

**Board of Directors Meeting  
Kalispell Tourism Business Improvement District  
March 26, 2025  
3:00 - 5:00 pm**

**Discover Kalispell/Chamber, 2 South Main Street, 2<sup>nd</sup> floor board room**

3:00 p.m. 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. NW Shootout Lacrosse Grant Application presentation – Brian Plunkett
3. Board Action Items
  - a) Approval of minutes from February 26, 2025
  - b) Acceptance of financials for February 2025
  - c) Approval of FY26 budget and strategic priorities
  - d) Group incentive grant – Human Bear Conflict conference
  - e) Event grant application scoring – NW Shootout Lacrosse
4. Board Discussion
  - a) Ski package campaign report
  - b) Discussion on the event grant criteria
  - c) Staff reports

Enclosures: February 26, 2025 meeting minutes  
TBID financial reports for February 2025  
FY26 draft budget and strategic priorities  
Discover Kalispell dashboard and reports

For Further Information Please Contact:

Bryce Baker, Board Chair [kalispell@myplacehotels.com](mailto:kalispell@myplacehotels.com) 406-752-4847  
Diane Medler, Discover Kalispell Executive Director [diane@discoverkalispell.com](mailto:diane@discoverkalispell.com) 406-758-2808

2025 TBID Board Meeting Schedule (subject to change)

January 22	February 26	March 26	April 23	May 28	June 25
July 23	August 27	September 24	October 22	December 10	

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  
February 26, 2025  
3:00 – 5:00 pm**

**Location: Discover Kalispell Chamber, 2 South Main St, 2<sup>nd</sup> floor boardroom**

**Board Members Present:** Robert Hall, Skyler Rieke, Haley Wilson, Mitchell Bump

**Board Members Via Zoom:** Britta Joy, Zac Ford

**Board Members Absent:** Bryce Baker

**Staff Present:** Diane Medler, Ben Gould, Natalie Wallon, Meche Ek, Lorraine Clarno

**Guests Present:** Abbi Whitaker, Ty Whitaker and Haley Walter (The Abbi Agency), Tia Troy (Lightning Bug Public Relations)

**Guests Present Via Zoom:** Amy Robbins (Montana High School Rodeo Association)

The meeting was called to order at 3:02 pm by Vice Chair of the Board, Robert Hall.

1. **Hear from the Public – none.**

2. **Event Grant application presentation - Montana High School Rodeo Finals** \*see below for more details.

3. **Board Action Items**

**a. Approval of minutes from January 22, 2025**

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

**b. Approval of financials for January 2025**

Motion was made by Skyler Rieke to approve the financials. Motion was seconded by Haley Wilson. Discussion: none. Board approves unanimously.

**c. Approval of Montana High School Rodeo State Finals Grant**

Motion was made by Skyler Rieke to approve a Gold-Level Sponsorship of \$5,000. The first condition of the sponsorship is that the funds cannot be allocated to room night costs for contractors and must be used solely for the event space expenses. Additionally, we request to exchange the 30-second commercial that is part of our package during the state finals rodeo, opting instead to showcase Discover Kalispell's logo during instant replays or similar promotional segments. Motion was seconded by Britta Joy. Discussion: none. Board approves unanimously. *\* see below for more details*

**d. Approval of Budget for Fiscal Year 2026**

Robert made a motion to set the budgeted revenue for fiscal year 2026 at \$1,125,000. Skyler seconded the motion. Discussion: None. Boards approved unanimously. *\*\* see below for full discussion.*

#### **4. Board Discussion**

##### **a. Event Grant Applications\***

Amy Robbins from the Montana High School Rodeo State Finals gave an overview of her event grant application, which is to be held June 2-7, 2025, at Majestic Valley Area. There will be approximately 200 contestants competing with an estimated attendance of 2,000-3,000. They project 150+ room nights for this event, 60 of those room nights are set to go towards contractors with the Homewood Suites. She said the event is set to be in Kalispell for the next four years at Majestic Valley Arena. She requested \$10,000 from Discover Kalispell to be a Diamond Level Sponsor.

The board discussed how there was always going to be a limited number of entries each year, but that the event creates pre/post-stays and/or repeat stays. Skyler noted that a big detractor was that it was not during a shoulder-season, but that he found value in Discover Kalispell supporting the event. It was noted that although the event cannot grow in terms of number of participants, it does bring in new participants each year as they age out.

Natalie shared the state finals marketing promotional options as well as the different sponsorship levels. The board expressed a disinterest in the 30-second commercial during the state finals. Robert also recommended continuing the precedent set by other grants to ensure that any grant funds continue to go towards event operation costs. Britta expressed interest in supporting rodeo as a board and the instant replay option was preferable. *\*see final voting approval above.*

##### **b. Budget for Fiscal Year 2026\*\***

Robert opened the discussion with reporting on 2023 and 2024 TBID revenue and room nights. Diane then discussed the year-over-year results, as well as mentioning travel trends, including concerns about inflation and personal finances that could impact travel. Abbie shared statistics on the disparity in who is spending on travel and the need to promote budget/value travel.

Zac suggested applying the \$4 TBID room fee to the 2024 actualized room nights for a projected revenue of \$1,138,204. Skyler recommended using the FY25 Q1 room nights number rather than FY24 Q1 to have a more up-to-date room count, which equals a projected revenue of \$1,155,744.

Britta expressed fears of matching the occupancy of last year, given that Canadian travel and demand is down year-over-year. She suggests planning for a reduction in room nights, perhaps 5%, to be cautious. The estimated revenue after decreasing room nights by 5%, is \$1,097,000.

Diane shared that the TBID has a reserve funds balance of \$94,373. She also explained that the budget is a planning tool, actual spending depends on collected revenue. The

DK team monitors lodging data and quarterly revenue collections and makes adjustments in spending as needed during the fiscal year.

Robert suggested a budgeted revenue of \$1,125,000, which is a 4% decrease from FY25. Zac shared that he agreed with Robert's number. Skyler shared that Robert's number of \$1,125,000 would be the lowest he would want to go.

### **c. Agency Presentations**

Haley Burgess with The Abbi Agency reviewed the evergreen paid media Kali-spell bound creative, where she identified some changes in our creative strategy, including more image-first content and imagery/messaging that more clearly identifies Kalispell as being located in Montana. She also reviewed the ski package metrics, which are seeing good growth in CPM and CPC is going down, with Haley acknowledging that CTR goes down a little with an increased target audience. Lastly, she shared KPI growth across the board for the ski package promotion and reviewed some early results from Clicktripz.

Tia Troy with Lightning Bug Public Relations gave an update on mid-year earned media and reviewed the promotions received through the recent winter influencers who Discover Kalispell hosted. She also shared details regarding the upcoming Spring Press Trip which hosts traditional travel journalists. The board and agencies also discussed tensions with Canadian visitors around tariffs as well as the hiring freezes and layoffs for national park staff (Glacier National Park).

### **d. Event Grant Post Reports**

Natalie reviewed the post-event grant report of the Griz Classic which took place on January 4th, 2025, at the Woodland Ice Center. The \$4,000 grant stipulated that the grant funding must be used for operational expenses to run the 2nd Annual Griz Classic tournament and that grant funds could not be used for special event insurance or structural costs.

The report detailed that the funds were used for staffing, snow removal, and rink setup. The event was a success, with the venue nearly reaching full capacity. The event has been confirmed for next year on January 3, 2026, with Washington State University playing the Grizzly hockey team. The Flathead Valley Hockey Association expressed interest in partnering together on future initiatives, looking to improve community involvement, marketing/outreach, venue enhancements, and generating increased room nights from next year's event.

### **d. Staff Reports**

Natalie then reviewed the most up-to-date ski package promotion updates. The campaign began on December 20, 2024, with an end date of March 30, 2025. The campaign has generated 89 reservations thus far, resulting in 159 room nights requested across 13 properties. She also reviewed some paid media metrics for

December and January for the campaign. The TBID hotel room revenue (per aRes) has resulted in \$20,755.70 (through February 18).

Ben asked the board how he could best retrieve the quarterly segment data as he has not received many responses from the hotels. The board asked that he resend the request. Skyler also recommended getting a segment report directly from the hotel (in their report format) and not having to have the hotel translate into the Discover Kalispell format.

Ben reviewed some upcoming RFP's, including the 2025 AA State Track event, the 2025 BLD Connections lumber tour, the 2025 Human Bear Conflict (contracted to the Red Lion, plans to review their group incentive grant application next board meeting), the upcoming Kalispell Lakers tournaments, 2025 Majestic Tour, Natural Stone Institute for a safety tour, 2026 HSNi Ultimate Championships, 2026 Purpose Driven bus tours, and the 2028 Montana Association of Weavers and Spinners. He also touched on sports initiatives and contacts he's made to push for more sporting events.

Natalie gave a brief update on the new intern for Discover Kalispell and the next phase of Forrest's Rediscovering Kalispell campaign.

Diane reported on airport runway resurfacing, which will take place in July of 2026, closing the airport 2-3 days a week for 4-5 weeks. She also asked the board for feedback on the Front of House Handbook from last year so that Discover Kalispell can make updates for this year.

Lastly, Diane gave updates on the legislative sessions. SB90 was amended to remove the use of the lodging facility use tax for property tax relief. The bill now goes to Senate finance. Travel industry partners will continue to monitor. Other bills the industry is watching include SB409 which adjusts how Commerce can spend bed tax - no impact to DMO's. SB336 - would limit regulations that municipalities can apply to short term rentals. MLHA is opposing, amendment to the bill is anticipated. SB307 - reallocates marijuana tax and would eliminate funding to state parks, trails, recreation - travel industry is opposing.

**Meeting adjourned at 4:46 PM**

Respectfully submitted: Diane Medler

For further information contact [diane@discoverkalispell.com](mailto:diane@discoverkalispell.com), 406-758-2808

**Kalispell Tourism Business Improvement District  
Summary of February 2025 Financial Reports**

TBID Checking account balance as of 2/28/25	\$288,217.21
WFCU Reserve account balance as of 1/17/25	\$37,092.68
FIB CD balance as of 1/31/25 (matures 6/26/25)	\$71,153.50

**TBID Account – Expense Summary**

- Admin/Operations: rent; wages and insurance; cell phone reimbursement; tech support/Outlook accounts; accounting services – monthly plus City audit; copies/postage; travel/entertainment.
- Education/outreach: U.S. Travel Destination Capitol Hill; BBER Economic Outlook seminar
- Agency services: Abbi Agency, Lightning Bug PR
- Research: credit – transfer \$7,000 from bed tax to cover share of STR annual subscription
- Website: hosting fee; domain renewal.
- Marketing: monthly online platform charges; social media administration; paid media.
- Earned Media/Tourism Sales/Incentives: PR agency services; expenses for hosted influencer expenses.
- Business Development/Events: Event grant payment Griz Classic; hotel incentive campaign – Blacktail Mountain vouchers and welcome bag items; branded swag.

**TBID Revenue**      \*Q2 revenue incomplete

<b>FY25 Gross Revenue</b>		<b>% Change vs projected</b>	<b>% Change YOY (Actual)</b>	
<b>Projected</b> \$1,171,200	<b>Actual</b>			
Q1 JUL-SEP (\$2 & \$4)	\$350,440			
Q2 OCT-DEC (\$4)	\$204,076 *			
Q3 JAN-MAR				
Q4 APR-JUN				
<b>FY24 Gross Revenue</b>		<b>% Change vs projected</b>	<b>% Change YOY (Actual)</b>	
<b>Projected</b> \$610,000	<b>Actual</b> \$570,554 (% of total)	-6.4%	1.95%	
Q1 JUL-SEP	\$224,830 (39%)		+11%	
Q2 OCT-DEC	\$107,774 (19%)		-2.6%	
Q3 JAN-MAR	\$92,646 (16%)		-6.7%	
Q4 APR-JUN	\$143,852 (26%)		-2%	

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03/14/25

Accrual Basis

## Tourism Business Improvement District

## Balance Sheet

As of February 28, 2025

	Feb 28, 25
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
1010 · Checking	267,009.41
1022 · Whitefish Credit Union	
1021 · Savings	22,373.83
1022 · Whitefish Credit Union - Other	14,718.85
Total 1022 · Whitefish Credit Union	37,092.68
Total Checking/Savings	304,102.09
Other Current Assets	
1300 · FIB-CD	71,153.50
Total Other Current Assets	71,153.50
Total Current Assets	375,255.59
Fixed Assets	
1710 · Office Equipment	3,967.64
1820 · Web Site Development	91,230.44
1910 · Accumulated Depreciation	-46,348.00
Total Fixed Assets	48,850.08
<b>TOTAL ASSETS</b>	<b>424,105.67</b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	32,952.42
Total Accounts Payable	32,952.42
Total Current Liabilities	32,952.42
Total Liabilities	32,952.42
Equity	
32000 · Unrestricted Net Assets	234,537.46
Net Income	156,615.79
Total Equity	391,153.25
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>424,105.67</b>

## Tourism Business Improvement District

## Profit &amp; Loss

July 2024 through February 2025

	Jul '24 - Feb 25
<b>Income</b>	
4000 · TBID Revenue	708,026.30
4100 · Interest Income	1,465.39
<b>Total Income</b>	<b>709,491.69</b>
<b>Expense</b>	
6100 · Administrative/Operations	
6115 · Annual Report/Mtg	2,063.00
6122 · Audit - Chamber	2,284.01
6125 · Accounting Services	3,432.57
6130 · Directors & Officers Insurance	1,298.00
6140 · Office Supplies	579.50
6150 · Postage & Copies	521.46
6160 · Rent	12,600.00
6180 · Telephone	1,310.00
6185 · Travel & Entertainment	1,231.70
6190 · Technology Support	1,673.33
6195 · Equipment (Software)	2,170.84
6199 · Other Admin	280.01
<b>Total 6100 · Administrative/Operations</b>	<b>29,444.42</b>
6200 · Personnel (wages)	184,905.65
6250 · Education/Outreach	
6260 · Staff Training, Prof Develop	4,272.07
6280 · Organizational Memberships	6,340.00
<b>Total 6250 · Education/Outreach</b>	<b>10,612.07</b>
6300 · Agency Services	89,040.32
6400 · Research	31,849.30
6500 · Website	3,762.02
6600 · Destination Marketing	
6620 · Marketing Resources	
6622 · Online Platforms/Subscriptions	2,750.00
6620 · Marketing Resources - Other	6,022.98
<b>Total 6620 · Marketing Resources</b>	<b>8,772.98</b>
6640 · Paid Media	134,696.74
6650 · Earned Media/Tourism Sales	17,798.60
6600 · Destination Marketing - Other	2,500.00
<b>Total 6600 · Destination Marketing</b>	<b>163,768.32</b>
6700 · Destination Stewardship/Mgmt	
6720 · VIC Funding	650.00
<b>Total 6700 · Destination Stewardship/Mgmt</b>	<b>650.00</b>
6800 · Destination Development	
6830 · Event, Sports & Group Incentive	29,417.50
6890 · Sales-Trade Shows, RFP Platform	11,421.30
<b>Total 6800 · Destination Development</b>	<b>40,838.80</b>
5200 · Marketing Support	
5230 · Organizational Memberships	-1,995.00
<b>Total 5200 · Marketing Support</b>	<b>-1,995.00</b>
<b>Total Expense</b>	<b>552,875.90</b>
<b>Net Income</b>	<b>156,615.79</b>



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03/14/25

Accrual Basis

**Tourism Business Improvement District**  
**Profit & Loss Budget vs. Actual FY25**  
**July 2024 through February 2025**

	Jul '24 - Feb 25	Budget	\$ Over Budget	% of Budget
<b>Income</b>				
4000 · TBID Revenue	693,532.48	1,171,200.00	-477,667.52	59.2%
4100 · Interest Income	1,216.77			
<b>Total Income</b>	694,749.25	1,171,200.00	-476,450.75	59.3%
<b>Expense</b>				
6100 · Administrative/Operations	29,405.50	58,560.00	-29,154.50	50.2%
6200 · Personnel (wages)	181,858.65	292,800.00	-110,941.35	62.1%
6250 · Education/Outreach	10,612.07	23,424.00	-12,811.93	45.3%
6300 · Agency Services	88,845.00	117,120.00	-28,275.00	75.9%
6400 · Research	26,849.30	23,424.00	3,425.30	114.6%
6500 · Website	3,762.02	23,424.00	-19,661.98	16.1%
6600 · Destination Marketing	163,768.32	386,496.00	-222,727.68	42.4%
6700 · Destination Stewardship/Mgmt	375.00	11,712.00	-11,337.00	3.2%
6800 · Destination Development	40,838.80	234,240.00	-193,401.20	17.4%
5200 · Marketing Support	-1,995.00			
<b>Total Expense</b>	544,319.66	1,171,200.00	-626,880.34	46.5%
<b>Net Income</b>	<b>150,429.59</b>	<b>0.00</b>	<b>150,429.59</b>	<b>100.0%</b>



Visitation & Brand Engagement Key Performance Indicators (KPI's)  
Data for FEBRUARY 2025

Report Date: 3/26/2025

WEBSITE													
Top Cities						Key Highlights					Top Landing Pages		
1. Los Angeles 2. Chicago 3. Seattle 4. Dallas 5. Phoenix 6. Kalispell 7. (not set) 8. Denver 9. Minneapolis 10. San Jose CA						Winter In Kalispell landing page received 16,612 views.  126% increase in total views 141% increase in new users 110% increase in engaged sessions					1. Home page 2. Winter in Kalispell 3. Meetings and Groups 4. Things To Do 5. Get The Guide		
FY25	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YTD
Views	69,458	64,046	47,278	40,595	38,403	56,564	73,490	72,239					462,073
Sessions	25,290	23,761	16,305	14,371	12,994	18,559	22,995	50,419					184,694

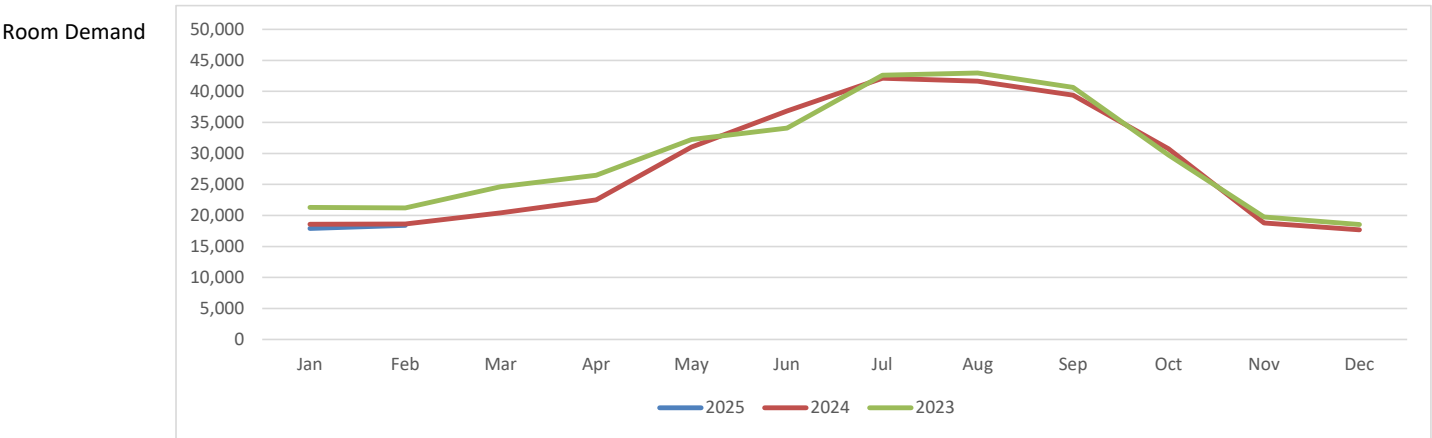
BUSINESS DEVELOPMENT			
	Month	YTD (fiscal)	
Group Bookings	0	8	
Room Nights	0	1056	
Event/Sport Bookings	1	0	
Rate Quotes	1	7	
Pending Bookings	5	10	
Rm potential	925	1757	

PUBLICITY/EARNED MEDIA			
	Month	YTD (fiscal)	
Articles	4	22	
Reach	68,056	155,370,064	

MARKETING CONVERSIONS - BRAND ENGAGEMENT			
		Month	YTD (fiscal)
VG Requests (web & VIC)		484	3,387
Newsletter subscribers		285	2,638
Social media impressions (organic)			
	Facebook	304,918	742,645
	Instagram	244,302	1,425,833
	Pinterest	10,140	109,760
aRes reservations booked		32	185
aRes room nights booked		55	308
	Ski package reservatic	32	165

PAID MEDIA					PARTNERS		
Campaign	Clicks	CTR	IMP	Benchmark CTR		Month	YTD (2025)
Search evergreen	5,889	6.80%	121,596	4.68%	Airport Enplanements - FEB	31,474	65,862
Display evergreen	8,918	0.79%	1,135,906	0.47%		6.6%	12.9%
Meta evergreen	4,501	1.90%	236,387	2.06%	GNP Rec Visits - FEB	15,202	33,168
META regtargeting	2,035	0.70%	289,146	n/a		-8.7%	9.6%
Ski Pass Promotion	17,376	1.84%	940,893	n/a			

KALISPELL LODGING							
Smith Travel Report		FEBRUARY	YOY	YTD 2025	Running 12 Mths	FY25 Avg	Comp Set Mthly Avg
OCC		40.3%	2.7%	37.8%	55.7%	56.7%	47.7%
Kailspell econ class		28.3%	19.9%	26.3%			
Kalispell mid/upper		45.3%	-0.2%	42.4%			
ADR		\$101.31	-0.5%	\$100.71	\$159.22	\$148.15	\$118.30
Kalispell econ class		\$58.21	-5.4%	\$59.13			
Kalispell mid/upper		\$112.25	2.2%	\$111.22			
RevPAR		\$40.87	2.2%	\$38.04	\$88.76	\$95.19	\$57.20



Weekly STR		Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Run
OCC	Feb	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	Mar 1	2	3	4	5	6	7	8	MTD
2025		60.7	57.2	35.9	36.4	40.6	41.5	39.5	46.8	42.4	33.5	43.9	46.2	43.2	40.0	42.8	44.6	33.6	39.7	44.4	47.1	49.4	57.6	46.0	45.3
2024		53.0	58.3	39.3	37.5	41.2	44.2	41.6	47.2	47.2	27.5	36.0	41.0	39.3	38.4	40.4	40.5	28.1	41.2	43.6	41.6	36.4	42.2	45.9	39.3
% chg		14.4	-1.8	-8.7	-3.0	-1.6	-6.1	-5.0	-0.7	-10.2	22.1	22.0	12.7	10.0	4.1	6.0	10.3	19.7	-3.6	1.9	13.2	35.4	36.4	0.1	15.4
ADR 2025		112.93	115.99	96.59	98.35	104.29	101.56	96.88	97.74	95.90	91.37	99.05	104.33	100.27	97.33	100.84	100.89	94.97	99.37	100.97	101.25	103.94	107.41	102.06	101.83

Short Term Rentals - Kalispell City Limits (AirDNA)

FEBRUARY	Available Listings		Occupancy Rate		Average Daily Rate		Booked Listings	
	Month	YOY	Month	YOY	Month	YOY	Month	YOY
Entire Place	106	1.0%	38%	-1.8%	\$179	7.0%	91	4.6%

# Future Conferences & Large Events

## 2025

### January

- \*2<sup>nd</sup> Annual Griz Winter Classic – Flathead Valley Hockey Assn – January 4 – Woodlawn Ice Center
- My Montana Wedding Expo – January 4 – Flathead County Fairgrounds
- \*Winter Classic - Flathead Valley Hockey Assn (FVHA) (12U/14U Non-Checking) – January 17-19 – Woodlawn Ice Center
- Glacier Challenge Gymnastics – January 17-19 – Flathead County Fairgrounds
- Brash Winter Series Rodeo – January 3-4 – Majestic Valley Arena
- Brash Winter Series Rodeo – January 17-18 – Majestic Valley Arena
- Brash Winter Series Rodeo – January 31-February 1 – Majestic Valley Arena

### February

- Battle of the States Bull Riding – February 8 – Majestic Valley Arena
- Winter Classic - Flathead Valley Hockey Assn (FVHA) (8U WC) – February 14-16 – Woodlawn Ice Center
- Brash Winter Series Rodeo – February 14-15 – Majestic Valley Arena
- Whitefish Skijoring – February 22-23 – Kalispell (1530 W.Springcreek Road)
- Brash Winter Series Rodeo – February 28-March 1 – Majestic Valley Arena

### March

- Free the Seeds 10<sup>th</sup> Annual Fair – March 1 – Flathead Valley Community College
- Little Guy Wrestling Tournament - March 1 – Flathead County Fairgrounds
- Brash Winter Series Rodeo – March 14-15 – Majestic Valley Arena
- Alton Brown Concert – March 25 – Wachholz Center
- Brash Winter Series Rodeo – March 28-29 – Majestic Valley Arena

### April

- Horse Power Collides – April 11-12 – Majestic Valley Arena
- Dawes Concert – April 25 – Wachholz Center
- Jim Messina Concert – April 30 – Wachholz Center

### May

- Northwest Shootout Jamboree (Lacrosse) – May 3-4 – Kidsport
- Mounted Shooting – May 9-11 – Majestic Valley Arena
- \*Canadian Days Tournament MT Legion AA & A – May 16-18 – Kalispell Lakers Field
- State A Softball – May 22-24 – Columbia Falls
- State AA-A Track & Field Meet – May 23-24 – Legends Stadium
- Three Blind Refs Tournament – May 30-June 1 - Kidsport

### June

- Montana High School Rodeo Association Finals – June 2-8 – Majestic Valley Arena
- Emeralds Smash Tournament – June 6-8 – Kidsport
- \*Flathead Lake “B” Invitational – June 19-22 – Kalispell Lakers Field
- Glacier Classic Llama Show – June 21-22 – Majestic Valley Arena

## July

- Postmodern Jukebox Concert – July 8 – Wachholz Center
- \*John R. Harp Memorial Tournament MT Legion A – July 11-13 – Kalispell Lakers
- \*2025 Canadian Rockies Tour – July 14 – Red Lion
- Event at Rebecca Farm – July 16-20 – Rebecca Farm
- 2025 Under the Big Sky Fest – July 18-20 - Big Mountain Ranch in Whitefish
- \*Wisconsin Golf Group – July 19-26– SpringHill by Marriott
- Big Sky Reining Classic – July 22-27 – Majestic Valley Arena
- 2025 The Gathering (Lacrosse) – July 25-27 – Smith Fields Whitefish

## August

- Sons and Daughters of Montana Pioneers – August 1-2 – Red Lion
- \*Great Open Spaces – August 5-8 – Red Lion
- Mounted Shooting – August 8-10 – Majestic Valley Arena
- NW Montana Fair & Rodeo – August 14-17 – Fairgrounds

## September

- Tamarack Fall Classic – September 21-22 - Kidsport
- \*2025 Landmark Tours – September 21-23 – Hilton Garden Inn

## October

- \*Human Bear Conflict – October 5-10 – Red Lion
- NRA – Northern Rodeo Association – October 23-25 – Majestic Valley Arena
- Absolute Fight Factory – October 25 – Flathead County Fairgrounds

## November

## December

- Beauties and the Beasts – December 6 – Majestic Valley Arena

## 2026

## January

- State AA Speech – January 30-31 – Hosted by Glacier HS

## May

- State AA Tennis – May 28-29 – FVCC (hosted by Glacier HS)

1/13/25

\*Indicates Discover Kalispell has booked the group/event or is assisting in some way. Other events may affect occupancy in Kalispell.