



Report: Trade Show Contacts

Created By: Nicole Gonzalez

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Category: All Categories

Contact Tags: Connect PNW16

Contact Name	Shawn Lewellyn	Address	1513 NE Quiet Ridge Lane
Title	Associate		Bend, OR 97701 UNITED STATES
Account	Current Events Inc.	Phone	949.338.7737
		Email	shawn@currenteventsinc.com

Date	Regarding
12/06/2016	Met with Shawn at Connect PNW16. She was with Oakley for years and still plans meetings for them on a regular basis in her current position. They have 2 conferences largest is 350 and the smaller is 100 also does incentive programs for 40 to 50 ppl. She had recently been to Paws Up and loved it. She met Jason St. Clair at Luxury Travel show and loved the price point of Flathead Lake Lodge. I will follow up with an email requesting a RFP for future meetings.

Contact Name	Robert Fraser	Address	6237 NE Carillion Dr. #201
Title	National Account Manager		Hillsboro, OR 97124 UNITED STATES
Account	Maritz Travel Co	Phone	503.896.6227

Email robert.fraser@experientnetwork.com

Date **Regarding**

12/06/2016 Met with Robert at Connect PNW16. He is a planner for Maritz/Experient out of Portland Oregon. His main client is the Counsel on Gambling and he said knowing that Montana has Indian reservations wanted to find out if there was a fit. He said they like resort type places they have been to Tucson and Skamania and liked both of those places. He is interested in attending one of our FAM's to see more of Montana. I will follow up and see about any RFP's he might send our way.

Contact Name	Rhonda Baker	Address	2323 Anderson Ave., Suite 225
Title	Assistant Director		Manhattan, KS 66502 UNITED STATES
Account	NACADA	Phone	785.532.7732
		Email	baker@ksu.edu

Date **Sales**

12/06/2016 Met with Rhonda at Connect PNW. She plans meetings for very large groups 4000 and higher but she wanted to learn about Montana and take it back to here colleagues that plan meetings that would fit in our region. One meeting in particular is 3-3 day meetings back to back (so 9 days total but the attendees are in every 3 days) They are looking for a location in 2018. I showed her the 3 largest hotel spaces in the region and she thought they would work easily. We talked lift in and out of the region. I will follow up and request the RFP.

Contact Name	Chrissy Parsons	Address	4510 NE 68th Dr.
Title	Senior Event Manager		Vancouver, WA 98661 UNITED STATES
Account	Dynamic Events	Phone	360.253.2971
		Email	chrissy@dynamicevents.com

Date **Sales**

12/07/2016

Met with Chrissy at Connect PNW. They work with a lot of corporate clients. Their main clients are Microsoft, Payscale and Sony. They would be interested in Montana for the corporate incentive opportunities. We talked about the great guest ranches, air lift into both the northern tier and southern tier of Western Montana. I have a past co-worker Tenly that works with her. I will follow up and see if there is an RFP that she wants to consider for Montana.

Contact Name	Lacey Hein	Address	601 108th Ave NE, Suite 1000
Title	Meeting Planner		Bellevue, WA 98004 UNITED STATES
Account	Concur	Phone	425.647.5944
		Email	lacey.hein@concur.com

Date **Regarding**

12/07/2016

Met with Lacey at Connect PNW. She works for Concur Technologies. They do have needs for an incentive destination but the other meetings are too large for our convention hotels to handle. She took my usb and information and wants a follow up email reminding her about what we have to offer. I will follow up and see if we can get her out for a site visit.

Contact Name	Lisa Christie	Address	132 Fair Street
Title	Conference Planner		Kingston, NY 12401 UNITED STATES
Account	NADD	Phone	845.331.4336
		Email	lchristie@thenadd.org

Date **Regarding**

12/07/2016

Met wit Lisa at Connect PNW. She does conference planning for educational sessions that rotate. 2019 it will be back on the west coast. Odds of it coming to Montana are slim. It's 400 ppl and they require a local partner to take on the handling of the conference where ever it ends up. Montana does not have a strong local program in state. They need 30,000 square feet and breakout sessions for 3 days. It's a little large for our conventions hotels. I will send a follow up thank you for the meeting.

Contact Name	Corine Kumano	Address	7701 14th Ave. S. MC 19-RW
Title	Conference & Event Planner		Seattle, WA 98108 UNITED STATES
Account	The Boeing Company	Phone	(206) 662-2317
		Email	corine.kumano@gmail.com

Date	Regarding
12/07/2016	Met with Corine at Connect PNW. She was interested in coming on a FAM trip last September but the timing didn't work out. She plans incentive trips for 20 to 100 ppl as well as handles the Boeing Travel Club. They do 2 international trips (Poland last year and Ireland this year) each year and 6 that take them out of state. We talked about an American Safari adventure at Paws Up or Ranch experience at Ranch at Rock Creek or Flathead Lake Lodge. She wants back on the next FAM list but wants me to follow up with here for future dates.

Contact Name	Christina Petit	Address	000
Title	Meeting & Event Manager		Don't Know, ID 00000 UNITED STATES
Account	Framework Meetings and Destinations	Phone	208.512.1703
		Email	christina@frameworkmeetings.com

Date	Regarding
12/08/2016	Met with Christina at Connect PNW. She plans meetings for Western States. Their main headquarters is out of Meridian ID, but they have offices in Missoula and Kalispell as well. She said they do meetings in September and February for a group of 40 ppl. She does not have an RFP at this time so I will follow up with here and see about getting one and placing this meeting in Western Montana.

Contact Name	Georgette Mercado	Address	One Orange Way
Title	Meeting Planner		Windsor, CT 06095 UNITED STATES
Account	Voya Financial	Phone	860.580.3645
		Email	georgette.mercado@voya.com

Date **Regarding**

12/08/2016 Met with Georgette at Connect PNW. When I first met with Georgette, she didn't think Montana had anything to offer her groups but as we talked she mentioned a women's group of 140 ppl that might fit nicely. We talked about how safe Montana is and the great made in Montana shopping and boutiques all TAX FREE. When we finished our meeting she asked that I follow up with and and see about getting an RFP. I will follow up.

Contact Name	Sally Chapman	Address	20875 North 90th Place
Title			Scottsdale, AZ 85255 UNITED STATES
Account	HelmsBriscoe	Phone	360.739.6189
		Email	schapman@HelmsBriscoe.com

Date **Regarding**

12/08/2016 Met with Sally at Connect PNW. She works with many companies and groups. The one she thought of for Montana is a meditation group. 1/2 are from Germany and the other 1/2 from mainly WA. The GURU is from Washington. They meet for 9 days and and need approximately 60 rooms. She is looking for a remote location and a buy out of the venue the first week in April. Last year they went to Sleeping Lady in Leavenworth \$145 room rate. I will follow up and see if I can get an RFP and send this out to a few places for consideration.

Contact Name	Shawn Young	Address	20875 North 90th Place
Title	Meeting Planner		Scottsdale, AZ 85255 UNITED STATES
Account	HelmsBriscoe	Phone	214.263.3526
		Email	syoung@helmsbriscoe.com

Date **Regarding**

12/08/2016

Met with Shawn at Connect PNW 2016. She is located out of Dallas. I told her about our direct from Dallas into the Missoula Airport that should be announced after the first of the year. She said she didn't have anything for me at this time but we talked about our hotel convention spaces and corporate incentive guest ranches. She said a friend of hers went to a ranch in Colorado and as a world traveler said it was on the top 10 experiences. We chatted briefly about all our luxury ranches and she wanted some follow up.

Contact Name	David Drain	Address	13100 Eastpint Park Blvd
Title	Senior Vice President, Events		Louisville, KY 40223 UNITED STATES
Account	Networld Media Group	Phone	502.241.7545
		Email	davidd@networldmediagroup.com

Date **Regarding**

12/08/2016

Met with David at Connect PNW. Networld Media is a publisher with 25,000 subscribers that puts on conferences as well. They do 5 conferences with up to 400 people. He didn't request to meet with me because they only look at top tier cities with extremely good lift. We chatted about his need to take a vacation to Glacier National Park so that it wasn't a wasted appointment.

Contact Name	Amanda Rawls	Address	1927 W. 76th Street
Title	Meeting Planner		Los Angeles, CA 90047 UNITED STATES
Account	HelmsBriscoe	Phone	323.538.3585
		Email	arawls@HelmsBriscoe.com

Date **Regarding**

12/08/2016

Met with Amanda at Connect PNW. As a third party planner she works mainly the insurance market (just seems to be her market right now) with corporate meetings. And she does plan for 1 small association. She is looking for a place for her next corporate incentive with up to 80 ppl that meet in either April or May. I will follow up with Amanda to see if she will include me on the RFP distribution for this group.

Contact Name
Title

[Lisa Holland](#)

Address

000
Don't Know, CA 00000
UNITED STATES

Account

Opts Ideas

Phone

415.339.2029

Email

lisa@optideas.com

Date

Regarding

12/08/2016

I did not have a meeting with Lisa, but we sat next to each other at breakfast. She is very interested in learning more about Montana and would consider a FAM trip. She told me that she is going to Denmark with her family at Christmas time. I will follow up to see if there is more interest in Montana.
