

# TOURISM DAY 101

## 1. Contact your DMO.

Contact your DMO to find out if any organized advocacy will take place between your local stakeholders and legislators. Several DMOs set times to meet with their local delegations on Tourism Day and invite industry representation to join the meeting. In some cases if the DMO is not organizing Tourism Day activities, another contact has been selected. A list of DMOs and known Tourism Day delegation meetings is attached. If you are unsure who to contact, let us know by dropping an email to [info@mdtourism.org](mailto:info@mdtourism.org).

## 2. Work with your local partners to hone your Tourism Day message in advance.

Work with your local partners to craft a unified message to your legislators for 2017, as well as plan for the day. Don't forget to use MTC's legislative talking points (available at [www.mdtourism.org/w/tourism-day](http://www.mdtourism.org/w/tourism-day)) as well as any talking points provided by your DMO.

## 3. Look for Opportunities to tell YOUR story.

All politics are local – [your legislators](#) want to hear from you! **If you don't visit as a group, request an appointment with one or a group of your legislators.** Take an opportunity to tell them about your business and how as your representative they can support your efforts. If you do not have an appointment, feel free to use Tourism Day as an opportunity to walk the halls and drop into their offices to say hello, leave a business card and leave one of our 2017 legislative packets.

## 4. Invite your local legislators to Tourism Day.

Shoot them an email to tell them you are coming to Annapolis on Friday, March 3<sup>rd</sup> for Tourism Day, and that you hope they can take a few minutes to show their support for the industry by joining us for lunch! All legislators have been invited and anywhere from 50-60 legislators have joined us historically. MTC will be sending out a list of legislator RSVPs to your DMO in advance of Tourism Day so they can track which legislators are already planning to be with us.

## 5. Plan your transportation ahead and consider carpooling since parking is at a premium.

Be sure to check out the available parking garages and logistic information attached. There is also a shuttle at Navy Stadium that will drop you at the Senate building.

## 6. Dress warm, professional and comfortable.

All at once if that is possible. Recent trends reflect wearing MD colors which we fully encourage – we are there to be noticed!

## 7. Bring a friend & get there!

Address: President's Conference Center West I & II  
Miller Senate Office Building (Corner of Bladen Street and College Avenue)  
11 Bladen Street, Annapolis MD 21401

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**AND ONCE YOU ARE THERE...**

## **8. Arrival Activities & Legislator Packet Pick-Up.**

**Tourism Day officially kicks off at 8:00am with coffee, networking, and opening remarks**– be sure to arrive in enough time to gather with us, to meet your destination partners and to pick up your legislator packets before heading off to your delegation meetings and office visits! Also be sure to read the day's agenda as there will be some excellent information shared by guest speakers throughout the day. If you are not aware of any local delegation meeting plans, check at the registration desk for a list of local meetings and room numbers.

## **9. Speakers & Working Lunch.**

The day is structured (see program) so that LOCAL advocacy activities take place in the morning and end at 11:15 when legislators go back into Session. Some local activities are planned to begin before 9am and that is fine. Briefings about Advocacy & the Budget take place starting at 8:15-8:45. There is virtually no way to plan the day so there isn't overlap with meetings and the program. The advocacy meetings are the MOST IMPORTANT PART OF THE DAY and the event is structured so people will be coming and going. Lunch and the Official part of the program begins at 11:15 –we encourage you to get your lunch at that time and network. Only registered attendees will receive lunch tickets. If others arrive with no ticket and wish to get a lunch they will be told to come back later in case there are some left over. We will gauge our supply of lunches- but it's important to have lunches available for those who registered- especially the legislators. Legislators will arrive between 11:15 and noon. At Noon the Awards Presentation will begin. The Governor and Comptroller are due at 12:15. The program will be somewhat fluid as always. And everything is subject to change based on the schedules of all our busy and important guests. **Enjoy the Day!**

Tourism Day is not only excellent networking – it is also one of the most important things you can do for your business all year!

**Thanks for Being a Tourism Advocate!**

### **QUESTIONS? CONTACT:**

WINI ROCHE

MTC Executive Director

[wini@mdtourism.org](mailto:wini@mdtourism.org) org 443-521-1538

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## TOURISM DAY GENERAL AND PARKING INFORMATION

### **DATE**

Friday March 3, 2017

### **LOCATION**

President's Conference Center West I & II  
Miller Senate Office Building  
11 Bladen Street  
*Corner of Bladen Street and College Avenue*  
Annapolis MD 21401

### **PARKING**

There is NO parking available adjacent to the building. There are public parking garages within walking distance of the Miller Building. They are:

- Noah Hillman Parking Garage – 150 Gorman Street
- Gotts Court Parking Garage – 25 Northwest Street
- Knighton Parking Garage – 1A Colonial Avenue
- Park Place – 5 Park Place

**All fill up quickly.** Credit cards are accepted. Off street parking is very limited and has a two hour limit. Enforcement is strict. A shuttle bus that runs every ten minutes is a free and easy way to travel from and to the garages

Outdoor parking is also available next to the Navy and Marine Corps Stadium on Taylor Boulevard (off of Rowe Boulevard). This parking has a shuttle bus that costs **\$2.00** per ride beyond the costs to park.

### **MILLER BUILDING ENTRANCE**

Use the Bladen Street Entrance which is between the James Senate Office Building and the Miller Senate Office Building.

### **SECURITY**

Upon entering the building you need to comply fully with Capitol Police security policies. Your personal belongings e.g. briefcases, purses and other bag like accessories will be X-rayed.

**They will need a photo ID.** You will also get a visitor sticker.

### **AFTER SECURITY CHECK IN**

Go right through the walkway to the Miller Senate Office Building and then left at the first hallway. Look for the Tourism Day Registration table.

### **DRESS CODE**

Business Attire

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## **ALLEGANY COUNTY**

Barbara G. Buehl, Director  
Allegheny County Tourism  
Phone: 301-777-5138; 800-425-2067  
Email: [barb@mdmountainside.com](mailto:barb@mdmountainside.com)  
Website: [www.mdmountainside.com](http://www.mdmountainside.com)

## **ANNAPOLIS/ANNE ARUNDEL COUNTY**

Connie Del Signore, President and CEO  
Visit Annapolis & Anne Arundel County  
Phone: 410-280-0445; 888-302-2852  
Email: [cdelsignore@visitannapolis.org](mailto:cdelsignore@visitannapolis.org)  
Website: [www.visitannapolis.org](http://www.visitannapolis.org)

## **BALTIMORE CITY**

Sam Rogers, Executive Vice President  
Visit Baltimore  
410-659-7300  
Email: [srogers@baltimore.org](mailto:srogers@baltimore.org)  
Website: [www.baltimore.org](http://www.baltimore.org)

## **BALTIMORE COUNTY**

Marjorie Hampson, Director  
Baltimore County Tourism and Promotion  
Phone: 410-887-4289  
Email: [mhampson@baltimorecountymd.gov](mailto:mhampson@baltimorecountymd.gov)  
Website: [www.enjoybaltimorecounty.com](http://www.enjoybaltimorecounty.com)

## **CALVERT COUNTY**

Joyce A. Baki, Tourism Specialist  
Calvert County Department of Economic  
Development  
Phone: 410-535-4583; 800-331-9771  
Email: [bakija@co.cal.md.us](mailto:bakija@co.cal.md.us)  
Website: [www.ecalvert.com](http://www.ecalvert.com)

## **CAROLINE COUNTY**

Ceres Bainbridge, Director  
Caroline County Office of Tourism  
Phone: 410-479-2730  
Email: [cbainbridge@tourcaroline.com](mailto:cbainbridge@tourcaroline.com)  
Website: [www.tourcaroline.com](http://www.tourcaroline.com)

## **CARROLL COUNTY**

Yvonne (Bonnie) Staub, Manager  
Carroll County Office of Tourism  
Phone: 410-386-2898; 1-800-272-1933  
Email: [ystaub@ccg.carr.org](mailto:y Staub@ccg.carr.org)  
Website: [www.carrollcountytourism.org](http://www.carrollcountytourism.org)

## **CECIL COUNTY**

Sandy Turner, Tourism Coordinator  
Cecil County Tourism  
Phone: 410-996-6299; 1-800-CECIL-95  
Email: [sturner@ccgov.org](mailto:sturner@ccgov.org)  
Website: [www.SeeCecil.org](http://www.SeeCecil.org)

## **CHARLES COUNTY**

Debra Pence, Chief Tourism Special & Events  
Charles County Office of Tourism  
Phone: [301.396.5839](tel:301.396.5839)  
Email: [penced@charlescountymd.gov](mailto:penced@charlescountymd.gov)  
Website: [www.charlescountymd.gov](http://www.charlescountymd.gov)

## **DORCHESTER COUNTY**

Amanda Fenstermaker, Director  
Dorchester County Tourism  
Phone: 410-228-1000  
Email: [amanda@tourdorchester.org](mailto:amanda@tourdorchester.org)  
Website: [www.tourdorchester.org](http://www.tourdorchester.org)

## **FREDERICK COUNTY**

John Fieseler, Executive Director  
Tourism Council of Frederick County, Inc.  
Phone: 301-600-2888; 800-999-3613  
Email: [jfieseler@fredco-md.net](mailto:jfieseler@fredco-md.net)  
Website: [www.fredericktourism.org](http://www.fredericktourism.org)

## **GARRETT COUNTY**

Sarah Duck, Director of Tourism & Marketing  
Garrett County Chamber of Commerce  
Phone: 301-387-8746  
Email: [sarah@garrettchamber.com](mailto:sarah@garrettchamber.com)  
Website: [www.visitdeepcreek.com](http://www.visitdeepcreek.com)

## **HARFORD COUNTY**

Gregory Pizzuto, Executive Director  
Visit Harford! Phone: 410-838-7777  
Email: [greg@visitharford.com](mailto:greg@visitharford.com)  
Website: [www.VisitHarford.com](http://www.VisitHarford.com)

## **HOWARD COUNTY**

Anthony Cordo, Executive Director  
Howard County Tourism & Promotion  
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Email: [anthony@visithowardcounty.com](mailto:anthony@visithowardcounty.com)  
Website: [www.VisitHowardCounty.com](http://www.VisitHowardCounty.com)

## **KENT COUNTY**

Bernadette Bowman, Director  
Kent County Office of Tourism and Economic  
Development. Phone: 410-778-0416  
Email: [bbowman@kentcounty.com](mailto:bbowman@kentcounty.com)  
Website: [www.kentcounty.com](http://www.kentcounty.com)

## **MONTGOMERY COUNTY**

Kelly Groff, Executive Director  
CVB of Montgomery, MD, Inc.  
Phone: 240-777-2060  
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Website: [www.visitmontgomery.com](http://www.visitmontgomery.com)

## **OCEAN CITY**

Donna Abbott, Tourism Director  
Town of Ocean City  
Phone: 410-289-2800; 800-626-2326  
Email: [dabbott@ococean.com](mailto:dabbott@ococean.com)  
Website: [www.ococean.com](http://www.ococean.com)

## **PRINCE GEORGE'S COUNTY**

Matthew Neitzey, Executive Director  
Prince George's County CVB  
Phone: 301-925-8300  
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Website: [www.visitprincegeorges.com](http://www.visitprincegeorges.com)

## **QUEEN ANNE'S COUNTY**

Ashley Chenault, Interim Tourism  
Development Manager  
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Website: [www.visitqueenannes.com](http://www.visitqueenannes.com)

## **ST. MARY'S COUNTY**

Andrew Ponti, Tourism Coordinator  
St. Mary's County Department of Economic  
and Community Development  
Phone: 301-475-4200 x1403  
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Website: [www.VisitStMarysMd.com](http://www.VisitStMarysMd.com)

## **SOMERSET COUNTY**

Julie M. Widdowson, Tourism Director  
Somerset County Tourism  
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Website: [www.visitsomerset.com](http://www.visitsomerset.com)

## **TALBOT COUNTY**

Cassandra M. Vanhooser, Director  
Talbot County Office of Tourism  
Phone: 410-770-8000  
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Website: [www.tourtalbot.org](http://www.tourtalbot.org)

## **WASHINGTON COUNTY**

Daniel Spedden, President  
Hagerstown-Washington County CVB  
Phone: 301-791-3246 ext. 12  
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Website: [www.marylandmemories.com](http://www.marylandmemories.com)

## **WICOMICO COUNTY**

Kristen Goller, Tourism Manager  
Wicomico County Recreation and Parks  
Phone: (410) 548-4914  
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Website: [www.wicomicotourism.org](http://www.wicomicotourism.org)

## **WORCESTER COUNTY**

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Worcester County Tourism  
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## Confirmed DMO Delegation Meetings for Tourism Day

*As of 2.28.17*

County	Contact	Time	Meeting Location
Baltimore County Delegation	Marjorie Hampson 410-812-5126	9am	Room 180 HOB
Baltimore City	Allison Burr-Livingstone 410-937-3391	9am	Room 145 HOB
Eastern Shore Delegation	Lisa Challenger 443-783-3035	9am	Room 431 HOB
Southern Maryland Delegation	Beverly Brown 443-286-1519	9am	
Carroll County	Bonnie Staub 410-236-7103	11:30am 10:30am	Room 324 HOB Room 414 SOB
Montgomery County	Kelly Groff 301-452-2789		Room 170 HOB
Prince George's County	Matt Neitzey 301-467-4257	10am	Room 120 SOB
Frederick County	John Fieseler 240-446-9986		Appointments pending Delegation no longer meets as a group
Harford County	Greg Pizzuto 443-752-6926		
Delegate Andrew Cassilly 410-841-3444		Room 316 HOB	8:30 am
Delegate Kathy Szeliga 410-841-3698		Room 212 HOB	8:30 am
Delegate Rick Impallaria 410-841-3289		Room 310 HOB	9:30 am
Delegate Teresa Reilly 410-841-3278		Room 203 HOB	10:00 am
Delegate Mary Ann Lisanti 410-841-3331		Room 415 HOB	10:30 am
Senator J. B. Jennings 410-841-3706		Room 423 SOB	10:30 am
Delegate Glen Glass 410-841-3280		Room 325 HOB	11:30 am
Senator Robert Cassilly 410-841-3158		Room 321 SOB	12:30 pm
Delegate Susan McComas 410-841-3272		Room 319 HOB	12:45 pm
Delegate Pat McDonough 410-841-3334		Room 310 HOB	1:00 pm
Senator Wayne Norman 410-841-3603		Room 315 SOB	Not confirmed yet

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