



Report: Trade Show Contacts

Created By: Debbie Picard

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Category: All Categories

Contact Tags: All Contact Tags

Contact Name	Nick Cihak	Address	1 Ross Drive East
Title	Meeting Planner		Brigantine, NJ 08203 UNITED STATES
Account	Firstwave, Inc.	Phone	510.282.7565
Note Title	IMEX 2017	Email	nick@firstwave-incentives.com

Date	Regarding
10/23/2017	Met with Nick at IMEX 2017. He is looking at Montana for incentive travel. He has been hearing more interest in domestic and Montana is on the rise. His teammate Brian had been out to Paws Up for a site tour for a small incentive group. Their groups range from 70 couples to 200 couples and last about 2 1/2 to 4 days. The last few years they have done Disney Cruises. We talked about what Paws Up had to offer and what other options are available in Western Montana. He seemed pretty keen on the luxury guest ranch experience. He is originally from South Dakota and spent summers working in YNP. He was on a fact finding mission to see what other options he had and will pursue Paws Up for his group. Follow up with Nick for future programs.

Contact Name	Eric Nell	Address	2125 Oak Grove Road, Ste 310
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Title	Business Development Executive		Walnut Creek, CA 94598 UNITED STATES
Account	Maritz Travel Co	Phone	925.287.5202
Note Title	IMEX 2017	Email	eric.nell@maritz.com

Date **Regarding**

10/23/2017 Met with Eric at IMEX 2017. Eric works mainly with tech companies in the SF Bay area. They are always looking for new and unique destinations for user conferences, retreats and small incentive meetings. The groups are usually less than 100 people. He thought it might be a good fit for Montana. He had been to GNP with Dad about 5 years ago and FELL in LOVE with Western Montana. He would like to show the Bay area what magic is in the mountains in Montana. He does have experience with Edward Jones utilizing Big Sky for different user groups. Glacier Country partners can follow up with Eric at eric.nell@maritz.com

Contact Name	Kathy Long	Address	000 000
Title	Director of Customer Relations		Don't Know, ** 00000 UNITED STATES
Account	Travvrs	Phone	818.921.4207
Note Title	IMEX 2017	Email	kathy.long@travvrs.com

Date **Regarding**

10/23/2017 Met with Kathy at IMEX 2017. Kathy is looking to work with travel providers who can fulfill requests for high-end clientele who are wanting to experience one-of-a-kind travel experiences. Groups are usually 2-4 ppl and experiences last 4 to 10 days. She is the middle man and goes out to sell these experiences to clients. We discussed Western Montana and all the different experiences we have to offer. We explained that we do not book anything ourselves and she would have to go direct to our guides, outfitters, travel partners etc. If any GC partner would like more information, contact Kathy at kathy.long@travvrs.com

Contact Name	Stacie Walker	Address	2714 Mashie Circle Castle Rock, CO 80109 UNITED STATES
Title	Regional Vice President		

Account	HelmsBriscoe	Phone	720.324.8119
Note Title	IMEX 2017	Email	swalker@HelmsBriscoe.com

Date **Regarding**

10/23/2017 Met Stacie at IMEX 2017. Stacie was a walkup and wanted to leave her card since she handles the Rocky Mountain Region. She has 40 people on her team and focuses on mountain meetings. She would be a great person to have on a future FAM and our regional CVBs should follow up with her.

Contact Name	Angela Helgeland	Address	27475 Ynez Rd. Ste 352
Title	President		Temecula, CA 92591 UNITED STATES
Account	Creative Productions & Incentives	Phone	951.694.1329
Note Title	IMEX 2017	Email	angela@cpii.net

Date **Regarding**

10/23/2017 Met with Angela at IMEX 2017. Angela had just been out to Paws Up for a site tour with Nate. They are looking to do a buy out of the property in mid-April for a group of 90 ppl. Most of what she is looking for is January - April and high-end. Most of her groups are interested in golf and spa related options. GC partners offering high-end for small groups can contact Angela at angela@cpii.net

Contact Name	Kris Batra	Address	912 Teakwood Rd
Title	Meeting Planner		Los Angeles, CA 90049 UNITED STATES
Account	Freedom Travel and Tours, Inc.	Phone	310.287.4799
Note Title	IMEX 2017	Email	freedomtravel@hotmail.com

Date **Regarding**

10/23/2017

Met with Kris Batra at IMEX 2017. Kris wanted to meet with Western Montana and learn about venues and site for a professional meetings for both domestic and international ranging in size from 100 to 400. He also has incentive programs that range from 60 to 100. Clients come from all over the world. One of them is the Indian Medical Association of Greater LA. A leadership retreat has 60 to 100 ppl needing 40 - 50 room nights. They want to golf, fly fish, and may be interested in glamping. He is very interested in coming out and seeing what we have to offer on a FAM tour. September is a good time for him.

Contact Name	Whitney Wenthold	Address	2200 Alaskan Way Ste. 300
Title	Registration		Seattle, WA 98121 UNITED STATES
Account	CRG Events	Phone	206.829.1394
Note Title	IMEX 2017	Email	wwenthold@crgevents.com

Date **Regarding**

10/23/2017

Met with Whitney at IMEX 2017. Whitney is a Kalispell native and would love to have a meeting in Western Montana. She is at IMEX to research and learn about offerings so that she can provide the best recommendations for clients and develop network connections. Their largest client is Microsoft so hold a lot of meetings in the Seattle and Bellevue areas. They are mainly tasked with inventive type meetings from 80 to 150 ppl (includes spouses). We gave her the scoop on each community and what it has to offer. She was impressed to hear about some of the offerings in Montana. I will follow up with her and see if we can get an RFP for any of their upcoming meetings.

Contact Name	Carol Calhoun Michalik	Address	15918 Brook Forest Dr.
Title	Director of Special Projects & Events		Houston, TX 77059 UNITED STATES
Account	SANS Institute	Phone	281.480.4791
Note Title	IMEX 2017	Email	ccalhoun@sans.org

Date **Regarding**

10/23/2017

Met with Carol at IMEX 2017. SANS is a cyber security firm and they plan over 100 meetings per year. They are meetings with networking build into the meeting. They like some adventure, but they are "computer nerds" They are thinking of Montana for an August meeting with a Mon-Thurs schedule for 30 ppl. They are looking for 4 star resorts or higher. GC partners are welcome to follow up with Carol.

Contact Name	Lauren Kleczynski	Address	15918 Brook Forest Dr.
Title	Event Planner		Houston, TX 77059 UNITED STATES
Account	SANS Institute	Phone	713.485.0541
Note Title		Email	lkleczynski@sans.org

Date	Regarding
10/23/2017	She attended the meeting we had with Carol Calhoun and is also a meeting planner for SANS.

Contact Name	Vikki Consiglio	Address	804 Main Street
Title	Executive Director		Forest Park, GA 30297 UNITED STATES
Account	Georgia Utility Contractors Association, Inc.	Phone	404.362.9995
Note Title	IMEX 2017	Email	vikki@guca.com

Date	Regarding
10/23/2017	Met with Vikki at IMEX 2017. She is looking for a new site for their Winter Management meeting destination. They have been going to CO for years and skiing. However, she feels that there might be a better, more affordable option out there. She is looking for a ski in/out resort for families for Presidents weekend in 2019. 65 ppl and 30 rooms for several days. Dan with WCVB was going to follow up with Whitefish Mountain Resort for this meeting.

Contact Name	Lori Patzer	Address	000 000
Title			Don't Know, AB 00000 CANADA
Account	Bayer CropScience Inc.	Phone	
Note Title	IMEX 2017	Email	lori.patzer@bayer.com

Date **Regarding**

10/23/2017

Met Lori at IMEX 2017. Lori works for the Agriculture division of Bayer out of Calgary Alberta. They have a national meeting every 2 years and switch cold location/warm location every other year. They have done Tahoe, Whistler and are thinking Whitefish might be a great consideration for 2021. First week of February 400-500 ppl for a general session and then ski for the remainder of the time, or spa, or dogsled. She is wanting to come for a site and see the options. They have another meeting that is on a 3 year rotation for 150 ppl that might be interested in Western Montana too. Dan from WCVB will be following up with her on the Whitefish site visit.

Contact Name	Kari Isaacson	Address	200 N. Martingale Rd
Title	Sourcing Manager		Schaumburg, IL 60173 UNITED STATES
Account	Creative Group	Phone	920.380.7371
Note Title	IMEX 2017	Email	kisaacson@creativegroupinc.com

Date **Regarding**

10/23/2017

Met with Kari at IMEX 2017. She says a lot of her groups are done with fun in the sun and want a different experience for their incentive travel. She has worked with Paws Up in the past (80 couples stayed). Their incentives vary from 20 ppl to 200 ppl and happen in the fall and spring time. They plan for other meetings year-round. She would be interested in what the rest of Montana had to offer. If you specialize in incentive type groups, follow up with Kari.

Contact Name	Chris Savage	Address	2110 Ranch Road 620 South
Title	Founder		Austin, TX 78734 UNITED STATES
Account	Ryon International	Phone	
Note Title	IMEX 2017	Email	csavage@ryoninternational.com

Date **Regarding**

10/23/2017

Met with Chris at IMEX 2017. He is a 3rd party planner and is interested in Montana for a COPA Pilots Association regional event. They fly in to smaller airports and stay for a couple nights and see the sites. 25 to 75 ppl We talked about the regional airports in Hamilton, Missoula, Kalispell. Teh 3 CVBs were going to check in on this and get back to Chris since all 3 can handle this type of association event.

Contact Name	Anamaria Rojas	Address	15 Metrotech Center, 7th Floor Brooklyn, NY 11201 UNITED STATES
Account	Tough Mudder	Phone	347.897.5470
Note Title	IMEX 2017	Email	anamaria.rojas@toughmudder.com

Date **Regarding**

10/24/2017

Met with Anamaria at IMEX 2017. She is looking for a location to host a Tough Mudder 10 to 12 mile obstacle course. They need approximately 250 acres of open land + and additional 30 for parking. Mudder attracts from 5 to 10 thousand people for the race and spectators, probably less in our area. The closest to us is Seattle and Colorado that book 2,000 to 7,000 room nights. The things they ask for is support. Inkind donations or \$\$, assistance with lodging blocks, social media and volunteers (100 per event). For communities interested in learning more, contact Anamaria.

Contact Name	Nicole Kutchai	Address	119 Miramonte Dr Moraga, CA 94556 UNITED STATES
Account	Meeting Resources Group	Phone	925.388.0233
Note Title	IMEX 2017	Email	Nicole@meetingresourcesgroup.com

Date **Regarding**

10/24/2017

Met with Nicole at IMEX 2017. She is fact finding at IMEX and looking for new, interesting destinations that she can recommend for her clients. She does quite a few mountain meetings or mountain destinations for groups of 60 to 500 ppl. She has 20 clients that she helps plan meetings for from associations, non-profits to corporate. Her boss does most of the incentives. We introduced her to Western Montana. Partners are welcome to follow up with Nicole.

Contact Name	Julieann Peloquin	Address	8009 34th Ave. South #1500
Title	Account Manager		Minneapolis, MN 55425 UNITED STATES
Account	Travel One, Inc.	Phone	952.814.7233
Note Title	IMEX 2017	Email	jpeloquin@traveloneinc.com

Date **Regarding**

10/24/2017 Met with Julieann at IMEX 2017. She came early to our meeting and we already had an appointment set. She met with Daryl and didn't come back for our meeting time. She focuses on medical, education and banks with groups from 20 to 100. She is very price contentious and had done her homework for hotel rates in the summer around Bozeman. I will follow up to see if she needed something specific from Western Montana.

Contact Name	Mike Andrus	Address	7805 Telegraph Road
Title	Account Executive		Bloomington, MN 55438 UNITED STATES
Account	Remarkable Journeys	Phone	952.224.9902
Note Title	IMEX 2017	Email	mikea@remarkablejourneys.com

Date **Regarding**

10/25/2017 Met with Mike at IMEX 2017. Mike was scheduled to come out to Western Montana on our meeting planner FAM. We had to cancel due to the fires and smoke in September. He will be joining us in June for the rescheduled FAM. His sister was just elected mayor of Bozeman, Cyndy Andrus. He is familiar with Bozeman but not with Western Montana and feels his clients would enjoy meeting in Montana. Parnters are advised to wait to follow up with Mike until after our June FAM.

Contact Name	Linda DeAngelis	Address	42500 Hayes, Suite 400
Title			Clinton Township, MI 48038 UNITED STATES
Account	Volare Travel	Phone	586.263.4500
Note Title	IMEX 2017	Email	volare2tv1@aol.com

Date **Regarding**

10/25/2017

Met with Linda at IMEX 2017. Volare is a boutique agency and they specialize in coordinating small incentives for clients ranging from 60 to 160 ppl. They have never booked anything in Montana and are looking for new ideas. Some of their corporate clients are in the vacuum, construction and automotive industries. They are well traveled individuals having visited Jackson, Vail, Aspen and thought Montana should be on their list. We talked about guest ranch experiences and also Whitefish Mountain Resort along with the other communities. Linda would be a great asset to have on a FAM tour. Partners can follow up with Linda.

Contact Name	Janet Smith	Address	201 N. Ballard Ave
Title	Director of Events		Wylie, TX 75093 UNITED STATES
Account	EMC2 Event & Travel Planners	Phone	
Note Title	IMEX 2017	Email	janet@EMC2Travelplanners.com

Date **Regarding**

10/25/2017

Met with Janet Smith at IMEX 2017. She wanted to meet with us specifically for a hunting group in 2019 of 12 to 15 hunters from Europe. They will be coming over for a 4 day excursion and want to hunt and have budget. They also work with dance groups, energy companies, student tours, non-profits and incentives. GC partners that would like to host a group of hunters in October/November please contact Janet.

Contact Name	Julianna Theberge	Address	321 North Clark Street
Title	Program Specialist		Chicago, IL 60654 UNITED STATES
Account	American Bar Association	Phone	312.988.5586
Note Title	IMEX 2017	Email	julianna.theberge@Americanbar.org

Date **Regarding**

10/25/2017

Met with Julianna at IMEX 2017. She said that the incoming chair of the Antitrust Law section of the ABA is an outdoorsie guy. They get to select the annual meeting destination. 500 ppl, 350 ppl for general session meeting, then need 6 breakouts over 4 days in August 2019 and place to hold a great offsite dinner. They also meet in January, but usually look for a sunny destination for the January meeting. All destinations need to be family friendly. She is looking for lots of activities to choose from. Places they've met in the past...Ritz, lots of 5 star hotels, Montage, Deer Valley, Whistler. Suggested Whitefish or luxury guest ranch for them. Follow up with Julianna.

Contact Name	Richard Lamb	Address	4428 Cottonwood Lakes Blvd
Title	Associate Director		Thornton, CO 80241 UNITED STATES
Account	Globaux Source	Phone	303.920.7218
Note Title	IMEX 2017	Email	rlamb@globauxsource.com

Date **Regarding**

10/25/2017

Met with Richard at IMEX 2017. Globaux is a 3rd party planner and he is currently sourcing meeting space for an Association for 2020. Meets in the summer months of June or July and requires per diem hotel rates. The group ranges from 200 - 300 and are out of New Mexico. Our CVB's will be handling this for best client needs. No specific follow up in needed unless the CVBs contact your hotel for meeting space and room nights.

Contact Name	Susan Wood	Address	101 Duncan Mills Rd. Suite 500
Title	Senior Sales Director		Toronto, ON M3B 1Z3 CANADA
Account	Wynford	Phone	416.443.9696
Note Title	IMEX 2017	Email	swood@wynfordwg.com

Date **Regarding**

10/25/2017

Met with Susan at IMEX 2017. She did not have an appointment but wanted to sit and talk about options for a group of high-end, high-touch clients for an incentive. We discussed luxury guest ranches and The Lodge at Whitefish Lake as options in Western Montana. I will pass this lead along to them.

Contact Name	Jack Lyu	Address	No 28 Jianguomenwai St.
Title	Director		Beijing, ** CHINA
Account	BTG International Travel & Tours	Phone	
Note Title	IMEX 2017	Email	L_jack@126.com

Date	Regarding
10/25/2017	Dropped business card at IMEX 2017.

Contact Name	Jon Hersh	Address	5001 Horizons Dr. Suite 100
Title	Vice President		Columbus, OH 43220 UNITED STATES
Account	World of Travel	Phone	800.548.5670
Note Title	IMEX 2017	Email	jon@worldoftravel.com

Date	Regarding
10/25/2017	Dropped card in our business card drop at IMEX 2017.

Contact Name	Trisha Pollock	Address	23182 Arroyo Vistas
Title	Meetings & Travel Manager		Rancho Santa Margarita, CA 92688 UNITED STATES
Account	Toastmasters International	Phone	949.858.8255
Note Title	IMEX 2017	Email	tpollock@toastmasters.org

Date	Regarding
10/25/2017	Stopped by booth at IMEX 2017. They are holding a meeting at Big Sky. She asked about the vitality of region in November.

Contact Name	Jeremy Shaw Wright	Address	528 Starr Ridge Drive
Title	VP Global Accounts		Lake Wales, FL 33898
			UNITED STATES
Account	HPN Global	Phone	404.431.3634
Note Title		Email	jshawwright@hpnglobal.com

Date **Regarding**
10/25/2017 Sources meetings for: Vikki McReynolds Consiglio, Executive Director Georgia Utility Contractors Association, Inc. 804 Main Street, Suite C; Forest Park, GA 30297 Phone: (404) 362-9995 Fax: (404) 362-9211 www.guca.com – vikki@guca.com

Contact Name	Nancy Thompson	Address	2800 Livernois, Suite 600
Title	Senior Account Director		Troy, MI 48083
			UNITED STATES
Account	One10	Phone	248.824.7752
Note Title		Email	nancy.thompson@one10marketing.com

Date **Regarding**
10/26/2017 Nancy dropped her card at the IMEX 2017 booth

Contact Name	Lori Waddington	Address	405 Glen Laurel Dr.
Title	Account Manager		Easley, SC 29642
			UNITED STATES
Account	One10	Phone	248.824.7752
Note Title		Email	lori.waddington@one10marketing.com

Date **Regarding**
10/26/2017 Business card drop at IMEX 2017.

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
Note Title		Email	mark@rfponline.net

Date	Regarding
10/26/2017	The client chose Billings for the above meeting.

Contact Name	Cathy Jalal Bonnard	Address	000
			000
Title	Project Director		Don't Know,
			UNITED KINGDOM
Account	Zinc Management	Phone	
Note Title		Email	cathyjb@zincmanagement.com

Date	Regarding
10/26/2017	Cathy came by the Montana booth at IMEX 2017. She has a program at Ranch at Rock Creek for a 2019 program and will need some help with pre/post activities. I will make a trace to follow up with her mid 2018.
