



# Travel Trade Leads

**Trade Show: Student Youth Travel Association**

**Date: September 8-11, 2007 Whistler, British Columbia**

**EMT Reps: Mary Ann Steen, Group Tour Marketing**

## Contact

**Company** Academic Travel Services, Inc

**Address** PO Box 547

**Contact** Ken Wooten

**Address 2**

**Title** Senior Consultant

**Department**

**City** Hendersonville

**Phone** 828-692-7733

**Fax** 828-692-8869

**State/Prov.** NC

**ZIP Code** 28793

**E-mail Address** info@academictravel.com

## Tour Operator

### Notes/History

- |               |          |         |   |
|---------------|----------|---------|---|
| Field Changed | 12/17/07 | 4:41 PM | SYTA '07 Send 2008 MN Group Tour Planner. Would come for a 3 day fam in June '08. Fly in and also meet with bus companies to charter. Wants to check out Americlnns. Prefers e-mail communication.  |
| Field Changed | 1/12/05  | 2:22 PM | NTA 2004 Met with Greg as a Perf. Match. He was in Mpls last week at Nat'l Middle School convention. Do get requests for Mpls, but have not got the business - too expensive. Interested in Americinn chain. Very interested in Roseville marching band competition. Greg is on SYTA board. |



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## Contact

**Company** Celestial Travel & Tours

**Address** 4600 S Ulster St, Ste 125

**Contact** John Icabone

**Address 2** Metropoint 1

**Title** President

**Department**

**City** Denver

**Phone** 303-773-1224

**Fax** 303-773-1316

**State/Prov.** CO

**ZIP Code** 80237

**E-mail Address** john@celestialtrvl.com

## Tour Operator

### Notes/History

- Field Changed 12/17/07 5:05 PM SYTA '07 Work with Grades 6-12, educational travel, language studies, music, sports, and leisure travel. Band directors are now requesting competitions outside the school year per recent trend of schools not letting students out to do this. Want to perform in summer venues like pavilions. Send info if you can accommodate these requests.
- Field Changed 12/28/06 4:22 PM NTA 2006 Met w/John in Perf Match. Similar request to last years meeting. Will fly students to Twin Cities and hire a coach. No need for educational component to tour. Primarily choirs, bands, orchestras needing venues to perform. Hotel rooms in \$50-\$60 range, student friendly. Values the great performance venue list of Meet Mpls . Looking for additional venues outside the Cities as well. Please create and send John your performance venue lists: churches, malls, theatres, parades, senior centers, community centers, schools, etc.
- Field Changed 11/28/05 11:55 AM NTA 2005 Met w/John as Sup. Request. SYTA Member. Interested in new music venues in TC w/activity ideas for a 3-day stay. Spring time primarily. Prefer City Center hotels if cost can be kept down. Send sample 3-day itinerairies. Working w/specialty groups interested in golf courses. Send list of our courses.



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### Contact

**Company** Educational Tours, Inc

**Address** PO Box 257

**Contact** Mike Kowatch

**Address 2**

**Title** President

**Department**

**City** Holt

**Phone** 517-999-3504

**Fax** 517-999-3504

**State/Prov.** MI

**ZIP Code** 48842

**E-mail Address** mike@tours-eti.com

### Tour Operator

#### Notes/History

- |               |          |          |  |
|---------------|----------|----------|--|
| Field Changed | 12/17/07 | 4:36 PM  | SYTA '07 Met w/Shelley cole. They come to MN often, Send four 2008 MN Group Tour Planners. contact Jaime Malnar for leads on their clients '08 student tour needs and get better idea of wht they're looking for. Educational Tours knows our U of M's music clinic contacts, but wants to receive information on other music clinic locations around the state and metro area. Check out their web page for destinations and types of festivals and programs they promote to schools.   |
| Field Changed | 1/3/07   | 3:51 PM  | SYTA 2006 Met w/Patricia Dyson, Exec Dir, in roundtable session. Company in business 25 yrs. Works w/student educational and music groups, grades 6-12. Do 3 to 5 day tours/year and 2 to 4 overnight trips/year. Trips run February thru June. Components of these tours are a performance venue, sightseeing attraction, meals and accommodations. Get their information on a destination primarily thru DMO website.<br>When developing a tour they like to know about possible construction problems, black-out times due to conventions, fairs, etc that would hinder their transportation schedule or affect pricing on rooms or attractios.   |
| Note          | 12/28/05 | 11:49 AM | SYTA-2005 Met w/Michael Kowatch in Supp Req. Work with student music groups in MI, WI, and MN. Send photo CD to his Sales Mgr, Jenn Bareis. They make all tour arrangements (meals, transportation, perf. venues, attractions, hotels, etc). Music leader and chaperones are on bus with students then a tour manager, hired by ET, meets the goup in the Twin Cities. Prefer to use hotels by a mall rather in a downtown setting. ET hires local private night-time hotel security.<br>Need added activities on tour to 'wear kids out'.<br>Send information on opportunities to perform in non-competitive locations:<br>VA hospitals,nursing homes, museums, festivals, major events, malls, public facilities with an audience (ie: Landmark Center, sporting events), university and college clinics. ET will then make arrangements with facility.<br>Welcomes info on adjudicated festivals and parades for students to compete. |



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## Contact

**Company** EPN Travel Services

**Address** 1784 W Schuykill Rd

**Contact** Lisa Santangelo

**Address 2**

**Title** Tour Coordinator

**Department**

**City** Douglassville

**Phone** 610-970-3750

**Fax** 610-327-4786

**State/Prov.** PA

**ZIP Code** 19518

**E-mail Address** tourinfo@edprog.com

## Tour Operator

### Notes/History

Note 12/17/07 4:47 PM SYTA '07 Met w/Stephanie Davis. Full service tour op specializing in student travel, int'l and domestic up to Grade 12. Primarily musical groups. Valleyfair is in their "Music In the Parks" program for '08. Expressed need for photos on their website of the Twin Cities attractions, hotels, and activities. Please e-mail stephanie@epntravel.com to inquire which photos to e-mail her. Wants to know when '08 Group Tour Planner on EMT website.



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### Contact

**Company** Hemisphere Educational Travel

*Address* 694 Milwaukee Ave

*Contact* Kathleen Seamon

*Address 2*

*Title* Account Executive

*Department*

*City* Prospect Hts

*Phone* 847-541-7575

*Fax* 847-541-7602

*State/Prov.* IL

*ZIP Code* 60070

*E-mail Address* kathleen@hemispheretravel.com

### Tour Operator

#### Notes/History

- Field Changed 12/17/07 4:43 PM SYTA '07 Met w/Jennifer Ruhe, Acct Exec. Went to school in Winona. company specializes in customized educational tours, one day or extended for middle and high school in US and international. Also offer tours for choirs, bands, and orchestras as well as theater outings with performance opportunities. CVB's are their first choice of contact for obtaining hotels. Need local transportation suggestions. Send sample student itineraries, educational based and performance venues for choirs, bands, etc.
- Field Changed 1/3/07 4:52 PM SYTA 2006 Met w/Kathleen in Perfect Match. Looking for assistance in developing working farm tours for students in Chicago public schools. They do summer tours with Upward Bound programs. 3 day/2 nights. She mentioned Green Giant company as an example. Also send info on the National Eagle Center in Wabasha and Rochester medical tours. She wasn't aware of either.  
Requested info on touring universities for students and parents. Typically a 4 day trip touring several schools.  
Forbidden to do any water-based activities anymore including lake or river cruising since a student drowned in a hotel pool.



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## Contact

**Company** Peak Performance Tours

**Address** 12 West Mechanic St, Suite 3C

**Contact** Beverly Coscia

**Address 2**

**Title**

**Department**

**City** New Hope

**Phone** 215-862-8095

**Fax** 215-862-8096

**State/Prov.** PA

**ZIP Code** 18938

**E-mail Address** bc@peakperformancetours.com

## Tour Operator

### Notes/History

Field Changed	12/17/07	4:51 PM	SYTA '07 - Customized student tour op focusing on music organizations and class trips. Customers ask for tour locations. MN is almost too far to drive and few student clients fly. Very interested in learning more of MN in order to sell it to customers. Summer is best for a fam/site inspection Call and narrow down interest to set up a fam in '08.
Note	12/28/05	1:27 PM	SYTA 2005 Met Bev at Roundtable. Work with high schools. Primarily indoor performance tours in NY, DC, Chicago, Orlando. Will pay for space to perform. Not looking for free situations all the time. Will buy into festivals. Do not need an audience. Both fly tours and motorcoach tours. Need motorcoach if they fly-in, and maybe a trailer for instruments. Like to receive tour planners and prefer to be contacted by e-mail.



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### Contact

**Company** Performance Tours

Address PO Box 49577

Contact Michael Pileggi

Address 2

Title Owner/President

Department

City Minneapolis

Phone 763-576-6909

Fax 763-576-6949

State/Prov. MN

ZIP Code 55449-0577

E-mail Address Michaelp@perftours.com

### Tour Operator

#### Notes/History

Field Changed	12/17/07	4:29 PM	SYTA '07 Met w/Michael. He promotes his MN tour services to inbound student music groups of all ages. Includes bands, choirs, middle school thru college and adult community groups. Come primarily from North and So Dakota and Iowa. Wants us to let him know if we hear of groups needing a receptive operator. Offered his services as a speaker, or for an Ask the Operator session at student group tour meetings held by any MN tourism organization. Wants to help industry understand the travel needs of this segment and how they differ from typical group tours.
E-mail Sent	10/1/07	1:07 PM	Subject: Vests for NTA and other events
Field Changed	11/28/05	2:43 PM	NTA 2005 - Met Michael on Sup. Request. Handles student groups, mainly performers. Tries to promote tours to MN from IA, WI and Dakotas, but has not been successful. Send news & updates on where groups can perform. Any incentive programs would also be great to sell MN. Mostly outbound tours at present.
Note	1/21/03	4:44 PM	NTA 02 Met w/Mike in Operator Req. Has performing groups in metro area. (All around Twin Cities, MOA, Chanhassen, Mpls Institute of Arts, History Ctr, Valleyfair, Science Museum, Camp Snoopy, Duluth.) Now will also focus on inbound groups. Wants info on 4th of July parades for marching bands. June/July are marching bands; Feb-May are bands, chorus and concerts. Also wants performing opportunities for bands --Vikingland competition others? Send info on SPAM Museum



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## Contact

**Company** Phillips Travel Service Inc

**Address** 110 N Lafayette St

**Contact** Jennifer Phillips

**Address 2**

**Title** Vice President Group Sales

**Department** Product Development

**City** South Lyon

**Phone** 248-437-1733

**Fax** 248-437-7642

**State/Prov.** MI

**ZIP Code** 48178

**E-mail Address** groups@phillipstravel.com

## Tour Operator

### Notes/History

Field Changed	12/17/07	5:10 PM	SYTA '07 Met w/Dallas Phillips. They come to MN every 5 years. Requests group tour planners to keep their files updated. Interest in getting to art history exhibits that are one of a kind, not traveling the states. Please send info if you can fulfill this request.
Note	1/10/03	2:21 PM	Michigan's longest established educational student tour op specializing in custom tour planning for students from elementary school. Plans art history tours at college level.



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### Contact

**Company** Smithsonian Student Travel

**Address** One Education St/EF Center Boston

**Contact** Celeste Hogan

**Address 2**

**Title**

**Department**

**City** Cambridge

**Phone** 617-619-1477

**Fax** 617-619-1805

**State/Prov.** MA

**ZIP Code** 02141

**E-mail Address** celeste.hogan@ef.com

### Tour Operator

#### Notes/History

- Field Changed 12/17/07 4:54 PM SYTA '07 Organizes educational trips/learning adventures throughout North Am. for students from middle school thru high school. Lori Marshall applied to Concordia and knows about Bemidji. Send info on the language school either to briefly tour or enroll students for a course. Rep asked what would interest Massachsettes teachers enough to request a tour to MN. Send your sggestions or sample itineraries c/o Lori Marshall. Send 2 Nation Tours lure piece.
- Field Changed 1/3/07 4:07 PM SYTA 2006 . Requests and tour ideas from SYTA'05 still important. Added that they do visit museum and state parks for their educational value. Prefer to overnight in urban setting; therefore they need city based information and Minnesota CVB contact lists. Sending her our '07 Group & Package Travel Planner. They will work in a full day excursion from their overnight MN location. Prefer to receive information via e mail. Always looking for photos for in-house use and promoting a tour to teacher/parent clients.
- Note 8/29/06 12:03 PM Formerly EF Explorer.
- Note 12/27/05 10:36 AM SYTA 2005 Met w/Nancy Mullally in Suppl Req. Schools are requesting more cultural heritage sites for students. Still doing the typical student best sellers (NY, DC, Boston, Chicago), but now looking for new destinations. Need accredited activities since schools can get credits now. They like programs that already set up that meet a schools curriculum. Work with middle to high school students.  
Suggested more well known areas/topics in MN: Headwaters of the Miss. River, Scandinavian, German, Irish settlers, Runestone, Hjemkomst, Iron Range region, Wolf Center and Bear Sanctuary, Lake Superior & No Shore, voyageurs, Mille Lacs and southern MN Native American history, Laura Ingalls Wilder, Charles Lindbergh, writers Sinclair Lewis and Fitzgerald. Please send info to Nancy.  
They put out a tour brochure 2x year. Do teacher fams in the summer. Prefer to work with city hotels that are student friendly.  
Attend teacher conferences and use collateral to promote the destination (photos for their brochures, video, give-aways, etc.)



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## Contact

**Company** Unique Travel & Tours Inc

**Address** 914 Hwy West

**Contact** Marc Reiter

**Address 2**

**Title**

**Department**

**City** Hooks

**Phone** 903-547-2287

**Fax** 903-547-2190

**State/Prov.** TX

**ZIP Code** 75561

**E-mail Address** sales@uniquetravel.net

## Tour Operator

### Notes/History

Note	12/17/07	5:09 PM	SYTA '07 Company customizes student travel for music and educational groups. Need economical tours for their students from West Texas. Would never have opportunity to see theater and plays otherwise, Request our 2 Nation Tours sample itineraries.
Field Changed	12/17/07	5:09 PM	Last Results - SYTA '07