



## Report: Trade Show Contacts

Created By: Nicole Gonzalez

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Category: All Categories

Contact Tags: Connect PNW17

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<b>Contact Name</b>	<a href="#">Kelly Webb</a>	<b>Address</b>	PO Box 681352
<b>Title</b>			Park City, UT 84068 UNITED STATES
<b>Account</b>	HelmsBriscoe	<b>Phone</b>	435.513.4487
<b>Note Title</b>	Connect PNW17	<b>Email</b>	kwebb@helmsbriscoe.com

<b>Date</b>	<b>Regarding</b>
12/04/2017	Met with Kelly at Connect PNW17 She is from Park City UT and didn't have any knowledge about meeting facilities in Montana. She sources space for a number of clients and wanted some information. She is a candidate for a FAM to bring her out and let her see for herself what we have to offer. She didn't have any RFP's on mind but will reach out when she does. No further followup is needed at this time.

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<b>Contact Name</b>	<a href="#">Piper Boyd</a>	<b>Address</b>	4824 Victoria Rd
<b>Title</b>	Managing Partner		Indianapolis, IN 46228 UNITED STATES
<b>Account</b>	One World Collective	<b>Phone</b>	317.800.5277
<b>Note Title</b>	Connect PNW17	<b>Email</b>	piper@theoneworldcollective.com

**Date** 12/04/2017 **Regarding** Met with Piper at Connect PNW17. She is located in Indianapolis and is looking for unique and authentic things for a client that has incentive groups. They are sourcing for 2018 and she is interested in our ranches for 20 to 40 people. I explained about the ranches in Glacier Country and will follow up and see if I can get an RFP from her for this group. All Glacier Country ranches that work with incentive planners can contact Piper for follow up.

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<b>Contact Name</b>	<a href="#">Kerri Ragsdale</a>	<b>Address</b>	8338 NE Alderwood Rd, Suite 160
<b>Title</b>	Events Assistant		Portland, OR 97220 UNITED STATES
<b>Account</b>	Northwest Food Processors Association	<b>Phone</b>	503.327.2200
<b>Note Title</b>	Connect PNW17	<b>Email</b>	kerri@nwfpa.org

**Date** 12/04/2017 **Regarding** Met with Kerri at Connect PNW17. Kerri is from Portland and their Northwest Food Processors Association holds a large conference every year and it must be held in Washington, Oregon or Idaho based on membership. She does think that Montana could host retreats or leadership meetings. She took my information and met later with Mimi about possibly hosting a food tasting workshop, so potential is there. Mimi will follow up for space needs and take the lead on this one.

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<b>Contact Name</b>	<a href="#">Veronica Chinn</a>	<b>Address</b>	3238 Woedee Dr
<b>Title</b>	Global Account Executive		El Dorado Hills, CA 95762 UNITED STATES
<b>Account</b>	HelmsBriscoe	<b>Phone</b>	480.718.1111
<b>Note Title</b>	Connect PNW17	<b>Email</b>	vchinn@helmsbriscoe.com

**Date** 12/04/2017 **Regarding** No show at Connect PNW17.

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<b>Contact Name</b>	<a href="#">Jacquelyn Wilson</a>	<b>Address</b>	777 Main Street, Suite 900
<b>Title</b>	Meeting Consultant		Fort Worth, TX 76102 UNITED STATES
<b>Account</b>	Virtuoso, Ltd.	<b>Phone</b>	817.334.8604
<b>Note Title</b>	Connect PNW17	<b>Email</b>	jwilson@virtuoso.com

**Date**                      **Regarding**

12/04/2017                      Met with Jacquelyn at Connect PNW17. She works with Virtuoso and is always looking for new destinations for clients. She has not been to Montana and was very interested in learning about our high end guest ranches. She took my information and said she would download the information for her clients and see if anyone is interested in coming out to Montana. She said that international travel is down for her clients due to safety issues with the current climate so feels that is a benefit to Montana right now. Guest ranches can follow up with her.

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<b>Contact Name</b>	<a href="#">Doug McPhee</a>	<b>Address</b>	000
<b>Title</b>	Senior National Account Manager		Camas, WA 98607 UNITED STATES
<b>Account</b>	Maritz Travel Co	<b>Phone</b>	760.612.3297
<b>Note Title</b>	Connect PNW17	<b>Email</b>	doug.mcphee@experientselect.com

**Date**                      **Regarding**

12/04/2017                      Met with Doug at Connect PNW17. He knows Montana well and has sources and held meetings in Montana. Mainly Billings and Bozeman. He wanted to know what was new in the regions so we spent most of our 6 minute appointment talking about new properties, future properties and the new convention center planned for Missoula. He doesn't have any clients that currently looking for Montana but will keep us in mind. No follow up is needed at this time.

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<b>Contact Name</b>	<a href="#">Janet Denman</a>	<b>Address</b>	9817 NE 54th St Suite 200
<b>Title</b>	Meeting Manager		Vancouver, WA 98662 UNITED STATES
<b>Account</b>	Northwest Public Power Association	<b>Phone</b>	360.816.1443

**Note Title** Connect PNW17 **Email** janet@nwppa.org

**Date** **Regarding**

12/04/2017 Met with Janet at Connect PNW17. Janet and Susan Mitcheltree flew out to site tour several hotels in Kalispell and Whitefish in September 2017. Janet places over 200 meetings a year is is more familiar with Missoula. Currently she has a board meeting scheduled for Kalispell and 2 classes in Whitefish. In 2020 she has a 120 ppl group in Whitefish at Grouse Mtn Lodge. She asked about a lodge in Eureka and I told her I would research and get back to her. Possibly Riverstone Family Lodge. She is sourcing meetings of all sizes so follow up with Janet.

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<b>Contact Name</b>	<a href="#">Alexander Doyle</a>	<b>Address</b>	27040 E. Costilla Dr. Aurora, CO 80016 UNITED STATES
<b>Title</b>			
<b>Account</b>	21st Century Group	<b>Phone</b>	720.643.5970
<b>Note Title</b>	Connect PNW17	<b>Email</b>	alex.doyle@21stcenturygroup.com

**Date** **Regarding**

12/05/2017 Met with Alex at Connect PNW17. We chatted about what Western Montana had to offer. He was intrigued that we had enough meeting space to accommodate larger associations. He has a group a BPA Conference for 2021 for 500 ppl (350 rooms on peak), held in April or May on a Tues/Wed pattern. 500 general session and 4 breakouts for 125 each. He asked that I email him for the RFP. I will follow up.

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<b>Contact Name</b>	<a href="#">Heather Kalinowski</a>	<b>Address</b>	6100 4th Ave S. Seattle, WA 98108 UNITED STATES
<b>Title</b>	Events Director		
<b>Account</b>	Trupanion	<b>Phone</b>	206.607.1878
<b>Note Title</b>	Connect PNW17	<b>Email</b>	heather.kalinowski@trupanion.com

**Date** **Regarding**

12/05/2017

Met Heather at Connect PNW17. She works for Trupanion which is medical insurance for your pet. She has a conference that includes the US and Canada for 175 ppl for 3 days. They have held it every year in Seattle, but it is SO EXPENSIVE in Seattle and knows other places would be much less expensive. She is sourcing Las Vegas for 2018 but thinks with our location to Calgary that Montana might fit for 2019. The months are either October or April. I will follow up and see if I can get an RFP for distribution.

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<b>Contact Name</b>	<a href="#">Tiffany Talbot</a>	<b>Address</b>	32 Industrial Drive
<b>Title</b>	Event Coordinator		Londonderry, NH 03053 UNITED STATES
<b>Account</b>	Kluber Lubrication NA LP	<b>Phone</b>	603.206.0855
<b>Note Title</b>	Connect PNW17	<b>Email</b>	tiffany.talbot@us.kluber.com

**Date**                      **Regarding**

12/05/2017

Met with Tiffany at Connect PNW17. She is taking over all meeting planning out of their New Hampshire office. She feels that she can do a better job than what is happening now. She wants to create regional meetings and combine Canada and the West. Montana could be a good place, except for no direct flights from Canada. It will only be for 12 people as well. They have typically always met in January and she didn't think they would want to go to Montana in January. I will follow up with Tiffany, but it sounded like it might be a long shot.

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<b>Contact Name</b>	<a href="#">Robert Fraser</a>	<b>Address</b>	6237 NE Carillion Dr. #201
<b>Title</b>	National Account Manager		Hillsboro, OR 97124 UNITED STATES
<b>Account</b>	Maritz Travel Co	<b>Phone</b>	503.896.6227
<b>Note Title</b>	Connect PNW17	<b>Email</b>	robert.fraser@experientnetwork.com

**Date**                      **Regarding**

12/05/2017

Met with Robert at Connect PNW17. I met with Robert last year and he remembered our conversation about Western Montana. He thinks he might have a fit for Missoula and wanted me to email him after the conference to get an RFP for CADRIE. He spoke to Mimi as well, so she might take the lead on this if it come to fruition. No other follow up is needed at this particular time.

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<b>Contact Name</b>	<a href="#">Marleen Arenivar</a>	<b>Address</b>	200 W Thomas
<b>Title</b>	Event Planner		Seattle, WA 98117
			UNITED STATES
<b>Account</b>	Northwest Regional Primary Care Association	<b>Phone</b>	206.519.5044
<b>Note Title</b>	Connect PNW17	<b>Email</b>	marenivar@nwrpca.org

<b>Date</b>	<b>Regarding</b>
12/05/2017	I had an appointment with Marleen at Connect PNW17, but she cancelled.

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<b>Contact Name</b>	<a href="#">Sarah Smith</a>	<b>Address</b>	6835 S. Eastern Ave, Suite 100
<b>Title</b>	Account Manager		Las Vegas, NV 89119
			UNITED STATES
<b>Account</b>	Origin Event Planning	<b>Phone</b>	702.605.6768
<b>Note Title</b>	Connect PNW17	<b>Email</b>	ssmith@originep.com

<b>Date</b>	<b>Regarding</b>
12/05/2017	Met with Sarah at Connect PNW17. Origin specializes in corporate incentive travel and she has been hearing more and more about Montana and their luxury guest ranches. She was really intrigued by the glamping camps at Paws Up and said she had heard of them before. She has 2 different groups that might really like their set up. One group varies from 50 to 150 and the other is a group of 25 VIPs. I will follow up to see if she wants more information or contact information for our guest ranches.

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<b>Contact Name</b>	<a href="#">Barton Kelecava</a>	<b>Address</b>	6858 Old Dominion Dr.
<b>Title</b>	Director of Creative Services		McLean, VA 22101
			UNITED STATES
<b>Account</b>	United Biosource Corp.	<b>Phone</b>	703.663.2923
<b>Note Title</b>	Connect PNW17	<b>Email</b>	barton.kelecava@ubc.com

<b>Date</b>	<b>Regarding</b>
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12/05/2017

Met with Barton at Connect PNW17. Barton works for UBC a bio science company that runs clinical trials. They provide training for physicians and clinicians before these trials. They like to have the meetings in places that people/doctors want to visit and thinks Montana might be nice. He has never been to Montana but hears and sees good things. Usually the meetings are 2 days and up to 75 ppl. He has no plans to come to Montana currently but will keep us in mind. I will follow up with Barton, but no further follow up is needed from GC partners at this time.

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<b>Contact Name</b>	<a href="#">Cody Short</a>	<b>Address</b>	PO Box 3215
<b>Title</b>	VP of National Sales		Ferndale, WA 98248 UNITED STATES
<b>Account</b>	Reliable Facility Placement	<b>Phone</b>	360.380.1939
<b>Note Title</b>	Connect PNW17	<b>Email</b>	cody@rfponline.net

**Date**                      **Regarding**

12/05/2017

Met with Cody at Connect PNW17. He is unfamiliar with Montana and we chatted about lots of different options. He was curious about our hot springs resorts. He would like for me to email him regarding a Landscaping meeting retreat and if the hot springs is a little ways from the airport, see if we could offer a transportation credit or grant. I will be in touch with Cody and send an RFP if he sends it my way. No specific follow up is needed at this time for GC partners.

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<b>Contact Name</b>	<a href="#">Lacey Hein</a>	<b>Address</b>	118 153rd Place SE
<b>Title</b>	Senior Sourcing Specialist		Bellevue, WA 98007 UNITED STATES
<b>Account</b>	CWT Meetings & Events	<b>Phone</b>	425.324.6573
<b>Note Title</b>	Connect PNW17	<b>Email</b>	lacey.hein@cwt-me.com

**Date**                      **Regarding**

12/05/2017

Met with Lacey at Connect PNW17. I met with Lacey last year at Connect and she was with a different company. She is now working for CWT and her only client is AMAZON. Her smallest meeting is for 10 and largest for 700 ppl. They use a lot of extended stay for training. I will follow up on how Montana can get into the mix with these meetings. She mentioned that her daughter is 8 and this job worked out much better with no travel.

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<b>Contact Name</b>	<a href="#">Leslie Padzik</a>	<b>Address</b>	8354 S. Holland Way, Suite 204
<b>Title</b>	Manager, Global Accounts		Littleton, CO 80128 UNITED STATES
<b>Account</b>	HelmsBriscoe	<b>Phone</b>	303.520.7717
<b>Note Title</b>	Connect PNW17	<b>Email</b>	lpadzik@helmsbriscoe.com

<b>Date</b>	<b>Regarding</b>
12/05/2017	Met with Leslie at Connect PNW17. She was out to visit on a FAM in 2016 and has placed programs at hotels in Kalispell and Missoula. She is also working with Rachel Dobbs who she met on the FAM but also works for HelmsBriscoe. She knows where to find us and will continue to send groups to Western Montana. She is a freind/client and we like those.

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