



# Contact Report

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

## Contact

Company	Elite Meetings International, Inc.	Address	500 East Montecito St
Contact	Therese Adams		
Title	Director of Sales		Santa Barbara, CA 93103
Phone	(805) 879-3937	Ext.	
Mobile Phone		Country	
Salutation	Therese	E-mail	tadams@elitemeetings.com
		Web Site	www.elitemeetings.com

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/31/2014	11:20 AM	Met Therese and her counterpart Shameka Alford at IMEX America. Dawn Jackson and The Lodge at Whitefish Lake get a lot of meetings through their membership with Elite Meetings. Glacier Country Partners wanting to know about Elite Meetings and how they distribute RFP's can go to their website or follow up with Therese at tadams@elitemeetings.com	Debbie Picard



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140 North Higgins, Suite 204  
Missoula, MT 59802

## Contact

Company	The Performance Group	Address	4701 Doyle St., Suite 510
Contact	Roger Biede		
Title	Senior Account Manager		Emeryville, CA 94608
Phone	(510) 923-7136	Ext.	
Mobile Phone		Country	
Salutation	Roger	E-mail	rbiede@tpgnc.com
		Web Site	www.tpgnc.com

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/30/2014	11:02 AM	Met Roger at IMEX America 2014. He didn't have an appointment with us, but stopped by the booth to talk about a group he has coming through Montana in the summer of 2015. Currently he says there are between 600 and 1000 Mini Cooper owners traveling across the country. He is not sure where they will be stopping but thinks Missoula would be a great point to stop along their trip. We talked about the quick stops they could make and he said parking is a struggle for them. A tour at the smokejumper center (parking should be available per Mary) Overnights in the area as well. They want open roads to drive as well, so talked about getting off I-90 and taking tour 200 as they head towards Idaho. We talked about GNP and the Going-to-the-Sun Road. Follow up can be made with Roger at rbiede@tpgnc.com.	Debbie Picard



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## Contact

Company	DRP International	Address	7351 Wiles Road, Suite 106
Contact	Jack Davito		
Title	Executive Vice President		Coral Springs, FL 33067
Phone	(954) 417-3636	Ext.	
Country			
Mobile Phone		E-mail	jdkdavito@drpintl.com
Salutation	Jack	Web Site	www.drpintl.com

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/30/2014	12:15 PM	Met Jack at IMEX America 2014. He met both Dawn and Mary while on the floor of the convention. He was in Bozeman recently and loved it. He was asking about what kind of meetings facilities we had in western Montana. He is looking for all-inclusive properties and specializes in cruise and resort site selections for clients. All inclusive properties should follow up with Jack at jkdavito@drpintl.com	Debbie Picard



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## Contact

Company	Strategic Incentive Solutions	Address	6224 Churchill Line
Contact	Leigh-Anne Dochstader		
Title	Director of Group Events		Waterford, Ontario NOM2SO
Phone	(519) 849-5687 Ext.	Country	Canada
Mobile Phone	(519) 697-0690	E-mail	leighanne@strategicincentivesolutions.com
Salutation	Leigh-Anne	Web Site	www.strategicincentivesolutions.com

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/22/2014	12:40 PM	Met with Leigh-Anne at IMEX 2014. She is looking for a HIGH END resort (4 star and better) or high end guest ranches for an incentive group. The destination is for a group from 25 to 125 ppl for 3 to 5 days. Most people will be coming from Toronto or Dalles. She wanted direct flights, but we told her they would have to come through a hub and she was OK with that.. Please contact Leigh-Anne 519-849-5687 or at leighanne@strategicincentivesolutions.com if this group fits your property.	Debbie Picard



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## Contact

Company	Cvent	Address	8180 Greensboro Dr, Suite 900
Contact	JT Doolittle		
Title	Supplier Network		McLean, VA 22102
Phone	(703) 226-3500	Ext.	
Mobile Phone		Country	
Salutation	JT	E-mail	jdoolittle@cvent.com
		Web Site	www.cvent.com

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/30/2014	12:27 PM	Met with JT at IMEX America 2014. He wanted an opportunity to talk with all the CVB's regarding how the CVB's can better utilize cvent to find meetings that fit in their communities. They do have a destination guide where we could buy banner ads, also a CVB copy feature and an elevated Diamond listing for maximum recognition. They contract with Helms Briscoe, Conference Direct and American Express. Lodging facilities can utilize them as well.	Debbie Picard



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## Contact

Company	ACT	Address	500 ACT Drive
Contact	Crystal Ellis		
Title	Manager		Iowa City, IA 52243
Phone	(319) 321-7235	Ext.	
Mobile Phone		Country	
Salutation	Crystal	E-mail	crystal.ellis@act.org
		Web Site	www.act.org

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/31/2014	10:49 AM	Crytal and her counterpart Amy Putty dropped off their card during the show at IMEX America. I don't have any information on what they were interested in but will follow up. crystal.ellis@act.org	Debbie Picard



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## Contact

Company	Container Concepts	Address	836 Anacapa St. #1252
Contact	Robb Ferer		
Title	Director of Development		Santa Barbara, CA 93101
Phone	(805) 252-2701	Ext.	
Country			
Mobile Phone		E-mail	robb@conceptinabox.com
Salutation	Robb	Web Site	www.conceptinabox.com

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/31/2014	11:34 AM	Robb stopped by our booth at IMEX America and talked to Mary. I can't remember what the conversation was about, but I believe he was selling his container concepts to suppliers at IMEX. No follow up needed at this time.	Debbie Picard



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## Contact

Company	Strategy US Communications	Address	24 Clifton Rd
Contact	Marguerite Florsham		
Title	President		Toronto, ON M4T 2E6
Phone	(416) 544-9970	Ext.	
Mobile Phone		Country	Canada
Salutation	Marguerite	E-mail	mflorsham@sympatico.ca
		Web Site	

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/22/2014	2:07 PM	Marguerite was a walk-up appointment at IMEX 2014. She is looking for a high-end incentive trip for 30 people. She thinks she wants a guest ranch. I will forward to all Glacier Country Guest Ranches for follow up with her mflorsham@sympatico.ca	Debbie Picard





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## Contact

Company	Morris Meetings & Incentives	Address	515 South 700 East, Suite 1B
Contact	Jackie Fox		
Title	Senior Manager Global Development		Salt Lake City, UT 84102
Phone	(801) 483-6466 Ext.	Country	
Mobile Phone		E-mail	jfox@morrismetings.com
Salutation	Jackie	Web Site	www.morrisingentives.com

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/31/2014	11:25 AM	Met Jackie at IMEX America 2014. She did not have an appointment but wanted information on high end incentive guest ranches. We talked about all our western Montana guest ranches and asked if she could have a brochure on Paws Up and Ranch at Rock Creek and Triple Creek. I will forward her information to these properties. Follow up with Jackie at jfox@morrismetings.com	Debbie Picard



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## Contact

Company	Fourth Wall Events	Address	209 W. 40th St. Suite 201
Contact	Carvie Gillikin		
Title	Vice President		New York, NY 10018
Phone	(212) 316-0052	Ext.	
Mobile Phone	(845) 337-2775	Country	
Salutation	Carvie	E-mail	carvie@fourthwallevents.com
		Web Site	www.fourthwallevents.com

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/22/2014	2:22 PM	Met with Carvie at IMEX 2014. Fourth Wall is a one stop shop specializing in event production, logistics and decor. Carvie lives outside of NY City and has cows and horses. LOVES Montana. He is looking for a client that has a corporate incentive trip for top executives of about 30 to 40 ppl. He really like the looks of Paws Up. He is a huge supporter of CVB's so will call us if he would like more information about our high-end guest ranches and where to send the RFP. I will pass his information along to our Glacier Country partners that meet his needs. carvie@fourthwallevents.com	Debbie Picard



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## Contact

Company	American Institute of Physics	Address	ONe Physics Ellipse
Contact	Paula Gray		
Title	Program Support Specialist		College Park, MD 20740
Phone	(301) 209-3127 Ext.	Country	
Mobile Phone		E-mail	pgray@aip.org
Salutation	Paula	Web Site	www.aip.org

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/31/2014	11:32 AM	Paula stopped by our booth at IMEX America 2104 and dropped her card in our give away. I will follow up to see what meetings needs she has in western Montana. pgray@aip.org	Debbie Picard



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## Contact

Company	International Association of Clothing Designers & Execs.	Address	835 NW 36th Terrace
Contact	Mina Henry		
Title	Director of Special Events		Oklahoma City, OK 73118
Phone	(405) 602-8037	Ext.	
Mobile Phone		Country	
Salutation	Mina	E-mail	newyorkiacde@cox.net
		Web Site	

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/22/2014	2:12 PM	Met with Mina at IMEX 2014. Mina is looking for a great destination for her conference in either May or September of 2016 or 2017. 3 nights- 70/80 room nights each, 180/225 ppl depending on spouse participation. 90 person classroom set, F/B as well. Past destinations include Boston, Nashville, China and Italy. Great that she wants Montana! Follow up with Mina at newyorkacde@cox.net	Debbie Picard



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## Contact

Company	Design Motivation LLC	Address	Palm Beach Gardens
Contact	Susan Heritage		
Title			FL
Phone	(561) 459-7008	Ext.	
Mobile Phone		Country	
Salutation	Susan	E-mail	heritage@designmotivation.com
		Web Site	www.designmotivation.com

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/22/2014	2:30 PM	Met with Susan at IMEX 2014. Susan is searching for a high-end incentive retreat/resort destination for 70 ppl, for 6 nights in the first 2 weeks of June 2016 or 2017. She said they are adventurous people so will need activities for them as well. She thinks one of our inclusive guest ranches would be a great fit and was wondering if they could handle 70 people. She asked that those that can accommodate her group email her for the actual RFP at heritage@designmotivations.com.	Debbie Picard



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## Contact

Company	The Wellington Group	Address	7304 W. 130th St, Suite 370
Contact	Jada Hill		
Title	President	Country	Overland Park, KS 66213
Phone	(913) 402-1881	Ext.	141
Mobile Phone		E-mail	jhill@thewellingtongroup.com
Salutation	Jada	Web Site	www.TheWellingtonGroup.com

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/30/2014	12:02 PM	Met Jada at IMEX America 2014. She didn't schedule an appointment but stopped by our booth to ask about high end incentive properties. She was familiar with The Resort at Paws Up and believes she met with them when they were at the IMEX show before. She was not as familiar with the others in western Montana. She would like follow up information from Triple Creek, R@RC and Paws UP. jhill@thewellingtongroup.com	Debbie Picard



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## Contact

Company	Micron Technology, Inc.	Address	8000 South Federal Way
Contact	April Hornsby		
Title	Executive Administrator		Boise, ID 83707
Phone	(208) 368-4000	Ext.	
Mobile Phone		Country	
Salutation	April	E-mail	ahornsby@micron.com
		Web Site	www.micron.com

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/22/2014	12:25 PM	Met with April at IMEX 2014. She books several meetings throughout the year for her Chairman and CEO as well as the executive team and board of directors for Micron Technology. The meetings range from 25 to 400 ppl. Right now she is looking for destinations for 3 spring and 3 fall meetings. She is interested in a high end resort or guest ranch for her board meeting with 25 ppl, and also a meeting that hosts 75 to 100 people 2X a year. She is only interested in 4 star hotels and higher. People come from all over the world, with about 1/2 from Asia. She was concerned about air lift for these people. She uses Jennifer Watson with Helms Briscoe out of San Diego. If you are interested in bidding on the RFP, please contact Jennifer at 619-303-5307 or email at <a href="mailto:jwatson@helmsbriscoe.com">jwatson@helmsbriscoe.com</a> for more details.	Debbie Picard



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## Contact

Company	Meeting Alliance	Address	14 Main Street
Contact	John Huffman		
Title	VP of Sales & Sourcing		Robbinsville, NJ 08691
Phone	(609) 208-1908	Ext.	
Mobile Phone		Country	
Salutation	John	E-mail	jhuffman@meetingalliance.com
		Web Site	www.meetingalliance.com

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/30/2014	11:11 AM	Met John at IMEX America 2014. He did not have an appointment but stopped by our booth to ask about meetings in Montana. He is looking for for a highend incentive resort or guest ranch in 2016. He will need 80 rooms for 160 ppl and a ballroom or event space for them. Follow up with John at jhuffman@meetingalliance.com for further specifications or to request a formal RFP.	Debbie Picard





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## Contact

Company	Helms Briscoe	Address	516 Rooster Ridge Ct
Contact	Kim Kossl		
Title	Manager, Global Accounts		Defiance, MO 63341
Phone	(636) 798-2492	Ext.	
Mobile Phone	(314) 956-0958	Country	
Salutation	Kim	E-mail	kkossl@helmsbriscoe.com
		Web Site	www.helmsbriscoe.com

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/22/2014	11:55 AM	Met with Kim at IMEX 2014. She is looking at western Montana for a potential piece of business in Octobr of 2017 for an educational group with a research symposium. They need 14,000 sq. ft. of meeting space. 7 breakouts on Thursday. Pattern is Wed-Saturday. 150 rooms on peak (Thurs/Friday) They need exhibit space for 30 table top exhibitors. General session for 175 ppl w/ 4 breakouts after. If your facilitiy meets the requirements please contact Kim at kkossl@Helmsbriscoe.com for further details. She will insist on a site visit in January 2015.	Debbie Picard



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## Contact

Company	The International Ecotourism Society	Address	
Contact	Anita Ledford		
Title	Communications Director		
Phone		Ext.	Country
Mobile Phone			E-mail
Salutation	Anita		Web Site
			anita@ecotourism.org
			www.ecotourism.org

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/30/2014	11:34 AM	Met Anita at IMEX America 2014. Anita wanted to see if western Montana would be a good place for host their large international conference that involves US and Canada. The only western Montana city that could host would be Missoula with help from the University of Montana. The next one is 2019 for 600 ppl. Mary and Anita talked about logistics and what else they could do in Missoula along the ecotourism front. Mary will follow up with Anita regarding site visit and specific RFP requirements. GREAT PROGRAM! The other program that would fit elsewhere in western Montana the ESTC Feild sessions that is 1/2 to full day out in the local community for 300 ppl. Anita knows Norma at ITRR. Follow up with Anita at anita@ecotourism.org.	Debbie Picard



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Missoula, MT 59802

## Contact

Company	Custom Travel Solutions	Address	Suite 800, 2424 4th Steet SW
Contact	Peggy MacDonald-Finley		
Title	Account Manager		Calgary, Alberta T2S 2T4
Phone	(403) 705-6408	Ext.	Country Canada
Mobile Phone			E-mail peggym@custom.travel
Salutation	Peggy	Web Site	www.custom.travel

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/31/2014	11:29 AM	Peggy stopped by our booth at IMEX America 2014 and dropped off her card in our give away. I will follow up with her on meeting needs in western Montana. peggym@custom.travel	Debbie Picard



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Missoula, MT 59802

## Contact

Company	Benoic Ventures Ltd	Address	6069 S. Fort Apache Rd, Suite 130
Contact	Donald Neeley		
Title	Director		Las Vegas, NV 89148
Phone	(702) 410-2668	Ext.	
Mobile Phone		Country	
Salutation	Donald	E-mail	elitemarketing@benoic.com
		Web Site	www.Benoic.com

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/30/2014	12:22 PM	Met Donald at IMEX America 2014. He didn't have an appointments, but stopped by our booth to ask for a unique client. They want a house that sleeps 10, 4-5 bedrooms for 10-14 days in February. It must have a fabulous kitchen because they bring in their own chef. Woud like it around Flathead Lake, but others if the right setting would work. If you know of anything follow up with Donald at <a href="mailto:elitemarketing@benoic.com">elitemarketing@benoic.com</a>	Debbie Picard



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## Contact

Company	United Tours of America, Inc.	Address	8284 Wing Canyon
Contact	Michael Novi		
Title	President		Las Vegas, NV
Phone	(702) 331-0888	Ext.	
Country			
Mobile Phone		E-mail	michael.n@unitedtoursofamerica.com
Salutation	Michael	Web Site	www.unitedtoursofamerica.com

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## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/31/2014	11:38 AM	Michael stopped by our booth at IMEX America and dropped his card in our give away. I will follow up with Michael to see if he has tours in the RMI region or Glacier Country. michael.n@unitedtoursofamerica.com	Debbie Picard



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## Contact

Company	Revolution RFP, Inc.	Address	30262 Crown Valley Pkwy., Ste B #427
Contact	Jamie Oakley		
Title	President		Laguna Niguel, CA 92677
Phone	(949) 347-0384	Ext.	
Mobile Phone		Country	
Salutation	Jamie	E-mail	joakley@revolutionrfp.com
		Web Site	www.revolutionrfp.com

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/30/2014	11:41 AM	Met with Jamie at IMEX America 2014. They schedule 50-60 meetings a year, from 15-200 ppl depending on the program. Their clients are from all over the world. 20/30% are high end the rest are a mixture of technology/medical etc. The program he is thinking of bringing to MT is the 2nd week of January 2016, 4 nights for 40-50 ppl. They have a budget of \$10,000 per person for this trip. He thinks a all inclusive guest ranch would be great for this group. He would like information and agenda/itinerary suggestions from our guest ranches that can accommodate a group in January. Follow up with Jamie at joakley@revolutionrfp.com	Debbie Picard



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## Contact

Company	HPN Global	Address	528 Starr Ridge Drive
Contact	Susan Raible		
Title	Global Account Director		Lake Wales, FL 33898
Phone	(863) 949-4082	Ext.	
Country			
Mobile Phone	(863) 660-1125	E-mail	sraible@hpnglobal.com
Salutation	Susan	Web Site	www.hpnglobal.com

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/22/2014	2:38 PM	<p>Met with Susan at IMEX 2014. Susan places 70-80 meetings yearly mostly domestic, ranging from 10 to 100 people. She wanted to meet with Montana specifically for her brother's company Moe's out of Atlanta.</p> <p>September 2015, 4 to 5 nights the week after Labor Day. 4 diamond only, out West, Mountain Resort. Fri - 3 rooms, Sat - 12 rooms, Sun - 15 rooms, Mon - Wed. 18 rooms, Thurs - 5 rooms</p> <p>Meeting space Mon; 8am-5pm B/L, Tues 8am - 12pm B/L, Wed 8am-12pm B/L, Thurs 8am-12pm</p> <p>They want a destination within a 3 hour flight from Atlanta.</p> <p>\$249 rate on rooms last year.</p> <p>Follow up with Susan at sraible@hpnglobal.com if you would like to submit a proposal for this group.</p>	Debbie Picard



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## Contact

Company	Fanato	Address	R. Helena, 218 cj 901
Contact	Michael Renard		
Title	Travel Designer		
Phone		Ext.	Sao Paulo, 04552-050
Mobile Phone		Country	Brasil
Salutation	Michael	E-mail	michael@fanato.com.br
		Web Site	www.fanato.com.br

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/30/2014	11:17 AM	Met Michael at IMEX America 2014. He did not have an appointment, but stopped by our booth to find out what we had to offer for an authentic Montana experience. His group is very HIGH END, expects a lot from the places they send them. Group of 10- 15 ppl and will need a great Montana activities itinerary. We talked about the guest ranches in western Montana and he would like some follow up information on what they offer. I've sent him links and contact information, but follow up from the high end guest ranches would be a great at michael@fanato.com.br	Debbie Picard





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## Contact

Company	The Flashcom Group	Address	PO Box 8
Contact	Michael Salberg		
Title	President		Deerfield, IL 60015
Phone	(312) 494-5757	Ext.	
Mobile Phone	(847) 903-1491	Country	
Salutation	Michael	E-mail	flashstar@mindspring.com
		Web Site	www.theflashcomgroup.com

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Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/22/2014	1:23 PM	<p>Met with Michael at IMEX 2014. Michael is looking for destinations for 2 conferences. He handed out RFP's for a Packaging Design Summit for 2 programs. 3/8/15 - 3/11/15 and 6/7/15 - 6/10/15.</p> <p>250 guest rooms for 3 nights</p> <p>240 classroom set with 1 breakout for admn.</p> <p>Sunday, welcome reception for 200 at leisure 3-6 pm</p> <p>Monday, General for 240, classroom. F/B continental breakfast, seated lunch, with morning and afternoon snacks</p> <p>Tuesday, General session 240, classroom 8am-4pm. F/B same with additional farewell dinner.</p> <p>Wednesday, General session 240 classroom 8-noon, F/B lunch.</p> <p>Hair Restoration Conference</p> <p>11/1/15 - 11/5/15</p> <p>500 guest rooms on peak, 5 nights. 4 and 5 star hotels only. Not sure we have what he is looking for on this one. Glacier Country CVB's to make the call.</p> <p>Michael email is flashstar@mindspring.com</p>	Debbie Picard



# Contact Report

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

## Contact

Company	TD Bank Group	Address	161 Bay St., 3rd Floor
Contact	Mary Spano		
Title	Manager		Toronto, Ontario M5J 2T2
Phone	(416) 308-1992	Ext.	Canada
Mobile Phone		E-mail	mary.spanogreco@td.com
Salutation	Mary	Web Site	www.td.com

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/31/2014	11:15 AM	Met Mary at IMEX America 2014. She did not have an appointment, but stopped by the booth looking for new opportunities and places to take her groups. Her largest group meeting is 650 ppl, 325 room nights on peak. April time frame 4 days/3 nights, largest meeting needs are opening reception for all and Gala on the last night. Spouses come as well. Ages 20-40. She has smaller meetings as well and will take what she learned back to see if it works for her. Follow up with Mary at mary.spanogreco@td.com	Debbie Picard



# Contact Report

Debbie Picard, Glacier Country Regional Tourism  
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## Contact

Company	HRG North America	Address	1550 Metcalfe Street	
Contact	Nathalie Tremblay		suite 700	
Title	Senior Program Manager		Montreal, Quebec H3A 1X6	
Phone	(855) 474-3597	Ext. 1495	Country	Canada
Mobile Phone			E-mail	nathalie.tremblay@hrgworldwide.com
Salutation	Nathalie		Web Site	www.hrgworldwide.com

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/22/2014	2:56 PM	Met with Nathalie at IMEX 2014. She is a 3rd party planner and works with corp internal meetings, national sales meetings, advisory boards, trainings, incentives from 10-600 ppl. Various industries: law firms, agricultural products, telecommunications, pharmaceutical. She is looking at Montana specifically for a Calgary client. 60 ppl, 4 days, VIP or 4 star accommodations only. Mainly men, so want lots of activities, golf etc. meeting in either June or September. She thinks a guest ranch would work great if they offer lots of activities. If you are interested in bidding on this program contact Nathalie at nathalie.tremblay@hrgworldwide.com for more specifics.	Debbie Picard



# Contact Report

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## Contact

Company	United Laboratories	Address	
Contact	Joyce Vyhnanek		
Title			St. Charles, IL
Phone	(630) 377-0900	Ext. 7412	Country
Mobile Phone			E-mail
Salutation	Joyce		Web Site
			jvyhnanek@unitedlabsinc.com
			www.unitedlabsinc.com

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/30/2014	11:57 AM	Met Joyce at IMEX America 2014. She didn't have an appointment with us, but stopped by the booth to find out information regarding a corporate incentive program she has for 95 ppl. She has taken them to San Antonio, Pheonix and East Coast but is looking for something different. Thinks an authentic Montana trip would work well with this group. Needs activities for 95 ppl. Follow up with Joyce at jvyhnanek@unitedlabsinc.com.	Debbie Picard



# Contact Report

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## Contact

Company	Hyde International Group	Address	Rm. 14AH, Qianjiang Tower
Contact	Faye Wang		
Title	Reservations Manager	Country	Shanghai, China
Phone		Ext.	
Mobile Phone		E-mail	wangyanfei@hydegroun.net
Salutation	Faye	Web Site	www.hydegroun.net

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/30/2014	10:55 AM	Met Faye while at IMEX America 2014. We didn't have an appointment but stopped by our booth to find out more information on high end ranch resorts for business and incentive groups. The group that she has in mind is 25 gentlemen from China. They want high end ranches and all the activities that go with staying at the ranch. Before I could follow up with Faye, Kimmie from her office emailed me to get the names and contact information for western Montana ranches. I sent her the contact, email and websites for The Resort at Paws Up, Triple Creek, Flathead Lake Lodge and Ranch at Rock Creek. Others can follow up with Kimmie Zhu at kimmiezhu@hydegroun.net	Debbie Picard



# Contact Report

Debbie Picard, Glacier Country Regional Tourism  
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## Contact

Company	Eddie Bauer	Address	10401 NE 8th St. Ste 500
Contact	Karl Weiss		
Title	Manager, Recognition & Culture		Bellevue, WA 98004
Phone	(425) 755-6850 Ext.	Country	
Mobile Phone		E-mail	karl.weiss@eddiebauer.com
Salutation	Karl	Web Site	www.eddiebauer.com

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/30/2014	11:28 AM	Met with Karl at IMEX America 2014. Eddie Bauer has an annual incentive program for their top associates. 50-70 ppl, 30-40 rooms needed for 3-4 nights. No meeting space. They prefer outdoor settings for meals. Usually help May - July and they look for destinations with a lot of outdoor activities. They have visited The Lodge at Whitefish Lake and Karl knew that Dawn Jackson was going to be at our booth. They are scheduled to bring this piece of business to TLWL in 2015. They are thinking an offsite venue and trip to The Conrad Mansion in Kalispell would be a great addition to the program. Follow up with Karl at karl.weiss@eddiebauer.com	Debbie Picard



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Missoula, MT 59802

## Contact

Company	National Center for Victims of Crime	Address	2000 M Street NW, Suite 480
Contact	Kathleen Wilber		
Title	Director of Events		Washington DC, 20036
Phone	(202) 467-8744	Ext.	
Mobile Phone		Country	
Salutation	Kathleen	E-mail	kwilber@ncvc.org
		Web Site	

## Notes

Date Range: 10/1/2014 - 10/31/2014

<u>Date</u>	<u>Time</u>	<u>Regarding</u>	<u>Record Manager</u>
10/22/2014	1:02 PM	Met with Kathleen at IMEX 2014. She met with us to gain information on potential locations for regional and annual meetings that she plans. They range from 50 to 1000 ppl. <b>Programs require per diem rates for rooms and food.</b> She thinks that the regional meeting that she plans would fit nicely in western Montana. They are training sessions that are 3 days with 50 to 150 ppl with several breakout sessions. Involving law enforcement, prosecutors, etc. This conference is always the middle of September. She utilizes Terry Hix with Location Solvers as her meeting planner. 202.609.7439 ext 2. or <a href="mailto:inquires@locationsolvers.com">inquires@locationsolvers.com</a> if your are interested in recieving this RFP.	Debbie Picard