



Report: Trade Show Contacts

Created By: Debbie Picard

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Category: All Categories

Contact Tags: 2018 SMM - Ontario

Contact Name	Glenn Ford	Address	1058 Via Grande
Title			Cathedral City, CA 92234 UNITED STATES
Account	Heritage Music Foundation	Phone	310.493.7423
Note Title	2018 SSM - Ontario	Email	Fordglen@aol.com

Date	Regarding
09/24/2018	Met with Glenn Ford at SMM 2018 Ontario. The Heritage Music Foundation is all about nurturing the history of gospel music. He looks for support in the community to bring a group into that city and it needs to have a gospel music connection. I don't know about any gospel music connection in Western Montana. If you are looking at this lead and do, please give me a call. Otherwise this was not a good match, and I think Glenn felt that as well. I will not be following up.

Contact Name	Lisa Jarvis	Address	4248 Sherwood Ct.
Title	Global account executive		Concord, CA 94521 UNITED STATES
Account	Conference Direct	Phone	323.655.3848

Note Title 2018 SSM - Ontario **Email** lisa.jarvis@conferencedirect.com

Date **Regarding**

09/24/2018 Met with Lisa at SMM 2018 - Ontario. She is a planner out of the SF area. Attendees are from all over the US. She liked our air access and thinks that we have enough direct flights that some of her groups would consider Western Montana. She seemed more interested on a personal level and asked about the drive time from SF. I will follow up with her about her programs and see if there are any we can request an RFP.

Contact Name [Susan Aguilar](#) **Address** P.O. BOX 1296
Title CEO Rancho Cucamonga, CA 91729
UNITED STATES
Account WETIP **Phone** 909.987.5005
Note Title 2018 SSM - Ontario **Email** susanaguilarceo@aol.com

Date **Regarding**

09/24/2018 Met with Susan at SSM 2018 Ontario. WETIP is a tip line for law enforcement dealing with human trafficking, drug trafficking. They put on workshops around the US speaking to what to look for in these instances. Their largest conference is 200 ppl. She is not sure about Montana and if they are being held there. I will follow up and see if we are and what kind of response we can get to have some of these informational law enforcement seminars in our towns.

Contact Name [Vern Byrd](#) **Address** 4145 East Campus Circle
Title Berrien Springs, MI 49104
UNITED STATES
Account Center for Youth **Phone** 269.208.7183
Note Title 2018 SSM - Ontario **Email** vernbyrd@me.com

Date **Regarding**

09/24/2018 Met with Vern at SSM 2018 Ontario. He organizes a youth congress conference hosting 18 to 30 year olds "cream of the corp" young adults. They are so popular that others have asked him to do it around the US. He is looking for availability and then will go and find a local organization that wants to partner. He likes the hotels that offer free breakfasts, rates around \$109, 175 rooms a night, minimum 10,000 sq foot ballroom with 8 breakouts. I thought the UM would be a great place for this. He asked about availability during the school year...YES. I will follow up with Mimi and see if she met with him as well.

Contact Name	Donna Masiulewicz	Address	6720 East Encanto Street
Title	Owner		Mesa, AZ 85205
			UNITED STATES
Account	Timeline Meetings and Events	Phone	630.841.5545
Note Title	2018 SSM - Ontario	Email	masiulewicz2000@yahoo.com

Date **Regarding**

09/24/2018 Met with Donna at SMM 2018 Ontario. She works with all corporate clients specializing in construction. She does regional meetings is familiar with Billings and other cities around us. Her programs utilize 50 to 150 attendees, over a 3 night pattern and usually take place in the spring and summer. I think she has real potential for us. I will be following up to see about and RFP for her next regional in our area.

Contact Name	Shelaine Stone	Address	6411 Ivy Lane Suite 703
Title	Project coordinator		Greenbelt, MD 20770
			UNITED STATES
Account	National Dental Association	Phone	240.241.4448
Note Title	2018 SSM - Ontario	Email	sstone@ndaonline.org

Date **Regarding**

09/24/2018 Met with Shelaine at SMM 2018 Ontario. She is looking for smaller destinations to have her 3 to 5 smaller meetings at Legislative, trans....They are looking at doing their big national conference every 2 years and using the alternating years to do a regional district meeting since they know they are missing a large portion of their association at the national meeting. This is a new concept. It would be 100-200 attendees, 60 on peak rm nights, Thurs - Sunday pattern. She liked the Missoula location for the drive market. Told Mimi about her. Will follow up to see when the RFP is coming out for the regional concept.

Contact Name	Lacie Beck	Address	100 SW Market Street
Title			Portland, OR 97201 UNITED STATES
Account	Cambia Health Solutions	Phone	971.352.5490
Note Title	2018 SSM - Ontario	Email	lacie.beck@gmail.com

Date	Regarding
09/24/2018	Met with Lacie at SSM 2018 Ontario. I asked about her programs and she said all she is doing at this conference is gathering information on different destinations. So I spent our 6 minutes telling her all about Western Montana with an emphasis on Whitefish, Kalispell and Missoula. She is from the mid-west so we talked about the Portland connection I have and the keep Portland Weird initiative. No specific follow up is needed at this time.

Contact Name	Maureen Fitzgerald	Address	2315 South 34th Street
Title			Omaha, NE 68105 UNITED STATES
Account	CityMatch UNMC	Phone	402.305.0610
Note Title	2018 SSM - Ontario	Email	mtherese13@gmail.com

Date	Regarding
09/24/2018	Met Maureen at SSM 2018 Ontario. She has spent 22 years with CityMatch and is thinking about going out on her own. Right now she plans 5 to 15 meetings a year and she would love to place it in Montana but needs a really good reason. She looked at my map and saw that we have 2 Indian Reservations in the area and thought that the Indian Epidemiology would be fascinating to her groups. She has ALWAYS wanted to see Glacier National Park. I will follow up and see if we can't get an RFP for an upcoming meeting.

Contact Name	Rod Rydell	Address	4165 Spectrum
Title	Vice President		Irvine, CA 92618 UNITED STATES

Account	Keene Research Institute	Phone	
Note Title	2018 SSM - Ontario	Email	rodrydell@keeneresearch.com

Date	Regarding
09/24/2018	Met with Rod at SSM 2018 Ontario. They specialize in Medical meetings. His typical is 75 to 100 specialists. He has had many meetings at Coure D' Alene resort, so likes that kind of atmosphere. I told him about Whitefish and the resort feel to the town. He would like to know more and asked if we do hosted site tours. He might be a good FAM candidate.

Contact Name	Jerri LaHaie	Address	1295 Cambridge Ave East Point, GA 30344 UNITED STATES
Title			
Account	SMA	Phone	706.340.5916
Note Title	2018 SSM - Ontario	Email	urbanforestry@prodigy.net

Date	Regarding
09/24/2018	Met with Jerri at SSM 2018 Ontario. So for whatever reason, I do not have much in the way of notes on this meeting and can't remember why. She has a large 500 person meeting to a regional leadership meeting. I will follow up and see if I can get some more information on this one.

Contact Name	Sebastien Fortier	Address	000 Don't Know, ** 00000 UNITED STATES
Title	CEO		
Account	One Hockey	Phone	888.784.6444
Note Title	2018 SSM - Ontario	Email	sebastienf@onehockey.com

Date	Regarding
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09/24/2018 Met with Sebastien at SSM 2018 Ontario. Sebastien took the table for someone who couldn't make it. He was taking her appointments. He specializes in sports events and was looking for LaCross fields to play tournaments. He had already met with Dawn, so I told him about the great new park at Fort Missoula. I told him I would send Mimi over to chat with him more about the fields and how far it was from Canada. He is looking for within 2 to 3 hours of Canada and Missoula might be the ticket.

Contact Name	Teri Chandler	Address	1223 Sherwood Forest Blvd
Title			Baton Rouge, LA 70815 UNITED STATES
Account	Our Little Miss Inc.	Phone	225.274.8241
Note Title	2018 SSM - Ontario	Email	wyfolm@ourlittlemiss.com

Date	Regarding
09/26/2018	Met with Teri at SMM 2018 Ontario. Our Little Miss is a scholarship competition for little girls, much like miss america. She said we have a competition in Missoula and she was trying to get to it one year and was snowed in in Boise and couldn't get there. She thinks this years regionals is in Butte. She looks for locations for the national competition but feels we might be too small and harder to get to than what she requires. No follow up needed.

Contact Name	Rosanna Harvey	Address	6 Hickory Hill Court
Title			Silver Springs, MD 20906 UNITED STATES
Account	Department of Health and Human Services	Phone	240.475.4798
Note Title	2018 SSM - Ontario	Email	rennyh@hotmail.com

Date	Regarding
09/26/2018	Met with Rosanna at SMM 2018 Ontario. She is looking for destinations to hold board meetings, committee meetings, research and advisor meetings for the FDA, but mostly clinical trials. Usually meetings are 100 to 200 ppl plus 40 sponsors. She was not familiar with MT, so we spent our meeting discussing MSO, FCA and Whitefish. No particular follow up needed as she took my usb and information.

Contact Name	John Koon	Address	515 P Street #314
Title	Owner		Sacramento, CA 95814
			UNITED STATES
Account	JEK Consulting & Event Management	Phone	415.407.4294
Note Title	2018 SSM - Ontario	Email	jeksfo@aol.com

Date **Regarding**

09/26/2018 Met with John at SMM 2018 Ontario. It was so cold in the conference center, we walked out into the hall to get warm. He has been to Montana and held a meeting in Whitefish so knows the area. He was concerned about our access so we talked about the new flights that we have into Glacier Country. He was curious about Southwest flying in? He says as long as Delta comes in his attendees can get there. We didn't discuss any specific program just covered our area and why a meeting in Montana would be a good idea. No specific follow up requested.

Contact Name	Liliana Miranda	Address	11209 Paseo Montanoso #26
Title			San Diego, CA 92127
			UNITED STATES
Account	3rd Lyon Ventures	Phone	858.652.9130
Note Title	2018 SSM - Ontario	Email	liliana.miranda@gmail.com

Date **Regarding**

09/26/2018 Met with Lili at SMM 2018 Ontario. She works with a hispanic radio station in Mexico & the government to do promotions to travel to destinations in the US. She is looking for packages that are donated, but then takes all the people that sign up to win the prize and tries to sell them the trip. Usually 350 people go on the trips??? She needs 4 rooms & activities supplied and a video to market. Don't think it's something we would do at this time.

Contact Name	Bryant Clark	Address	5851 Legacy Circle Drive
Title			Plano, TX 75024
			UNITED STATES
Account	BLC Capital Group	Phone	949.357.0513
Note Title	2018 SSM - Ontario	Email	bryant@blccapitalgroup.com

Date 09/26/2018 **Regarding** Met with Bryant at SMM 2018 Ontario. He represents capital investments and big dollar investors. He has been to Montana but only to Billings. We discussed our luxury guest ranches and he was very interested. He says several of his men's groups have large budgets and want experiential travel. My follow up will be with 4 star and higher properties.

Contact Name	Steven Hill	Address	PO Box 2652 Wilmington, DE 19805 UNITED STATES
Title			
Account	Church of Christ Holiness USA - Eastern Diocese	Phone	302.981.4924
Note Title	2018 SSM - Ontario	Email	smarhill1@yahoo.com

Date 09/26/2018 **Regarding** Met with Steven at SMM 2018 Ontario. We were matched for a "networking opportunity" He said he has a mens group that looks for retreat locations but it's always in March and that's not a great time for golf in Montana so he doesn't think he has anything for us. He did ask about our food scene and we talked about activities. He wants to visit himself and then would have a better idea if we can book something for him. No follow up is needed at this time.

Contact Name	Henry Rosales	Address	1001 Pat Booker Road #101 Universal City, TX 0000078148 UNITED STATES
Title			
Account	American Volkssport Association - Americas Walking Club	Phone	210.659.2112
Note Title	2018 SSM - Ontario	Email	execdir@ava.org

Date **Regarding**

09/26/2018 Met with Henry at SMM 2018 Ontario. The national Volkssport Association meeting was just in Billings 2 years ago. They meet every 2 years so the next opportunity to host it is 2 years out. 250 to 400 ppl (200 attendees for the workshops) and then additional people from the surrounding communities join in the walk. There are 230 clubs across the country. It will probably be a few years before they head back to Montana for the meeting.

Contact Name	Kimberly Cossar	Address	000 Mechanicsburg, PA 00000 UNITED STATES
Title			
Account	Red Mountain Systems	Phone	240.258.8100
Note Title	2018 SSM - Ontario	Email	k.cossar@redmountainsystems.com

Date	Regarding
09/26/2018	Met with Kim at SMM 2018 Onterio. Red Mountain Systems sets up medical product launches. She is looking to do this in all 50 states, she said Adventure in all 50 states. We discussed all the adventure she could promote in Montana and really keyed into the white water rafting and when the best time of year to book a meeting to get the most out of wwrafting. Missoula really piqued her interest due to the location and how I90 runs right through. I will follow up in January when she will have information about her quest for all 50 states.

Contact Name	Robert Cohen	Address	7253 Preservation Court Maple Lawn, MD 20759 UNITED STATES
Title			
Account	AllianceBenefits.com	Phone	
Note Title	2018 SSM - Ontario	Email	rcohen@alliancebenefits.com

Date	Regarding
09/26/2018	Met with Robert at SMM 2018 Ontario. They are a group of 4000 insurance agents. Instead of doing the same old tier one cities, they want to do regionals in the smaller cities with 45 to 100 attendees. PERFECT! He really loved the fact that we don't have sales tax in Montana or any of the other big city fees, like parking etc. I think this is a really good fit for us and will be following up with more information for Robert.

Contact Name	Ed Rigsbee	Address	1746 Calle Yucca #200
Title	Executive Director		Thousand Oaks, CA 91360 UNITED STATES
Account	Rigsbee Research	Phone	805.498.5720
Note Title	2018 SSM - Ontario	Email	ed@rigsbee.com

Date	Regarding
09/26/2018	Met with Ed at SMM 2018 Ontario. Ed is the executive director of Cigar PEG, Inc. Philanthropy through fun. He has been to Missoula before as a speaker years ago. He sets up one day workshops for states and SAE (State Association Executives) and partners with them. He is looking however, for a destination for his philanthropy group. I will have to gather more information from him during our follow up. Our time ran out, but he did ask about Whitefish (he is an avid skier) and also about capacity and adventure opportunities in Missoula.

Contact Name	Carolyn Mercurio	Address	12901 Bruce B Downs Blvd MDC11
Title			Tampa, FL 33612 UNITED STATES
Account	USF Health	Phone	813.974.5200
Note Title	2018 SSM - Ontario	Email	cmercuri@health.usf.edu

Date	Regarding
09/26/2018	Met with Carolyn at SMM 2018 Ontario. She works for the University of South Florida Morsani College of Medicine. She plans small meetings between 25 to 100 ppl. I asked for more information, but she seemed very disinterested in Montana and what I had to say. Which is weird, because he requested to meet with me. She kept saying, we are in Florida and it's a long way to Montana. I don't think there is any need to follow up.

Contact Name	Kelly Ramirez	Address	1545 Barber Lane
Title			Milpitas, CA 95035 UNITED STATES

Account	Diodes	Phone	408.232.9002
Note Title	2018 SSM - Ontario	Email	kelly_ramirez@diodes.com

Date **Regarding**

09/26/2018 Met with Kelly at SSM 2018 Ontario. Diodes Incorporated is a leading global manufacturer and supplier of high-quality application specific standard products within the broad discrete, logic, analog and mixed-signal semiconductor markets. Diodes serves the consumer electronics, computing, communications, industrial, and automotive markets. They hold several meetings throughout the year and for differing things. She didn't want to talk about those, she was here to hear about destinations and on a fact finding mission. I did a brief overview of Western Montana. I couldn't get a good feel for whether or not she thought we would be a good fit. I will follow up with more information.

Contact Name	Rick Calvert	Address	29991 Canyon Hills Rd #1709-531
Title	CEO		Lake Elsinore, CA 92532 UNITED STATES
Account	TBEX	Phone	619.828.5199
Note Title	2018 SSM - Ontario	Email	rick@tbexcon.com

Date **Regarding**

09/26/2018 Met with Rick at SMM 2018 Ontario. TBEX claims to be the largest conference and networking event for travel bloggers, online travel journalists, new media content creators, travel brands and industry professionals. Each year, TBEX partners with fantastic host destinations in North America, Europe and Asia Pacific to bring the travel industry's most creative minds together to learn, network and do business. Billings MT will host in September 11-13, 2019, 650 bloggers. They will be looking for sponsors and partners for FAM's after the conference. It will be a great opportunity to get bloggers that normally don't come to MT to see what we have to offer. This is a great exposure for MT, and to partner with Billings on making Western Montana shine. I will be following up to see if Rick wants to come site tour Missoula or other places this year.

Contact Name	Lena Freeman	Address	1693 East Campbell Ave
Title			Gilbert, AZ 85234 UNITED STATES
Account	Unique Creations Event Planning	Phone	480.553.4789

Note Title 2018 SSM - Ontario **Email** grahamlena3@hotmail.com

Date **Regarding**

09/26/2018 Met with Lena at SMM 2018 Ontario. Lena plans for different markets in the travel industry. She does womens groups, family trips, meetings, board retreats. I feel like she does a lot of weddings too. Maybe not the best fit for what we are looking for at SMM, but she was really nice. She asked about a FAM opportunity, but I don't think she's the right fit.

Contact Name [Bob Smith](#) **Address** PO Box 3314
Title Cherry Hill, NJ 08034
UNITED STATES
Account SE Jersey Ministries **Phone** 609.442.2346
Note Title 2018 SSM - Ontario **Email** rsmittyt@gmail.com

Date **Regarding**

09/26/2018 Met with Bob at SMM 2018 Ontario. We were matched for a networking opportunity. He is familiar with Montana only because he drove from Seattle to NJ and Montana would not end. Did stop at the Battlefield. He has a mens group and would be interested in any 4 to 5 star accommodations. We chatted about our luxury guest ranches and he LOVED the idea. I will forward more information to him regarding our ranches and follow up.

Contact Name [Jason Morrison](#) **Address** 1185 Harbor Oak Drive
Title Director of Fun Crownsville, MD 21032
UNITED STATES
Account FED-COMM International, Inc. **Phone** 703.261.4066
Note Title 2018 SSM - Ontario **Email** jason.morrison@fed-comm.com

Date **Regarding**

09/26/2018 Met with Jason at SMM 2018 Ontario. Jason plans for several markets, cyber security, healthcare, technology, military, product launches etc. He plans over 20 meetings a year usually with 50 to 700 ppl, but the average is 200ppl. As I was describing Western Montana, he quued in on Missoula and the University. He says they are looking for universities for a medical launch of a kiosk that students go to where a nurse is online, and takes vitals and dispenses meds right there. No need to go to a pharmacy....More information is coming in January and he wants me to follow up then.

Contact Name	Christianne Heba	Address	107 Coopers Pond Road
Title	Owner		Lawrenceville, GA 30044
			UNITED STATES
Account	Meetings Unlimited	Phone	
Note Title	2018 SSM - Ontario	Email	chitown107@aol.com

Date	Regarding
09/26/2018	Met with Christianne at SMM 2018 Ontario. She has applied to be on one of our FAM tours and it hasn't worked out. She says she has a program that might work in Western Montana and wants me to see where it should go. 2019 May 5-9, 175 attendees, 163 rooms on peak. Owner wants a VRBO does not stay on property. Activities like golf or fishing (people can choose) and a night activity. Bonfire or cookout something fun other than sitting in a bar. I will follow up with more specifics on this.

Contact Name	Maria Giuriato	Address	745 Potrero Way
Title			Salinas, CA 93907
			UNITED STATES
Account	Bonilla-Giuriato & Associates	Phone	831.444.2907
Note Title	2018 SSM - Ontario	Email	mgiuriato@aol.com

Date	Regarding
09/26/2018	Maria was a no show at SMM 2018 Ontario.

Contact Name	Derrick Guzman	Address	1527 Grand Street
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Title			Alameda, CA 94501 UNITED STATES
Account	HelmsBriscoe	Phone	415.312.4629
Note Title	2018 SSM - Ontario	Email	dguzman@helmsbriscoe.com

Date	Regarding
09/26/2018	Met with Derrick at SMM 2018 Ontario. He was my last meeting of the conference and he was having a crisis. We were trying to talk and he kept getting calls about a meeting not going well or something. He did say he is looking for tier 2 and 3 cities since everything is getting so expensive. We talked about airlift into Missoula and Kalispell and the hotel prices. I gave him my usb drive and will follow up at a later date.

Contact Name	Carolyn Mercurio	Address	12901 Bruce B Downs Blvd MDC11 Tampa, FL 33612 UNITED STATES
Account	USF Health	Phone	813.974.5200
Note Title		Email	cmercuri@health.usf.edu

Date	Regarding
10/03/2018	Good afternoon Debbie, It was lovely meeting you last week at the Small Meetings Market Conference. Hope you enjoyed the rest of your stay and had a safe return. Thank you for your time and information on Glacier Country Montana. Should there be any requirements within your vicinity, I will certainly reach out. Have a great week! Best, With kind regards, Carolyn Mercurio Dove Meeting & Events Planner Assistant to Department Chair, Anne L. Champeaux, M.D., FCAP University of South Florida Department of Pathology and Cell Biology 12901 Bruce B Downs Blvd., MDC-11 Tampa, FL 33612 Telephone: 813-974-5200
