



Report: Trade Show Contacts

Created By: Nicole Gonzalez

Created On: 12/27/2016

Start Date: 10/01/2016

End Date: 12/31/2016

Category: All Categories

Contact Tags: IMEX 2016

Contact Name	Tessa Dixon-Harper	Address	800 North Haven Ave, Suite 400
Title	Senior Associate		Ontario, CA 91764 UNITED STATES
Account	NAI Capital, Inc.	Phone	909.243.7605
		Email	tharper@naicapital.com

Date	Regarding
10/14/2016	CONTACT: Tessa Harper 60-85 AttendeesRates Non Commissionable/Hotel Points: Tessa HarperDATES/SLEEPING ROOMS: Monday, April 16, 2018 ? 45 Rooms flexible maybe more, Tuesday, April 17, 2018 - 60 Rooms flexible maybe more, Wednesday, April 18, 2018 - 60 Rooms flexible may be more, Thursday, April 19, 2018 - 60 Rooms flexible may be more, Friday, April 20, 2018 - 60 Rooms flexible may be moreFOOD AND BEVERAGE: Welcome Reception Set up, every morning breakfast, off site F&B, Team Activities

Contact Name	Dale Sattel	Address	000
Title	Retail Support Team		Dont know, CO 00000 UNITED STATES

Account LUSH Fresh Handmade Cosmetics **Phone**
Email dsattel@lush.com

Date 10/14/2016 **Regarding** Meeting Purpose: To discuss a specific event
Type of Event: Conference
Expected start date for the Event: Feb 2018
How many people are expected to attend: up to 500
Where the event will take place: onsite
Appointment Detail: Meeting for training and development.

Contact Name [Amy Howell](#) **Address** 9700 W. Higgins Rd, 3rd Floor
Title Rosemont, IL 60018
UNITED STATES
Account Wintrust Mortgage **Phone** 847.939.9366
Email ahowell@wintrustmortgage.com

Date 10/14/2016 **Regarding** I am the sole Corporate Event Planner for a financial institution and looking for ideas related to multiple incentive programs and conferences we conduct each year. I am interested in new destinations, resorts, activities and suppliers to help facilitate all aspects of the programs.

Contact Name [Lauren Pontier](#) **Address** 3090 Littleton Lane
Title Roseville, CA 95747
UNITED STATES
Account Helms Briscoe **Phone** 916.740.7356
Email lpontier@helmsbriscoe.com

Date 10/14/2016 **Regarding** Meeting Purpose: To discuss a specific event
Type of Event: Conference
Expected start date for the Event: Jul 2019
How many people are expected to attend: up to 500
Where the event will take place: Montana
Appointment Detail: Client meeting planning for Montana in 2019.

Contact Name	Mikel Robinson	Address	000
Title	Executive Director		Dont know, MT 00000 UNITED STATES
Account	International Association of Wildland Fire	Phone	
		Email	execdir@iawfonline.org

Date	Regarding
10/14/2016	Our association, the International Association of Wildland Fire hosts 2-3 conferences per year. We do not have a set protocol for selecting locations and venues so I am always looking for potential conference locations. In addition to conference in the US we also host International Conference. Because our focus is Wildland Fire we look for area affected by fire. Also, because we are a non-profit we typically do not select resort locations.

Contact Name	Jeff Weinman	Address	636 Remington Road, Suite A
Title	Principal		Schaumburg, IL 60173 UNITED STATES
Account	Summit Event Management, Inc.	Phone	847.908.0183
		Email	jeff@summiteventmtg.com

Date	Regarding
10/14/2016	Meeting Purpose: To discuss a specific event Type of Event: Incentive Expected start date for the Event: Feb 2018 How many people are expected to attend: up to 500 Where the event will take place: Open Appointment Detail: Two incentive groups:100 pax550 pax We plan them 18-12 months out with perspective destination 24 months out.

Contact Name	Mike Tuzee	Address	Suite 22, 799 Springvale Rd
Title	Managing Director		Mulgrave, AUSTRALIA
Account	Impact Organisation	Phone	613.953.5360 0
		Email	mike.tuzee@impactevents.com.au

Date **Regarding**

10/14/2016

Met with Mike at IMEX16. They handle conference and incentive travel and are based out of Melbourne AU but the majority of business travels offshore. Their target market - franchise groups and manufacturers with large distribution networks. Conferences size 200 to 400 pax, 100-200 rms, 5 nt to 7 day. Groups to all continents over the last few years. Regular conferences on cruise ships as groups and also charters less than 500 pax size ship river cruise charters. Also doing Architecture Study Tours group 30 to 60 pax. Mike was fact finding with us. He did not know anything about Montana. They usually meet in May or Sept/Oct. We told him that is a perfect time for Western Montana. Group size depends on the location. He just had 300 to San Francisco and 200 to Alaska. For us he is looking at 100 rooms and soft adventure options. We discussed scenic floats, hiking, horseback riding, biking etc. Properties that would like an Australian meetings and can handle 100 rooms in May or Sept/October should reach out to Mike and reference that he met with me in Las Vegas at IMEX16.

Contact Name	Michael Salberg	Address	PO Box 8
Title	President		Deerfield, IL 60015 UNITED STATES
Account	The Flashcom Group	Phone	(312) 494-5757
		Email	flashstar@mindspring.com

Date **Regarding**

10/14/2016

I will have 3 specific RFP's with me at IMEX. Not all will be discussed at each appointment. Met with Michael at IMEX16. We've met with him for the last 3 years and so he MUST be interested in Western Montana for at least one of his programs. The one he spoke the most about is Wound Care Conference in October each year with 250 ppl. He did not hand out the RFP because he needs to revise it. Our CVB's will be contacting Michael for the revised RFP and will send out to properties that can accommodate. He really like The Lodge at Whitefish Lake and will look again at Missoula. We tried to get him out for a site, but it's never worked out. He sent me the Wound Care RFP and I sent it out to Mary in Missoula and Edna in Whitefish for follow up based on his requirements.

Contact Name	Jim Stuckeman	Address	6100 W Plano Pkwy, Ste 3500
Title	Director of Global Accounts		Plano, TX 75093 UNITED STATES
Account	Wyndham Jade, LLC	Phone	972.349.5487

Email jstuckeman@wyndhamjade.com

Date **Regarding**

10/14/2016

Wyndham Jade is a full service meetings solutions company specializing in convention housing, registration, site selection and incentives. WJ sources over \$300 million in rooms revenue annually and execute meetings across the globe. Jim works mostly with corporate travel and is based in Dallas. He is interested in learning about incentive properties in Montana. His groups are 60 ppl on peak for 3 day appointments. We discussed his options and what each community had to offer. GC partners can follow up with Jim @jstuckeman@wyndhamjade.com with their incentive proposals.

Contact Name	Mark Feldman	Address	1130 Fremont Blvd. Ste. 105-245
Title	Account Director		Seaside, CA 93955 UNITED STATES
Account	Reliable Facility Placement	Phone	(831) 241-0953
		Email	mark@rfponline.net

Date **Regarding**

10/25/2016

Met with Mark at IMEX16. He did not have an appointment, but wanted to sit down with us to discuss a regional association meeting, mainly west coast region. September or October of 2018. The group is 200 on peak so really the only place we all felt it could fit is the Holiday Inn Missoula. The client is a triathlete and loves our outdoor feel. He will be sending the RFP out via Cvent soon.

Contact Name	Thelma deSouza	Address	000
Title	Meeting Planner and Society Manager		Dont know, CA 00000 UNITED STATES
Account	Pacific Coast Ophthalmological Society	Phone	
		Email	thelmades@aol.com

Date **Regarding**

10/25/2016 Met with Thelma at IMEX16. She works with doctors and they look to meet at a resort. However they are university doctors and do have a per diem and spent \$269 last year. They meet the 3rd week of June and she is sourcing for 2018 usually between 56 and 85 ppl, some bring children depending on the location. They fly in from Portland, LA, New Mexico, northern California. They have free time and love soft adventure. I will try to get an RFP from her.

Contact Name	Reinhard Helmut Schmohl	Address	Jeremias-Hoslinstr. 8
Title	General Manager		Romerstein, GERMANY
Account	RS Travelling Events	Phone	
		Email	rs@rs-travelling-events.de

Date **Regarding**

11/04/2016 We met with Reinhard at IMEX16. He is wanting to meet with us to find a great incentive location in Montana for a group of 30 to 40 ppl in to meet in the fall of 2017. They love exploring and adventure and he thought Montana would be a great fit for this group. United has great connections and that would be the airlines they fly. He said they don't have any problem with an additional flight to a destination that offers a great experience. Only incentive properties should respond to Reinhard's request.

Contact Name	Anastasia Defrancesco	Address	6420 Wilshire Blvd, Suite 1900
Title	Global Account Executive		Los Angeles, CA 90069 UNITED STATES
Account	Conference Direct	Phone	(289) 314-9828
		Email	anastasia.defrancesco@conferencedirect.com

Date **Regarding**

11/04/2016 We met with Anastasia to discuss one of her clients that is interested in meeting in Montana. This cosmetic client has booked Reno for 2017 so they are looking for 2018. They meet in either February or May. 400 ppl needing 175 doubles. 4 day general session for all, plus 6 breakouts, mostly female 23 to 29 years old, managers of stores, hate animal testing, recycle programs are important, one day is total vegetarian meals. We discussed that this is only for Missoula due to the size. Mary will follow up with Anastasia for RFP.

Contact Name	Floranna Duran	Address	1395 North Hwy Drive
Title	Business Development Executive		Fenton, MO 63099 UNITED STATES
Account	Maritz Travel Co	Phone	(973) 930-6756
		Email	floranna.duran@maritz.com

Date	Regarding
11/04/2016	Met with Floranna at IMEX16. She goes by Flo. She just moved to Seattle to work the PNW market. She is working with Starbucks, Google, Microsoft in the WA and OR region. She is planning to come to Montan on November 20-23 to stay at Paws UP. She recommended that the group come to St. Louis to do a lunch presentation about Western Montana. We might look at doing this. I told her I would send information to her regarding Connect PNW. She is a great planner and I will follow up with her about seeing some of Missoula while she is here in November to get a better idea of what we have to offer.

Contact Name	Miki Fukushima	Address	PO Box 106
Title	Account Manager		Carmel, CA 93921 UNITED STATES
Account	Global Cynergies	Phone	(831) 601-8455
		Email	mfukushima@globalcynergies.com

Date	Regarding
11/04/2016	Met with Miki at IMEX16. I didn't have her on my schedule, but that's OK we had time to fill in our schedule. She works with corporate incentive group of 20 to 50 ppl. She was very interested in the Whitefish or Kalispell area/region and the Glacier National Park connection. Both Dawn and Jessica will be sending her more information regarding the area. Incentive properties that are in the northern tier of Glacier Country should also contact Miki and let her know about your product.

Contact Name	Jean Jett	Address	2150 Highway 35, Suite 250
Title	Director of National Accounts		Sea Girt, NJ 08750 UNITED STATES

Account EMCVenues **Phone** 770.319.5900
Email jjett@emcvenues.com

Date **Regarding**

11/10/2016 Met with Jean at IMEX16. She is working with a sales and marketing company that has a US office and also a Latin division and Canadian division. She is sourcing destinations for a sales incentive trip. They do quarterly incentives. The next one coming up is 16 ppl to Orlando. She specifically asked about incentive ranches and specifically on glamping at Paws Up. I will send information to them directly. Other ranch properties are welcome to contact Jean regarding incentive trips.

Contact Name [Dawn Leisch](#) **Address** 6811 E. Mayo Blvd., Ste 400
Title Executive Assistant to the CEO Phoenix, AZ 85054
UNITED STATES
Account Axway **Phone** 480.627.2638
Email dleisch@axway.com

Date **Regarding**

11/10/2016 Met with Dawn at IMEX16. She works with several different programs for a software company (March/April/May) and the client has always gone to white sandy beaches specifically the Caribbean for their incentive trips. She has been trying to talk them into something else. The program is 45 to 65 couples so that many rooms (130 ppl) max usually less. 4 nights, Thursday to Monday. Global group 1/3 from the US and the rest from other countries, age range from 20's to 60's but very active. They like nightlife. They spend \$3500 to \$4000 per person that includes one gala dinner. Winners announced in January 2017 for the April 2018 trip. She liked the all inclusive ranch options and the nightlife that Missoula has to offer. Follow up with Dawn is recommended by ranch incentive properties.

Contact Name [Kerstin Warwick](#) **Address** 2990 Center Green Ct.
Title Program Manager Boulder, CO 80301
UNITED STATES
Account Cain Meetings & Incentives **Phone** 303.938.2738
Email kerstinw@caintravel.com

Date 11/10/2016 **Regarding** Met with Kerstin at IMEX16. She works with a software developers presidents club that is always looking for the next best destination. They are based in Denver. 125 ppl, 70 guest rooms on peak, age 30 - 40, Thurs - Sunday pattern, early October. They love activities and she thought Montana would have lots to offer, fishing, hiking, biking. They've been to Vail and San Diego for the last couple. I will try to get an RFP for more specifics on this program that would be good in a number of our communities in Glacier Country.

Contact Name	Marianne Svensson	Address	Jorgen Ankersgatan 12
Title			Malmo, SWEDEN
Account	The Travel Gallery AB	Phone	464.093.1770
		Email	marianne@travelgallery.se

Date 11/14/2016 **Regarding** Met with Marianne Svensson at IMEX16. She works to bring tours to our region. 20 to 50 tours to the US annually. They are usually special interest groups (Beer, food, volcanoes) We gave her information about Western Montana and our usb drive. No specific follow up is necessary at this time.

Contact Name	Teri Nichols	Address	000
Title	Event Manager		Dont know, MN 00000 UNITED STATES
Account	Aimia, Inc.	Phone	763.445.3592
		Email	teri.nichols@aimia.com

Date 11/14/2016 **Regarding** Met with Teri at IMEX16. She has planned a small meeting near GNP in the past, but was looking at what we had to offer again. It was a fact finding mission. They are a pharmaceutical company and have multiple meetings a year. First meeting: 25 to 50 ppl, spring or fall, cost of room around \$150. Doctors meeting: not a lot of time to do other things other than the meeting. Sales: have more time and want activities. All of her meetings will fit in all of our destinations. I will reach out for the RFP's to see more details.

Contact Name	Andre Poppe	Address	5959 W Century Blvd, Suite 610
Title	Manager		Los Angeles, CA 90045 UNITED STATES
Account	Lizard IncentEvents	Phone	310.338.1151
		Email	andre.poppe@liz-ie.com

Date	Regarding
11/14/2016	Met with Andre at IMEX16. He is the Incentive and Events Manager and is wanting to know more about Montana. He is looking for new ideas and so we talked a lot about the experiential travel options in MT. The theme this year seems to be "tired of the white sandy beaches" what else can we provide our clients. They are a team of 12, German owned with 3 offices. All of their clients are international. We talked about the western vibe in MT and how Germans and UK love the guest ranches. I will follow up with Andre to see if there is anything specific he wants to source or if it was solely a fact finding mission.

Contact Name	Doug Peterson	Address	221 North First Street, Suite 200
Title	Partner		Minneapolis, MN 55401 UNITED STATES
Account	Prestige Global Meeting Source	Phone	(612) 767-8441
		Email	dpeterson@meetprestige.com

Date	Regarding
11/14/2016	Met with Doug again at IMEX16. They have 85 domestic and 15 international clients. He is familiar with Paws Up and Big Sky Resort. He would like us to attend one of their shows that they put on for their clients to help sell us as a destination. He was impressed and asked a lot of questions after we had all told him about our region. He thinks it would be a good idea to put a FAM together with some of his targeted clients. I will follow up with this idea for future.

Contact Name	Stephanie McVeigh	Address	8257 Petrolia Line
Title	CEO and Founder		Alvinston, ON NOM2SO CANADA

Account Strategic Incentive Solutions **Phone** 519.847.5901
Email stephanie@strategicis.ca

Date 11/15/2016 **Regarding** Stephanie stopped by the booth to ask specifically about Resort at Paws Up. I will send her information to them for follow up.

Contact Name [Sherry Awbrey](#) **Address** 2150 Highway 35, Suite 250
Title VP of National Sales Sea Girt, NJ 08750
UNITED STATES
Account EMCVenues **Phone** 443.534.1089
Email sawbrey@emcvenues.com

Date 11/15/2016 **Regarding** Sherry came by our booth at IMEX16. We did not have an appointment but she has an incentive client (veterinarians) that are looking for an authentic Montana experience. I do not know what time of year but they are looking for 40 rooms, for 80 ppl. I will contact to get further information.

Contact Name [Michelle Hunt](#) **Address** 000
Title Regional Category Manager Dont know, AZ 00000
UNITED STATES
Account DHL **Phone**
Email michelle.hunt@dhl.com

Date 11/15/2016 **Regarding** Michelle was a no show for our IMEX16 appointment.

Contact Name [Louise Barnett](#) **Address** 132 Peninsula Drive

Title Director of National Accounts Brandon, MS 39047
UNITED STATES
Account Global Cynergies
Phone
Email lbarnett@globalcynergies.com

Date **Regarding**
11/15/2016 Louise was a no show for our appointment at IMEX16.

Contact Name [Valerie Mortimer](#) **Address** 6100 W Plano Pkwy, Ste 3500
Title Plano, TX 75093
UNITED STATES
Account Wyndham Jade, LLC **Phone**
Email vmortimer@wyndhamjade.com

Date **Regarding**
11/15/2016 Valerie was a no show for our appointment at IMEX16.

Contact Name [Floranna Duran](#) **Address** 1395 North Hwy Drive
Title Business Development Executive Fenton, MO 63099
UNITED STATES
Account Maritz Travel Co **Phone** (973) 930-6756
Email floranna.duran@maritz.com

Date **Regarding**
12/08/2016 Met with Flo at Connect PNW. I met with Flo originally at IMEX in Las Vegas in October. She has just moved to Seattle so I connected her with the organizer of Connect PNW. She had just recently been out to Paws Up for a site tour and stay over Thanksgiving week and LOVED IT. She has a meeting with REI about a possible meeting with them at Paw Up. She said she would be in touch about it and others. She also wants to come on a FAM whether it's herself coming out to see the region on her own or when we schedule the next MPF she would like to join.
