



Report: Trade Show Contacts

Created By: Debbie Picard

Created On: 11/23/2022

Start Date: 11/01/2022

End Date: 11/30/2022

Category: All Categories

Contact Tags: 2022 Destination West - Tucson

Contact Name	Carole Machol-Atler	Address	149 Pinnacle Ridge Drive Montgomery, TX 77316 UNITED STATES
Title	Director		
Account	HelmsBriscoe	Phone	281.804.9384
Note Title	2022 Destination West - Tucson	Email	cmachol@helmsbriscoe.com

Date	Regarding
11/11/2022	Met with Carole at DW22 - Tucson. Carole was on our Meeting Planner FAM in 2019. She has been an excellent advocate at HelmsBriscoe sending many of her teammates my way that have never sourced Montana before. She has a womens retreat of 20 ppl that she is looking for. She wants out of the ordinary, September time-frame. We talked our new unique lodging options and she asked or more information about BaseGlamp, B&B's for larger groups and Clydesdale Outpost. I will follow up with more.

Contact Name	Danielle Bellerose	Address	603 Robert Daniel Dr. Charleston, SC 29492 UNITED STATES
Title			
Account	ConferenceDirect	Phone	423.508.8570
Note Title	2022 Destination West - Tucson	Email	danielle.bellerose@conferencedirect.com

Date	Regarding
11/21/2022	Met with Danielle at DW22 Tucson. She has been to Montana before, but only Big Sky. She has several incentive programs that she would like to consider Montana for but didn't have much information on Western Montana. She has a spring program that is going to Park City that's 20 on peak. She also has software company that looks for mountain experiences. She wanted luxury guest ranch information and Whitefish specific information for future clients. Sent info.

Contact Name	Laura Ingegneri	Address	PO Box 26585
Title	Founder		Scottsdale, AZ 85255
			UNITED STATES
Account	HRExecPro, LLX	Phone	602.316.8446
Note Title	2022 Destination West - Tucson	Email	laura@hrexecpro.com

Date 11/21/2022 **Regarding** Met with Laura at DW22 Tucson. She had not been to Montana before. One client has met the last 7 years only in AZ and she thinks it's time to meet elsewhere. They have 30 - 50 on peak attendees. Another is an HR company that needs retreat locations for a 3 day 2 night networking in June or September. She requested information on GR stays, and 4 star properties. Sent info.

Contact Name	Kelley Millar	Address	2351 Vintage Dr.
Title	CEO		Colorado Springs, CO 80920
			UNITED STATES
Account	Events by KelleyNCo	Phone	513.560.8769
Note Title	2022 Destination West - Tucson	Email	kelley@kelleyngo.com

Date 11/21/2022 **Regarding** Met with Kelley at DW22 Tucson. They are a full service meeting planner service out of Colorado Springs. She said she's ashamed to say she has never been to Montana before. She focuses on small retreats mainly for woman. She is looking for unique lodging options that have a real experience to them. We talked about the luxury guest ranches and she thinks that would be too expensive for her group. So the geodomes, lodges, treehouses sounded super exciting to her. Will send more information.

Contact Name	Ellen Welley	Address	2838 South Lakeridge Trail
Title	Account Executive		Boulder, CO 80302
			UNITED STATES
Account	Elevated Meetings Solution	Phone	303.489.8577
Note Title	2022 Destination West - Tucson	Email	ewelley@elevatedmeetings.com

Date 11/21/2022 **Regarding** Met with Ellen at DW22 Tucson. She has not been to Montana. There are 11 in the company and 7 of them live in Vegas and sell Vegas a lot. She is looking for smaller groups board meetings, adventure travel, ski destinations etc. OH and golf. She asked about direct flights from Denver and 3 and 4 star resorts. I will send information.

Contact Name [Francine Smith](#) **Address** 5831 S. 58th St. B
Title Lincoln, NE 68516
UNITED STATES
Account TenDot Travel Meetings and Incentives **Phone** 608.220.6512
Note Title 2022 Destination West - Tucson **Email** francine.smith@tendottravel.com

Date **Regarding**
11/21/2022 Met with Francine at DW22 Tucson. She has not been to Montana before. She does focus on more incentive travel that would be good for Montana. For example she has a group of 60 ppl/30 couples, but also has a meeting of 1500 that would be too big for Western Montana. She was very interested in activities for people that were not at the meeting. Things for spouses to do. Mentioned llama trekking, lavender farms, outfitter and guided activities, spa, shopping, golf and more. She wanted links to Whitefish lodging properties. Sent info.

Contact Name [Shawn Wier](#) **Address** 5005 Dell Drive
Title Meeting & Retreat Coordinator Mt. Juliet, TN 37122
UNITED STATES
Account Flok **Phone** 615.476.2746
Note Title 2022 Destination West - Tucson **Email** shawn.wier@icloud.com

Date **Regarding**
11/21/2022 Met with Shawn at DW22 Tucson. She had driven through Montana on her way to somewhere else. They plan corporate retreats for fully remote companies as a way to network and teambuilding. Retreats are anywhere from 12 ppl to 400 ppl. most falling in the 50 to 100 ppl sweet spot. Budgets vary, longest was 6 days. She wanted more information on all of Western Montana destinations especially the Whitefish properties. Sent info.

Contact Name [Bonnie Perkins](#) **Address** 6310 Town Square
Title Marketing Operations Manager Alpharetta, GA 678.527.1758
UNITED STATES
Account Alimera **Phone** 678.527.1758
Note Title 2022 Destination West - Tucson **Email** bonnie.perkins@alimerasciences.com

Date **Regarding**
11/21/2022 Met with Bonnie at DW22 Tucson. She has never been to Montana before. She is at DW looking for opportunities for her 1 annual program, but more importantly her 5 or 6 regional programs for Alimera. She learned about western Montana offerings and would like more information sent to her on the Whitefish convention hotels/resort, requesting 4 star and up and guest ranches for any upper management retreats. Sent info.

Contact Name [Denise Adam](#) **Address** 3 Cove Lane
Title Port Washington, NY 11050
UNITED STATES
Account HelmsBriscoe **Phone** 480.718.1111
Note Title 2022 Destination West - Tucson **Email** dadam@helmsbriscoe.com

Date **Regarding**
11/21/2022 Met with Denise at DW22 Tucson. She had never been to Montana but wants to visit soon. She helps with site selection with a variety of companies. She has a ski group for March and would like to source LWL or Grouse for 50 doubles and 70 singles - 120 total. Will find out if she wants an RFP to go out or more information gathering at this time. Send information.

Contact Name [Gwen Moore](#) **Address** PO Box 1004
Title COO Dearborn, MI 48121
UNITED STATES
Account The Guru Team **Phone**
Note Title 2022 Destination West - Tucson **Email** gmoore1235@aol.com

Date **Regarding**
11/21/2022 Met with Gwen at DW22 Tucson. Gwen has not been to Montana. She is an independent planner but mostly for Ford since that is where she was a corporate planner for years. She is looking/researching a Ride & Drive event for Ford. Either in Sept/Oct for 2023 or spring of 2024. She needs a location that has several property choices from high end to budget for over 200 dealers and media too. It seems a little big for our smaller destinations but perhaps Missoula or Kalispell could accommodate. I sent her information links she requested.

Contact Name [Maurice Arbelaez](#) **Address** 331 Courtlea Park Dr.
Title Winter Garden, FL 34787
UNITED STATES
Account HelmsBriscoe **Phone** 407.550.3037
Note Title 2022 Destination West - Tucson **Email** marbelaez@helmsbriscoe.com

Date **Regarding**
11/21/2022 Met with Maurice at DW22 Tucson. He has not been to Montana. He would like to be added to any meeting planner FAMS we have coming up in the future. Hard to sell if he hasn't been. He would love to have all of our information sent to him electronically along with links to our luxury guest ranches and Whitefish properties. I will send information.

Contact Name [Darla Huckaby](#) **Address** 2674 Indigo Dr
Title Global Accounts Executive El Cajon, CA 92019
UNITED STATES
Account ConferenceDirect **Phone** 323.655.3848
Note Title 2022 Destination West - Tucson **Email** darla.huckaby@conferencedirect.com

Date **Regarding**

11/21/2022 Met with Darla at DW22 Tucson. She has been with Conference Direct for 15 years. She has been to Paw Up and has family in the Whitefish area. She loves Montana. She works with both corporate and associations. Main meetings focus is on board meetings, regional meeting, retreats. Works a lot with pharmacy clients. They are usually 50 to 70 ppl and they love outdoor recreation destinations. I will send more information for her to review and present to her clients.

Contact Name [Russell Edmond](#) **Address** 5821 S. Holt Ave
Title CEO Los Angeles, CA 90056
UNITED STATES
Account Russell of Hotels **Phone** 310.467.5848
Note Title 2022 Destination West - Tucson **Email** russell@russellofhotels.com

Date **Regarding**

11/21/2022 Met with Russell at DW22 Tucson. He has never been to Montana. He is an independent planner who's clients consist of insurance companies, police departments and law firms mainly. He asked several questions about Montana (what's the elevation? Weather? Amenities?) He would consider us for incentive trips which consist of 10 to 650 rooms on peak. Told him that we would be on the smaller side of those numbers. The retreats he has are for roughly 35 ppl and they are looking for unique experiences. He requested I follow up with luxury guest ranches and Whitefish properties. Will send info.

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 2022 Destination West - Tucson **Email** grahamlena3@hotmail.com

Date **Regarding**

11/21/2022 Met with Lena at DW22 Tucson. Lena plans for different markets in the travel industry. She does womens groups, family trips, meetings, board retreats and weddings. She asked about a FAM since she said she can't sell our destination easily until she experiences it herself. She is wondering if minorities will be welcome in Montana. She is currently hosting a womens conference in Seattle who is going above and beyond to welcome minority groups to the city. She also does the trip planning for a couple of senior groups. See if we can include her in an upcoming FAM.

Contact Name [Melissa Wiley](#) **Address** 7954 Crystal Creek Circle
Title Founder CEO Fort Worth, TX 76137
UNITED STATES
Account Destination Discovered **Phone** 817.733.0369
Note Title 2022 Destination West - Tucson **Email** melissaw@destination-discovered.com

Date **Regarding**
11/21/2022 Met with Melissa at DW22 Tucson. She had been to Western Montana and visited Glacier and loved the area. Since 1999 she has worked with doctors and dieticians. She plans a 2 part conference series on Natural Wellness. It's held over one week. Breakouts for Reiki sessions/Keto sessions/counseling sessions. Need outside activities and recreations as well. Sounds like the perfect meeting for Western Montana. They went from 1100 attendees pre-Covid to 250 post-covid. Will send suggestions for Whitefish, Kalispell and Missoula.

Contact Name [Julia Chovanec](#) **Address** 2425 S. 57th Court
Title Event Manager Chicago, IL 60804
UNITED STATES
Account Point B **Phone** 312.445.9222
Note Title 2022 Destination West - Tucson **Email** v-jchovanec@pointb.com

Date **Regarding**
11/21/2022 Met with Julia at DW22 Tucson. She has driven through Montana at one point. She works as the event planner for Point B. They are a virtual working company with 1000 employees. She brings together the different departments Sales/Finance etc. Roughly 25 to 250 people. They don't have the budget for luxury, but like boutique settings. Last one was in Boston. They need outdoor and offsite activities. Will send information.

Contact Name [Lauren Dunnaway](#) **Address** 620 Loch Ln
Title President Coppell, TX 75019
UNITED STATES
Account REACH Meetings & Events **Phone** 214.803.0968
Note Title 2022 Destination West - Tucson **Email** lauren@reachmeetings.com

Date **Regarding**
11/21/2022 Met with Lauren at DW22 Tucson. Lauren has been to Bozeman before. She is the President of REACH Meetings & Events. Most all of her clients were in the pharmaceutical world, and then COVID hit. Now she has association and construction clients that do regional meetings. She thinks Missoula would be a great location/destination and wanted more information about meeting space in Missoula. Will send information.

Contact Name [Jill Stone](#) **Address** 476 Old Smizer Mill Rd
Title Fenton, MO 63026
UNITED STATES
Account HelmsBriscoe **Phone** 480.718.1111
Note Title 2022 Destination West - Tucson **Email** jstone@helmsbriscoe.com

Date **Regarding**

11/21/2022 Met with Jill at DW22 Tucson. She had not been to Montana before. She has a lot of agricultural clients and things Montana would be a great location for one of their regional west meetings. She doesn't have any information on where to meet. We did an overview of convention space. She said they usually have 400 ppl in attendance. We discussed the University of Montana's Conference space and she wanted more information as well as hotels in Missoula. Sent her information.

Contact Name [Marianne Van Wagner-Jones](#) **Address** 1123 Comanche Path
Title Bandera, TX 78003
UNITED STATES
Account Society Offices Association Management Company **Phone** 8307969393
Note Title 2022 Destination West - Tucson **Email** info@societyoffices.com

Date **Regarding**

11/21/2022 Met with Marianne at DW22 Tucson. She used to live in Bozeman so knows the area well. She works for an Association Management Company. All of the associations she works with are science based and meeting at the University of Montana's Conference space would be fine. Attendee numbers run between 250 and 500. I will include Missoula information to her for meetings needs. Also, she showed me a picture of her son who dressed as RIP from Yellowstone and she said she's obsessed with the show.

Contact Name [Dawn Stafford](#) **Address** 1123 Comanche Path
Title Events & Marketing Manager Bandera, TX 78003
UNITED STATES
Account American Aging Association **Phone** 210.827.7372
Note Title 2022 Destination West - Tucson **Email** contact@americanagingassocation.org

Date **Regarding**

11/21/2022 Met with Dawn at DW22 Tucson. Dawn works at the same Association Management office as Marianne Van Wagner only she was at DW looking for American Aging Assoc. They do research and study the effects of aging. Primarily US based attendees for a 200 to 500 person meeting. They need easy access, affordable accommodations and she said they would be happy to meet at a University with great meeting space. She also wanted some incentive properties for another client that does leadership retreats. Send her information on UM, Missoula, RPU and Whitefish properties.
