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.

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, as well as plan for the day.

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 legislative packets.

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

Shoot them an email to tell them you are coming to Annapolis 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
TOURISM DAY 101

AND ONCE YOU ARE THERE...


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.


The day is structured 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. Between Noon and 12:30pm the Awards Presentation will begin. 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:
Ruth Toomey
MTC Executive Director
ruth@mdtourism.org
336-254-4648
TOURISM DAY PRESENTING SPONSORS:

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
<table>
<thead>
<tr>
<th>Tourism Area</th>
<th>Director/Contact Information</th>
</tr>
</thead>
</table>
| Allegany County | Ashli Workman, Director  
Allegany County Tourism  
Phone: 301-777-5138; 800-425-2067  
Email: aworkman@mdmountainside.com  
Website: www.mdmountainside.com |
| Anne Arundel County | Connie Del Signore, President and CEO  
Visit Anne Arundel County  
Phone: 410-280-0445; 888-302-2852  
Email: cedesignore@visitannapolis.org |
| Baltimore City | Sarah Schaffer, Chief Marketing Officer  
Visit Baltimore  
Phone: 410-319-0977  
Email: sschaffer@baltimore.org  
Website: www.baltimore.org |
| Baltimore County | Marjorie Hampson, Director  
Baltimore County Tourism  
Phone: 410-887-4289  
Email: mhampson@baltimorecountymd.gov  
Website: www.enjoybaltimorecounty.com |
| Calvert County | Hilary Dailey, Tourism Program Specialist  
Calvert County Tourism  
Phone: 410-535-4583; 800-331-9771  
Email: hilary.Dailey@calvertcountymd.gov  
Website: www.choosecalvert.com |
| Caroline County | Ceres Bainbridge, Director  
Caroline Office of Tourism  
Phone: 410-479-2730  
Email: ceres@tourcaroline.com  
Website: www.tourcaroline.com |
| Carroll County | Yvonne (Bonnie) Staub, Manager  
Carroll County Office of Tourism  
Phone: 410-848-1388; 1-800-272-1933  
Email: ystaub@ccg.carr.org  
Website: www.carrollcountymd.org |
| Cecil County | Sandy Turner, Tourism Coordinator  
Cecil County Tourism  
Phone: 410-996-6299; 1-800-CECIL-95  
Email: sturner@ccgov.org  
Website: www.seececil.org |
| Charles County | Kellie Hinkle, Chief Tourism Special & Events  
Charles County Office of Tourism  
Phone: 301-932-3470  
Email: hinklek@charlescountymd.gov  
Website: www.charlescountymd.gov/Tourism |
| Dorchester County | Amanda Fenstermaker, Director  
Dorchester County Tourism  
Phone: 410-228-1000  
Email: amanda@tourdorchester.org  
Website: www.tourdorchester.org |
| Frederick County | John Fieseler, Executive Director  
Visit Frederick  
Phone: 301-600-2888; 800-999-3613  
Email: jfieseler@fredco-md.net  
Website: www.fredericktourism.org |
| Garrett County | Sarah Duck, Director of Tourism & Marketing  
Garrett County Chamber of Commerce  
Phone: 301-387-8746  
Email: sarah@garrettchamber.com  
Website: www.visitdeepcreek.com |
| Harford County | Gregory Pizzuto, Executive Director  
Visit Harford!  
Phone: 410-838-7777  
Email: greg@visitharford.com  
Website: www.visitHarford.com |
| Howard County | Amanda Hof, Executive Director  
Visit Howard County  
Phone: 410-313-1904; 800-288-8747  
Email: amanda@visithowardcounty.com  
Website: www.VisitHowardCounty.com |
| Kent County | Bernadette Bowman, Director  
Kent County Office of Tourism and Economic Development  
Phone: 410-778-0416  
Email: bbowman@kentcounty.com  
Website: www.kentcounty.com |
| Montgomery County | Kelly Groff, Executive Director  
Visit Montgomery County  
Phone: 240-777-2060  
Email: kgroff@visitmontgomery.com  
Website: www.visitmontgomery.com |
| Ocean City | Donna Abbott, Tourism Director  
Ocean City Department of Tourism  
Phone: 410-289-2800;  
Email: dabbott@oceocean.com  
Website: www.oceocean.com |
| Prince George's County | Matthew Neitzey, Executive Director  
Prince George’s County CVB  
Phone: 301-925-8300  
Email: mneitzey@co.pg.md.us  
Website: www.experienceprincegeorges.com |
| Queen Anne's County | Ashley Chenault, Tourism Development Manager  
Queen Anne’s County Department of Economic & Tourism Development  
Phone: 410-604-2100  
Email: achenault@qac.org  
Website: www.visitqueenannes.com |
| St. Mary's County | Jason Aul, Executive Director  
Visit St. Mary’s  
Phone: 301-359-6688  
Email: jason@visitstmarysmd.com  
Website: www.VisitStMarysMd.com |
| Somerset County | Julie M. Widdowson, Tourism Director  
Somerset County Tourism  
Phone: 410-651-2968; 800-521-9189  
Email: tourism@somersetmd.us  
Website: www.visitsomerset.com |
| Talbot County | Candassand M. Vanhooser, Director  
Talbot County Department of Economic Development and Tourism  
Phone: 410-770-8000  
Email: cvanhooser@talbotcountymd.gov  
Website: www.tourtalbot.org |
| Washington County | Daniel Spedden, President  
Visit Hagerstown  
Phone: 301-791-3246 ext. 12  
Email: dan@visithagerstown.com  
Website: www.visithagerstown.com |
| Wicomico County | Kristen Goller, Tourism Manager  
Wicomico County Recreation and Parks  
Phone: (410) 548-4914  
Email: kgoller@wicomicocounty.org  
Website: www.wicomicotourism.org |
| Worcester County | Lisa Challenger, Director  
Worcester County Tourism  
Phone: 410-632-3110; 800-852-0335  
Email: lchallenger@co.worcester.md.us  
Website: www.visitworcester.org |
<table>
<thead>
<tr>
<th>County</th>
<th>Contact</th>
<th>Time</th>
<th>Meeting Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allegany County</td>
<td>Jessica Palumbo (Standing in for Ashli Workman)</td>
<td></td>
<td>322 HOB 309 HOB 323 SOB</td>
</tr>
<tr>
<td>Anne Arundel County Delegation</td>
<td>Connie Delsignore</td>
<td></td>
<td>No meetings scheduled but will meet with any delegates with anyone wanting to</td>
</tr>
<tr>
<td>Baltimore County Delegation</td>
<td>Marjorie Hampson 410-812-5126</td>
<td>9am</td>
<td>180 HOB</td>
</tr>
<tr>
<td>Baltimore City</td>
<td>Allison Burr-Livingstone 410-937-3391</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Eastern Shore Delegation</td>
<td>Donna Abott 443-880-0813</td>
<td>9am</td>
<td>431 HOB</td>
</tr>
<tr>
<td>Garrett County</td>
<td>Sarah Duck 301-616-1129</td>
<td></td>
<td>309 HOB 323 SOB</td>
</tr>
<tr>
<td>Southern Maryland Delegation</td>
<td></td>
<td></td>
<td>Calvert not permitted to lobby</td>
</tr>
<tr>
<td>Carroll County</td>
<td>Bonnie Staub 410-236-7103</td>
<td>9:30am 10:30am</td>
<td>320 HOB Haven Shoemaker 315 SOB Justin Ready</td>
</tr>
<tr>
<td>Montgomery County</td>
<td>Kelly Groff 301-452-2789</td>
<td>9:30am</td>
<td>Montgomery County Delegation Meeting Room 1st Floor HOB</td>
</tr>
<tr>
<td>Prince George’s County</td>
<td>Matt Neitzey 301-467-4257</td>
<td>9:30am</td>
<td>Requested time on the County House Delegation’s agenda that morning and asked for an appointment with Senator Griffiths, who is on the Senate B&amp;T subcommittee that will hear the MTDB &amp; MOTB budget request</td>
</tr>
<tr>
<td>Frederick County</td>
<td>John Fieseler 240-446-9986</td>
<td>9am</td>
<td>406 HOB</td>
</tr>
<tr>
<td>Harford County</td>
<td>Greg Pizzuto 443-752-6926</td>
<td></td>
<td>Met with delegation last week. Will be stopping in to say hello to legislators</td>
</tr>
<tr>
<td>Howard County</td>
<td>Bridget Graham 443-745-2227</td>
<td>10:00am 10:30am</td>
<td>403 HOB District 9 101 HOB District 13</td>
</tr>
</tbody>
</table>