

| <b>Company</b>                | <b>NTA 17 Lead</b>   | <b>First</b> | <b>Last</b>     | <b>Operator Email</b>  | <b>Phone</b>                         |
|-------------------------------|--|--------------|-----------------|--|--------------------------------------|
| Operation Europe              | 35% = 18 and younger<br>All of her groups are completely custom, anywhere between 10-200 people, young and old<br>Needs what's new and itineraries sent in digital format                              | Shannon      | Fissel          | <a href="mailto:shannonf@operationeurope.com">shannonf@operationeurope.com</a>                         | 717.993.8022                         |
| Great Canadian Holidays, Inc. | Needs information on Wynn Casino in Boston Harbor and MGM Grand in Springfield<br>Needs information on "cool and different/hidden gem" hotels<br>Wants itineraries for the Berkshires and winter trips | Michelle     | Hundt<br>Tupman | <a href="mailto:michelletupman@greatcanadianholidays.com">michelletupman@greatcanadianholidays.com</a> | 519.896.8687 x 233<br>1.800.461.8687 |

|                         |  |          |             |  |              |
|-------------------------|--|----------|-------------|--|--------------|
| Main Street Experiences | <p>Senior market<br/> Working on new market<br/> - Women's tours<br/> Wants to do a Women<br/> In Need of Spoiling<br/> "WINOS" Tour:<br/> Sheek/luxury hotels<br/> with pampering and<br/> shopping trips - perhaps<br/> to Martha's Vineyard.<br/> For ex. Did a "Sex and<br/> the City" themed tour<br/> in NYC<br/> Needs receptives</p> | Jennifer | Lum Lee     | <a href="mailto:jennifer@mainstreettours.com">jennifer@mainstreettours.com</a> | 310.212.0791 |
| Witte Travel & Tours    | <p>30% = 51-64<br/> Does a lot of tours for<br/> choir groups: College,<br/> HS,<br/> Church/Bands/orchestr<br/> as<br/> Needs more<br/> information on tours for<br/> student groups<br/> Needs more<br/> information on fall<br/> foliage tours/urban and<br/> historical places</p>   | Leah     | Baillargeon | <a href="mailto:leahb@wittetravel.com">leahb@wittetravel.com</a>               | 616-954-9681 |

|                        |  |          |        |  |              |
|------------------------|--|----------|--------|--|--------------|
| Star Destinations Inc. | Senior market<br>Wants "experimental,<br>unexpected and<br>memorable" tours / For<br>ex. Took a group to an<br>old church and<br>scheduled a surprise<br>choir performance for<br>them | Jennifer | Mosman | <a href="mailto:jenm@stardestinations.com">jenm@stardestinations.com</a> | 712.792.9793 |
| Sun Tours Ltd.         | 80% = 65+<br>Needs itineraries<br>Needs what's new in<br>digital format  | Robin    | Duke   | <a href="mailto:rduke@suntoursus.com">rduke@suntoursus.com</a>           | 505.889.8888 |

|  |   |                |                   |   |                     |
|--|---|----------------|-------------------|---|---------------------|
| <p>Globus Family of Brands, Globus, Cosmos, Monograms &amp; Avalon</p> | <p>Met with Megan Miller at mmiller@globusfamily.com but was told to contact Tracie Wingo (Contractor) at twingo@globusfamily.com</p>   | <p>Tracie</p>  | <p>Wingo</p>      | <p><a href="mailto:twingo@globusfamily.com">twingo@globusfamily.com</a></p>   | <p>303.703.7338</p> |
|  | <p>They are bringing their North American Tour Directors Meeting to Newton in October 17. Needs information on hotel rates<br/>Wants to do tours to attract younger clientele</p> |                |                   |   |                     |
| <p>Owl Tours LLC</p>   | <p>Younger market Interested in outdoor activities: camping, ziplining, fishing, golf</p>   | <p>Bin</p>     | <p>Lin</p>        | <p><a href="mailto:linbin@owltours.com">linbin@owltours.com</a></p>           | <p>347-972-8033</p> |
| <p>Collette</p>  | <p>65% = 65+ Number one product is fall foliage tours Interested in historical and cultural tours and museums</p>   | <p>Vinette</p> | <p>Digregorio</p> | <p><a href="mailto:vdigregorio@collette.com">vdigregorio@collette.com</a></p> | <p>401-642-4768</p> |

|  |   |          |         |  |              |
|--|---|----------|---------|--|--------------|
| China Visit Tour USA Inc.                                      | Needs more information on educational tours and trips to college campuses   | Jason    | Lu      | <a href="mailto:jason@chinavisittour.com">jason@chinavisittour.com</a>               | 212.574.4619 |
| Blue Grass Tours, Inc  | 30% = 18 and younger<br>No leads  | Pam      | Upton   | <a href="mailto:tourdirector@bluegrasstours.com">tourdirector@bluegrasstours.com</a> | 859.252.5744 |
| The Group Tour Company, Inc.<br>Washington & NY<br>Group Tours | Needs information on JFK 100<br>Needs information on anything related to the Underground Railroad and whaling in Fall River | Christen | Eliason | <a href="mailto:christen@grouptourcompany.com">christen@grouptourcompany.com</a>     | 202.955.5667 |

|                           |  |        |       |  |                    |
|---------------------------|--|--------|-------|--|--------------------|
| L & L Travel Enterprises, | <p>45% = 36-50<br/>         Biggest tour operator on the east coast - over 3,000 people/year<br/>         Needs information for family and student groups<br/>         Wants "chic/new interesting things to do around Boston"<br/>         Needs information on hotels - they usually have groups of 51-61 people and put 2-4 people in a room so they always need two beds in a room</p> | Huey   | Yu    | <a href="mailto:marketinglltravel@gmail.com">marketinglltravel@gmail.com</a> | 212.334.4222 x 180 |
| Wells Gray Tours, Ltd.    | <p>82% = 65+<br/>         Needs information on historical and cultural tours<br/>         Needs information on Amtrak trains in Western MA</p>   | Fraser | Neave | <a href="mailto:fraser@wellsgraytours.com">fraser@wellsgraytours.com</a>     | 250.374.0831       |

|                               |  |           |            |  |              |
|-------------------------------|--|-----------|------------|--|--------------|
| Custom Holidays               | Senior market<br>Plans to come down for JFK 100 on June 10-16 - organized by Bob Klien<br>Needs promo videos for MA<br>Needs what's new for Cape and Martha's Vineyard | Christina | Werner     | <a href="mailto:christina@customholidaysonline.com">christina@customholidaysonline.com</a> | 313.388.0448 |
| Wolfe Adventures & Tours, LLC | Needs receptives in MA   | Taunya    | Wolfe Finn | <a href="mailto:taunya@wolfetours.com">taunya@wolfetours.com</a>                           | 978.255.1645 |
| Northeast Unlimited Tours     | Needs information on new hotels<br>Needs information on bus parking and drop-off locations in Boston   | Teresa    | Paolini    | <a href="mailto:teresa@northeastunlimitedtours.com">teresa@northeastunlimitedtours.com</a> | 774.413.5251 |
| Mayflower Tours, Inc.         | Needs information on Plymouth 400 and the Thanksgiving Parade<br>Needs information on fall foliage trips in MA   | Tim       | Patrick    | <a href="mailto:tpatrick@mayflowertours.com">tpatrick@mayflowertours.com</a>               | 630.435.8268 |

Country Travel  
Discoveries LLC

Met with Robert Tabern Nan  
at  
robert.tabern@country  
traveldiscoveries.com  
but told to contact Nan  
Delwiche at  
nan.delwiche@countryt  
raveldiscoveries.com

Wants to do a fall in NE  
tour this year and a NE  
Rail Tour in 2018  
Interested in rail and  
train museums  
Interested in Boston  
hotels near the airport  
(3 star or better) with  
meeting rooms, parking  
for people who will be  
driving to the meetings  
and a place for a  
banquet

Delwiche [nan.delwiche@countrytraveldiscoveries.com](mailto:nan.delwiche@countrytraveldiscoveries.com) 262-923-8125



|                              |  |         |          |  |                    |
|------------------------------|--|---------|----------|--|--------------------|
| Creative Tours Florida       | 45% = 65+<br>Interested in cultural cooking tours and Native American history<br>Needs PDF itineraries<br>Needs photos and videos for promotion  | Michael | Mishko   | <a href="mailto:mikecreativetoursflorida@yahoo.com">mikecreativetoursflorida@yahoo.com</a> | 407.396.9759       |
| Julian Tours                 | No leads   | Greg    | Gude     | <a href="mailto:gg tours@gmail.com">gg tours@gmail.com</a>                                 | 703.379.2300       |
| Holiday Vacations            | Needs what's new in Boston (she has cruises that will be going to Boston)<br>Needs information on the Freedom Trail, Mohawk Trail and Tea Party Museum<br>Wants to do a "then to now" tour about historical times up until present day | Jessica | Donahoe  | <a href="mailto:jdonahoe@holidayvacations.com">jdonahoe@holidayvacations.com</a>           | 715.834.5555 x 317 |
| Globetrotters Travel & Tours | Needs unique itineraries   | Peter   | Craddick | <a href="mailto:peter.craddick@gtnt.com">peter.craddick@gtnt.com</a>                       | 203-384-5172       |
| ChinaPlus Tours              | Wants to bring students to visit college campuses - Harvard/MIT  | Chris   | Lee      | <a href="mailto:contact@chinaplustour.com">contact@chinaplustour.com</a>                   | 972.354.4866       |

|                   |  |        |        |  |              |
|-------------------|--|--------|--------|--|--------------|
| Allied Tour, Inc. | <p>75% = 65+<br/>         Coming to Boston for the 4th of July - Seeing the POPs on the 3rd<br/>         Will spend two nights outside of Boston in Fairfield/Tewksbury<br/>         Are working through Hawthorne tours and are in need of a history buff for a tour guide<br/>         Going to Hyannis in October<br/>         September 28th - 29th will stay at the Hampton in West Yarmouth<br/>         Needs maps of the Quincy Market</p> | Bonnie | Filipi | <a href="mailto:bonnie@alliedtt.com">bonnie@alliedtt.com</a>       | 402.371.3840 |
| Tour Trends       | <p>90% = 65+<br/>         Needs information on Plymouth 400<br/>         Needs information on new hotels<br/>         Needs a list of group friendly restaurants in Boston for 40-50 people</p>  | Gail   | Arndt  | <a href="mailto:tourtrends@hotmail.com">tourtrends@hotmail.com</a> | 508.224.2288 |

|                          |  |       |            |  |                    |
|--------------------------|--|-------|------------|--|--------------------|
| Making Memories Tours    | Senior market - "Bible belt"<br>Interested in jazz music, fall foliage and historical tours  | Roi   | Williamson |  | 417-826-5671       |
| Sports Leisure Vacations | 85% = 65+<br>Has Boston trips planned for 2nd-4th of July<br>Needs hotels within walking distance of restaurants in downtown Boston<br>Needs a place to watch the POPs/fireworks indoors on a television/projector and have a BBQ for the seniors<br>Going to Cape Cod in mid June: 1 night in Boston, 2 nights in P-Town<br>Needs information on Plymouth 400 | Chris | Galloway   | <a href="mailto:roi@makingmemoriestours.com">roi@makingmemoriestours.com</a><br><a href="mailto:chris@sportsleisure.com">chris@sportsleisure.com</a> | 916.361.2051 x 305 |
| Sunshine Travel          | Wants to do educational tours for students<br>Really wants to visit a class in session and not just tour the halls   | Lily  | Chen       | <a href="mailto:lilychen.sunshine@gmail.com">lilychen.sunshine@gmail.com</a>   | 617.695.1989       |

|                              |  |          |            |  |                    |
|------------------------------|--|----------|------------|--|--------------------|
| R & J Tours Inc.             | 80% = 65+<br>No leads  | Jodi     | Carda      | <a href="mailto:jodi@rjtoursonline.com">jodi@rjtoursonline.com</a>           | 320.235.5875       |
| Vandalia Bus Lines, Inc      | Needs information on JFK 100/ hotels in Boston area with hot breakfast<br>For seniors - wants to do unique dining experiences<br>Wants knowledgeable guides for art/cultural tours | Linda    | Jun        | <a href="mailto:ljun@vblinc.com">ljun@vblinc.com</a>                         | 618.344.1272 x 242 |
| Destinations Unlimited, Inc. | 90% = 19 and younger<br>Does tours for 150-200 students<br>Interested in Sail Boston<br>Needs information for group dining in Salem - 100-150 kids                                 | Julie    | Kozikowski | <a href="mailto:julie@megahits.com">julie@megahits.com</a>                   | 860.621.9178       |
| Twin Travel Concepts         | Senior/Boomer market<br>Wants to do a tour around the Pioneer Valley<br>Needs what's new in digital format and videos for promo<br>Needs video for Gloucester and the Berkshires   | Nicholas | Calderazzo | <a href="mailto:Nick@TwinTravelConcepts.com">Nick@TwinTravelConcepts.com</a> | 917.575.6600       |