

For Six Month Period Ending December 31, 2007
(Insert date)

I - REGISTRANT

1. (a) Name of Registrant

(b) Registration No. 2310

Bahamas Ministry of Tourism

(c) Business Address(es) of Registrant

P O Box N-3701
Nassau, NP
BAHAMAS

2. Has there been a change in the information previously furnished in connection with the following:

- (a) If an individual:
- | | | |
|-----------------------|------------------------------|-----------------------------|
| (1) Residence address | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (2) Citizenship | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (3) Occupation | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
- (b) If an organization:
- | | | |
|--------------------------|------------------------------|--|
| (1) Name | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
| (2) Ownership or control | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
| (3) Branch offices | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
- (c) Explain fully all changes, if any, indicated in items (a) and (b) above.

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IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4 AND 5(a).

3. If you have previously filed Exhibit C¹, state whether any changes therein have occurred during this 6 month reporting period.

Yes No

If yes, have you filed an amendment to the Exhibit C? Yes No

If no, please attach the required amendment.

¹ The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, and by laws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, Criminal Division, U.S. Department of Justice, Washington, DC 20530.)

4. (a) Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes No

If yes, furnish the following information:

Name	Position	Date connection ended
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(b) Have any persons become partners, officers, directors or similar officials during this 6 month reporting period? Yes No

If yes, furnish the following information:

Name	Residence address	Citizenship	Position	Date assumed
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5. (a) Has any person named in item 4(b) rendered services directly in furtherance of the interests of any foreign principal? Yes No

If yes, identify each such person and describe his service.

(b) Have any employees or individuals, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes No

If yes, furnish the following information:

Name	Position or connection	Date terminated
FRANCES FISHER	District Manager-New York Marketing	RETIRED Sept 28, 2007

(c) During this 6 month reporting period, has the registrant hired as employees or in any other capacity, any persons who rendered or will render services to the registrant directly in furtherance of the interests of any foreign principal(s) in other than a clerical or secretarial, or in a related or similar capacity? Yes No

If yes, furnish the following information:

Name	Residence address	Citizenship	Position	Date assumed
Mikala Moss	255 Huguenot Street, 2412 New Rochelle, NY 10801	Bahamian	Assist Manager NY - Film, PR & Communication	Aug 27, 2007

6. Have short form registration statements been filed by all of the persons named in Items 5(a) and 5(c) of the supplemental statement? Yes No

If no, list names of persons who have not filed the required statement.

II - FOREIGN PRINCIPAL

7. Has your connection with any foreign principal ended during this 6 month reporting period?

Yes No

If yes, furnish the following information:

Name of foreign principal

Date of termination

8. Have you acquired any new foreign principal² during this 6 month reporting period?

Yes No

If yes, furnish the following information:

Name and address of foreign principal

Date acquired

9. In addition to those named in Items 7 and 8, if any, list foreign principals² whom you continued to represent during the 6 month reporting period.

Bahamas Ministry of Tourism

10. EXHIBITS A AND B

(a) Have you filed for each of the newly acquired foreign principals in Item 8 the following:

Exhibit A³ Yes No
Exhibit B⁴ Yes No

If no, please attach the required exhibit.

(b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during the 6 month period? Yes No

If yes, have you filed an amendment to these exhibits? Yes No

If no, please attach the required amendment.

² The term "foreign principal" includes, in addition to those defined in Section 1(b) of the Act, an individual organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a) (9).) A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

³ The Exhibit A, which is filed on Form CRM-157 (Formerly OBD-67), sets forth the information required to be disclosed concerning each foreign principal.

⁴ The Exhibit B, which is filed on Form CRM-155 (Formerly OBD-65), sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

III - ACTIVITIES

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11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 7, 8, and 9 of this statement? Yes No

If yes, identify each such foreign principal and describe in full detail your activities and services:

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12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity⁵ as defined below?
Yes No

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates and places of delivery, names of speakers and subject matter.

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13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals? Yes No

If yes, describe fully.

⁵ The term "political activities" means any activity that the person engaging in believes will, or that the person intends to, in any way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

IV - FINANCIAL INFORMATION

14. (a) RECEIPTS-MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 7, 8, and 9 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes No

If no, explain why.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies⁶

Date From whom Purpose Amount

attached

Total

(b) RECEIPTS - FUND RAISING CAMPAIGN

During this 6 month reporting period, have you received, as part of a fund raising campaign⁷, any money on behalf of any foreign principal named in items 7, 8, and 9 of this statement? Yes No

If yes, have you filed an Exhibit D⁸ to your registration? Yes No

If yes, indicate the date the Exhibit D was filed. Date _____

(c) RECEIPTS - THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁹ other than money from any foreign principal named in Items 7, 8, and 9 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes No

If yes, furnish the following information:

Name of foreign principal Date received Description of thing of value Purpose

6, 7 A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. (See Rule 201(e).)

8 An Exhibit D, for which no printed form is provided, sets forth an account of money collected or received as a result of a fund raising campaign and transmitted for a foreign principal.

9 Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) **DISBURSEMENTS – MONIES**

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 7, 8, and 9 of this statement? Yes No

(2) transmitted monies to any such foreign principal? Yes No

If no, explain in full detail why there were no disbursements made on behalf of any foreign principal.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

Date	To whom	Purpose	Amount
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please see attachment

Total

(b) DISBURSEMENTS – THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value¹⁰ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in Items 7, 8, and 9 of this statement?

Yes No

If yes, furnish the following information:

Date disposed	Name of person to whom given	On behalf of what foreign principal	Description of thing of value	Purpose
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(c) DISBURSEMENTS – POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value¹¹ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes No

If yes, furnish the following information:

Date	Amount or thing of value	Name of political organization	Name of candidate
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^{10, 11} Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks" and the like.

V - INFORMATIONAL MATERIALS

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any informational materials ^{12?}
Yes No

IF YES, RESPOND TO THE REMAINING ITEMS IN SECTION V.

17. Identify each such foreign principal.

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating informational materials? Yes No

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of informational materials include the use of any of the following: n/a

- Radio or TV broadcasts
- Magazine or newspaper articles
- Motion picture films
- Letters or telegrams
- Advertising campaigns
- Press releases
- Pamphlets or other publications
- Lectures or speeches
- Internet
- Other (specify) _____

20. During this 6 month reporting period, did you disseminate or cause to be disseminated informational materials among any of the following groups: n/a

- Public Officials
- Newspapers
- Libraries
- Legislators
- Editors
- Educational institutions
- Government agencies
- Civic groups or associations
- Nationality groups
- Other (specify) _____

21. What language was used in the informational materials:

- English
- Other (specify) _____

22. Did you file with the Registration Unit, U.S. Department of Justice a copy of each item of such informational materials disseminated or caused to be disseminated during this 6 month reporting period? Yes No

23. Did you label each item of such informational materials with the statement required by Section 4(b) of the Act? Yes No

12 The term informational materials includes any oral, visual, graphic, written, or pictorial information or matter of any kind, including that published by means of advertising, books, periodicals, newspapers, lectures, broadcasts, motion pictures, or any means or instrumentality of interstate or foreign commerce or otherwise. Informational materials disseminated by an agent of a foreign principal as part of an activity in itself exempt from registration, or an activity which by itself would not require registration, need not be filed pursuant to Section 4(b) of the Act.

VI - EXECUTION

In accordance with 28 U.S.C. §1746, the undersigned swear(s) or affirm(s) under penalty of perjury that he/she has (they have) read the information set forth in this registration statement and the attached exhibits and that he/she is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his/her (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in the attached Short Form Registration Statement(s), if any, insofar as such information is not within his/her (their) personal knowledge.

(Date of signature)

(Type or print name under each signature¹³)

January 29, 2008



Miriam Manigault

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¹³ This statement shall be signed by the individual agent, if the registrant is an individual or by a majority of those partners, officers, directors or persons performing similar functions, if the registrant is an organization, except that the organization can, by power of attorney, authorize one or more individuals to execute this statement on its behalf.

UNITED STATES DEPARTMENT OF JUSTICE
FARA REGISTRATION UNIT
NATIONAL SECURITY DIVISION
WASHINGTON, D.C. 20530

NOTICE

Please answer the following questions and return this sheet in triplicate with your Supplemental Statement:

1. Is your answer to Item 16 of Section V (Informational Materials – page 8 of Form CRM-154, formerly Form OBD-64-Supplemental Statement):

YES _____ or NO _____

(If your answer to question 1 is “yes” do not answer question 2 of this form.)

2. Do you disseminate any material in connection with your registration:

YES _____ or NO _____

(If your answer to question 2 is “yes” please forward for our review copies of all material including: films, film catalogs, posters, brochures, press releases, etc. which you have disseminated during the past six months.)



Signature

1.29.2008

Date

Miriam Manigault

Please type or print name of
Signatory on the line above

sr manager

Title

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U.S. Department of Justice

Criminal Division

Washington, DC 20530

THIS FORM IS TO BE AN OFFICIAL ATTACHMENT TO YOUR CURRENT SUPPLEMENTAL STATEMENT - PLEASE EXECUTE IN TRIPLICATE

SHORT-FORM REGISTRATION INFORMATION SHEET

SECTION A

The Department records list active short-form registration statements for the following persons of your organization filed on the date indicated by each name. If a person is not still functioning in the same capacity directly on behalf of the foreign principal, please show the date of termination.

Short Form List for Registrant: Bahamas Tourist Office

Last Name	First Name and Other Names	Registration Date	Termination Date	Role
Archer	Edward E.	10/01/1979	active	Reg Mgr - Atlanta
Bosfield	Bradley Lincoln	11/17/1994	active	Manager - Philadelphia
Brown	Valery	11/02/1992	active	Sr Director - NY
Davis	Pauline	11/17/1994	active	Manager - Atlanta
Glinton	Eureka	03/03/1992	active	Film Manager-Los Angeles
Richardson	Pamela M.	04/12/1996	active	Director-Groups-Florida
Robinson	Rosetta	03/03/1992	active	Manager=Florida
Sands	Carlton Emmanuel Jr.,	08/20/2001	active	Sports Officer-Florida
Thompson	Pauline Davis	08/20/2001	active	see above (P DAVIS-ATL)
Watson	Dornell	11/17/1994	active	Manager-Philadelphia

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**BAHAMAS TOURIST OFFICE
U.S. DEPOSITS
JUL - DEC'07**

JULY	\$ 1,650,000.00
AUGUST	\$ 7,820,000.00
SEPTEMBER	\$ 2,790,000.00
OCTOBER	\$ 1,300,000.00
NOVEMBER	\$ 2,810,000.00
DECEMBER	\$ 4,860,000.00
	\$ 21,230,000.00

UNIVERSITY MICROFILMS
SERIALS ACQUISITION
300 N ZEEB RD
ANN ARBOR MI 48106-1500

**AFRICAN AMERICAN MARKET
JULY 07 MONTHLY REPORT**

- **Connect Magazine – Meetings with Ms. Tanjuria Anderson, President and CEO** of this Atlanta based magazine, revealed that Ms. Anderson looking to organize a trade delegation of some 30 Atlanta businessmen to Exuma or Eleuthera to explore possible investment opportunities. Ms. Anderson also spoke with Earl Miller, OIPB who invited her to participate in a planned upcoming OIPB “business outlook” trip, so that she can experience the Out Islands and what they have to offer from an investment point of view to include same in her trip. J.G.
- **National Bar Association – Spoke with Thresa Royale, Meeting Planner.** A decision has still not been made yet regarding a site for the group’s 2008 winter board meeting which Cable Beach, Atlantis and Westin Our Lucaya is bidding on. National Bar Association held its annual conference in Atlanta this month. To maintain relationships and a presence at minimum cost, African American Department provided a fruit/gift basket to Ms. Royale and Mr. John Crump President of the Board of Directors.
- **Michael Baisden Island Jam Take Over Summer 2008 -** Still trying to tie down Ms. Pamela Exum, Mr. Baisden’s Manager for a site inspection date. Darlene Davis, Sales Manager, cable Beach Resorts have sent invites to be host for site trip.
- **Mastermind Empowerment Retreat – Meeting with Roslyn Parker, Mastermind, Nalini Bube, Our Lucaya, Jennifer Gardiner, Grand Bahama tourism Board and Edward Archer** was held in FLL Thursday July 26, 2007. Absent was Woody Wilson, Bahamasair. Discussed was the possible working relationship between Greater Ft. Lauderdale Chamber of Commerce (Roslyn Parker) and Bahamas on booking pre and post trips from Florida to Grand Bahama. The following day Ms. Parker was escorted on a site trip to GBI which resulted in her making the decision to take her group to that island in 2008. She informed Cable Beach Resorts of same.
- **July 18, 2007 meeting with Ms. Kathleen Bertrand, Sr. V.P., Community and Governmental Affairs, Atlanta Conventions and Visitors Bureau** went very well. Discussed the possibility of establishing a working relationship and the sharing of information that would benefit both parties. BTO considering membership with the Bureau. Jeannie Gibson also attended meeting.
- **E.A attended National Association of Black Hotel, Owners, Operators and Developers annual Conference Atlanta.** Sat on panel for Multicultural Tourism. Gained excellent exposure for Bahamas.

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BUREAU OF CONVENTIONS & VISITORS

Maxine Lockhart Groups -Southeast Bi-Annual Report

July 2007

Joint sales calls, meetings and presentation in Miami, Deerfield, West Palm Beach & Ft Lauderdale, Florida with Helms Briscoe, American Express, University of Miami, Zenith Pharmacies, PrideFamilyBrands, Exclamations, Citrus Growers Association, Levenge, Travel Pros, Awards Unlimited, Olympus, Sharp Electronics, Mayers Motivations, Executive Incentives, Rexall Sundown, Motivations Beyond, Visa International, SunTrust, EWM, Volker Meetings & Incentives, Cleveland Clinic, Ocean Incentives & Meetings for the purpose of generating qualified group leads for The Islands of The Bahamas.

Attended South Florida Chapter Meeting Professionals International monthly meeting, MPI Committee Meeting for the purposes of lead generation, networking and educational purposes.

Meetings also held with DMC Bahamas, Cacique International to set up joint calls.

Other activities for the month included telemarketing, setting up sales calls, distributing leads, emails, reports and other administrative work along with participating in team conference calls, assisting vertical markets, groups department and industry partners whenever needed.

**Monthly Status Report
July, 2007
Department: Sports
Submitted By: Jameica Duncombe**

<i>Initiatives</i>	<i>Status</i>	<i>Next Step</i>	<i>Responsibility</i>	<i>Date</i>
<i>In Office Stedman Graham visit to Grand Bahama</i>	<i>Follow up with Stedman Graham's upcoming visit to Grand Bahama Island.</i>	<i>Assistant will follow up as to date of travel.</i>	<i>Jameica Duncombe</i>	<i>July 2</i>
<i>In Office Research</i>	<i>Narrowing sought after business and marketing strategies to The Bahamas based on proposed budget. Research golf vacations by our competitions (ie) Bermuda</i>	<i>Waiting on budget approval for golf to move forward with promotions.</i>	<i>Jameica Duncombe</i>	<i>July 3</i>
<i>In Office Meeting at Renaissance Hotel</i>	<i>N/A</i>	<i>N/A</i>	<i>Plantation BTO Office Staff</i>	<i>July 5</i>
<i>Out of Office McDonalds Black Owners Association</i>	<i>Golf with member of McDonalds Black Owners Association who is allowing me access to his clients who travel on golf vacations regularly.</i>		<i>Jameica Duncombe</i>	<i>July 6</i>
<i>In Office Dolfan Meeting</i>	<i>Search for gift giveaways. Update golf list.</i>		<i>Earl Miller/Norma Wilkinson/</i>	<i>July 9</i>
<i>In Office Mark Wahlberg Celebrity Golf Tournament</i>	<i>Made contact with Atlantis Resort regarding group visit. Group has specific needs that the hotel will have to accommodate (i.e.) casino, complimentary rooms for celebrities etc</i>	<i>Soliciting Sponsors</i>	<i>Jameica Duncombe</i>	<i>July 11</i>
<i>Dolfan Fest</i>	<i>Assist Earl Miller in golf outing. Registered the players before playing. Only 8 players paid for the event. 12 golfers total. (2 locals, 2 celebrities, 2 MOT, 6 Dolfans)</i>			<i>July 13-15</i>

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<i>In Office Dolphin Fest</i>	<i>Work on Recap Report</i>		<i>Jameica Duncombe</i>	<i>July 16-17</i>
<i>In Office Montecristo</i>	<i>Contact with the Montecristo Group regarding upcoming Pro-Am to Grand Bahama, November 2007.</i>	<i>Assist with customs clearance and waiver (to be done in September). Assist with golf course logistics.</i>	<i>Jameica Duncombe</i>	<i>July 18</i>
<i>In Office</i>	<i>Research/ Update Database</i>		<i>Jameica Duncombe</i>	<i>July 19</i>
<i>In Office</i>	<i>Research/ Update Database</i>		<i>Jameica Duncombe</i>	<i>July 20</i>
<i>In Office</i>	<i>Research new projects/Update Database</i>		<i>Jameica Duncombe</i>	<i>July 23</i>
<i>Westin Hills</i>	<i>Sales Calls with various members of the country club. Networking with potential business persons in the golf industry.</i>	<i>TBA</i>		<i>July 24</i>
<i>In Office</i>	<i>Research/Update database</i>			
<i>Out of Office Key Biscayne</i>	<i>Sales Calls with various members of the country club. Networking with potential business persons in the golf industry.</i>	<i>TBA</i>	<i>Jameica Duncombe</i>	<i>July 25</i>
<i>In Office</i>	<i>Research/Update Database</i>			
<i>Westin Hills</i>	<i>Sales Calls with various members of the country club. Networking with potential business persons in the golf industry.</i>	<i>TBA</i>	<i>Jameica Duncombe</i>	<i>July 26</i>
<i>In Office</i>	<i>Research/Update Database</i>			
<i>Doral Country Club</i>	<i>Sales Calls with various members of the country club. Networking with potential business persons in the golf industry.</i>	<i>TBA</i>	<i>Jameica Duncombe</i>	<i>July 27</i>

Monthly Status Report
July, 2007
Department: Sports
Submitted By: Cecil Rose

<i>Initiatives</i>	<i>Status</i>	<i>Next Step</i>	<i>Responsibility</i>	<i>Due Date</i>
<i>Indiana Basketball Tournament Labor Day Classic August 30-September 2 2007</i>	<i>The University of Indiana will be playing against some local teams in Nassau Labor Day weekend. They would be staying at the Atlantis.</i>	<i>We are currently working with Beale Travel in Indiana on packages for fans who want to come along. Also working with Coach McCullum of the university and J.D. Hammond of the Alumni association to get the word out to their alumni..</i>	<i>Cecil Rose, Greg Rolle and the Sports Tourism Team</i>	<i>August 27^h 2007</i>
<i>Junkanoo Jam November 25-27 2007.</i>	<i>Met with Cynthia Cooper Coach of Prarie View University regarding their travel and Alumni following for come along for the tournament.</i>	<i>Identify a travel agency in Prarie Wiew to advertise and package this event.</i>	<i>Cecil Rose</i>	<i>November24</i>
<i>Miami Heat court refurbishing August 16th</i>	<i>Was advised by Greg to discontinue dialog with the Heat until we receive proposal from Martin Lundy .</i>	<i>Awaiting confirmation on courtst.</i>	<i>Cecil Greg Eldece</i>	<i>Augusty16</i>
<i>Working on Database</i>	<i>On going.</i>		<i>Cecil ,</i>	

Monthly Status Report
July, 2007
Department: Sports
Submitted By: Leonard Stuart

<i>Initiatives</i>	<i>Status</i>	<i>Next Step</i>	<i>Responsibility</i>	<i>Date</i>
Samari Rolle Football camp July 14, 2007 Nassau Bahamas	<i>Had to be postponed due to me not being able to being available because of the Dol-Fan Fest in GBI same time .</i>	<i>To look at a date for next year to host this camp and to have a celebrity week-end with NFL Football Players in Nassau, activities will include fishing ,golfing and entertainment..</i>	Leonard Stuart	Ongoing
DOL- FAN- FEST Grand Bahama Island July 13-15,2007	<i>Completed event for Grand Bahama Island my responsibility was for getting Dolphins staff over to GBI and responsible for equipment ,clearance with US Customs and Bahamian Customs And assist in the training camp on island.The camp went very well for those who came out, the only negative was the amount of kid's attendant..</i>	<i>To look at how the Dol Fan Fest can have an economic effect on island. My recommendation will be to market kids from the USA to attend a camp in the Bahamas while their parent engages in other active on island.Kids go all over to attend camps and I think this could work if done early in the year.</i>	Leonard Stuart	July 13- 15
Wayne Bartons Boosters Football Tournament Boca Raton July 17,2007	<i>A meeting took place at J.Alexander Restaurant in Boca Raton with Wayne Bartn and Rob Holt things discussed.</i> <i>.Football Tournament in The Bahamas</i> <i>.Dates to have event</i> <i>.Teams to play</i>	<i>To look at locking down dates</i> <i>Check hotel for rates</i> <i>Check Discovery cruise line for rate</i> <i>Check Bahamasair for rates</i> <i>To have follow up meeting.</i>	Leonard Stuart	Ongoing
Agile Courts 7335 SW 104 ST Miami, Fl July 24,2007	<i>Meeting with Craig Petra and Brian at Agile Courts in South Miami to discuss possibility of staging beach tennis in the Bahamas</i>	<i>To see what resort property to have event.</i> <i>To have follow up meeting.</i>	Leonard Stuart	Ongoing
Sandals Resort 4950 SW 72 ave Miami, Fl July 30,2007	<i>Meeting with John Lynch V.P of Sandals and Debbie White Assistance director of public relation and sales promotions .Discussed have a sporting event at Sandals Resort in the Bahamas Bahamas Marathon 2008 event to be promoted during marathons in cities such as Florida ,Boston, New York, Washington, Chicago and Atlanta ..Looking to have 1000-1500 people over a four night's period.</i>	<i>To have a follow up meeting with organizers of event MOT and Sandals to start planning for event.</i>	Leonard Stuart/Pauline Davis	8-22-07

Monthly Status Report
July, 2007
Department: Tour & Travel
Submitted By: Cecile Torrence

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 COMMUNICATIONS UNIT

<i>Initiatives</i>	<i>Status</i>	<i>Next Step</i>	<i>Responsibility</i>	<i>Due Date</i>
7/02 In-office – Telemarketing & admin matters	Conference call with Dolphins camp to go over travel plans and events for the fan fest.		CT	
7/03 In-office – telemarketing & admin matters	Worked with 95.3 OLZ in Naples/Ft. Myers in securing prizes, forwarding Bahamas/air/hotel logo and copy points for radio promotion. Four week promotion to begin July 16.		CT	
7/04 Office closed	US Independence			
7/05-06 In-office – telemarketing/admin matters	Worked in air travel changes for the Fan Fest Dolphins and media. Also secured prizes for KOOL 105.5 FM radio promotion.		CT	
7/09 In office- telemarketing/admin matters	Final conference call for the Dol-Fan Fest – last minute changes for air travel and		CT	

Leave Record:

- Vacation – July 16-30

Marketing Intelligence:

- 'The Blues Cruise' to Nassau – Aug.24-26 on the Imperial Majesty.
- According to the Miami-Dade CVB – tourism is down 29%.

Monthly Status Report
July, 2007
Department: Aviation Department
Submitted By: Keith Gomez

<i>Initiatives</i>	<i>Status</i>	<i>Next Step</i>	<i>Responsibility</i>	<i>Due Date</i>
Oshkosh Follow up	<i>Coordinated Shipping with Jeff Mohr (Friend of The Bahamas). Confirmed Radio interview for team with IFP.</i>	<i>Arrival Scheduled for July 21st with Carlton Sands to ensure booth setup and display</i>	<i>Aviation Dept.</i>	<i>October 2007</i>
				<i>April 2007</i>
Black Pilots Assoc.	<i>Follow up with Derek Grier (group coordinator) and BOIPB rep Anthony Stuart to ensure destination fits groups wants/needs</i>	<i>Attend planning meeting with BOIPB to group membership August 3-4, Atlanta, GA. Expected attendance at meeting 120 persons.</i>	<i>Aviation Dept.</i>	
				<i>2007</i>
Sales call	<i>Visited with Banyan Air Svcs. Leadership to ensure consistent supply of Bahamas Aviation collateral. Frequent requests for collateral support initiated this call.</i>	<i>Continued liason with this VERY important Friend of The Bahamas to ensure they have all the collateral support needed to promote the aviation experience offered in The Bahamas. Followup call next month to deliver immigration cards and plan future Bahamas aviation promotions.</i>	<i>Aviation Dept.</i>	

Groups
P. Richardson

PROJECTS

TRADE SHOWS

AFFORDABLE MEETINGS, San Jose, June 19

Completion reconciliation of cost associated with the show

Forwarded, hand-written notes, to all planners who stopped by the booth and included the Meetings & Incentive Guide (400+). Mostly due to giveaway of Nassau Royale

Upon receipt of the post-show list, forwarded a copy of the Meetings & Incentive Guide to prospective (non-government) companies with a cover letter

IMEX, Frankfurt, April 17

Still not in receipt of all required paperwork to complete reconciliation. Did have e-mail communication with a purveyor but still has not received their invoices.

Incentive Travel Exchange, Las Vegas, June 25

Hand-written notes were forwarded to all planners, from the Western States, who stopped by the booth with an appointment.

Those planners, from the Western States, who did not have an appointment were also sent communication with our Meetings & Incentive Guide.

Incentive Works, Toronto, August 21

All contracting now complete (electrical, scanner, telecommunication, furnishings, carpeting, registration

Approval finally received for 12' extended area of booth

Received confirmation of Starwood's inclusion of Starwood Points - but at a reduction from previous year.

In receipt of the pre-registered list for pre-marketing purposes. Less than 700 pre-registered and they are anticipating 3500 planners.

Working with GBITB on a flyer as well as a pre-mailer

Made 30 copies of the spine labels as well as SDD for distribution at show

Delivered all required/at hand collateral to Skyline for shipping with the booth

Affordable Meetings, Washington, September 5

Forwarded all applicable information, for show involvement and pre-mailer to BB, for his input as to what aspects he would be interested in.

ITME, Chicago, September 25

Assisting NPI in whatever capacity is required to affect the pre-show requirements

GROUPS
P. RICHARDSON
11/11

SLIDE SHOW

Downloaded 150 slides for all sources for the NPI looping slide show - to a CD
Andre Miller to affect a looping slide show for the groups unit - NPI (incomplete)

Downloaded slides, to affect a looping slide show for GBI to be used during the roadshows, for presentations, etc.
Information/slides obtained from the image bank, GBI and CofC
Andre Miller to affect the look (incomplete)

Secured a copy of the Starwood powerpoint presentation on GBI
Made copies and distributed to field personnel along with Ginn's new OBB brochure

Starcite

Made final call around, to the non-responsive hotels, re. their participation in the program. Effort netted three additional hotels submitted the required information. Now have a total of 16 hotels participating with one (Coral Sands) claiming that the info. Was sent directly and have not been successful in their copying me on that info. All sent to Startcite for input in the system.

Put together a spread sheet of all Bahamas group hotels, with addresses, contacts, etc. for updating of the starcite.com site. It was submitted, in the same format, to all hotels for updating of their information with the goal of having a complete updated database, in both channels, of every hotel in The Bahamas that caters to meetings and incentives.

Worked on text for four different areas in the site
Organized the production of the required images, banner ad and tile ad for the site with the graphic design artist (incomplete)

Task Force

Caribbean Sales & Marketing Conference, San Jose, December 13
Joint venture with CTO and HSMIAI, again on the organizing committee with three conference calls and one meeting in Miami.
Input for speakers, subjects, etc.
Moved event to San Jose (in Caribbean) for easier/less costly transportation for most of Caribbean colleagues (due in response to survey for greater attendance)

WEBSITE

Had a one-day session, with Jean Simmons, on the group's pages of the Bahamas website
Updated islands (included all islands in accordance with the Meetings Guide)
Included all hotels (I accordance with the Meetings Guide) except those 'to come'
Working on additional information (to be corrected, etc.)

TORONTO In the absence of the field personnel, during her stint at hotel training, assisted all contacts to her voice mail and e-mail with any/all information required. There were minimal assists (approximately 22 in all). Field personnel was copied on all communication (verbal or written)

ATTENDED: SKAL
HSMAI

LEAVE Casual (2 days)

**BAHAMAS TOURIST OFFICE
LATIN AMERICAN DEPARTMENT
JULY 2007 - JUNE 2008**

DATE	EVENT	LOCATION
July-Aug 07	Hispanic Radio Promotion	South Florida
Jul. 21/07	Chamber of Commerce Meeting	Jensen Beach, FL
Sept. 5-7/07	La Cumbre Tour Operator Show	Hollywood, FL
Sept. 7-9/07	Brazilian Dive Group	Nassau, Bahamas
Sept. 8/07	Post La Cumbre Tour Operator Trip	Nassau, Bahamas
Sept. 18-22/07	Boletin Turistico Expo	Mexico City, Mexico
Sept. 21/07	Omnilife Group	Nassau, Bahamas
Sept. 27-Oct. 2/07	Nascimento Turismo Agent Fam Trip	Nassau/Grand Bahama
Sept. 28-Oct. 2/07	Caras Argentina Magazine Photoshoot	Nassau, Bahamas
Nov. 25-27	Viajes Palacio Seminars	Mexico City, Mexico
Nov. 28-30	Caribbean Meeting Place	Cancun, Mexico

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STAFF ASSIGNED	STATUS
GJ, FR	Completed
GJ	Completed
GJ, AS, FR	Completed
AS	Completed
FR	Completed
FR	Completed
GJ	
AS	
AS	
GJ, FR	
GJ, FR	

Maxine Lockhart Groups August 2007 Monthly Report

Industry News & Trends

A recent survey done by Meeting Professionals International found that Convention and Visitors Bureau and tourist boards are evolving their services and in some cases, their entire business models to ensure planners continue to utilize them. In an increasingly dynamic and competitive global meetings market place CVBs and tourist boards are focusing strongly on planners' need and wants and how to exceed them. To provide best possible service and support, they are positioning themselves as experts in learning what every planner desires from the business relationship. According to the survey, it is the sales person's job to get to know each and every one of these meeting planners find out as much as we can about the groups and their specific needs and then assist them in optimizing their business. It is no longer enough for a CVB or tourist board to just be a gather of information or a liaison between local industry and a meeting planner. Meeting planners are asking destinations to provide value and unique experiences and assist with generating attendance. They want a business partner they can rely on and trust. A tourist board or CVB must provide ongoing services to the meeting planner throughout the planning and booking stages as well as be a steward for the entire experience. According to all planners surveyed, the key is understanding that CVB's and tourist boards have to change to meet new demands from their customers and if we do not take the time to build a relationship and understand our customers needs we are dead in the water.

Starwood Hotels * Resorts Worldwide Inc has announced that it anticipates executing 200 new deals and opening more than 80 new hotels in 2007, almost doubling the number of properties the company opened last year. Underscoring the company's aggressive portfolio expansion across all nice of its brands. Starwood currently boasts a global pipeline of about 420 hotels and more than 100,000 guest rooms.

Michele Steegstra, Sales Manager for the Abaco Beach Resort & Marina has resigned after 6 years of working with Abaco Beach Resort and will now be working at Air Journey, LLC. She will be working on planning, implementing and some escorting two 70 days, 24 countries Around the World tours. The interesting twist is that all the participants will be flying their own personal aircrafts. All RFPs, sales and future correspondence should be addressed to Kevie Thomas at the resort.

Lynn June has resigned from Treasure Cay Hotel Resort & Marina after spending 8 years at the resort to join her husband in his marine carpentry company. The new Marketing Director is Sabine Kirchner. Sabine Kirchner joins the Bahamas family after a 12 year career with Club Med. All RFPs, and future sales correspondence should be sent to Sabine.

Group Leads

Below is the list of group leads sent out during August 2007:

Mutual of Omaha Insurance –Suncoast Division October 2008 1700 Room nights

Status: Proposals sent/received – a site inspection was scheduled for Sept 2007 and has been rescheduled for October 2007.

Becker-Poiakoff June 2008 360 room nights

Status: Proposals sent/received – presently working with Spirit Airlines to transport all associates to GBI/Nassau together – contract requested.

Metallic March 2009 200 room nights

Status: Proposal sent/received -awaiting decision

INVEST Financial National Sales Conference February 2010 Room nights

Status: Proposals sent, Client will be on October 2007 GBI Fam and site for Nassau scheduled Shortly after

West & Associates Retreat November 2007 45 room nights

Status: Proposals sent – contract sent- awaiting decision

Motorola President's Club October 2009 653 room nights

Status: Proposals sent –site inspection requested

Southeast Toyota – Scion Champions Incentive

February 2008
30 room nights

Status: Proposals sent – presently in negotiations

IVECO
Nov 2008
625 room nights

Status: Proposals and contract sent/received – client scheduled to make decision this week

WIND
Nov 2007
450 room nights

Status Proposal sent – client decided on Miami

Parts Masters- 2009 National Sales
June 2009
529 room nights

Status: Proposals sent – contract sent – presently in negotiation

Conference Managements Associates
Feb 2009
2250 room nights

Status: Proposals sent – Client set to participate in October GBI Fam

State Farm 2009 Exotic Incentive (two waves)
October 2009
2500 room nights

Status: Site inspection was done this month. Went to contract – The Cove and Four Seasons 2 waves at The Cove and Two waves at Four Seasons.

Fideuram Group
2250 room nights
May 2008

Status: Proposals sent out – awaiting decision from client

Industry Events

Attended Meeting Professionals International Southeast Regional Educational Conference. The conference had a record number of participants and was completely sold out. 500 persons attended. During the tradeshow portion of the meeting assisted Westin/Sheraton Our Lucaya with their booth. As a result of participation in this conference The Islands Bahamas generated four qualified leads and invited six meeting planners on the Grand Bahama 2007 Fam. The conference was a huge success for us.

Activities

Planning process of Grand Bahama Island Presentations/Sales calls in Atlanta area – October 14-18, 2007 and North and South Carolina – October 29-Nov 2, 2007. Organize presentations for Groups training in September 2007.

Other activities for the month included telemarketing, setting up sales calls, distributing leads, emails, reports and other administrative work as well as assisting African American Market, groups department, vertical markets and industry partners whenever need arose..

Meetings/Presentations

Meetings were held with Motorola, JM Enterprises, Mayer Motivations and Mutual of Omaha – Suncoast Division. As a result of these meetings presently working on three programs.

AFRICAN AMERICAN MARKET
AUGUST 07 MONTHLY REPORT

- Spoke with Nichole Boyd, Meetings and Events Consultants for the National Black MBA Association, regarding the group's considering The Bahamas for upcoming board meetings etc. Ms. Boyd expressed that they are open to considering The Bahamas and requested a general information package which was forwarded. Ms. Boyd's name will be added to our list of Meeting Planners for familiarization site trips in 2008. JG
- Spoke with Mr. Charles Comer of the National Optometric Association regarding his group considering a land package stay in The Bahamas for one of their upcoming meetings. The group's last meeting was a cruise with a stop in Nassau. Mr. Comer advised that they would consider Grand Bahama for 2009. General information on Grand Bahama was forwarded. A group lead form was also sent so that information can be obtained from the larger properties. JG
- Spoke with Terry E. Jackson, Convention Manager for the International Society for Hypertension in Blacks. This group is currently considering proposals for their 2008 meeting; The Bahamas is among the considerations. Group leads were sent to Our Lucaya, Sheraton and Wyndham Cable Beach, and Atlantis for proposals. Will set up meeting with Ms. Jackson shortly and will continue to monitor. JG
- Met with Vanessa Williams, of the National Council of Black Mayors. The NCBM will take a contingent of approximately 30 Mayors to Nassau in October for ADHT Conference. The eight member Board of Directors and two administrators are confirmed. During the ADHT conference Ms. Williams will be afforded the opportunity to visit one or two out islands, as they are now planning their 2008 Board meetings. The organization will also have an opportunity to invite The Bahamas to become a Sister City member, and investigate the possibility of establishing "bridge building" programs including student exchanges. Will provide general information, monitor the list of Mayors attending conference, discuss with Lagrant for PR/photo opportunities. JG
- Congressional Black Caucus – identified and booked venue for Bahamas "signature luncheon" scheduled for Friday 28. Compiled invitation list, got assistance from The Henderson Group, Lagrant and Bahamas Consulate Washington. Guest speaker Mr. Ishmael Lightbourne, Alternate Executive Director, The World Bank, is confirmed pending his travel schedule. EA/JG
- The Island Heartbreak Experience – working with Ms. Nicloe Scott, on a group of 500 for a Girlfriends Getaway 4day/3night trip to The Bahamas February 2008. Have tentatively scheduled a site trip for two August 18 – 23, to visit properties in Grand Bahama and Nassau, meet with ground transportation companies and look at off property sites as possible venues for special events. Lead came from Kerry Fountain.

- National Coalition of Black Meeting Planners – Obtained special price package, from Grand Bahama Island Promotion Board to offer meeting planners pre and post trips to Grand Bahama during their Fall Conference in Miami November 28 – December 2, 2007. Packages will be posted on NCBMP web page.
- Made arrangements for Mrs. Xernona Clayton, Creator/Owner, Trumpet Awards, to make courtesy call on Minister, Neko Grant, (should his schedule permit) during her birthday visit to the Island, Wednesday August 29 – Saturday September 1. Will follow up on results.

P Richardson
Groups

PROJECTS

TRADE SHOWS

Incentive Works, August 21-22

Toronto

Made all final reconfirmations for all vendors for the show

Pre-mailer was printed, labeled, stamped and mailed (800)

Show attended by 8 Bahamas interests who received, at site, qualified leads

Golfing event also a success relative to the networking aspect.

Sandals also hosted a hole (#8)

Completed cost of program - with the exception of two vendors bills

Affordable Meetings, September 4-5

Washington

Reconfirmed all arrangements with vendors for the show

Shipped brochures and made 75 SDD cds for shipment

La Cumbre, September 4- 6

Hollywood

Although this event conflicted with Groups Sales Meeting, we supplied the required amount of meetings and incentives booklet as well as 75 SDD cds

Nassau

Pulled together NPI specific images for inclusion in the NPI looping slide show to be used in Africa?

West Coast

Plans well on the way for the 10 days of West Coast sales calls October 7-16. In addition to the regular appointments, Starwood will be hosting three events to coincide and the BTO has been invited to participate:

SAN FRANCISCO - DAY ON THE BAY

Starwood's annual Day on the Bay with the Blue Angels will be held on Saturday, October 6th from Noon to 5:00pm (with the pre-con begi

There will be approximately 100 key clients and their guests aboard the San Francisco Spirit yacht during Fleet Week!

SEATTLE MINI EXPO

Following from Day on the Bay Starwood will be holding a Mini Expo in Seattle. The Seattle Mini-Expo & Breakfast will be held on Tuesday from 7:30am to 10:30am at the W Seattle.

DENVER MINI EXPO

The Denver Mini-Expo & Cocktail Reception will be held on Wednesday, October 10th from 5:30pm to 8:00pm at The Westin Tabor Center

E-mailed all West Coast contacts the GBI group promotional campaign that is applicable til 2008.

Starcite

Continued to work with the organizers and data personnel on the input of the information supplied
Will need to have input from the groups sales personnel, etc., via a conference call, with the Starcite contact as to expectations, etc.
Upon final input (hoping for early September), will then continue to work to have a dynamite site.

CTO/HSMAI

Conference program is well on it's way. Expect two additional conference calls to 'tighten' up all aspects of the program.

Rotary Int'l

Coordinated a 20-piece junkanoo troupe to travel to Myrtle Beach, SC for the Rotary Int'l International Conclave in early October (4-6). . . performers, accommodations, bus transportation, etc.
Will be using local (FLL/MIA) group due to budget restrictions.

Other

2 casual days

Filled in' for the two-week holiday absence from office of our Chicago manager. Had a number of inquiries for the fams (NPI). Unfortunately, all requested slots were filled and was unsuccessful in selling the GBI fams (mostly dates were a challenge).

...ning at 11:15am).

... , October 9th

Football Tournament Boca Raton August 27,2007	<i>discussed. .Football Tournament in The Bahamas .Dates to have event Jan 25-27,2008 .Teams to play 5 teams from US</i>	<i>To have follow up meeting.</i>		
Team Florida USA Miami, Florida August,27 2007	<i>A meeting with coach Lisa Ingram from Team Florida USA Traveling Basketball team .discussed possible team visit to the Bahamas 2008.</i>	<i>To have ongoing meeting</i>	<i>Leonard Stuart</i>	<i>Ongoing</i>
Sales Call In Office	<i>Met with Director of Sponsorship Development for the Alonzo Mourning Charities. Respond to emails</i>	<i>Send information regarding golf courses in The Bahamas. Forward sales generate form.</i>	<i>Jameica Duncombe</i>	<i>August 1</i>
In Office	<i>Assist Montecristo with needs for their upcoming golf tournament in Grand Bahama.(November 27-December 2)</i>		<i>Jameica Duncombe/Charles Robins, Betty Bethel</i>	<i>August 2</i>
Casual Day	<i>N/A</i>	<i>N/A</i>	<i>Jameica Duncombe</i>	<i>August 3</i>
Casual Day	<i>N/A</i>	<i>N/A</i>	<i>Jameica Duncombe</i>	<i>August 6</i>
In Office	<i>Research, Respond to Emails, Calendar of Events</i>			<i>August 7</i>
In Office	<i>Conference Call/Meeting with Glenda, Greg and Sports Team</i>		<i>Jameica Duncombe</i>	<i>August 8</i>
Sales Calls In Office	<i>Met with GM of Bonaventure Golf Course regarding last year's proposed projects.</i>		<i>Jameica Duncombe</i>	<i>August 9</i>
In Office	<i>Respond to emails, Research new groups, Schedule meetings and update sales call listing</i>		<i>Jameica Duncombe</i>	<i>August 10</i>
In Office	<i>Respond to emails, Research new groups, Schedule meetings and update sales call listing</i>		<i>Jameica Duncombe</i>	<i>August 13</i>
In Office	<i>Respond to emails, Research new groups, Schedule meetings and update sales call listing</i>		<i>Jameica Duncombe</i>	<i>August 14</i>

<i>Out of Office/Sales Calls</i>	<i>Sales calls at various golf courses in the Deerfield Beach area.</i>		<i>Jameica Duncombe</i>	<i>August 15</i>
<i>In Office</i>	<i>Research new projects/Update Database</i>		<i>Jameica Duncombe</i>	<i>August 16</i>
<i>Out of Office- Tampa</i>	<i>Sales Calls in Tampa. Visit Saddlebrook Resort & the Arnold Palmer Golf Academy. Met with marketing person in charge of promoting the golf course.</i>		<i>Jameica Duncombe</i>	<i>August 17</i>
<i>Sales Call Coral Ridge Country Club</i>	<i>Sales Calls with various members of the country club. Networking with potential business persons in the golf industry.</i>	<i>Forward sales generated form</i>	<i>Jameica Duncombe</i>	<i>August 20</i>
<i>In Office</i>				
<i>In Office</i>	<i>Research/Update Database</i>		<i>Jameica Duncombe</i>	<i>August 21</i>
<i>Westin Hills</i>	<i>Sales Calls with various members of the country club. Networking with potential business persons in the golf industry.</i>	<i>Forward sales generated form</i>		
<i>In Office</i>	<i>Research/Update Database</i>		<i>Jameica Duncombe</i>	<i>August 22</i>
<i>Sales Call Melreese Golf Course- Miami</i>	<i>Sales Calls with various members of the country club. Networking with potential business persons in the golf industry.</i>	<i>Forward sales generated form</i>		
<i>Out of Office</i>	<i>Participate in weekly league for networking opportunities with club members and resorts guests.</i>	<i>Forward sales generated form</i>	<i>Jameica Duncombe</i>	<i>August 23</i>
<i>Bonaventure Golf Course</i>				<i>(Ongoing)</i>
<i>Out of Office</i>	<i>A monthly golf outing hosted by the South Florida Women's Golf Association Golf Outing, where business professional women participate in the event for business networking opportunities.</i>	<i>Forward sales generated form</i>	<i>Jameica Duncombe</i>	<i>August 24</i>
<i>SFWGA Golf Outing</i>				<i>(ongoing)</i>

Tour & Travel Monthly Report

Prepared By: **Raquel Garnette**

August, 2007

ACTIVITES/PROJECTS	STATUS	NEXT STEP(S)	MANAGER	DUE DATE
US Airways Vacations Fam Trip September 24 – 27th, 2007 Nassau & Grand Bahama	Assisting with planning of this fam, for seven agents from Arizona. Coordinated itineraries with the NPICB & GBI boards.	Awaiting confirmation of comp. tickets from Bahamasair and will finalize fam. details	RG	Sept 25
Trade/Consumer Shows 07/08	Continued to gather various invoices and information for upcoming shows.	Contact organizers and submit contracts. Forward coded invoices to accounts for processing.	RG/FF	Sept 7
GOGO Worldwide Vacations Conference – October 11 – 15th, 2007	Continuing to work with Lisa-Marie Domingo regarding specific requests for the group and crafting presentation for agents.	Obtain details of the Gala Dinner planned for 10/12	RG	

***Report to be submitted on 9/4/07 from Margaret Campbell who is out off office attending Funjet Trade Shows.**

11/10/07 10:10 AM
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Tour & Travel Monthly Report

Prepared By: **Conrad King**

August, 2007

ACTIVITES/PROJECTS	STATUS	NEXT STEP(S)	MANAGER	DUE DATE
<p>IN OFFICE ADMIN – Merged and purged lists for top travel agencies, Supplier Lists</p>	<ul style="list-style-type: none"> • Retail agency list comprises 75 top accounts from GoGo, Delta Vacations. List will be used for on-going retail sales activities. • Invitations have been prepared and will be sent out to Suppliers for Atlanta Supplier 2007 Night, which is scheduled for Oct 23. 	<ul style="list-style-type: none"> • Need to know status of budget proposal, as contract has been signed. 	<p>CK</p>	<p>Sept 4th.</p>
<p>SALES CALLS – Joint sales calls with Delta Vacations.</p>	<ul style="list-style-type: none"> • Many agents have not been to the Bahamas in recent years. There was disappointment with regard to Air Tran discontinuing the GBI, but there was also relief that Delta has picked up the slack to GBI and Out Islands. 	<ul style="list-style-type: none"> • Agusta has been targeted for additional sales activity, namely agency presentations, sales incentives, and / or FAM trip. Will add to calendar based on budget approval. 	<p>CK</p>	<p>Sept 4th</p>

<p>GoDekalb.com - Currently working on a barter / trade project with GoDekalb.com</p>	<ul style="list-style-type: none"> • Have spoken to a number of hoteliers, who I thought might have been interested, based on my initial meeting with the client. 	<ul style="list-style-type: none"> • Have asked the editor to submit an official proposal and now awaiting a proposal. 	<p>CK</p>	
<p>Personal Touch Travel – Have a presentation planned for local church, Sept 4th.</p>	<ul style="list-style-type: none"> • Have contacted Wholesalers and asked them to create special fliers for the event. 	<ul style="list-style-type: none"> • Expect to have GoGo, Travel Impressions, and Certified Vacations later this week. Will follow up with GBV also. 	<p>CK</p>	

Marketing Intelligence:

Agents reported that business was slow. They were somewhat concerned about the cancellation of the non-stop Air Tran flights from Atlanta to GBI, however, added that the additional service that Delta will be providing to GBI and the Out Islands will fill the void. At a recent meeting with DDG-David Johnson, some comments were made regarding Delta Airlines. The nature of the meeting did not afford further discussion or question. From what I gathered based on the comments that were made, there was an indication that the airlines has some concerns about short term bookings for Out Island flights. If you have details regarding future schedule change, please advise.

The Atlanta Journal Constitution, August 12, 2007. The headline read, “ Nonstop to Bahamas just got easier.” The ad featured Exuma and Eleuthera and Delta airline’s new service to the islands.

Airlines / Wholesale:

Delta: Has a contact over at Delta and based on DDJ comments regarding the flight, will requests numbers for Exuma and Eleuthera flights.

GoGo:

Have put the CEO of Global Business Developers in contact with Explorations, a virtuoso Travel Agency, and GoGo, to help finalize packages for the Global Business Summit, which is scheduled for GBI, summer of 08.

Delta Certified Vacations: Currently working with local sales manager with a limited number of its top accounts, to promote “companion fly free” Nassau promotion, which runs until mid September.

Competition:

RUI Caribbean Hotels: 3 Nights All- Inclusives:

Naiboa \$455.00

Punta Cana \$599.00

Riu Palace Macao \$ 649.00

** Nassau, Bahamas \$689.00

Jamaica from \$399.00 (save up to 35%)

St. Lucia – Romance in Paradise – from \$599 (save up to 50% on 3 nights all-inclusive)

Dominican Republic from \$699.00

** Freeport, GBI (3 nights all inclusive) Wyndham \$499.00

SPECIALS:

- US Airways Vacations** – Charlotte – Cancun \$675.00
- Aruba - 5,6,7th night free + \$100.00 F & B credit \$7950.00
- Grand Cayman – 4th Night Free promotions. Also offering a 50% off special to various hotels.
- Jamiaca – 40-50% off. Also offering 6th night free promotion and in-house room special gift. .
- GOGO Vacations** - Jamaica, Air + 4 days hotel, Lead price \$ 785.00
- Travel Impressions** - Jamaica, 3 nights \$175.00 (Land Only) Airfare available from cities nationwide.
- Aruba, 3 nights \$245.00

Delta Airlines - Atlanta / Cancun \$159.00 + taxes (One way)
 Atlanta / Honolulu \$329 + Taxes (one way)
 Charleston, SC / Honolulu 309 + Taxes (one way)

Delta Vacations - When staying at participating resorts, receive a \$200 per person air credit, first night free, free daily breakfast, plus discounts on participating ground activities.

Tour & Travel Monthly Status Report

Prepared By: DORNELL WATSON

TERRITORY: PA, DE, S. JERSEY, MD, DC, VA, NEW ENGLAND **AUGUST 2007**

ACTIVITIES/PROJECTS	STATUS	NEXT STEP(S)	MGR	DUE DATE
Six Flags America July 1 – September 3, 2007	Ongoing – Participated in 2 on-site promotions w/Greenbelt Travel at the park. As of now there have been about 4	Submit invoice to Director. Trip to be drawn the week of	DW	9/10/07

	inquiries but no bookings. Last on-site promotion is scheduled for 9/8/07.	9/10/07.		
Kiwi Magazine	Proposals have been drafted for 2 sets of trips and are being sent to hotels in GBI, NAS and Out Islands.	Submit and follow-up with hotels as ads have to be submitted by the end of September.	DW	9/29/07
American Airlines Managers Meeting (22 pax) 8/1/07	Did a Bahamas presentation to District Managers from the Mid-Atlantic Region discussing several initiatives we would like to participate with them on. Also invited Cheryl Kaspryscki of Starwood Hotels to speak on her Bahamas properties. Two hotel stays were presented to the managers.	Share contact information with colleagues, also submit request for seats for a fall fam trip.	DW	9/29/07
Thomas Travel Service Luxury and Adventure Travel Show (11/4/07)	Follow-up calls were made to 5 Out Islands resorts however there was no interest in participating.		DW	
7/31 – 8/27	Completed 24 sales calls in Bethlehem, Newtown Sq., Broomal, Allentown, S. Jersey, Jenkintown, and Rockledge.	Follow-up with select agencies with reports on Sheraton and Breezes.	DW	

Marketing Intelligence

Agents continue to report that business was slow. Not much was reported for Bahamas bookings and agents are still complaining of high airfares and expensive all-inclusive hotels. Mexico, Jamaica, Punta Cana, Cruises, Europe and Hawaii were popular this summer. Many agents feel that travel is down due to the economy and high interest rates, also to some extent the passport requirements. Fall travel despite pre-fall specials is said to be slow.

A few agencies have asked me to give a report on Breezes upon my return from vacation in Nassau, due to the number of complaints.

Competition

Bermuda - Has an "Endless Summer Promotion - \$300 Free" which allows consumers to choose from select 4-nt packages at participating hotels and receive a \$300 iCard Gift Card to use on-island. The promotion ends 10/27/07 for travel by 10/31, and is available through all of the major tour operators.

Tour Operators/Airlines Report

Apple Vacations - Numbers were provided August 7th for the number of passengers to NAS and GBI for June 2007.

GBI – 53 Pax and NAS – 407 for a total of 460 passengers

American Airlines was the leading scheduled airline to both NAS and GBI followed by US Airways and Delta.

Gogo WWV (Allentown, PA) – spoke with manager, Kathy Stephen, who reported that Bahamas sales for the 2nd Quarter was down by 30%.

Future sales for the 3rd Quarter is said to be \$68,000 and there are 8 bookings reported from the recent NPIPBAir Credit Promo which ended 8/27.

There were no complaints on the destination.

Peach Vacations – based in Allentown has moved and has left no forwarding address. Numerous messages have been left but still no response, therefore the status of the tour operation is unknown at this time.

Trade Shows – Agent/Consumer

Nothing to Report

Presentations

8/1/07	American Airlines Managers Meeting	22 Pax	Philadelphia, PA
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Tour & Travel Monthly Status Report
AUGUST, 2007

Prepared by: Cleveland Williams

Territory: Connecticut (CT)

ACTIVITIES/PROJECTS	STATUS	NEXT STEP (S)	RESPONSIBILITY	DUE DATE
<p>Caribbean Tourism Organization</p> <p>NY CTO Week 06/07 Debrief Meeting:</p> <p>08/02/07</p>	<p><u>Caribbean week 06/2008</u> Designated "Caribbean/American Week"</p> <p>Washington will focused more on Caribbean Region.</p> <p>Significant changes in 2008 Caribbean Tourism's marketing.</p>	<p>Updates to follow from CTO Headquarters and member NTO's will be informed at next NY CTO Meeting</p>	<p style="text-align: center;">CW</p>	
<p><u>Caribbean Fair</u></p>	<p>This area generated lots of controversy, as some members felt as though they did not receive ample exposure and media coverage. Some destinations did whatever it took, to gain exposure and media coverage.... and to sell vacation packages at the show.</p>	<p>It has been suggested doing a street fair- similar to "Brazil Day" in New York, which requires special permits for road closure and other logistical matters. CTO will investigate the ease and feasibility of changing the venue for '08. It is felt that a weekend</p>	<p style="text-align: center;">CW</p>	

		event could possibly generate a larger and more focused crowd.		
<p>Sales Calls Travel Agencies</p> <p>08/03 – 08/27/07</p> <p>Avon, Galstonbury, Rocky Hill, Bridgeport, New London, Killingworth, New London, Windsor, West Port, CT</p>	<p>Conducted Sales Calls & Bahamas presentations to the indicated Travel Agencies:- introduction of myself as the new Bahamas representative, new developments within the three (3) island destinations were highlighted, as well as new Delta airlifts from Atlanta to the Exuma and Eleuthera.</p>	<p>To develop an ongoing working relationship with these agencies to enable their ease in developing better business and sales to TIOTB.</p>	<p>CW</p>	

Marketing Intelligence

Connecticut is considered one of the wealthiest of US States and is a fertile ground to develop excellent Bahamas business. The majority of Travel Agencies called upon, clients are classified as middle or upper class status, with good disposable income.

Islands sold in The Bahamas are:

Nassau/ Paradise Island:

Nassau is sold often, but the reconstruction program at the Radisson Cable Beach has created a dent in business. This property because of it's All – Inclusive packages were ideal. This has caused sales to decrease from Nassau. The only worthwhile hotels are said to be Sandals Royal Bahamian and the Atlantis. Atlantis, presents challenges for Agencies selling group business as it does not easily accommodate meal plans , and space availability. Breezes does not have a good reputation in Connecticut. Clients are looking more and more for luxuries properties.

Grand Bahama Island:

Grand Bahama is well known, but difficult to sell as clients are looking for Direct flights. In the past GBI was greatly sold due to Laker Airways flying out of Hartford, Connecticut to GBI. Some sales are directed to GBI at the Our Lucaya Hotel.

Out Islands:

The Out Islands are not sold much due to:

- the lack of agents product knowledge
- clients are not aware of their existence
- very little direct flights to the Out Islands
- MOT/BTO needs to focus more marketing efforts of the O.I. in the US market
- Agencies selling O.I.(s) find it very frustrating when small carries change flight itineraries.

Competition

Barbados, St. Lucia, along with the Dominican Republic, are said to be doing very well as far as sales and bookings. These destinations offer more affordable vacation packages- in particular- All Inclusive packages are being sold. Dom Rep. is doing extremely well not only because of their All Inclusive packages, but because of new hotel properties.

TNT Vacation offers: Puerto Vallarta from \$ 629, Aruba from \$649, Jamaica from \$819, Nassau/Paradise Island from \$419, Bermuda from \$\$819,

Apple Vacations Offers: Aruba from \$849, Cancun from \$549, Jamaica from \$575, Nassau from \$ 549, Punta Cana from \$ 629.99

Tour & Travel Monthly Status Report Midwest				
Prepared By: LEVAUGHN COOPER		MONTH: AUGUST 2007	TERITORY: N. Chicago, Wisconsin, Michigan, Indiana, Ohio, Kentucky	
PROJECTS	STATUS	NEXT STEP(S)	RESPONSIBILITY	DUE DATE
8/2-4 Carlson Wagonlit National Meeting Schaumburg, IL	Completed: This conference was well attended. According to the organizers, over 600 associates and 300 suppliers were in attendance.	Send business cards of agents to colleagues. Mailed out brochures to agents in my territory who did not want to carry them		
8/1,7,15-16,21-23 Sales Calls	Completed: Sales calls were made in Batavia, St. Charles,			

	Orland Park, Oak Lawn, New Lenox, Frankfort, Alsip, Lemont. Informed agents about our online specialists program and the upcoming additional airlift (Spirit Airlines) into Grand Bahama.			
WHPR/TV 33 Detroit Public Television Project	Ongoing: Working with RJ Watkins of WHPR/TV in Detroit who plans on having a New Years Eve performance in Grand Bahama with the Dennis Edwards Temptations and the Supremes	This was forwarded on David Johnson and Nalini Bethel for review. Awaiting the proposal from Mr. Watkins so that discussions can begin		

Marketing Intelligence

This is the summer months and business is slow all around for most agents. The Caribbean is down overall for land stays, but cruises are still on the rise. Europe is a big seller for most of the agents despite the fact the package price is expensive. Many of the agents attribute this to several factors:

- People are now more comfortable traveling to that part of the world
- Their clients are looking for something more interesting
- They are able to see a few cities on a tour

Mexico and Dominican are still doing well out of this area because of the advertising and numerous charter service by Apple/Funjet and the all-inclusive properties on those destinations. Agents said that they would like to sell more Bahamas because it is close and a good weekend getaway, but these are some of the reasons why is difficult:

- No enough adequate all-inclusive properties
- Lack of non-stop air transportation for a short weekend stay as well as charter service
- Bahamas is highly priced when compared to other destinations

These agents for the most part, sell more Atlantis, Radisson, Sandals & Breezes.

Mexico, Disney, Cruises & Europe are the destinations that's selling from this market.

Packages are sold mostly thru: Apple, Funjet, AA Vacations, Travel Impressions & Classic

Trade Associations:

None at this time. They all took a summer break to resume in September

Airlines:

- American Airline said that they will be offering low introductory rates to Nassau when the flight resumes again at the end of October. I informed him about the concerns from my agents in the area, i.e., AA always prices higher into Nassau and this is due in part to the small aircraft and the lower airfare are sold out quickly

Misc:

Complaints: Received three complaints about Riu Hotel. Have a letter from one of my agents, which I will forward onto Hotel Licensing and Complaints Dept. Also a complaint was received about SuperClubs Breezes about the rooms being in poor condition and the food not good

Tour & Travel Monthly Status Report

Prepared By: LURLINE BUBB

July 27 & AUGUST, 2007

ACTIVITES/PROJECTS	STATUS	NEXT STEP(S)	RESPONSIBILITY	DUE DATE
July 31-04 August, 007	Assisted Shabac, A Bahamian Gospel group from Nassau during their Tour in various Cities in Texas. Needless to say, the group Represented The Bahamas during their performances extremely well. Each Church gave us the opportunity to display Bahamas brochures before and after each performance. This exposure gave us the opportunity to meet local Ministers/Pastors with Congregations of 500 and above. We will continue to follow up with the local Pastors for additional business. Unfortunately, it was not advertised I would like to see		Lurline	

	<p>some media exposure during events of this magnitude... Approximately 1,000 persons combined were in attendance.</p>			
August 06- 15 – Vacation	Vacation	.	Lurline	
August 21, 007- Meeting with World ventures.	<p>Met with Grant, World ventures, Director of Travel and Ms. Cynthia Russell, groups' Manager. They are excited that a group of 200 is confirmed at the Atlantis Resorts, Sept, 2008. This is the second group from World ventures to the Atlantis. In addition, a group of 500 on Carnival cruise is schedule to travel to Nassau, Sept- a2007. They are asking us to provide Bahamas bags and general brochures.</p>	Brochures & Bags will arrive Sept 05, 007.		
August 24-007 -Meeting/GBITB,World Ventures	<p>Met with Mr. Grant Mertz Director, Worldventures Travel, Headquarters located in Plano, Texas. In attendance were, Ms. Donna Isidora, Grand Bahamas Island Tourist Board, FI, and Ms. Becky Reincke, National Sales Manager, Pelican Bay at Lucaya, FI. We discussed a number of ideas to generate more business to Grand Bahama Island, and to maximize our potential to over 40 thousand members of World ventures and growing. Projection for 2008 will exceed 80 thousand members. GBI, gave a power Point Presentation, Pelican Bay also gave a presentation on groups/Product and what they can do for WV. Mr. Grant Mertz</p>	. GBI team will follow up. However, as a courtesy to the Dallas based CO., I will follow up on v consistent basis	Lurline	

	<p>Challenged GBI and Pelican Bay Sales Managers to host the President, V. President and Directors of World ventures to put a promotional Trip for them in October, 2007 for a Photo Shoot and meetings...Our over all goal is to offer 60-70 rooms for WV. Members. In addition, host one of their Dram trips of over 400 persons...</p>			
August 25-26-007	<p>Dallas Women's Show, Dallas, Texas. Grand Bahama Island Promotion Board and Pelican Bay, participated in The Dallas Women's Show. Approximately Eleven thousand were in attendance. Thanks to GBI. For picking up the Tab. We met a few perspective clients who expressed interest in promoting The Bahamas, focusing on Niche Markets such medical groups, Christian Media groups and Women's association.</p>	<p>Lots of follow up will be made.</p>	<p>Lurline</p>	

Marketing Intelligence

Travel

See - WORLDVENTURES.com

•Grant Merz, Director of DreamTrip Travel, sits on the Bahamian Tourism Board Advisory Council. >> Dallas Local Board. One of Eighteen, in Dallas.

“•We have sent over 2000 passengers on Carnival Cruise Lines in the last three months” Mr. Grant Mertz.

Trade Organizations

Attend CTO, Chapter Board meeting, Dallas, August 28, 007- We discussed, out of Country meeting for 2008. I will follow up with Pelican Bay for rates and assistance.

Korean Travel Agents, Media, Los Angels Project- Update.

Received correspondence from Mr. Jimmy Kim,” Kingdom of the Caribbean Tours”. Los Angeles, July, 007. Per directives from our Regional Director Tour & Travel. I contacted Mr. Kim via Telephone, and sent him an introductory follow up letter. Mr. Kim indicted that there are over 100 Korean Travel agencies, One Million Koreans currently resides in Los Angeles and 39 - 747 Jumbo Jets from Soul Korea arrive in Los Angeles weekly. Mr. Kim indicted also that if The

Tour & Travel Monthly Status Report
July 27 & AUGUST, 2007

Prepared By: Nuvolari Chotoosingh

Territory: New York, New Jersey

ACTIVITES/PROJECTS	STATUS	NEXT STEP(S)	RESPONSIBILITY	DUE DATE
Sponsor CTO-Long Island Chapter monthly meeting Sept 26.	Sent invitations out to partners to participate	Received positive response from several partners awaiting reply from others.	Nuvie	Sept. 4

In-house training of Liberty Res Agents in Rahmsey NJ	Updated some 12 in-house reservation agents on TIOTB. Putting emphasis on GBI & OI	Next training set for Sept. 17	Nuvie	Sept 17
Sales Calls were made in , Madison, Convent, NJ In-market activities suspended until further notice.	Agents advised of slowdown in business.	Updated agents as to branding of Cable as Sheraton, provided new maps of the Atlantis property and informed of new team now in place to push GBI forward.	Nuvie	

Monthly Status Report
August, 2007
Department: Tour & Travel - Florida
Submitted By: Norma Wilkinson

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<i>Initiatives</i>	<i>Status</i>	<i>Next Step</i>	<i>Responsibility</i>	<i>Due Date</i>
8/1 – 8/14 In office	<ul style="list-style-type: none"> • Office duties • Answered emails and voice mails • Sent information to persons requesting same 		NW	Completed
8/15 Out sick			NW	Completed
8/16-8/27	<ul style="list-style-type: none"> • Vacation 		NW	Completed
8/27-8/31 In office	<ul style="list-style-type: none"> • Office duties • Answered emails and voice mails • Working on travel agent list to make sales calls 		NW	Completed

Monthly Status Report
August, 2007
Department: Tour & Travel
Submitted By: Cecile Torrence

<i>Initiatives</i>	<i>Status</i>	<i>Next Step</i>	<i>Responsibility</i>	<i>Due Date</i>
<i>8/01 In-office – Telemarketing & admin matters</i>			<i>CT</i>	
<i>8/02 In-office – telemarketing & admin matters</i>			<i>CT</i>	
<i>8/03 In-office telemarketing & admin matters</i>	<p><i>Worked on fam trip to Nassau Sept. 14-16. Group of 16 in Vero Beach are ready to go. Will also invite a few from Ft.Lauderdale bringing the group to twenty including myself.</i></p> <p><i>- Requested rooms/itinerary from NPIP.</i></p>			
<i>8/06 In-office – telemarketing/admin matters</i>	<p><i>Spoke with Aaron Lang, GM, Harley Davidson, Sunrise – discussing online sweepstakes.</i></p> <p><i>Completed fam trip invitation.</i></p>	<i>Set up appointment to further discuss.</i>	<i>CT</i>	

<p>8/07 In office- telemarketing/admin matters</p>	<p>Sent prize certificates to KOOL 105.5.</p> <p>- Spoke to Discovery regarding Black Bikers Assoc. going over to GBI with their bikes.</p>	<p>Follow-up with GBMOT to see if this can happen.</p>	<p>CT</p>	
<p>8/08 In-office- telemarketing/admin matters</p>	<p>Secured air for fam with Bahamasair – group to fly out of Orlando. Bahamasair offering rate of \$185.15.</p>		<p>CT</p>	
<p>8/09 In office – telemarketing/admin matters</p>	<p>Promotion with KOOL 105.5, Clear Channel, WPB, proved to be very successful. They provided TIOTB with the following:</p> <ul style="list-style-type: none"> - 63 live promotional mentions - 38 recorded promotional mentions - Web-sit inclusion for one week - E-mail blast <p>Total value - \$31,000</p> <p>The BTO provided six trip giveaways with air. Pelican Bay, Ocean Reef, Treasure Cay Resort gave the accommodations and Bahamasair gave the air.</p>		<p>CT</p>	
<p>8/10 In-office – telemarketing/admin matters</p>	<p>Four week summer promotion with 95.3 OLZ, Naples/Ft.Myers ended today. TIOTB received:</p> <ul style="list-style-type: none"> - 160 live/or recorded promotional announcements - 40 live qualifying 		<p>CT</p>	

	<p><i>contests</i></p> <ul style="list-style-type: none"> - <i>Logo on web site with link to bahamas.com</i> <p><i>Total value - \$33,000. BTO provided four trip giveaways with air. Westin/Sheraton at Our Lucaya gave the accommodations and Continental Airlines gave the air. Radio station very pleased with results of promotion.</i></p>			
<i>8/13 In-office – telemarketing/admin matters</i>	<i>Worked on fam trip – securing hotel – group requested Atlantis for host hotel. Atlantis charging travel agent rate.</i>		<i>CT</i>	
<i>8/14 In-office – telemarketing/admin matters. Gold Coast TIA Dinner Meeting</i>	<p><i>Spoke with Harvey Spiegler, of the Army Recruiting Battalion, regarding Bahamas Getaway packages for soldiers returning from the war. Packages will be geared towards family travel. They are responsible for 52 Battalions throughout the USA.</i></p> <p><i>- Gold Coast TIA Monthly Meeting -- Uniworld River Cruises sponsored meeting. Approx 65 agent attended.</i></p>	<i>Contact GBV for packages.</i>	<i>CT</i>	
<i>8/15 In-office – telemarketing & admin matters</i>	<i>Secured air and hotel for Liberty Travel GBI booking incentive winner, who plans to travel Sept 7-9, 2007. She and her guest will be</i>		<i>CT</i>	

	<i>staying at Pelican Bay. She also plans to take her mother and father along.</i>			
<i>8/16 Gold Coast TIA Board Meeting</i>	<i>Board meeting to turn over notes to the new board, also to start plans for the Holiday Party in December.</i>		<i>CT</i>	
<i>8/17 & 20 In office –telemarketing & admin matters</i>	<i>Arrange appointments for joint calls with Pelican Bay.</i>		<i>CT</i>	
<i>8/21 Sick Day</i>			<i>CT</i>	
<i>8/22-23 Joint sales calls – Pelican Bay.</i>	<i>Agents somewhat busy – many of them don't bother with just air, they sell packages. Some were aware of Spirit's flight out of FLL into GBI.</i>		<i>CT</i>	
<i>8/24 In office – telemarketing & admin matters</i>	<i>Continue working on Nassau fam trip scheduled for Sept.14-16. Received checks from all agents - thirteen have signed up to participate.</i>	<i>Request invoice from Bahamasair</i>	<i>CT</i>	
<i>8/27 In office – telemarketing admin matters</i>	<i>Confirm appointments for joint sales calls with Westin/ Sheraton at Our Lucaya.</i>		<i>CT</i>	
<i>8/28-29 Joint sales calls – Westin/Sheraton at Our Lucaya</i>	<i>Some agents visited have not actually seen the property but continue to send their clients there. We were able to confirm two lunch presentations.</i>	<i>Fam trip to follow.</i>	<i>CT</i>	
<i>8/30</i>			<i>CT</i>	

8/31			CT	

Leave Record:

8/21 - Sick Day

Marketing Intelligence:

- According to the U.S. Bureau of Economic Analysis, Naples, with a per capita income of \$53,265, is fourth in the nation and first in the state. While Indian River County's per capita income of \$49,305 is up from \$46,219 in 2005, is second in the state and seventh in the nation. Vero Beach has become a haven for the wealthy retiree population.
- Palm Beach Post Travel Section 8/5 – 'Harbour Island – Three ways – Lux – Less (is more) and Family". Travel Writer, Mark Schwed writes about the best on the island. The best food, lunch, dive bar, romantic restaurant just to mention a few. He also mentions Romora Bay, Pink Sands and the Bahama House Inn.
- Besides cruises, Europe and Vegas are the top sellers in S. Florida. It appears that the matured market is really traveling far away from home.
- Some agents are not too thrilled that Spirit Airlines is starting service to GBI, they claim that the airline has no or poor customer service and they are finding it very difficult to work with them.

Competition:

- Air Jamaica Launches Fare Sale – All Air Jamaica tickets from every US gateway was on sale the week of Aug.6. To qualify, bookings must be completed by Aug.23 for travel Sept.7 through Dec.14. Roundtrip fares include \$149 from Ft. Lauderdale or Miami to Kingston or Montego Bay and \$339 between Chicago and Curacao. Bookings must be done three days in advance.
- Royal Caribbean offering 5 day/4 night cruise to the Bahamas from \$199 interior cabin and \$239 exterior.

Monthly Status Report
August, 2007
Department: T&T - Orlando
Submitted By: Jennifer Gardiner

Original Document
 08/28/07 10:00 AM
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<i>Initiatives</i>	<i>Status</i>	<i>Next Step</i>	<i>Responsibility</i>	<i>Date</i>
CBS Outdoor	Pending	<p>Met with Karen Clark, Account Executive to discuss using Outdoor advertising to reach consumers on the move and driving business to TIOTB.</p> <p>Greater /Metro Orlando and Central Florida is a heavy drive market for domestic and tourist alike with some 1.8 million people, over 48 million annual visitors and is 20th largest metropolitan region in the USA. The Bahamas needs to more visible in this area for consumers to consider a Bahamas experience. CBS to submit proposal tailored for TIOTB. Will forward to PR and Communications for consideration.</p>	JG	8/9
Gogo Tours Booking Incentive Program	Ongoing	<p>Gogo Incentive program is entering its final month. The winner for the month of July is Evangelista Santos from the Winter Park office in Orlando. Eva received 4days/3nights at the Suites of Pelican Bay roundtrip airport transfers compliments of GBIPB and 2 roundtrip airline tickets compliments of Bahamasair.</p> <p>Atlantis dominates the month of July with most bookings followed by Sandals, Nassau Palm and Treasure Cay Beach.</p>	JG	June-August
Bahamasair/Travelocity	Completed	<p>Sat in on meeting between Bahamasair and Travelocity. Travelocity is seeking to renew Bahamasair contract to assist</p>	JG	8/28

		<p>with redeveloping website to better sell destination packages to the travel consumer, increase Bahamasair performance and partnership opportunities.</p> <p>Currently Travelocity's Bahamasair package for Nassau is at 68% and GBI 75% - generated revenue 2005-2006 31%</p> <p>Air Only – Jan – Jul 2007</p> <ul style="list-style-type: none"> • Tkt count increase 14.7% • Sales increase 0.3% • ATV decrease 12.5% <p>Packages Only – Jan – Jul 2007</p> <ul style="list-style-type: none"> • Tkt count decreased -36.5% • Sales decreased -41.5% • ATV decreased -7.8% <p>Lead destination of choice - Las Vegas, Hawaii, Orlando, Jamaica, but confirms Caribbean store follows closely behind Las Vegas.</p> <p>Top 5 Producing Markets: Air Only</p> <ol style="list-style-type: none"> 1. MIA/NAS 2. MCO/NAS 3. FLL/NAS 4. FLL/FPO 5. MHH/PBI <p>Top 5 Producing Markets: Packages</p> <ol style="list-style-type: none"> 1. MIA/NAS 2. FLL/NAS 3. FLL/FPO 4. MCO/NAS 5. FPO/NAS <p>We also discussed partnering on promotional and media opportunities with Corporate partners such as Lockheed Martin, AARP. Second meeting to discussed details in the coming weeks.</p>		
<p>Caribbean Week Canada September 24-29, 2007</p>	<p><i>ongoing</i></p>	<p>Solicited participation from Bahamas Chef of the Year Executive Chef Wayne Moncur and Head Chef Alpheus Ramsey from the Atlantis Resort to showcase their skills during the upcoming Caribbean Week Celebrity Chef Program in Toronto, Canada September 24 – 29, 2007.</p> <p>Chef's bios submitted for media campaign, recommended menu for</p>	<p><i>JG</i></p>	<p><i>July/August</i></p> <p><i>8/2/07</i></p>

		<p>Baxter Awards and menu suggestion for the Governments of State Caribbean Ball also submitted. Recipe preparation for menu postcards completed and will be submitted today. Chefs schedule is as follows:</p> <p>Celebrity Chef Schedule: September 25 –</p> <ul style="list-style-type: none"> • Arrival • 7:00 pm Briefing <p>September 26 –</p> <ul style="list-style-type: none"> • Shopping for food supply for week activities <p>September 27 – Pending: 6:00 am</p> <ul style="list-style-type: none"> • Chef Wayne Moncur and the Royal Bahamas Police Pop Band appearance on local Morning Talk Show <p>Media Marketplace Reception: Confirm – 11:00 am – 2:00 pm</p> <p>Caribbean Lifestyle Cooking Classes Pending – 5:00 -9:00 pm</p> <p>September 28 – Baxter Awards Luncheon: Confirm – 11:00 am- 2:00 pm</p> <p>Governments of the Caribbean Gala & Awards: Confirm – 6:00 pm – 1:00 AM</p> <p>September 29 – Departures</p> <p>In addition to the Celebrity Chef program, BTO Canada is also participating at the following events:</p> <ul style="list-style-type: none"> • Caribbean Fair • Media Marketplace • Toronto Travel Show • Int'l World Tourism Day 		8/29/07
Spirit Vacations Fall Program	Pending	MOT proposal submitted to Spirit Vacations to run Marketing Campaign October-November, 2007.	JG	Aug 6 Aug 16

Proposed Budget: \$7,000.00
(Approval for \$10,000)

Program: October-November, 2007

Consumer Direct:

- Featured Destination on Spirit Vacations Home Page
- Great Deals Listings
- SV Database Email Campaign

Travel Agent Marketing:

- VAX Hot Deals
- Press Release

Spirit Vacations will also provide a monthly report to reflect bookings and on-line consumer campaign results.

August 6th meeting it was decided that allocated funds will go towards promoting the new service to GBI coming on stream in December. I have since had strategy discussions with Kerry Fountain and James Turner (who has also received a \$160,000 proposal from SV) regarding collaborated of efforts for Media Campaign.

Kerry has advised that MOT contract agreement with Spirit Airlines provides for a media plan and MOT should not invest additional funds to support the effort.

How doe's this relate or affect the Florida plan? Should Florida remove itself from the equation for the time being?

Pinnacle Financial Corp.	Pending	Met with Mr. Brooks Rawlin, Branch Manager and Millie Olan, Product Assistant to discuss promotional opportunities such as monthly Sweepstakes and Employee Incentives. Mr. Rawlin to submit proposal.	JG	Aug 15
AAA-TRAVEL IMPRESSIONS FLORIDA PROGRAM	Pending	Bahamas proposal submitted to Travel Impressions soliciting partnership for Florida program with AAA Travel. Travel Impressions has acknowledged and has expressed excitement regarding the program. September 19 has been confirm for following meeting to discuss details and line up the next steps to include TI/AAA Marketing team. Bahamas Day at AAA Travel Heathrow schedule for October 4.	JG	8/01

Marketing Intelligence:

Tourism bureau sticks with \$68M ad strategy (Orlando Sentinel 8/22/07)

The Orlando/Orange County Convention & Visitors Bureau declared its two-year \$68 million promotional blitz an early success and said the campaign will continue using the same theme next year. The campaign targets women ages 25-54, whom the bureau considers key decision-makers when their families plan to travel. The campaign will include TV commercials, magazine ads, web advertising and direct marketing to promote the region.

Based on their success in 2007, they are staying on course for 2008. Early indications are that the campaign is making a difference. The marketing campaign relies heavily on revenue from Orange County's resort tax. The tax was increase from 5 percent to 6percent last September and the bureau has been using extra revenue of its promotional efforts. The bureau launched a mid-year campaign this month that will end in October. The campaign, called Endless Summer, promotes room-rate deals and fixed priced menus at more than 50 restaurants. Aimed at Florida and Georgia residents, it is using newspaper inserts, online advertising and direct marketing. Later this fall, a Canadian campaign will use television, radio, newspaper and online ads aimed at women with children.

The biggest effort comes early next year in the form of a major multimedia campaign. Television ads will air from mid-January to early May on four national networks and an assortment of cable-TV channels. Prints ads will begin in March in 18 magazines and an assortment of direct-marketing and online efforts will take place throughout the year. Additional the bureau is planning a series of overseas promotion and road shows targeting individual cities. Domestic campaign has seen a 6 percent increase.

Dream on at Disney through next year... Year of a Million Dreams and its prizes will get an encore (Orlando Sentinel 8/707)

Dream on, Walt Disney World visitors for yet another year. Disney is extending its popular Year of a Million Dreams giveaway promotion another full year, through the end of 2008. Since "Dreams" debuted in October 2006, the campaign has been credited with helping drive a strong steady surge in customers at Disney World's four theme parks. More than 846,000 dreams have been awarded to guest selected at random.

Florida faces worst budget woes since 9-11... Legislators return to Tallahassee next month to slash about \$1.1 billion in state spending (OS 8/5/07)
Tallahassee, Florida is in its worst state budget hole since the Sept. 11 terrorist attacks, with the downturn likely to deepen. Sales tax, which provide the bulk of Florida's general revenue are off \$746.1 million.

Maxine Lockhart Groups September 2007 Monthly Report

IT & ME

Participated in IT & ME in Chicago, Illinois. This tradeshow is held each year at the McCormick Center. This show in the past was a place you could book business and showcase The Islands of The Bahamas. The show was extremely slow for all exhibitors including The Islands of The Bahamas. Attendance for the show appears to lower each year.

In speaking with meeting/incentive planners, they are looking at attending this show differently today. Planners are finding that they just do not have to time to fly out to attend this show and when they do, they are flying in for the day and either fly out that night or the following morning. They feel that they can get more business at their desk booking business. The reason for this is that suppliers are going to see them, they are using their relationships to book business and with access to the internet and email they do not find the show to be a great draw any more.

The booth location rotates each year and The Islands of The Bahamas booth was more to the back but Florida, Hawaii and others who were located at the front entrance also found the show to be extremely slow. Trade shows on the whole for Meeting/Incentives planners, according to planners and suppliers alike have been getting progressively show. We might want to rethink our investment into these shows and follow the trend. Attendances at tradeshow continue to drop all around for the meeting/incentive market. We did have some planners attend and lots of the usual travel agents that show up during meal/drink time. While I believe we should participate in the show to some extent, I believe the Ministry of Tourism should play a more active role in all aspects of the show from preparation to execution. My recommendation is that we seriously reconsider our investment and participation in this show to ensure a greater return on investment for the entire Islands of The Bahamas.

Industry News & Trends

There are a larger number of corporations that are booking direct and not going through incentive houses.

Curacao and Turks and Cacios are emerging destinations for meeting and incentive planners

Group Leads

Below is the list of group leads sent out during September 2007:

Seacoast National Bank "The Passport Program"
April 2008
100 room nights
One & Only Ocean Club

UNCLASSIFIED
DATE 12/12/2012 BY 60322 UCBAW

Status: Proposal/contract sent by Ocean Club and Four Seasons. Went to contract with Ocean Club. Presently working on putting together a few promotional items and would like to have destination services work on VIP meet and greet for this very upscale clientele. This is the private banking division of Seacoast National Bank and everything must be perfect for this group.

International Nuclear Power Meeting

September 2009

1800 room nights

Status: Leads sent/Proposals sent/received (Westin/Atlantis-The Cove) – Client presently working on logistical and security plans as this is a very powerful and secretive meeting before making a decision. Participants will be coming from USA, Canada, Europe, Africa and Asia.

JM Family “2010 Cash Bash”

October 2010

2800 room nights

Status: Proposal sent/received (Atlantis/Westin) -awaiting client’s decision

Spherion

June 2008

900 room nights

Status: Proposals sent (Atlantis/Westin). Client booked El Conquistador, Puerto Rico.

Industry Events

Attended South Florida Chapter of Meeting Professionals International monthly meeting.

Activities

Planning process of Grand Bahama Island Presentations/Sales calls in Atlanta area – October 14-18, 2007 and North and South Carolina – October 29-Nov 2, 2007. Also attending Destination Management Meeting and groups training in Nassau in September 2007.

Other activities for the month included telemarketing, setting up sales calls, distributing leads, emails, reports and other administrative work as well as assisting African American Market, groups department, vertical markets and industry partners whenever need arose..

Meetings/Presentations

Meetings were held with Awards & Incentives, Business Meetings and JM Enterprises. As a result of these meetings presently working on two programs.

AFRICAN AMERICAN MARKET
SEPTEMBER 07 MONTHLY REPORT

- Continuing to follow up with Ms. Nicole Boyd, Meetings and Events Consultant for national Black MBA Association. The group has not yet decided on a destination for their 2009 meeting. Hotel and general information was sent, and her name was added to our list for 2008 meeting planners familiarization trips. JG
- Mr. Charles Comer, National Optometric Association, has advised that his group will go to San Francisco for their next meeting. However, they are still open to The Bahamas/Grand Bahama in particular, for their 2009 meeting. The group visited Cancun in 2006 and tries to visit an international destination at least 2-3 years. The group normally requires an estimated 50 rooms for a five day stay. General information and hotel information was forwarded. Will also send information on upcoming Grand Bahama meeting planners fam dates.
- The International Society for Hypertension in Blacks has made a decision to take their 2008 conference to New Orleans, LA., however, there is still interest for The Bahamas in 2009. RFP information received will be placed on file for future follow up. JG.
- During NPIP meeting planners fam September 13-17, 2007, met with Dr. Patricia Newton, meeting planner for National Association of Black Psychiatrists. Dr. Newton has requested a letter be sent to her from a senior official in MOT inviting the group to visit The Bahamas. Presently co-coordinating. JG
- The Executive Director and other members of National Conference of Black Mayors will be attending the upcoming ADHT Conference at Atlantis October 10-14, 2007. We've made arrangements to meet with Board Members to try and confirm their 2008 Board meeting in The Bahamas.
- Tamara Gayden, Meeting Planner for National Medical Association, attended our Bahamas Signature luncheon in Washington D.C., during CBC September 27, 2007. Following her attendance at the luncheon, Ms. Gayden sent a RFP for a small group meeting. The RFP was sent to hotels in Nassau and GBI.
- Other Black Organizations/ Associations in attendance at Bahamas luncheon included, American Hotel and Lodging Association, National Association of Federal Credit Unions, American Association for the Advancement of Science, National Bar Association, National Dental Association, American Chiropractic Association, American Association of Blacks in Energy and National Newspapers Publishers Association.
- During our networking at the CBC Exhibits and receptions, we had the opportunity to begin discussions with several potential groups that we will

continue dialogue with regarding possible meetings, conventions, conferences, board meetings for Bahamas. The organizations included, The National Association of Social Workers, The National Association of Black Accountants, National Association of Community health Centers and Blacks in Government.

- Island Heartbeat Experience site inspection trip GBI & Nassau went great. In addition to site inspection of properties, and off site venues meetings were held at GBI Tourism Office with groups department, ground tour operators and entertainment representatives. Meetings were held in Nassau with MOT groups department and ground tour operators. Upon return Ms. Nicole Scott, Turquoise Water Productions has decided to take the group (300) to Westin at Our Lucaya February 14-18, 2008. Contract should be finalized within two weeks.
- Trumpet Awards – had meeting with Naeema, from Xernona Clayton’s office on Monday September 17. Discussed Bahamas participation at upcoming Trumpet Awards January 2008. Naeema indicated that Ms. Clayton would like to see Bahamas participate on a larger scale than in previous years. They have offered us the opportunity to host the opening reception (300 pax). I am now looking at cost and comparing **our budget v/s cost v/s ROI**. There is also the possibility of having a Bahamian (androsia) fashion show for the welcome reception. Will forward recommendation shortly.
- Baltimore MD. Made seven calls in Maryland September 24-25, 2007. Three are potential group leads materialized. 1. National Health Association of Community Health Centers, contact Mr. Maurice Denis, Director. 2. National Black Storytellers Association, contact Ms. Linda Brown, Meeting Planner. 3. Alpha Phi Alpha Fraternity, contact Mr. Willard Hall Jr. Will continue to massage these leads.

Tour & Travel Monthly Status Report

Prepared By: **RAQUEL GARNETTE**

MONTH: **SEPTEMBER 2007**

PROJECTS	STATUS	NEXT STEP(S)	RESPONSIBILITY	DUE DATE
GOGO Conference – Nassau, Oct 11 – 15, Atlantis, PI	Working with Lisa to finalize all aspect of this conference. 350 agents from the USA are expected to attend.		RG	
Trade/Consumer Calendar	Continuing to complete all contracts and process invoices for payment of all 2007/08 shows.		RG/MM	
LI – CTO – Sept 26	Attended a this Bahamas presentation, for 40 agents which was conducted by Nuvi.		RG/NC/VBA	

11/11/07 10:10 AM
SEP 11 2007

Tour & Travel Monthly Status Report

Prepared By: DORNELL WATSON

TERRITORY: PA, DE, S. JERSEY, MD, DC, VA, NEW ENGLAND SEPTEMBER 2007

ACTIVITIES/PROJECTS	STATUS	NEXT STEP(S)	MGR	DUE DATE
<p>Six Flags America Promotion (Mitchellville, MD)</p>	<p>Completed– Participated in last on-site promotion on 9/8/07. Entry forms are being compiled by Six Flags and will be mailed to me by 9/28. Winner is expected to be drawn and notified by 10/5/07. One of the outside agents at Greenbelt Tvl is following up on leads he received at one of the on-site promotions. Photos of on-site activities were submitted and forwarded to Sr. Director And Regional Director.</p>	<p>Submit entry forms to Greenbelt Travel for follow-up offering Bahamas specials. Also submit copies to Sheraton and American Airlines for follow-up.</p>	<p>DW</p>	<p>10/19/07</p>
<p>Kiwi Magazine (National Publication) (Voorhees, NJ)</p>	<p>Ongoing -Proposal letters were sent out and I received positive responses from Abaco Beach Resort, Sheraton GBI Our Lucaya Resort and US Airways. Sheraton GBI and US Airways will be the sponsors for the fall/winter sweepstakes which will be drawn in</p>	<p>Awaiting ad from Fallon (as per Stephanie Toote) which will include US Airways' logo. Ads will run in Nov/Dec and Jan/Feb issues of the magazine.</p>	<p>DW</p>	<p>9/28/07</p>

	<p>March '08. Received half page ad from Sheraton.</p>			
<p>Congressional Black Caucus Event Washington D.C. 9/27-29, 2007</p>	<p>Assisted Eddie Archer, African Amer. Market with providing an airline contact for prize give away at luncheon, submitted names of AA agents/group producers, and requested pdf flyers from Apple Vacations and Gogo WW Vacations. A request was sent to Paula Dozier of DTS Midway Vacations (Baltimore, MD) to be the call to action. She accepted and has appointed agents to assist the BTO with the 3 day event.</p>	<p>Attend BTO's luncheon scheduled for 9/27/07.</p>	DW	
<p>Fall Trade Shows</p>	<p>Submitted travel requests and requested brochures from hotel partners for shows in September and October. Also requested outstanding invoices for fall and spring shows.</p>		DW	
<p>North Shore Chamber of Commerce Danvers, MA</p>	<p>Received request for trip for October Membership Drive. Submitted request to BC Hilton who accepted and gave a 4 Days/3 nights stay. Also accepted an invitation from the NS Chamber to speak at their breakfast presentation on 10/3/04 in Danvers, MA.</p>	<p>Awaiting full page ad from the BC Hilton for the Chambers' Business Journal and Directory.</p>	DW	
<p>8/29 – 9/19</p>	<p>Completed 32 sales calls in Maryland and PA.</p>	<p>Follow-up with select agencies on collateral special information requests.</p>	DW	

Marketing Intelligence

Agents continue to report that business was slow. Not much was reported for Bahamas bookings and agents are still complaining of high airfares and expensive all-inclusive hotels. Mexico, Jamaica, Punta Cana, Cruises, Europe and Hawaii were popular this summer. Many agents feel that travel is down due to the economy and high interest rates, also to some extent the passport requirements. Fall travel despite pre-fall specials is said to be slow.

Competition

Mexico – Having a fall sale with many of the tour operators.

Tour Operators/Airlines Report

Awaiting report from Gogo and Apple Vac. (will forward in next month's report).

Trade Shows – Agent/Consumer

9/24/07	Apple Vacations Trade Show	600 Agents	Pittsburgh, PA
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Presentations

None

Trade Organizations

9/5/07	CTO Phil. Chapter (Sponsored by Puerto Rico)	90 Agents	Philadelphia, PA
9/19/07	Eastern Tvl Assoc. (ETA) (Co-sponsored by Gogo)	60 Agents	Allentown, PA

Groups

Incentive House, Timonium, MD – Reported 3 confirmed groups:

- 1) 10/22-26/07 – 244 pax – 976 room nights – Westin GBI;
- 2) 2/5-10/08 – 60 pax – 300 room nights – Westin GBI;
- 3) 2/6-10/08 – 70 pax – 280 room nights – Atlantis, PI

Tour & Travel Monthly Report

Prepared By: **Conrad King**

September, 2007

ACTIVITES/PROJECTS	STATUS	NEXT STEP(S)	MANAGER	DUE DATE
<p>IN OFFICE ADMIN – Currently working on two project that will culminate at the end of Oct; Supplier Night 2007 and Delta Certified Vacations Fam Trip that is scheduled for Oct 30-Nov 2nd.</p>	<ul style="list-style-type: none"> See Supplier Night 2007 and Delta Certified Vacations below. 		CK	Oct 4 th .
<p>SALES CALLS – Joint sales calls for the month of Sept were with Delta Vacations and February Point.</p>	<ul style="list-style-type: none"> Many agents have not been to the Bahamas in recent years. Information gathered from sales calls indicate a number of key retail agents from Amex, Carlson and AAA were are in need of fams. 	<ul style="list-style-type: none"> The fam that is proposed for Oct 30-Nov will focus on getting these key agents to attend the fam. Fam invitee list have been extended to these key accounts. Follow up will be made. 	CK	Oct 15 th .

<p>GoDekalb.com - Currently working on a barter / trade project with GoDekalb.com</p>	<ul style="list-style-type: none"> • Have spoken to a number of hoteliers, who I thought might have been interested, based on my initial meeting with the client. 	<ul style="list-style-type: none"> • Have asked the editor to submit an official proposal and now awaiting a proposal. The proposal has been submitted, and subsequently sent to hotel partners, however, none seem to be interested in participating in the project at this time. This project may have to be revisited for later in the fall or early spring. 	<p>CK</p>	<p>Oct 15th.</p>
<p>Springdale Travel, AL Have a Bahamas Corporate Day scheduled with this agency, Oct 11th.</p>	<ul style="list-style-type: none"> • This event is a joint effort with Certified Vacations. Certified has already paid the registration fee of \$400, and will invoice me for \$200. I hope to have the invoice within the next week. 	<ul style="list-style-type: none"> • Invoice will be submitted shortly. 		<p>Oct 4th.</p>
<p>Rachael's Travel, SC: Currently working with this agency for a Oct 17th , Bahamas Night presentation.</p>	<ul style="list-style-type: none"> • 	<ul style="list-style-type: none"> • 		
<p>Oconee2 Travel: Hosted a Bahamas Night</p>	<ul style="list-style-type: none"> • One agents has a group of 20 that are 	<ul style="list-style-type: none"> • Will assist agent to close this sale. 		<p>Oct 15th</p>

<p>presentation in Jackson, MS. Twenty two agents attended, many of whom are outside agents who work with corporate clients.</p>	<p>considering Bahamas for summer of 08.</p>			
<p>Delta Certified Vacations Have been working with Certified Vacations for a while to secure seats for fam trips. Delta Airlines has given Certified Vacations 10 seats.</p>	<ul style="list-style-type: none"> • Seats have been confirmed and the fam is scheduled for Oct 30 – Nov 2. • In addition to AAA, Carlson and Amex, agents with high leisure sales volume will also be invited to attend the fam. 	<ul style="list-style-type: none"> • Awaiting confirmation from NPIP and OIPB about host hotel, itinerary and one day Out Island trip. 		<p>Oct 15th.</p>
<p>Personal Touch Travel – Did a joint presentation to organizers of the Gospel Choice Awards in Atlanta.</p>	<ul style="list-style-type: none"> • The organizers specifically asked the agent about hosting the awards are receptive to the idea of holding an event in Bahamas. 	<ul style="list-style-type: none"> • The objective to working with this account is twofold; two secure the Gospel Choice Awards in Bahamas and also to solicit individual member churches and highlight new IOTB developments. 	<p>CK</p>	

Marketing Intelligence:

More and more consumers are searching for specials and are going on line to get information about travel specials. Some aggressive, marketing savvy agents are dealing with this head-on by marketing and promoting its services directly to these consumers. Some are packaging and promoting group travel to particular destinations and going out into the community. Some sectors where aggressive agents are more visible are churches, health clubs, and office parks. I am currently working with a number of agencies who are ahead of the trend, to tap into this niche.

Airlines / Wholesale:

Delta: Have a contact over at Delta and awaiting numbers requested for Delta / Bahamas flights.

GoGo:

Delta Certified Vacations: Currently working with local sales manager with a limited number of its top accounts, to promote up coming Nassau Fam October 30 – Nov 2.

Competition Specials:

RUI Caribbean Hotels: 3 Nights All- Inclusives:

Naiboa \$465.00

Punta Cana \$610.00

Riu Palace Macao \$ 659.00

** Nassau, Bahamas \$689.00

Jamaica from \$399.00 (save up to 35%)

Cayman Islands \$425 (save up to 50% on 3 nights all-inclusive

St. Lucia – Romance in Paradise – from \$625 (save up to 50% on 3 nights all-inclusive)

Dominican Republic from \$699.00

** Freeport, GBI (3 nights all inclusive) Wyndham \$510.00

Travel Impressions - Jamaica, 3 nights \$175.00 (Land Only) Airfare available from cities nationwide.
Aruba, 3 nights \$245.00

Delta Airlines - Atlanta / Cancun \$159.00 + taxes (One way)
Atlanta / Honolulu \$329 + Taxes (one way)
Charleston, SC / Honolulu 309 + Taxes (one way)

Trade Shows - Trade / Consumer

N/A

Presentations:

Sept 4th, Personal Touch Travel, 120 Attendees
Sept 17th, LakeOconee2, Jackson, MS - 22 Agents.

Trade Organizations

N/A

Groups

Currently working on a group of 20. Oconee Travel, Jackson, MS.

Tour & Travel Monthly Status Report Midwest

Prepared By: LEVAUGHN COOPER

MONTH: SEPTEMBER 2007

TERITORY: N. Chicago, Wisconsin, Michigan, Indiana, Ohio, Kentucky

PROJECTS	STATUS	NEXT STEP(S)	RESPONSIBILITY	DUE DATE
Funjet Vacation Trade Shows: Chicago & Milwaukee	Completed: Participated in both shows in Chicago and Milwaukee. This year, for the first time, Funjet only invited their top producing agents. Most of them took some time to talk with the supplier.	There was other request made by some of the agents and these were fulfilled.	Levaughn	
Apple Vacations Product Launch: Detroit & Chicago	Completed: As always, both these shows are well attended and in particular the Illinois show.		Levaughn	
CTO Sponsorship - Chicago	Completed: Bahamas sponsored CTO-Chicago and presented on the Out Islands. There were two other OI hotelier that presented on their property: Tammy Peterson for Abaco Beach & Grand Isle in Exuma and Allison Robins for Bimini Bay		Levaughn	
Sales Calls	Sales calls were made in		Levaughn	

	Flossmoor, Chicago, Homer Glen & Lockport. They all sell Bahamas, would like to do more, but for the lack of airlift from the area.			
GBI Promotion: WHPR 88.1FM/UHF TV 33 - Detroit	After back and forth conversations regarding the proposed Temptation/Supremes review on Grand Bahama Island, I had to inform the organizers that the time frame is now too short in order to execute properly for a New Years Eve event. We should consider doing that sometime in the Spring.	We will be discussing this more to see when it would a good time for them	Levaughn	On-going
Radio Promotion: WGPR 107.5 FM – R&B/Jazz	Received this proposal, but they were asking for money as well as trip giveaways. I asked them to revisit/change the proposal because we only do barter.	Awaiting the new proposal. Will be approaching Spirit as well as AA to see if they can partner along with me for the air.	Levaughn	On-going
Bahamas Presentation	Completed: Did Bahamas presentation at Beemster Travel. Many of agents were not up-to-date on the new developments in Nassau and GBI			
Karyn Waxman, World Jewish Digest	Becky from Pelican Bay, Denise Adderley & Betty	She has been invited to Grand Bahama to have a look ald do a	Levaughn Cooper	

	Bethel from Grand Bahama and I had a meeting with Ms. Waxman to see how we tap into the Jewish community. This group of people have an average annual income from \$100,000+. Their circulation reaches into 4 regions: Arizona, Nevada, Florida, Chicago.	feature story about that destination. She will also get some contact information for me to participate in some of their events in the Chicagoland area.		

Trade Shows

- Funjet Vacations Product Launch
- Apple Vacations Product Launch

Both of the above shows were well attended by agents

Trade organizations

CTO: Bahamas sponsored this month's meeting. There were approx. 60 persons in attendance. I invited the Out Islands to come and present on their destination to give more exposure to those islands. Bimini Bay gave away a 4d/3n stay as the grand prize. Even though they are aware of the Out Islands, I found that many of them still did not know anything about them. As a result of that meeting, one of my agents (Design Travel) wants to promote the OI to her high-end clients thru a special mailing.

Marketing Intelligence

Agents are saying that they love The Bahamas because of its proximity, especially for short weekend stays and would like to sell more of it. Their reasons for not are:

- That there is a lack of air/charter, and AA leaves too late in the afternoon and their clients loses a day.
- Their clients do not like the smaller aircraft and are prepared to pay for upgrades
- Their clients are also looking for other places to go other than Mexico.

The agents are selling lots of Punta Cana, Jamaica & Europe

Misc

Riu Hotel: I have received numerous complaints about the Riu Hotel on Paradise Island. One of my agents (Lake View Travel) said that their client complained about the rooms are not up to standard of other like properties and that there was a mice running around in one of the restaurants introducing himself to the guest. Also, the staff was not friendly. She gave me a copy of the complaint which I will forward onto the Complaints Dept.

SuperClubs Breezes: Received numerous complaints about this property. It is said that the rooms are in bad condition and the food is not good.

I have been receiving lots of request for fam trips. Are we there yet with working out a deal with one of the major air carriers to assist us in this venture?

Tour & Travel Monthly Status Report September, 2007

Prepared By: Cleveland Williams
Territory: Connecticut

ACTIVITIES/PROJECTS	STATUS	NEXT STEP(S)	MGR	DUE DATE
09/4-26/07 Fairfield, Stratford, Stamford, Meriden, Milford, Norwalk, West Hartford, Bristol, Cheshire, Torrington, Watertown, Middletown, Hartford, Windsor, Glastonbury, Canaan, Sharon, Riverside	Bahamas presentation & new hotel developments in TIOTB was done to 35 Travel Agencies in the named cities.	To build working relationships with these agencies to stimulate growth in Bahamas business, by on-going training, updates and periodic sales calls. Encourage agents to become Bahamas Specialists by training online with the Travel Academy-Bahamas.	CW	
09/11/07 Owenoak International Travel	A Travel Agency and Golf Tour Operator offering holiday golfing to: Ireland, Wales, England and Scotland. This Tour Operator is highly interested in organizing a golf tournament in TIOTB for their clients. The Abaco Club, and Four Seasons Exuma were recommended.	The Abaco Club and Four Seasons were informed via e-mail of the proposal. Currently awaiting rates and hotel/golf course availability. Clients to be revisited when hotel sends pertinent information.	CW	

ACTIVITIES/PROJECTS	STATUS	NEXT STEP(S)	MGR	DUE DATE
<p>09/14-15/07</p> <p>Sanditz Travel Agencies</p>	<p>A chain of 6 upscale Travel Agencies in Connecticut. Clients range from Middle to High income brackets. Sanditz also have a large golfing clientele.</p> <p>Submitted a proposed marketing plan to the Marketing Manager to create a Sanditz-Bahamas Golf tournament for their clients.</p>	<p>To follow up on the proposed Sanditz/Bahamas Golf tournament.</p> <p>Continue seeking ways to keep TIOTB in the minds of agents at Sanditz, through sales calls, e-mail updates and encourage the agents to join the Bahamas online Travel Academy program to become a Bahamas specialist.</p>	<p>CW</p>	
<p>Clock Tower Travel</p>	<p>Agency based in Sharon, CT and sells TIOTB, in particular the Out Islands. Have a wedding group of 25 persons booked for Stella Maris Hotel- Long Island. Clients are high-end and like small boutique properties.</p>	<p>To continue working rapport to foster more business to The Bahamas. Encourage Agents to study the on-line Bahamas Training with Travel Academy.com</p>	<p>CW</p>	

ACTIVITIES/PROJECTS	STATUS	NEXT STEP(S)	MGR	DUE DATE
<p>Valerie Wilson Travel</p>	<p>Very High-end agency, working with upper middle income to wealthy clients. These are the only three hotels currently sold in the Bahamas: The Ocean Club, Four Seasons and Old Bahama Bay. Agents were updated on: The Abaco club on Winding Bay, Starwood Luxury Brand-Cotton Bay Estates and new developments such as Bakers Bay and Ginn project.</p>	<p>To keep agents updated of new developments with periodic visits and Bahamas Training.</p>	<p>CW</p>	

Market Intelligence:

The Islands of The Bahamas are sold on average from all agencies visited this month. Atlantis is the predominately sold hotel through out Connecticut. Although, it is very pricey, people are still eager to go.

Nassau: Sales are not as good as years past, due to the fact that the strong contender was the Radisson Cable Beach Hotel. It offered the AI packages, inclusive of golfing and transportation. Due to ongoing renovations and constructions to the (Sheraton hotel), many Agencies are not selling it until completion is done.

Grand Bahama: Sales to GBI are down due to: Airlift. As of recent years, Grand Bahama Vacation ran a Charter flight from Hartford. The closure of this service caused sales percentage to drop drastically.

Out Islands: Sales percentage to these islands is higher, as they are somewhat easier to get to than GBI. Most popular are Exuma and Eleuthera, with the occasional going to Club Med on San Salvador.

Competition:

Barbados unwraps targeted wedding site

Tuesday, September 11 2007

The Barbados Tourism Authority is debuting a fresh new site - the ultimate wedding and honeymoon destination website.

Visitors to www.idobarbados.com are invited to log on and visit the new one stop shop resource for honeymoon and wedding planning in Barbados.

With an elegant look, the new site is visually graceful and pleasing to the eye making planning and navigating a fun yet relaxing process so brides can feel stress free when prepping for that special day.

A straightforward layout separates the "Wedding" from the "Honeymoon" portion so you don't have to sift through unnecessary information. "Weddings" is broken down into categories such as 'Getting Married In Barbados', 'Accommodations', 'Wedding Services', 'Activities and Events', 'Getting Here' and 'Getting Around' as the "Honeymoon" page is laid out with categories such as 'Accommodations', 'Making It Easy', 'Getting Here' and 'Getting Around'.

Delta adds St Kitts route

Thursday, September 13 2007

Delta Air Lines will be commencing a new non-stop flight from Hartsfield-Jackson Atlanta International Airport to St. Kitts, marking the first time the airline will offer service to this Caribbean island.

The flight will operate once a week on Saturdays, beginning on February 16, 2008.

Delta Air Lines flight DL373 will depart Atlanta at 11:15 a.m. eastern daylight-saving time and arrive into St. Kitts' Robert L. Bradshaw International Airport at 4:05 p.m. local time. The return flight DL372 will depart St. Kitts at 4:55 p.m. and arrive into Atlanta at 8:05 p.m. These flight times allow for several convenient connections from the feeder banks on both flight segments. To start this weekly service, Delta will use a 150 seat, 737-800 Boeing aircraft with 16 first class seats and 134 economy seats.

"We are extremely pleased to have reached an agreement with Delta Air Lines to provide non-stop service to St. Kitts," said Dr Denzil Douglas, Prime Minister of St. Kitts & Nevis. "The fact that Atlanta is one of the world's largest airline hubs literally opens St Kitts to receive visitors

connecting from gateways across the entire US and the world. This flight will be a wonderful compliment to our overall existing airlift and we are confident that the service will achieve good results and future growth.” Of note is the ease of connections this new flight provides from the Upper Mid-West region of the US and from Canada. The February, 2008 Delta service start-up will follow by three months the November, 2007, commencement of the previously announced twice weekly non-stop American Airlines service to St. Kitts from JFK, New York on Wednesdays and Sundays.

To celebrate the new service, Delta is offering a one-way special fare of \$299 from Atlanta to St. Kitts (based on a round-trip purchase), for purchase by Sept. 26, 2007, with travel completed by May 3, 2008. Additional taxes/fees/restrictions apply. Fare shown is available for purchase only on delta.com or from a travel agent.

AA TO BOOST FLIGHTS TO TURKS & CAICOS :- Wednesday, August 29-Travel Weekly Reports

American Airlines will add two new routes from its Dallas/Fort Worth hub to Panama City, Panama and Providenciales, Turks and Caicos Islands, beginning Dec. 13.

Tour & Travel Monthly Status Report

Prepared By: LURLINE BUBB

SEPTEMBER, 03-25- 2007

ACTIVITES/PROJECTS	STATUS	NEXT STEP(S)	RESPONSIBILITY	DUE DATE
September 03 USA Holiday Sept. 05-6- Sales Appointments.	Re schedule Sales appointments for Temple, and Waco, TX. Due to flooding. Return to office in Dallas after driving towards Waco area.	Follow up will be made with agents.	Lurline	
September 08-11-, 2007 – Attend ASTA Trade Show, Las Vegas.	Approximately 2,500 Travel Agents were in attendance. In addition, 800+ vendors from around the World. The Bahamas was well represented, BOITB, GBITB, NPICB, Majestic Tours, Mr. Bill Saunders and BTO. Needless to say, travel agents were excited about the changes in Cable Beach. Lots of interest in the Family Islands, destination weddings & lots of cruise groups from Los Angeles. <u>Travel agents from N.J., NY. Ohio and Michigan indicated that they have not seen or heard from BTO sales team for quite some time.</u> Overall, we received positive comments Great show.	Follow up will be made with agencies .Fam trip would help agents to recommend The Bahamas. Agents completed 300 survey forms. Results: 28 never visit 34 in past 1- 5 yrs 11 In past 10-15 years 03 in 20-30 years. Just an idea of the market.	Lurline	
September 3-007-N.Texas CTO meeting	Attend CTO, monthly meeting; attendance is not like it use to			

Con't	be. The meeting was sponsored by Curacao Tourist Board. , agents showed an interest in eco tourism and adventure tours in Curacao. agents were invited to Curacao during the Months of Oct-Nov.-007			
Sept. 14, 2007. Full Gospel Business Men's Monthly Lunch meeting, TX	Attend the FGBMF Luncheon meeting, was ble to network. Overall goal is to encourage FGBM conference in The Bahamas in 2008/2009	.	Lurline	
September, 17- 20th, 2007. Media Groups in Texas and Louisiana., 350 total	There are over 350 media groups in Texas and Louisiana. Includes Radio, News Papers, Television Stations and other media community papers. 170 e-mails, was sent asking them co complete a survey, and return it to me, hoping to obtain additional information. In addition future business.	Results. A number of returns no exist. <u>The next step will be Mailing, via POST OFFICE.</u> Follow up will me made.	Lurline	
September 21, 2007 Meeting with Ms. Cynthia Golden, Director of tour & Travel, Gaylord, Texas.	Met with Ms. Cynthia Golden, We discussed opportunities for the Bahamas, and venue for Suppliers/Local Bahamas advisory board meeting, November, 07 and Educational seminar for home based agents in 2008.	Follow up will be made with D. Director Tour and Travel/BTO.-NY.	Lurline	

September, 24 200- Korean agents, Los Angeles,	Continue to work with Mr. Kim, Los Angeles, Ca., re Korean agents, Fam to GBI, And educational seminars in La	.	Lurline	
September 25- 28 2007.				

Marketing Intelligence

I am asking for the opportunity to make sales calls in Austin, Houston, and San Antonio, Texas in October/November 007.Continental airlines provides service from Houston to the Bahamas. North Texas is covered with sales calls, a few times over.

**Working on venue for Suppliers night, November 2007 & Home based agents Bahamas seminar in 2008
50-50 Seminars and incentive promotions would help deliver more business to the Bahamas from the West & South West.**

Tour & Travel Monthly Status Report

Prepared By: Nuvolari Chotoosingh

SEPTEMBER, 03-25- 2007

Areas: New York, New Jersey

ACTIVITES/PROJECTS	STATUS	NEXT STEP(S)	RESPONSIBILITY	DUE DATE
Sponsored CTO-Long Island Chapter monthly meeting Sept 26.	45-50 Agents turned out for the IOTB Presentation. Agents were very interested in developments taking place	Presentation was well received. Will attend monthly meetings periodically and update & provide brief updates for agents.	Nuvie	Ongoing
In-house training of Liberty Res Agents in Rahmsey NJ	Canceled due to in-office presentation by Sheraton Cable Beach.	Next training set for Oct. 15	Nuvie	Oct. 15
Agents @Home Expo	Collateral collected..	Attend show & provide brochures for agents as well as answer questions regarding the destination that they may have	Nuvie	Oct. 4
Suppliers Night Event	Must identify venue for event and plans for partners		Nuvie	
Sheraton Cable Beach Update	Tina Bernard updated office on developments at Sheraton Resort Cable Beach	Would like to do joint calls in the NJ/NY when schedule permits	Nuvie	Ongoing

Tour & Travel Monthly Status Report

Territory: S/W.IL, MO, MN, IA, KS, NE, N/S.DA.

September, 2007

Prepared By: Margaret Campbell, CTC

ACTIVITIES/PROJECTS	STATUS	NEXT STEP(S)	RESPONSIBILITY	DUE DATE
<p>9/5 - 26 Sales Calls – Moline, Peoria, Quincy, Galesburg, Macomb, Chicago, ILL.</p>	<p>Agents called on reported that their Bahamas bookings are basically cruises and there are very little request for land-base business. They also felt that this is due to the airlift scheduling from this market and did noted the cancellation of Air Trans service out of Moline’ airport to Grand Bahama; as American and Delta Airlines airfares are much too high out of this market and some of their clients dislike the several connections; taking almost a day from their vacation stay. There were also some complaints about the Whyndham property, noting that the hotel is not a good value for dollar and quite run-down, needing much repairs etc. Nevertheless, a few agents did note that there is some potential for Spring Break</p>	<p>In discussion with Nikki from Alexander Travel/Carlson Travel Network, Peoria about a Bahamas day/Presentation for their (24) Agents and Resv. staff. They are one of the largest agencies from this market.</p> <p>In discussions with Margaret from Roberts Travel, Macomb about having a Bahama Cruise Night at one of her clients venue(Restu.) and some on-island cruise conversion Business for their up-coming Bahamas cruise group (30) stopping off in Nassau, November 07.</p> <p>Assisted Rossann from World Wide Travel, Galesburg with a site inspection of several properties in Nassau via the</p>	<p>M.C</p>	<p>N/A</p>

	business from this market and the earlier we can supply them with some land packages it might increase their Bahamas land-base bookings.	NPIP, during her Sandals Specialist trip to Nassau Sept. 21-24, 07.		
9/7 -27 - Telemarketing Calls	Introductory calls, Quincy and Burlington, IL. Agents are selling some cruises to TIOTB.	Maintain on-going relationship and forward requested brochures.	M.C	N/A
<u>T. & T. Promotional/Tradeshows:</u> (1) ABC/T.V.7-Chicagoing. (2) Clear Channel/V100-Radio Remote. (3) LWC/proposed cruise & land-base conversion program. (4) BassPro Sporting. (5) ITME tradeshow.	<p>On-going discussions with the Producer(Elsa) from ABC/T.V 7-Chicagoing program regarding the Bahamas being apart of their 700th show anniversary. The shoot interview with myself is schedule for Oct. 4, 07.</p> <p>Discussions with Mr. Harley from Advantage Intl. regarding a 'Live-Remote & Come-Along Audience broadcast with Clear Channel V100 radio for April, 08. Bahamas location to be determined.</p> <p>Discussions with Living Word Christian Ctre. and RCCruise Line proposed congregation (10,000+) chartered cruise to The Bahamas in 08 and including some land-conversion programs.</p>	<p>Media promotions leads were forwarded on to the P.R. & Communications Dept. for follow-up and the attention of Ms. N. Bethel.</p> <p>On-going discussions with LWC church Meeting Planner/Agent and RCC Lines.</p> <p>On-going discussions with BassPro Sporting Co.</p>	M.C.	N/A

	Discussions with Tom McCaulic regarding a Bahamas Promotion with several of their Illinois stores and a staff incentive program to The Bahamas in 08.			
	Attended ITME tradeshow, Chicago. The attendance of this major Incentive and Group business related show, afforded an opportunity to dialogue with our industry partners and get an up-dated knowledge of their product , on-going developments and requirements in our efforts here, in the Midwest in directing business to their properties.	On-going working relationship with industry partners.		

Marketing Intelligence:

Overall cruises and all-inclusive packages remain the demand of this market.

Airlines/Wholesalers:

Apple Vacations and Funjet reported that their Bahamas bookings on schedule air to The Bahamas are overall booking very well. As for this market, there is not too much request for our destination and more of Mexico. Apple Vacations is however their preferred wholesaler and they too have a product day scheduled at Alexander/Carlson Travel.

Delta and American Airlines is the market major carrier and in speaking with the local representatives from this area, our plans

are to work more closely together in the future and develop some marketing efforts, as to how we can bring more awareness to the Bahamas connection from this market.

Competition:

Vegas and Mexico continues to be popular and selling well from this market, due to low price-points and midweek services.

**Monthly Status Report
September, 2007
Department: Sports
Submitted By: Jameica Duncombe**

09/11/07 11:21 AM
 JAMEICA DUNCOMBE

<i>Initiatives</i>	<i>Status</i>	<i>Next Step</i>	<i>Responsibility</i>	<i>Date</i>
<i>In Office</i>	<p><i>Met with Director of Florida and Sports Team: addressed changes needed in golf business development plan to accommodate budget</i></p> <p><i>Respond to emails regarding golf courses in The Bahamas to future visitors</i></p>	<i>Redo changes in golf business development plan</i>	<i>Jameica Duncombe</i>	<i>September 4</i>
<i>In Office</i>	<i>Made various phone calls to business for creating database for future group invites to The Bahamas</i>	<i>Forward Client profile form to those persons interested in traveling to The Bahamas for golf tournament, conference etc...</i>	<i>Jameica Duncombe</i>	<i>September 5</i>
<i>In Office</i>	<p><i>Made various phone calls to business for creating database for future group invites to The Bahamas.</i></p> <p><i>Respond to emails regarding golf courses in The Bahamas to future visitors</i></p>	<i>Forward Client profile form to those persons interested in traveling to The Bahamas for golf tournament, conference etc...</i>	<i>Jameica Duncombe</i>	<i>September 6</i>
<i>In Office</i>	<p><i>Made various phone calls to business for creating database for future group invites to The Bahamas.</i></p> <p><i>Call on Eckerd College interested in bringing alumni conference to The Bahamas which will include a golf outing.</i></p> <p><i>Continue with creating business development plan/strategies</i></p>	<i>Forward client profile form to Eckerd College rep</i>	<i>Jameica Duncombe</i>	<i>September 10</i>
<i>In Office</i>	<i>Research, Respond to Emails, Calendar of Events</i> <i>Contact with Ron Swanson for Remax Long Drive Competition</i>		<i>Jameica Duncombe</i>	<i>September 11</i>

<i>Out of Office</i>	<i>Meeting with Jaime Gremler regarding Eckerd College Meeting in The Bahamas</i>	<i>Research best destination to accommodate their requests. Group looking for concessions from hotels.</i>	<i>Jameica Duncombe</i>	<i>September 12</i>
<i>In Office</i>	<i>Made various phone calls to business for creating database for future group invites to The Bahamas. Respond to emails regarding golf courses in The Bahamas to future visitors</i>		<i>Jameica Duncombe</i>	<i>September 13</i>
VACATION	VACATION	VACATION	<i>Jameica Duncombe</i>	<i>September 14-17</i>
<i>In Office</i>	<i>Follow up with Eckerd College. Follow up on Remax Long Drive Competition's requests. Respond to emails. Meet with Sports Director</i>	<i>Need to resend form to Eckerd College</i>	<i>Jameica Duncombe</i>	<i>September 24</i>

**Monthly Status Report
September 2007
Department: SPORTS TOURISM
Submitted By: LEONARD STUART**

<i>Initiatives</i>	<i>Status</i>	<i>Next Step</i>	<i>Responsibility</i>	<i>Due Date</i>
Old School System Management Unique Vacation Miami, Fl September 17, 2007	<i>A meeting was held at The Sandals Resorts Miami with Brooks Johnson from Old School Systems Management, John Lynch and Elana Siegel Sandals and Leonard Stuart MOT, Discussed Athletic Tourism To Host a Marathon in The Bahamas 2008 Basic requirements for a successful AT</i> <ul style="list-style-type: none"> a. Destination Resort b. Some sort of Wow factor c. Marketing and promotion d. Organize and Manage good event 	<i>Site inspections for event, and course layout, Permission to host Marathon from B.A.A.A. Emergency and Medical support services, On-Island volunteers for water stops finish line</i>	<i>Leonard Stuart</i>	<i>Ongoing</i>

American Senior High School Miami Dade County Public Schools Hiialeah, Fl, September 6, 2007	<i>A meeting with Coach Jimmie Jones Head Boy Basketball coach Discussed the First Annual Glenda's Basketball Tournament Thanksgiving Holiday November 23-26, 2007 to be held in Bimini - Bahamas.</i>	<i>Send out invitation to team. Airline & Hotel information</i>	<i>Leonard Stuart</i>	<i>Ongoing</i>
Florida Bible Christian School Miramar, Fl September 11, 2007	<i>A meeting with Coach; Tony FaJardo Head Baseball coach and scout for the Chicago White Sox Major League Baseball team things discussed. To host a baseball tournament in the Bahamas in the Spring 2008</i>	<i>To have follow up meeting and to set dates for tournament.</i>	<i>Leonard Stuart</i>	<i>Ongoing</i>
Martin Luther King jr Center Hollywood, Fl September 26, 2007	<i>A meeting with coach Richard Walker from The Martin Luther Center Traveling Basketball team. discussed possible team visit to the Bahamas for a Christmas Basketball Tournament. 2007</i>	<i>To have ongoing meeting</i>	<i>Leonard Stuart</i>	<i>Ongoing</i>

**Sports & Aviation
Monthly Report
September, 2007
Submitted By: Greg Rolle**

Aviation Project	Status	Next Step	Responsibility	Due Date
<i>Aviation Meetings</i>	<i>Homeland Security's General Aviation International Flight Electronic Notification</i>	<i>Met with Rick Asper and Elizabeth Vance, the Bahamas Aviation Councils co-Chairpersons to discussed the possible cause of action the Ministry could take; began examining how we could comply and what challenges that would present to our Island AOE's.</i>	<i>Through the efforts of this Aviation Council committee, they request and recommend a position to the Ministry to issue a statement that we can distribute via our press channels and at two important GA conferences taking place next week (NBAA in Atlanta) and the</i>	<i>On-going</i>

			<i>following week (AOPA in CT). We will forward a draft of a Press Release, and Government Position we would which is made up of professionals interested, we share Ideas, and resources to built and promote the aviation business travel to and in The Islands of The Bahamas.</i>	
<i>Miami Aviation Executive</i>	<i>Training Sessions-- Miami Executive Aviation</i>	<i>Discussed the Bahamas hosting another Bahamas Training Sessions by the BTO for Miami Executive Aviation's new representatives at their FBO facility, located in Opa-Locka</i>	<i>These sessions will enhance Miami Executive staff's overall Bahamas aviation marketing knowledge. The various Promotion Boards to assist with these FBO training sessions</i>	<i>November 8, 2007</i>
<i>Sports Database</i>	<i>Update the Sports Database contacts of Sports teams, Schools, Colleges, Associations and Clubs, with address and phone contact for the various Sports managers</i>	<i>Each Sports Manager will receive a copy of the Sports Database for their given area to add to their call pattern sales call plans</i>	<i>Sports Managers</i>	<i>On-going</i>
<i>Sales Call Pattern</i>	<i>Update the Sports Business Development Sales Call Pattern for each Sports manager's for their assigned territory of which they live</i>	<i>A careful map of each territory was develop to allow the assigned territory proper attention to develop further Bahamas sports Business.</i>	<i>Sports Managers</i>	
<i>Aviation Sales Calls</i>	<i>See File Attached.</i>			

Maxine Lockhart Groups October 2007 Monthly Report

CONFIDENTIAL

Industry News & Trends

According to a recent study by the **Incentive Research Foundation**, the total market for incentive travel, motivational meetings and special events realized \$77.1 billion in 2006. The 2007 industry profile study: The Market for Incentive Travel, Motivational Meetings and Special Events in the USA claims 66% of companies in the US used one or more of the preceding business initiatives in 2006, with \$13.4 billion spent on incentive travel, \$25.9 billion spent on motivational meetings and \$37.8 billion spent on special events.

The study also revealed that 10% of companies used incentive travel in 2006m, 50% used motivational meetings and 55% used special events. Large companies are proportionately bigger users: 23% used incentive travel, 61% used motivational meetings and 81% used special events.

The average budget for incentive travel programs was \$164,271.00, for motivational meetings was \$68,330.00 and for special events was \$78,029.00.

The most common objectives for incentive travel were to motivate incremental sales, to maintain high morale and to improve productivity.

More than half of the respondents from large companies believed spending on incentive travel would go up over the next two years, while 37% were confident their budgets would stay the same.

More than 1/3 of large companies stated that the budget for motivational meetings has increased over the past two years, while 41% said budgets have remained the same.

The study was conducted using focus groups of corporate decision makers, interviews with key industry stakeholders, telephone surveys with end users and online surveys with company executives.

Hilton Hotels Corp has announced plans to invest more than \$83 million in the renovation and transformation of guest rooms, health clubs, meeting spaces and public areas of five of its Caribbean hotels: the British Colonial Hilton Nassau; the Caribe Hilton in San Juan, the Hilton Curacao in Netherlands, Antilles; the Hilton Ponce Golf & Casino Resort in Puerto Rico and Hilton Trinidad & Conference Center.

Appointment

Mr. Ronald Gebhardt has been appointed Director of Sales & Marketing of the Westin and Sheraton Grand Bahama Island Our Lucaya Resort effective November 12, 2007. He is a veteran hotelier and active member of Meeting Professionals International Orlando Chapter. He will be based in Florida and will oversee the day to day operations of the sales, marketing, conventions and reservations department.

Resignations

Grand Bahama Island

Jane DeLeon, Sales Manager (West Coast) for Westin and Sheraton Grand Bahama Island Our Lucaya Resort has resigned effective Nov 8, 2007.

Nassau

Anna Pernia, Sales Manager (Florida & Midwest) for Cable Beach Resorts has resigned effective Nov 9, 2007.

Group Leads

Below is the list of group leads sent out during October 2007:

Georgia Osteopathic Medical Association

August 2010

2400 Room nights

Status: Proposals sent. Atlantis & Westin. Also looking at Puerto Rico, Florida and Mexico

DHL

July 2009

1300 Room nights

Status: Proposals sent. Atlantis & Westin. Also looking at Puerto Rico, Dominican Republic

Yamaha

August 2009

2150 room nights

Status: Proposals sent/received – site inspection and meetings will place on Nov 28-Dec 2, 2007.
Also looking at Puerto Rico and Mexico

Home Depot

October 2009

3,551 room nights

Status: Proposal sent/received –Atlantis – Also looking at Mexico, Puerto Rico

Torchmark Corporation

June 2009

1900 room nights

Status: Proposals sent, -Atlantis – site to take place on NPIPB December fam. Also looking at Puerto Rico

Georgia Utility Contractors Association

September 2009

2650 room nights

Status: Proposals sent – Atlantis/Westin – site to take place on NPIPB December fam. Also looking at Florida & Puerto Rico

**The Endocrine Society
October 2010
2080 room nights**

Status: Proposals sent – Atlantis/Westin – Also looking at Puerto Rico

Industry Events

Attended Meeting Professionals International South Florida Chapter monthly meeting. As a result of my participation in the monthly meeting, I met two new planners who recently moved to South Florida. Follow up meetings to be held in November 2007 to see how we can partner together to send business to The Islands of The Bahamas.

Activities

Planning, confirming and completing process of Grand Bahama Island Presentations/Sales calls in Atlanta area – Nov 5-9, 2007 and in West Coast of Florida –Dec. 10-14, 2007.

Participated in Grand Bahama Island Meeting Planners Fam trip on Grand Bahama Island – Oct 24-25, 2007.

Other activities for the month included telemarketing, setting up sales calls, distributing leads, emails, reports and other administrative work as well as assisting African American Market, groups department, vertical markets and industry partners whenever need arose..

Meetings/Presentations

Meetings were held with visa International, Rossi Incentives, Levenger, Metallic, Memorable Eventz, Helms Briscoe, Suntrust, Equipment Insurance Co, Exclamation, Metlife, DHL, American Express, TR International, Mayer Motivations, Cleveland Clinic, Sunbelt Motivations, Volker Meetings, PSS World Medical Inc, MVI Travel, Daffin, Conference Direct, Expert Meetings, Publicis CLT Meetings, Tropicania, SaraLee, GAD Resources, Caribbean Travel, Travel Max, Franklin Templeton Financial, Tech Data, Conference Management Associates, DT International Inc, Imagine Incentives, Pride Family Brands, Publix, Global Incentives & Meetings. As a result of these meetings, presentations and sales calls, presently working on six pieces of business for Nassau and Grand Bahama.

Groups

P Richardson

PROJECTS

TRADE SHOWS

Incentive Works

Toronto

Completed reconciliation of expenses, from credit card and submitted expense account

Forwarded PDF file, to all attendees, of all meeting planners who attended

Affordable Meetings

Washington, D.C.

Forwarded listing of attendees to sales personnel and partners

WEST COAST

Due to travel conflict, Rotary International, will not attend the Say on the Bay promotion in San Francisco, a Starwood event.

Have made all arrangements for the Denver and Seattle seminars and expos

Made arrangements for sales calls in Denver, Seattle, Los Angeles and Long Beach for the week pre/post events. Starwood taking the lead

STARCITE

Following group conference call, waited for input from field personnel. Having not received any, which was due on September 29, reviewed the site exhaustively and put together input for updates, new look, information, etc. Forwarded to Starcite with copy to all on conference call.

ROTARY INTERNATIONAL

Junkanoo performance ready for action, October 5

All details, contracts in place and ready to roll

CTO/H SMAI

Third annual joint conference program has been confirmed and marketed for a higher than expected attendance in San Juan, Puerto Rico.

Role will be one of introduction of speakers, December 12 - 15, 2007

SDD

Forwarded, all island BTOs, the most current information of their destination for input and current information. Deadline for submission is October 1 for a late-October distribution date.

FAM TRIP

Attended the NPIP Destination Program at Sandals where 38 planners attended.
During the 'optional period', took 6 planners to Arawak Cay for a cultural experience. Indeed it was!
The group were generally excited about the destination and many not having been to Nassau or the Bahamas before.
The highlight of the event, for me, was the production put on by the BC Hilton. It was awesome.

OTHER

Attended Groups Training Program in Nassau and Andros
HSMAI Past President's Meeting
MAARS luncheon
Latin Builder's luncheon
S. Florida Culinary Competition
Marketing Symposium -Lynn

OUTLOOK FOR OCTOBER

Attend the Rotary Convention and affect the Bahamas entertainment
Attend Starwoods events in Seattle and Denver
Make sales calls, in conjunction with Starwood, in Seattle, Denver, Los Angeles, Long Beach
Affect a current (Oct. edition) of the SDD
Perfect the Bahama Out Islands Starcite listings

AFRICAN AMERICAN MARKET OCTOBER 07 MONTHLY REPORT

- In an effort to continue to massage and court the National Black MBA Association, Ms. Nicole Boyd, Meetings and Events Consultant, was sent an invitation for the December 7-8, 2007 fam to Grand Bahama. We are trying to secure a board meeting from this organization in 2009. She has also been placed on our Out Island fam list.
- Mr. Charles Comer of the National Optometric Association has signed up to participate in the upcoming Grand Bahama Meeting Planners fam trip November 28-December 1, 2007. His group is seriously considering GB for their 2009 conference.
- Island Heartbeat Experience – Nicole Scott with Turquoise Productions has worked out a deal through Kerry Fountain to have the American Express program extended a few days for her group visiting GB February 14-18, 2008. Westin had originally offered a \$219.00 per night p/p rate for the group (300) making it a little difficult to promote and sell. This deal should now help stimulate interest and increase numbers. Will continue to monitor.
- Trumpet Awards January 10-13, 2008 – Now considering hosting/owning a two hour event dubbed “High Heels in High Places” during The Trumpet. Attendance should be approximately 300 with high visibility, and excellent PR/exposure opportunities for Bahamas. Now in discussions with Hyatt Hotel regarding cost. Due to time constraints fashion show might be shelved. Looking at nominating a Bahamian female as an honoree and would also look at possibly inviting Terrance Roberts and Tourism Today.
- National Coalition of Black Meeting Planners November 28 – December 2, 2007 – Approximately 85 of the top meeting planners from around the country are scheduled to attend. In addition to conference meetings and educational seminars, our AAM team will participate in client appreciation dine around evening and the trade show. We plan to take advantage of the best photo opportunities which will be forwarded to Communications Department with captions for placements.
- Bahamas/McDonalds consumer promotion month December, Detroit, MI – working with Mr. Erroll Service, Owner, 15 McDonalds franchisees. A month long consumer radio promotion. Other partners include Pelican Bay Resorts, GB and possible Spirit Airlines. Each McDonald outlet will be outfitted with Bahamas posters, literature and registration forms with our logo. Information on a travel agent for point of sale would also be displayed. Plans are to invite customers to register at McDonalds to win one of five 4day/3night trips to Pelican Bay Resorts.

- Out Island Meeting Planners Fam January 24-26, 2008 – Working with Out island Promotion Board, Delta Air Lines and local on Island BTO's. Plans are in place to escort a total of ten (10) AA meeting planners - five each Exuma/Eueuthera on product fam late January. These are pre qualified meeting planners with the ability to produce small groups and board meetings. Tentative itineraries are in place. Delta sent note to expect response early next week and awaiting response from OIPD on host hotel.
- Follow up letters were sent to those Meeting Planners that attended our Bahamas Signature Luncheon in Washington. The department is also teaming up with some of our larger properties in Nassau and GB sending out a letter of introduction and sales kits to those meeting Planners that were not able to attend the luncheon.
- ADHT – The conference was a rousing success by all accounts. It highlighted a major part of our African American Market Product, (Fox Hill, Gambier Village, Educulture Junkanoo Museum, Clifton, Pompey and Different of Nassau). Statistics shows that African Americans love to visit Heritage and Cultural sites on their travels. Nettie Symonette's Different of Nassau Pompey Museum and Clifton are some of the sites we will immediately begin to promote.

In Office Bahamas Golf Federation	<i>Worked together with the BGF to create a golf tournament schedule to be placed on www.golf.bahamas.com.</i>	<i>Want to create a registration form for golf tournaments that will include temporary membership information to participate in a BGF sanctioned golf tournament when the visitor is vacationing in The Bahamas.</i>	<i>Jameica Duncombe</i>	<i>4</i>
In Office Eckerd College	<i>Follow up meeting with event planner of Eckerd College regarding group travel to The Bahamas.</i>	<i>Have decided to take conference to Puerto Rico. Group considered both Nassau and Grand Bahama. Their reasons: The Atlantis was too expensive and Grand Bahama did not have everything they were looking for in a destination meeting.</i>	<i>Jameica Duncombe</i>	<i>5</i>
In Office Golf Sales Letter Update Database	<i>Continue and complete letters that will be used for mailing to potential clients.</i> <i>Continue updating database with new contacts. Made additional calls to confirm contact information.</i>	<i>Include flyers with brief hotel information and golf course information and course prices.</i>	<i>Jameica Duncombe</i>	<i>9-10</i>
In Office Complete Letters	<i>Golf Sales Call letters are targeted to several groups. Women Only Organizations, Men Only organizations, Charity Organizations, Corporate offices</i>	<i>Confirm correct address and send out letters and/or emails.</i>	<i>Jameica Duncombe</i>	<i>11</i>
Out of Office Golf Tournaments in South Florida	<i>After researching and calling on various companies and organizations, I researched the golf courses that have hosted these golf groups to find out the numbers for each group and the estimated profit made from each group.</i>	<i>Ongoing research which will decide the group that is best suited for travel to The Bahamas.</i>	<i>Jameica Duncombe</i>	<i>12</i>
In Office EWGA (Executive Women's Golf Association)	<i>Began researching and calling on this specific women's golf group. Targeting all 130 groups across the U.S and Canada. Changed and updated contact information provided in the past.</i>	<i>Once information is gathered would need to begin making calls to the various chapters of the EWGA.</i>	<i>Jameica Duncombe</i>	<i>15-16</i>
VACATION	VACATION	VACATION	<i>Jameica Duncombe</i>	<i>17-22</i>

In Office EWGA	<i>Continue collecting information from the EWGA through phone calls and emails.</i>	<i>Make calls on Chapters and schedule meetings with South Florida Chapters</i> <i>To Make all 130 calls by the 25th</i>	<i>Jameica Duncombe</i>	<i>23-25</i>
Out of Office Meetings	<i>Appointment with Broward EWGA Chapter Social Event Coordinator.</i>	<i>Interested but would have to meet with the other board members and decide if The Bahamas would be a chosen destination. Most of their events are already scheduled for 2008 and are interested for travel in 2009.</i>	<i>Jameica Duncombe</i>	<i>26</i>

Monthly Status Report
October, 2007
Department: Sports
Submitted By: Leonard Stuart

<i>Initiatives</i>	<i>Status</i>	<i>Next Step</i>	<i>Responsibility</i>	<i>Due Date</i>
Miami Tropics Basketball Miami, Florida October 9 2007	<i>A meeting was held at Chispa Restuarant</i> <i>To launch the Miami Tropics Basketball team to Miami, Florida. Following the meeting I met with Art Alvarez President /Ceo Miami Tropics Basketball Team. Discussed his team playing basketball in the Bahamas .Liked the idea of playing in the Bahamas.</i>	<i>To set dates for games to play.</i> <i>To send out information to Bahamas Basketball Federation</i> <i>To arrange teams to play.</i> <i>Location & Accomodation</i>	<i>Leonard Stuart</i>	<i>Ongoing</i>
Florida International Univ Miami, Florida October 16, 2007	<i>A meeting with Coach Sergio Rouco Florida International University Head Boys Basketball Coach Discussed His team coming to the Bahamas for a basket ball tournament in Spring 2008.</i>	<i>To provide dates and send out information to the Bahamas Basketball Federation.</i>	<i>Leonard Stuart</i>	<i>Ongoing</i>
North Carolina Central University Durham N.C. October 20, 2007	<i>A meeting with Coach; Henry White North Carolina Central University Head Baseball Coach .Discussed .To host a baseball Tournament in the Bahamas in the Spring 2008</i>	<i>To send information to Bahamas Baseball Federation</i> <i>To have follow up meeting and to set dates for tournament.</i>	<i>Leonard Stuart</i>	<i>Ongoing</i>
Florida Foosball League Pembroke Pines Florida October 23, 2007.	<i>A meeting with Jeff Maddux director of Florida foosball Association. Discussed his Association staging a Foosball Tournament in the Bahamas.</i>	<i>To have ongoing meeting</i>	<i>Leonard Stuart</i>	<i>Ongoing</i>

Monthly Status Report
October, 2007
Department: Sports
Submitted By: Pauline Davis-Thompson

<i>Initiatives</i>	<i>Status</i>	<i>Next Step</i>	<i>Responsibility</i>	<i>Due Date</i>
IAAF General Meeting	<i>While attending the IAAF General Meeting in Germany in September. Opportunity to host the Women in Sports Seminar came up. The event started some four years ago. This year event was hosted in Japan and it was well attended.</i>	<i>Still working on this event. The fact that I am now running for the IAAF Council and when I am successful. It will help to further us get this event.</i>	<i>On-Hold</i>	<i>August 2009</i>
Caribbean VS The WORLD Relay Championship	<i>Plans for the Caribbean VS the World Relay Championship is on hold. Still waiting for Track repair confirmation.</i>	<i>Went to Grand Bahama and saw the Track this Track is in no condition to host a major International event. The GBAA told me that all request for the repair of the Track was sent to the proper authorities in Nassau and that they are waiting for the approval to fix the Track.</i>	<i>On-Hold</i>	<i>May 2008</i>
Ironman Triathlon	<i>This is a new event that we are trying to bring to Grand Bahama. This event has great International Media Coverage and following. The best athletes in the World competes at this event</i>	<i>Our mandate of putting bodies in bed will no doubt be fulfill by this event. Plus we will get world Coverage to send a message that the Bahamas has a great Sport Tourism Product. And we invite the World to come and sample it.</i>	<i>Even though this event was denied by the Ministry of Tourism. The organizers of this event are still trying to host the event in 2009 in Grand Bahama. They are presently trying to secure private sponsorship.</i>	<i>March 2009</i>
Endura Triathlon	<i>Endura Triathlon is a great event and does what the mandate ask us to do it put bodies in bed and the up front sponsorship fees that we have to give them is very minimal.</i>	<i>This event put bodies in bed at a time when Grand Bahama really needs it.</i>	<i>This event was denied but Grand Bahama decided that they will host this event. It will be paid for from their budget.</i>	<i>November 2007</i>
World Youth Championship	<i>Met with Victor Lopez NACAC President and Alpheus Finlayson and we discuss about the Bahamas bidding for the 2011 World Youth Championship. This will be a huge event for us of course we are hoping that the new stadium will be finish. For right now all work for this event has to be done by the BAAA's with approval coming from the Bahamas Government. Once bidding is secure then the Ministry of Tourism can get involve.</i>			<i>July 2011</i>
Sporting Organization	<i>Continue to call on local Sporting Organization here in Georgia. At times it is challenging because you leave a message and they don't always return your call and when they do. Some of them are receptive to the idea of playing in the Bahamas. Others are luke warm about the idea and</i>			

some are simply not interested. So I continue to put together the profile of these organization and build our Data Base.

Sports & Aviation Monthly Report October, 2007 Greg Rolle

Initiatives	Status	Next Step	Responsibility	Due Date
AOPA Aviation Meetings <i>Homeland Security's General Aviation International Flight Electronic Notification</i>	<i>During the AOPA Expo, Elizabeth Vance and I met with AOPA top Executives along with Aviation representatives from Mexico and Canada to discussed the possible cause of action the Ministry could take; began examining how we could comply and what challenges that would present to our Island AOE's.</i>	<i>AOPA is applying political pressure from their end to bring about a law that all pilots feel that is fair. The Bahamas will use its Aviation Council committee to engage both Government and private sector to do its part in this process. The Aviation Council will host a meeting Tuesday October 30, 2007 in Nassau to further discuss the NPRM.</i>		<i>On-going</i>
Federal Pavilion Planning Meeting	<i>All agencies who participated in the Federal Pavilion at Oshkosh took part in a two day planning meeting, where the chairman reviewed the 2007 Oshkosh success and failures, He then pave the way for 2008 Air Venture. During the meeting, I made a request that the Federal Agency look at having their fall meeting in the Bahamas, I also spoke with US Customs and Border Protection, who agreed to have one of their Officer conduct another interview of the updated US Customs procedures for Private Pilots returning from The Bahamas.</i>	<i>TO seek approval to have the necessary changes be made to Our Aviation DVD, to include all the major changes that private pilots must comply with before they enter the US.. Once approval is given, confirm the date and time with Craig Payton and US Customs and Border Protection to make those changes.</i>	<i>Keith Gomez Greg Rolle</i>	<i>Pending</i>
Miami Aviation Executive	<i>Training Sessions-- Miami Executive Aviation Discussed the Bahamas hosting another Bahamas Training Sessions by the BTO for Miami Executive Aviation's new representatives at their FBO facility, located in Opa-Locka</i>	<i>To confirm schedule with Grand Bahama, and the Out Island of times for the participation of their sessions during the FBO Bahamas Seminar.. These session will enhance Miami Executive staff's overall Bahamas aviation marketing knowledge. The various Promotion Boards to assist with these FBO training sessions</i>	<i>Keith Gomez Greg Rolle</i>	<i>November 8, 2007</i>
Teams Sports 2007 Expo	<i>The Bahamas participated in the 2007 Team Expo, where I had the opportunity</i>	<i>To follow-up on the list of event organizers and to continue the</i>	<i>Sports Team</i>	<i>On-going</i>

Unique one-on-one appointment sessions that allow me quality face time with event organizers, and sports event industry suppliers. I was also able to network with tour operators and travel agents specializing in sports travel packages.

networking that I feel will allow the Bahamas to receive additional sports groups and tournaments

Tour & Travel Monthly Status Report

October, 2007

Prepared By: Raquel Garnette

ACTIVITIES/PROJECTS	STATUS	NEXT STEP(S)	RESPONSIBILITY	DUE DATE
GOGO CONFERENCE – 10/11 – 15, 07 Nassau, Bahamas	<p>The majority of this month was spent finalizing details for this conference, including the seminars, gala dinner and hotel prizes.</p> <p>Attended this conference, which attracted 350 agents from across the USA, along with 100 suppliers. Overall, it was well organized and everything ran smoothly. Report submitted under separate cover.</p>	<p>Follow-up with event manger regarding final details.</p> <p>Distribute list of attendees.</p>	<p>RG</p>	
TOUR & TRAVEL CALENDAR – 07/08	<p>Working with Mikala to complete all contracts and submit them for payment.</p>	<p>Distribute final version of calendar to team and suppliers.</p>	<p>RG, MM</p>	

APPROVED: _____
 DATE: _____

Tour & Travel Monthly Status Report

Territory: S/W.IL, MO, MN, IA, KS, NE, N/S.DA.

October, 2007

Prepared By: Margaret Campbell, CTC

ACTIVITIES/PROJECTS	STATUS	NEXT STEP(S)	RESPONSIBILITY	DUE DATE
<u>T. & T. Agents Sales Calls:</u> Macomb, Peoria, Bushnell, IL.	Completed sales calls (12) and TIOTB presentation with emphasis on new developments in Nassau/P.I. & Cable Beach. Highlighted also new connecting airlifts to TIOTB from Peoria and Moline Regional airports with emphasis on Spirit Airline's pending service into G.B., Delta and American into the Out Islands. Agents from these areas are selling some Nassau and Grand Bahama but mostly cruises on Carnival and Royal Caribbean and do not receive many bookings for the Out Islands.		M.C	N/A

<p><u>Telemarketing Calls:</u> Kansas, MO.</p>	<p>Telemarketing calls were made in the Kansas area. Up-dated agents on TIOTB with emphasis on Nassau/P.I. &/Cable Beach.</p>	<p>Maintain on-going relationship and forward requested brochures.</p>	<p>M.C</p>	<p>N/A</p>
<p><u>T. & T. Promotional Calls</u> (1) ABC/T.V.7-Chicagoing Show. (2) WMQZ 99.9 Oldies Radio. (3) WVON Radio.</p>	<p>ABC Networks/channel 7 in-studio(Chicago) interviewed/ taping recap of TIOTB during their 700th show celebration segment, this went very well. The Host and I went down memory lane, talking about some of the Show's events from their on-island visit/filming several years ago; which included a group of (50) musical high school students, (10) Chaperones from Chicago Public/Poe Classical school choir and (10) students from the Chicago Sherd Aquarium, covering the marine life on Andros. I also highlighted some of the new developments, with emphasis on Nassau, Andros and Bimini where the original shows were aired. The Producer (Elsa) informed me, that the new show was aired on ABC.Channel 7/</p>	<p>(1) Show's copied taping is pending and the show's Program Director invited TIOTB to consider a Spring, 2008 T.V show with one of the station's programs. (2) Proposals pending, to be submitted to the P.R./ Communications dept. upon receiving. (3) WVON radio copied tape of TIOTB show airing is pending.</p>	<p>M.C.</p>	<p>N/A</p>

Chicagoing for one week during the month of October and received a rating of (3) which was very good for their Sunday morning 11:00a.m slot, covering all of Illinois, IND, and WI. border-line and a household of over 150,000. Complimentary to TIOTB.

Follow-up meeting with Mary Detrick, Acct. Executive from WMQZ 99.9 radio. Discussed several promotional opportunities such as contest/ Give-away trip, website links and on-air call-in promoting the TIOTB with radio personalities.

Discussed and solicited media support from WVON' radio weekly travel show (Desirable Destinations) for TIOTB. A proposal from the station was not submitted to our office/ (P.R dept.) on a timely manner for POV and Ms. Patty upon reviewing the proposal, suggested our participation at a later date. However, after speaking with the Producer of the show, they agreed at no cost to proceed, covering TIOTB on

	their October 24, and 07 segments.			
<u>T.&T.Tradeshaw:</u> MLT /Minneapolis Tradeshaw	<p>Attended MLT's (3) days annual wholesaler show, which was attended by 1,800 agents from throughout the U.S.A. Attendees were primarily interest in learning about new developments relating to Atlantis (Cove completion) and Baha Mar (Cable Beach project status).</p> <p>This forum also provided an opportunity for me to network with MLT's managers and Susan Crea-Tighe, Product Manager for TIOTB informed me that Nassau is appearing on their list of top (5) destinations, chosen by Customers who are using flights on Continental and Delta Airlines via Northwest World Vacations packages.</p>			

Marketing Intelligence:

Most of the agents within my territory noted that while their cruise business to the TIOTB is not affected by the passport situation, a few reported that the passport requirements have affected their Caribbean land bookings and have diverted business to destinations such as Puerto Rico. Also all-inclusive properties, non-stop and charter flights remain the most requested vacations.

Airlines/Wholesalers:

Apple, GoGo Worldwide Vacations and MLT reported that their Bahamas bookings on schedule air to The Bahamas are selling very well for the winter season with Delta and American Airlines being the preferred major carriers.

Competition:

Eastern Europe and Hawaii appears to be popular and selling well from this market, regardless of the price-points, noted several agents.

TIOTB is still getting its market share but there is a progressive demand for 'cultural and special niche interest'.

Hawaii is taking advantage of this need by introducing programs such as "discounted, added-value gift wedding programs and family vacation programs with lots of activities.

**Tour & Travel Monthly Status Report
October, 2007**

Prepared By: Cleveland Williams
Territory: Connecticut

ACTIVITIES/PROJECTS	STATUS	NEXT STEP(S)	MGR	DUE DATE
09/29-10/3 <ul style="list-style-type: none"> • American Express National Conference 	Attended the event. Pls. see attached report.	Follow –up with Am.Ex.Travel Agents to foster an effective working relationship to cultivate Bahamas business.	CW	
10/04-06 <ul style="list-style-type: none"> • Research 50Top Travel Agents in Regional Territory • Telemarketing Travel Agents for Appointments 	Liaised with BDM of Travel Impressions, Go Go Worldwide Vacations to ascertain their top producing agencies within the region. Telemarketed new Travel Agencies/accounts for October’s Sales Calls	To Compile an Excel spreadsheet of Regional 50 Top Travel Agents and submit to Regional Director. To honor Sales Appointments with CT. Travel Agencies.	CW	

<p>10/10-26/07</p> <p>Sales & Marketing Activities to the following towns/cities:</p> <p>Glastonbury, Norwalk, New Milford, Southington, Plainville, Naugatuck, Torrington, Guildford, Madison and North Branton.</p>	<p>Sales Calls and Bahamas presentation was done to Travel Agencies in the named towns/cities. New hotel developments in TIOTB, new flight patterns into The Bahamas were discussed. Agents were informed of Bahamas On-line Specialist Training Program and questioned about Incentive Awards for the Loyalty program. Comments are given in the commentary section of this report.</p>	<p>To build working relationships with these agencies to stimulate growth in Bahamas business, by on-going training, updates and periodic sales calls. Encourage agents to become Bahamas Specialists by training online with the Travel Academy-Bahamas.</p>	<p>CW</p>	
<p>10/11/07</p> <p>Owenoak International Travel</p>	<p>A Travel Agency and Golf Tour Operator offering holiday golfing to: Ireland, Wales, England and Scotland. This Tour Operator is highly interested in organizing a golf tournament in TIOTB for their clients. The</p>	<p>Have received information from The Abaco Club and Four Seasons Exuma, currently awaiting feedback from the Ocean Club for the next client meeting</p>	<p>CW</p>	

	Abaco Club, and Four Seasons Exuma and the One & Only Ocean Club were recommended.			
10/12/07 Minucci Travel	Does 3 radio stations in CT promoting Travel giveaways, Listener trips, & selling air/land packages with my travel partners. Interested in working with NPIP	Radio Promotional proposal forwarded to Claudette Davis – NPIP to discuss with member properties for their involvement. Will follow up for feedback.	CW	
10/12/07 Travel Impression's Trade Show	Attended Travel Impressions Travel Agents Trade Show @ Stamford Marriott Hotel. 148 Travel Agencies were present. Trade Show consisted of NTOs and Destination hoteliers. Format-Trade Show style Agents went from table to table and met with suppliers, collecting destination	Business cards were collected and follow-up will be done in conjunction with future Sales Calls being conducted.	CW	

	pieces/ brochures and travel information.			
10/26/07 Connecticut CTO Chapter	BTO- New York is sponsoring a Bahamas evening for the CT. CTO Chapter, featuring TIOTB. Meeting to discuss event logistics, cost, venue, attendees and other pertinent matters.	Dates, venues, cost elements; number of participants will be supplied shortly.	CW	
10/25/07 Bahamas Out Island Promotion Board	An invitation has been extended to BOIBP to participate in the 2008 N.Y. CTO Week, and the up-coming Connecticut CTO Chapter's Bahamas Evening in 2008.	Executive Director has responded favorably to lending support to both opportunities. Due to new M.O.T. changes (in the making); plans are being temporarily placed on hold until the beginning of 2008. Will furnish further information thereafter.	CW	

American Express National Conference:

Date: September 30 – October 2, 2007

Venue: La Paloma Hotel

Place: Tucson, Arizona

Golf Day: TIOTB sponsored the American Express Golf Day for 38 golfers. Sponsorship of the event was greatly appreciated and placed “The Bahamas” in the minds of all present.

Conference: Presented a great networking and educational opportunity with approximately 500 US representative Travel Agencies of American Express in attendance. Educationally it was an excellent experience in understanding the operational side of American Express Card and its business relationship with their card members and top selling Travel Agencies throughout the United States. Fascinating to learn about all the various Travel Initiatives installed to boost American Express and their Travel Agencies’ business. Great Loyalty Awards program in place and exciting programs to promote new destinations:

“4 Exclusive American Express benefits & 16 incredible destinations”.

1. Card member Annual Travel Benefit: \$100 statement Credit on qualifying vacations.
2. Double Membership Rewards points.
3. A full-year subscription to Travel +Leisure magazine.
4. Exclusive Card member savings on dining, shopping and activities available online at [www. Americanexpress.com/gocaribbean](http://www.Americanexpress.com/gocaribbean).

Call your local American Express Travel Professional to book your Caribbean, Bermuda and the Islands of The Bahamas vacations, and mention promo code C6560001.

The Bahamas Online Specialist Program:

Connecticut’s Travel Agencies have been informed of BOSP and its Loyalty Awards program. Many agencies are already taking advantage of this online training facility. Having done a telemarketing survey on the Loyalty Awards scheme in place, agents have shared the following comments:

- **FAM Trips**: are considered a given..... it is mandatory to see, feel and experience a destination in order to successful sell it. It is not considered an ideal Agent Incentive, as they are constantly being invited to go on educational trips by other destinations free of charge and with no prior sales obligations necessary in order to participate in such a trip.
- **Commissions**: Due to the lost of commissions from Airlines and the impact of Internet Travel sales, Agents will be motivated to sell and drive Bahamas business from their Agencies, if our on island partners and Hoteliers would look at devising a scheme whereby commissions would return to that particular agency or agents for having sold a vast amount of Bahamas business. The bottom line is.... Increasing one’s possibility of making money. This would be one of the greatest Incentive schemes.

Market Intelligence:

Connecticut is fertile grounds for Bahamas business. The majority of Travel Agencies visited sell some aspects of the Islands of The Bahamas. Predominately, Atlantis (due to its strong marketing in the USA), and some properties in Nassau. Grand Bahama does not have the strong pull it once had, due to the lost of Grand Bahama Vacation's packages and Chartered flight. The Out Islands are seldom sold. If and when sold, they are sold based on clients' knowledge and desire to go.... Travel Agents still lack product knowledge of these islands and would like to have a first hand experience through an Educational trip. It is my desire to rectify this, by employing the full participation of the BOIBP and its members in up-coming, new Sales & Marketing opportunities within the territory.

Connecticut Travel Agents are excited to learn of all the new up-coming developments throughout the Islands of The Bahamas, in particular the Bahamar development in Nassau's Cable Beach.

Tour & Travel Monthly Status Report

Prepared By: DORNELL WATSON

TERRITORY: PA, DE, S. JERSEY, MD, DC, VA, NEW ENGLAND OCTOBER 2007

ACTIVITIES/PROJECTS	STATUS	NEXT STEP(S)	MGR	DUE DATE
Kiwi Magazine (National Publication) (Voorhees, NJ)	Ongoing – Sheraton and Bahamas/US Airways ads were submitted and gone to print. Copy of Nov/Dec Magazine will be distributed to all the sponsors in Nov.	Kiwi is working on contest details for the website.		
North Shore Chamber of Commerce Danvers, MA	Ongoing – Membership drive was held on 10/23-26 in which 250 members competed for grand prizes which includes a 3nts stay at the BC Hilton.	BC Hilton’s ad was submitted and will appear in November’s Business Journal. Submit promotional information for web site or special mailing.	DW	11/12/07
Rodgers Travel Philadelphia, PA	New - Met w/ Tina Showell who made a request on behalf of the owner to assist with an in-agency fam trip.	Have agency submit request in writing with 3 proposed dates and then submit to NPIP for assistance.	DW	11/12/07
10/3-10/4	Completed 13 sales calls in Northern MA and Rhode Island.	Follow-up on requests w/ select agencies.	DW	
10/10 – 10/15	Participated in Gogo’s Learning Conference at Atlantis, P.I. Submitted report on conference.	Follow up with agents from territory who attended conference for further business development.	DW	
10/17 – 10/18	Completed 8 sales calls in Norfolk and Richmond, VA.			

10/24 – 10/25	Completed 7 sales calls in PA and DE			
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Marketing Intelligence

Agents in the New England area reported that Bahamas bookings have been soft due to lack of non-stop flights and expensive air to the destination. The Bahamas season is said to be between March and October. Cruises, Aruba, Riviera Maya, Cancun, and Punta Cana are said to be year round top sellers.

Agents in Richmond and Norfolk, VA also commented that Bahamas bookings have been soft due to expensive airfare. Consumers seem to be attracted by the affordable cruise deals out of Norfolk as sometimes airfare alone to The Bahamas can be close to the cost of a 7 nights cruise to The Bahamas.

Top sellers from that market are cruises, Mexico, Jamaica, Punta Cana and Caribbean (in general).

I also called on a big producer for The Bahamas, Accent in Travel (Richmond) who reported that they did more than 17 bookings accounting for \$50,000+ in sales. Their biggest sellers are Sandals Royal Bahamian, Atlantis, RIU and Sheraton/Westin-GBI. They feel they can sell more of The Bahamas if we had better airlift.

Followed up with Paula Dozier, of DTS Midway Vacations (Baltimore, MD) the agent that worked the Black Caucus Event, and she reported 57 leads from the show. As of today, she has closed 4 bookings for travel this year and still working on requests for 2008.

Liberty Travel Ad - \$569, 3 nts, Comfort Suites-PI (save additional \$200 w/ Amex Card)
 - \$775, 4 nts, Occidental (AI), Punta Cana
 - \$829, 4 nts, Holiday Inn Sunspree (AI), Jamaica

Competition

Cayman Islands– Ran ads promoting their Cayman Jazz Fest scheduled for 11/29 – 12/2/07.

Tour Operators/Airlines Report

Gogo (Providence) – I made a courtesy call to the gogo’s office in Providence, RI on 10/4 and met with Christine White, the manager. She reported that Bahamas bookings are down from the same time last year. She reported that there were 177 bookings (up to 10/4) and 35 future bookings. The top selling destinations for her office are Riviera Maya, Punta Cana, Aruba and Jamaica.

Gogo (Richmond) – Also made a courtesy call to the Richmond Office and met with Pamela Cook, who reported that bookings to The Bahamas were good this year and an easy sell for her office. She also reported that she had 2 confirmed groups for Nov ’07 and May ’08. Other top sellers for her office are Cancun/Riviera Maya, Punta Cana, and Jamaica.

Trade Shows – Agent/Consumer

10/1	Apple Vacations Trade Show	400 Agents	Baltimore, MD
10/2	National Trade Show	78 Agents	Nashua, NH
10/4	National Trade Show	117 Agents	Warwick, RI
10/17	National Trade Show	40 Agents	Richmond, VA
10/18	National Trade Show	102 Agents	Norfolk, VA
10/23	Travel Impressions TS	175 Agents	Philadelphia, PA

Presentations

10/3	North Shore Chamber of Commerce	250 Business Professionals	Danvers, MA
10/4	AAA Travel – S. New England Res. Dept	3 Res. Agents	Providence, RI

Groups

Gogo WWV in Richmond – Reported 2 confirmed groups:

- 1) 11/10 – 49 pax – 96 room nights – RIU Paradise Island
- 2) 5/4-8/08 – 100 pax – 200 room nights – Atlantis, PI;

Tour & Travel Monthly Status Report

Prepared By: LURLINE BUBB

September 30, October 26, 2007 – Dallas, TX. & California.

ACTIVITES/PROJECTS	STATUS	NEXT STEP(S)	RESPONSIBILITY	DUE DATE
September 30 th , Travel to Costa Mesa, CA, for AA Vacations Trade show	Set up American Airlines Vacations Trade Show, Ca		Lurline Bubb	
October 01, 200 American Airlines Vacations trade Show, Costa Mesa. Ca.	Approximately 234 agents were in attendance. Gave a 5 Minutes presentation on The Bahamas. Surveyed over 106 agents see attached for results. They are interested in a Bahamas Fam.	Follow up with agent's request. Email 99 thanks and copy of the presentation.	Lurline	
October 02, 2007- American Airlines Vacations Trade show, Marina Del Rey, Ca.	Participated in American Airlines Vacations show. Approximately 193 agents. Survey 106 agents for a prize-give-away. See attached for results. They are interested in a Bahamas Fam not only to Nassau; they would like to experience the Family Islands. Grand Bahama Island Tourist Board provides T-Shirts and Cook books for Give-away. At each Sow.	Email each agent a thank you note and copy of the presentation in its entirety, per agent's request.		

October 03, 2007- American Airlines Vacations Trade show, Concord, Ca.	Attendance 133 agents. In addition to suppliers/Tourist Boards. I gave a 5 minutes presentation. Agents requesting Bahamas Fam	Follow up with a thank you email and a copy of the presentation.	Lurline	
October 04, 2007- American airlines vacation Show, Santa Clara, Ca	Attendance 181 agents. A brief Bahamas presentation. Surveyed 108 agents (see results).	Email will follow, re thank you and copy of Presentation next week.	Lurline	
October 05, 007 Return to dvllvs	Follow up with agents survey forms.		Lurline	
October 08, 2007 US Holiday,				
October 09- 007 Work on Give a-way for Chamber of Commerce Business event, and KIKT-FM and KGVL- TV. November 08, 2007, Greenville, Texas.	Office lots of agents follow-up. Continue to work with GBI for a give-away for the up coming Chamber of Commerce Business event November 08, 2007, Greenville, Texas. Bahamas will have a booth at the show at no additional cost. Expected attendance 500.	Lots of follow up and meeting is schedule for October 30th, 007. Lots of exposure.		
October 10, 007	AA Vacations trade show, Dallas, TX. Approximately 224 travel agents attend. Surveyed	Email 99 thank you letter and a copy of my presentation. Lots of follow to be made, and	Lurline	

	102. Gave a 5 minutes presentation.	update MOT Data base.		
October, 11, 007- AA Vacation Trade show, Arlington, TX.	AA Vacations Trade show approximately 145 agents. Surveyed 104 agents. Lots of request for a Bahamas Educational seminar and Fam trip to The Bahamas.	Email> thank you and a copy of the presentation will be sent next week, per agent's request. Will up-date MOT data base.	Lurline.	
October 12, FGBL	Attend Monthly meeting, great networking for business. With hopes of hosting one of their meeting in The Bahamas in 2008/2009.			
October 15- 17- office	Continue to email agents			
October _GBI and KIKT Radio & chamber of Commerce event.	Continue to work with GBI with up coming Business opportunity in Greenville, November 08, 2007.			
October 18, 2007 Meeting World Ventures. Groups, Singles trip for 2008. In GBI.	Working Randy, Groups Manager on a group of over 200, December, 2007. We discussed in det lils how to assist group during brief stay in Nassau O/B Royal Caribbean.			
October 25, 2007- met with Judith Jackson- past president, CTO Chapter, Dallas, TX.	Working with Judith on opportunities for the Bahamas, singles in GBI. , 2008.	Follow up will be made with some association that she works with.		

Marketing Intelligence

- Agents made positive comments, continue to ask for FAM and Bahamas Educational seminar in California and Texas.
- WORLD VENTURES group to Nassau went extremely well , over 500 travel associates in October 12- 15, 2007
- American Airlines 4 weekly SKED Air N/S to Jamaica.

Results: The survey also reveals that agents request Fam, Bahamas seminars, sales calls and –in-house presentations. I believe we should focus on agents that sell. In addition, look at what agents are telling us (**Please see survey result**).

Jamaica: is the primary destination for agents in the West and south west, followed by Mexico. Jamaica sells and promotes groups, Weddings/Honeymoon, no segmentation. Promote everything; I believe that this is the reason; based on the result of the survey Jamaica is leading us in every segment in this Market. If a group is uncovered they act on it immediately, they do not pass it on, because the potential to loose that group is a big risk to other destinations that is competing for the same business.

Cruise-Group: very strong in California; we can reach out to agents for some of this business. During stop over in The Bahamas we can benefit financially.

Groups: uncover which travel agent has the potential to book groups to The Bahamas.

Honeymoon/Weddings: Identify agents whoes focus is on wedding/honeymoon, a very lucrative market for us.

Trade Organizations

Attend N. Texas Chapter Board meeting, they very asking The Bahamas to sponsor v meeting in 2008.

Misc/Administrative matters

Tour and Travel Monthly Status Report:October 2007
Prepared By: Nuvolari Chotoosingh
Areas: New York, New Jersey,

ACTIVITES/PROJECTS	STATUS	NEXT STEP(S)	RESPONSIBILITY	DUE DATE
Agent @ Home Show- Newark, NJ	Show was well attended 60-70 agents but venue was a bit cramped and there was very little opportunity to talk one on one.	I would recommend support for next year but a larger venue should be sought as this is a growing segment of the trade.	Nuvie	
In-house training of Liberty Res Agents in Rahmsey NJ	Gave presentation to 12 agents along with brochures for N/PI, GBI,OI. Took agents through bahamas.com portal	Next training set for Nov. 12	Nuvie	Nov. 12
Travel Impressions Trade Show, Long Island NY	Show was very well attended 80-100 excellent venue. I would recommend this show next year.	Provided brochures, answered questions and gave update on developments in the Bahamas	Nuvie	
Travel Impressions Trade Show, West Orange, NJ	Not as well attend as last year, perhaps due to rainy weather. Still roughly 70-80 agents attended yet not great interest in Bahamas..	Provided brochures, answered questions and updated on the Bahamas developments.	Nuvie	
Met with Sheraton Rep Sara Summie at BTO NY	Discussed developments at Sheraton Cable Beach. Received thumb drive of Sheraton images and updated data.	Continue working to promote Sheraton Cable Beach.	Nuvie	Ongoing
Bahamas Online Specialist Program	Updated on BOSP	Get feedback from agents about the program.	Nuvie	Ongoing

Tour & Travel Monthly Report

Prepared By: **Conrad King**

October, 2007

ACTIVITES/PROJECTS	STATUS	NEXT STEP(S)	MANAGER	DUE DATE
<p>IN OFFICE ADMIN –</p> <p>Worked on two projects that culminated at the end of Oct; Supplier Night 2007 and Delta Certified Vacations Fam Trip that is scheduled for Oct 30-Nov 2nd.</p>	<ul style="list-style-type: none"> • Supplier Night had 45 attendees from Wholesalers / Tour Operators and corporate partners. • Certified Vacations Fam is confirmed, Oct 30-Nov 2. 10 Agents are expected to attend. 	<ul style="list-style-type: none"> • Spoke to a number of corporate contacts attendees who agreed to have TIOTB come to their office and contact Bahamas Days at their office location. The first of which is scheduled for Nov 13th at Turner Broadcasting. • Agents will be encouraged to sign up for BOSP, participate in booking incentive with DCV. 	<p>CK</p>	<p>Nov 4th.</p>
<p>SALES CALLS – Joint sales Delta Vacations and Pelican Bay Hotel.</p>	<ul style="list-style-type: none"> • Conducted joint sales calls. Also conducted in-house presentations and consumer trade show at Springdale Travel Show, Mobile, AL, Oct 11t. 	<ul style="list-style-type: none"> • Will continue to work with Springdale, as this is a high producing agency with many inside and outside agents. 	<p>CK</p>	<p>On going.</p>

	<p>Twenty-five agents attended the the in-house presentations.</p> <ul style="list-style-type: none"> • Joint Sales Calls with Pelican Bay hotel, Oct 24th, Atlanta. 			
<p>GoDekalb.com - Currently working on a barter / trade project with GoDekalb.com</p>	<ul style="list-style-type: none"> • Have spoken to a number of hoteliers, who I thought might have been interested, based on my initial meeting with the client. Set up a meeting with the marketing director of the company and Pelican. 	<ul style="list-style-type: none"> • A proposal was re-submitted to Pelican Bay and awaiting a decision from the hotel marketing dept. 	CK	Nov 4 th
<p>Springdale Travel, AL Have a Bahamas Corporate Day scheduled with this agency, Oct 11th.</p>	<ul style="list-style-type: none"> • This event is a joint effort with Certified Vacations. Certified has already paid the registration free of \$400, and will invoice me for \$200. 	<ul style="list-style-type: none"> • Invoice has been received and will be submitted with monthly report. 		Completed.
<p>Rachael's Travel, SC:</p>	<ul style="list-style-type: none"> • Hosted a Bahamas Night presentation consumer presentation in Charleston, SC. Oct, 17th. Twenty five people attended. 	<ul style="list-style-type: none"> • Agency would like to host a monthly consumer presentation; every 3rd week of each month. 		On going
<p>Oconee2 Travel:</p>	<ul style="list-style-type: none"> • Hosted a Bahamas Night presentation consumer presentation in Atlanta, GA. Twenty five people attended 	<ul style="list-style-type: none"> • 		

Delta Certified Vacations	<ul style="list-style-type: none"> Fam trip confirmed, 10 agents. 			
Personal Touch Travel – Did a joint presentation to organizers of the Gospel Choice Awards in Atlanta.	<ul style="list-style-type: none"> The organizers specifically asked the agent about hosting the awards are receptive to the idea of holding an event in Bahamas. 	<ul style="list-style-type: none"> A meeting is confirmed with agent and the organizer for Nov 14th. 	CK	

Marketing Intelligence:

More and more consumers are searching for specials and are going on line to get information about travel specials. Some aggressive, marketing savvy agents are dealing with this head-on by marketing and promoting its services directly to these consumers. Some are packaging and promoting group travel to particular destinations and going out into the community. Some sectors where aggressive agents are more visible are churches, health clubs, and office parks. I am currently working with a number of agencies who are ahead of the trend, to tap into this niche. Currently working with Lake Oconee Travel, Atlanta, GA, and Raquel Travel, Charleston, SC, to conduct monthly consumer presentations.

Both agents say that this strategy is important to off set the continuing expansion to Internet and online services. Travelers tend to be quite computer savvy, with two thirds (65%) of the 98.3 million travelers who are online-63.8 million-using the Internet to make travel plans in 2004. Among online frequent travelers, 70 percent use the Internet for travel planning. Use of the Internet to actually book travel continues to increase, with 45 percent of all travelers now online having made travel reservations on the Internet during the past year.

Airlines / Wholesale:

Delta: N/A

GoGo: N/A

Delta Certified Vacations: Nassau Fam - October 30 – Nov 2.

Competition Specials:

RUI Caribbean Hotels: 3 Nights All- Inclusive:

Naiboa \$475.00

Punta Cana \$620.00

Riu Palace Macao \$ 679.00

** Nassau, Bahamas \$695.00

Jamaica from \$410.00 (save up to 35%)

Cayman Islands \$435 (save up to 50% on 3 nights all-inclusive

St. Lucia – Romance in Paradise – from \$635 (save up to 50% on 3 nights all-inclusive)

Dominican Republic from \$710.00

** Freeport, GBI (3 nights all inclusive) Wyndham \$510.00

Travel Impressions - Jamaica, 3 nights \$185.00 (Land Only) Airfare available from cities nationwide.
Aruba, 3 nights \$255.00

Delta Airlines - Atlanta / Cancun \$169.00 + taxes (One way)
Atlanta / Honolulu \$339 + Taxes (one way)
Charleston, SC / Honolulu 319 + Taxes (one way)

Trade Shows - Trade / Consumer

Agents at Home – Oct 18th, 120 Agents

Presentations:

Oct 11th, Springdale Travel, 46 Attendees

Oct 17th, Raquels Travel, Charleston, SC, 22 Agents.

Miscellaneous –

What is the status on agency fam trip? Is this something that we should be pursuing? I have a number of agents who are requesting fam trips. Please advise.

2007-10-21 12:13
 LURLINE BUBB

Tour & Travel Monthly Status Report

Prepared By: LURLINE BUBB

OCTOBER 29 - NOVEMBER - 2007

ACTIVITES/PROJECTS	STATUS	NEXT STEP(S)	RESPONSIBILITY	DUE DATE
Oct 29, 007 Meeting in Greenville	Met with Greg Bird, Guess T.V. and Media Group, and Shannon Routh, President, Travel Trends, We discussed final plans for the upcoming trade show, schedule for Novemner.	Continue to work on a 4days 3 nights give-away- for the event.	Lurline Bubb	
November 02, 007. Sales call on Dynamic travel.	One of the largest agency in N. Dallas. Gave update Discussed upcoming Interline trade show schedule for November 27, 007.	I will attend event and provide a give-away for attendees.	Lurline	Oct. 25/2006
November 05, 007 Meeting, Shannon Routh Travel Trends- Edison, TX).	Follow-up with Chamber of Commerce event, gave her Bahamian items for Gift basket.			
November 06. Travel Impressions and AAA, Presentation	Gave a brief presentation to AAA top sales staff, they are interested in learning more about The Bahamas... approximately 20 agents/managers were in	.. Follow up will be made in 2008.	Lurline	

	attendance.			
November 07, 007. Attend CTO Board meeting. N. Dallas.	Attend CTO Board Meeting. Plans were made for 2008. CTO N. Dallas Chapter is still in need of sponsors for 2008 meetings.	I extend an invitation to CTO Members to conduct one of their meetings out of Country in GBI/ 2008. Follow up will be made.		
November 08, 007- Greenville Chamber of Commerce Consumer Business trade show.	Attend Greenville Chamber of Commerce Business Consumer trade show. Approximately 500 were in attendance. We received Maximum exposure to the Business community. Possible small group for 2008. Shannon Routh, President, Travel Trends and also a Bahamas specialist provide general Bahamas up date and propmote American Express Specials.			
November 12 – 16- Vacation	Vacation			Lurline
November 19, 007	Follow up with agents on going – continue to work on MOT Data Base			
November 20 & 21- Vacation	Vacation			
November 23, Thanks giving day				

November 23, Office closed. Due to US holiday.				
November 26, office day	Lots of follow up. Continue to work with Mr. Jimmy Kim, Los Angeles for a Bahamas seminar followed by Fam to GBI, March, 2008.			
November- 27, 007-Dynamic Travel & Interline Trade Show.	Attend Dynamic Travel show. Grapevine, Texas. Approximately 300 airline employees were in attendance.	Continue to Work with Steve Cosgrove, President, to promote The Family Islands		
November 28, 007- Fun jet	Met with sales manager, Ms. Ellen Pankau. we discussed joint calls for January , 008	.Follow up will be made.		

Marketing Intelligence

Nothing has change. Jamaica continues to promote on Major Television.

I would like to conduct 3 small Bahamas Educational seminars in N. Texas. February, 2007. Invite 50 agents per seminar.

Tour & Travel Monthly Status Report Midwest

**Prepared By: LEVAUGHN COOPER
Indiana, Ohio, Kentucky**

MONTH: JANUARY 2007

TERITORY: N. Chicago, Wisconsin, Michigan,

PROJECTS	STATUS	NEXT STEP(S)	RESPONSIBILITY	DUE DATE
Carlson Wagonlit Trade Show-Holland, MI	Completed: This show was in a great location this year (Holland Country Club) and despite the very frigid weather; the consumers came out to support the event.		Levaughn	
			Levaughn	
ASTA Trade Show	Completed: The attendance at this show was not as good as it was in the past. This was because there was another event which was held downtown Chicago that diverted the pool of agents.			
Tree Trimming @ Museum of Science &	Completed: BTO-Chicago has		Levaughn & Kara	

Industry – Christmas from Around the World	been doing this project for approx 6 years and Kara Manouzi and I still continue with this project.			
NBC Travel Show – Navy Pier, Chicago	Completed: This show was a very good show – one that I will do again. According to the organizers (NBC) this was one of their best shows yet. They still have to see the outcome in Florida. AAA has done extremely well with their bookings and exceeded their expectations for onsite bookings (over \$50K), with more still coming in.	AAA will be giving me an account of bookings they received for The Bahamas as a result of the show. There was lots of interest not only for Nassau, but for GBI & OI.	Levaughn	
WGPR Radio Promotion (Detroit Radio Station)	Ongoing: Have been following up and sending out emails to confirm the hotel part of this promotion. Spirit has agreed to give away the Air in support of this promotion. Anita & Bridget have been helpful in this exercise. Wants this promotion to start in January so needs to move quickly.	Pelican Bay has turned it down but awaiting confirmation from Starwood and Fortuna. Also approached the station to see if they can add another component to this by doing a come along with their listening audience. She will get back to me.	Levaughn	

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Trade Meeting

Nov. 14th CTO Meeting US Virgin Island sponsored this meeting – approx. 60pax.

Marketing Intelligence

Liberty Travel has been advertising The Bahamas American Express Program in the Sunday Chicago Tribune (Nov. 4th & 11th).

Their caption was 'Bahamas on Sale'. The lead prices are:

Nassau - - Nassau Beach Hotel @ \$299

Grand Bahama - - Sheraton @ \$435

Out Island is Coral Sands @ \$959

All for a 3night stay when using 'The Card'. This is to be booked by Nov. 30th for travel by Jan. 2 – Feb. 14, 2008.

They have also advertised Atlantis on Nov. 18th in the Chicago Tribune from \$719 Beach Tower - \$1349 Cove for a 2 night stay to include roundtrip air, hotel, taxes and transfers.

Consumer Show:

NBC Show: NBC did a wonderful on advertising for this show. There was a great turnout and they also had television personalities from some of their shows (i.e. The Practice) on site for autographing. Because AAA was one of the major sponsors of the show, they had almost half of the floor space. There was a stage area where they invited some of their destinations to put on a performances as well as food demonstrations. AAA also gave away prizes (trips) every hour on the hour as well as other prizes. Their aim was to make it fun and entertaining of which they did. There was a AAA employee assigned to each booth to encourage consumers to signup for these trips.

Misc:

Museum Tree Trimming: As mentioned, the Bahamas has been participating in the Tree Trimming project at the Museum for a number of years. At first it was an office project, but when it dismantled, Kara and I still kept up with it because we see it as free publicity for The Bahamas. The items on the tree are handmade by both of us to depict the culture of The Bahamas (Junkanoo). The topper on the tree is a headpiece which was obtained from one of 'Roots' junkanoo team. We give the Museum (Curator) some

history about the Bahamas, culture, junkanoo and description of the items on the tree. Whenever they give a tour, they have some information to pass onto their patrons.

This year, The Bahamas was asked to participate in the 'Festival of Life Float' which we did, where all the participating countries from around the world, dress in their traditional costumes, paraded down on the Magnificent Mile.

Tour & Travel Monthly Status Report

**Prepared By: DORNELL WATSON
NOVEMBER 2007**

TERRITORY: PA, DE, S. JERSEY, MD, DC, VA, NEW ENGLAND

ACTIVITIES/PROJECTS	STATUS	NEXT STEP(S)	MGR	DUE DATE
Kiwi Magazine (National Publication) (Voorhees, NJ)	Ongoing – Received copy of Nov/Dec Magazine with sponsors ads. Also requested that copies be mailed to sponsors and Regional Director.	Request certificates from sponsors and get url addresses for online promotion.	DW	12/17/07
Philadelphia Inquirer Show Valley Forge, PA	Met with Karen Kingman from Carlson Wagonlit Travel who informed me that 4 CWT offices will jointly have a booth at the show and we discussed using Carlson as the call to action for the Bahamas flyer. Gogo produced a pdf featuring the Bahamas/Amex offer.	Follow up with the Carlson locations to get feedback on the show and response to Bahamas flyer.	DW	12/14/07
10/31-11/1	Completed 8 sales calls in N.E. Philadelphia, Downingtown, Devon, & Paoli.	Follow-up on requests from agencies.	DW	

11/14	Called on 8 agencies in the Sronton and Wilkes Barre (Central PA) areas.	Follow-up on requests from agencies.	DW	

Marketing Intelligence

About 50% of the agencies called on this month reported that business was slow and the other 50% reported that they were very busy booking winter and spring travel. Bahamas bookings were described as being soft due to expensive air fares especially for the spring months.

The agencies in Central PA (Sronton/Wilkes Barre) all reported that Bahamas is among their top 4 Caribbean selling destinations, however they complained of the high air fares and few all-inclusives which tend to be a dig draw for their clients. Top sellers from that market are cruises, Mexico, Jamaica, Punta Cana and Caribbean (in general).

I called on 3 Liberty Travel agencies who all reported that there was little interest in the Amex promo, only one agent from one of the Liberty branches mentioned a booking from the promotion. Overall, the majority of agencies called on stated that they got no calls or interest in the Amex promo, many stated that not many individuals have the American Express credit card which tend to be used more by businesses for corporate travel.

Many also suggested doing the fall promotion with Master Card or Visa.

I was able to incorporate the promotional offer in my sales activities by requesting a flyer from Gogo which was distributed to consumers attending the recent Philadelphia Inquirer Travel Show.

- Liberty Travel Ad** - \$475, 3 nts, Sheraton GBI Our Our Lucaya (save additional \$200 w/ Amex Card)
- \$999, 7 nts, Grand Melia (includes 2 Free Nts), Cancun **“Free Nights in Cancun” Promo**
- \$469, 3 nts, Grotto Bay Beach Hotel, Bermuda – **“ Companion Flies Free” Promo**

Competition

Jamaica– has been aggressively advertising on cable stations this month. The JTB has also been promoting a number of new hotels opening in 2008. I was recently on vacation in Jamaica in early November and personally saw at least 6 new structures of hotels (including RIU, Excellence, Sol Melia) ranging from 800 rooms to 3000 rooms. These popular Spanish owned all-inclusive hotels are a big draw and will definitely draw more visitors to Jamaica which already is one of The Bahamas' biggest competitors.

Tour Operators/Airlines Report

Gogo (Allentown) – Office closed on November 1st due to low volume of business. Travel Impressions which is also located in that area is said to have picked up additional business from a number of the local agencies that were using Gogo.

Trade Shows – Agent/Consumer

11/12	Eastern Travel Assoc. TS	90 Agents	Harrisburg, PA
11/13	Eastern Travel Assoc TS	105 Agents	Scranton, PA
11/14	Eastern Travel Assoc TS	115 Agents	Allentown, PA
11/18-19	3 rd Annual Phil Travel Show	3000 Consumers	Philadelphia, PA

Groups

Travel World in Scranton, PA has one confirmed group:

1) April '08 – 30 pax – 45 room nights – Sandals Royal Bahamian

Maxine Lockhart Groups November & December 2007 Monthly Report

Industry News & Trends

According to a survey by the Association of Corporate Travel Executives corporate travel budgets for 2008 are projected to increase. Senior-level executives and corporate travel managers reported that travel budgets have already increased an average of 8% in 2007, citing increased supplier costs (air, car and hotel) and growth in the number of trips business travelers took. They also found that senior-level executives, procurement managers and travel managers increased their direct involvement with company travel programs for 2007 and plan to stay as or more involved in 2008. All of the survey respondents reported that using online booking systems is an effective tool for managing travel expenditures.

The 125 room Molasses Reef, a Ritz Carlton Reserve on the West Caicos Reserve, British West Indies will debut in late 2008 featuring three restaurants, a full service spa and open-air pavilions. Seventy-five Ritz-Carlton Island Villas will flank the resort. The property will feature an estate-style main lodge with open air lobby.

Appointments

Veronica Clarke has been promoted to Resort Manager of the Westin/Sheraton Our Lucaya Resort.

Group Leads

Below is the list of group leads sent out during November/December 2007

Staples

188 room nights

May 2-5, 2008

Status: Proposals sent. Atlantis & Westin. Contracted Westin

Credit Union Executives Society (CUES)

2800 room nights

December 2009

Status: Proposals sent. Atlantis & Westin. Presently negotiating contract with Westin Our Lucaya.

Group Leads Updates

Mutual of Omaha (Suncoast Division)

1700 room nights

October 2008

Status: went to contract with Atlantis

Industry Events

Attended Meeting Professionals International South Florida Chapter monthly meetings in November and December to keep The Islands of The Bahamas front in the minds of Meeting professionals in the South Florida area.

Activities

Grand Bahama Road Shows

Planned, confirmed, implemented and completed the Grand Bahama Island Road Shows presentations in Naples, Sarasota, Tampa, St Pete, Orlando and Jacksonville, Florida. The presentations/seminars went very well. We presented to over forty meeting professionals in the Florida. As a result of our presentations there were three immediate leads and two inquiries for our hotel partners. We anticipate we will be receiving more leads in the futures as a result of our efforts and will keep a record of the leads and booked business that we get from these presentations.

Fam Trips

Participated in Grand Bahama Island Meeting Planners Fam trip on Grand Bahama Island – week of Nov 28, 2007. Also worked with Yamaha Watercraft division on this site inspection of Grand Bahama Island.

Other activities for the month included telemarketing, setting up sales calls, distributing leads, emails, reports and other administrative work as well as assisting African American Market, groups department, vertical markets and industry partners whenever need arose..

Meetings/Presentations

Meetings were held with Expert Meetings, Tech Data, Bacardi, Visa International, Southeast Toyota, Levenger, Sunbelt Motivations, Helms Briscoe, Volker Meetings & Incentives, Siteworks, Motivations & Meetings, Exclamation, Meetings-at-Sea, The Meeting Managers, World Medical, Regions Bank, and Travel to Excellence, Meeting Matters, Meeting Management Group, American Express, and Executive Incentives. As a result of these meetings, presentations and sales calls, presently working on three pieces of business for Nassau and Grand Bahama.

AFRICAN AMERICAN MARKET NOVEMBER 07 REPORT

- National Optometric Association – Mr. Charles Comer took part in the Grand Bahama Fam trip November 28 – December 1. The group is now considering Grand Bahama Island along with other destinations for their 2009 conference meeting. Group of approximately 100-150 requiring about 50 rooms. Mr. Comer has advised that the REP for their 2009 meeting will be issued between the end of January and early February. Will continue to follow up.
- Trumpet Awards January 10-13, 2008 – Decision has been made to co-sponsor “High Heels In High Places at The Hyatt” during The Trumpet Awards. AA Department will share cost with Religious Department. This is an official Trumpet event Saturday January 12, from 2:00 pm – 4:00 pm. Expected attendance is 400, room to get a Bahamian feel and we get the opportunity to speak. Bahamian, Ernestine Moxyz, from Our Lucaya is one of the honorees. Invite will be sent to Terrance Roberts.
- Bahamas/McDonalds consumer promotion, Detroit MI – pushed back to early 08, due to other Bahamas promotions in the market place at the same time.
- National Medical Association – this group is still considering The Bahamas as site for 2008 Board Meeting; however dates have been pushed back to the spring. Group of 15-20 doctors are leaning towards the cove at Atlantis. Louise Dorsett and Rori Combs have been advised to speak with Tamera Gayden regarding dates and to provide group rates.
- Received RFP from Sharon Seay, Meeting Planner for National Funeral Directors and Morticians Association, Inc, during recent National Coalition of Black Meeting Planners Conference in Miami, FL. The group is looking at holding their Annual House of Representatives meeting in Nassau, April 2010. Group of approximately 125. Wyndham Cable Beach Resort is presently to on list for accommodations. Will continue to monitor.
- During the NCBMP Conference, Miami, spoke with Antoinette Prentis-Robinson, of Robinson McCullough and Associate’s, who indicate that her client The National Association of Negro Business and Professional Women’s Club, is considering The Bahamas for their weeklong meeting in 2013. Group of approximately 400 planning to hold summer meeting the 3rd. or 4th. Week in July. Nalini Dubi of Westin and Sheraton Our Lucaya is following this lead. Will continue monitor.
- Out Island Meeting Planners Fam January 24-26, 2008 – Trip has been organized for five (5) AA Meeting Planners and one escort to Exuma. Four Seasons is host hotel. Second group of five (5) AA Meeting Planners scheduled for fam to Eleuthera had to be postponed because we were unable to secure air seats.

- 100 Black Women Association of America – met with Cynthia Williams, President, 100 Black Women Atlanta Chapter. They are interested in holding their annual conference in Nassau 2008. Lead has been passed on to Sarah Summy, Sr. Sales Manager, Sheraton Cable Beach Resort and Darlene Davis, Sales Manager, Wyndham Cable Beach Resort for follow up and necessary action. Summy has provided rates now awaiting response. Will continue to monitor.
- The Guardsmen Association – Made sales presentation with Janis Parrly, Sr. Sales Manager, Westin/Sheraton Our Lucaya to The Guardsmen Association in Greensboro, NC. Group looking at Grand Bahama for 2008 National Conference, need 300 rooms for four nights (1200 room nights). Food, beverage and rooms are approximately ½ million dollars in revenue.

**Tour & Travel Monthly Status Report
NOVEMBER 2007**

Prepared by: Raquel Garnette

ACTIVITIES/PROJECTS	STATUS	NEXT STEP(S)	MGR	DUE DATE
07/08 Trade/Consumer calendar	Completed updates of this calendar. Mikala has recorded invoice and payment information.	Calendar has been distributed to the t & t team and travel partners.	RG/MM	
Trams Marketing Alliance	Spoke with Scott Koepf (GM), regarding marketing opportunities to 1,200 top travel agents in the industry utilizing a powerful CRM clientbase	Currently reviewing proposal and will submit recommendations.	RG	

JENNIFER L. HARRIS
 Director of Operations

**Tour & Travel Monthly Status Report
NOVEMBER 2007**

**Prepared By: Cleveland Williams
Territory: Connecticut**

ACTIVITIES/PROJECTS	STATUS	NEXT STEP(S)	MGR	DUE DATE
<p>30/10/07</p> <p style="text-align: center;">Connecticut CTO – Trade Show</p> <p style="text-align: center;">New Haven</p>	Attend this Trade Show event as an observer, as BTO is hopeful of sponsoring a Bahamas Evening with CT-CTO chapter.	Proposed date for the event is 21 October, 2008.	CW	
<p>11/07-28/07</p> <p>Sales & Marketing Calls:</p> <p>Hamden, West Haven, Killingworth, Norwalk, Trumbull, New London, Waterford, North Haven, Fairfield, Norwich and Shelton</p>	Bahamas presentation & new hotel developments in TIOB was done to Travel Agencies in the named cities.	To build working relationships with these agencies to stimulate growth in Bahamas business, by on-going training, updates and periodic sales calls. Encourage agents to become Bahamas	CW	

		Specialists by training online with the Travel Academy-Bahamas.		
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ACTIVITIES/PROJECTS	STATUS	NEXT STEP(S)	MGR	DUE DATE
<p>11/08/07</p> <p>Century Travel & Cruise Bahamas Evening</p>	<p>Presentation Bahamas In House Agency Training to sharpen Century Travel & Cruise- Killingworth Travel Agents' skill in selling holiday travel to TIOTB. Agency provided dinner and BTO, Bahama Mama punch.</p>	<p>Agents were encouraged to become Bahamas Specialist through our online study program with Travel Academy.com.</p> <p>Agents are in dire need of Educational Trips.</p>	CW	
<p>11/15/07: Joint Sales Calls</p> <p>GoGo Worldwide Vacation Agencies: Fairfield & New Haven</p> <p>Adler Travel Agency Hamden</p>	<p>Sales & Marketing calls were done jointly with Roberta Diaz- BDM of Go, Go, to fortify Bahamas sales potentials and to develop stronger relations and support to our Tour Operators</p>	<p>Bahamas Training was done @ the listed GoGo Worldwide Vacation stores. Agents were updated on new hotel developments in TIOTB and additional airlifts, Bahamas on-line specialist Training program, the advantages</p>	CW	

Wooster Street Travel Hamden	Bahamas program.	of selling TIOTB and their vast differences as well as individual uniqueness.		
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11/19/07	Owenoak International Travel	Third meeting with this company, with TIOTB Golfing proposals from the Abaco Club, and Four Seasons, Exuma and the One & Only Ocean Club.	Program director to make contact with all hotel representatives to further discuss golfing packages and contractual agreements for programming, and possible site inspections.	CW	
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Market Intelligence:

2007- Travel Industry Survey

According to Travel Weekly's Travel Industry Survey, the Retail Travel Industry is dominated by small, well established businesses with years in operations, having their primary focus on leisure travel.

As a result:

I. Types of Travel Agency Offices (traditional) - 54% dominate the scene.

- * 54% - Single location agency
- * 26% - Branch Office
- * 14% - Head Office
- * 6% - Other

II. Years in Business (all agencies) – 52% report being in business for more than 20 years, this is up from 44% last year.

- * 32% - 11 to 20 years
- * 28% - 21 to 30 years
- * 24% - more than 30 years
- * 10% - 6-10 years

III. Gross Bookings (Brick & Mortar agencies) – Gross dollar bookings show slight increase than 2006. Home-based agents report lower overall sales, resultant of the fact that most agents entering the home-based field have not yet maximized their earning power.

- * 19% - \$500K-\$1M
- * 10% - under \$500K
- * 12% - \$20M or more
- * 9% - \$10M-\$20M
- * 9% - \$5M-\$10M
- * 13% - \$3M-\$5m
- * 10% - \$2m-\$3M
- * 18% - \$1M -\$2M

Decline in Air Sales:

The latest data indicates that there is a movement away from air sales to cruises, tours and package travel. It is said that more and more agencies are reducing air bookings, as they provide less or no commissions, as part of their total revenue. This trend is predicted to continue.

Airline tickets are said to be 27% of Travel Agencies total sales. This is relatively constant for Agencies up to \$10million in revenue.

Cruises from U.S. and foreign ports account for 30%

Bookings for hotels and all-inclusive resorts came to 25%

International Travel:

The percentage of revenue from this sector has been growing consistently for many years and now reaches the half way point of total sales (47%), as agencies earn higher revenue, stronger commissions and clients resort to agents for the planning of more complex international trips.

Tour Operators:

Australian Company Buys liberty Travel (Travel Weekly) -11/12/2007

Australian travel Agency group Flight Centre Limited has purchased Liberty Travel for A\$135 million. The acquisition pending regulatory approvals and closure conditions is expected to be completed by January. This is said to be the biggest acquisition of flight Centre.

Liberty Travel is said to service more than 2 million clients annually through it network. The company's wholesale business, **Go Go Vacations** works with 18,000 Travel agencies. Flight Centre plans to expand this by adding 193 store fronts in East Coast in Florida and Chicago, as well as an addition of 40 wholesale locations in 22 states.

From the company's prospective. The acquisition of Liberty Travel has afforded Flight Centre to:

- 1). Access Go Go's wholesales product range: it core Caribbean and Americas offering
- 2). Have an iconic and profitable leisure market in the U.S.A.
- 3). A strong overseas operation.

Liberty Travel will be operated and managed as a part of Flight Centre North Americas Division, under the direction of Greg Dixon- Executive General Manager. In the transitional period, Liberty Travel will be jointly managed by Sue Rennick, Executive with Flight Centre.

Caribbean Islands:

(Travel Weekly)

CHA taps St. Lucia as Host for 2009 Caribbean Marketplace

St. Lucia won the bid to host the Caribbean Hotel Association's Annual Caribbean Marketplace in January 2009, marking the first time that this major conference, which was attended by more than 1,500 delegates in Aruba in 2007. 2008 Marketplace is set for January 13-15 at Atlantis, Paradise Island.

Cayman Airways Revives Brand Around New Livery

Cayman Airways, the national Flag Carrier of Cayman Islands has launched a brand enhancement campaign that includes new livery on its 737-700 aircraft while retaining the trademark Sir Turtle logo a part of the brand.

St. Croix Welcomes New Air Flight

St. Croix has new direct flights from Charlotte, N.C. that began November 10 through 3 May, 2008. The new flight enables travelers to connect with US Airway's existing hub from Boston, Washington and Philadelphia. The flight is offered on an Airbus 319 configured for 124 passengers marks the return of the seasonal service that began in March 2003.

Puerto Rico Expands Tourism Industry in 2008 and Beyond

Puerto Rico is in the state of expansion, which is being fueled by massive hotel development and investments; increased airline lift and improvements to airports; an 8.2 % increase in cruise ship passengers during the fiscal year of 2007. There is also an increase in marketing spending on destination promotion and niche market development.

Visitor statistic is forecasted to top 5 million in 2007, which represents a 5% increase in Puerto Rico's gross domestic product and economic benefit of more than \$3.4 billion to the islands economy.

Turks & Caicos Promotes Hotel Developments 2008

(11/20/07) – Travel Weekly

Developments in Turks & Caicos continue at a rapid pace, following a year which saw the opening of Amanyara, The Somerset on Grace Bay, Grace Bay Club Family Villas and debut of the reflagged Regent Palms, all in Providence.

New Developments in 2008 foresees:

- Leeward Resort & Marina
- Angsana Resort
- The Estate at Grace Bay Club
- Molasses Reef, a Ritz Carlton Reserve at West Caicos
- Royal Reef Resort
- Sven Stars Resort

Tour & Travel Monthly Report

Prepared By: **Conrad King**

November, 2007

ACTIVITES/PROJECTS	STATUS	NEXT STEP(S)	MANAGER	DUE DATE
<p>IN OFFICE ADMIN –</p> <p>Continue to follow up with the corporate contacted that attended the Supplier Night 2007.</p>	<ul style="list-style-type: none"> • Supplier Night had 45 attendees from Wholesalers / Tour Operators and corporate partners. 	<ul style="list-style-type: none"> • I have used Supplier Night to open doors to corporate clients and their staff. Many of whom are receptive to TIOTB hosting Bahamas corporate days at their venues. The first of which was scheduled for Nov 13th at Turner Broadcasting. Additional contacts made at this event will help to host open doors to further 	<p>CK</p>	<p>On- going. 2008 Objective.</p>

		Bahamas corporate days.		
SALES CALLS – Joint sales GoGo Vacations and Pelican Bay Hotel.	<ul style="list-style-type: none"> Conducted joint sales calls with GoGo Vacations and Pelican Bay. 	<ul style="list-style-type: none"> Made Joint sales calls with GoGo Manager, on some of its top accounts in Atlanta. 	CK	On going.
Romance Travel Guide: Media company that specializes in destination events.	<ul style="list-style-type: none"> The host and editor of the company attended Supplier Night 07. Would like do work with TIOTB. 	<ul style="list-style-type: none"> Ms Dedrie Turner has spoken to the sales manager of Sheraton Cable Beach, who also attended the Supplier Night 2007. Future project is in the works. Romance Travel Guide has submitted a proposal, which will be forward to communications dept for review. 	CK	Dec 3
SWING Magazine- Swing Magazine will be publishing its	<ul style="list-style-type: none"> Sidney Poitier will be on 	<ul style="list-style-type: none"> To date the 	CK	

<p>fall magazine in early December. Swing attended Supplier Night 2007. Swing is a live style magazine for over 50 babyboomers. Baby Boomer households (households headed by someone age 35-54) are the most likely to stay in a hotel, motel or bed and breakfast establishment on overnight trips (59%) and travel for business (29%). (Source: <u>Domestic Travel Market Report, 2004 Edition.</u>)</p>	<p>the cover. Earlier this year I was able to barter Pelican Bay vacation stays.</p>	<p>arrangement has been beneficial for both parties.</p> <ul style="list-style-type: none"> Swing Editor said that the Bahamas relationship was a good investment. Pelican reports that the coverage that the magazine gave the hotel was positive also. 		
<p>GoDeKalb.com – Hosted a meeting with the CEO of the company and Pelican Bay.</p>	<ul style="list-style-type: none"> GoDeKalb submitted a proposal for a future project with Pelican Bay Resort. 	<ul style="list-style-type: none"> Pelican Bay has the proposal and will decide if DoDeKalb.com is the right venue. 	<p>CK</p>	<p>Jan 08.</p>
<p>One Georgia Bank: The Vice President of Marketing attended Supplier Night 2007.</p>	<ul style="list-style-type: none"> Interested in another consumer promotion with TIOTB. 	<ul style="list-style-type: none"> Currently has an in-house employee bank incentive with Pelican Bay Resort. Would like to run a similar consumer promotion similar to that which was done in Sept, Oct, Nov of 06. 	<p>CK</p>	<p>Follow up will be made.</p>
<p>Springdale Travel, AL – Since hosting the Bahamas day event, Oct 11, Springdale has booked</p>	<ul style="list-style-type: none"> The cruise is scheduled for June of 08. The organizer of the cruise 	<ul style="list-style-type: none"> Springdale also had one of it's agents participate in the 		<p>Completed.</p>

a group of 25 on Bahamas Cruise.	has asked for a day pass at the Atlanta.	recent Delta Vacations fam. <ul style="list-style-type: none"> • Have put the booking agent at the agency in contact with Karen March to execute the details. 		
Rachael's Travel, SC: Agency will be hosting a monthly consumer presentation; every 3 rd week of each month.	<ul style="list-style-type: none"> • Have been communicating with the agent to set up presentations dates. 	<ul style="list-style-type: none"> • Agency Consumer presentations are scheduled to begin early 08/ 		On going
Oconee2 Travel: Hosted a Bahamas Night presentation consumer presentation in Atlanta, GA. Fifteen people attended	<ul style="list-style-type: none"> • Will meet with agent to coordinate dates for monthly consumer presentations. 	<ul style="list-style-type: none"> • 		On going.
Delta Certified Vacations	<ul style="list-style-type: none"> • Fam trip was a success. 	<ul style="list-style-type: none"> • Atlantis was host hotel. All Agents were impressed with the product, which I feel should influence future sales. • DCV manager and I had a follow up meeting. We are proposing a follow up incentive for agents. 	CK	
Personal Touch Travel – Did a	<ul style="list-style-type: none"> • The organizers 	<ul style="list-style-type: none"> • A meeting is confirmed 	CK	

<p>joint presentation to organizers of the Gospel Choice Awards in Atlanta.</p>	<p>specifically asked the agent about hosting the awards are receptive to the idea of holding an event in Bahamas.</p>	<p>with agent and the organizer for Nov 14th.</p> <ul style="list-style-type: none"> • Meeting was held and the organizer would like to proceed with a conference / group in GBI, summer of 08. • The organizer would like to work directly with TIOB on future initiatives that will entail some co-op advertising. 		
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Marketing Intelligence:

Amex Promotion - When compared to Cancun, Dominican Republic and Aruba, Bahamas packages are often more expensive. This appears to be the sentiment from many agents. However, agents report that the amex rebate provides an incentive. Interest in a particular destination is driven primarily by price. Where agents are in a position to influence sales, the rebate help to direct business to the Bahamas. It becomes more challenging when many of these destinations also have heavily discounted travel specials.

Airlines / Wholesale:

Delta: N/A

GoGo: Conducted joint sale calls with Go Go on some of it top accounts in Atlanta. Many of these agents could use additional training and fam trip. Would like to purpose a serires of fam trip for first quarter of 2008. This will be supplemented by in office training and the BOSP.

Delta Certified Vacations: Nassau Fam - October 30 – Nov 2. All of the agents who participated in the fam trip were impressed with The Bahamas and the Atlantis hotel. Will follow up and set up program to evaluate how this fam converts into actual bookings. Have spoken with local DCV manager and this will be monitored over the next 6 months.

Competition Specials:

RUI Caribbean Hotels: 3 Nights All- Inclusives:

Naiboa \$485.00

Punta Cana \$645.00

Riu Palace Macao \$ 689.00

** Nassau, Bahamas \$715.00

Jamaica from \$425.00

Cayman Islands \$450

St. Lucia – Romance in Paradise – from \$650

Dominican Republic from \$710.00

** Freeport, GBI (3 nights all inclusive) Wyndham \$520.00

Travel Impressions - Jamaica, 3 nights \$200.00 (Land Only) Airfare available from cities nationwide.
Aruba, 3 nights \$267.00

Delta Airlines - Atlanta / Cancun \$175.00 + taxes (One way)
Atlanta / Honolulu \$349 + Taxes (one way)
Charleston, SC / Honolulu 325 + Taxes (one way)

Trade Shows - Trade / Consumer

Presentations:

Trade Organizations

N/A

Groups

Monthly Status Report

November, 2007

Department: Tour & Travel - Florida

Submitted By: Norma Wilkinson

<i>Initiatives</i>	<i>Status</i>	<i>Next Step</i>	<i>Responsibility</i>	<i>Due Date</i>
11/2-4	<ul style="list-style-type: none"> <i>Pineapple Festival in Jensen Beach. Please see Cecile's report. If the Bahamas is participating next year my recommendations are as follows: 1) numerous banners, signs, etc. 2) Bahamian food and drink 3) band members should be uniformed in Androsia</i> 		NW	Completed
11/5-6 In office	<ul style="list-style-type: none"> <i>Various office duties</i> <i>Conference call with Spirit, GBV, GBI to finalize plans for the Res. Center Training</i> <i>Set up meeting with Bernice Rolle to hold a Jazz Festival in The Bahamas</i> 		NW	Completed Ongoing
11/7-8	<ul style="list-style-type: none"> <i>Attended the Res. Center Training at Mark Travel/Spirit Vacations in Orlando (my first). It was like a mini trade show and the agents were genuinely interested in what was being said</i> <i>Attended Bahamas Day/Res. Center Training at Certified Vacation.</i> 		NW	Completed

	<i>Again agents were enthusiastic</i>			
11/12-15 In office	<ul style="list-style-type: none"> • <i>Office duties</i> • <i>Met with Bernice Rolle re: hold a Jazz festival, golf tournament and comedy show in the Bahamas October, 2008. Presently in the planning stage.</i> 		<i>NW</i>	<i>Ongoing</i>
11/16	<ul style="list-style-type: none"> • <i>The Pretty in the City Promotion was held at PGA Marriott which as Cecile noted was not big enough to accommodate the people nor the parking. This was the first year and the crowd were high end ladies on a night out. The Bahamas was the only destination and persons seem legitimately interested.</i> 		<i>NW</i>	<i>Completed</i>
11/17	<ul style="list-style-type: none"> • <i>South Florida Travel Expo. Please see Cecile's report on this show and note that I fully support her recommendation.</i> 		<i>NW</i>	<i>Completed</i>
11/20-30 In office	<ul style="list-style-type: none"> • <i>Office duties including monthly and expense reports</i> • <i>Conference call with GBV, Bridgette, Jennifer and Cecile and Spirit Vacations employees to discuss sales Blitz December 3-6</i> • <i>Continued to update call patterns for Palm Beach and Treasure Coast</i> 		<i>NW</i>	<i>Completed</i>

Monthly Status Report
November, 2007
Department: Tour & Travel
Submitted By: Cecile Torrence

<i>Initiatives</i>	<i>Status</i>	<i>Next Step</i>	<i>Responsibility</i>	<i>Due Date</i>
<i>11/01 In-office</i>	<i>Continued updating agencies for blitz. Also waiting for Spirit Vacations list to cross reference with BTO list.</i>		<i>CT</i>	<i>Ongoing</i>
<i>11/02-04 Jensen Beach Pineapple Festival</i>	<i>Assisted the Eleuthera Tourist Office in setting up and manning booth at Festival, which seemed to have grown over the years. There was much more entertainment for adults and carnival rides for the kids. The Eleuthera contingent, though much smaller than planned, did what they had to do in setting up booths, and completing Junkanoo customs. The Brilanders, straw vendors and hair braiders were also present. BTO assisted with brochures and a trip giveaway.</i>	<i>If Bahamas participates next year, it is my hope that it is taken to another level- that is a truly Bahamian marketplace.</i>	<i>CT</i>	<i>Completed</i>
<i>11/05 In office</i>	<i>Worked on NBC Travel Expo scheduled to be held Dec.1-2 at the Miami Beach Convention Center. Requested invoice for processing, trip giveaway.</i>	<i>Follow-up with Sheraton Cable Beach for giveaway.</i>	<i>CT</i>	<i>Pending</i>

<i>11/06-07 Spirit Vacations – Res Center Training-Orlando</i>	<i>Traveled to Orlando to participate in "Grand Bahama Day". Mini trade show was set up in the lunch room and as the res agents came down for lunch they visited the tables to collect brochures. Some 60 plus agents participated in the trade show. A Grand Bahama trivia was also done with the agents – the winner received a 3 day/2 night stay to Grand Bahama Island.</i>		<i>CT</i>	<i>Completed</i>
<i>11/08 Certified Vacations Res Center Training</i>	<i>Grand Bahama Day at Certified Vacations was a huge success. Presentations were done in classroom style and a Bahamian lunch was set up the break room. Some 40 plus agents participated.</i>		<i>CT</i>	<i>Completed</i>
<i>11/09 Discovery Cruise Line – Res Center Training</i>	<i>Approximately 20 agents participated – about half of them had been over to GBI and were quite familiar with the island.</i>		<i>CT</i>	<i>Completed</i>
<i>11/13 In office Gold Coast TIA</i>	<i>It was a record meeting for Gold Coast this month – 155 agents attended the meeting which was sponsored by Princess/Cunard Cruise Lines.</i>		<i>CT</i>	<i>Completed</i>
<i>11/14-15 In office GCTIA Board Meeting</i>	<p><i>Followed up on prizes for the South Florida Travel Expo.</i></p> <p><i>Attended GCTIA's Board Meeting in Boca.</i></p> <p><i>Assisted Norma with the 'Pretty in the City' event in WPB which was sponsored by SUNNY 104.3 Radio. In terms of the number of people who attended, it was a successful. The radio station got the ladies out, however, the venue was not</i></p>		<i>CT/NW</i>	<i>Completed</i>

	<i>Again agents were enthusiastic</i>			
11/12-15 In office	<ul style="list-style-type: none"> • <i>Office duties</i> • <i>Met with Bernice Rolle re: hold a Jazz festival, golf tournament and comedy show in the Bahamas October, 2008. Presently in the planning stage.</i> 		<i>NW</i>	<i>Ongoing</i>
11/16	<ul style="list-style-type: none"> • <i>The Pretty in the City Promotion was held at PGA Marriott which as Cecile noted was not big enough to accommodate the people nor the parking. This was the first year and the crowd were high end ladies on a night out. The Bahamas was the only destination and persons seem legitimately interested.</i> 		<i>NW</i>	<i>Completed</i>
11/17	<ul style="list-style-type: none"> • <i>South Florida Travel Expo. Please see Cecile's report on this show and note that I fully support her recommendation.</i> 		<i>NW</i>	<i>Completed</i>
11/20-30 In office	<ul style="list-style-type: none"> • <i>Office duties including monthly and expense reports</i> • <i>Conference call with GBV, Bridgette, Jennifer and Cecile and Spirit Vacations employees to discuss sales Blitz December 3-6</i> • <i>Continued to update call patterns for Palm Beach and Treasure Coast</i> 		<i>NW</i>	<i>Completed</i>

	<i>conducive as the Marriott-WPB was too small and there was not much parking.</i>			
<i>11/16-18 S.FL Travel Expo</i>	<i>The show was the Miami Herald Show for Broward County and unfortunately they were unable to get the consumers out – very disappointing.</i>	<i>I recommend that we not participate in the Miami Herald's show(s) next year.</i>	<i>CT</i>	<i>Completed</i>
<i>11/19 In-office – Telemarketing & admin matters</i>	<i>Followed up on trip giveaway for NBC Travel Expo</i>		<i>CT</i>	<i>Pending</i>
<i>11/20-21 Casual Days</i>			<i>CT</i>	<i>Completed</i>
<i>11/22 Thanksgiving</i>	<i>Office Closed</i>		<i>CT</i>	
<i>11/23</i>	<i>Day off</i>		<i>CT</i>	
<i>11/26 Sick Day</i>			<i>CT</i>	
<i>11/27-30</i>	<i>Prepared for S. Florida Sales Blitz which is scheduled for Dec.3-6, and also NBC's Travel Expo.</i>		<i>CT</i>	

Leave Record:

11/20-21 - Casual Days
11/26 - Sick Day

		show. My only recommendation is to see more Nassau and GBI collateral at the show – the show was heavy Out Islands.		
Go Travel	<i>Completed</i>	Call-to-Action for the Southern Women's show last month to date generated no bookings from Orlando or Jacksonville consumer shows. Will continue to follow-up as rates are valid through December 15.	<i>JG</i>	<i>11/14/07</i>
JCDecaux	<i>Completed</i>	I attended the unveiling of the new advertising campaign launched at OIA presented by JCDecaux and The Greater Orlando International Airport. JCDecaux is responsible for the all bill board advertising at Orlando, Miami, and Ft. Lauderdale airports. Presentation featured advertising on Directory – arrivals and retails, Baggage Claim, Internet PowerPoles and much more. A similar presentation is being schedule for MIA, I submitting names from PR & Communications and T& T departments to attend the Miami unveiling.	<i>JG</i>	<i>11/8/07</i>
			<i>JG</i>	<i>9/4</i>
Bahamas Day - Spirit Vacations/ Mark Travel	<i>Completed</i>	Bahamas Day featuring Grand Bahama Island was held Wednesday November 7, 2007 from 10:00am – 3:00pm. Promoting new air service from FLL TO GBI on Dec 15, the all day event took place in the Break room for approximately 150 persons reflecting trade show format with table top displays for BTO/GBI and Supplier updates – Q&A. I was joined by Florida team members Norma and Cecile – GBI team Jennifer Munnings, Anika and Donna Isadora GITB. GBI presentation was conducted by Anika from the GBI office. To create excitement, greater interest and research level of product knowledge a Bahamas Trivia on GBI was eblasted to reservations agents to complete prior to the event. Agents visited grandbahama.bahamas.com for answers to win incentive trips and prizes donated by Westin and Pelican Bay. MOT hosted lunch for the day event.	<i>JG</i>	<i>11/07/07</i>

LIVE REMOTE LOVE 97	Completed	Bahamasair and LOVE-97 hosted their annual live radio Remote Nov 8&9 at the Staybridge Suites hotel located on International Drive the hottest tourist district in Orlando. LOVE 97 Morning Show was broadcast live from Orlando from 6:00 am – 10:00 am for two days. The show line-up consist of Bahamian business men in the community Lawyer Tony Giovanni, Engineer Robert Reed, Bahamian artist, Wendell Mortimer better known as "Savvy" who is attending the UCF, President and VP of the National Association of the Bahamas Orlando chapter and myself - BTO representative. I spoke about MOT's primary focus for the destination, new investment opportunities coming on stream, new marketing and promotional initiative to attract visitors to the destination.	JG	11/9/07
Trade Winds Travel	Completed	Product update on Nassau, GBI and the Out Islands. Agency offering leisure groups both air/land and cruise packages. Agency has also seen an increase in leisure travel from Europeans between Florida and the Bahamas.	JG	11/14/07

Marketing Intelligence:

At Disney, a very good year....Walt Disney Co. completed a second straight record year with yet another strong quarter. The Company posted a 5 percent increase in sales and a 23 percent jump in net profit for its 2007 fiscal, which ended September 29. The company had \$35.5 billion in sales for the year, up from \$33.7 billion in fiscal 2006. Net profit was \$7.8 billion, up from \$6.4 billion a year earlier.
Orlando Sentinel November 9, 2007

Top three U.S. airline raise fares....United Airlines just raised fares by nearly \$20 on most roundtrip U.S. tickets, according to website FareCompare.com, matching rate-hikes initiated earlier this week by Delta and American Airlines. FareCompare.com said it has tracked \$20 increases on more than 12,000 city pairs within the U.S., just under 2/3 of all of United's pairs. The increases involve both leisure and business airfares. American, United and Delta are the three biggest carriers in the U.S. by traffic.

The airline ranks Nos. 2 Delta, American 4 and United 8 at Orlando International Airport where they carry about 27 percent of passengers combined. Orlandosentinel.com
11/29/07

Cruise market looks stable despite slowing economy...according to survey conducted by Susquehanna Financial Group; found that both the rate of bookings and price-growth remained relatively stable in October. What's more, only one in five agents surveyed said they expected a slower "wave season" in 2008 than in 2007. Wave season is the three-month period between January and March in which disproportioned number of cruises are booked. The Caribbean cruise market remains weaker than Europe and Alaska. But prices for Caribbean cruises did rise slightly for the third consecutive month, indicating that the market is improving slightly. This survey was conducted before Carnival Corp and Royal Caribbean adopted \$5 per passenger per day fuel – so survey numbers will not reflect any impact charges may have had on bookings.Orlandosentinel.com 11/29/07

Universal Studios eying South Korea...Universal Studios Parks and Resorts is seriously interested in building a \$3.1 billion new theme park near Seoul. According to spokesman for Universal the deal is not certain, but the news broke because Universal's potential South Korean partners were advancing their efforts to get government approval. Orlando based Universal Parks & Resorts also has announced plans to co-develop Universal Studios parks in Singapore, Dubai, and United Arab Emirates.
Orlandosentinel.com 11/29/07

OTHER:

*****Conference Call Meetings**

*****Casual leave/Thanksgiving Holiday**

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Tour & Travel Monthly Status Report
Territory: S/W.IL, MO, MN, IA, KS, NE, N/S.DA.
November, 2007

Prepared By: Margaret Campbell, CTC

ACTIVITIES/PROJECTS	STATUS	NEXT STEP(S)	RESPONSIBILITY	DUE DATE
<u>T. & T. Agents Sales Calls:</u> Chicago, Macomb/Canton, Galesbury & Iowa.	Agents called on reported that they do a mixture of leisure, corporate and cruise business to the Bahamas; specifically into Nassau, no Grand Bahama and very little enquires for the Out Islands. Bahamas hotels being requested are Atlantis, Sandals, Breezes and RIU; along with cruises on Carnival and Royal Caribbean. Marilyn from Best	Intro-calls, filled collaterals requested and scheduled future in-house presentations for Spring, 08 with agents.	M.C	N/A

	Travel noted that she had clients recently visited Atlantis and RIU, commented that their trip went well and she is presently working on several other clients for the coming holidays, booked at Atlantis. Lisa from Carlson in IA. noted that most of their bookings were Domestic and Europe and cost is not really a factor for their clients-base and looking into booking several of their clients into Nassau Spring, 2008.			
<u>Telemarketing Calls:</u> Burlington & St. Louis.	Agents were receptive and selling some cruises to the Bahamas. Land-base business is fair, with some enquires for Atlantis and RIU into Nassau.	Maintain on-going relationship and forward requested brochures for Nassau.	M.C	N/A
<u>T. & T. Promotional Appointments:</u> (1) Clear Channel/WGCI (2) Bahama Cruise night/Roberts Travel & WJEQ radio Prom. (3) Advantage International/V100 Radio Prom. (4) LeSavvy Traveler Destination Guide	(1) Discussed and solicited media business for 2008 with Craig Morton, Sales Manager, Clear Channel/WGCI. Radio. Plans are also been made to host their sales team(25 pax) award trip in Nassau; along with a Spring/Summer, 2008 Live-remote and audience come-along broadcast.	(1) On-going discussion and awaiting proposal for forwarding on to our P.R. & Communications' dept. (2) In-addition to the Bahamas theme for the evening, I was also given an opportunity to give a brief presentation of Nassau and arranged advanced cruise-conversion business	M.C.	N/A

<p>Prom.</p>	<p>(2) A Bahama cruise night with Roberts Travel and WJEQ radio was a success with (85pax) attending the evening's event. The theme for the evening was the 'The Island Restaurant Discover the Bahamas' and although there was limited décor, our music and DVD slide images, covering our destination playing all evening throughout the restaurant's on their (8) monitors added additional attraction and interest about the Bahamas. The radio station did broadcast live for (4) hours during the evening and our destination along with Breezes Super Clubs Resort, Nassau received advertisement/ mentions of their resort as a trade for the (4) day passes given as give-away prizes to (4) of the (12) cruise passengers that traveled to Nassau on the Royal Caribbean November 9-11, 07.</p> <p>(3) Discussed and solicited media opportunity for the</p>	<p>such as golfing, tours, spa treatments etc. through Bahamas Experience and Breezes for the visiting cruise passengers; who returned please with what they experience of our destination during their short stay and planning to return as a group to Atlantis.</p> <p>(3) Forwarded Advantage Intl. lead/proposal to Ms. A. Johnson-Patty and Bethel for their POV. The out come is pending.</p>		
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	<p>Bahamas for Spring, 08 with Mr. J.Harley from Advantage Intl. and Clear Channel V100 radio station. They are interested in several 'Remote-broadcast and come-along listening audience' promotions. Breezes Super Club, Nassau was also contacted and expressed an interest.</p>			
	<p>(4) Attended LeSavvy Traveler Destination Guide launch first publication promotional meeting; with over (100 pax) in attendance. In the food section of this issue, emphasis was placed on Coral Sands Hotel, Harbour Island; listing a liquor recipe called "Coral Sands Pomegranate Rum Punch'. I was also given an opportunity to speak briefly about the Island and how folks (US) can enjoy the taste of the Bahamas.</p>			

Marketing Intelligence:

All-inclusive packages, culinary retreats and casino gaming markets are on a roll. As for the gaming market, the American Gaming

Association reported that 460 commercial casinos in (11) states were up 6.8 percent recording a revenue of over \$32.42 billion for the U.S.

a niche market once shared by weekly charters to Caribbean islands such as the Bahamas.

Airlines/Wholesalers:

Apple Vacations reported that their Nassau bookings via scheduled airline are pacing the same as last year but with a slight increase of 1%

due to the return of Sandals Royal Bahamian Resort to the Bahamas inventory of properties; a frequently requested property by agents.

The Midwest Product Manager, also noted that there are no plans to date for a Bahamas charter due to a lack of plane service in their inventory but hopefully one will become available sometime in 2008. Apple continues their Cancun daily charter out of O'Hare and is their most requested destination. Whyndham is the Bahamas lead property rated as a five star at \$730.00 for 7 nights land only.

Jamaica is running a lead price of \$799.00 EP, air and hotel with an all-inclusive option at the Samara Resort a two star property.

Apple Vacations also informed me of the starting of Jamaica/Chicago O'Hare charter (7) and (14) nights December 22 to April 19, 2008.

Funjet and GoGo Worldwide Vacations, noted that their Bahamas bookings via scheduled airline bookings are constant and both Product

Managers reported that bookings could be better but their accounts/agents are requesting Mexico as their choice destination.

Competition:

Europe and Cancun appears to be popular and selling well from this market, regardless of price noted several agents.

others noted that the agents they called on were not very friendly

- General office meeting with DG, and DDG Johnson and Thompson who informed us that they were reviewing the strength of each employee and a restructuring of the entire MOT would take place in early January

- 12/10-13**
In office
- Office duties
 - Inter-department meeting
 - Meeting with Director of Plantation to go over 2007 shows, events, blitz, etc. as well as discuss 2008 initiatives
 - Attended the Spirit Airlines inarugral ceremony at Ft. Lauderdale/Hollywood airport
 - Conference call with Lurline Bubb, Grant and 6 others from Dallas Sports, events, and marketing department. We discussed hosting the 30 NFL players in Nassau in April 2008. Will follow up in 2008.

NW

Completed

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**Monthly Status Report
December, 2007
Department: T&T - Orlando
Submitted By: Jennifer Gardiner**

<i>Initiatives</i>	<i>Status</i>	<i>Next Step</i>	<i>Responsibility</i>	<i>Date</i>
99 WEDR Radio Spirit Airlines Bahamas Promo	Completed	<p>Advertising campaign to begin immediately following the Thanksgiving holiday.</p> <p>Twelve (12) 60-second commercial announcements will air 6am to 12m Mon-Sunday, November 26th through December 2nd; followed by 20 15-second commercial announcements airing December 3rd through 9th.</p> <p>Additionally, promotional announcements will air the week of Dec 3rd through 9th; affording one lucky 99JAMZ Listener the opportunity to win airfare on Spirit Airlines to a Bahamas destination (your choice) for a 3-day, 2-night stay.</p> <p>Website hyper-link from WEDR to grandbahama.bahamas.com</p> <p>Total value of this promotion is projected at \$7500.00</p> <p>Bahamas investment - \$2,500.00.</p>	JG	11/14/07 12/3/07

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		Proposal was submitted to Bridgette King and Anita Patty for consideration and funding. Anita advised a few weeks later than Spirit Airlines has declined the promotion indicating that the WEDR demographics was not their target market.		
Great Escape Travel	<i>Completed</i>	Virtuoso agency looking to increase high-end business to TIOTB. Schedule to sit with Owner/Manager after the holidays.	JG	12/06/07
Gogo Tours Reception	Completed	<i>Attended Gogo's end of the year reception where I was able to network with their top 30 accounts and discuss new opportunities for 2008. Plans are on the way to host Bahamas Night with Gogo and specialty agencies in the Spring.</i>	JG	12/7/07
All About Travel	<i>Completed</i>	Bahamas business is down from last year's booking, and looking for new opportunities to promote and increase Bahamas bookings. Schedule to host Bahamas Nights mid to late Spring. Specializes in Weddings & Honeymoon.	JG	12/6/07
Spirit Vacations	pending	I am in receipt of 2008 marketing proposal from Spirit Vacations for the year. Agreement similar to last year's with a \$25,000 price tag. Will submit for discuss/consideration. SV advised that they are currently pacing 18% ahead for 2007 and 32% ahead for 2008. With the new service to GBI SV is looking forward to a strong 2008.	JG	12/11/07
Southern Women's	pending	I am in receipt of proposal for the	JG	12/3/07

Show 2008		<p>SWS 2008 for both Orlando and Jacksonville. Early this year I spoke with show organizers on how Bahamas can play a much larger role in the two shows hoping to add media component. The proposal is heavily padded with a \$96,500 price tag. My recommendation is to participate again next year, but not at the level organizers are requesting. Will discuss and resubmit proposal for lesser \$\$\$ amount.</p>		

Marketing Intelligence:

Grand Bahama Island – First night free on a 4-night stay at participating hotels, plus save up to \$200 with your American Express card.
 (Orlando Sentinel Nov 25, 2007 – please see attachment)

2 Disney Cruise ships will call Port Canaveral home in 2009 – plans to make Port Canaveral home base for both its ships in 2009, ending a four year adventure that sent one of them to distant waters in the Pacific and Mediterranean. The company will return the Magic to Central Florida, where it will spend the year cruising the Caribbean. Its new schedule will include four seven night itineraries – three that visits islands in the eastern part of the sea and one that will go west. Disney spoke person said “it’s all about listening to our guests” – the decision to return to Port Canaveral is a response to customer interest.
 (Orlando Sentinel December 5, 2007)

Next Stop: Colombia – A half dozen of the nation’s biggest airlines are competing for the right to begin new flights to Colombia, including one that promises Orlando its first nonstop service to South America in more than seven years. JetBlue has been given the green light to start daily nonstop flights from OIA to Bogotá’, Colombia’s capital city beginning April 2008. (Orlando Sentinel December 12, 2007)

OTHER:
*****VACATION – December 17 2007 – January 04, 2008**

**Sports Tourism & Aviation
Monthly Status Report
December Report
Submitted By: Greg Rolle
2007**

<i>Sports Tourism Project</i>	<i>Status</i>	<i>Next Step</i>	<i>Responsibility</i>	<i>Due Date</i>
Update Sports Database	<i>Update contacts of Sports teams, Schools, Colleges, Associations and Clubs, with address and phone contact for the various Sports managers</i>	<i>Each Sports Manager will continue to receive a copy of the Sports Database for their given area to add to their call pattern sales call plans</i>	<i>Sports Managers</i>	<i>On-going</i>
Firefighter Combat Challenge Updates	<i>We are continue to have discussions with Firefighter Combat Challenge to have them host their competition in Nassau later this fall</i>	<i>Patrick, who is the president has never been to the Bahamas and would like to come down on a fam trip to began plans for the Firefighter Combat Challenge.</i>	<i>Cecil/Leonard</i>	<i>On-going</i>

<i>Aviation Project</i>	<i>Status</i>	<i>Next Step</i>	<i>Responsibility</i>	<i>Due Date</i>
Bahamas Aviation Marketing Meeting	<i>Attended the aviation marketing which held its meeting December 12, 2007, where we discuss idea and suggestions that will make a difference in steering aviation, table aviation issues.</i>	<i>Thus sharing the cost with all general aviation interest</i>	<i>Keith/Greg</i>	<i>On-going</i>
Bahamas Fly-in –American Bonanza Flying Club	<i>15 Planes completed a fly-in to Stella Maris, Long Island, December 6-9. Approx. 48 persons</i>	<i>The group stayed at Cape Santa Maria Resort, in Long Island.</i>	<i>Keith/Greg</i>	<i>Dec. 6-9, 2007</i>
AOPA /USCBP Update on NPRM and GA Int'l Flying	<i>Participate with an Ongoing discussion with AOPA lead focus group on USCBP Homeland Security NPRM, hat include, reps from Mexico, Canada, AOPA and</i>	<i>AOPA lead the group discussions that pull together idea from the various countries to lobby for private pilots fling across the US borders.</i>	<i>Keith/Greg</i>	<i>On-going</i>

	<i>The Bahamas</i>			
<i>On-line vs. Off-line Promotion</i>	<i>On-line suggestion for pre and post flight social network for pilots – a place to pose questions with immediate response. With selected Q&A exchanges posted</i>	<i>print advertising is slated for the AOPA Directory and the EAA shows daily papers</i>	<i>Keith/Greg</i>	<i>On-going</i>
<i>Where Can We Partner with our Florida Based FBO</i>	<i>Suggestion for an "I FLY" shirt with the Bahamas logo to be sold on-line and/or used promotionally.</i>	<i>The concept here is to have the Florida based FBO promote The Bahamas Fly-ins</i>	<i>Keith/Greg</i>	<i>On-going</i>
<i>Pilot's Guide to The Bahamas</i>	<i>To work with www.pilotpub.com to incorporate elements of this new site from Pilots Guide to The Bahamas.</i>	<i>To have the IT dept. assist with their input and ideas</i>	<i>Keith/Greg</i>	<i>On-going</i>
<i>Pilot Package collaterals</i>	<i>The Aviation DVD is due for an update. We have gotten a requests from US Customs and border protection to refresh their segment. And EAA has requested segment for their president to address flying to The Bahamas</i>	<i>We will work with the hotels who have ads on the DVD to assist in paying for the updates.</i>	<i>Keith/Greg</i>	<i>pending</i>

**Monthly Status Report
November 2007
Department: Sports
Submitted By: Cecil Rose**

Initiatives	Status	Next Step	Responsibility	Due Date
<i>In office working on update of clients profiles ,working from the Master list.</i>	<i>There are some challenges getting the information from these organizations for our database.</i>	<i>Make appointments to visit with these individuals and try to convince them to consider the Islands of the Bahamas as the destination for their events and meetings if they go offshore. and what type of assistance that MOT will provide.</i>	<i>Cecil Rose,</i>	<i>November 1st, 2nd, 5th, 6th,</i>
<i>Met with Dave Maggert Athletic Director University of Houston and discussed the womens basketball team participating in the Junkanoo Jam in 2008 or 2009.</i>	<i>Said that he would consider it and would have to meet with Head coach Joe Cur land check the scheduling..</i>	<i>Follow up with him and then put them in touch with Neal or Nels at Basketball Travelers.</i>	<i>Cecil Rose</i>	<i>Ongoing</i>
<i>Met with Cynthia Cooper Basketball Coach at Prairie View University.</i>	<i>Working with her promoting a come along package for the Panther fans from the Houston area .Currently the are booking on American Airline Vacations.</i>	<i>Continue to assist and promote come along packages for Panther fans in the Houston market. From their fan base they have 36 fans and family members that are booked in addition to the team. Grand Bahama & Tour and Travel was responsible for the packaging and promoting it never heard from them.</i>	<i>Cecil Rose</i>	<i>November 21st-25th 2007.</i>
<i>Sales calls in Houston area, also attended the McDonald Texas Invitational .November 15th-17th 2007.</i>	<i>Its one of the top boys high school tournament with over thirty teams from the Houston and surrounding area competing and has a great following of fans and college coaches .</i>	<i>Set up a meeting with meet organizers to discuss the possibility of bringing an event to the Bahamas, McDonalds do sponsor tournaments throughout the U S.</i>	<i>Cecil</i>	<i>Ongoing</i>
<i>Attended 5th Annual Texas High School Jamboree, November 23rd-24th 2007.</i>	<i>Texas High School Jamboree is by far the largest High school tournament that is in its fifth year and has a field of 64 teams</i>	<i>Mr. Rutherford and I plan on meeting with the organizers in January to discuss whether we can have an tournament of this nature in the Bahamas beginning the</i>	<i>Cecil Rose</i>	<i>Undecided.</i>

	<i>from around the country and included two teams from the Bahamas, AF Adderley and RM Bailey .Also featured Bahamian High School sensation Dwight Miller of the Frank Rutherford Academy.</i>	<i>Summer of 2009.</i>		
Junkanoo Jam Basketball Tournament November 22-25,2007.	<i>The Junkanoo Jam is a NCAA Division 1 Basketball Tournament for women that is held in Freeport each Thanksgiving Weekend. This year the teams are USC, Georgia, Prairie View, Alabama, Michigan State, NC State, and Washington State.</i>	<i>Received an email from Neal Holder outlining the results of the tournament, and voicing his displeasure on how some of the events were handled . Forwarded the note to Greg.</i>	<i>Cecil Rose</i>	<i>November 21-25</i>

**Monthly Status Report
November 2007
Department: SPORTS TOURISM
Submitted By: LEONARD STUART**

Initiatives	Status	Next Step	Responsibility	Due Date
Jacksonville Urban League Jacksonville Florida November,9 2007	<i>A meeting with Richard & Joyce Danford In Bimini discussed the possibility of staging a 10 k Marathon for the prevention of Dieabities.</i>	<i>To have ongoing meeting and set a date for event.</i>	<i>Leonard Stuart</i>	<i>Ongoing</i>
Mc Arthur High School Hollywood Florida November,14 2007	<i>A meeting with Coach Ray Lockhart McArthur High School Head Boys Basketball Coach Discussed His team coming to the Bahamas for a basket ball tournament in Spring 2008.</i>	<i>To provide dates and send out information to the Bahamas Basketball Federation.</i>	<i>Leonard Stuart</i>	<i>Ongoing</i>
Central Florida Sports Commission Central Florida November,20 2007	<i>.A meeting with John Suboor to discussed How they have been successful in their effort to promote sporting tourism.To see how they can assist.</i>	<i>To have follow up meeting.</i>	<i>Leonard Stuart</i>	<i>Ongoing</i>
Nova Southeastern University Davie Florida November 29,2007	<i>A meeting with Philip Tunncliff Project Manager Moss/Miller Contruccion tour multi-purpose Sporting facility on NSU.Contruccion team have softball team and looking for travel.</i>	<i>To have ongoing meeting,they are looking at taking softball team to Bimini in 2008.</i>	<i>Leonard Stuart</i>	<i>Ongoing</i>

Sports Tourism /Competitive sports Monthly Report NOVEMBER 2007 By: Pauline Davis Thompson

PROJECTS	STATUS			
<i>IAAF General Meeting</i>	<i>While attending the IAAF General Meeting in Germany in September. Opportunity to host the Women in Sports Seminar came up. The event started some four years ago. This year event was hosted in Japan and it was well attended.</i>	<i>I am now in the IAAF Council and I am one of the person's who has voting powers. I decided that since we don't have a budget for the Sport Tourism Team and the fact that we are in limbo at the moment to not continue to push for this event at this time.</i>	<i>On-Hold</i>	<i>August 2009</i>
<i>Caribbean VS The WORLD Relay Championship</i>	<i>Plans for the Caribbean VS the World Relay Championship is on hold. Still waiting for Track repair confirmation.</i>	<i>Went to Grand Bahama and saw the Track this Track is in no condition to host a major International event. The GBAA told me that all request for the repair of the Track was sent to the proper authorities in Nassau and that they are waiting for the approval to fix the Track. No progress on the track has been made. The Track still a mess. Spoke with the Sports Minister who prefer that we wait for the new Track either in Nassau or wait for Grad Bahama to get fix.</i>	<i>On-Hold- This Event still on hold</i>	<i>May 2008</i>
<i>Ironman Triathlon</i>	<i>This is a new event that we are trying to bring to Grand Bahama. This event has great International Media Coverage and following. The best athletes in the World competes at this event</i>	<i>Our mandate of putting bodies in bed will no doubt be fulfill by this event. Plus we will get world Coverage to send a message that the Bahamas has a great Sport Tourism Product. And we invite the World to come and sample it.</i>	<i>Even though this event was denied by the Ministry of Tourism. The organizers of this event are still trying to host the event in 2009 in Grand Bahama. They are presently trying to secure private sponsorship.</i>	<i>March 2009</i>
<i>Endura Triathlon</i>	<i>Endura Triathlon is a great event and does what the mandate ask us to do it put bodies in bed and the up front sponsorship fees that we have to give them is very miminal.</i>	<i>This event put bodies in bed at a time when Grand Bahama really needs it.</i>	<i>This event was denied but Grand Bahama decided that they will host this event. It will be paid for from their budget.</i>	<i>November 2007</i>
<i>World Youth Championship</i>	<i>Met with Victor Lopez NACAC President and Alpheus Finlayson and we discuss about the Bahamas bidding for the 2011 World Youth Championship. This will be a huge event for us of course we are hoping that the new stadium will be finish. For right now all work for this event has to be done by the BAAA's with approval coming from the Bahamas Government. Once bidding is secure then the</i>			<i>July 2011</i>

Ministry of Tourism can get involve.

Sporting Organization

Continue to call on local Sporting Organization here in Georgia. At times it is challenging because you leave a message and they don't always return your call and when they do. Some of them are receptive to the idea of playing in the Bahamas. Others are luke warm about the idea and some are simply not interested. So I continue to put together the profile of these Organization and build our Data Base.

**Monthly Status Report
November, 2007
Department: Sports
Submitted By: Jameica Duncombe**

<i>Initiatives</i>	<i>Status</i>	<i>Next Step</i>	<i>Responsibility</i>	<i>Due Date</i>
<i>In Office</i>	<i>Respond to emails, Research new groups, Schedule meetings and update sales call listing</i>		<i>Jameica Duncombe</i>	<i>November 1</i>
<i>Out of Office/Sales Calls</i>	<i>Sales calls at various golf courses in the West Palm Beach area.</i>	<i>Follow up with the various contacts made</i>	<i>Jameica Duncombe</i>	<i>November 2</i>
<i>In-Office Conference Call during the golf Summit in Puerto Rico</i>	<i>Had contact with rep from the Bahamas Golf Federation regarding the golf conference.</i>	<i>Follow up with the Bahamas Golf Federation for the contacts that were made during the event in Puerto Rico</i>	<i>Jameica Duncombe</i>	<i>November 5</i>
<i>In Office Montecristo</i>	<i>Contact with the Montecristo Group regarding upcoming Pro-Am to Grand Bahama, November 2007.</i>	<i>Finalize customs clearance for the group. Finalize transportation for the group</i>	<i>Jameica Duncombe</i>	<i>November 6</i>
<i>In Office</i>	<i>Made various phone calls to business for creating database for future group invites to The Bahamas.</i>	<i>Forward Client profile form to those persons interested in traveling to The Bahamas for golf tournament, conference etc...</i>	<i>Jameica Duncombe</i>	<i>November 7-13</i>
<i>Out of Office Meetings</i>	<i>2nd appointment with Broward EWGA Chapter Social Event Coordinator.</i>	<i>Most of their events are already scheduled for 2008 but are interested for travel in 2009. Have a strong interest in travel to Exuma.</i>	<i>Jameica Duncombe</i>	<i>November 14</i>

<i>Vacation</i>				November 15-19
<i>In Office</i>	<i>Sent emails to various contacts from existing database.</i>	<i>Waiting for list of celebrity charitable organizations that travel outside of the U.S to host their golf tournaments etc.</i>	<i>Jameica Duncombe</i>	<i>November 22</i>
<i>Out of Office Meeting with Jeff Bernstein</i>	<i>Met with president of Bernstein Wealth Management. Met with Quintin Smith rep of a Eclipse sports Management company that will bring charity events to The Bahamas.</i>	<i>Contact the various organizations for interest in bringing their golf tournaments to the Bahamas.</i>		
<i>Montecristo Cup</i>			<i>Grand Bahama Team/ Grand Bahama Vacations/Jameica Duncombe</i>	<i>November 27-December 3</i>

**Monthly Status Report
November, 2007
Department: Sports & Aviation
Submitted By: Greg Rolle**

<i>Initiatives</i>	<i>Status</i>	<i>Next Step</i>	<i>Responsibility</i>	<i>Due Date</i>
<i>Aviation Meeting - Monthly</i>	<i>On going with Industry Partners.. Through the efforts of this Aviation Marketing committee which is made up of professionals interested we share Ideas, and resources to built and promote the aviation business travel to and in The Islands of The Bahamas..</i>	<i>The next meeting is schedule for December 12, 2007</i>	<i>Keith/Greg</i>	
<i>Aviation Sales Calls</i>	<i>Made Aviation Sales Calls on many of the "A" and "B" accounts of the Florida FBO's.. These calls are necessary as all FBO are consumers direct and they are where our strongest business and support are coming from.</i>	<i>Follow-up is needed as few of the FBOs are now looking at the Bahamas workshop seminars.</i>	<i>Greg</i>	<i>On-going</i>
<i>Miami Executive Aviation Workshop Seminar</i>	<i>The Islands Of The Bahamas hosted a Workshop for the consumers Service Managers at the Miami Executives Aviation. The workshop is an on-going and will enhance Miami Executive staff's overall Bahamas aviation marketing knowledge. The Out Island Promotion Board assisted with the FBO training sessions enabling the Managers to better promote The Island Of The Bahamas.</i>	<i>A follow-up fam trip is needed as all of the managers are new and have never been to The Bahamas.</i>	<i>Rosetta/Keith/Greg</i>	<i>Nov.8</i>
<i>FAA Bahamas Seminar</i>	<i>The Federal Aviation Administration</i>	<i>The Seminar will take place at the</i>	<i>Greg</i>	<i>Nov. 15</i>

	<i>(FAA) in Leesburg, Florida. Has requested The Bahamas conduct another Bahamas Seminar in Daytona Beach early next year.</i>	<i>Civil Aviation Center, where a full Aviation Presentation was given to a full house of private pilots looking for information and procedures on how they can fly their aircraft to The Islands of The Bahamas.</i>		
<i>AOPA Aviation Meetings AOPA Task Force – on NPRM</i>	<i>AOPA has taken the lead and has hosted three Conference call of persons from Canada, Mexico, US and The Bahamas, to find ways to approach the NPRM, which will soon to become law and it's effects to General Aviation and the Private Pilots Community</i>	<i>A series of conference calls will be made in the coming months to get updates and information that will aid to soften the impact to general aviation</i>	<i>Keith/Greg</i>	<i>Nov.</i>
<i>Lead Update - Teams Sports 2007 Expo</i>	<i>Thank you notes were sent out to all of the generated leads that were collected during the show and they have received positive responses. The sports Managers and I have met to discuss the various responses and is working on plans to further qualify the leads..</i>	<i>Once the leads have been approved, a fam trip will be plan for the group to view the product, thus allowing to land the group/tournament</i>	<i>Sports Team</i>	<i>On-going</i>

Monthly Status Report
December, 2007
Department: Tour & Travel
Submitted By: Cecile Torrence

<i>Initiatives</i>	<i>Status</i>	<i>Next Step</i>	<i>Responsibility</i>	<i>Due Date</i>
<i>12/01-02 NBC Travel Show</i>	<i>In terms of consumers who attended, I felt that the show was successful for a first time show. Both days netted close to 2,000 people. Many requests for Atlantis and specific Out Islands and packages. We even had requests for a travel agent. They were looking</i>	<i>I recommend that we participate next year.</i>	<i>CT</i>	<i>Completed</i>
<i>12/03-06 S.FL. Sales Blitz</i>	<i>Blitz to announce Spirit Airline's non-stop service to GBI, which started Dec.13. Overall the message was well received – most agents were excited about the jet service to GBI. There were a few who had minor challenges with the airline. Here are a few that were mentioned:</i> <ul style="list-style-type: none"> <i>– charge for baggage – also that there's a charge for every leg of the flight.</i> <i>– Commission not paid on time</i> <i>– If package is booked through Spirit Vacations and there is a need in flight time/date – client would have to contact Spirit Airlines.</i> 	<i>Continue to push service to travel agents.</i>	<i>CT</i>	<i>Completed</i>

	<i>More discussion followed about the destination – hoteliers felt that The Westin & Sheraton being the anchor properties on the island, should do more in getting and keeping the visitors longer on GBI.</i>			
<i>12/11 In office</i>	<i>Gold Coast Holiday Party – over 100 agents attended the meeting.</i>		<i>CT</i>	<i>Completed</i>
<i>Gold Coast TIA Monthly Meeting</i>				
<i>12/12 In-office – telemarketing & admin matters</i>	<i>We had our Tour Travel end of year meeting – went over results of this year’s events/shows etc and discussed next year’s initiatives. List of shows/events has to be updated.</i>	<i>Update list and distribute.</i>	<i>CT</i>	<i>Completed</i>
<i>12/13 Spirit Airlines Inaugural-FLL GCTIA Board Meeting</i>	<i>Attended the launching of Spirit Airlines non-stop flight into GBI – over 50 passengers boarded the flight including invited members of the press. Everything went according to schedule- flight left on time.</i>		<i>CT</i>	<i>Completed</i>
<i>12/14 Half Day - Shopping</i>			<i>CT</i>	
<i>12/17-18 In office – telemarketing & admin matters</i>			<i>CT</i>	
<i>12/19 Miami Airport Meeting</i>			<i>CT</i>	
<i>12/20-21 Casual Days</i>			<i>CT</i>	

<i>12/24 In-office – Telemarketing & admin matters</i>			<i>CT</i>	
<i>12/26-31 Vacation</i>				

Leave Record:

12/20-21 - Casual Days

Tour & Travel Monthly Status Report

Prepared By: LURLINE BUBB

DECEMBER 01- 18 - 2007

ACTIVITES/PROJECTS	STATUS	NEXT STEP(S)	RESPONSIBILITY	DUE DATE
12/03/07-Met with GIPB team in Arlington, TX.	In office, made telemarketing calls in Texas. Continue to work on MOT data base	Follow up with agents request for brochures.	Lurline Bubb	
12/04-5,07	Joint GBI Presentation and a mini trade show for employees of hotel.com, Arlington, Texas. GBTB gave, general updates on GBI. In attendance were GBITB, Pelican Bay and Wyndham Resorts. Made great contact with the staff and local Mangers...	.follow up will be made for 2008.	Lurline	
12/05- CTO Board meeting	Attend Monthly meeting, continue to make plans for 2008. CTO is asking for BTO to sponsor a meeting in 2008.		Lurline	
12/06,- 10, 007- Travel Impressions Event Travel Impressions cont.	Attend Travel Impressions Best Of The Best Trade show and awards in Las Vegas. Approximately 200 agents were in attendance. In addition, Tourist Boards from Barbados, St. Lucia, Jamaica, Mexico, Martinique and hotels from various destinations. Unfortunately, the Bahamas did	I extend an invitation to agents to visit The Bahamas in 2008. follow up with general information for agents from Los Angeles will be made		

	not have a booth. However, I was able to network during each session. The event went extremely well.			
12/13/07- Worldventures and NFL Executives meeting.	Met with Executives of the NFL, Dallas and World ventures President, and Director of Travel. Ms. Norma Wilkinson, BTO, Miami was not able to attend the meeting. However, we were able conference her in on the meeting via cell phone. They are asking for our support. Approximately 30-40 current NFL players will visit The Bahamas in April, 2008, on Board, Royal Caribbean Cruise Lines. We discussed hosting the group during their brief visit and present the Bahamas as the ideal destination to invest to invest. Great opportunity for us.	Follow up meeting is schedule for January, 2008		
12/-14/2007- FGBM- Luncheon	Attend Monthly meeting, continue to network with the Businessmen of N. Dallas...		Lurline	
Dec. 18- Meeting schedule with President, Travel Trends, Greenville, TX...	Lunch meeting is schedule in Greenville, TX.			
December 26- 31, 007 - VACATION	VACATION	VACATION		

Marketing Intelligence: Nothing has change. Jamaica continues to promote on Major Television seen in Texas.

Trade Organizations

Misc/Administrative matters

Tour & Travel Monthly Status Report

Territory: S/W.IL, MO, MN, IA, KS, NE, N/S.DA.

November, 2007

Prepared By: Margaret Campbell, CTC

ACTIVITIES/PROJECTS	STATUS	NEXT STEP(S)	RESPONSIBILITY	DUE DATE
<u>T. & T. Agents Sales Calls:</u> Macomb, Galesbury, IL.	Agents reported that their Bahamas bookings were fair for the up-coming holidays but noted that there were numerous enquiries for Spring Break, 08. Agents also mentioned that their clients interest were in Nassau only and Carnival cruise lines. Lisa from Carlson Wagonlit had clients visiting during the Christmas and wanted to know if the Ministry of Tourism had any type of program/tours in place for visitors wanting to participate in the Junkanoo parade; I advised her that we did not and told her, to suggest to her clients that they may want to coordinate on-island activities	Co-coordinated and follow-up on request made by Macomb Tvl. and World Wide Travel clients requesting on-island tours and venue for pending wedding party in 2008.	M.C	N/A

	with the Activities desk of their host hotel. Margaret from Roberts Travel is working on a Spring Break, 08 groups.			
NPIPB/GBITB/OIPB/MOT – Destination Program/FAM	Attended NPIPB FAM with approx. (45) pax. Incentive & Meeting Planners. Hotels and venues site inspections which went exceptional well, with industry staff giving brief updates and changes on the various properties.		M.C	N/A
<u>Telemarketing Calls:</u> Kansas & Peoria, IL.	Agents were receptive and bookings for the Bahamas were little to none. Also there was a lack of product knowledge and the agents requested FAM trips in-addition to in-house presentations.	Maintain on-going relationship and schedule in-house presentations for Spring, 2008.	M.C	N/A

Marketing Intelligence:

As the religious niche market continues to grow, Israel is reported the most cited 54% desirable destination for religious trips, Italy at 41%, along with England 28% noted by Globus religious travel study. Also projected as a trend for travelers in 2008, are Food travel shows and destinations' festivals.

CheapCaribbean.com is offering up to 15% commission to travel agents booking resorts in Jamaica and Mexico. As for their Bahamas product, the inventory of hotels are limited reported several agents within the market.

Airlines/Wholesalers:

Apple Vacations, Funjet and GoGo Worldwide Vacations, noted that their Bahamas bookings via scheduled air are going very well. The Product Managers reported also that while bookings are going well; agents are still complaining about the limited airlift into the Bahamas and limited inventory on hotel rooms that are a little higher than usual.

Competition:

Mexico and Jamaica remained to be the most requested destination within the Caribbean.

Tour & Travel Monthly Report

Prepared By: **Conrad King**

December, 2007

ACTIVITES/PROJECTS	STATUS	NEXT STEP(S)	MANAGER	DUE DATE
<p>IN OFFICE ADMIN –</p> <p>Continue to follow up with the corporate contacted that attended the Supplier Night 2007.</p>	<ul style="list-style-type: none"> • Supplier Night had 45 attendees from Wholesalers / Tour Operators and corporate partners. 	<ul style="list-style-type: none"> • I have used Supplier Night to open doors to corporate clients and their staff. Many of whom are receptive to TIOTB hosting Bahamas corporate days at their venues. The first of which was scheduled for Nov 13th at Turner Broadcasting. Additional contacts made at this event will help to host open doors to further Bahamas corporate days. 	<p>CK</p>	<p>On- going. 2008 Objective.</p>
<p>SALES CALLS – Joint sales GoGo Vacations and Pelican Bay Hotel.</p>	<ul style="list-style-type: none"> • Conducted joint sales calls with GoGo Vacations and Pelican Bay. 	<ul style="list-style-type: none"> • Made Joint sales calls with GoGo Manager, on some of its top accounts in Atlanta. 	<p>CK</p>	<p>On going.</p>

<p>Romance Travel Guide: Media company that specializes in destination events.</p>	<ul style="list-style-type: none"> • The host and editor of the company attended Supplier Night 07. Would like to do work with TIOTB. • IOTB has been invited to co-sponsor a consumer event (150 pax) scheduled for Dec 18th. 	<ul style="list-style-type: none"> • Ms Dedrie Turner has spoken to the sales manager of Sheraton Cable Beach, who also attended the Supplier Night 2007. Future project is in the works. • Romance Travel Guide has submitted a proposal, which will be forward to communications dept for review. • All collateral for the event has been sent to the venue. 	CK	Dec 15
<p>SWING Magazine- Swing Magazine will be publishing its fall magazine in early December. Swing attended Supplier Night 2007. Swing is a live style magazine for over 50 babyboomers. Baby Boomer households (households headed by someone age 35-54) are the most likely to stay in a hotel, motel or bed and breakfast establishment on overnight trips</p>	<ul style="list-style-type: none"> • Sidney Poitier will be on the cover. Earlier this year I was able to barter Pelican Bay vacation stays. 	<ul style="list-style-type: none"> • To date the arrangement has been beneficial for both parties. • Swing Editor said that the Bahamas relationship was a good investment. Pelican reports that the coverage that the magazine gave the hotel was positive also. 	CK	On Going

<p>(59%) and travel for business (29%). (Source: Domestic Travel Market Report, 2004 Edition.)</p>		<ul style="list-style-type: none"> • SWING will now like to expand to other hotels and would like to take advantage of other opportunities. The Editor would also like to visit the destination for a site inspection in 08. . 		
<p>GoDeKalb.com – Hosted a meeting with the CEO of the company and Pelican Bay.</p>	<ul style="list-style-type: none"> • GoDeKalb submitted a proposal for a future project with Pelican Bay Resort. 	<ul style="list-style-type: none"> • Pelican Bay has the proposal and will decide if DoDeKalb.com is the right venue. • At the time of writing, no decision had been made regarding a further collaboration between Pelican and SWING. Following up will be made to see if there continues to be a mutual interest from respective parties. 	<p>CK</p>	<p>Jan 08.</p>
<p>One Georgia Bank: The Vice President of Marketing attended Supplier Night 2007.</p>	<ul style="list-style-type: none"> • Interested in another consumer promotion with TIOTB. 	<ul style="list-style-type: none"> • Currently has an in-house employee bank incentive with Pelican Bay Resort. • Would like to run a similar consumer promotion to that which was done in Sept, Oct, Nov of 06. 	<p>CK</p>	<p>Follow up will be made.</p>

		<ul style="list-style-type: none"> • VP Marketing still plans to go ahead with the Bank Promotion, spring of 06. The past venture between Pelican and One Georgia Bank has generated positive feed back. • Pelican has had 4 bookings as a result of the partnership. The relationship between TIOTB, One Georgia Bank and Pelican will continue to grow. 		
<p>Springdale Travel, AL – Since hosting the Bahamas day event, Oct 11, Springdale has booked a group of 25 on Bahamas Cruise.</p>	<ul style="list-style-type: none"> • The cruise is scheduled for June of 08. The organizer of the cruise has asked for a day pass at the Atlanta. 	<ul style="list-style-type: none"> • Springdale also had one of it's agents participate in the recent Delta Vacations fam. • Have put the booking agent at the agency in contact with Karen March to execute the details. • Another of Springdale's agents will be visiting GBI in Jan 08 and requested a site inspection while on island. I have forward this info to 		<p>Completed.</p>

		Betty Bethel for her assistance, to which she has agreed.		
Rachael's Travel, SC: Agency will be hosting a monthly consumer presentation; every 3 rd week of each month.	<ul style="list-style-type: none"> • Have been communicating with the agent to set up presentations dates. 	<ul style="list-style-type: none"> • Agency Consumer presentations are scheduled to begin Feb 08. • Each presentation is expected to have 15 – 25 consumers. 		On going
Oconee2 Travel: Agency will be hosting a monthly consumer presentation. TIOTB will co-host a weekly consumer presentation.	<ul style="list-style-type: none"> • Will meet with agent to coordinate dates for monthly consumer presentations. 	<ul style="list-style-type: none"> • 		On going.
Delta Certified Vacations	<ul style="list-style-type: none"> • Fam trip was a success. 	<ul style="list-style-type: none"> • DCV manager and I had a follow up meeting. We are proposing a follow up incentive for agents. • DCV manager and I will begin 2008 with follow up meeting with those agents on the fam trip (Nas, Oct 30- Nov 2), and other VIP agents. 	CK	
CTO - Atlanta – Followed up with CTO president regarding IOTB sponsorship of month chapter meeting.		<ul style="list-style-type: none"> • Will follow up and have document and all admin matters processed for payment. 		
CNW Travel- Has a group of 16	<ul style="list-style-type: none"> • Ms White asked for 	<ul style="list-style-type: none"> • Collateral were sent 		

prospects.	assistance with collateral and presentation.	and the presentation made to the group of 20 consumers.		
Personal Touch Travel – Did a joint presentation to organizers of the Gospel Choice Awards in Atlanta.	<ul style="list-style-type: none"> The organizers specifically asked the agent about hosting the awards are receptive to the idea of holding an event in Bahamas. 	<ul style="list-style-type: none"> The organizer would like to work directly with TIOTB on future initiatives that will entail some co-op advertising. Received a recent proposal for GA Bridal Extravaganza, Feb 08. Nassau Hilton plans to attend the even 	CK	

Marketing Intelligence:

Amex Promotion - Of the travel agents that I've called on since early November, four have made booking for clients using the Amex card.

Springdale Travel – Mobile, Al, 2 bookings
 Five Star Travel – Atlanta, GA, 1 Booking
 Amex Travel - Atlanta, Ga, 2 Bookings
 Carlson Travel, Lexington,SC 1 Booking

Airlines / Wholesale:

Delta: I extended an invitation to Delta Airlines to join me at the Romance Travel Guide Reception, which is scheduled for Dec 18th. Delta plans to attend.

Delta Certified Vacations:

Competition Specials:

Trade Shows - Trade / Consumer

Presentations:

Trade Organizations

N/A

Groups

Miscellaneous –

Tour & Travel Monthly Status Report

Prepared By: DORNELL WATSON

TERRITORY: PA, DE, S. JERSEY, MD, DC, VA, NEW ENGLAND

DECEMBER 2007

ACTIVITIES/PROJECTS	STATUS	NEXT STEP(S)	MGR	DUE DATE
Kiwi Magazine (National Publication) (Voorhees, NJ)	Ongoing – Copies of magazines were mailed to sponsors and Regional Director. New issue (Jan/Feb) will be on newsstands in a couple of weeks. The same Bahamas ad will be used.	Awaiting certificates from sponsors. Also looking at the possibility of organizing a family come-along package.	DW	
Philadelphia Inquirer Show Valley Forge, PA	Sent a follow-up email to Karen Kingman from Carlson Wagonlit Travel to get feedback on responses from the Bahamas flyer. Still awaiting a response.		DW	
ESPN Radio Boston, MA	Receive 2 proposals for advertising sponsorship with the radio station similar to one that the MOT participated in Feb '07. Proposals were forwarded to Anita Johnson-Patty for consideration.	Awaiting response.	DW AJP	
NECTO & CTO Greater Washington DC Chapter	Received requests from both chapters to sponsor a meeting. I advised them of budget cuts and informed them that I will attempt to secure some funding for fall 2008.	Follow-up with chapters in spring 2008.	DW	
11/5 – 11/6	Called on 8 top accounts four of which were Liberty Travel agencies distributing Xmas cards and cookies to show appreciation for their business.		DW	

Marketing Intelligence

Most of the agencies called on with the exception of three, stated that business was slow the last 2 months due to a number of reasons. Three of 4 Liberty Travel accounts said that they had a few bookings from the Amex promotion. Many of the agents asked about the status of Cable Beach and complained of how expensive the new Sheraton Cable Beach is. The top sellers for the winter and spring are Europe, Cruises, Hawaii, and Caribbean.

I received good feedback from the Leisure Manager, Mitch Gordon, of Uniglobe Wings Travel (with 3 locations). He reported that The Bahamas was among their top 3 Island Destinations and that to date, they've had **82 bookings**. They are still in the process of creating a database that will give exact figures for individual islands in The Bahamas. This program was created so that they can justify requests for co-op funds for marketing select destinations. He also shared information on some of the incentives and activities that Bermuda was doing which was quite appealing to the agency, such as a fam for the top 5 accounts/producers (which he recently participated in), \$500 cash incentives to the top selling agent that sells a certain number of packages during a select booking period, and more. He stated that he wish more destinations would offer similar incentives.

Competition

ARUBA – Aruba's tourism numbers grew 4.17% from the US market (12,497 additional stay over visitors) over the same time last year, according to figures released by the Aruba Tourism Authority. Growth has been attributed to key hotel developments and new airlift including JetBlue's nonstop service from Boston (3x a week), AA's 5 weekly nonstop flights from Boston, and Spirit's Sat. night flight from Ft. Lauderdale. Also, United will increase service from Washington (Dulles) to six times a week, effective Dec. 15th. (Source: Travel Weekly).

Tour Operators/Airlines Report

Apple Vacations – Following are scheduled air figures from Apple year to date, 12/17/07.

Freeport	Nassau	Total
391	3608	3,999

Destination	AA	CO	DL	NK	UA	US
FPO	94	28	139	0	0	130
NAS	1135	249	896	242	67	1019

Trade Shows – Agent/Consumer

11/29	CTO-MD Mini Trade Show	70 Agents	Baltimore, MD
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Miscellaneous

Casual Days – 12/10-11 (2 days)

Vacation – 12/21 – 12/31 (6 days)

**Tour & Travel Monthly Status Report
DECEMBER 2007**

Prepared By: Cleveland Williams
Territory: Connecticut

ACTIVITIES/PROJECTS	STATUS	NEXT STEP(S)	MGR	DUE DATE
12/04-05 Sales Calls: Manchester, Farmington, CT	Bahamas presentation & new hotel developments in TIOTB was done to 8 Travel Agencies in the named cities.	To build working relationships with these agencies to stimulate growth in Bahamas business, by on- going training, updates and periodic sales calls. Encourage agents to become Bahamas Specialists by training online with the Travel Academy-Bahamas.	CW	
12/06-07 Sick Leave			CW	
12/ 12, 13	Vacation Leave			
12/14	Worked on monthly reports BTO Data base of Top 50 Agents.			
12/17	BTO- New York			
12/18	Vacation Leave			
12/19,20,21,24,26,27,28,31	Vacation Leave			

P Richardson
Groups

PROJECTS

Rotary Int'l

Myrtle Beach, South Carolina

Executed an awesome junkanoo presentation for the 440 members at the Marriott. Barry Rassin is chair of the event and he was truly proud of the performance. The group, Sunshine Junkanoo Band was truly professional, timely, fully regaled and 'rocked' the house. They were unstoppable!

West Coast

The Starwood Event, in San Francisco, netted about 60 top accounts. Very disappointing and well under the numbers realize from previous years. It was a 'thank you' event for all of Starwoods TOP ACCOUNTS in the area. Anticipated about 100.

The Seattle event, netted only 20 TOP ACCOUNTS for their morning event. There were 30 Starwood affiliates attending and all were truly disappointed in the numbers.

Made calls on Basketball Travelers, who have an annual basketball tournament, during the Thanksgiving period, at the Sheraton. Usually use up to 150 rooms for a week period. Tournament is between Colleague teams.

Visited the headquarters for Holland American Lines (Seattle), who have a group booked, for a three-week, refitting period - while the ship is on dry dock in GBI refitting the bathrooms, 78 rooms at the Sheraton, GBI.

Following Carnival's lead (being a part of their fleet), HA has also actively been pursuing groups, meetings and incentives. Understand that Carnival is still the major producer of group business and will be refitting some of their ships (in addition to the present ones) for larger and more varied group spaces.

Two other appointments, cancelled while in the area and one was really rained out.

The Denver event, evening, netted about 31 TOP ACCOUNTS and most of them were planners and about 12 Helms Briscoe affiliates. Very, very few end users. However, the attendees did hang around for long periods of time and asked appropriate questions. Most of them mentioned, by name, Atlantis and their familiarity with the property. Starwood has lost quite a number of leads to Atlantis from the area.

For each of the events, the Starwood Affiliates paid \$1700 attendance fee! I do question the value of the investment due to the small/disappointing turnout.

It brings back to mind, the small turnout, of qualified planners, for the NPI luncheon road shows earlier in the year.

Due to the events being STARWOOD, only my business card was handed out. Upon return, forwarded a letter with all requisite collateral to the attendees (received from Starwood) on The Bahamas.

As a result of our attendance, at Incentive Travel Exchange, received one group lead: Herff Jones, Inc - Yearbook Division January 18 - 26, 2010, 280 rooms. Meeting Planner: P. Leese Ltd, Meeting and Incentive, Beulah, CO. Specifically requested Westin, GBI.

Mali Dulaney - Sandals

Mali has been named as Group Field Director for the West Coast. We have agreed to work together on joint calls in late January/early February.

SITE

SITE is having their end-of-year event, in Los Angeles, December 12 - 13 - joint with MPI
Starwood has donated a four-night stay and TIOTB has donated round-trip airfare for two (\$700 total).

ITME

Forwarded collateral material to all planners that stopped by TIOTB booth, at ITME. Made follow up calls and spoke to only five people. No leads generated from this.

Starcite

Worked with Starcite on all aspects of the site. Many requests could not be incorporated; however, many were able to be accommodated.
Need a working session, for all field personnel, with Starcite so that all can be comfortable with the program and better able to sell and appreciate it.

SDD

Spent at least two weeks totally dedicated to updating this final CD-version of the SDD. Did a fine-tooth comb-thru of each and every page, literally making hundreds of phone calls to ascertain information and receiving updates - of which there were literally hundreds as well.

All future updates will be made electronically - grouptravel.bahamas.com
Will work with Jene Simmons to affect.