



## 2022 PARTNERSHIP OPPORTUNITIES

*The following opportunities reflect current plans and may change given the evolving recovery environment. Details will be updated as conditions warrant in 2022.*

HVCB/ ISLAND CHAPTER/ MEET HAWAII	PROGRAM/ACTIVITY	DESCRIPTION	TIMING (Month & Day)	LOCATION (City or Island)	COST	CONTACT (Name & Email)
<b>MCI MARKETING</b>						
Meet Hawai'i	Meet Hawai'i <i>Meeting Planner Guide</i>	Statewide digital planner produced annually. This is the official Meet Hawai'i sales piece for the meeting planner audience. Various advertising opportunities are available.	Annual	U.S.	Varies	HVCB Membership Department: <a href="mailto:membership@hvcb.org">membership@hvcb.org</a>
<b>MCI FAMS</b>						
MVCB Note to Gina: Sherry marked this but it is exactly the same. No changes. (Heidi)	Destination Hawai'i - <i>Successful Meetings</i>	Pre-FAM for 10 pre-qualified MCI planners who were invited to the <i>Destination Hawai'i/Successful Meetings</i> Conference. Each attendee has a definite program to book for Maui. Partners contribute activities, transportation, meals.	Fall - Sep (TBC)	Maui	In-kind support	Sherry Duong <a href="mailto:sherry@mauivb.com">sherry@mauivb.com</a>
<b>MCI EDUCATION</b>						
MVCB	Virtual Conference Call	Maui Nui updates on the group market. Presented to the sales departments of resorts, activities, tours and independent venues. Program reviews all changes in travel, PACE, Market Insider, ongoing Marketing and Meet Hawai'i updates.	Bi-monthly	Maui, Moloka'i & Lāna'i	\$ 0	Sherry Duong <a href="mailto:sherry@mauivb.com">sherry@mauivb.com</a>
IHVB	Hawai'i Island Destination MCI Presentation	Presentation to meeting planners on-island conducting a site inspection. Planners gain valuable destination information/knowledge about Hawai'i Island, including volunteer and other give-back opportunities.	Available upon request	Island of Hawai'i	\$0	Debbie Hogan <a href="mailto:dhogan@hvcb.org">dhogan@hvcb.org</a>
<b>MCI TRADE SHOWS</b>						
Meet Hawai'i	Utah Annual Sales Blitz	Sales blitz and client event with industry partners. Participation opportunities are available.	Apr 18-22	Salt Lake City, UT	\$500 (Maximum 4)	Adele Tasaka <a href="mailto:atasaka@hvcb.org">atasaka@hvcb.org</a>
IHVB	Meetings Today LIVE! Hawai'i	MCI tradeshow on the island of Hawai'i. <i>Meetings Today</i> and sponsors will host 25 planners for three days for a tradeshow that includes one-on-one, pre-scheduled appointments and an additional day for planners to experience Hawai'i Island. Partners can sign up for the one-on-one pre-scheduled appointments or contribute accommodations, activities, transportation, meals.	Apr. 26-30	Island of Hawai'i	Registration fee (TBC) and other miscellaneous expenses (TBC)	Debbie Hogan <a href="mailto:dhogan@hvcb.org">dhogan@hvcb.org</a>
Meet Hawai'i	Mid Atlantic Sales Blitz	Targeted sales blitz to provide destination updates and uncover new business. Meet Hawai'i coordinates the blitz and participation opportunities are available.	May (TBC)	TBC	\$500 (Maximum 3)	Meredith Parkins <a href="mailto:mparkins@hvcb.org">mparkins@hvcb.org</a>  Lynn Whitehead <a href="mailto:lwhitehead@hvcb.org">lwhitehead@hvcb.org</a>



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Meet Hawaii'i	Lei Day Mālama Hawaii'i	Sales blitz and client event with industry partners. Participation opportunities are available.	May (TBC)	Chicago/Wisconsin	\$500 per city; 2 cities (Maximum 10)	Kathy Dever <a href="mailto:kdever@hvcb.org">kdever@hvcb.org</a>
Meet Hawaii'i	Texas Sales Blitz	Sales blitz and client event with industry partners. Participation opportunities are available.	May (TBC)	Dallas, Austin, Houston	\$500 (Maximum 4)	Adele Tasaka <a href="mailto:atasaka@hvcb.org">atasaka@hvcb.org</a>
Meet Hawaii'i	Minnesota & Iowa Sales Blitz	Sales blitz and client event with industry partners. Participation opportunities are available.	Jul (TBC)	Minneapolis, MN Des Moines, IA	\$500 per city; 2 cities (Maximum 8)	Kathy Dever <a href="mailto:kdever@hvcb.org">kdever@hvcb.org</a>
Meet Hawaii'i	Chicago & Wisconsin Sales Blitz	Sales blitz and client event with industry partners. Participation opportunities are available.	Jul (TBC)	Chicago & Wisconsin	\$500 per city; 2 cities (Maximum 8)	Kathy Dever <a href="mailto:kdever@hvcb.org">kdever@hvcb.org</a>
Meet Hawaii'i	ASAE Annual Meeting	Connect with decision makers and planners for associations. Meet Hawaii'i coordinates the event and participation opportunities are available.	Aug	TBC	TBC, based on number of participants	Josette Murai <a href="mailto:jmurai@hvcb.org">jmurai@hvcb.org</a>
Meet Hawaii'i	Canadian Meetings Expo	Connect with decision makers and planners for the Canadian Market. Meet Hawaii'i coordinates the event and participation opportunities are available.	Aug	TBC	\$900 (Maximum 4)	Kathy Dever <a href="mailto:kdever@hvcb.org">kdever@hvcb.org</a>
Meet Hawaii'i	Canadian Mālama Sales Calls	Sales blitz and client event with industry partners. Participation opportunities are available.	Aug	TBC	\$500 (Maximum 7)	Kathy Dever <a href="mailto:kdever@hvcb.org">kdever@hvcb.org</a>
Meet Hawaii'i	Southeast Sales Blitz	Targeted sales blitz to provide destination updates and uncover new business. Meet Hawaii'i coordinates the blitz and participation opportunities are available.	Sep (TBC)	TBC	TBC (Maximum 4)	Meredith Parkins <a href="mailto:mparkins@hvcb.org">mparkins@hvcb.org</a>  Lynn Whitehead <a href="mailto:lwhitehead@hvcb.org">lwhitehead@hvcb.org</a>
Meet Hawaii'i	IMEX America	Connect with senior decision-makers from North America and the world at the largest meetings industry tradeshow in the U.S. Meet Hawaii'i coordinates the Hawaii'i destination booth and podium spots are available for partners.	Oct 25-27	Las Vegas, NV	\$7,500  Partner travel costs on own	Josette Murai <a href="mailto:jmurai@hvcb.org">jmurai@hvcb.org</a>
Meet Hawaii'i	Northeast Sales Blitz	Targeted sales blitz to provide destination updates and uncover new business. Meet Hawaii'i coordinates the blitz and participation opportunities are available.	Nov (TBC)	TBC (Maximum: 4)	TBC (Maximum 4)	Meredith Parkins <a href="mailto:mparkins@hvcb.org">mparkins@hvcb.org</a>
Meet Hawaii'i	SITE SoCal Holiday Event & Charity Auction	Connect with Southern California incentive professionals. Meet Hawaii'i coordinates the experience package with a table and limited participation is available.	Dec (TBC)	Southern California	\$1,300 (Maximum 3)  Partner travel costs on own	Adele Tasaka <a href="mailto:atasaka@hvcb.org">atasaka@hvcb.org</a>
Meet Hawaii'i	Chicago Holiday Mālama Dinner	Connect with top clients from all markets for a holiday dinner from the Chicago area. Participation opportunities are available.	Dec	Chicago, IL	\$1,000 (Maximum 7)	Kathy Dever <a href="mailto:kdever@hvcb.org">kdever@hvcb.org</a>