



Report: Trade Show Contacts

Created By: Debbie Picard

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Category: All Categories

Contact Tags: 2019 IMEX

Contact Name	Debbie Hale	Address	701 Carlson Pkwy Hopkins, MN 55305-5240 UNITED STATES
Title			
Account	CWT Meetings & Events	Phone	763.614.3739
Note Title	2019 IMEX	Email	dhale@cwt-me.com

Date	Regarding
10/07/2019	Met with Debbie Hale at IMEX 19. Her focus at CWT is larger incentive groups. She is always looking for something new and different for them. Her groups are usually around 50 ppl total. The main company she is looking for is headquartered in Portland OR, so easy direct flight or drive is they chose. They can meet anywhere from June to October, but some do want to bring kids, so that is summer options too. She thinks October 2021 would be a good fit for Western Montana. We talked about the 3 luxury guest ranches PU, RRC, TCR and dude ranch at FLL. I will follow up with Debbie because she is very interested in our FAM in June.

Contact Name	Nancy Mors-Ramos	Address	811 Glenwood Ave Suite 290
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Title	Media Director		Minneapolis, MO 55405 UNITED STATES
Account	Meetings Today	Phone	319.861.5022
Note Title		Email	nancy.morsramos@meetingstoday.com

Date	Regarding
10/07/2019	Met with Nancy and Danielle at IMEX 19 and they wanted to sell me editorial space in the meetings magazine. They will feature Montana in June 2020. 25 thousand subscribers with the majority being Corporate and Association planners. 55,000 readership. Next Meetings Today Live is in Park City Utah, \$3200 for 2 not including air/hotel. Hotel \$149

Contact Name	Lonni Gulliksen	Address	Frederiksberg Alle 49
Title	CEO		Frederiksberg, DENMARK
Account	CCMG	Phone	
Note Title	2019 IMEX	Email	ccmgdk@live.com

Date	Regarding
10/07/2019	Met with Lonni at IMEX 19. She is a meeting planner that works with banks and insurance companies. She is looking for incentive destinations for her US trips and is very interested in the guest ranch experience. We talked about PA, RRC, TCR and Lodge at Whitefish Lake for incentive type destinations from Denmark. Lonni was also doing a self guided FAM after IMEX and was coming through Missoula, staying in Lolo and wanted suggested sights to see. Recommended Lolo Creek Steakhouse, Travelers' Rest State Park.

Contact Name	Andre Kraft	Address	13825 N Northsight Blvd. STE 201
Title	Vice President, Global Accounts Worldwide		Scottsdale, AZ 85260 UNITED STATES
Account	HPN Global	Phone	480.998.9770
Note Title	2019 IMEX	Email	akraft@hpnglobal.com

Date	Regarding
10/07/2019	Met with Andre at IMEX 19. Andre is the meeting planner for Medtronic which is a medical company. He knows Montana very well and has held meetings in Big Sky and Paws Up in the past. He was in Missoula 2 times last year. He plans for primarily corporate incentive travel. He was familiar with The Lodge at Whitefish Lake and Dan spoke to him about the Snow Bear Chalets and will follow up with him on those. He was over with Big Sky most of the time, so missed a lot of our appointment. But he does know Montana. Incentive properties can follow up with Andre.

Contact Name	Debbie Schuler	Address	730 Red Lion Way
Title	President Concierge Travel Meetings & Incentives		Bridgewater, NJ 08807
			UNITED STATES
Account	Great Escapes	Phone	908.432.0244
Note Title	2019 IMEX	Email	debbieschuler@greatescapesetc.com

Date	Regarding
10/07/2019	Met with Debbie at IMEX 19. She was at AT&T for 25 years and planned meeting for them then decided to go out on her own. She did attend a Whitefish FAM in 2016 (and was very disappointed they didn't take them to Glacier National Park). She now mainly plans for pharmaceutical and JTB USA's mice division out of New York. Her meetings are from 20 to 300ppl. Her executive meetings 30 to 40ppl with one meeting space needed. She has seen our higher end hotel properties so talked about PU, RRC and Triple Creek Ranch. Will follow up with links to those properties.

Contact Name	Siobhan Love	Address	8080 E Gelding Dr #110
Title			Scottsdale, AZ 85260
			UNITED STATES
Account	Global Cynergies	Phone	949.416.8070
Note Title	2019 IMEX	Email	slove@globalcynergies.com

Date	Regarding
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10/07/2019 Met with Siobhan at IMEX 2019. She is the director of national accounts for Global Cynergies and is based out of their headquarters in Scottsdale, AZ. She is working with an executive level group of 30-40 people who meet 4 times per year. They are interested in a guest ranch experience in Montana, Idaho, or Wyoming. They are looking at late August or September and would need a meeting room for about 50 people. DM sent follow-up email with information on guest ranch properties around Missoula - Paws Up, Ranch at Rock Creek and Triple Creek Ranch. Dan sent her information on the LWL. Will check in with her to see if I can be of more assistance.

Contact Name	Thoma Elmo	Address	331 SE Mizner Blvd. Boca Raton, FL 33432 UNITED STATES
Title			
Account	Streamline Publishing, Inc.	Phone	561.655.8778
Note Title	2019 IMEX	Email	thomaselmo@gmail.com

Date	Regarding
10/07/2019	Thomas publishes an arts magazine that does events and on-stage demos. Looking for a location for 1100-1200 ppl to host group retreats/painting sessions. Also hosts smaller week-long painting retreats for 50-100 ppl and usually the group buys out the resort property. Looking for scenic locations that are turn key, food included, reasonable pricing, shared rooms ok, dorm-style ok. Has to have food options. And should be able to access scenic locations for painting workshops (flathead lake, glacier, etc). Hosted one in Ghost Ranch, NM recently. Was interested in Whitefish due to location.

Contact Name	Carlisa Cashman	Address	208 Walnut Sts Weston, MO 64098 UNITED STATES
Title			
Account	HelmsBriscoe	Phone	816.273.9802
Note Title	2019 IMEX	Email	ccashman@helmsbriscoe.com

Date	Regarding
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10/07/2019 Met with Carlisa Cashman at IMEX 19. She has been with HelmsBriscoe for years. She works mainly with non-profit and government groups. She is sourcing for a group for 65ppl, with excursions as part of the meeting. She works a lot with Wounded Warrior Vets and first responders. She is looking at either April or October. After explaining Montana she thought September might be best. I will send her our 5 day itinerary and see if any of that works for her group.

Contact Name	James Moran	Address	2400 N Street NW
Title	Meetings, Events & Logistics Manager		Washington, DC 20037
			UNITED STATES
Account	American College of Cardiology	Phone	202.375.6327
Note Title	2019 IMEX	Email	jmoran@acc.org

Date **Regarding**

10/08/2019 James did not have an appointment but stopped by the booth to talk to us. James is very familiar with Montana and brings a group of cardiologists to Big Sky Resort each year. One of the board members was interested in Whitefish so he wanted to know the options in Whitefish. The group also meets the first week of August every year and are looking for unique experiences. The group meets Thurs-Sun and will bring their spouses. Will follow up with James and see if he needs anymore information on Western Montana.

Contact Name	Hilary Munson	Address	203 S. Fremont Ave. #1
Title			Tampa, FL 33606
			UNITED STATES
Account	HelmsBriscoe	Phone	407.618.3474
Note Title	2019 IMEX	Email	hmunson@helmsbriscoe.com

Date **Regarding**

10/08/2019 Met with Hilary at IMEX 2019. Hilary works with several groups who are interested in Montana. The first is a C level tech group of 20-50 who are interested in the dude/guest ranch experience. She also helps plan women's weeks and weekends and is looking for unique experiences. We spoke about the guest ranch options around Missoula - Paws Up, Ranch at Rock Creek and Triple Creek Ranch. I will follow up to see if we can get a 2nd look.

Contact Name	Kylie Nelson	Address	880 Carillon Parkway
Title	Meeting Planner		Saint Petersburg, FL 33716
			UNITED STATES
Account	Raymond James Financial	Phone	727.567.3737
Note Title	2019 IMEX	Email	kylie.nelson@raymondjames.com

Date	Regarding
10/08/2019	Met with Kylie at IMEX 2019. She is researching for new and different meeting destinations. She plans over 300 events a year for RJ. The meetings are for associates and investment bankers so looking for higher end lodging and loves the LODGE feeling. For incentive trips for the top advisors she is looking for a experiential destination for 70 advisors with spouses, probably 130. Will send her more information about our guest ranch experience (PA, RRC, TCR and LWL.

Contact Name	Andrea Puizina	Address	2 Park Ave - 20th Floor
Title	Corporate and Events Project Manager		New York, NY 10016
			UNITED STATES
Account	AIM Group International	Phone	646.452.3836
Note Title	2019 IMEX	Email	a.puizina@aimgroupinternational.com

Date	Regarding
10/08/2019	Met with Andrea at IMEX 2019. She works out of NY, but with higher end European clients. She is researching for a group of 35 men that are coming to NY in August or September for 2 days of meetings and then wants to send them out on an adventure. Ages 35 to 55. She says nothing to intense like WW rafting or zip lining, but more like fly fishing, boat tours, wildlife watching. We talked about the new LaGuardia flight, but weekly. They could take it direct one way and hub stop the other direction. We talked Whitefish (LWL, Grouse, Snow Bear), guest ranches PA, RRC, TCR, GNP with GG and Glacier Outdoor Center, Rivers and Guides in GC for fly fishing, cultural experience with Blackfeet. Will follow up to see which way she is leaning and see if we can get an RFP.

Contact Name	Anna Michalik	Address	31705 E. Service Dr. Bldg 530
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Title	Procurement Analyst		Detroit, MI 48134 UNITED STATES
Account	American Express Global Business Travel	Phone	480.566.4074
Note Title	2019 IMEX	Email	anna.a.michalik@amexgbt.com

Date	Regarding
10/08/2019	Met Anna at IMEX 2019. Anna is looking for destinations for General Motors product launches and media events. She is looking for rooms for 20 to 80ppl, 2-4 nights at uspscale hotels, mid-range hotels with camping near by. June and September are good months. We talked FB, LWL, Grouse, Glacier Under Canvas, Missoula Marriott and the Bitterroot. Will follow up with ideas for her.

Contact Name	Tara Rife	Address	5185 MacArthur BLVD NW STE 250
Title	Director		Washington, DC 20016 UNITED STATES
Account	The Webster Group	Phone	202.741.1273
Note Title	2019 IMEX	Email	tara@webstergroupinc.com

Date	Regarding
10/08/2019	Met with Tara at IMEX 2019. Tara did not have an appointment with us but stopped to talk about Western Montana. She plans a regional meeting for 100 electrical engineers along with spousal events. She is interested in coming out on a FAM tour to see if we are a good fit for this group. I will follow up to see about getting more details.

Contact Name	Martin Puff	Address	5 Penn Plaza, 5th Floor
Title	Strategic Account Manager		New York, NY 10001 UNITED STATES
Account	Hotelbeds	Phone	786.553.7400
Note Title	2019 IMEX	Email	martin.puff@hotelbeds.com

Date	Regarding
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10/08/2019

Met Martin at IMEX 2019. We didn't have an appointment but he wanted to tell me that he has a group coming to Whitefish August 10 - 17, 2020. I will email and follow up with him to see if they are in need of anything.
