

**Board of Directors Meeting  
Kalispell Tourism Business Improvement District  
May 28, 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. City of Kalispell land use plan update – Jarod Nygren, PJ Sorensen, Donald McBath
3. Board Action Items
  - a) Approval of minutes from April 23, 2025
  - b) Acceptance of financials for April 2025
  - c) Adoption of event grant criteria, effective July 1, 2025
  - d) Approval of grant funding to support bus transportation for State A and AA track meet
4. Board Discussion
  - a) Warm season marketing campaigns
  - b) Post event recap for NW Shootout
  - c) Staff reports

Enclosures: April 23, 2025 meeting minutes  
TBID financial reports for April 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  
April 23, 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

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

**Board Members Absent:** Mitchell Bump

**Staff Present:** Diane Medler, Ben Gould, Lorraine Clarno, Ty Schmidt (intern)

**Guests Present:** Fabiano Silva Pereira, Joe Jimenez and Rob Brisendine and O'Brian Byrd with Montana Griz Soccer Weekend in the Flathead.

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

**1. Hear from the Public – none.**

**2. Event Grant application presentation – Montana Griz Soccer Weekend in the Flathead**

2024 was the first year of the Griz Soccer Weekend in The Flathead, it was an exhibition game between Griz Womens Soccer and Gonzaga. This event brings the highest level of soccer to the area and offers clinics for local youth soccer players. This year it is Griz Women's Soccer versus Air Force. They are encouraging the teams and spectators to extend their stay and offering activities for the players such as Red Bus tour and Far West Boat ride. They plan to continue to grow the event adding a Griz men's game in April/May and expand the August women's games to additional college teams. The event was held in Columbia Falls last year and organizers plan to use that field again this year. Further event expansion would spread the event to different locations in the valley. Teams and coaches will stay at TBID hotels based on the event rate quotes provided by TBID hotels.

Saturday, August 2 for the Montana Griz Clinic – 300+/- kids from across Montana. Sunday, August 3 Griz vs Air Force pre-season match, 30+ per program. Anticipate 1500 attendance 50/50 travel vs in-market. Anticipate 300-350 room nights. Spectators and participants will be tracked by ticketing and clinic registrations.

**3. Board Action Items**

**a. Approval of minutes from March 26, 2025**

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

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

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

**c. Approval of Montana Griz Weekend event grant**

Motion was made by Britta to approve a grant award of \$20,000. Stipulations include Discover Kalispell receiving rights to image and video assets from the event, DK and

lodging list included in event promotions and a 2026 action plan submitted to include a spring men's event and use of Legends Field in 2026. Skyler seconds. Discussion: None. Board approves unanimously. *\*see below for board discussion.*

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

##### **a. Event Grant Application Scoring and Discussion - Montana Griz Soccer Weekend In the Flathead**

The average score per the event grant application score card was 80%. Discussion: Downside is that it is taking place in CFalls. Organizers assure that teams and coaches will be staying in Kalispell at TBID hotels, based on the rate quotes provided by seven TBID hotels. Visiting family/spectators will stay at various locations in the valley. Reminder there are not many lodging options in CFalls and lodging near the park is booked out for that time of year. TBID has decided to support high-level sports tourism events, this is an example of an event that brings in two high level out-of-market teams and has a strong potential for growth. The group did feel that supporting the grant application hinges on the organizers adding the spring game in 2026 and a plan for event growth including use of Legends Field, so it is more centered in Kalispell. Kidsports could potentially be used for the clinic location. It was mentioned that Range Riders field could be a potential location for spring games. Concerns were shared that they didn't have clear answers for the future event at this time. The grant request is submitted by two people with a track record of community involvement, event management and growth which gave the board more assurance on the potential success of the event. Concerns were expressed that if they grow the event in 2026 that next year's grant application may come in at a higher amount. If the event got to the point that required additional funding, then it needs to look at additional revenue sources. Other potential revenue sources were discussed with the organizers including raising the entrance fee and additional sponsors. Board brought up a question about adding a cancellation policy for potential fire/smoke situation that makes the athletes unable to play. It was noted that should be considered when the board review the event grant program and updates the policies for FY26.

##### **b. Staff Reports**

The Discover Kalispell intern Tyron Byers from Glacier High School gave a presentation on the 2024-2025 ski package campaign. Campaign ran from December 20, 2024, to March 30, 2025. Generated 212 room nights spread out between 13 TBID hotels. A post stay survey showed that the average length of stay was 2.9 days, shortest stay around 2 days and longest at 5 days. Average rating for the ski package was 8.5 out of 10. They learned about the package via social media (69.2%), Discover Kalispell website (15.4%), and online advertising (15.4%). Activities they did while in Kalispell (besides skiing) was dining at local restaurants, utilized local parks and trails and shopping at local stores.

Diane presented the KPI's from the ski package paid media campaign. Google Display and Meta generated 42,532 clicks and 3.06M impressions at a low cost per click of \$0.34 and a total CTR of 1.38%. Large increase in clicks and impressions over last year's campaign and a lower CPC despite a larger total spend. Campaign was also

promoted via On The Snow through a display advertising bundle, sponsored newsletter banner, custom email and Big Snow Alert to the OTS subscriber network.

Diane shared the videos and photos from the Forrest Mankins Rediscovering Kalispell winter episode. Features included a groomer from Blacktail Mountain Ski Area, winter snowshoe tours in GNP with Tour Glacier and Sacred Waters Brewing which supports the Flathead River and the Bob Marshall Wilderness.

The group discussed the preliminary plans received from GPIA regarding the runway resurfacing projected scheduled for July 2026. The airport will be closed 3-4 days a week for 4-5 weeks in July. The board expressed concerns about that happening during the busiest month of the year and plan to send a letter encouraging airport management to move the project out of July.

The board reviewed the current Discover Kalispell event grant criteria. Revisions were discussed which will take effect July 1, 2025 (FY26).

Ben provided updates on recent deal activity. A new potential event is the Big Sky Battle 3v3 Street Basketball tournament. The organizer, Purpose Driven, has decided on early August. They want to mirror the Spokane Hoopfest event on a smaller scale. DK is advising Purpose Driven as they prepare to present a proposal to the City. MT Dance Art Association is tentatively scheduling their Fall Workshop in Kalispell for 2026. This would be October 16 to 18, 2026. More details to come. We are still waiting on a decision from MHSA as to what location was picked for their 2027 Annual Meeting. Brian Plunkett with the NW Shootout has been communicating with Ben about the details of promoting Discover Kalispell per the grant requirements. We are happy with the work he has done to highlight DK.

**Meeting adjourned at 5:07 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 April 2025 Financial Reports**

TBID Checking account balance as of 4/30/25	\$141,343.82
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. Credit from Bed Tax for technology services, July-March.
- Education/outreach: U.S. Travel conference expenses (Diane); eTourism Summit conference expenses (Natalie).
- Agency services: Abbi Agency
- Marketing: aRes commission payment; Rediscovering Kalispell winter edition; photo shoot Huckleberry Treat Trail.
- Earned Media/Tourism Sales/Incentives: -
- Business Development/Events: monthly fee CRM

**TBID Revenue**

<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 (net 116,813 rm nts (\$3/rm))		
Q2 OCT-DEC (\$4)	\$209,070 (net 52,205 rm nts)		
Q3 JAN-MAR (\$4)	\$170,104 (rm nts: net 42,526; 50,545 gross)		
Q4 APR-JUN (\$4)			
<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 (112,415 rm nts) 39%		+11%
Q2 OCT-DEC	\$107,774 (53,887 rm nts) 19%		-2.6%
Q3 JAN-MAR	\$92,646 (rm nts: net 46,323; 46,672 gross) 16%		-6.7%
Q4 APR-JUN	\$143,852 (71,926 rm nts) 26%		-2%

# Kalispell Chamber TBID

## Balance Sheet

As of April 30, 2025

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
1010 Checking	111,177.08
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>\$148,269.76</b>
Accounts Receivable	
1200 Accounts Receivable	0.00
<b>Total Accounts Receivable</b>	<b>\$0.00</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>\$219,423.26</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>\$268,273.34</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 Accounts Payable	7,639.78
<b>Total Accounts Payable</b>	<b>\$7,639.78</b>
<b>Total Current Liabilities</b>	<b>\$7,639.78</b>
<b>Total Liabilities</b>	<b>\$7,639.78</b>
Equity	
32000 Unrestricted Net Assets	249,031.28
Net Income	11,602.28
<b>Total Equity</b>	<b>\$260,633.56</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$268,273.34</b>

# Kalispell Chamber TBID

## Profit and Loss

July 2024 - April 2025

	TOTAL
Income	
4000 TBID Revenue	703,526.48
4100 Interest Income	1,499.27
<b>Total Income</b>	<b>\$705,025.75</b>
GROSS PROFIT	<b>\$705,025.75</b>
Expenses	
6100 Administrative/Operations	
6110 Bank Fees	2.00
6115 Annual Report/Mtg	2,063.00
6122 Audit - Chamber	2,284.01
6125 Accounting Services	4,366.07
6130 Directors & Officers Insurance	1,298.00
6135 City of Kalispell Admin Fee	5,000.00
6140 Office Supplies	612.10
6150 Postage & Copies	678.68
6160 Rent	16,200.00
6180 Telephone	1,700.00
6185 Travel & Entertainment	1,411.59
6190 Technology Support	1,708.49
6195 Equipment (Software)	2,177.87
6199 Other Admin	340.01
<b>Total 6100 Administrative/Operations</b>	<b>39,841.82</b>
6200 Personnel (wages)	231,786.87
6250 Education/Outreach	
6260 Staff Training, Prof Develop	5,966.13
6280 Organizational Memberships	6,340.00
<b>Total 6250 Education/Outreach</b>	<b>12,306.13</b>
6300 Agency Services	107,440.32
6400 Research	31,849.30
6500 Website	4,362.02
6600 Destination Marketing	
6620 Marketing Resources	-365.15
6621 Photos/Videos	28,627.00
6622 Online Platforms/Subscriptions	10,003.08
6623 Marketing Resources - Other	150.00
<b>Total 6620 Marketing Resources</b>	<b>38,414.93</b>
6640 Paid Media	155,597.81
6650 Earned Media/Tourism Sales	28,409.31
<b>Total 6600 Destination Marketing</b>	<b>222,422.05</b>

# Kalispell Chamber TBID

## Profit and Loss

July 2024 - April 2025

	TOTAL
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	30,417.50
6890 Sales-Trade Shows, RFP Platform	12,347.46
<b>Total 6800 Destination Development</b>	<b>42,764.96</b>
<b>Total Expenses</b>	<b>\$693,423.47</b>
NET OPERATING INCOME	<b>\$11,602.28</b>
NET INCOME	<b>\$11,602.28</b>

# Kalispell Chamber TBID

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

July 2024 - April 2025

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
4000 TBID Revenue	703,526.48	1,171,200.00	-467,673.52	60.07 %
4100 Interest Income	1,499.27		1,499.27	
<b>Total Income</b>	<b>\$705,025.75</b>	<b>\$1,171,200.00</b>	<b>\$ -466,174.25</b>	<b>60.20 %</b>
GROSS PROFIT	<b>\$705,025.75</b>	<b>\$1,171,200.00</b>	<b>\$ -466,174.25</b>	<b>60.20 %</b>
Expenses				
6100 Administrative/Operations	<b>39,841.82</b>	<b>58,560.00</b>	<b>-18,718.18</b>	<b>68.04 %</b>
6200 Personnel (wages)	231,786.87	292,800.00	-61,013.13	79.16 %
6250 Education/Outreach	<b>12,306.13</b>	<b>23,424.00</b>	<b>-11,117.87</b>	<b>52.54 %</b>
6300 Agency Services	107,440.32	117,120.00	-9,679.68	91.74 %
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	<b>222,422.05</b>	<b>386,496.00</b>	<b>-164,073.95</b>	<b>57.55 %</b>
6700 Destination Stewardship/Mgmt	<b>650.00</b>	<b>11,712.00</b>	<b>-11,062.00</b>	<b>5.55 %</b>
6800 Destination Development	<b>42,764.96</b>	<b>234,240.00</b>	<b>-191,475.04</b>	<b>18.26 %</b>
<b>Total Expenses</b>	<b>\$693,423.47</b>	<b>\$1,171,200.00</b>	<b>\$ -477,776.53</b>	<b>59.21 %</b>
NET OPERATING INCOME	<b>\$11,602.28</b>	<b>\$0.00</b>	<b>\$11,602.28</b>	<b>0.00%</b>
NET INCOME	<b>\$11,602.28</b>	<b>\$0.00</b>	<b>\$11,602.28</b>	<b>0.00%</b>



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

Data for APRIL 2025

Report Date: 5/28/2025

WEBSITE													
Top Cities						Key Highlights						Top Landing Pages	
1. (not set) 2. Chicago 3. Kalispell 4. Seattle 5. Los Angeles 6. Dallas 7. Denver 8. Phoenix 9. Minneapolis 10. New York						New users increased 91.5% (YoY) Engaged sessions increased 69.1% (YoY) Engagement rate decreased 12.5% (YoY) Avg time on site 1:30 Top traffic sources: Google CPC; Google organic; Meta						1. Home page 2. Get The Guide 3. Meetings-groups 4. Things To Do 5. Events	
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	82,924			602,002
Sessions	25,290	23,761	16,305	14,371	12,994	18,559	22,995	50,419	19,226	23,047			226,967

BUSINESS DEVELOPMENT		
	Month	YTD (fiscal)
Group Bookings	0	9
Room Nights	0	1096
Event/Sport Bookings	2	2
Rate Quotes	1	8
Pending Bookings	3	16
Rm potential	1925	4782

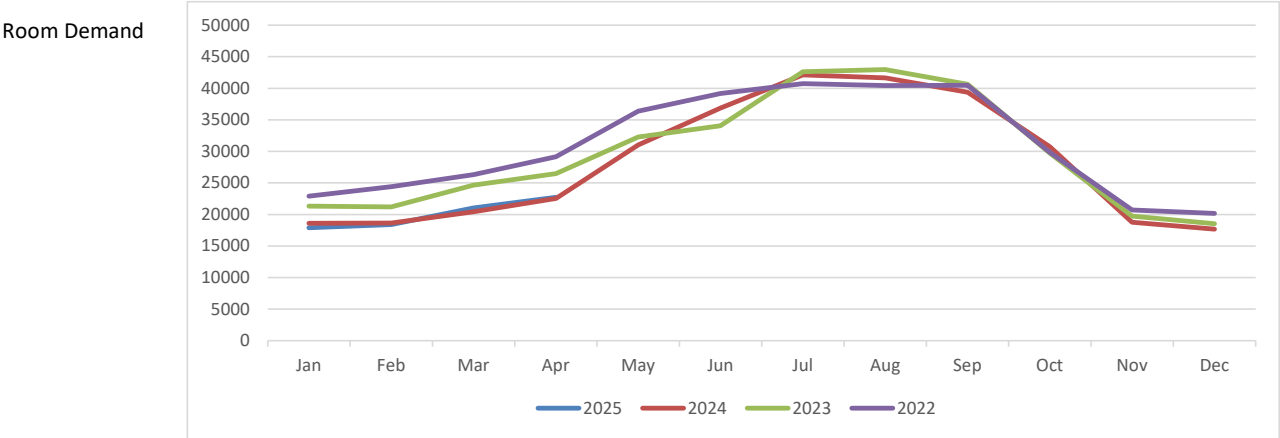
PUBLICITY/EARNED MEDIA		
	Month	YTD (fiscal)
Articles	1	24
Reach	1,290,627	156,795,314

MARKETING CONVERSIONS - BRAND ENGAGEMENT		
	Month	YTD (fiscal)
VG Requests (web & VIC)	952	4,844
Newsletter subscribers	2,442	5,360
Social media impressions (organic)		
Facebook	161,781	1,041,251
Instagram	129,806	1,629,467
Pinterest	8,980	128,150
aRes reservations booked	0	188
aRes room nights booked	0	313
Ski package reservations	n/a	168

PAID MEDIA				
Campaign	Clicks	CTR	IMP	Benchmark CTR
Search evergreen	6,458	11.33%	70,145	4.68%
Display evergreen	8,014	0.42%	1,886,134	0.47%
Meta evergreen	6,900	2.32%	296,817	2.06%
META regtargeting	2,222	1.15%	192,853	n/a
Visitor Guide promo	22,025	0.86%	2,542,587	n/a
Rediscover Kalispell	5,156	5.14%	100,145	n/a

PARTNERS		
	Month	YTD (2025)
Airport Enplanements - APR	26,842	129,043
	10.9%	12.8%
GNP Rec Visits - <b>APR</b>	48,576	107,671
	7.8%	8.3%

KALISPELL LODGING							
Smith Travel Report	APRIL	YOY	YTD 2025	Running 12 Mths	FY25 Avg	Comp Set Mthly Avg	
OCC	46.5%	1.0%	40.9%	56.1%	54.2%	54.7%	
Kailspell econ class	36.0%	23.9%	18.4%				
Kalispell mid/upper	50.8%	-3.5%	-1.4%				
ADR	\$101.90	-1.2%	\$100.80	\$158.96	\$138.69	\$117.43	
Kalispell econ class	\$64.47	-3.3%	-\$2.60				
Kalispell mid/upper	\$112.70	1.6%	\$1.50				
RevPAR	\$47.38	-0.2%	\$41.27	\$89.17	\$85.05	\$64.86	



Weekly STR																
	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	
OCC	Apr 26	27	28	29	30	May 1	2	3	4	5	6	7	8	9	10	Run MTD
2025	49.2	37.6	51.9	59.6	57.3	44.5	60.6	56.5	34.1	46.9	53.2	51.5	48.6	48.0	46.3	49.0
2024	50.8	35.2	44.9	50.8	55.3	49.5	69.6	71.1	36.5	46.5	53.1	54.0	50.3	52.8	48.7	53.9
% chg	-3.3	6.8	15.5	17.4	3.6	-10.0	-12.9	-20.6	-6.5	0.9	0.1	-4.7	-3.4	-9.0	-5.0	-9.0
ADR 2025	104.55	94.88	107.39	107.52	107.76	116.48	142.26	141.44	112.26	116.76	118.34	119.46	119.42	126.03	122.26	124.56

Short Term Rentals - Kalispell City Limits (AirDNA)

Entire Place	Available Listings		Occupancy Rate		Average Daily Rate		Booked Listings	
	Month	YOY	Month	YOY	Month	YOY	Month	YOY
	119	11.2%	35%	-19.1%	\$199	29.0%	100	5.3%

# 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
- Bigfork Whitewater Festival – May 23-25 – Swan River, Bigfork
- 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
- The Big Shindig – June 21 – Desoto Grill
- Glacier Classic Llama Show – June 21-22 – Majestic Valley Arena

## July

- Postmodern Jukebox Concert – July 8 – Wachholz Center
- Tyler Rich Concert – July 11 – Glacier Bank Park
- \*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
- Joan Jett & The Blackhearts Concert – August 12 – Fairgrounds
- NW Montana Fair & Rodeo – August 12-17 – Fairgrounds

## September

- Swap Meet and Car Show – September 6 – Majestic Valley Arena
- 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)

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