



# Contact Report

Debbie Picard, Glacier Country Regional Tourism  
140 North Higgins, Suite 204  
Missoula, MT 59802

## Contact

Company	BFC Incentive	Address	
Contact	Lukasz Adamowicz		
Title	Meeting Planner		Warszawa,
Phone		Ext.	Poland
Mobile Phone		Country	
Salutation	Lukasz	E-mail	lukasz.adamowicz@bfc.pl
		Web Site	

## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
11/10/2015	2:46 PM	Met Lukasz at IMEX15. She was a walk up to the Montana booth. She works for the largest meeting and incentive planner in Poland. They are looking for ski destinations for an incentive trip. She asked that I send her contact information for Big Sky and Whitefish. I will forward the information on to Mike Peterson at Big Sky and Jason at WMR as well.	Debbie Picard



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## Contact

Company	Association of Governmental Risk Pools	Address	9 Cornell Road
Contact	Trina Avalos		
Title	Meeting Planner		Latham, NY 12110
Phone	(518) 220-0320	Country	USA
Mobile Phone		E-mail	tralos@agrip.org
Salutation	Trina	Web Site	www.agrip.org

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## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
11/10/2015	4:39 PM	Met Trina at IMEX15. She stopped by the Montana booth (with her rep from HelmsBriscoe Stephan Gerhardt) she is with the Association of Governmental Risk Pools. They almost booked at Big Sky Resort but went to Cour de Alene instead. They will take another look at Montana for future years. Took our usb drive full of meeting information.	Debbie Picard



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## Contact

Company	Academic Experiences Abroad	Address	
Contact	Sam Brier		
Title	Director	Country	Portland, OR
Phone	(832) 605-7344 Ext.	Country	USA
Mobile Phone		E-mail	sam@aeastudyabroad.com
Salutation	Sam	Web Site	www.aeastudyabroad.com

## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/20/2015	3:42 PM	Met with Sam at IMEX15. Sam provides a customized university study abroad program. Basically student travel programs. It doesn't have to be tied to a university and the students do not have to be studying here in the US. His groups are usually 23 ppl. He is looking for a receptive tour operator or one that is very familiar with Montana to pick up his groups and take them to GNP. I will send him information on receptives and tour that have MT specialists.	Debbie Picard



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## Contact

Company	Butwin & Associates	Address	8700 Westmoreland
Contact	Ron Butwin		
Title	President		Minneapolis, MN 55426
Phone	(952) 545-3886	Ext.	USA
Mobile Phone		Country	USA
Salutation	Ron	E-mail	butwininc@aol.com
		Web Site	

## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/20/2015	3:30 PM	Met with Ron at IMEX15. He did not have a scheduled appointment but wanted to meet and talk Montana. They have about 15 groups that they are currently planning meetings for. Roughly 35-375 ppl. He hasn't been to MT himself in 12 years and then it was Big Sky that they went to and didn't have the best experience. His group is very active and want to try again. They meet winter and summer so we went through the options. He took our USB drive with contact information and I will follow up to find out more specifics and see if we can get an RFP for Glacier Country.	Debbie Picard



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## Contact

Company	Liberty Travel	Address	499 7th Ave
Contact	Christopher D'Souza		
Title	Global Consultant		New York, NY 10018
Phone	(212) 810-1331	Ext.	Country USA
Mobile Phone			E-mail dsouzac@libertytravel.com
Salutation	Christopher		Web Site

## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/20/2015	3:13 PM	Met with Christopher at IMEX15. Christopher works with the UN on their global events. He is looking at eco-friendly destinations and thinks that Montana would be a great meeting destination. His events ususally have 250-400 attendees. He would prefer something near GNP, so either Whitefish or Kalispell is desired. He can use hotel ballrooms or unique spaces as well. He likes to ge the local town and CVB involved, He had been to MT before but just a road trip through Bozeman/Billings area. Kalispell and Whitefish CVBs/properties should follow up to see about getting an RFP.	Debbie Picard



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## Contact

Company	UTE Group - Poland	Address		
Contact	Katarzyna Dyczek			
Title	Senior Account Manager			
Phone		Ext.	Country	Poland
Mobile Phone			E-mail	kdyczek@ute.pl
Salutation	Katarzyna		Web Site	

## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
11/10/2015	11:12 AM	Met Katarzyna at IMEX15. She was a walk up and wanted information on Montana. We talked to her about our air lift into Montana and gave her a usb drive with information. She was very interested on the fly-drive itinerary for YNP and GNP. I will send that information to her and follow up.	Debbie Picard



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## Contact

Company	TourHero	Address	225 Dahlgren Place
Contact	Armindo Ferreira		
Title	Executive Director of Sales		Brooklyn, NY 11228
Phone	(973) 519-2524	Country	USA
Mobile Phone		E-mail	aferreira@tourhero.com
Salutation	Armindo	Web Site	www.tourhero.com

## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/20/2015	3:23 PM	Met with Armindo at IMEX15. They are both a receptive tour operator and a destination management company. He is looking at Montana for a corporate incentive group. 40-60 people that are active and like the outdoors. They will do a 1/2 day meeting then activities the rest of the time. The CVB's gave an overview of their destinations, but what he really wanted was our guest ranches. I will send him links to both RPU and RRC. He didn't know if the TC age restriction would be an issue and FLL was not luxury enough for the group.	Debbie Picard



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## Contact

Company	Sigma Theta Tau International	Address	550 West North Street
Contact	Ashley Fleener		
Title	Meeting Planner	Country	Indianapolis, IN 46202
Phone	(317) 634-8171	Ext.	
Mobile Phone		E-mail	ashley@stti.org
Salutation	Ashley	Web Site	www.nursingsociety.org

## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
11/9/2015	2:49 PM	Met with Ashley at IMEX15. She is at IMEX looking for different locations/destinations to engage younger membership to attend. She thinks Montana is a great destination to intrigue others to come to their domestic leadership academy. Currently there are 40-100 attendees, 90% female (being a nursing organization) ages 25 to 40 yrs old. It's a 2 1/2 day meeting with 1 general session and one breakfast, the other time is spent out exploring the destination they are in. The CVB's will follow up with Ashley and see if they are the right fit for her meeting. No additional follow up is needed at this time.	Debbie Picard





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## Contact

Company	Overseas Leisure Group	Address	1550 Biscayne Blvd., Suite 3B
Contact	Stephanie Fleitas		
Title	Doer	Country	Miami, FL 33132
Phone	(786) 276-8686	Ext.	USA
Mobile Phone		E-mail	stephanie@overseasinternational.com
Salutation	Stephanie	Web Site	www.overseasleisuregroup.com

## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
11/10/2015	11:29 AM	Met Stephanie at IMEX15. She was a walk up visitor to the Montana booth. She was unfamiliar with Montana so we chatted about all the greatness that is Montana. She was very interested in the Native Indian experiences that we could offer groups. She took our usb drive and didn't request any further follow up. I will put her on our meetings email database list.	Debbie Picard



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## Contact

Company	HelmsBriscoe	Address	812 N West Street
Contact	Stephan Gerhardt		
Title	Senior Director		Falls Church, VA 22046
Phone	(703) 533-0005	Ext.	Country USA
Mobile Phone			E-mail sgerhardt@HelmsBriscoe.com
Salutation	Stephan		Web Site

## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
11/10/2015	4:34 PM	Met Stephan at IMEX15. He stopped by the Montana booth with Trina Avalos with the Association of Governmental Risk Pools. They almost booked at Big Sky Resort but went to Cour de Alene instead. They will take another look at Montana for future years. Took our usb drive full of meeting information.	Debbie Picard



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## Contact

Company	Kuoni	Address	5 Penn Plaza, 5th floor
Contact	Giorgio Ghezzi		
Title	Groups Inbound		New York, NY 10001
Phone	(212) 843-9759	Ext.	
Mobile Phone		Country	
Salutation	Giorgio	E-mail	giorgio.ghezzi@gta-travel.com
		Web Site	www.kuonigrouptravel.com

## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
7/11/2013	1:56 PM	Met with Giorgio at IPW13 in Las Vegas. He is part of the GTA family. His focus for GTA is group business from Japan to US and Australia. Group business has doubled in the last 2 years. He is was not familiar at all with our National Parks and needed an education on what Montana has for him. His groups are 10-50 with the average being 25. He asked about flight excursions in the parks and we talked about helicopter tours. He asked Marlee/Pam about sending his agents on a FAM tour and she will get back to him. This was mainly an education session on Montana product. No specific follow up at this time.	Debbie Picard
11/9/2015	2:56 PM	Met with Giorgio at IMEX15. I had met with Giorgio at IPW13 in Las Vegas. This time he is looking for new programs for doctors that are coming over Latin America. Talked about a 5 day itinerary where they see the sights and speak at a hospital as part of the trip. Both Missoula and Kalispell talked about the hospitals in the communities and the possibilities. Missoula's Intenational Heart Institute and the June conference. Kalispell's Oncology departments and shopping in Kalispell. Each CVB will follow up to see if the program works with their communities/hospitals etc.	Debbie Picard



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## Contact

Company	Global Discovery Meetings & Incentives	Address	20407 Hawthorne Blvd
Contact	Macherie Higueros		
Title	Meeting Planner		Torrance, CA 90503
Phone	(888) 688-2488	Country	USA
Mobile Phone		E-mail	macherie@globaldiscoverymeetings.com
Salutation	Macherie	Web Site	www.globaldiscoverymeetings.com

## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
11/9/2015	4:31 PM	Met with Macherie at IMEX15. She specializes in corporate incentive and is not familiar with Montana. She wanted to know about both meeting properties, guest ranch stays and then what else there is to do in Montana. Her programs usually range from 200-250 attendees and can meet from January to June. Each CVB talked about their destinations and benefits for meeting in their cities. She would like specific information that includes horse properties or horse riding tours. I will follow up with her regarding her specific request.	Debbie Picard



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## Contact

Company	Fire Light Group	Address	1035 Williamson St.
Contact	Ashley Himebaugh		
Title	Account Manager		Madison, WI 53703
Phone	(608) 441-3473	Ext.	Country USA
Mobile Phone			E-mail ashleyh@firelightgroup.com
Salutation	Ashley		Web Site www.firelightgroup.com

## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
11/9/2015	4:36 PM		Debbie Picard
11/9/2015	4:37 PM	Met with Ashley at IMEX15. She wanted to meet to discuss 2 specific pieces of business. 1) International Sales Program with participants from 10 countries, 50 ppl total with March/April dates. Lots of outdoor activities for this group 2) Tech company 30-40 ppl come in on Sunday for 2 days of meetings and 1 day of fun outdoor activities. Each CVB has information to follow up to see if program fits into their community. I will follow up with a thanks for meeting with us.	Debbie Picard



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## Contact

Company	HelmsBriscoe	Address	PO Box 53
Contact	Mary Medcraft		
Title	Senior Director		Hastings, MN 55033
Phone	(651) 437-7367	Ext.	USA
Mobile Phone		E-mail	mmedcraft@HelmsBriscoe.com
Salutation	Mary	Web Site	www.HelmsBriscoe.com

## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
11/10/2015	2:22 PM	Met Mary at IMEX15. We didn't have an appointment together but she stopped by the Montanan booth and chatted with Mary Holmes. She is looking to distribute an RFP to all CVB's in Montana. I will follow up with her and see what the piece of business is and if we are a good fit for it. If we are I will facilitate the lead to the other CVB's in the region.	Debbie Picard



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## Contact

Company	WorldWide Meetings & Events	Address	237 Flathush Ave. Suite 286
Contact	Mike Nesbihal		
Title	President		Brooklyn, NY 11217
Phone	(732) 306-5333	Ext.	Country USA
Mobile Phone			E-mail mikenesbihal@WorldWideMeetingsandEvents.com
Salutation	Mike		Web Site www.worldwidemeetingsandevents.com

## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
11/10/2015	11:02 AM	Met Mike at IMEX15. Mike stopped by our Montana booth at IMEX and wanted information on Montana. He was unfamiliar with what meeting options we offered. I gave him an overview of the state, airports, meeting venues, guest ranches. I will put him in our database to get our newsletter for updates.	Debbie Picard



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## Contact

Company	TOBRA Meetings LLC	Address	3870 Mettler Lane
Contact	Barbara Osborn		
Title	Managing Partner		Huntingdon Valley, PA 19006
Phone	(215) 947-4268	Ext.	Country USA
Mobile Phone			E-mail bosborn@tobrameetings.com
Salutation	Barbara		Web Site www.tobrameetings.com

## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
11/9/2015	4:45 PM	Met with Barbar at IMEX15. Barbara did not have a preset appointments with us, but stopped in to find out more information about guest ranch stays in Montana. I told her about the 3/4 in Western Montana and she would like me to send her contact information. I will follow up with Barbara.	Debbie Picard





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Missoula, MT 59802

## Contact

Company	Prestige	Address	221 North First Street, Suite 200
Contact	Doug Peterson		
Title	Partner		Minneapolis, MN 55401
Phone	(612) 767-8441	Ext.	USA
Mobile Phone		Country	USA
Salutation	Doug	E-mail	dpeterson@meetprestige.com
		Web Site	www.meetprestige.com

## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
11/10/2015	11:34 AM	Met Doug at IMEX15. Doug stopped by our Montana booth to explain his company. They hold luxury events and he invites new destinations to represent at these events. We talked briefly about our luxury ranches and he said he has a group coming out to Paws Up this summer. He will send me information on how to become involved should I see the fit for Glacier Country. He also connected with me on Linked In right away.	Debbie Picard



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Missoula, MT 59802

## Contact

Company	MotivAction	Address	16355 36th Ave N. Suite 100
Contact	Joanie PhillipsI		
Title	Industry Relations		Minneapolis, MN 55446
Phone	(763) 412-3016	Ext.	Country USA
Mobile Phone			E-mail jphillips@motivaction.com
Salutation	Joanie		Web Site www.motivAction.com

## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/20/2015	3:35 PM	Met with Joanie at IMEX15 and her clients, Dan Waddell and Keith Kreider both from Western CPE out of Bozeman. They are looking for a Director level person to help set up live events all over the country that are 2 days in length. They need to be based out of Bozeman, MT. They were interested in The Lodge at Whitefish Lake for events in Whitefish. Had been to Grouse, but felt the meeting space and rooms were dated. Check with Jason to see if renovation is planned. They were interested as well in a possible incentive to RPU. I will send John/Graham her information for follow up.	Debbie Picard



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## Contact

Company	CWT Meetings & Events	Address	3655 N. Monroe Street
Contact	Cyndi Radke		
Title	Director of Business Development		Arlington, VA 22207
Phone	(703) 405-2673 Ext.	Country	USA
Mobile Phone		E-mail	cyndi.radke@cwt-me.com
Salutation	Cyndi	Web Site	www.cwt-meetings-events.com

## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
11/10/2015	11:17 AM	Met with Cyndi at IMEX15. She was a walk up and has never been to Montana. Wanted basic information on what meetings we could handle. She took our usb with Montana information. I will follow up with her to see if she wants more specific information or has a piece of business that we could see an RFP.	Debbie Picard



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## Contact

Company	Institute for Healthy Destination Accreditation	Address	
Contact	Mary Ellen Rose		
Title	Founder		
Phone	(240) 475-7673	Ext.	Country USA
Mobile Phone			E-mail merosephd@travelhealthy.org
Salutation	Mary		Web Site

## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
11/10/2015	5:00 PM	Met Mary Ellen Rose at IMEX15. She stopped by our Montana booth to talk healthy retreat destinations. She plans wellness weekends and retreats for 10 to 100 attendees. She is very interested in getting information on Paws Up, RRC, Triple Creek. I will forward lead to these properties.	Debbie Picard



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## Contact

Company	Concierge Travel, Meetings & Incentives	Address	730 Red Lion Way
Contact	Debbie Schuler		
Title	President		Bridgewater, NJ 08807
Phone	(908) 432-0244	Country	USA
Mobile Phone		E-mail	debbieschuler@greatescapesetc.com
Salutation	Debbie	Web Site	

## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
11/10/2015	4:43 PM	Met Debbie at IMEX15. She was a walk up visitor to the Montana booth. She didn't know about Montana so we gave her lots of information and our usb drive. She was particularly interested in the Indian side of Montana (staying in the Tipi Village or in unique lodging) also indian dancing and drumming. Glamping was of interest too. I will follow up with her and see if she need further information.	Debbie Picard



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## Contact

Company	Luxury Meetings Summit	Address	
Contact	Trinidad Valdez		
Title	Associate Vice President		
Phone	(805) 243-3988	Ext.	Country
Mobile Phone			E-mail
Salutation	Trinidad		Web Site
			trinidad@LuxuryMeetingsSummit.com
			www.luxurymeetingssummit.com

## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
11/10/2015	11:06 AM	Met Trinidat at IMEX15. He came by the Montana booth to sell his Luxury Meetings Summit. He emailed me after the show to explain his program. Any luxury property partner can follow up with Trinidad.	Debbie Picard

### **Luxury Meetings Summit Website:**

<http://luxurymeetingssummit.com>

We will be hosting one hundred forty-five (145) Luxury Meetings Summits in seventy (70) cities across the North America, sixteen (16) cities across Europe, and four (4) cities across Asia-Pacific. If you know you are planning to attend in 2016 and would like to take advantage of the advance purchase price, please email or fax back your signed participation form. If you are not sure which events you want to attend, that's ok, you can still purchase vouchers at the advance purchase price; just let us know which events you want to attend as the year progresses.



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## Contact

Company	Western CPE	Address	243 Pegasus Drive
Contact	Dan Waddell		
Title	COO		Bozeman, MT 59718
Phone	(406) 585-3166	Ext.	USA
Mobile Phone		Country	
Salutation	Dan	E-mail	dan.waddell@westerncpe.com
		Web Site	

## Notes

Date Range: All Dates

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
11/10/2015	5:06 PM	Met with Dan and Keith Kreider at IMEX15. They do CPE seminars around the U.S. mostly in 4 star hotels. They've had programs in GC, but found issues at all of our hotels. LWL has low ceilings in the ballrooms. Grouse's rooms need updating and ballrooms are not set right. They have used FLL and like the location but there are updates needed there as well. Was wondering if any new 4 star properties were going to come on in the next year. No follow up is needed.	Debbie Picard