9%
6600 · Destination Marketing	154,887.33	175,000.00	-20,112.67	88.5%
6700 · Destination Stewardship/Mgmt	600.00	11,500.00	-10,900.00	5.2%
6800 · Destination Development	9,605.00	65,000.00	-55,395.00	14.8%
Total Expense	533,197.71	685,000.00	-151,802.29	77.8%
Net Income	38,731.13	0.00	38,731.13	100.0%

KALISPELL CONVENTION & VISITOR'S BUREAU
 2024 EVENT BALANCES
 Cash Basis

	SPARTAN RACE	HIGHLANDER	MTGS & CONV	VC MERCH	BWD BROCHURE	GRANTS	aRES	TBID PROJECTS	TRAVEL CONSULT	ADMIN	TOTAL
2023 Balance Forward	17,737.31	1,201.90	1,414.40	624.32	275.00	0.00	1,685.83	(774.02)	157.69	(4,686.32)	17,636.11
January	(6,000.00)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,595.26	(404.74)
February	0.00	(243.00)	0.00	0.00	0.00	0.00	0.00	(166.00)	0.00	(200.00)	(609.00)
March	(403.38)	(120.00)	(1,414.40)	0.00	(275.00)	0.00	33.28	940.02	(157.69)	(327.80)	(1,724.97)
April	0.00	0.00	0.00	0.00	0.00	0.00	160.55	0.00	0.00	(200.00)	(39.45)
May	0.00	0.00	0.00	27.00	0.00	0.00	28.95	0.00	0.00	453.45	509.40
June	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
July	0.00	0.00	0.00	0.00	0.00	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	0.00	0.00	0.00	0.00	0.00
September	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
October	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
November	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
December	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EVENT BALANCES	11,333.93	838.90	0.00	651.32	0.00	0.00	1,908.61	0.00	0.00	634.59	15,367.35

**Kalispell Chamber of Commerce
KCVB P&L by Class
January through May 2024**

May 2024	/-----TBID Projects-----/														TOTAL
	Spartan	Highlander	Mtgs/ Conv	VC Merch	Brochure	aRes	Website Redesign	Sports Facility	Campaigns	Commyty Engage	Total Projects	Travel Consult	Admin		
Income															
4025.00 · Program Revenue	-6,403.38	0.00	-1,414.40	27.00	-275.00	222.78	1,150.00	1,921.45	-610.18	-210.80	2,250.47	-157.69	6,600.00	849.78	
Total Income	-6,403.38	0.00	-1,414.40	27.00	-275.00	222.78	1,150.00	1,921.45	-610.18	-210.80	2,250.47	-157.69	6,600.00	849.78	
Expense															
5000.00 · Direct Program	0.00	363.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6.80	369.80	
5520.00 · Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	950.00	950.00	
5700.00 · Travel & Training	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,476.45	0.00	0.00	1,476.45	0.00	0.00	1,476.45	
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	45.13	45.13	
Total Expense	0.00	363.00	0.00	0.00	0.00	0.00	0.00	1,476.45	0.00	0.00	1,476.45	0.00	1,001.93	2,841.38	
Net Income	-6,403.38	-363.00	-1,414.40	27.00	-275.00	222.78	1,150.00	445.00	-610.18	-210.80	774.02	-157.69	5,598.07	-1,991.60	

Future Conferences & Large Events

2024

June

- Montana High School Rodeo State Finals – June 3-8 – Majestic Valley Arena
- Emeralds Smash Tournament – June 7-8 - Kidsport
- *2024 ABS Park Tournament – June 7-8 – ABS Park
- Herron Half Marathon – June 9 - Herron Park
- Glacier Barrel Bash – June 14-16 – Majestic Valley Arena
- Flathead Lake B Invitational – June 20-23 – Kalispell Lakers Field
- Glacier Country Llama Show – June 22-23 – Majestic Valley Arena
- *2024 MT Newspaper Association – June 17-20 – Red Lion

July

- Top Dawg ArenaCross – July 5-6 – Fairgrounds
- Mounted Shooting – July 9-11 – Majestic Valley Arena
- MT State Softball Tournament - July 12-14 – Kidsport
- John R. Harp Memorial Tournament (A) – July 12-14 – Kalispell Lakers
- Under the Big Sky Festival – July 12-14 – Big Mountain Ranch
- Event at Rebecca Farms – July 17-21, 2022 – Rebecca Farms
- Montana Reining Horse Association – July 21-26 – Majestic Valley Arena

August

- Golden Ticket Festival – August 2-4 – Majestic Valley Arena
- *Little Rock Tours – August 3-4 – Red Lion
- Treasure State Mounted Cowboy Shooting Association – August 9-11 – Majestic Valley Arena
- NW Montana Fair & Rodeo – August 14-18 Fairgrounds

September

- Foy's to Blacktail Trail Marathon – September 8 – Foy's to Blacktail Trail
- *AASHTOWare Safety User Experience Committee Meeting – September 9-12 - Hilton
- Flathead Celtic Festival – September 13-14 – Centennial Farm
- *Vicki's Tours – September 13-14– Holiday Inn Express
- *New England Tours – September 14-15 – Red Lion
- Tamarack Fall Tournament – September 21-22 – Kidsport

October

- State AA Golf – October 3 & 4 – Location not listed
- Battle of the States Bull Riding – October 12 – Majestic Valley Arena
- NRA-Northern Rodeo Association – October 24-26 – Majestic Valley Arena
- Absolute Fight Factory – October 26 - Fairgrounds

November

December

- Beauty & The Beast – December 7 – Majestic Valley Arena

- Brash Winter Series Rodeo – December 20-21 – Majestic Valley Arena

2025

May

- State A Softball – May 22-24 – Columbia Falls
- State AA-A Track & Field Meet – May 23-24 – Legends Stadium

July

- Canadian Rockies Tour – July 14 – Red Lion

6/13/24

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



Visitation & Brand Engagement Key Performance Indicators (KPI's)
Data for MAY 2024

Report Date: 6/26/2024

WEBSITE													
Top Cities				Top Pages per Engagement Time					Top Pages per views				
1. (not set)		6. Calgary		1. Grant applications					1. Home page				
2. Seattle		7. Dallas		2. Explore Like A Local					2. TTD				
3. Kalispell		8. Los Angeles		3. Ways to play in the park without vehicle resv.					3. Don't have vehicle resv				
4. Chicago		9. Phoenix		4. Visiting GNP, here's what you need to know					4. Get The Guide				
5. Denver		10. Salt Lake City		5. Somers Bay State Park					5. Events				
	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YTD
Views	53,450	46,876	43,916	38,621	24,015	25,270	32,505	32,947	40,784	46,238	37,000		421,622
Sessions	32,744	28,390	26,364	79,475	15,664	15,731	19,784	10,560	12,096	13,627	23,714		278,149

BUSINESS DEVELOPMENT		
	Month	YTD (fiscal)
Group Bookings	1	12
Room Nights	180	1048
Event/Sport Bookings	0	0
Rate Quotes	0	9
Pending Bookings	0	3
Rm potential	0	89

MARKETING CONVERSIONS - BRAND ENGAGEMENT		
	Month	YTD (fiscal)
VG Requests (web & VIC)	972	5,043
Newsletter subscribers	1,020	4,679
Social media impressions (organic)		
Facebook	93,728	1,099,716
Instagram	155,174	1,446,141
Pinterest	11,720	100,550
aRes reservations booked	0	18
aRes room nights booked	0	43
Hotel package redemptions	n/a	12

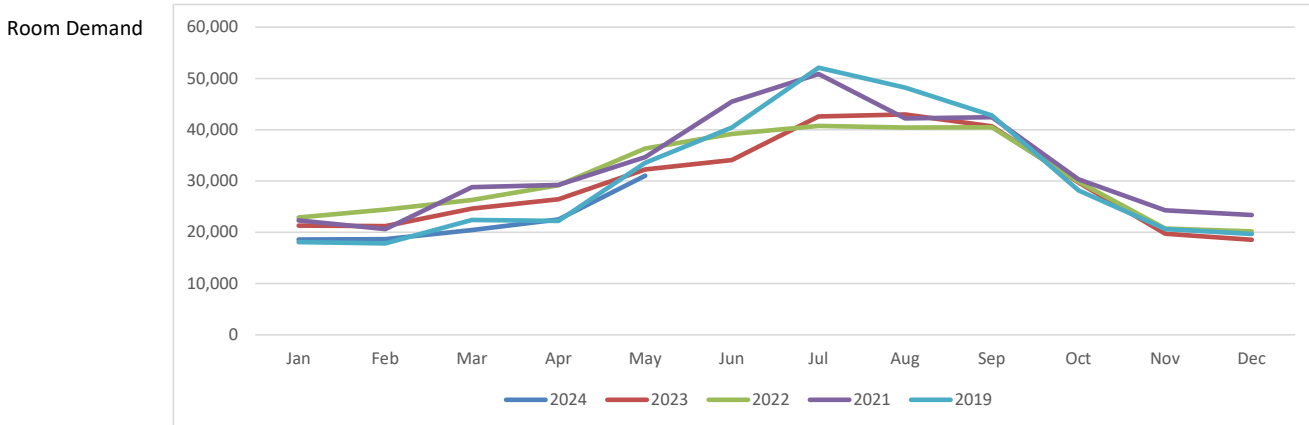
**web traffic analytics were impacted by consent banner and analytics tracking. This was resolved in early June.

PUBLICITY/EARNED MEDIA		
	Month	YTD (fiscal)
Articles	1	35
Reach	100,068	985,366,550

PAID MEDIA				
Campaign	Clicks	CTR	IMP	Benchmark CTR
Search evergreen	1,867	10.28%	15,640	4.68%
Display	732	0.13%	569,965	0.47%
Social	10,693	4.70%	240,591	2.06%
You Tube	3	0.00%	81,924	0.78%

PARTNERS		
	Month	YTD (2024)
Airport Enplanements - MAY	29,182	143,560
	7.0%	2.8%
GNP Rec Visits - APR	45,056	99,397
	2.9%	-2.8%

KALISPELL LODGING							
Smith Travel Report	MAY	YOY	YTD 2024	Running 12 Mths	FY24 Avg	Comp Set Mthly Avg	
OCC	59.2%	-2.1%	43.5%	54.7%	53.5%	65.3%	
Kalispell econ class	44.6%	-20.3%					
Kalispell mid/upper	64.5%	2.2%					
ADR	\$138.34	13.7%	\$111.81	\$158.07	\$137.38	\$143.80	
Kalispell econ class	\$90.05	-20.3%					
Kalispell mid/upper	\$147.63	9.1%					
RevPAR	81.8%	11.4%	\$48.69	\$86.43	\$82.71		



Weekly STR																		
OCC	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Run MTD
2024	63.1	60.0	64.4	48.7	43.0	58.3	60.8	59.3	85.9	87.7	47.9	62.5	66.1	68.4	67.0	68.8	68.3	67.1
2023	59.6	51.7	53.8	44.3	39.6	55.4	58.9	57.6	79.6	82.8	42.7	56.4	63.6	61.3	56.7	58.6	59.4	62.6
% chg	5.7	16.0	19.8	9.9	8.5	5.2	3.2	3.1	7.9	6.0	12.1	10.7	4.1	11.6	18.1	17.4	14.9	7.2
ADR 2024	139.91	141.40	138.90	127.86	128.00	133.82	136.52	140.17	207.02	219.07	161.68	176.77	177.21	183.75	180.39	192.06	194.17	187.90

Short Term Rentals - Kalispell City Limits (AirDNA)

	Available Listings		Occupancy Rate		Average Daily Rate		Booked Listings	
	Month	YOY	Month	YOY	Month	YOY	Month	YOY
Entire Place	201	33.1%	49%	11.7%	\$214	-0.9%	199	40.1%

FY24 May Sales Activities

Dawn Jackson, Group Sales Manager

RFP's/RFI's Sent

- 2025 Koch Family Reunion – June, July or August – 25-50 ppl – 75-150 potential rooms

Working Leads

- 2025 Great Open Spaces City Management Conference – August – 35 ppl – looking to determine a hotel and sign a contract
- 2025 Landmark Tours – Glacier and Yellowstone – September – 54 potential rooms – waiting for client confirmation
- American Junior Golf Association – AJGA - Had a call with the organizer to get more details on the possibility of hosting one of their events. Working with Buffalo Hill to see if they can accommodate this.
- 2026 Northwest Chapter American Association of Airport Executives – NWAAAE - Compiling information for the organizer of the association for a potential 2026 Annual Conference in Montana
- ISPS – continuing conversation with organizers to bring a state or regional tournament here and looking for the right fields. Continuing to try to connect with baseball fields in CF and WF for an interest in hosting outside tournaments.
- 2024 Western Montana Conservation Commission Meeting – June – 35 potential rooms – in the process of determining a Kalispell hotel
- 2024 The Foundation for Montana History – Antique Annual Roadshow – October – Hosting this roadshow – will need some rooms and is checking out the history and number of rooms needed with the previous organizer.
- 2025 MT Tavern Association – September - 2024 is in Havre and planning to host in Kalispell in 2025 will contact in July

RFP's Won

- 2024 MT Newspaper Association – June 20-22 – Red Lion – 180 rooms

RFP's Turned Down or Leads Lost

- 2025 Creative Tours – February – 30 rooms – Michael was here last April and is scouting potential for two tours he wants to bring to Kalispell – once I get more details I will send out RFPs. Went to Grouse Mountain

Group Assist

- Jonathan Laabs-Executive Director for Lutheran Education Association – Jonathan is coming to Kalispell to give out an award and interested in what options Kalispell has for meetings space. I provided a variety of ideas that he should see while he is here.
- Montana Public Service Commission wanted a conference venue that holds 30-50 people for a June hearing. Sent the information.

- Parrott's Tours – Needing a step-on-guide – suggested Western Pleasure Tours
- Beyond Horizons Tour & Travel – needed resources of things to do on a Sunday night.
- Take a Fun Trip – Damon Anderson – needs Western dinner suggestions!
- Montana Non-Profit Association – Amy Snike – looking for meeting space for 50 ppl – seminar presentation

Miscellaneous Tasks

- Completed video script, location confirmation, and on-site videography for venue project
- Followed up on Military Planner FAM with attendees, vendors, and financials.
- Continued FAM conversation with Glacier Country and Southwest Tours with Travel Agents and Tour Operators – Dates will be October 7-11, 2024
- Provided dates and times for a photo shoot with Hunter at ABS and Conrad Complex
- Met with Jeremiah Maynard – Glacier Drift Boat Tours for activity suggestions
- Assisted with Interviews for new Marketing & Communications Manager
- Sent flyer with Kalispell information to MT Chamber for the MT Governor's Cup in July 2024
- Worked on the USA Softball Incentive Agreement
- Attended the DK Chamber Growth Summit
- Attended City Council in support of the TBID fee increase
- Attended DK Chamber Summer Luncheon