
Account Name: 7M Tours	Respond To: Philadelphia Convention & Visitors Bureau
Account Address: Suite 303 672 N. Semoran Blvd. Orlando, FL 32807	Assigned Sales Rep: Miriam Chovanec
Contact Name: Chris Ellis	Title: Senior International Tourism Sales Manager
Phone: +1 407 271 17 45	Phone: 215-636-4453
Fax:	Fax:
Email: chris@7mtours.com	Email: miriam@discoverPHL.com
Website:	
Lead Date: 2/3/2020	

Tour Lead Requirements:

COMPANY PROFILE: 7M Tours is a full service Destination Management Company, efficiently providing complete travel services - hotels, travel events, transportation, meals, airlines, cruises, city tours, and many other services. The company is cultivated and skilled in conducting a wide variety of travel in USA, Canada and worldwide. 7M Tours employs a total of 27 of the most highly-skilled travel professionals in the USA and India. Customized Group Tours and Incentive Groups are in the company's predominant market list. 7M Tours has sister companies and affiliations with various ticketing and cruise line agencies to evidently offer unbeatable rates along with expedited quality services.

TYPE OF BUSINESS: Inbound Receptive Operator

TYPES OF TRAVEL: Customized, FIT, Group, Leisure, MICE (Education, Health Treatment, Religion, Corporate)

BOOK THROUGH: Hotelbeds, GetaRoom, Priceline, Viator (Attractions), Direct

PHL PRODUCT: No tours, FIT

PHL PRODUCTION: None at this time.

MEETING NOTES:

- Miriam met with Chris during IITA Summit in Clearwater
- 7M Tours transitioning to new booking platform
- With the new platform 7M Tours will be adding new product, primarily attractions
- Interested in adding new attractions that are "iconic" for Philadelphia

MARKETING: N/A

FAM: N/A

INFO REQUESTS:

- International Visitors Guide
- One-Sheet (India, Middle East)
- Destination Video
- Itinerary suggestions
- Photos

PRODUCT REQUESTS:

- Attractions that are interested in contracting directly with 7M Tours please contact Chris at chris@7mtours.com or Jim DePhilipppo at Jim@discoverPHL.com
-

Account Name: AlliedTPro - Orlando	Respond To: Philadelphia Convention & Visitors Bureau
Account Address: 2101 Park Center Drive #150 Orlando, FL 32835	Assigned Sales Rep: Miriam Chovanec
Contact Name: Gisa Kusserow-Hanson	Title: Senior International Tourism Sales Manager
Phone: 407-313-1910	Phone: 215-636-4453
Fax:	Fax:
Email: gisa.hanson@alliedtpro.com	Email: miriam@discoverPHL.com
Website: www.alliedtpro.com	
Lead Date: 2/3/2020	

Tour Lead Requirements:

COMPANY PROFILE: AlliedTPro is an international receptive tour operator, a dynamic and innovative company arranging and operating land-based services in the USA. Head office is in New York, with regional offices in Orlando, Miami, Los Angeles, Las Vegas and Hawaii. AlliedTPro specializes in FIT, Groups & Incentives, Escorted Tours.

TYPE OF BUSINESS: Inbound Receptive Operator

TYPES OF TRAVEL: Customized, FIT, Group, Leisure, MICE, Scheduled departures groups

BOOK THROUGH: Direct (XML)

PHL PRODUCT: Ad hoc group bookings + day trip to Philadelphia on Escorted Tours

PHL PRODUCTION: N/A

MEETING NOTES:

- Miriam met with Gisa at IITA Summit Clearwater
- Gisa does not contract Northeast, as the New York City office overseas this market
- Though she does not contract Philadelphia, she does receive requests for recommendations
- Miriam provided brief update on Philadelphia

MARKETING: N/A

FAM: N/A

INFO REQUESTS:

- One-Sheet (All languages)
- International Visitors Guide (All languages)
- Frankly Philadelphia Video (All languages)

PRODUCT REQUESTS:

- Contact of Mural Arts
-

Account Name:	Aloha of America	Respond To:	Philadelphia Convention & Visitors Bureau
Account Address:	1136 9101 International Drive Orlando, FL 32819	Assigned Sales Rep:	Miriam Chovanec
Contact Name:	Annie Marie Bittencourt Correa	Title:	Senior International Tourism Sales Manager
Phone:	+1 407 352 25 20	Phone:	215-636-4453
Fax:		Fax:	
Email:	annie@alohaofamerica.com	Email:	miriam@discoverPHL.com
Website:			
Lead Date:	2/3/2020		

Tour Lead Requirements:

COMPANY PROFILE: Aloha of America is a consulting and representation company based out of Orlando, Florida. The company began in the tour and travel sector working mainly with the Brazilian market. It has now expanded into all Latin American markets as well as corporate groups and events. Their CEO, Annie Marie had the objective of being the liaison between venues and clients so that the best possible product could be offered. Their team of five works closely together to increase company growth and success.

Aloha of America specializes in adapting venues to the Latin American market. In the restaurants represented they have built events, menus and entertainment to create a unique experience for their international groups. They also have designed vouchers for individual travelers complete with meal and entertainment. In retail, Aloha works closely with tourism companies and tour guides to bring groups in the door while giving them special deals.

TYPE OF BUSINESS: DMC

TYPES OF TRAVEL: Customized, Group, Leisure, MICE

BOOK THROUGH: Direct

MEETING NOTES:

- Miriam met with Annie Marie during IITA Summit in Clearwater
- This was the first-time meeting with PHLCVB and Aloha of America
- Primary markets include: Brazil, Latin America and Puerto Rico
- Their primary focus is on groups that range from 20 - 150 people
- Most of their requests are for New York City but to differentiate their product Annie Marie is looking for add-on destinations
- Miriam provided a brief introduction to Philadelphia highlighting location on East Coast, key highlights (history, arts & culture, tax-free shopping)
- Miriam shared Philadelphia has many in language experiences (Spanish + Portuguese) available for international visitors

INFO REQUESTS:

- International Visitors Guides (English, Spanish, Portuguese)
- One-Sheets (English, Spanish, Portuguese)
- DiscoverPHL website (English, Spanish, Portuguese)
- Destination Video (English + Portuguese)
- Imagery
- Itinerary suggestions
- List of in-language attractions and experiences (Spanish + Portuguese)
- List of hotels + contacts

PRODUCT REQUESTS:

- None at this time. Annie Marie will reach out after learning more about the destination.
-

Account Name:	Amadeo Travel Solutions	Respond To:	Philadelphia Convention & Visitors Bureau
Account Address:	25 Pompton Ave Verona, NJ 07006	Assigned Sales Rep:	Miriam Chovanec
Contact Name:	Richard Fishler	Title:	Senior International Tourism Sales Manager
Phone:	+1 212 642 0915	Phone:	215-636-4453
Fax:		Fax:	
Email:	rfishler@amadeotravel.com	Email:	miriam@discoverPHL.com
Website:	www.amadeotravel.com/		
Lead Date:	2/3/2020		

Tour Lead Requirements:

COMPANY PROFILE: Winner of the "Export Achievement Award" awarded to companies who excel globally, by the United States Department of Commerce. Amadeo Travel Solutions is America's premier mini tour operator, they create, design and operate tours from 1 day to 5 days with, daily guaranteed departures from New York, Los Angeles and Las Vegas to the interesting sights in America. All of their tours are GUARANTEED for departure and are guided by live guides in English, Italian, Spanish, Portuguese, French and German.

TYPE OF BUSINESS: Inbound Receptive Operator

TYPES OF TRAVEL: Customized, FIT

BOOK THROUGH: Direct contract

PHL PRODUCT: Day trips to Philadelphia from New York City

PHL PRODUCTION: N/A

MEETING NOTES:

- Miriam met with Richard during IITA Summit Clearwater
- Discussed production into Philadelphia and potential for converting day trips to overnights
- Richard shared that sourcing overnights into Philadelphia is challenging due to group budget parameters
- Miriam and Richard discussed value adds by way of experiences that would help convert Philadelphia into an overnight destination for his groups
- Miriam recommended Richard come visit Philadelphia to experience the destination

MARKETING: N/A

FAM:

- Miriam is working with Richard on dates this coming spring for a product development FAM

INFO REQUESTS:

- International Visitors Guide (All languages)
- One-Sheet (All languages)
- List of attractions + in-language experiences
- Frankly Philadelphia Video (All languages)
- List of hotels

PRODUCT REQUESTS:

- 2*-3* hotels that can provide \$120 -\$175 average rate ranges
 - Attractions and experiences interested in working with Amadeo Travel Solutions that offer Spanish + Italian (audio, guides, printed material) please reach out to Miriam at miriam@discoverPHL.com.
-

Account Name: America 4 You	Respond To: Philadelphia Convention & Visitors Bureau
Account Address: PO Box 2214 Fullerton, CA 92837	Assigned Sales Rep: Miriam Chovanec
Contact Name: Lena Ross	Title: Senior International Tourism Sales Manager
Phone: (714) 447-3826	Phone: 215-636-4453
Fax:	Fax:
Email: lena@america4you.net	Email: miriam@discoverPHL.com
Website:	
Lead Date: 2/3/2020	

Tour Lead Requirements:

COMPANY PROFILE: Receptive tour operator specializing in soft adventure travel like ranch vacations, river rafting, National Park adventures, city programs, cattle & horse drives, pack trips, Native American culture, winter adventures (snowmobiling excursions, skiing, etc) flexible and set self-drive itineraries, special and small groups.

TYPE OF BUSINESS: Inbound Receptive Operator

TYPES OF TRAVEL: Customized, FIT

BOOK THROUGH: Direct contract

PHL PRODUCT: Lena will send list of contracted product

PHL PRODUCTION: N/A

MEETING NOTES:

- Miriam met with Lena during IITA Summit in Clearwater
- While America 4 You primarily focuses on West Coast travel, they do book East Coast with special requests
- To help provide East suggestions, America 4 You uses the Brand USA East Coast Itineraries (6 total)
- Miriam provided "What's New" updates

MARKETING: N/A

FAM: N/A

INFO REQUESTS:

- Current hotel list
- Current attractions list
- International Visitors Guide (All languages)
- Frankly Philadelphia Video (All languages)
- Itinerary Suggestions

PRODUCT REQUESTS:

- Lena will send Miriam list of contract product
 - Hotels 2* - 4*
-

Account Name: Beyond Times Square	Respond To: Philadelphia Convention & Visitors Bureau
Account Address: Ste 507 135 West 29th Street New York, NY 10011	Assigned Sales Rep: Miriam Chovanec
Contact Name: Danielle Savarese	Title: Senior International Tourism Sales Manager
Phone: +1 212 564 10 01	Phone: 215-636-4453
Fax:	Fax:
Email: dans@btsq.com	Email: miriam@discoverPHL.com
Website: www.btsq.com	
Lead Date: 2/3/2020	

Tour Lead Requirements:

COMPANY PROFILE: Go far beyond the usual tourist attractions with Beyond Times Square. You get the insider introduction to all that Greater New York has to offer. Beyond Times Square brings you on an unforgettable journey into the heart of New York City, the Hudson Valley and Long Island. They also offer exclusive tours in Washington D.C., Philadelphia, or Boston.

TYPE OF BUSINESS: Inbound Receptive Operator

TYPES OF TRAVEL: Customized, FIT, Group, Leisure, Scheduled Departure

BOOK THROUGH: Direct

PHL PRODUCT: Group Tours day trips only

PHL PRODUCTION: N/A

MEETING NOTES:

- Miriam met with Danielle at IITA Summit in Clearwater
- Danielle has taken over product development
- She is interested in expanding product in Philadelphia, specifically converting day trips to overnights
- Areas of focus include: Luxury FIT , Group Experiences (dining + attractions), and Family travel
- Danielle has never been to Philadelphia - Miriam recommended Danielle to visit to support product development

MARKETING: N/A

FAM:

- Miriam will be working with Danielle to secure Product Development FAM dates this coming spring
- More information to come when dates are solidified

INFO REQUESTS:

- International Visitor Guides (All languages)
- Destination Video (All languages)
- List of Hotels
- List of attractions / experiences (inclusive of in-language opportunities)
- List of restaurants

PRODUCT REQUESTS:

- Restaurants that can accommodate groups (15 - 50 persons)
-

Account Name:	Bonotel	Respond To:	Philadelphia Convention & Visitors Bureau
Account Address:	3930 Howard Hughes Pkwy Suite 100 Las Vegas, NV 89169	Assigned Sales Rep:	Miriam Chovanec
Contact Name:	Elliot Calloway	Title:	Senior International Tourism Sales Manager
Phone:	(702) 796-5454	Phone:	215-636-4453
Fax:	(702) 796-9007	Fax:	
Email:	elliott@bonotel.com	Email:	miriam@discoverPHL.com
Website:			
Lead Date:	2/3/2020		

Tour Lead Requirements:

COMPANY PROFILE: Bonotel Exclusive Travel was established in 1991 and very quickly became known as a unique Receptive Tour Operator specializing in deluxe hotels and resorts, upscale boutique hotels and National Park accommodations throughout the United States and Canada. Bonotel Exclusive Travel represents world class properties such as MGM Resorts, Pebble Beach Resorts, the famous Hotel Del Coronado, Fairmont Hotels and Resorts, Loews Hotels and Resorts to name a few. Bonotel Exclusive Travel has become known for its wide variety of services and high standards at which those services are offered. They specialize in luxury F.I.T. accommodations, group and incentive arrangements, show reservations and golf tee times as well as many other luxury and custom services.

TYPE OF BUSINESS: Inbound Receptive Operator

TYPES OF TRAVEL: FIT (luxury / upscale)

BOOK THROUGH: Direct contracts

PHL PRODUCT: Elliot to send current contracted product

PHL PRODUCTION: Elliot to send specific production numbers

MEETING NOTES:

- Miriam met with Elliot during IITA Summit in Clearwater
- Elliot shared that in 2019 there was an overall 6% decrease due to availability
- Though overall production was down, ADR increased
- 2020 production is currently higher compared to 2019 production
- Interested in continuing to build product
- Focus on 4* - 5* properties

MARKETING:

- Elliot will send marketing brochure to highlight areas of opportunity to increase production to Philadelphia

FAM:

- Miriam and Elliot are working together to schedule a FAM in late spring 2020
- More details to come for hotel member opportunities

INFO REQUESTS:

- List of new hotel openings

PRODUCT REQUESTS:

- Hotels interested in FIT partnership (Bonotel has direct connect availability)
 - Interested in 4* - 5* product
-

Account Name: Cosmopolitan Incentives	Respond To: Philadelphia Convention & Visitors Bureau
Account Address: Suite 411 33 West 19th Street New York, NY 10011	Assigned Sales Rep: Miriam Chovanec
Contact Name: Mayte Kubicsko	Title: Senior International Tourism Sales Manager
Phone: +1 407 227 9090	Phone: 215-636-4453
Fax:	Fax:
Email: mkubicsko@cosmopolitanincentives.com	Email: miriam@discoverPHL.com
Website:	
Lead Date: 2/3/2020	

Tour Lead Requirements:

COMPANY PROFILE: Receptive Tour Operator focused on incentive & corporate groups, as well as some FIT and leisure groups from Spain.

TYPE OF BUSINESS: Boutique DMC

TYPES OF TRAVEL: Customized, FIT, Group, MICE

BOOK THROUGH: Direct contract

PHL PRODUCT: Day trips only

PHL PRODUCTION: N/A

MEETING NOTES:

- Miriam met with Mayte during IITA Summit in Clearwater
- Mayte shared that for Philadelphia they typically send groups
- Group sizes range from 10 - 200 pax
- She is interested in learning more about group opportunities for Philadelphia including:
 - Restaurants
 - Group tours (Spanish speaking guides)
 - Miriam provided recommendations for restaurants

MARKETING: N/A

FAM: N/A

INFO REQUESTS

- International Visitor Guides (Spanish + English)
- Destination Video (Spanish + English)
- List of hotels
- List of attractions / experiences (inclusive of in-language opportunities)
- List of group-friendly restaurants
- Group-friendly attractions

PRODUCT REQUESTS:

- Restaurants and venues that can accommodate groups (10 - 200 persons) please reach out to Mayte directly or Miriam at miriam@discoverPHL.com.
-

Account Name:	CVC Brasil Operadora E Agencia de Viagens S/A	Respond To:	Philadelphia Convention & Visitors Bureau
Account Address:	Paraiso 6th floor, Ave. Bernardino de Campos, 98 Sao Paulo 04004-040 Brazil	Assigned Sales Rep:	Miriam Chovanec
Contact Name:	Cristiane Almeida	Title:	Senior International Tourism Sales Manager
Phone:	+1 321 754 16 90	Phone:	215-636-4453
Fax:		Fax:	
Email:	cristiane.almeida@cvccorp.com.br	Email:	miriam@discoverPHL.com
Website:	www.cvc.com.br		
Lead Date:	2/3/2020		

Tour Lead Requirements:

COMPANY PROFILE: CVC is the largest tour operator in Latin America, with 750 agencies in Brazil. CVC has a large portfolio of travel packages for all customers, including family groups. CVC operates 1,000 stores all over Brazil with 8,000 travel agents.

TYPE OF BUSINESS: Inbound Receptive Operator

TYPES OF TRAVEL: Customized, FIT, Group

BOOK THROUGH: Direct Contract (Marriott, Best Western), Hotelbeds, Expedia, Bonotel

PHL PRODUCT: City Pass, Walking Tours

PHL PRODUCTION: N/A

MEETING NOTES:

- Miriam met with Cristiane during IITA Summit Clearwater
- Cristiane is located in Florida and handles contracting for Florida and South East US
- Miriam shared that PHLCVB will be attending the Visit USA Roadshow Brazil and will be visiting the CVC Corporate offices in Sao Paulo for product development and training
- To continue to grow Miriam inquired about US based contact for Northeast contracting
- Cristiane will provide introduction

MARKETING: N/A

FAM: N/A

INFO REQUESTS:

- International Visitors Guide (Portuguese + Spanish)
- One-Sheet (Portuguese + Spanish)
- Frankly Philadelphia Video (Portuguese)

PRODUCT REQUESTS:

- None at this time. Miriam will provide updates upon being connected with Northeast product development team.
-

Account Name: Discover Destinations	Respond To: Philadelphia Convention & Visitors Bureau
Account Address: 3883 Rogers Bridge Rd #701 Duluth, GA 30097	Assigned Sales Rep: Miriam Chovanec
Contact Name: Lorraine Crasto	Title: Senior International Tourism Sales Manager
Phone: +1 404 333 86 86	Phone: 215-636-4453
Fax:	Fax:
Email: lorraine@discover-destinations.com	Email: miriam@discoverPHL.com
Website: http://discover-destinations.com/	
Lead Date: 2/3/2020	

Tour Lead Requirements:

COMPANY PROFILE: At Discover Destinations, they help their clients discover their dreams. They are a premier inbound and outbound tour operator based in the southeast hub of the United States. While there may be several tour operators, they differentiate themselves by providing excellent customer service with the professionalism you expect at competitive prices for the highest quality in service.

TYPE OF BUSINESS: Bed Bank, DMC, Inbound Receptive Operator, Wholesaler

TYPES OF TRAVEL: FIT, Group, MICE Leisure

BOOK THROUGH: Direct contract, Marriott, Hotelbeds

PHL PRODUCT: Ad hoc groups - typically with City Wide Conventions

PHL PRODUCTION: N/A

MEETING NOTES:

- Miriam met with Lorraine during IITA Summit Clearwater
- Lorraine shared her colleague (Umang) focuses on group / MICE and frequently sends groups to Philadelphia, specifically related to Life Sciences city wides
- She shared that her focus is on building FIT product for Philadelphia
- Lorraine is in need of hotel recommendations (inclusive of breakfast) and itinerary suggestions
- Miriam provided feedback on hotel recommendations

MARKETING: N/A

FAM: N/A

INFO REQUESTS:

- Current hotel list
- Current attractions list
- International Visitors Guide (All Languages)
- Frankly Philadelphia Video (All Languages)
- Itinerary Suggestions

PRODUCT REQUESTS:

- Hotel interested in FIT partnership with Discover Destinations reach out to Lorraine directly or contact Miriam Chovanec at miriam@discoverPHL.com.
-

Account Name: Dream Vacations	Respond To: Philadelphia Convention & Visitors Bureau
Account Address:	Assigned Sales Rep: Miriam Chovanec
	Title: Senior International Tourism Sales Manager
Contact Name: Joab Gesell Flores	
Phone: +1 714 462 900 x 101	Phone: 215-636-4453
Fax:	Fax:
Email: joab.flores@dvbcalfornia.com	Email: miriam@discoverPHL.com
Website:	
Lead Date: 2/3/2020	

Tour Lead Requirements:

COMPANY PROFILE: Receptive Operator focused on mainly the Latino market. They proudly offer a wide variety of dynamic attraction packages that includes lodging, attractions, transfers, and meals with a personalized touch. They offer their clients innovative ideas and proposals on trips in North and South California.

TYPE OF BUSINESS: Inbound Receptive Operator

TYPES OF TRAVEL: FIT, Group, Leisure

BOOK THROUGH: Direct contracts

MEETING NOTES:

- Miriam met with Joab during IITA Summit Clearwater
- Joab shared that though his focus is primarily on West Coast he does receive requests for all of the US
- He has expanded his services to include tour series out of New York City
- Miriam provided a brief destination overview including:
 - Proximity to New York City and Washington D.C.
 - Recommendations of combining twin city itineraries
 - Walkability of Philadelphia
 - Key attractions: History, Arts + Culture, Dining, Tax-Free Shopping, and family-friendly activities
 - Spanish in-language attractions and experiences
- Joab would consider adding Philadelphia on East Coast group itineraries
- He is unfamiliar with Philadelphia and would need all information on the destination

INFO REQUESTS:

- International Visitor Guides (Spanish)
- Frankly Philadelphia Destination Video
- List of Hotels
- List of attractions / experiences (inclusive of in-language opportunities)
- List of restaurants
- One-Sheet (Spanish)
- Itinerary Suggestions
- DiscoverPHL Spanish website

PRODUCT REQUESTS:

- None at this time.
-

Account Name: Easy Time Travel	Respond To: Philadelphia Convention & Visitors Bureau
Account Address: 11707 Sprawling Oak Dr Windemere, FL 34786	Assigned Sales Rep: Miriam Chovanec
Contact Name: Oswaldo Freitas	Title: Senior International Tourism Sales Manager
Phone: +1 407 604 00 04	Phone: 215-636-4453
Fax:	Fax:
Email: oswaldo.freitas@easytimetravel.com	Email: miriam@discoverPHL.com
Website:	
Lead Date: 2/3/2020	

Tour Lead Requirements:

COMPANY PROFILE: Founded by partners with more than 29 years of experience in the Tourism market, Easy Time Travel seeks to simplify, streamline and enhance the travel experience in the United States, Canada, Mexico and the Caribbean.

They operate leisure groups based on suggested and customized itineraries to satisfy the most demanding traveler. They also serve tailor-made groups regardless of the number of people and the duration of the trip. Their team specialized in the creation, organization and realization of Incentive Travel, is always ready to evaluate and develop solutions that meet the needs of your company. In individual trips, it is possible to book accommodation, transportation, attractions and rental cars directly on the website. All through a modern and dynamic tool that offers the most competitive rates.

With exclusivity, they also created the "Smart Trip" line. It works like this: through the online booking tool, you can book hotels in several cities that are part of one of their itineraries created by road trip specialists! They are always available to guide and clarify your doubts at any moment of the trip. They have a dynamic and efficient chat service.

TYPE OF BUSINESS: DMC, Inbound Receptive Operator

TYPES OF TRAVEL: FIT, Group, Leisure, MICE

BOOK THROUGH: Oswaldo will send information.

MEETING NOTES:

- Miriam met with Oswaldo during IITA Summit in Clearwater
- Oswaldo provided an introduction to his company
- Focus includes: Group / MICE (60%) of business with a focus on Orlando, Las Vegas, Canada
- Groups are smaller with about 10 - 20 pax
- Though heavy focus on group, they do offer FIT services for fly/drives
- He is interested in destination information for future product development potential

INFO REQUESTS:

- International Visitors Guides (English, Spanish, Portuguese)
- One-Sheets (English, Spanish, Portuguese)
- DiscoverPHL website (Spanish, Portuguese, English)
- Destination Video (English + Portuguese)
- Imagery
- Itinerary suggestions
- List of in-language attractions and experiences (Spanish + Portuguese)
- List of hotels + contacts

PRODUCT REQUESTS:

- None at this time.
-

Account Name: Kaleidoscope Adventures, Inc.	Respond To: Philadelphia Convention & Visitors Bureau
Account Address: Suite 110 603 S Main Street Winter Garden, FL 34787	Assigned Sales Rep: Miriam Chovanec
Contact Name: Steven Gross	Title: Senior International Tourism Sales Manager
Phone: +1 404 345 48 99 x 105	Phone: 215-636-4453
Fax:	Fax:
Email: steven@mykatrip.com	Email: miriam@discoverPHL.com
Website: www.kaleidoscopeadventures.com	
Lead Date: 2/3/2020	

Tour Lead Requirements:

COMPANY PROFILE: Since 1993, Kaleidoscope Adventures has made student and group travel easy by providing impeccable customer service and unforgettable experiential trips to student groups throughout the world. As a full-service student tour operator, they build custom itineraries for student groups looking to experience learning outside their classroom. They work with directors, teachers, band boosters, and many others to plan and execute the perfect trip created just for their clients!

TYPE OF BUSINESS: Inbound Receptive Operator

TYPES OF TRAVEL: Group (student)

BOOK THROUGH: Direct

PHL PRODUCT: N/A

PHL PRODUCTION: N/A

MEETING NOTES:

- Miriam met with Steven during IITA Summit in Clearwater
- Steven is familiar with Philadelphia
- Interested in new activities for groups taking place in February & March
- Miriam provide updates related to student group experiences including:
 - *Candytopia in Fashion District Philadelphia
 - *Philadelphia Flower Show
- Steven shared he is in need of indoor performance venue recommendations

MARKETING: N/A

FAM: N/A

INFO REQUESTS:

- One-Sheet
- Philadelphia Flower Show
- Candytopia information

PRODUCT REQUESTS:

- Members that are able to provide indoor performing arts capabilities please contact Steven or Jim DePhilippo at jim@discoverPHL.com.
-

Account Name: Meeting Point North America (former FTI)	Respond To: Philadelphia Convention & Visitors Bureau
Account Address: Suite 302 5911 Turkey Lake Road Orlando, FL 32819	Assigned Sales Rep: Miriam Chovanec
Contact Name: Penny McNamara	Title: Senior International Tourism Sales Manager
Phone: +1 407 309 45 66	Phone: 215-636-4453
Fax:	Fax:
Email: penny.mcnamara@meetingpointnorthamerica.com	Email: miriam@discoverPHL.com
Website: www.fti-na.com	
Lead Date: 2/3/2020	

Tour Lead Requirements:

COMPANY PROFILE: Meeting Point North America (MPNA) is a full-service receptive tour operator offering a comprehensive range of products including hotels, motor-coach, and attractions. Their groups department offers multi-lingual customized services for leisure & incentive groups of all sizes.

TYPE OF BUSINESS: DMC

TYPES OF TRAVEL: FIT, Group, Leisure

BOOK THROUGH: Direct contracts

PHL PRODUCT: Penny to send current list of contracted hotels

PHL PRODUCTION: Penny to send

MEETING NOTES:

- Miriam met with Penny during IITA Summit in Clearwater
- Penny shared that Philadelphia has been historically challenging due to limited inventory
- Miriam shared updates on new hotel product coming online through 2020
- With new hotel product coming online, Penny is interested increasing hotel contracts

MARKETING: N/A

FAM: N/A

INFO REQUESTS:

- New hotels
- International Visitors Guide
- One-Sheet

PRODUCT REQUESTS:

- Hotels interested in FIT contracts: Dynamic & Static contracts
- 2* - 5* products
- Reach out to Miriam at miriam@discoverPHL.com for more information

Account Name: Optur	Respond To: Philadelphia Convention & Visitors Bureau
Account Address: MOBILE OFFICE Para, Brazil	Assigned Sales Rep: Miriam Chovanec
Contact Name: Freedom Stephane	Title: Senior International Tourism Sales Manager
Phone: +1 407 653 20 15	Phone: 215-636-4453
Fax:	Fax:
Email: freedom.stephane@orlandoparkstickets.com	Email: miriam@discoverPHL.com
Website:	
Lead Date: 2/3/2020	

Tour Lead Requirements:

COMPANY PROFILE:

They are the only tour operator in the market that provides a complete e-commerce solution for your agency, with a personalized layout, financial solution with the best rates, online installments up to 10x and more! Their goal is to deliver the highest technology so that your agency offers its clients maximum security and convenience when purchasing their products and services on the internet.

Your agency chooses the best products and services, and decides how much you want to earn. They create a personalized payment link, with a neutral domain, and you send it so that your own customer can easily pay over the Internet. After payment by the customer, your agency receives the commission.

To improve the services they offer, they have developed an exclusive work methodology in conjunction with the best service structure, with complete interaction with their reservations team.

TYPE OF BUSINESS: Wholesale, Bedbank, Inbound Receptive Operator

TYPES OF TRAVEL: FIT, Group, Leisure

BOOK THROUGH: Direct Contract

MEETING NOTES:

- Miriam met with Freedom during IITA Summit in Clearwater
- Freedom provided an introduction to the company
- Optur sells to both B2B and B2C having over 1,500 agencies servicing primarily Brazil and South America
- They contract both hotels and attractions
- They provide customized service with welcome packages delivered to customers including items specific to their booked destination
- Optur currently offers product (hotels + attractions) in New York City and Washington D.C.
- Miriam provided brief information on Philadelphia and a convenient city to include in packaging

INFO REQUESTS:

- International Visitor Guides (Portuguese + Spanish)
- Frankly Philadelphia Destination Video (Portuguese + Spanish)
- List of hotels
- List of attractions / experiences (inclusive of in-language opportunities)
- List of restaurants

PRODUCT REQUESTS:

- 2* - 5* hotels interested in contracting directly with Optur
 - Attractions interested contracting directly with Optur, contact Miriam at miriam@discoverPHL.com
-

Account Name:	See USA Tours / Air Europa	Respond To:	Philadelphia Convention & Visitors Bureau
Account Address:	1001 Avenue of the Americas 8th Floor New York, NY 10018	Assigned Sales Rep:	Miriam Chovanec
Contact Name:	Peio Cuevas	Title:	Senior International Tourism Sales Manager
Phone:	(212) 944-0906 x 252	Phone:	215-636-4453
Fax:	(212) 214-0562	Fax:	
Email:	peio.cuevas@seeusatours.com	Email:	miriam@discoverPHL.com
Website:			
Lead Date:	2/3/2020		

Tour Lead Requirements:

COMPANY PROFILE: They are a travel company specialized in inbound receptive solutions within the United States. With over 20 years of experience in the field and focused mainly on Spanish-speaking markets, they are leaders in managing and operating travel programs, founded upon high Customer Service standards, the cornerstone of their on-site service and their dedicated Call Center. Their team of professionals works 24 hours a day, 365 days a year to provide human and timely attention, a promise for their travelers' satisfaction and peace of mind.

Keeping up with the advance of technology, they offer multiple connectivity options, exclusive access to their online booking platform www.seeusatours.com, XML System Integration, Social Networks and the traditional offline channels, always supported by their Reservations team. The dynamic nature of their organizational structure allows them to ensure adaptable and diverse product solutions, packaging alternatives, broad accommodation management and custom made itineraries, ultimately adding value to the traveler's experience before, during and after the trip.

TYPE OF BUSINESS: Inbound Receptive Operator

TYPES OF TRAVEL: Group Series, FIT, Leisure, Group

BOOK THROUGH: Direct contract

PHL PRODUCT: Escorted Tour: Stopover in Philadelphia / FIT rates

PHL PRODUCTION: Peio to send

- MEETING NOTES:**
- Miriam met with Peio during IITA Summit in Clearwater
 - Miriam provided updates on Philadelphia
 - They discussed opportunities to convert stopover to overnight in escorted tour
 - Peio shared that rates are too high and are impacting total package pricing making it difficult to include Philadelphia
 - Miriam recommended that the See USA Tours team come to Philadelphia and meet with hotels in person to discuss opportunities

MARKETING: N/A

FAM:
-Miriam and Peio are working on dates for See USA Tours to come for a product development FAM this coming summer

INFO REQUESTS:
-List of new hotels
-One-Sheet

PRODUCT REQUESTS:
-None at this time.

Account Name: Team America, Inc.	Respond To: Philadelphia Convention & Visitors Bureau
Account Address: 33 West 46th Street 3rd Floor New York, NY 10036	Assigned Sales Rep: Miriam Chovanec
Contact Name: Yulia Chevik	Title: Senior International Tourism Sales Manager
Phone: +1 212 697 71 65 x 152	Phone: 215-636-4453
Fax:	Fax:
Email: ychevik@teamamerica.com	Email: miriam@discoverPHL.com
Website: www.teamamericany.com/dream	
Lead Date: 2/3/2020	

Tour Lead Requirements:

COMPANY PROFILE: Team America is a full-service receptive tour operator with a portfolio consisting of over 800 global accounts in 65 countries. With local offices in New York, Miami Beach and Los Angeles, they offer extensive allotments of rooms within the U.S., Canada, the Caribbean, Mexico, Central & South America as well as a host of land services to satisfy every need. Staffed with a multilingual team and located in the heart of Manhattan, their state-of-the-art Headquarter Concierge Center welcomes clients 7 days a week, providing personalized assistance away from home. Their dedication to offering the highest caliber of Customer Service inspired their growing number of global sales support offices located in such key cities as: Milan, San Remo, Moscow, Barcelona, Sao Paulo, Tel Aviv, Sofia (Bulgaria), London, and Melbourne.

TYPE OF BUSINESS: Inbound Receptive Operator

TYPES OF TRAVEL: FIT, Group, Leisure, Mice

BOOK THROUGH: Direct Contracts (Hilton Direct Connect)

PHL PRODUCT: Stopover in Philadelphia on Escorted Tours / Hilton Hotels

PHL PRODUCTION: Yulia to send over

MEETING NOTES:

- Miriam met with Yulia during IITA Summit in Clearwater
- Miriam provided updates on upcoming new hotel inventory
- Miriam inquired about being included with an overnight on 2021 tour series
- Yulia will follow-up with Enzo, who is finalizing escorted group tours
- In addition to new hotels, Yulia is interested in ideas on Philadelphia to incorporate with her ad-hoc groups specifically with Spanish and Italian in-language experiences

MARKETING: N/A

FAM: N/A

INFO REQUESTS:

- International Visitors Guide (Spanish + Italian)
- One-Sheet (Spanish + Italian)
- Frankly Philadelphia Video (Italian)
- Itinerary suggestions

PRODUCT REQUESTS:

- None at this time.
-

Account Name:	Travalco USA Inc.	Respond To:	Philadelphia Convention & Visitors Bureau
Account Address:	12000 Biscayne Boulevard Suite 600 North Miami, FL 33181-2725	Assigned Sales Rep:	Miriam Chovanec
Contact Name:	Pia Jayatilake	Title:	Senior International Tourism Sales Manager
Phone:	+1 305 899 65 33	Phone:	215-636-4453
Fax:		Fax:	
Email:	pia@travalco.com	Email:	miriam@discoverPHL.com
Website:	www.travalco.com		
Lead Date:	2/3/2020		

Tour Lead Requirements:

COMPANY PROFILE: Full range receptive tour operator since 1985 focusing solely on B2B. Elaborate product range including guaranteed departure escorted programs, ad-hoc groups, custom series, flexible self-drive programs, destination discoveries, 2,000 direct contract hotels, 500 attractions. Elaborate XML and web connectivity options for clients and suppliers.

TYPE OF BUSINESS: DMC, Inbound Receptive Operator

TYPES OF TRAVEL: MICE, Groups, FIT

BOOK THROUGH: Direct contract (XML)

PHL PRODUCT: Pia to send current product

PHL PRODUCTION: N/A

MEETING NOTES:

- Miriam met with Pia during IITA Summit in Clearwater
- Pia recently started at Travalco in the MICE / Group department
- While she believes Philadelphia is a strong destination, typically her clients come to her with specific cities
- To help push the destination Pia would like the Convention Calendar to match with her corporate clients
- She is also interested in experiential group activities to promote to her customers

MARKETING: N/A

FAM: N/A

INFO REQUESTS:

- Experiential recommendations
- List of hotels
- Convention Calendar
- International Visitors Guide

PRODUCT REQUESTS:

- None at this time.
-

Account Name: Travel Architects	Respond To: Philadelphia Convention & Visitors Bureau
Account Address: 301-1125 Gilford St. Vancouver, BC, V6G 2P7 Canada	Assigned Sales Rep: Miriam Chovanec
Contact Name: Dan Wainraich	Title: Senior International Tourism Sales Manager
Phone: +1 604 428 96 96	Phone: 215-636-4453
Fax:	Fax:
Email: operations@travelarchitects.ca	Email: miriam@discoverPHL.com
Website:	
Lead Date: 2/3/2020	

Tour Lead Requirements:

COMPANY PROFILE: International inbound receptive tour operator, based in Canada. Business focus is on the Latin American market, primarily Argentina and Brazil, groups only.

TYPE OF BUSINESS: Inbound Receptive Operator

TYPES OF TRAVEL: Group, Scheduled Departures, Ad-hoc

BOOK THROUGH: Direct

PHL PRODUCT: None

PHL PRODUCTION: None

MEETING NOTES:

- Miriam met with Dan during IITA Summit in Clearwater
- Dan provided an introduction to his company
- Travel Architects services Latin America, specifically Argentina and Brazil
- They currently offer escorted tours along the East Coast originating in both Boston and New York City
- Dan is looking for something new since much of their business are repeat customers
- Miriam shared recommendations on including Philadelphia with overnights
- She positioned Philadelphia as an at minimum 2-night destination
- Packaging with New York City and Washington D.C. provide an overall value reducing total package price point
- Highlighted itinerary recommendations
- Discussed hotel options

MARKETING: N/A

FAM:N/A

INFO REQUESTS:

- International Visitors Guides (English, Spanish, Portuguese)
- One-Sheets (English, Spanish, Portuguese)
- DiscoverPHL website (Spanish, Portuguese, English)
- Destination Video (English + Portuguese)
- Imagery
- Itinerary suggestions
- List of in-language attractions and experiences (Spanish + Portuguese)
- List of hotels + contacts

PRODUCT REQUESTS:

- None at this time.
-

Account Name: TravelAdvocates International	Respond To: Philadelphia Convention & Visitors Bureau
Account Address: 720 Monroe Street, Suite E507 Hoboken, NJ 07030	Assigned Sales Rep: Miriam Chovanec
Contact Name: Natalie Mandzy	Title: Senior International Tourism Sales Manager
Phone: +1 201 222 19 90 x 204	Phone: 215-636-4453
Fax:	Fax:
Email: natalie@traveladvocates.com	Email: miriam@discoverPHL.com
Website:	
Lead Date: 2/3/2020	

Tour Lead Requirements:

COMPANY PROFILE: TravelAdvocates is a global hotel site selection company founded in 2005 by Robert Miller in Hoboken, New Jersey. Their team has more than 75 years of combined experience providing personalized hotel site selection and booking thousands of hotel room nights for groups each year. They are a trusted advocate for their clients, who come from the corporate, government, association, tour & travel, athletic and social markets. They turn to them year after year for help booking hotels for their small to large events. TravelAdvocates also offers everything group planners need to create any type of event including transportation, group dining, group cruises, full service meeting and event planning, and options for sightseeing and activities.

TYPE OF BUSINESS: Inbound Receptive Operator

TYPES OF TRAVEL: Group, Leisure

BOOK THROUGH: Direct contracts

PHL PRODUCT: Embassy Suites Center City, Hampton Inn Center City, Holiday Inn Express Penn's Landing

PHL PRODUCTION: Natalie will send

MEETING NOTES:

- Miriam met with Natalie during IITA Summit in Clearwater
- Natalie shared they sent a group to Embassy Suites Center City in 2019
- They primarily use Holiday Inn Express Penn's Landing due to budget parameters
- Historically, the group used hotels close to the Pennsylvania Convention Center, however, felt the neighborhood was not conducive for the group
- Miriam provided updates on the transformation of Center City with the opening of Fashion District Philadelphia and East Market Development
- Miriam also provided updates on new hotel openings

MARKETING: N/A

FAM: N/A

INFO REQUESTS:

- Itinerary suggestions
- International Visitors Guide
- List of hotels

PRODUCT REQUESTS:

- None at this time.
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