

**Board of Directors Meeting  
Kalispell Tourism Business Improvement District  
April 23, 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. Event grant application presentation: Montana Griz Soccer Weekend in the Flathead, includes a Griz Clinic and the MT Griz vs. Air Force Pre-Season Match, August 2-3, 2025. Presentation by Rob Brisendine and O'Brian Byrd.
3. Board Action Items
  - a) Approval of minutes from March 26, 2025
  - b) Acceptance of financials for March 2025
  - c) Scoring and award of event grant application
4. Board Discussion
  - a) Ski package campaign recap
  - b) Warm season marketing campaigns
  - c) Review event grant criteria
  - d) Staff reports

Enclosures: March 26, 2025 meeting minutes  
TBID financial reports for March 2025  
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  
March 26, 2025  
3:00 – 5:00 pm**

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

**Board Members Present:** Bryce Baker, Britta Joy, Skyler Rieke, Haley Wilson, Mitchell Bump

**Board Members Via Zoom:** Robert Hall, Zac Ford

**Staff Present:** Ben Gould, Natalie Wallon, Lorraine Clarno, Ty Schmidt

**Staff Present Via Zoom:** Diane Medler

**Guests Present:** Brian Plunkett (President of Northwest Sharpshooters), Laurie Roberts (FWP)

The meeting was called to order at 2:59 pm by Chair of the Board, Bryce Baker.

1. **Hear from the Public – none.**
2. **Event Grant and Group Incentive Grant application presentations - Northwest Lacrosse, Human Bear Conflict Conference**

Brian Plunkett gave an overview of the upcoming 2025 Northwest Shootout Jamboree. They applied for a \$15,000 grant. He discussed some of the economic impact that the event brings to the area, including restaurants, gas stations, etc. The upcoming tournament is set to be the 8th annual jamboree that has grown in recent years, including 65 teams last year. The estimated room nights for the event are around 1650. He explained that sponsorships from other local businesses were a bit down this year, but he explained that a priority is to keep entrance costs low for teams. Bryce asked what the net proceeds from the event have been. For last year it was \$4,238. He then reviewed other costs associated with the tournament, namely, \$15,506 was spent on officials last year. Britta made a comment that she was thankful for the tournament being moved to May.

Laurie Roberts gave an overview of the Human Bear Conflict conference that will be held in Kalispell on October 5-9, 2025. They applied for a \$7,000 grant. There will be 750 room nights booked at the Red Lion, with a likely additional 200 room nights needed elsewhere. She gave a brief history of the conference, as they try to have it every 3 years. The conference will have around 300 attendees. She also gave an overview of some of the marketing opportunities for Discover Kalispell surrounding the conference. She suggested that the funds would go towards a welcome party on Sunday night, which will be held at the Red Lion. She gave a rundown of the schedule of the conference and some of the economic impact it would have. She reviewed the other sponsors of the event, and currently has \$15,000 in sponsorships. Lastly, she suggested that Kalispell would be a great destination for other similar conferences in the wildlife space.

3. **Board Action Items**

- a. **Approval of minutes from February 26, 2025**

Motion was made by Skyler to approve the minutes. Motion was seconded by Britta.

Discussion: none. Board approves unanimously.

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

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

**c. Approval of FY26 strategic priorities**

Motion was made by Britta to approve the FY26 strategic priorities. Motion was seconded by Haley. Discussion: none. Board approves unanimously. See below for more information.

**d. Approval of FY26 budget**

Motion was made by Zac to approve the FY26 budget. Motion was seconded by Robert.  
Discussion: none. Board approves unanimously.

**e. Approval of Human Bear Conflict group grant**

Motion was made by Britta to approve a \$7,000 meeting and convention grant towards operating expenses, such as transportation, scholarships, speaker fees with the criteria that the funds cannot go towards the welcome party. Haley seconds. Discussion: None. Board approves unanimously. *\*see below for board discussion.*

**f. Approval of Northwest Lacrosse event grant**

Motion was made by Britta to approve a \$15,000 grant to be used to pay event officials. Grant is also predicated on the event recognizing Discover Kalispell at the event and on event marketing materials with “event sponsored by Discover Kalispell”, DK logo and link to lodging directory where applicable. Full list of DK sponsor benefits to be included was submitted to the event organizer.  
The motion was seconded by Skyler. Discussion: none. Board approves unanimously.  
*\*see below for board discussion.*

**4. Board Discussion**

**a. \*Event and Group Grant Applications - Board discussions**

Human Bear Conflict:

Britta recommended that there should be a stipulation that the welcome event would be held at an off-site, non-hotel property so that the funding does not directly benefit a single hotel. Robert made note that since 80% of people already attend the welcome party, if the funds went to the welcome party cost, then it would only be to try and get 60 more people to go on Sunday. Bryce stated that while typically he does not like funding these types of conferences, if they already have a set hotel, he believes that this one would be worth it due to the increase of other similar conferences that would consider Kalispell in the future. Diane recommended if the board doesn't like the idea of funding the welcome party, they could consider funding something like transportation. Diane noted that there is still over \$100,000 remaining in the events, sports, and incentives budget. Bryce asked about the historical spending of this category. Haley echoed her interest in sponsoring \$7,000. Britta made a motion to approve \$7,000 for operating expenses such as transportation, scholarships, speaker fees, etc.

## 2025 Northwest Shootout Jamboree

The average score for the event across the board was 88.3. The board discussed the choice for low entrance fees, and Britta liked the ideas that Brian shared on growing the number of referees. Skylar and Bryce both showed support for supporting the event, and the board agreed they do see a spike around this event. The board also expressed its interest in ensuring that marketing stipulations are included. Britta made a motion to approve the \$15,000 event grant to go towards the cost of officials.

### **b. FY26 Strategic Priorities & Budget**

The Discover Kalispell team went over the FY26 strategic priorities outlined in the handout distributed at the meeting. The priorities fall into four main categories: destination marketing, business development, stewardship & management, and visitor services. The strategic priorities will be included in the FY26 marketing plan to be posted for viewing. Following, Diane reviewed the FY26 TBID budget based on the budgeted revenue the board approved at the March meeting. She called out a few budget changes compared to FY25: reduced budget for website maintenance, an increase in rent due to the new office space, increased accounting and audit costs, and a change in the signage line item. Budget priorities segments are marketing and business development/group sales. Bryce asked about the research costs, particularly STR, and made note that these costs should be reevaluated before contract renewal.

### **c. Staff Reports**

Diane gave a summary of the ski package campaign, which resulted in over 100 reservations generating 212 room nights. This year, the promotion touched 13 different TBID properties. The campaign ends March 30th, and a full campaign recap will be presented at the April meeting. Diane then reviewed important legislative bills that would affect the tourism industry and bed tax funding, including updates on LC3704, LC444, and Bryce explained LC0438. Lastly, she reviewed Kalispell's February STR numbers which showed a 2.7% increase in OCC, 0.5% decrease in ADR, and 2.2% increase in RevPAR.

Ben gave an update on a few RFP's and potential events. We had positive conversations with AJGA regarding bringing an event to Kalispell. There is a high likelihood of most attendees being from out of state due to low membership in the state of Montana. Positive news on the USS Anchorage Reunion, whose planner was here on the 2024 Military FAM. The BLD Connection group is in the final steps of signing on coming to Kalispell. The group also talked about the positive conversation DK had with Majestic Valley Arena and how an event like a gun manufacturing convention would work well there. Bryce highlighted the connections he could assist with for Shield Arms.

Lorraine mentioned the upcoming May Chamber luncheon program that focuses on tourism and mentioned the May 8th Growth Summit.

Lastly, the board made a note to review the event grant scoring process and criteria at a future meeting.

**Meeting adjourned at 4:59 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 March 2025 Financial Reports**

TBID Checking account balance as of 3/31/25	\$188,004.43
WFCU Reserve account balance as of 3/31/25	\$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; copies/postage; travel/entertainment.
- Education/outreach: U.S. Travel Destination Capitol Hill; BBER Economic Outlook seminar
- Agency services: Abbi Agency, Lightning Bug PR
- Marketing: monthly online platform charges; social media administration; paid media; rediscovering Kalispell winter edition.
- Earned Media/Tourism Sales/Incentives: Expenses for hosted influencers in January.
- Business Development/Events: Event grant payment Griz Classic; Cvent Connect conference expenses.

**TBID Revenue**

<b>FY25 Gross Revenue</b>		<b>% Change vs projected</b>	<b>% Change YOY (Actual)</b>	
<b>Projected</b>	<b>Actual</b>			
\$1,171,200				
Q1 JUL-SEP (\$2 & \$4)	\$350,440 (116,813 rm nts)			
Q2 OCT-DEC (\$4)	\$209,070 (52,205 rm nts)			
Q3 JAN-MAR				
Q4 APR-JUN				
<b>FY24 Gross Revenue</b>		<b>% Change vs projected</b>	<b>% Change YOY (Actual)</b>	
<b>Projected</b>	<b>Actual</b>			
\$610,000	\$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%	

# Kalispell Chamber TBID

## Balance Sheet

As of March 31, 2025

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
1010 Checking	156,479.40
1022 Whitefish Credit Union	14,718.85
1021 Savings	22,373.83
<b>Total 1022 Whitefish Credit Union</b>	<b>37,092.68</b>
<b>Total Bank Accounts</b>	<b>\$193,572.08</b>
Accounts Receivable	
1200 Accounts Receivable	78.08
<b>Total Accounts Receivable</b>	<b>\$78.08</b>
Other Current Assets	
12000 Undeposited Funds	0.00
1300 FIB-CD	71,153.50
<b>Total Other Current Assets</b>	<b>\$71,153.50</b>
<b>Total Current Assets</b>	<b>\$264,803.66</b>
Fixed Assets	
1710 Office Equipment	3,967.64
1820 Web Site Development	91,230.44
1910 Accumulated Depreciation	-46,348.00
<b>Total Fixed Assets</b>	<b>\$48,850.08</b>
<b>TOTAL ASSETS</b>	<b>\$313,653.74</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 Accounts Payable	7,998.00
<b>Total Accounts Payable</b>	<b>\$7,998.00</b>
<b>Total Current Liabilities</b>	<b>\$7,998.00</b>
<b>Total Liabilities</b>	<b>\$7,998.00</b>
Equity	
32000 Unrestricted Net Assets	249,031.28
Net Income	56,624.46
<b>Total Equity</b>	<b>\$305,655.74</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$313,653.74</b>

# Kalispell Chamber TBID

## Profit and Loss

July 2024 - March 2025

	TOTAL
Income	
4000 TBID Revenue	698,532.48
4100 Interest Income	1,485.43
<b>Total Income</b>	<b>\$700,017.91</b>
Expenses	
6100 Administrative/Operations	
6115 Annual Report/Mtg	2,063.00
6122 Audit - Chamber	2,284.01
6125 Accounting Services	3,907.57
6130 Directors & Officers Insurance	1,298.00
6135 City of Kalispell Admin Fee	5,000.00
6140 Office Supplies	595.60
6150 Postage & Copies	601.95
6160 Rent	14,400.00
6180 Telephone	1,430.00
6185 Travel & Entertainment	1,288.35
6190 Technology Support	1,904.73
6195 Equipment (Software)	2,109.35
6199 Other Admin	280.01
<b>Total 6100 Administrative/Operations</b>	<b>37,162.57</b>
6200 Personnel (wages)	212,368.01
6250 Education/Outreach	
6260 Staff Training, Prof Develop	2,277.07
6280 Organizational Memberships	6,340.00
<b>Total 6250 Education/Outreach</b>	<b>8,617.07</b>
6300 Agency Services	97,940.32
6400 Research	31,849.30
6500 Website	4,362.02
6600 Destination Marketing	
6620 Marketing Resources	
6621 Photos/Videos	15,559.00
6622 Online Platforms/Subscriptions	10,003.08
<b>Total 6620 Marketing Resources</b>	<b>25,562.08</b>
6640 Paid Media	154,057.81
6650 Earned Media/Tourism Sales	28,409.31
<b>Total 6600 Destination Marketing</b>	<b>208,029.20</b>
6700 Destination Stewardship/Mgmt	
6720 VIC Funding	650.00
<b>Total 6700 Destination Stewardship/Mgmt</b>	<b>650.00</b>



# Kalispell Chamber TBID

## Profit and Loss

July 2024 - March 2025

	TOTAL
6800 Destination Development	
6830 Event, Sports & Group Incentive	30,417.50
6890 Sales-Trade Shows, RFP Platform	11,997.46
<b>Total 6800 Destination Development</b>	<b>42,414.96</b>
<b>Total Expenses</b>	<b>\$643,393.45</b>
<b>NET OPERATING INCOME</b>	<b>\$56,624.46</b>
<b>NET INCOME</b>	<b>\$56,624.46</b>

# Kalispell Chamber TBID

## Budget vs. Actuals: Budget\_FY25\_P&L - FY25 P&L Classes

July 2024 - March 2025

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
4000 TBID Revenue	698,532.48	1,171,200.00	-472,667.52	59.64 %
4100 Interest Income	1,485.43		1,485.43	
<b>Total Income</b>	<b>\$700,017.91</b>	<b>\$1,171,200.00</b>	<b>\$ -471,182.09</b>	<b>59.77 %</b>
Expenses				
6100 Administrative/Operations	37,162.57	58,560.00	-21,397.43	63.46 %
6200 Personnel (wages)	212,368.01	292,800.00	-80,431.99	72.53 %
6250 Education/Outreach	8,617.07	23,424.00	-14,806.93	36.79 %
6300 Agency Services	97,940.32	117,120.00	-19,179.68	83.62 %
6400 Research	31,849.30	23,424.00	8,425.30	135.97 %
6500 Website	4,362.02	23,424.00	-19,061.98	18.62 %
6600 Destination Marketing	208,029.20	386,496.00	-178,466.80	53.82 %
6700 Destination Stewardship/Mgmt	650.00	11,712.00	-11,062.00	5.55 %
6800 Destination Development	42,414.96	234,240.00	-191,825.04	18.11 %
<b>Total Expenses</b>	<b>\$643,393.45</b>	<b>\$1,171,200.00</b>	<b>\$ -527,806.55</b>	<b>54.93 %</b>
NET OPERATING INCOME	\$56,624.46	\$0.00	\$56,624.46	0.00%
NET INCOME	\$56,624.46	\$0.00	\$56,624.46	0.00%



Visitation & Brand Engagement Key Performance Indicators (KPI's)

Data for MARCH 2025

Report Date: 4/23/2025

WEBSITE													
Top Cities						Key Highlights						Top Landing Pages	
1. Kalispell 2. Chicago 3. Los Angeles 4. (not set) 5. Seattle 6. Dallas 7. Phoenix 8. Minneapolis 9. San Francisco 10. Whitefish						Views increased 39.8% (YoY) Engaged sessions increased 58.9% (YoY) Engagement rate increased 7.2% (YoY) 66% of sessions is from mobile viewers 34% of sessions from organic search						1. Home page 2. Meetings-Groups 3. Get The Guide 4. Events 5. Things To Do	
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	57,005				519,078
Sessions	25,290	23,761	16,305	14,371	12,994	18,559	22,995	50,419	19,226				203,920

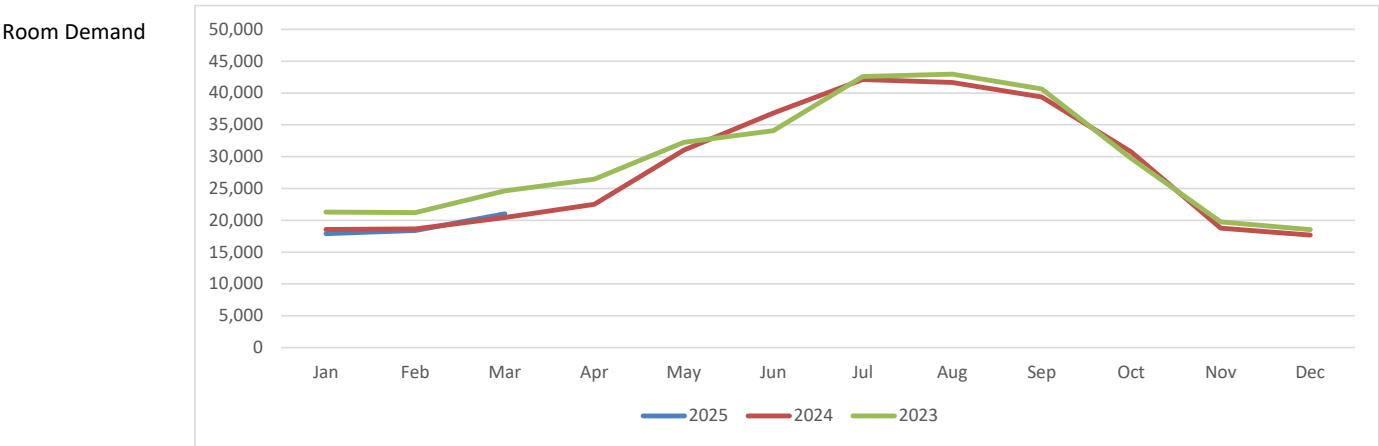
BUSINESS DEVELOPMENT			
		Month	YTD (fiscal)
Group Bookings		1	9
Room Nights		40	1096
Event/Sport Bookings		0	0
Rate Quotes		0	7
Pending Bookings		3	13
Rm potential		1100	2857

MARKETING CONVERSIONS - BRAND ENGAGEMENT			
		Month	YTD (fiscal)
VG Requests (web & VIC)		505	3,892
Newsletter subscribers		280	2,918
Social media impressions (organic)			
Facebook		136,825	879,470
Instagram		73,828	1,499,661
Pinterest		9,410	119,170
aRes reservations booked		3	188
aRes room nights booked		5	313
Ski package reservations		3	168

PUBLICITY/EARNED MEDIA			
		Month	YTD (fiscal)
Articles		1	23
Reach		134,623	155,504,687

PAID MEDIA					PARTNERS		
		Clicks	CTR	IMP	Benchmark CTR		
Search evergreen		6,939	6.50%	143,945	4.68%	Airport Enplanements - <b>MAR</b>	33,761
Display evergreen		7,115	0.49%	1,464,046	0.47%		5.9%
Meta evergreen		4,646	3.20%	145,171	2.06%	GNP Rec Visits - <b>MAR</b>	25,909
META regtargeting		1,738	0.87%	199,391	n/a		7.6%
Ski Pass: Dec-Feb		42,532	1.38%	3,066,866	n/a		

KALISPELL LODGING							
		Running 12			Comp Set		
Smith Travel Report	MARCH	YOY	YTD 2025	Mths	FY25 Avg	Mthly Avg	
OCC	41.6%	6.9%	39.1%	56.0%	55.1%	53.4%	
Kailspell econ class	33.7%	19.5%	28.9%				
Kalispell mid/upper	44.9%	2.9%	43.3%				
ADR	\$99.76	-2.9%	\$100.36	\$158.93	\$142.77	\$119.94	
Kalispell econ class	\$57.95	-4.4%	\$58.66				
Kalispell mid/upper	\$112.52	-0.3%	\$111.68				
RevPAR	\$41.53	3.7%	\$39.24	\$89.04	\$89.23	\$64.73	



Weekly STR																				
OCC	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa		
	Mar 26	27	28	29	30	31	Apr 1	2	3	4	5	6	7	8	9	10	11	12	Run	MTD
2025	43.0	40.1	39.9	38.4	30.1	39.7	45.1	44.2	42.4	45.9	47.1	33.4	45.3	48.5	48.3	51.6	46.5	40.6	44.9	
2024	41.6	42.6	50.1	40.2	27.1	37.4	46.2	48.9	45.0	45.2	43.4	28.7	41.5	46.0	46.7	49.1	50.2	46.5	44.0	
% chg	3.4	-5.8	-20.4	-4.7	11.1	6.0	-2.5	-9.6	-5.9	1.6	8.4	16.5	9.2	5.3	3.3	5.0	-7.5	-12.7	1.9	
ADR 2025	100.73	98.07	96.24	97.17	95.52	96.92	102.04	102.33	101.45	101.87	101.87	97.40	106.05	105.75	106.30	107.04	104.29	101.25	103.37	

Short Term Rentals - Kalispell City Limits (AirDNA)

MARCH	Available Listings		Occupancy Rate		Average Daily Rate		Booked Listings	
	Month	YOY	Month	YOY	Month	YOY	Month	YOY
Entire Place	105	2.9%	40%	-10.0%	\$195	16.5%	100	7.5%

# 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
- Spring Spectacular Horse Sale – May 17 – Majestic Valley Arena
- State A Softball – May 22-24 – Columbia Falls
- State AA-A Track & Field Meet – May 23-24 – Legends Stadium
- Kalispell PBR Rodeo – May 29-30 – Majestic Valley Arena
- 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
- UM Griz vs Air Force Women's Soccer Game – August 3-5 – Kalispell/Columbia Falls
- \*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

- Montana Reined Cowhorse Futurity – September 17-21 – Majestic Valley Arena
- 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

- Holiday Extravaganza – November 14-16 – Majestic Valley Arena

## 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.