

Board of Directors Meeting
Kalispell Tourism Business Improvement District
Wednesday, June 22, 2022
3:00 pm – 5:00 pm

Location: Kalispell Chamber or Zoom

AGENDA

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 submitted for the Big Sky Reining Classic put on by the Montana Reining Horse Association (MRHA) at the Majestic Valley Arena, August 8-14. Anticipate 200+/- competitors. Requesting \$1,000 to be used for production and promotion. Anticipated room nights 100.
3. Board Action Items
 - a) Approval of minutes from May 25, 2022
 - b) Approval of financials for May, 2022
4. Board Discussion
 - a) Follow up discussion on Outside Kind Flathead grant
 - b) Rollover funds available for allocation
 - c) Event updates
 - d) Staff reports

Enclosures: May 25, 2022 board meeting minutes
TBID financial statements for May 2022
KCVB dashboard and reports

For Further Information Please Contact:

Bryce Baker, Board Chair - kalispell@myplacehotels.com 406-752-4847
Diane Medler, Discover Kalispell - diane@discoverkalispell.com or 406-758-2808

2022 TBID Board Meeting Schedule (subject to change)

(Meetings are held at the Kalispell Chamber unless otherwise notified)

January 26	February 23	March 23	April 27	May 25	June 22
July 27 (tentative)	August 24	September 28	October 26	December 14	

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, May 25, 2022
3:00 pm – 5:00 pm

Location: Kalispell Chamber or Zoom

Board Members Present: Bryce Baker, Britta Joy, Robert Hall, Zac Ford, Chris Walters, Corbin Bedard

Via Zoom: Dawn Hendrickson

Board Members Absent:

Staff Present: Marisa Mikonis, Lorraine Clarno, Diane Medler

Via Zoom: Dawn Jackson

Guests: Margosia Jadcowski – Whitefish Legacy Partners

MINUTES

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

1. Hear from the Public - None

2. Visitor Amenity Grant Application - Margosia Jadcowski representing Outside Kind Flathead.

- Outside Kind is a collaborative project working on behalf of local multi-use trails including Foy's To Blacktail and Rails To Trails. Grant request is for creation and installation of signage related to responsible recreation. Grant request is \$3,000.

3. Board Action Items

a) Approval of minutes from April 27, 2022

- Motion was made by Zac Ford to approve the minutes. Motion was seconded by Robert Hall. Discussion: none. Board approved unanimously.

b) Approval of financials for April, 2022

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

c) RFP – Sports Facility

- Received RFP proposals from Huddle Up Group, LSW with Ballard King, and The Sports Facilities. Board discussed the pros and cons of each proposal. Also discussed what next steps this study could generate (potential developers) and the benefits looking at it from a sports tourism angle - a sports facility would attract more year-round events and aligns with Discover Kalispell's stewardship and advocacy roles for the community.
- Motion was made by Britta Joy to award the scope of work to the Sports Facility Company. Zac Ford seconds the motions. Chris Walters declines the motion. The remainder of the board approves. Motion is passed.

d) Grant application scoring

- The board reviewed the visitor amenity grant application and scored according to grant criteria. The board discussed how it would be beneficial to have materials consistent between trail systems in the valley. The board agrees that print materials should be distributed to businesses, hotels, outfitters, and visitor centers with a question of how much and what materials will be provided. Also questions on where the signs will be placed along the Foy's to Blacktail Trails and Rails to Trails. Discover Kalispell would like to use the marketing materials across their social media as well.

- Robert made a motion to approve the \$3,000 cash for Outside Kind Flathead projects and for Marisa to forward the board's additional questions to the applicant. During the June TBID board meeting the board will review the additional information and consider providing additional funds to the project. Britta Joy seconded the motion. Board approved unanimously.

4. Board Discussion

a) 5 room minimum – The Clark Farm Silos

- Board discusses how The Clark Farm Silos do meet the criteria for membership as a TBID Associate Member and that the property would be unique to our lodging inventory. They are a year-round business unlike other short-term rentals and would benefit from our marketing. Dawn and Diane will follow up with The Silos to see if they are interested in joining the TBID.

b) The Event at Rebecca Farm – USAE September

- The event is August 30-September 4, first time in Montana. The event will bring riders and spectators from all over the world at a higher level than the July Rebecca Farm event. Board discussed how this is a one-time event, not annual and we will need to become more open to funding summer events due to the future concerns of things slowing down in the valley. For TBID funding the organizers must submit an event grant application. The sponsorship will be a coop with the Chamber.

c) Event updates

- Spartan Race weekend showed 86% occ on July 6th, 91% occ July 7th, and 63% occ July 8th. There were over 8,000 racers this year. Complete data forthcoming from Spartan. DK staff will provide an event recap report at the June meeting.

d) Staff reports

- Dawn provided updates on NW Spotlight trade show she attended for the domestic tour operators, as well as International Roundup with international tour operators. She is heading to MSAE luncheon in Helena this week along with sales calls in Helena and Missoula. First half of June includes meeting planner FAM tour and the POMA conference.
- Marisa and Diane gave updates on the success of Flathead Hospitality Workshops with engaged hotel groups. In the works of potentially having another class in June.

Meeting was adjourned at 4:54 PM.

Respectfully submitted: Diane Medler
For further information, please contact:
diane@discoverkalispell.com or 406-758-2808

**Kalispell Tourism Business Improvement District
Summary of May 2022 Financial Reports**

TBID Checking account balance as of 5/31/22	\$105,348.08
KCVB Checking account balance as of 5/31/22	\$89,187.81
WFCU Reserve Account balance (as of 3/31/22)	\$224,654.14

TBID Account – Expense Summary

Admin: rent; accounting; phone (office, Verizon); postage; copies; email and Outlook accounts; office supplies; tech support; travel.

Marketing Support: hospitality customer service workshops; grant award (Outside Kind Flathead, Libby Productions); agency services

Website: maintenance/enhancements; search engine marketing

Consumer: social media administration; airport display stocking

M&C: trade show expenses; meeting planner FAM expenses; sales calls

PR/Publicity: monthly PR contract (Lightning Bug PR)

KCVB Event Account – Income and Expense Summary

Income: Refund Calgary Outdoor Show; aRes commission; Personalized Travel Consultation; Spartan beverage sales; vendor registration fees

Expenses: Spartan – beer garden, leased equipment, staff meals & transportation, supplies, promoter fee, permits and fees; Honeybook monthly subscription; volunteer insurance; staff TIPS training certification; copies; postage.

TBID Revenue

FY22 Gross Revenue	Projected	Actual	% Change vs. projected	% Change YOY (Actual)
Total Budget	\$625,000			
Q1 JUL-SEP (46% of total)	\$287,500	\$232,312	-19%	3%
Q2 OCT-DEC (20.5% of total)	\$128,125	\$116,205	-10%	14%
Q3 JAN-MAR (17% of total)	\$106,250	\$101,676	-4%	-6%
Q4 APR-JUN (16.5% of total)	\$103,125			
FY21 Gross Revenue	Projected	Actual	% Change vs. projected	% Change YOY (Actual)
Total Budget	\$560,000	\$611,569	9.2%	8.8%
Q1 JUL-SEP	\$257,600	\$224,785	-14.5%	-12.7%
Q2 OCT-DEC	\$114,800	\$101,676	-12.9%	-11.4%
Q3 JAN-MAR	\$95,200	\$108,206	12%	13.6%
Q4 APR-JUN	\$92,400	\$176,902	47%	91.4%

Tourism Business Improvement District

06/10/22

Balance Sheet

Accrual Basis

As of May 31, 2022

	<u>May 31, 22</u>
ASSETS	
Current Assets	
Checking/Savings	
1010 · Checking	90,805.81
1020 · Whitefish Credit Union	224,654.14
Total Checking/Savings	<u>315,459.95</u>
Total Current Assets	315,459.95
Fixed Assets	
1710 · Office Equipment	4,048.20
1820 · Web Site Development	91,230.44
Total Fixed Assets	<u>95,278.64</u>
TOTAL ASSETS	<u>410,738.59</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	10,258.31
Total Accounts Payable	<u>10,258.31</u>
Total Current Liabilities	<u>10,258.31</u>
Total Liabilities	10,258.31
Equity	
32000 · Unrestricted Net Assets	446,155.49
Net Income	-45,675.21
Total Equity	<u>400,480.28</u>
TOTAL LIABILITIES & EQUITY	<u>410,738.59</u>

Tourism Business Improvement District

Profit & Loss - FY22

06/10/22

Accrual Basis

May 2022

	May 22	Jul '21 - May 22
Income		
4000 · TBID Revenue	0.00	529,773.55
4100 · Interest Income	1.03	13.51
Total Income	1.03	529,787.06
Expense		
5000 · Staffing	18,451.00	241,713.74
5100 · Administrative		
5160 · Rent	900.00	6,600.00
5180 · Telephone	233.35	2,446.59
5140 · Office Supplies	52.70	982.76
5150 · Postage & Copies	438.91	1,531.71
5122 · Audit - Chamber	0.00	1,650.15
5125 · Accounting Services	180.00	2,362.50
5350 · City of Kallispell Admin Fee	0.00	4,422.55
5185 · Travel & Entertainment	528.65	3,730.70
5190 · Technology Support	80.00	1,020.00
5195 · Equipment (Software)	0.00	2,279.97
5115 · Annual Report/Mtg	0.00	2,156.25
5199 · Other Admin	0.00	214.01
5130 · Directors & Officers Insurance	0.00	1,163.00
Total 5100 · Administrative	2,413.61	30,560.19
5200 · Marketing Support		
5210 · Smith Travel Reports	0.00	8,900.00
5230 · Organizational Memberships	0.00	13,470.00
5220 · Training & Education	590.00	1,398.00
5240 · Research	0.00	5,060.00
5242 · Grant Program	4,500.00	15,905.00
5235 · Creative Agency Services	8,600.00	42,026.00
5237 · aRes	0.00	4,858.58
5300 · Branding	0.00	4,513.31
Total 5200 · Marketing Support	13,690.00	96,130.89
5250 · Web Site		
5260 · Website Redesign	0.00	0.00
5270 · Maintenance & Enhancements	2,018.00	11,797.87
5280 · Website Marketing (SEO & SEM)	1,667.00	19,003.00
Total 5250 · Web Site	3,685.00	30,800.87
5400 · Consumer Marketing		
5405 · Photo and Video Library	0.00	951.49
5430 · Social Media Administration	1,095.00	8,460.00
5450 · Media Buy	0.00	36,727.00
5460 · Travel Show Attendance	0.00	-595.21
5480 · Airport Visitor Display	75.00	975.00
5420 · E-Marketing	0.00	2,417.50
5496 · Visitor Guide & Niche Brochures	0.00	5,619.87
Total 5400 · Consumer Marketing	1,170.00	54,555.65
5500 · Events & Sports-Operatn & Promo		
5502 · Spartan Race	0.00	35,000.00
5512 · Hotel Campaign	0.00	2,080.00
Total 5500 · Events & Sports-Operatn & Promo	0.00	37,080.00
5550 · M&C and Groups		
5565 · Meeting Planner Shows	148.51	4,520.46
5567 · Meeting Planner FAM	81.48	253.18
5570 · M&C and Group Incentive Program	0.00	3,524.50
5571 · Media Buy	0.00	16,590.00
5575 · EMarketing	0.00	701.25

Tourism Business Improvement District

Profit & Loss - FY22

06/10/22

May 2022

Accrual Basis

	May 22	Jul '21 - May 22
5573 · Group Photo & Video Library	0.00	112.20
5574 · M&C Collateral	0.00	265.00
5583 · Customer Relationship Mgmt Syst	0.00	4,500.00
5589 · M&C Memberships	0.00	1,094.00
5585 · Sales Calls	790.75	1,424.66
Total 5550 · M&C and Groups	1,020.74	32,985.25
5650 · Publicity		
5666 · PR Agency	2,625.00	28,875.00
5660 · Travel Media Press Trips/FAM	0.00	8,280.97
5680 · Kalispell Branded Merchandise	0.00	1,135.60
Total 5650 · Publicity	2,625.00	38,291.57
Total Expense	43,055.35	562,118.16
Net Income	-43,054.32	-32,331.10

Tourism Business Improvement District
Profit & Loss Budget vs. Actual FY22
 July 2021 through May 2022

	Jul '21 - May 22	Budget	\$ Over Budget	% of Budget
Income				
4000 · TBID Revenue	529,773.55	651,500.00	-121,726.45	81.3%
4100 · Interest Income	13.51			
Total Income	529,787.06	651,500.00	-121,712.94	81.3%
Expense				
5000 · Staffing	241,713.74	239,700.00	2,013.74	100.8%
5100 · Administrative	30,560.19	37,050.00	-6,489.81	82.5%
5200 · Marketing Support	96,130.89	94,900.00	1,230.89	101.3%
5250 · Web Site	30,800.87	32,000.00	-1,199.13	96.3%
5400 · Consumer Marketing	54,555.65	84,450.00	-29,894.35	64.6%
5500 · Events & Sports-Operatn & Promo	37,080.00	35,000.00	2,080.00	105.9%
5550 · M&C and Groups	32,985.25	81,400.00	-48,414.75	40.5%
5650 · Publicity	38,291.57	47,000.00	-8,708.43	81.5%
Total Expense	562,118.16	651,500.00	-89,381.84	86.3%
Net Income	-32,331.10	0.00	-32,331.10	100.0%

KALISPELL CONVENTION & VISITOR'S BUREAU
 2022 EVENT BALANCES
 Cash Basis

	SPARTAN RACE	INDOOR SOCCER	MTGS & CONV	VC MERCH	BWD BROCHURE	GRANTS	aRES	WEBSITE REDESIGN	TRAVEL CONSULT	ADMIN	TOTAL
2021 Balance Forward	2,591.57	10,973.65	1,414.40	574.82	275.00	0.00	283.10	38,550.00	138.93	(400.01)	54,401.46
January	0.00	0.00	0.00	0.00	0.00	0.00	11.96	0.00	(27.00)	(235.32)	(250.36)
February	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(180.00)	(180.00)
March	31,264.70	0.00	0.00	0.00	0.00	0.00	28.16	0.00	0.00	215.00	31,507.86
April	(294.00)	0.00	0.00	0.00	0.00	0.00	131.60	0.00	(27.00)	104.03	(85.37)
May	3,169.29	0.00	0.00	0.00	0.00	0.00	51.54	0.00	63.75	92.90	3,377.48
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	36,731.56	10,973.65	1,414.40	574.82	275.00	0.00	506.36	38,550.00	148.68	(403.40)	88,771.07

Kalispell Chamber of Commerce
KCVB P&L by Class
 January through May 2022

	<u>Spartan</u>	<u>aRes</u>	<u>TCP</u>	<u>Admin</u>	<u>TOTAL</u>
Income					
4025.00 · Program Revenue	0.00	91.66	0.00	1,251.44	1,343.10
4400.00 · Grants & Contributions	0.00	0.00	10.00	0.00	10.00
4410.00 · TBID Revenue	35,000.00	0.00	0.00	0.00	35,000.00
4700.00 · Special Events	10,385.21	131.60	65.00	0.00	10,581.81
Total Income	<u>45,385.21</u>	<u>223.26</u>	<u>75.00</u>	<u>1,251.44</u>	<u>46,934.91</u>
Expense					
5000.00 · Direct Program	22,358.94	0.00	45.00	4.20	22,408.14
5060.00 · Bank Fees & Service Charges	69.92	0.00	2.25	92.50	164.67
5260.00 · Insurance	979.00	0.00	0.00	16.15	995.15
5520.00 · Professional Fees	0.00	0.00	0.00	855.00	855.00
5700.00 · Travel & Training	125.60	0.00	0.00	0.00	125.60
5360.00 · Meetings & Staff Meals	226.50	0.00	0.00	0.00	226.50
5420.00 · Office	0.00	0.00	0.00	53.77	53.77
5740.00 · Travel	73.71	0.00	0.00	0.00	73.71
Total Expense	<u>23,833.67</u>	<u>0.00</u>	<u>47.25</u>	<u>1,021.62</u>	<u>24,902.54</u>
Net Income	<u>21,551.54</u>	<u>223.26</u>	<u>27.75</u>	<u>229.82</u>	<u>22,032.37</u>

WEBSITE (Y/Y Comparison) MAY

Users 21,964 (-11%)	Pgs/Session 3.15 (-10%)	Session Duration 01:14 (-16%)	Page Views 84,016 (-19%)
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Top Cities

1. Kalispell	6. Calgary
2. Seattke	7. Dallas
3. Salt Lake City	8. Denver
4. not set	9. Whitefish
5. Los Angeles	10. Portland

Top Pages

1. Home page	6. TTTD Downtown
2. Travel Guide	7. Events
3. Don't have entry ticket	8. TTD Flathead Lake
4. Get The Guide	9. TTD
5. TTD GNP	10. Lodging

aRes (Google Analytics)

list views	8,819 (-52%)
list clicks	193 (-71%)
list CTR	2.19% (-39%)

Lodging Page

page views	1,754 (-31%)
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CONVERSIONS (digital) - MAY

	Month	YTD (fiscal)
VG Requests (web-online/postal)	403	3,708
Newsletter subscribers	64	3,577
aRes reservations booked	7	62
aRes room nights booked	14	126
Future grp rm/nts contracted	0	1,367

GROUP SALES - MAY

RFP's Sent to Hotels	0
Proposals to Clients	0
Groups Assisted	3
Future group rooms won	0

SOCIAL MEDIA - MAY



	Facebook	Instagram	Pinterest	Twitter
Followers	38,210	18,561	78,370	4,082
Impressions (organic)	75,115	118,598	11,000	3,705
Reach/profile visits	73,240	111,192		
Reach/stories		11,162		
Link Clicks		296		

MARKETING CAMPAIGNS - MAY

PAID: SEM - 9,103 imp; 1,236 clicks; 13.58% CTR; \$1.35 CPC.; 94 conversations. DISPLAY - 246,308 imp; 1,295 clicks; 0.53% CTR; \$0.78 CPC; 14 conversions. SOCIAL - 299,576 imp; 6,468 clicks; 2.16% CTR; \$0.13 CPC. LINKED IN - 3,087 imp; 15 clicks; 0.49% CTR; \$7.00 CPC. YOU TUBE - 166,290 imp; 2,039 clicks; 1.23% CTR; \$0.81 CPC.

EARNED MEDIA COVERAGE: Spartan Race, KGEZ, KPAX - 253,321 imp; 10 Adventure Gateway Towns, NW Travel Magazine - 40,000 imp; Gas Prices and Inflation Could Impact Summer Visits, DIL - 153,198 imp. MEDIA OUTREACH - Meetings Today.

VISITOR INFORMATION CENTER - MAY

	Month	YTD (fiscal)	YTD (calendar)
Calls	102	1,217	454
Walk-ins	176	2,223	417
Intercom (web chat)	52	652	247
VG's requested	240	3,355	1,713
TOTAL	570	7,447	2,831

PARTNERS

	Month (Y/Y)	YTD
Airport Enplanements - May	27,270 (+4%)	130,316 (+29%)
GNP Recreational Visits - May	not available	(%)

LODGING - MAY

Running 12

Annual Averages	YTD 2022	Mths	FY22 YTD Avg
Kalispell			
OCC	49.5%	67.7%	55.6%
econ class	45.6%		
mid/upper	51.2%		
ADR	\$94.77	\$136.97	\$120.90
econ class	\$61.68		
mid/upper	\$107.36		
DEMAND	136,248	394,562	31,736

	May	YOY	vs 2019
Kalispell			
OCC	65.7%	12.6%	19.9%
econ class	64.3%	30.8%	
mid/upper	66.4%	6.6%	
ADR	\$113.71	18.6%	30.3%
econ class	\$71.59	8.3%	
mid/upper	\$131.96	25.3%	
Comp Set Avg			
OCC	65.4%	7.0%	0.9%

Weekly STR

	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Run
OCC	May 28	29	30	31	Jun 1	2	3	4	5	6	7	8	9	10	11	MTD
2022	69.7	56.5	51.5	65.9	62.8	64.4	79.3	82.5	50.1	61.0	66.6	69.4	64.6	72.8	75.8	68.1
2021	77.9	69.9	50.6	61.1	63.2	64.7	84.0	88.1	59.0	70.4	75.2	76.2	74.0	81.6	83.4	72.5
% change	-10.5	-19.2	1.7	7.9	-0.7	-0.6	-5.5	-6.3	-15.1	-13.4	-11.4	-9.0	-12.7	-10.8	-9.1	-6.1
ADR 2022	129.07	118.84	114.85	120.60	149.09	148.59	183.15	193.49	154.54	160.36	159.85	160.52	157.59	173.72	177.76	166.87

Short Term Rental Data - AirDNA

Kalispell City Limits - May 2022 vs May 2021

Property Type:	Available Listings			Occupancy Rate			Average Daily Rate		
	2021	2022	% Chg	2021	2022	% Chg	2021	2022	% Chg
Entire Place	296	445	50.3%	63%	57%	-9.4%	257	311	21.2%

Occupancy Rate - Last Twelve Months

	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
LTM Ending May 2022	80%	87%	83%	76%	60%	49%	50%	48%	47%
LTM Ending May 2021	53%	80%	79%	77%	64%	43%	48%	43%	56%
% Chg	49%	9%	5%	-2%	-7%	15%	4%	13%	-15%

	Mar	Apr	May
	51%	56%	57%
	61%	53%	63%
	-16%	5%	-9%

May 2022 Monthly Report

Dawn Jackson, Group Sales Manager

RFP's/RFI's Sent:

Proposals Sent:

Working leads:

- 2022 October Northwest Rental Association – Confirmed for October and waiting for RFP information from their board
- 2024 NAMO – National Association of Motorcoach Operators – working on RFP details through Mary for September 2024
- 2024 May, September, October - OWA-Outdoor Writers Association of America - made the shortlist – Organizer will visit June 27 & 28
- 2022 W.R. Grace & Company – June – Working with Hilton
- 2023 Dermatology Conference – October
- 202 Northern Rodeo Association – discussed lodging options for this October

Working Leads Lost or Turned Down:

RFP's Won:

Group Assist:

- Kim Jordan, looking for group restaurants for reunion in July
- Richie Brower Pathfinders group coming in September – preliminary planning stages
- Nicole Hernandez, wanting 5 diamond properties in Kalispell

May Highlights:

- Worked at Spartan Race
- Attended UNWIND at Firefly Horse Company & Wellness Retreat Center
- Continued planning with POMA | Montana League of Cities and Towns (site tour)
- Attended IRU in Fargo ND – 43 sessions with international tour operators, ITO (Inbound Tour Operators) and RMI market representatives
- Met with (4) Post FAM trip guests at the Silos – Tour Operators from Ireland and UK
- Presentation to MSAE Luncheon in Helena
- 3 Helena sales Calls
 - MT Health Care Association
 - MT Credit Union Association
 - MT Telecommunication Association
- 4 Missoula Sales Calls
 - Adventure Cycling Association
 - Rehabilitation Association of MT
 - MT Chapter of the American Physical Therapy Association
 - MT Health Care Purchasers

Future Conferences & Large Events

2022

May

- Cow Puncher US Shootout – May 6 – Majestic Valley Arena
- *Spartan Race – May 7-8 – Bigfork
- Montana Youth Rugby State Tournament – May 14 – Glacier High School
- 406 Consignary – May 14-15 - Fairgrounds
- *Kalispell Lakers-Canadian Days Tournament – May 20-21 – Lakers Field
- 5th Annual Serious Motorcycle Enthusiasts Group Motorcycle Show – May 21 – Fairgrounds
- Hard Knocks Montana State Championships – May 21 - Fairgrounds

June

- *Kalispell PBR (Professional Bull Riders)– June 2 - Fairgrounds
- Three Blind Refs Soccer Tournament-June 4-5 – Citywide
- *National Forest Legacy-June 6-10 -Red Lion-Rescheduled from 2020
- Herron Half Marathon – June 12 – Herron Park
- *POMA-Professional Outdoor Media Association-June 14-16 - Red Lion
- Top Dawg Arena Cross – June 17-18 – Fairgrounds
- *Kalispell Lakers-Flathead Invitational-June 23-25 – Lakers Field

July

- Area 406 Festival – July 1-2 - Fairgrounds
- *Kalispell Lakers-John Harp Memorial Tournament-July 8-9 – Lakers Field
- Montana Royal Livestock Show – July 16-17 – Fairgrounds
- Up in Arms Gun Show – July 16-17 - Fairgrounds
- Under the Big Sky Festival – July 17-18 – Big Mountain Ranch
- *Kalispell Lakers-Western “A” District Tournament-July 20-23 – Lakers Field
- *Event at Rebecca Farms – July 2-24, 2022 – Rebecca Farms
- Cirque Ma’Ceo – July 22-24 – Majestic Valley Arena
- Montana Renaissance Faire – July 30-31 – Majestic Valley Arena

August

- Montana Renaissance Faire – August 6-7 – Majestic Valley Arena
- NW Montana Fair & Rodeo – August 17-21 – Fairgrounds
- USEA American Eventing Championships – August 30-September 4 – Rebecca Farms

September

- USEA American Eventing Championships – August 30-September 4 – Rebecca Farms
- NWMACA Gun Show – September 9-11 Majestic Valley Arena
- *Red Angus Association of America-September 14-16, 2022-Hilton
- Quilt Show – September 16-17 – Fairgrounds
- Hard Knocks Boxing – September 17 - Fairgrounds
- Foy's to Blacktail Trail Marathon – September 18 – Foy's to Blacktail Trail
- *Pathfinders NPUC – September 21-25 - Fairgrounds

October

- Whitefish Trail Legacy Run – October 1-2 - Whitefish
- *MT League of Cities and Towns-October -4-7, 2022-Hilton & Red Lion + overflow rooms
- Battle of the States Bull Riding – October 8 – Majestic Valley Arena
- Le Grizz Ultra Marathon – October 8 - Polebridge
- *MT Mental Health Conference – October 14-16 – Red Lion
- *NRA-Northern Rodeo Association – October 28-30 – Majestic Valley Arena

November

- The Market Beautiful Christmas Show – November 11-12 – Fairgrounds

6/9/2022

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