

Date	Activity	Location	Type	Staff	Notes	Cost	Details on Opportunities	For more information
Jan 25-29	<b>ABA Annual Marketplace</b> (ABA is for Motor Coach and Tour Operators from Canada and the US. Most of the operators there are focused on different parts of Group Tours and most involve motor coach)	Louisville, KY	Marketplace	Kelly	Outside Activity - Member Registration Possible		Membership is about \$550 USD To go as a seller delegate, which includes 1 ½ days of seminars, ½ day of sightseeing and 2 days of Pre-scheduled appointments, and 3 lunches and two dinner events, the cost is \$1,545 USD	<a href="http://www.buses.org/events/event/marketplace-2019">www.buses.org/events/event/marketplace-2019</a>
Feb 5-14	<b>Des.Can. Canada Corroboree</b> (Hosted annually by Destination Canada and includes numerous Canadian tourism businesses and destination marketing organizations)	Australia	Marketplace	Nicole				
Feb 12-14	<b>Outdoor in the City - Winter FAM</b> (FAM participation is essential for members wanting to have one-on-one contact with tour operators from North America and targeted international markets. It's a great opportunity to show off your property/venue/product)	Ottawa, ON	FAM	Kelly	Ottawa Run Activity / Member participation Available / Member Buy-in Possible	InKind for FAM / \$150 per member for Marketplace		
Feb 26-28	<b>Montreal/Quebec City Sales Blitz</b> (Ottawa Tourism and our members will team up for 2 days of sales calls (mini-marketplace pre-scheduled appointments) and 3 networking lunches. Appointments will be arranged with focus on group tour/FIT business. Sales Blitzes are opportunities for members to promote their property and/or services)	Montreal/Quebec City, QC	Sales Blitz	Kelly	Ottawa Run Activity - Member Buy-in Possible	\$390	Limited space available for market ready member attractions. Contact Ottawa/Outaouais Tourism for more details; kdean@ottawatourism.ca	
March 6-10	<b>ITB</b> (ITB Berlin is the world's leading travel trade show focusing on trading of hottest tourist destinations)	Berlin, Germany	Tradeshow	Nicole				

<b>March 27-30</b>	<b>NTA Contact</b> (smaller Buyer Exclusive Retreat for Tour Operators. Typically attended by the decision makers, this is a non-appointment driven show, with a 1:1 ratio of Buyer to Supplier.)	<b>Tucson, AZ</b>	<b>Buyer Event</b>	<b>Kelly</b>	Outside Activity - Member Registration Possible		Membership is about \$700 USD To register for the conference, including ½ day sightseeing, 3 days of networking, seminars, and include 2 breakfasts, 3 lunches and 2 dinner events, supplier must Sponsor the event – starting cost of \$3,000 USD	<a href="https://ntacontact.com/">https://ntacontact.com/</a>
<b>March (TBD)</b>	<b>Des.ON. Mexico Sales Mission</b>	<b>Mexico</b>	<b>Sales Calls</b>	<b>Nicole</b>				
<b>Apr 9-11</b>	<b>Canadiana VIP</b> (Very Important Planners) FAM	<b>Ottawa, ON</b>	<b>FAM</b>	<b>Kelly</b>	Ottawa Run Activity / Member participation Available / Member Buy-in Possible	InKind for FAM / \$150 per member for Marketplace		
<b>April 24-25</b>	<b>RTO Summit East (NYC)</b> (A marketplace and conference bringing together Receptive tour operators with destinations and suppliers)	<b>New York City</b>	<b>Marketplace</b>	<b>Nicole</b>	Outside Activity - Member Registration Possible			
<b>April (TBD)</b>	<b>Ottawa/Outaouais UK/France Sales Mission</b>	<b>UK/France</b>	<b>Sales Calls</b>	<b>Nicole</b>			Limited space available for market ready member attractions. Contact Ottawa/Outaouais Tourism for more details; ngraves@ottawatourism.ca	
<b>May 7-9</b>	<b>Toronto Sales Blitz</b> (Ottawa Tourism and our members will team up for 3 days of sales calls (mini-marketplace pre-scheduled appointments) and 3 networking lunches. Appointments will be arranged with focus on group tour/FIT business. Sales Blitzes are opportunities for members to promote their property and/or services)	<b>Toronto, ON</b>	<b>Sales Blitz</b>	<b>Kelly</b>	Ottawa Run Activity - Member Buy-in Possible	\$420	Limited space available for market ready member attractions. Contact Ottawa/Outaouais Tourism for more details; kdean@ottawatourism.ca	

<b>May 28-31</b>	<b>Rendez-vous Canada (RVC)</b> is Canada's premier international tourism marketplace lead by Destination Canada, connecting international buyers with Canadian sellers of tourism products. The event, held annually in a different Canadian city, reunites 1,500 international tourism industry leaders gathered for a series of speed-dating-style appointments)	<b>Toronto</b>	<b>Marketplace</b>	<b>Diane/Nicole/Kelly</b>	Outside Activity - Member Registration Possible		Seller Organizations are qualified and selected by the Tourism Industry Association of Canada (TIAC) in consultation with Destination Canada, provinces, territories and the private sector.	<a href="http://rendezvouscanada.travel/sellers-info/">http://rendezvouscanada.travel/sellers-info/</a>
<b>May (TBD)</b>	<b>RVC Dinner</b> (RVC member delegates \$350.00. Communication to be shared prior to sign up; Deadline for RVC registration Dec. 2018)	<b>Toronto</b>	<b>Event</b>	<b>Diane/Nicole/Kelly</b>	Ottawa Run Activity - Member Buy-in Possible (If attending RVC)	\$350		
<b>May</b>	<b>RVC Fams</b>	<b>Ottawa, ON</b>	<b>FAM</b>	<b>Diane/Nicole</b>	Ottawa Run Activity / Member participation Available / Member Buy-in Possible	InKind for FAM		
<b>May (TBD)</b>	<b>CITAP AGM</b>	<b>Toronto</b>	<b>Meeting</b>	<b>Diane/Nicole</b>				
<b>June 24</b>	<b>Montreal Receptive tour operator meetings</b>	<b>Montreal, QC</b>	<b>Sales Calls</b>	<b>Nicole</b>				
<b>July 4-5 (TBD)</b>	<b>Bluesfest Buyer Event</b>	<b>Ottawa, ON</b>	<b>FAM</b>	<b>Kelly/Nicole</b>	Ottawa Run Activity / Member participation Available / Member Buy-in Possible	TBD		
<b>July (TBD)</b>	<b>CITAP event</b> (Clients come from Japan, China, Korea and other south Asian countries. Members of CITAP include receptive tour operators, retail travel agencies, media, as well as suppliers)	<b>Vancouver</b>	<b>Event</b>	<b>Nicole</b>	Outside Activity - Member Registration Possible			<a href="https://citap.ca/">https://citap.ca/</a>

July (TBD)	Vancouver Sales Calls	Vancouver	Sales Calls	Nicole	Ottawa Run Activity - Member Buy-in Possible	\$150	Currently looking to organize meetings with Receptive Tour Operators in Vancouver in July, around a CITAP event, with 2-3 members. If more members express interest in attending, the cost may go up as more resources will be required for planning.	-
July (TBD)	Ottawa/Outaouais UK FAM	Ottawa, ON	FAM	Nicole				
Aug 9-13	SYTA Annual Conference (SYTA draws Student Tour Operators from North America, and some UK, Australian and other internationals. This conference is all about various type of student travel booked through tour operators)	Birmingham, AL	Marketplace	Kelly	Outside Activity - Member Registration Possible		Membership is about \$895 USD per year (there is also a \$500 USD one-time initiation fee that is waved if you sign up for both your membership and the Conference Registration together) To register for the conference, 2 days of seminars, 1 ½ day of pre-scheduled appointments, and 3 lunches and 2 dinner events, the cost is \$955 USD	<a href="https://syta.org/events/annual-conference/">https://syta.org/events/annual-conference/</a>
Aug 20-23	Student Market FAM	Ottawa, ON	FAM	Kelly	Ottawa Run Activity / Member participation Available / Member Buy-in Possible	InKind for FAM / \$150 per member for Marketplace		
Sep/Oct (TBD)	Des.ON. Europe Sales Mission	Germany, Netherlands, Switz	Sales Calls	Nicole				
Oct 1-3 (Est)	US Sales Blitz (Members will call on clients with Tourism staff and other members. Sales Blitzes are opportunities for members to promote their property and/or services)	TBD	Sales Blitz	Kelly	Ottawa Run Activity - Member Buy-in Possible	\$160.00	Limited space available for market ready member attractions. Contact Ottawa/Outaouais Tourism for more details; kdean@ottawatourism.ca	
Oct 22-25	Destination Canada Showcase China	Shanghai, China	Marketplace	Diane			Destination Canada Showcase Canada registration is April 2019	

<b>Oct 28-30</b>	<b>Bienvenue Quebec</b> (draws many of the tour operators from the province of Quebec, as well as a few from Western Canada, and a couple from the US and Internationally)	<b>Quebec City, QC</b>	<b>Marketplace</b>	<b>Kelly/Nicole</b>	Outside Activity - Member Registration Possible		Membership is about \$420 per year To register as a 3 day seller, 1 day of development activities (seminars) and 2 days of pre-scheduled appointments, and 3 lunches and 3 dinner events, the cost is \$1,395.	<a href="http://www.federationautobus.com/en/bienvenue-quebec">www.federationautobus.com/en/bienvenue-quebec</a>
<b>Nov (TBD)</b>	<b>WTM</b>	<b>London, UK</b>	<b>Tradeshow</b>	<b>Nicole</b>				
<b>Nov 3-6</b>	<b>OMCA Marketplace</b> (OMCA draws Tour Operators from Ontario, the north-east US, and a couple from western and eastern Canada)	<b>Ottawa, ON</b>	<b>Marketplace</b>	<b>Kelly</b>	Outside Activity - Member Registration Possible		Membership is about \$435 To register as a seller, 1 day of development seminars and 2 days of Pre-scheduled appointments, and 3 lunches and 3 dinner events, the cost is \$995	<a href="http://www.omca.com/event/marketplace/">www.omca.com/event/marketplace/</a>
<b>Nov 5</b>	<b>OMCA Ottawa Lunch</b> (Ottawa Tourism sponsors an Ottawa Lunch at OMCA each year. This lunch is available for all delegates of OMCA, with Conference registration. Non-delegate, Ottawa Tourism Members can attend the Lunch and a 2nd networking event for a fee.)	<b>Ottawa, ON</b>	<b>Event</b>	<b>Kelly</b>	Ottawa Run Activity - Member Buy-in Possible (If attending OMCA)	\$160 for non-OMCA delegates		
<b>Nov 5</b>	<b>OMCA Dine-Around</b>	<b>Ottawa, ON</b>	<b>Event</b>	<b>Kelly</b>	Ottawa Run Activity (open to all Travel Trade members)	\$150		
<b>Nov.</b>	<b>OMCA Fams</b>	<b>Ottawa, ON</b>	<b>FAM</b>	<b>Kelly</b>	Member participation Available / Member Buy-in Possible	InKind for FAM / \$150 per member for Marketplace		
<b>Dec (TBD)</b>	<b>CITAP Marketplace</b> (Established in 1997 by the leaders of Receptive Tour Operators to increase the business from the Asia Pacific market into Canada. Their clients come from Japan, China, Korea and other south Asian countries. Members of	<b>Vancouver</b>	<b>Marketplace</b>	<b>Nicole</b>	Outside Activity - Member Registration Possible		CITAP membership for Canadian 'suppliers' are currently CAD \$500 To register for a networking reception and gala dinner, as well as a 4 hr marketplace. The cost is approximately CAD \$600-\$650.	<a href="https://citap.ca/">https://citap.ca/</a>

	CITAP include receptive tour operators, retail travel agencies, media, as well as suppliers)							
<b>Dec (TBD)</b>	<b>Vancouver Receptive Sales Calls</b>	<b>Vancouver</b>	<b>Sales Calls</b>	<b>Nicole</b>				
<b>Dec 8-12</b>	<b>NTA Travel Exchange</b> TREX (is for Tour Operators from Canada, the US and International, including China and the Hispanic market. They represent all types of group tours, as well as packaged individual tours.)	<b>Fort Worth, TX</b>	<b>Marketplace</b>	<b>Kelly</b>	Outside Activity - Member Registration Possible		Membership is about \$700 USD To register for the conference, including ½ day sightseeing, 2 days of seminars, 2 days of pre-scheduled appointments, and 4 lunches and 3 dinner events, the cost is \$1,296 USD	<a href="https://ntatravelexchange.com/">https://ntatravelexchange.com/</a>
<b>TBD</b>	<b>Netherlands Sales Calls</b> (New initiative to explore the Dutch market, potential sales calls and event)	<b>Netherlands</b>	<b>Sales Calls</b>	<b>Nicole</b>	Ottawa Run Activity - Member Buy-in Possible		Interested members should contact dhouston@ottawatourism.ca;	
<b>TBD</b>	<b>Ontario China Sales Mission</b>	<b>China</b>	<b>Sales Mission</b>	<b>Diane</b>	Outside Activity - Member Registration Possible		Contact Destination Ontario- harvey.hamazaki@ontario.ca for more information	