

**Board of Directors Meeting
Kalispell Tourism Business Improvement District
July 23, 2025
3:00 - 5:00 pm**

Discover Kalispell/Chamber, 2 South Main Street, 2nd 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. Board Action Items
 - a) Approval of minutes from June 25, 2025
 - b) Acceptance of financials for June 2025
 - c) High School National Invite (HSNI) ultimate frisbee tournament event grant proposal – presented by DK team
3. Board Discussion
 - a) Post event report – MT High School Rodeo Finals
 - b) MLHA - proposed TBID membership program
 - c) Staff reports

Enclosures: June 25, 2025 meeting minutes
TBID financial reports for June 2025
Discover Kalispell dashboard and reports

For Further Information Please Contact:

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

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
June 25, 2025
3:00 – 5:00 pm

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

Board Members Present: Bryce Baker, Britta Joy, Haley Wilson, Mitchell Bump, Zac Ford

Board Members on Zoom: Skyler Rieke, Robert Hall

Staff Present: Ben Gould, Annie Young, Lorraine Clarno, Diane Medler

Guests Present: Josh Lee-Glacier High School Intern, Mitchell Morgan-Senator Sheehy's Office

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

1. Hear from the Public – Josh Lee is a senior at Glacier High School and interning with the Chamber this summer. He is in the DECA program. DECA is looking for opportunities to have the Kalispell community become more familiar with the program and seeking sponsors to help off-set costs for the students to attend state and national DECA events. A team from the Flathead, including Josh, just placed 5th at nationals.

Mitch Morgan is the local representative for Senator Tim Sheehy. He shared that Senator Sheehy and the local Flathead office is here to serve so please feel free to reach out.

2. Event grant application presentation - Robert Walters, Purpose Driven Training Academy.

Big Sky Battle basketball tournament is an outdoor 3-on-3 event designed to become an annual event in Kalispell. Scheduled for August 9, 2025, at the Parkline Mall north-end parking lot. This first year, they are aiming to attract 100 teams, event is open to youth and adult. Event will run from 8am to 10pm so they anticipate out of area players will need to stay at least one night in Kalispell. Approximately half of the 100 players will be from outside of Flathead Valley. They are recruiting from Montana and other neighboring states. Grant funds would be used to enable Purpose Drive Training Academy (a 501c3) to purchase equipment for training programs and offer opportunities for training and development of youth in basketball and volleyball at low cost. Future year projections look at hosting 800-1,000 teams by years 3-5. Event would occur around the same date each year due to its position in the 3-on-3 tournament rotation.

3. Board Action Items

a. Approval of minutes from May 28, 2025

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

Discussion: none. Board approves unanimously.

b. Approval of financials for May 2025

Motion was made by Robert to approve the financials. Motion was seconded by Britta.

Discussion: none. Board approves unanimously.

c. Approval of grant funding for Big Sky Battle basketball tournament

Motion was made by Britta to award in-kind marketing through Discover Kalispell to help promote the event. Motion seconded by Haley. Board approves unanimously.

**see below for board discussion.*

d. Approval of AJGA event proposal and potential TBID sponsorship. DK is recruiting a junior golf event for Kalispell to take place either 2026 or 2027. It would be a 3-year commitment. Play would take place primarily at Northern Pines, event runs Sunday-Thursday with 78 players. All players would come from out of state. There is an opportunity to include 6 local youth golfers to play in the qualifying round of the event. Sponsorship requirement is a total of \$50,000 per year. DK would be responsible for acquiring additional sponsors beyond what the TBID board chooses to commit. Board agreed to table the discussion and motion to the July meeting after additional information can be obtained.

4. Board Discussion

The board welcomed Annie Young, Discover Kalispell's Marketing and Communications Manager.

a. Approval of grant funding for Big Sky Battle Basketball Tournament. Average score that the grant application received was 69. Event Grant scoring criteria states that applications need to receive an average score of 70 or greater to be awarded grant funding. Concerns by the board were the very short lead time to promote, timing of event (peak summer), and unclear as to how many room nights would be generated from this first year of the event. The board will be interested in revisiting if future years' events attract more out of market teams.

b. RIPE, DiscoverKalispell.com booking platform. Ben reviewed the reason for transitioning from aRes to RIPE, the benefits to hotels and to Discover Kalispell. The platform has improved display of hotel information, uses a mapping feature which

includes points of interest near the hotels, enables DK to seamlessly create incentive packages and improved reporting features. The migration is scheduled to be completed by September. Additional information and opportunity for overview of the system will be provided to TBID properties.

c. Staff Reports

Ben attended the Cvent Connect conference in San Antonio in early June. Insights were gained on how best to maximize current usage of Cvent accounts, both hotels and CVB's alike. There will be training sessions available for any account holders to learn how to better use Cvent for their individual needs. Ben met with meeting planners from across the country and a few international planners. Most planners were inquiring about incentive travel and were interested in luxury guest ranch style lodging. Some of the planners took information about offerings in Kalispell in case they were planning regional meetings for their clients. For Kalispell's interests, the segments that showed promise to pursue were manufacturing and agriculture industries.

Ben had a recent talk with Juan Acosta (HSNI) and Damion Blackburn (FVU) discussing the possibility of the 2026 HSNI National Invite being held at Kidsport. Detailed information was gained about the event logistics, and the determination was that Kidsport would be an excellent venue. The potential dates would be June 12-14, 2026. Discover Kalispell will build a draft bid. A potential site visit would be later this summer.

Ben gave updates on the military reunion leads. The 2026/2027 USS Lyman K Swenson, 2026 Condor Reunion, and 2026 USS Anchorage reunions are all in planning stages and not yet ready to commit.

The RFP for the 2028 MAWS Conference has been sent out to TBID members. They are awaiting a proposal from the two conference hotels that can host their event.

An update was also given on the 2026 MDA Fall Workshop that is committed to being held in Kalispell in mid-late October of 2026. They are in the early planning stages and will be reaching out for more involvement in the near future. They may apply for an Event Grant when the time comes.

Diane shared the May STR report showing a 5% decrease in OCC for Kalispell, and an average 4.7% decrease from Kalispell's comp set. Based on the weekly STR report, June has shown fluctuating OCC and decreased ADR.

Diane had an introductory conversation with the Big Mountain Commercial Association regarding the potential of adding a SNOW Bus stop in Kalispell. The BMCA board is interested in expanding so the timing is good for the conversation. Discussed potential route, stops and timing for next winter. The bus company has a new owner who is also interested in expanding. Diane will continue to pursue to further define feasibility of implementing for this winter and potential cost to TBID.

The board discussed the July 2026 airport runway resurfacing project and GPIA's response to the letter sent to the FMAA board from the TBID board of directors.

Kalispell continues to see decrease in border crossing and credit card spending by Canadians. Year over year, the Roosevelt crossing saw a 25% decrease in May and credit card spending by Canadians in Kalispell decreased 44% in April.

Discover Kalispell is working with The Abbi Agency to run an additional paid media campaign in summer targeting Kalispell's primary drive markets, to boost summer visitations. The campaign will launch around mid-July.

Meeting adjourned at 4:30 PM

Respectfully submitted: Diane Medler

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

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

TBID Checking account balance as of 6/30/25	\$92,990.09
WFCU Reserve account balance as of 3/31/25	\$37,092.68
FIB CD balance as of 6/30/25 (matures 9/30/25)	\$72,806.20

TBID Account – Expense Summary

- Admin/Operations: reimbursement from Bed Tax for FY25 rent; wages and insurance; cell phone reimbursement; tech support/email accounts; accounting services – monthly; copies/postage; mileage reimbursement.
- Education/outreach: -
- Website: hosting fee; domain renewal
- Agency services: LBPR
- Marketing: social media admin; may paid media buy; huck trail photo shoot; media database monthly charge
- Earned Media/Tourism Sales/Incentives: flights for May press trip
- Business Development/Events: RIPE booking platform – build and lodging listing setup; CRM monthly charge; event grants: Griz Soccer 50%, MT HS Rodeo Finals – full payment, Northwest Lacrosse – full payment; group services flyer design and production.

TBID Revenue

FY25 Gross Revenue		% Change vs projected	% Change YOY (Actual)
Projected \$1,171,200	Actual		
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)			
FY24 Gross Revenue		% Change vs projected	% Change YOY (Actual)
Projected \$610,000	Actual \$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%

Balance Sheet

Kalispell Chamber TBID

As of June 30, 2025

DISTRIBUTION ACCOUNT	TOTAL
Assets	
Current Assets	
Bank Accounts	
1010 Checking	76,990.09
1022 Whitefish Credit Union	0
1021 Savings	37,092.68
Total for 1022 Whitefish Credit Union	\$37,092.68
Total for Bank Accounts	\$114,082.77
Accounts Receivable	
1200 Accounts Receivable	8,000.00
Total for Accounts Receivable	\$8,000.00
Other Current Assets	
12000 Undeposited Funds	
1300 FIB-CD	71,153.50
Total for Other Current Assets	\$71,153.50
Total for Current Assets	\$193,236.27
Fixed Assets	
1710 Office Equipment	3,967.64
1820 Web Site Development	91,230.44
1910 Accumulated Depreciation	-46,348.00
Total for Fixed Assets	\$48,850.08
Other Assets	
Total for Assets	\$242,086.35
Liabilities and Equity	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 Accounts Payable	1,448.08
Total for Accounts Payable	\$1,448.08
Credit Cards	
Other Current Liabilities	
Total for Current Liabilities	\$1,448.08
Long-term Liabilities	
Total for Liabilities	\$1,448.08
Equity	
32000 Unrestricted Net Assets	249,031.28
Net Income	-8,393.01
Total for Equity	\$240,638.27
Total for Liabilities and Equity	\$242,086.35

Profit and Loss

Kalispell Chamber TBID

July 1, 2024-June 30, 2025

DISTRIBUTION ACCOUNT	TOTAL
Income	
4000 TBID Revenue	873,651.32
4100 Interest Income	1,523.49
Total for Income	\$875,174.81
Cost of Goods Sold	
Gross Profit	\$875,174.81
Expenses	
6100 Administrative/Operations	0
6110 Bank Fees	6.00
6115 Annual Report/Mtg	2,063.00
6122 Audit - Chamber	2,284.01
6125 Accounting Services	5,116.07
6130 Directors & Officers Insurance	1,298.00
6135 City of Kalispell Admin Fee	5,000.00
6140 Office Supplies	736.61
6150 Postage & Copies	790.31
6160 Rent	10,000.00
6180 Telephone	2,015.00
6185 Travel & Entertainment	1,643.24
6190 Technology Support	1,968.49
6195 Equipment (Software)	2,276.87
6199 Other Admin	431.96
Total for 6100 Administrative/Operations	\$35,629.56
6200 Personnel (wages)	271,633.23
6250 Education/Outreach	0
6260 Staff Training, Prof Develop	8,350.60
6280 Organizational Memberships	6,340.00
Total for 6250 Education/Outreach	\$14,690.60
6300 Agency Services	119,940.32
6400 Research	31,849.30
6500 Website	4,962.02
6600 Destination Marketing	0
6620 Marketing Resources	-\$365.15
6621 Photos/Videos	29,891.17
6622 Online Platforms/Subscriptions	13,753.08
6623 Marketing Resources - Other	475.00
Total for 6620 Marketing Resources	\$43,754.10
6640 Paid Media	238,701.53
6650 Earned Media/Tourism Sales	36,063.91
Total for 6600 Destination Marketing	\$318,519.54

Profit and Loss

Kalispell Chamber TBID

July 1, 2024-June 30, 2025

DISTRIBUTION ACCOUNT	TOTAL
6700 Destination Stewardship/Mgmt	0
6720 VIC Funding	650.00
Total for 6700 Destination Stewardship/Mgmt	\$650.00
6800 Destination Development	0
6830 Event, Sports & Group Incentive	72,570.79
6890 Sales-Trade Shows, RFP Platform	13,122.46
Total for 6800 Destination Development	\$85,693.25
Total for Expenses	\$883,567.82
Net Operating Income	-\$8,393.01
Other Income	
Other Expenses	
Net Other Income	0
Net Income	-\$8,393.01

Kalispell Chamber TBID

Budget vs. Actuals: Budget_FY25_P&L - FY25 P&L Classes

July 2024 - June 2025

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income	\$875,174.81	\$1,171,200.00	\$ -296,025.19	74.72 %
GROSS PROFIT	\$875,174.81	\$1,171,200.00	\$ -296,025.19	74.72 %
Expenses				
6100 Administrative/Operations	35,629.56	58,560.00	-22,930.44	60.84 %
6200 Personnel (wages)	271,633.23	292,800.00	-21,166.77	92.77 %
6250 Education/Outreach	14,690.60	23,424.00	-8,733.40	62.72 %
6300 Agency Services	119,940.32	117,120.00	2,820.32	102.41 %
6400 Research	31,849.30	23,424.00	8,425.30	135.97 %
6500 Website	4,962.02	23,424.00	-18,461.98	21.18 %
6600 Destination Marketing	318,519.54	386,496.00	-67,976.46	82.41 %
6700 Destination Stewardship/Mgmt	650.00	11,712.00	-11,062.00	5.55 %
6800 Destination Development	85,693.25	234,240.00	-148,546.75	36.58 %
Total Expenses	\$883,567.82	\$1,171,200.00	\$ -287,632.18	75.44 %
NET OPERATING INCOME	\$ -8,393.01	\$0.00	\$ -8,393.01	0.00%
NET INCOME	\$ -8,393.01	\$0.00	\$ -8,393.01	0.00%



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

Data for JUNE 2025

Report Date: 7/23/2025

WEBSITE													
Top Cities						Key Highlights					Top Landing Pages		
1. (not set) 2. Kalispell 3. Denver 4. Seattle 5. Chicago 6. Los Angeles 7. Phoenix 8. Dallas 9. New York 10. Whitefish						Page views increased 6.4% (MoM) Engaged sessions increased 15.9% (MoM) Engagement rate increased 13.6% (MoM) Session duration increased 17.5% (MoM) Top search queries: kalispell; things to do in kalispell mt;					1. Home page 2. Get The Guide 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	92,979	98,922	793,903
Sessions	25,290	23,761	16,305	14,371	12,994	18,559	22,995	50,419	19,226	23,047	29,145	33,775	289,887

BUSINESS DEVELOPMENT			
		Month	YTD (fiscal)
Group Bookings		0	9
Room Nights		0	1096
Event/Sport Bookings		0	2
Rate Quotes		0	8
Pending Bookings		2	21
Rm potential		380	5362

PUBLICITY/EARNED MEDIA			
		Month	YTD (fiscal)
Articles		2	29
Reach		64,186,996	300,486,178

MARKETING CONVERSIONS - BRAND ENGAGEMENT			
		Month	YTD (fiscal)
VG Requests (web & VIC)		850	6,630
Newsletter subscribers		528	6,479
Social media impressions (organic)			
Facebook		133,317	1,346,637
Instagram		113,024	1,899,834
Pinterest		15,100	156,080
aRes reservations booked		0	190
aRes room nights booked		0	316
Ski package reservations		n/a	168
Bandwango - Huck Trail Pass		45 check ins	

PAID MEDIA				
Campaign	Clicks	CTR	IMP	Benchmark CTR
Search evergreen	8,590	13.19%	71,015	4.68%
Display evergreen	1,179	0.22%	530,566	0.47%
Meta evergreen	6,985	2.43%	287,532	2.06%
META regtargeting	2,485	0.76%	328,213	n/a
Visitor Guide promo	9,670	0.75%	1,279,918	n/a
Rediscover Kalispell	6,587	0.63%	1,034,849	n/a

PARTNERS		
		Month YTD (2025)
Airport Enplanements - JUNE		223,834 717,787
		12.8% 13.3%
GNP Rec Visits - JUNE		data not available
		% %

KALISPELL LODGING							
		Running 12			Comp Set		
Smith Travel Report	JUNE	YOY	YTD 2025	Mths	FY25 Avg	Mthly Avg	
OCC	73.1%	1.2%	48.9%	56.0%	55.7%	74.9%	
Kailspell econ class	63.4%	-2.5%	38.4%				
Kalispell mid/upper	76.9%	2.2%	53.2%				
ADR	\$191.69	1.3%	\$131.71	\$160.59	\$143.28	\$176.28	
Kalispell econ class	\$123.23	-5.4%	\$83.77				
Kalispell mid/upper	\$213.51	1.7%	\$145.93				
RevPAR	\$140.21	2.5%	\$64.41	\$89.93	\$88.90	\$133.04	

Room Demand

2024						2025						Year To Date	
Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	2024	2025
40,456	41,651	38,309	29,763	18,015	17,218	17,352	17,843	20,319	21,986	28,660	37,064	145,417	143,224
42,280	42,644	40,477	29,377	19,411	18,187	18,543	18,602	20,435	23,367	29,135	35,335	158,642	145,417
-4.3	-2.3	-5.4	1.3	-7.2	-5.3	-6.4	-4.1	-0.6	-5.9	-1.6	4.9	-8.3	-1.5

Weekly STR

	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	
OCC	Jun 26	27	28	29	30	Jul 1	2	3	4	5	6	7	8	9	10	11	12	Run MTD
2025	87.5	89.3	91.4	78.6	81.3	74.2	72.1	69.2	70.3	70.8	63.8	69.7	74.1	73.1	74.4	75.7	78.2	72.1
2024	81.3	79.8	87.0	78.0	68.8	68.6	65.3	80.8	85.5	82.8	63.8	74.6	77.5	75.4	79.2	82.9	85.3	75.4
% chg	7.7	12.0	5.0	0.9	18.1	8.3	10.3	-14.3	-17.8	-14.6	0.0	-6.6	-4.3	-3.1	-6.1	-8.7	-8.3	-4.4
ADR 2025	220.47	248.21	244.10	209.33	213.20	230.50	221.13	227.06	237.77	238.37	227.98	238.16	245.64	244.74	241.77	241.54	243.86	236.75

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
	211	13.2%	72%	0.0%	\$251	2.9%	210	14.8%

Future Conferences & Large Events

2025

January

- *2nd 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 10th 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
- Taj Mahal Concert – August 7 – Wachholz Center
- 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
- Flathead Celtic Festival – 12-13 – Centennial Farm
- 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)

June

- 3 Blind Refs Tournament – June 5-7 – Kidsport

October

- Montana Dance Arts Association Fall Workshop – October 16-18 – Hosted by Northwest Ballet

2027

June

- 3 Blind Refs Tournament – June 4-6 – Kidsport

1/13/25

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