

For Six Month Period Ending July - December 2002

(Insert date)

I - REGISTRANT

1. (a) Name of Registrant (b) Registration No.
The Bahamas Ministry of Tourism 2310
(c) Business Address(es) of Registrant
P.O. Box N-3701
Nassau, 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 ☐ No ☒
(2) Citizenship Yes ☐ No ☐
(3) Occupation Yes ☐ No ☐
(b) If an organization:
(1) Name Yes ☐ No ☒
(2) Ownership or control Yes ☐ No ☐
(3) Branch offices Yes ☐ No ☐
(c) Explain fully all changes, if any, indicated in items (a) and (b) above.

N/A

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.

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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, Internal Security Section, U.S. Department of Justice, Washington, D.C. 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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N/A

- (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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N/A

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.

N/A

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

If yes, furnish the following information:

Name	Position or connection	Date terminated
Brenda Vanderpool	Sr. Manager - NY	December 31, 2002
Janet Cuffie	Regional Marketig Manager	January 31, 2002 (transferred to H.Q.)

- (c) During this six 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
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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.

Ralph Lovett

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 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.

N/A

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 ☐

N/A

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 this six month period?

Yes ☐

No ☐

If yes, have you filed an amendment to these exhibits?

Yes ☐

No ☐

If no, please attach the required amendment.

N/A

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:

See attached report

-
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, places, of delivery, names of speakers and subject matter.

N/A

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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.

N/A

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 political or public interests, policies, or relations of a government, 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.

See attached report

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
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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 D 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
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N/A

^{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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See attached

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 materials¹²?
 Yes ☐ No ☒

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

17. Identify each such foreign principal.

N/A

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 |
| ☐ 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: N/A

- ☐ 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? N/A Yes ☐ No ☐

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

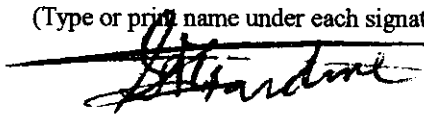
12 The term informational materials includes any oral, visual, graphic, written, or pictorial information or matter of any kind, including that published by means of advertising, books, periodicals, newspapers, lectures, broadcasts, motion pictures, or any means or instrumentality of interstate or foreign 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 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)



Mr. Samuel A. Gardiner
Director-Human Resources



Mrs. Renee D. Mayers
Sr. Manager, Human Resources

2003 FEB -4 AM 10:53
CRM/ISS/REGISTRATION UNIT

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
CRIMINAL 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 X

(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 X 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.)

RD Mayers
Signature

Jan. 15, 03
Date

203 FEB-4 AM 10:53
CRM/ISS/REGISTRATION UNIT

RENÉE D. MAYERS
Please type or print name of
signatory on the line above

Senior MANAGER, Human Resources
Title

BAHAMAS TOURIST OFFICE U.S. DEPOSITS JULY - DECEMBER, 2002	
JULY	\$ -
AUGUST	\$ -
SEPTEMBER	\$ -
OCTOBER	\$ 8,000,000.00
NOVEMBER	\$ 763,122.00
DECEMBER	\$ 3,185,000.00
	\$ 11,948,122.00

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CRM/ISS/REGISTRATION UNIT

144(a)

DEPT	ACCOUNT	ACCOUNT DESCRIPTION	TOTAL
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110	067091401011	TRAVEL AND SUBSISTENCE	2,657.35
	067091406011	SUPPLIES AND MATERIALS	1,880.33

TOTAL 3,537.68

111	067091401011	TRAVEL AND SUBSISTENCE	3,553.77
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	067091402011	TRANSPORTATION OF THINGS	3,597.21
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	067091403011	RENT, COMMUNICATION & UTILITIES	205,839.64
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	067091404011	PRINTING AND REPRODUCTION	5,843.05
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	067091405011	OTHER CONTRACTUAL SERVICES/FAMILY ISLAND	2,949.75
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	067091406011	SUPPLIES AND MATERIALS	5,829.71
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TOTAL 227,113.44

114	067091401011	TRAVEL AND SUBSISTENCE	2,829.57
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	067091403011	RENT, COMMUNICATION & UTILITIES	5,768.67
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	067091406011	SUPPLIES AND MATERIALS	108.20
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TOTAL 8,696.43

116	067091401011	TRAVEL AND SUBSISTENCE	1,341.75
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	067091402011	TRANSPORTATION OF THINGS	940.73
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	067091403011	RENT, COMMUNICATION & UTILITIES	100
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GOVERNMENT OF THE BAHAMAS

MINISTRY OF TOURISM - EXPENDITURE

JULY 1, 2008 - DECEMBER 31, 2008

DEPT	ACCOUNT	ACCOUNT DESCRIPTION	TOTAL
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116	067091401011	OTHER CONTRACTUAL SERVICES/FAMILY ISLAND	41,888.05
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TOTAL	41,888.11
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120	067091401011	TRAVEL AND SUBSISTENCE	1,759,110
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TOTAL	1,759,110
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121	067091401011	TRAVEL AND SUBSISTENCE	11,784.30
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067091402011	TRANSPORTATION OF THINGS	3,478.69
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067091403011	RENT, COMMUNICATION & UTILITIES	150,832.63
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067091404011	PRINTING AND REPRODUCTION	3,945.19
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067091405011	OTHER CONTRACTUAL SERVICES/FAMILY ISLAND	2,517.04
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067091406011	SUPPLIES AND MATERIALS	15,723.52
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TOTAL	190,471.22
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122	067091401011	TRAVEL AND SUBSISTENCE	1,303.25
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067091403011	RENT, COMMUNICATION & UTILITIES	10,123.75
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067091404011	PRINTING AND REPRODUCTION	71.34
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067091405011	OTHER CONTRACTUAL SERVICES/FAMILY ISLAND	404.00
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067091406011	SUPPLIES AND MATERIALS	2,161.87
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TOTAL	23,041.01
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JUSTICE 01/10/08

12/11/03 10:59:44 G O V E R N M E N T U P T P A
MINISTRY OF TOURISM EXPENDITURE
JULY 1, 2002 - DECEMBER 31, 2002

DEPT	ACCOUNT	ACCOUNT DESCRIPTION	TOTAL
=====	=====	=====	=====
123	067091401011	TRAVEL AND SUBSISTENCE	13,791.43
	067091402011	TRANSPORTATION OF THINGS	637.51
	067091403011	RENT, COMMUNICATION & UTILITIES	14,322.17
	067091404011	PRINTING AND REPRODUCTION	372.72
	067091405011	SUPPLIES AND MATERIALS	4,121.53
		TOTAL	33,354.76
124	067091401011	TRAVEL AND SUBSISTENCE	8,193.55
	067091402011	TRANSPORTATION OF THINGS	59.73
	067091403011	RENT, COMMUNICATION & UTILITIES	12,645.55
	067091404011	PRINTING AND REPRODUCTION	1,261.41
	067091405011	OTHER CONTRACTUAL SERVICES/FAMILY ISLAND	113.00
	067091406011	SUPPLIES AND MATERIALS	13,077.13
		TOTAL	32,140.23
125	067091401011	TRAVEL AND SUBSISTENCE	15,113.54
	067091402011	TRANSPORTATION OF THINGS	7,234.35
	067091403011	RENT, COMMUNICATION & UTILITIES	31,511.24
	067091404011	PRINTING AND REPRODUCTION	1,343.21

JUSTICE 11/11/03

MINISTRY OF TOURISM EXPENDITURE
JULY 1, 2002 - DECEMBER 31, 2002

DEPT	ACCOUNT	ACCOUNT DESCRIPTION	TOTAL
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125	06709140011	OTHER CONTRACTUAL SERVICES/FAMILY ISLAND	2,513.83
	06709140011	SUPPLIES AND MATERIALS	19,509.08
		TOTAL	108,242.53
126	06709140101	TRAVEL AND SUBSISTENCE	5,359.91
	06709140101	RENT, COMMUNICATION & UTILITIES	9,061.81
	06709140601	OTHER CONTRACTUAL SERVICES/FAMILY ISLAND	395.00
	06709140601	SUPPLIES AND MATERIALS	2,014.11
		TOTAL	17,830.83
140	06709140101	TRAVEL AND SUBSISTENCE	9,600.60
	06709140201	TRANSPORTATION OF THINGS	2,761.13
	06709140301	RENT, COMMUNICATION & UTILITIES	49,375.12
	06709140411	PRINTING AND REPRODUCTION	431.87
	06709140601	OTHER CONTRACTUAL SERVICES/FAMILY ISLAND	1,353.33
	06709140601	SUPPLIES AND MATERIALS	3,290.57
		TOTAL	68,012.53
141	06709140101	TRAVEL AND SUBSISTENCE	1,441.01
	06709140201	TRANSPORTATION OF THINGS	232.45

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GOVERNMENT OF THE FALKLAND ISLANDS
MINISTRY OF TOURISM EXPENDITURE
JULY 1, 2000 - DECEMBER 31, 2002

Page 5

DEPT =====	ACCOUNT =====	ACCOUNT DESCRIPTION =====	TOTAL =====
141	067091403011	RENT, COMMUNICATION & UTILITIES	14,813.36
	067091403011	OTHER CONTRACTUAL SERVICES/FAMILY ISLAND	234.36
	067091403011	SUPPLIES AND MATERIALS	561.12
		TOTAL	15,613.44
142	067091401011	TRAVEL AND SUBSISTENCE	4,220.23
	067091402011	TRANSPORTATION OF THINGS	42.33
	067091403011	RENT, COMMUNICATION & UTILITIES	4,677.50
	067091404011	PRINTING AND REPRODUCTION	55.34
	067091406011	SUPPLIES AND MATERIALS	445.20
		TOTAL	9,451.80
150	067091401011	TRAVEL AND SUBSISTENCE	5,723.64
	067091402011	TRANSPORTATION OF THINGS	120.73
	067091403011	RENT, COMMUNICATION & UTILITIES	2,046.35
	067091404011	PRINTING AND REPRODUCTION	1,113.64
	067091405011	OTHER CONTRACTUAL SERVICES/FAMILY ISLAND	495.00
	067091406011	SUPPLIES AND MATERIALS	1,101.27
		TOTAL	10,600.63

JUSTICE 01/10/13

DEPT	ACCOUNT	ACCOUNT DESCRIPTION	TOTAL
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FINAL TOTALS

TOTAL: 704,436.17

*** END OF REPORT ***

2003 FEB -4 AM 10:53

CRM/ISS/REGISTRATION UNIT

Los Angeles

**UNITED STATES JUSTICE REPORT
Bahamas Tourist Office- Western Area
Marketing Activities -July-December 2002**

Date	NAME OF SHOW	CITY/TOWN & STATE	BTO REP
July 12-14	Taste of Dallas Consumer Promotion	Dallas, TX	V. Kelly
July 27-28	Bridal Extravaganza	Houston, TX	C. Rose
Aug 21	Pleasant Holidays Res Staff Training	Westlake, CA	W. Rolle/V. Kelly
Aug 22	Pleasant Holidays Res Staff Training	Bakersfield, CA	W. Rolle/V. Kelly
Sept. 21-26	Pleasant Holidays Fam	Los Angeles to Nassau, Bahamas	J. Johnson/W. Rolle
Sept. 23	Travel Impression Trade Show/Dinner	Seattle, WA	E. Ginton
Sept. 24	Travel Impression Trade Show/Dinner	Mesa, AZ	E. Ginton
Sept. 25	Travel Impression Trade Show/Dinner	Los Angeles, CA	E. Ginton
Sept. 26	Travel Impression Trade Show/Dinner	San Francisco, CA	E. Ginton
Sept 30	National Trade Shows	Concord, CA	E. Ginton
October 1-5	Pacific Escapes Fam	Nassau, Bahamas	W. Rolle
October 1	National Trade Shows	Fresno, CA	E. Ginton
October 2	National Trade Shows	Sacramento, CA	E. Ginton
October 3	National Trade Shows	Palo Alto, CA	E. Ginton
October 5	Martin's Travel Bridal Show	Long Beach, CA	E. Ginton, J. Gibson
October 24-26	AOPA	Palm Springs, CA	E. Ginton
October 28-31	Caribbean Tourism Conference	Freeport, Grand Bahama	J. Johnson, E. Ginton, V. Kelly
Nov. 13	Continental Airlines Product Launch Shows	San Antonio, TX	C. Rose
November 14	Continental Airlines Product Launch Shows	Austin, TX	C. Rose
Nov. 15	Continental Airlines Product Launch Shows	Houston, TX	C. Rose
November 2-8	ASTA World Conference	Honolulu, HI	J. Johnson
Dec. 4	ASTA Rocky Mountain Trade Shows	Denver, CO	W. Rolle
Dec. 5	Dallas Dive Assoc.	Dallas, TX	V. Kelly
Dec. 12	Air Jamaica Luncheon Seminar	Los Angeles, CA	W. Rolle
Dec 14-16	Bah/Delta Airlines/ Sandals Vacs. Fam	Nassau, Bahamas	J. Gibson C. Rose

BTO MIDWEST AREA
JULY-DECEMBER, 2002 PROMOTIONS/SEMINARS

JULY

11	In-House Presentation, Toledo, Ohio
12	3 rd Annual a'la Bastille, Wheaton, IL
13	Tan Travel In-House Presentation, Chicago, IL
16	GoGo Vacations Trade Show, Detroit, MI
19	Open House Bahamas Association, Chicago, IL
19	Apple Vacation Staff Appreciation Day, Elk Grove, Village, IL
22-29	EAA Air Venture Convention, Oshkosh, WI
25-28	Apple Vacation Fam Trip, Nassau, Bahamas

AUGUST

6	World Travel Mart In-House Presentation, Chicago, IL
7	Nassau/PI Planners Seminar, Chicago, IL
9-11	Great Lakes Festival, Lansing, MI
9-11	Detroit Caribbean Cultural Festival, Detroit, MI
9-12	Cleveland Off-shore Grand Prix, Cleveland, OH
10	Margate Park Block Club, Chicago, IL
15-18	Grants Town SDA Conference, Columbus, OH
16	Living Word Christian Center Golf Tournament, Oak Park, IL
21	A World of Travel Hospital Show, Detroit, MI

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AUGUST (cont.)

- 22-25** International Economic Conference, Chicago, IL
- 27** BTI Training Day—The Travel Gallery, Chicago, IL
- 29** Suppliers Night, Chicago, IL

SEPTEMBER

- 6-8** Full & Fabulous Show, Detroit, MI
- 9** Apple Vacations Trade Show, Detroit, MI
- 10** Apple Vacations Trade Show, Chicago, IL
- 12** Apple Vacations Trade Show, St. Louis
- 13** Sandals/Maritz Travel Show, St. Louis
- 13** Apple Vacations Trade Show, Milwaukee, WI
- 17** Funjet Vacations Trade Show, Cleveland, OH
- 18** Funjet Vacations Trade Show, Detroit, MI
- 18-19** AAA Supplier Conference, Cleveland, OH
- 19-22** ATB Convention, Port Lucie, FL
- 21** Jack & Jill Golf Tournament, Chicago, IL
- 23** National Trade Show, Cincinnati, OH
- 23** Funjet Vacations Trade Show, Kansas City, MO
- 24** National Trade Show, Columbus OH
- 24** Funjet Vacations Trade Show, St. Louis, MO
- 24-26** ITME Show, Chicago, IL

SEPTEMBER (Cont.)

- 25 MPI Meeting, Chicago, IL
- 25 Funjet Vacations Trade Show, Chicago, IL
- 25 National Trade Show, Akron, OH
- 27 Meeting with Ajaag, Chicago
- 28 Euclid Travel Presentation, Cleveland, OH
- 30 Apple Vacations Trade Show, Cleveland, OH

OCTOBER

- 3 East Lansing Area Travel Asso. Pres., Lansing, MI
- 3 Travel Etc. In-House Presentation, Wheaton, IL
- 4 GoGo Vacations Presentation, Chicago, IL
- 5 Northwestern Hospitality Women Conf., Chicago, IL
- 6 Toledo Area Travel Trade Show, Toledo, OH
- 7 Air Jamaica Trade Show, Detroit, MI
- 7-11 GBV Sales Blitz, St. Louis, MO
- 8 Detroit Free Press Show, Detroit, MI
- 8 Carlson Wagonlit Travel In-House Pres. Western Springs, IL
- 9 South Suburban Travel Show, Chicago, IL
- 9 Nobel Production Show, Chicago, IL
- 10 West Michigan ASTA Trade Show, Grand Rapids, MI

OCTOBER (Cont.)

10	TAAMM Trade Show, Bridgeport, MI
15	Air Jamaica Trade Show, Milwaukee, WI
16	Focus Luncheon & Seminar, Minneapolis, MN
16	Funjet Vacations Trade Show, Rockford, IL
17	Chezfare Travel In-house Pres., Chicago, IL
17	Aarco Travel Presentation, Chicago, IL
17	MPI Meeting, Oak Park, IL
18-19	Toledo Area Travel Show, Toledo, OH
21	WBIG Radio Promotion, Chicago, IL
21-25	Delta Blitz Seminar, Cincinnati, OH
23-27	Jamin' in The Bahamas, WGCI/V103 Radio Live Remote, Chicago/Nassau
24	In-House Presentation, Carlson Travel, Chicago, IL
25	Charlemagne Travel In-house Pres., Gurnee, IL
25	Air Jamaica Trade Show, Omaha, NE
28	Courier Travel In-house Pres., Glen Ellyn, IL
28-31	BTO Blitz/Seminar, Columbus, OH
28-30	MLT University Training, Minneapolis, MN
28-30	Metro Connections Trade Show, Chicago, IL
28-31	CTO Conference, Grand Bahama Island, Bahamas
29	Delta Vacations Trade Show, Cincinnati, OH
29	B&B Travel In-house Pres., Roselle, IL
30	Delta Vacations Trade Show, Columbus, OH

OCTOBER (Cont.)

30 Wright Travel In-house Pres., Schaumburg, IL

NOVEMBER

4-9 Joint Calls MLT Vacations, Michigan

5 Air Jamaica Trade Show, Indiana

6 Air Jamaica Trade Show, Peoria/Champaign, IL

6 Detroit Women's Travel Pres., Dearborn, MI

7 Air Jamaica Trade Show, Bloomington, IL

7 Hobbit Travel In-house Pres., Des Plaines, IL

11-15 Northwest Airlines Blitz/Seminar, Detroit, MI

12 Continental Airlines Product Launch, Cleveland, OH

12 AAA Vacations In-house Pres, Schaumburg, IL

13 Carlson In-house Pres., Schaumburg, IL

14 Atlas Travel Seminar, Toledo, OH

20 Lansing Area Travel Show, Lansing, MI

20 MPI Meeting, Downtown Chicago, IL

DECEMBER

3 Media Luncheon Presentation, Chicago, IL

4-5 Staff Meeting, Las Vegas, NV

5-8 Fam Trip GBI, Chicago/Milwaukee/Grand Bahama

8-13 MLT Bahamas Seminar, Minneapolis, MN,
Green Bay, WI, Madison, WI

9 Meeting Planners Luncheon, Schaumburg, IL

DECEMBER, (Cont.)

18-21	NWA Inaugural Flight/Fam Trip, Detroit/Nassau
19	Meeting Planners Luncheon, Schaumburg, IL
20	Meeting Planners Dinner, Chicago, IL

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NORTHEAST TRADE/CONSUMER SHOWS - JULY - DECEMBER, 2002

DATE	NAME OF SHOW	CITY/STATE	EXP. ATTENDANCE	BTO REP(S)	COST
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For the month of July, activities included daily sales calls (Monday-Friday) and sales blitzes by marketing representatives to travel agencies, wholesaler/tour operators in New York, Connecticut, New Jersey, Boston and New England states, Philadelphia, Washington, D.C., Maryland, Virginia and West Virginia.

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New York

NORTHEAST TRADE/CONSUMER SHOWS - JULY - DECEMBER, 2002

DATE	NAME OF SHOW	CITY/STATE	EXP. ATTENDANCE	BTO REPS	COST
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For the month of August, activities included daily sales calls (Monday-Friday) and sales blitzes by marketing representatives to travel agencies, wholesaler/tour operators in New York, Connecticut, New Jersey, Boston and New England states, Philadelphia, Washington, D.C., Maryland, Virginia and West Virginia.

NORTHEAST TRADE/CONSUMER SHOWS -- JULY - DECEMBER, 2002

DATE	NAME OF SHOW	CITY/STATE	EXP.		BTO REP(S)	COST
			ATTENDANCE			
9/4	CTO/CT Trade Show	Trumbull, CT	200		C. King	
9/9	National Trade Show	Buffalo, NY	110		C. King	
9/9-11	Maryland Assoc. Realtors	Ocean City, MD	1000		T. Sands	
9/11	NJASTA Meeting	Newark, NJ	100		B. Vanderpool	
9/10	National Trade Show	Rochester, NY	110		C. King	
9/10	Suppliers Night - NJ	W. Orange, NJ	25		B. Vanderpool	
9/11	NJ ASTA	Newark, NJ	100		B. Vanderpool	
9/11	National Trade Show	Syracuse, NY	110		C. King	
9/12	National Trade Show	Albany, NY	110		C. King	
9/12	Suppliers Night	Hauppauge, NY	20		B. Vanderpool	
9/18	Boston Suppliers Night	Boston, MA	30		J. Cuffie	
9/19	Suppliers Night	Bayside, NY	20		R. Gamette	
9/21	Metro North Travel/Bridal Expo	Lynnfield, MA	5000C		J. Cuffie	
9/24	Suppliers Night	Hartford, CT	15		C. King	

NORTHEAST TRADE/CONSUMER SHOWS - JULY - DECEMBER, 2002

DATE	NAME OF SHOW	CITY/STATE	EXP.		BTO REP(S)	COST
			ATTENDANCE			

9/26	Suppliers Night	Baltimore, MD	40		T. Sands	
9/30	TNT Vacations Show	Warwick, RI	350		J. Cuffie	

For the month of September, activities included daily sales calls (Monday-Friday) and sales blitzes by marketing representatives to travel agencies, wholesaler/tour operators in New York, Connecticut, New Jersey, Boston and New England states, Philadelphia, Washington, D.C., Maryland, Virginia and West Virginia.

NORTHEAST TRADE/CONSUMER SHOWS - JULY - DECEMBER, 2002

DATE	NAME OF SHOW	CITY/STATE	EXP.		BTO REP(S)	COST
			ATTENDANCE			
10/1AM	TNT Vacations Show	Worcester, MA	250		J. Cuffie	
10/1PM	TNT Vacations Show	Braintree, MA	200		J. Cuffie	
10/2	Suppliers Night	Pittsburgh, PA	10		B. Bosfield	
10/2	TNT Vacations Show	Manchester, NH	200		J. Cuffie	
10/3	TNT Vacations Show	Portland, ME	100		J. Cuffie	
10/4	TNT Vacations Show	Wakefield, MA	100		J. Cuffie	
10/2	AAA New England	Cape Cod, RI	200		J. Cuffie	
10/9	Suppliers Night	Philadelphia, PA	40		B. Bosfield	
10/14	Travel Impressions Show	Philadelphia, PA	200		B. Bosfield	
10/15	AAA New England	Randolph, MA	200		J. Cuffie	
10/15	Travel Impressions Show	Arlington, VA	200		T. Sands	
10/16	Travel Impressions Show	Secaucus, NJ	200		B. Vanderpool	
10/16	NJASTA Trade Show	Tinton Falls, NJ	200		B. Vanderpool	
10/17	NJASTA Trade Show	Cedar Grove, NJ	200		B. Vanderpool	

NORTHEAST TRADE/CONSUMER SHOWS - JULY - DECEMBER, 2002

DATE	NAME OF SHOW	CITY/STATE	EXP.		BTO REP(S)	COST
			ATTENDANCE	ATTENDANCE		
10/16	AAA New England	Framingham, MA	200		J. Cuffie	
10/17	Travel Impressions Show	Melville, NY	200		B. Vanderpool	
10/17	AAA New England	Providence, RI	300		J. Cuffie	
10/22	Travel Impressions Show	Boston, MA	200		J. Cuffie	
10/22	Magic Carpet Vacations	Burlington, MA	250		J. Cuffie	
10/23	Magic Carpet Vacations	Bedford, NH	200		J. Cuffie	
10/23	CTASTA	No. Haven, CT	200		C. King	
10/24	Magic Carpet Vacations	Warwick, RI	250		J. Cuffie	

For the month of October, activities included daily sales calls (Monday-Friday) and sales blitzes by marketing representatives to travel agencies, wholesaler/tour operators in New York, Connecticut, New Jersey, Boston and New England states, Philadelphia, Washington, D.C., Maryland, Virginia and West Virginia.

NORTHEAST TRADE/CONSUMER SHOWS - JULY - DECEMBER, 2002

DATE	NAME OF SHOW	CITY/STATE	EXP.		COST
			ATTENDANCE	BTO REP(S)	
11/4	Apple Vacations	Philadelphia, PA	300	B. Bosfield	
11/4-7	Bahamas Seminars	TBA	100	J. Cuffies	
11/5	Apple Vacations	Baltimore, MD	300	T. Sands	
11/7	Apple Vacations	Newark, NJ	300	B. Vanderpool	
11/11	Delta Vacations Dinner	Long Island, NY	50	B. Vanderpool	
11/13	Delta Vacations Dinner	New Haven, CT	50	C. King	
11/13	TABS	Brooklyn, NY	300	M. Lewis	
11/12	Milne Show	Burlington, VT	200	J. Cuffie	
11/14	VSTA	Burlington, VT	100	J. Cuffie	
11/18	Eastern Travel Assoc. Trade Show	Lancaster, PA	200	D. Joyner	
11/19	Eastern Travel Assoc.	Wilkes-Barre, PA	200	B. Bosfield	
11/20	Eastern Travel Assoc.	Allentown, PA	200	B. Bosfield	

NORTHEAST TRADE/CONSUMER SHOWS - JULY - DECEMBER, 2002

DATE	NAME OF SHOW	CITY/STATE	EXP.		COST
			ATTENDANCE	BTO REP(S)	

For the month of November, activities included daily sales calls (Monday-Friday) and sales blitzes by marketing representatives to travel agencies, wholesaler/tour operators in New York, Connecticut, New Jersey, Boston and New England states, Philadelphia, Washington, D.C., Maryland, Virginia and West Virginia.

NORTHEAST TRADE/CONSUMER SHOWS - JULY - DECEMBER, 2002

DATE	NAME OF SHOW	CITY/STATE	EXP. ATTENDANCE	BTO REP(S)	COST
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For the month of December, activities included daily sales calls (Monday-Friday) and sales blitzes by marketing representatives to travel agencies, wholesaler/tour operators in New York, Connecticut, New Jersey, Boston and New England states, Philadelphia, Washington, D.C., Maryland, Virginia and West Virginia.

Miami (Bouyer)

		Monthly Status Report	
Area: SE USA/LA	Month: July 2002	Prepared by: PMRichardson (8/21/02)	
Latin America			
Argentina	The four-year recession still looms.		
	The major operators and travel agencies are still operating; however, there closures of agencies has exceeded 50%.		
	Cuba, Dominican Republic, USA are still strong markets for the affluent (about 15%) of population.		
	Hotels, destinations have introduced very attractive packages for September.		
	Southern Winds, a private Argentinean airline, will begin service to Miami (4x weekly), using a 767-300 aircraft (276 pax), mid-August depending on FAA approval. Service will be from Buenos Aires with feed from Montevideo, Cordoba, Mendes, Lima, Port Allegre and Santa Cruz.	Make representation to airline for possible promotion	AG 8/30/02
	US Airways has announced the BSP (ARC) has approved the implementation of e-tickets in Argentina to Bahamas, Grand Cayman, Costa Rica, and DR.		
Brazil	Elections are scheduled for late October.		
	Optimism is high with talk of the IF aid package to Brazil.		
	Rextur Operadora's Bahama web page will be fully operational by mid-August and will be sending press releases to the major magazines and newspapers advising of the site.		
	Rextur also had a group, of 49 people, at the Radisson.		

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	Meetings scheduled for TAM during the ABAV show in early August.			
	BWIA will commence service, from Sao Paulo to Santo Domingo, in early August.			
	Sheraton Grand has a promotional offer for agents of \$59 nightly until December 21.			
	All of the major operators will be launching their summer program during the ABAV show in Recife.			
Chile	Economic situation still best in the region.			
	Lan Chile has a special promotional fare between Santiago and Miami of \$425 round trip for the month of August.			
	Mexico and Santo Domingo have very strong presence in all the trade.			
	GSA now working very close with Majestic Tours for any/all group, individual requests as this simplifies the process and turnaround time.			
Mexico	We will be spending some time in Mexico identifying key operators to produce Bahamas programs. Mexico's economy has improved dramatically; however, the need for a GSA is not required.	Make contact with AA who will make the proper introductions to the major operators	AG	9/15/02
	In-transit Latin American passengers, arriving at MIA, will now be inspected by the INS and proceed to the secured transit lounges to await their connecting flights. The procedure has been			

	greatly streamlined and requires less than 90 minutes. The passengers DO NOT need US visas and could help grow the traffic between Latin America and the Caribbean/Europe.			
	American Airlines load factors to Miami for July: Buenos Aires: 76.6% (2 daily 777-200) 490 pax Sao Paulo: 73% (2 daily 777-200/1 767-300) 717 Santiago: 63% (daily 767-300) 187 pax			
	Delta Airlines will discontinue it's Atlanta-Buenos Aires and Atlanta-Rio de Janeiro service in late November citing low demands. Not at all surprising as the number of Latin's going to Atlanta, for either business or pleasure, is negligible.			
AIRLINE				
Bahamasair	Bahamasair initiated A meeting with Airtran regarding the possibility of an interline agreement.	UP to follow with Nassau and Airtran.	EA	
	Bahamasair has added a morning flight from MCO and recorded great success with an 80% load factor inbound.		BK	
Discover Air	Discover Air, Orlando, running joint fams with Our Lucaya on a 19-seater chartered flight. Scheduled air was to begin July 29 but that did not happen.	Follow up with Our Lucaya for future fam dates and potential of our participation.	BK	ongoing
PanAm	Unable to secure firm numbers on load factors. Not interested in sponsoring trade event in MCO; however, interested in partnering with fam. Rate which is confirmed at \$57.50 (MOT cost)	Coordinate fam dates with GBI and PanAm	BK	9/15/02
Discovery	9/27-29 fam with Discovery and GBI all set. Plans calls for 70 agents and a pre-fam blitz and trade	Finalize blitz patterns and participants	BK	9/15/02

	9/20-22 in NPI. Anchors pays for air/we take care of land portion.				
Discovery fam	Mega fam of 70 resistant GBI agents, 9/27. Pre-fam reception at the Diplomat. Attendance expected to be 175 agents.	Obtain invoice to pay for BTO portion @ \$30 per person. Invites sent out week of 9/3. Blitz details to be confirmed.	BK		9/1/02
	AirTran to participate in mega fam to GBI, 9/27-29. 10 seats for resistance agents.	Obtain preferential rate from airline and forward invoice to AM office	EA		9/1/02
Luxury Tvl. Expo	Trade show appealing to very high-end agencies and consumers. 1700 expect attendance. OIPB is considering participation and requested our support in manning booth - show for mid-Dec.	Await decision of OIPB	BK		
BTI	Must have been the month for renewed interest - 14 in all expressed additional information to complete the program (these were already enrolled) when there was the home-study test component		BK		ongoing
TIA	Installation of officers with JM as vice president				
Academy Travel	Miami Music Fest's booking partner and was incorporated into Bahamas plans for booking extended stays. Jean Gordon, formerly of House of Travel, is BS in the office	Track sales	BK		9/15/02
TRADE					
BTI	14 agents contacted are we were able to renew their interest in completing the program	Facilitate completion of the program	BK		ongoing
TIA	Installation of new officers at monthly meeting where JM is now serving as VP	continue networking opportunities	BK		ongoing

Academy Travel	Identified as Music Fest booking partner and incorporated into Bahamas plans for holidays. Made presentation to agents to insure good sales results. Office has a Bahamas Specialist	Track sales	BK	9/30/02
Travel Leaders	Introductions made for PIV in working with their HR opportunities. A travel fair, with Lucent Technology, was also arranged and was the first initiative that rolled out. Also targeting Ryder, FPL, etc.	Discuss future opportunities with DB	BK	ongoing
AAA	Confirmed agreement, with AAA, to have a series of national fam trips during the fall and spring. Will include Canada. Agents to pay for air; BTO will cover the land portion. Will be to GBI & NPI	Secure accommodations and advise Linda Marsh	PMR/JM	9/1/02
TAC	The mid-year meeting, in Orlando, was typical of the past years. Attendance was low and the supplier/agent ratio one-to-one. Networking opportunity was good; however, the return on investment for registration (we did not have to pay this year) is questionable. No trade show as they went to Cape Canaveral to 'see the ships'.	Evaluate future attendances	PMR	
CONSUMER PROM.				
Mack Travel	Radio promotion, featuring Radisson, exceeded anticipation of 15 - now booked 25 from Birmingham	Group, of 25, to travel to GBI the end of August	EA	
Sisterhood	Stree Release now reports six bookings as a result of the Sisterhood consumer show in Memphis	Secure air for two - barter for participation	EA	
Stone Soul Picnic	Partnering with AirTran and Our Lucaya for this promotion which is scheduled to start 8/31/02. Memphis. To receive booth, 12 mentions on live	Report success of participation with bookings generated, etc.	EA	9/13/02

	radio, 25 .60 second spots to be used at a later date on WLOK, banners, parking. Stress Release Agency will be call-to-action on site. 40,000 participants expected to attend picnic.				
WEDR/CarMax	Cross promotion consisting of 35 announcements (7-8 daily); 2 live radio remote interviews, booth for two hours between 3:30 and 5:30 pm, 8/18 and 8/24	Provide tag line, secure prizes, facilitate live remote participation	BK		8/15/02
Miami Music Fest	Media rollout began on WDNA, Hot 105, Love 94, Miami Herald insert (1.7 million), weblinks from MMF site (17,000 hits week), FAMU site (5000 hits week), inclusion in BET segment	Provide tag line, secure prizes, confirm radio interview times			
Taste of The Islands	99 Jamz WEDR expressed interest. Jill Tracy and Terri will be radio personalities. Aiming for 100 pax to come-along.	Await receipt of proposal and evaluate is appealing to our needs and budget	BK		2/14/03
Boynton Beach Mall 10/19	Confirm dates for in-store/mall promotion with Burdines and City Hall. Budget being prepared. Partners will be GBI and Discovery. Junkanoo will be main attraction along with crafts, artists, vendors, etc.	Submit proposal for approval	BK		8/1/02
City of Hope Walk 10/5 10/27	Community walk to cure breast cancer in Aventura, Sawgrass and a workout in Dade, Broward, Palm Beach and Central Florida. Sponsorship of prize to include log on t-shirts, 101.3 radio promo, logo, etc. Bahamas will have a 50-person team at each location.	Provide logs, secure prizes	BK		8/15/02
Wet n Wild	125,000 persons came thru park in June, 175,000 in July and August expects to finish at 125,000. Value of each spot for the 90-day period was \$200. Final value for us is \$144,000. Lots of entries as a	Follow up with entries	BK		9/6/02

	result of announcements.			
Lite Rock 99.3 Radio	Melbourne remote, in Nassau, went very well. Interviews were engaging and prize winners had a great time. UP lost station mgr's luggage and problems at check in	Await Minda's report	BK	9/15/02
Melbourne Vintage Air	Gadabout Travel int. in our participating in this event in early November from 10:00 - 5:00 pm. Expecting 200 businesses that drew over 20,000 persons last year. Opportunity for radio prom. And will be advertised via billboards, radio, newspaper, signage, direct mail. Cost is \$400	Get a fell from last year's vendors to determine our participation	BK	8/15/02
AMX Beat the Heat	500 top clients of agency invited; however, inclement weather conditions discouraged attendance. Used this opportunity to give Bahamas update.		BK	
Mix 105.1	Radio promo with Backstage Rosen Plaze - an upscale entertainment centre catering to the 30+ age group. Promo will run two weeks in Sept. with 64 .60 spots valued at \$7800. South Ocean and UP gave prizes	Follow up with radio station and discuss buildign a Bahamas exclusive radio/entertainment event in early Spring 2003.	BK	8/15/02
Perfect Wedding Guide	Partnership with All Aboard Travel. Provided prizes from Pelican Bay ahnd Continental. Exposure in fall edition of Perfect Wedding Guide, radio promos on Mix 105 and link on All Aboard site.	Follow up on show results	BK	8/15/02
Dillards 5/03	Collaborating with Dallas RM on in-store promo opportunities in Florida in May (grand openings)	Determine why efforts have been stalled when ok was given	BK	8/15/02
The Flyer 5/03	Repeat promo. Flyer reaches 1.7 households but looking to extend promo further North and still	Awaiting response	BK	8/30/02

	include SW Broward, Dade county				
Tommy Bahama	Contacted retailer in Tallahassee to expand promo to be Florida wide in May. Direct mailing to over 3,000 high-end clients.	Awaiting response from HQ	BK		8/30/02
Jackson Hospital	Made the contact, at the HR Department, for PIV	PIV to advise results of campaign at the close of the period	BK		1/30/03
Magnivision	(Kerzner International) to promote their hotel packages to the employees via their intranet system.				
Ryder	Program is basically for travel during the fall period and the month of January.				
Lucent Technology					
Darden					
Pepsico					
Florida Power & Lt.					
FDR					
GROUPS					
Mack Travel	As of 7/30/02, total of 25 persons booked. BTO presentation postponed.	Set up new dates	EA		8/31/02

		Monthly Status Report	
Area: SE USA/LA	Month: August 2002	Prepared by: PMRichardson (9/25/02)	
LATIN AMERICA			
Argentina	Economic situation unchanged.		
	DR, Puerto Rico, Orlando, FLL and		
	Mass. Are making presentations to		
	selected agencies and tour operators to		
	keep their presence in the marketplace		
	as people are still traveling even with a		
	70% unemployment rate.		
	According to the USD of Commerce,		
	Office of Travel and Tourism Industries,		
	for the first quarter of this year, Argentina		
	was the ONLY group that realized a 6%		
	increase in business to the US. The top		
	15% of the community still travel as they		
	are affluent.		
	Delta has announced the cancellation of		
	their daily Buenos Aires/Atlanta flight		
	which is no surprise to anyone as there is		
	no leisure market into Atlanta.		
Brazil	The ABAV show, ASTA of Brazil, was		
	held in Recife in late August. Interest		
	was obvious for the vertical markets of		
	fishing and diving. Tripping, a fishing		
	magazine, in Brazil, displayed an article		
	featuring TIOTB.		
	Rextur launched their Bahamas program		
	at ABAV and promoted their Bahamas		
	website for e-bookings.		
	Still waiting on Bahamasair to obtain a	AG	10/30/02
	special pro-rated agreement with TAM to		

	promote their MIA/Bahamas packages.			
	TAM also interested in working with us on their MCO vacations.	Meet with Silvio Ferraz to confirm	AG	9/30/02
	Press trips being arranged, in conjunction with News Bureau, for four consumer and trade publications to visit in November.	Secure dates, etc. from New Bureau	AG	9/30/02
Chile	ACHMART, the ASTA of Chile, will be held in Santiago. Trade one day and general consumers for two days. There is a charge to attend.	Submit invoice for processing	AG	9/30/02
	The Readers Club of El Mercurio, in exchange for preferential hotel rates, will advertise hotel packages in the Sunday edition which has a circulation of 80,000			

Area: Fla		Month: Sept02	Prepared By: BKING			
Project		Status	Next Steps		Responsibility	Due Date
WHOLESALE/OPER						
Gogo - Ft Laud	Sudden departure of Gogo Mgr Lacy leaves FLL office with out leadership		followup		CT	Sept
Out Island Getaways	key managers have left and the operation is on its last leg. Would expect that they will be defunct within a matter of months		continue to monitor		BK	
AIRLINES/CRUISES						
Discovery	Promoting consumer special \$129 for 2 nights competing with 3 night Carnival cruise promos from \$189. Other cruises such as Royal Carib and NCL advertising 3 nights specials from \$289.		continue to support		BK	
PAN AM	Still operates but only Sunday and Thurs Effective Jan 2003, Pan Am WorldAirways will be Grand Bah based. Cindy has been furloughed and may possibly be reinstated in early 2003.		continue to monitor		JM	
	GM - Chris Glidden doing the rounds currently.					

Discover Air	Merger never happened but charter is still operating. Appears to have internal conflicts. Our Lucaya tried to partner w/ on a fam for Sept but was prevented from doing so bcs of the airline's issues.	continue to monitor	CT	
TRADE:				
Nassau Marriott	Sharon Stathis is no longer with Marriott		CT	
ANCHORS AWAY	fam completed w/7 agents to Nassau.	work w/Discovery, GBV,	JP/CT	
	Agents had not visited in 20 yrs so they were extremely impressed w/progress	Destination Bah on packaging		
	Agency now prepared to visit GBI though they were resistant prior to Nas visit.			
	Registration for show completed.			
	Have asked for our help w/packages			
World Travel Partners	Experiencing trouble, of 9 leisure agencies in Florida 6 have closed. WTP Boca now dba as World Travel Vac, has no affiliation with W Trvl Partners headquartered in Atlanta. WTP in Atlanta continues to be a successful company reporting over \$4 billion in revenue		CT	
Travel Leaders	HR agreement w/Atlantis to expire Oct 31	continue to support	JM	
	generated minimal results. Nina speculating that the HR special represented no significant value to clients. Would require			

	unbeatable specials as was the case w/			
	the Our Lucaya and GBV deals she recd.			
	Posted Our Lucaya special on TravelZoo			
	became a top 20 seller, generated 100 bks			
	Travelzoo generally generates 8 - 10 bks			
	per wk for Travel Leaders			
	Travelzoo.com is an independent website			
	featuring supplier specials. The website			
	reaches over 1.2 million travel surfers			
	Manages the S. Florida Rotary a/c			
	and booked 317 rooms for 3 - 4 nights			
Discovery blitz	Blitz was successful, 10 teams covered	continue to support	Sales team	
and fam	from Dade to Palm Beach. Generated			
	5 group leads being handled by Discovery			
	This includes church grp of 50, 3 groups @			
	about 300 ppl for Feb 2003 and a			
	corporate group fo 150 for 2003			
	Encountered some resistance to the fam			
	as Jamaica was running day fams			
	for \$59 and overnight fams for \$89			
	Also encountering strong competition			
	from cruises eg 3 nights \$189 Carnival			
Aloha Destination Tvl	Advertorial and ad opportunity in Just for	provide creatives and		30-Sep
	Bride presented. Cost to BTO \$125 for	press release for editorial		
	6 mth issue, coming out of Verticals budget			
Liberty Travel	Workshops ongoing through Oct 8. Very	complete workshop, monitor	CT	30-Sep

	necessary exercise as agents had lots of questions about the OI product. Bcs of the ad layout, Liberty was fielding calls inspite of Discovery being the call to action. This created some minor delays in closing the sale as they would have to call to price. Despite this, Liberty is a volume producer for Discovery and is on a 15% commission agreement.	incentive program and partner with OI/ GBI on reception and fams		
	OI Liberty Night sked for Oct 23. Expecting 40 agents to attend. Incentive to run through December.			
CONSUMER PROMOS:				
WEDR/Steve Harvey	Requesting our support of the October Fest promo in Nassau. Details are very sketchy and promos are running without a call to action.	Make contact w/Nas and Regal Tvl in Tampa (as call to action)	JP	27-Sep
October Fest				
Boyton Bch Bahamas promo	kickoff went well, with numerous registrants for the prize. Window display in Burdines was expected to remain for 1 wk but due to popular demand, Burdines asking to extend this for 2 more wks. Recvd some media coverage from	Bahamas night set for Oct 18	CT	12-Oct
City of Hope	Received tremendous support from	followup on tshirts, turn	CT	4-Oct

	BTO team and numerous Bahamians	in completed forms		
	Team Bahamas boasting 50 ppl strong split btwn to weekends. Requesting			
	Team Bah tshirts for web and 800Bah exposure.			
Bridal Bliss Show	Supported Vertical Mkt. Over 300 brides-to-be attended. Prize to Bluff House drew numerous registrants to Bah booth	completed	CT	
Goombay Key West	Shaping promo to Bah advantage.	submit editorial, logos,	JP	30-Sep
	Secured Bah banner on website, logos & 800Bah and bahamas.com on all printed materials. Also secured 4 page spread (in the Goombay Key West brochure) on Junkanoo and the Police Band. Brochure to be distributed in all hotels and at the event (minimum of 30,000 printed).	complete arrangements for travel to Key West		
	Bah banners to be placed on the mainstage and at the Bah booths.			
Bah World Jazz	Met with principals including PR Director	Await word on approval	Sales Team	2-Oct
	Recommended radio stations - Love 94	for Press conference		
	Hot 105 and WMCU. Await approval on \$\$ for radio buy. Limited time to drive bookings to the festival (less than 4 wks).	and confirmation of Min's sked		

	Principals also looking to arrange a				
	press conference 10/10 Anita w/sales team				
	to coordinate details.				
Black Republican	Working w/GBI and Discovery on	Secure \$\$ for kalik and	JP/BK		26-Sep
Convention	pre/post convention promotions. 300	cater of conch fritters			
	attendees expected for the event. BTO				
	will sponsor VIP reception for 50 ppl				
	GBI will sponsor luncheon for 300				
CBS All American	Attended meeting w/CBS programming	Approval	JP		24-Sep
Macy's Parade	to secure Bah participation w/Junkanoo				
	group. Tremendous exposure directed				
	at 7 million viewers at minimal cost				
	to MOT. Vertical leads the promotion				
	and requesting approval.				
	See JP report.				
Sanford Festival	Participated along with BTO Eleuthera	completed	JP		27-Sep
	in the 3 day Sanford event located in the				
	historial downtown shopping district.				
	Bah marketplace was created and built				
	by BTO Eleu. Included food, crafts, art				
	hair braiding, Junkanoo and Bah bands				
	on the Bahamas stage throughout the day.				
	Event was covered by Fox 35 and Craig				
	was interviewed. Secured photo op w/				

Area: Fla		Month: Sept02	Prepared By: BKING			
Project		Status	Next Steps		Responsibility	Due Date
WHOLESALE/OPER						
Gogo - Ft Laud	Sudden departure of Gogo Mgr Lacy leaves FLL office with out leadership		followup	CT		Sept
Out Island Getaways	key managers have left and the operation is on its last leg. Would expect that they will be defunct within a matter of months		continue to monitor	BK		
AIRLINES/CRUISES						
Discovery	Promoting consumer special \$129 for 2 nights competing with 3 night Carnival cruise promos from \$189. Other cruises such as Royal Carib and NCL advertising 3 nights specials from \$289.		continue to support	BK		
PAN AM	Still operates but only Sunday and Thurs Effective Jan 2003, Pan Am WorldAirways will be Grand Bah based. Cindy has been furloughed and may possibly be reinstated in early 2003.		continue to monitor	JM		
	GM - Chris Glidden doing the rounds currently.					

Discover Air	Merger never happened but charter is still operating. Appears to have internal conflicts. Our Lucaya tried to partner w/ on a fam for Sept but was prevented from doing so bcs of the airline's issues.	continue to monitor	CT	
TRADE:				
Nassau Marriott	Sharon Stathis is no longer with Marriott		CT	
ANCHORS AWAY	fam completed w/7 agents to Nassau.	work w/Discovery, GBV,	JP/CT	
	Agents had not visited in 20 yrs so they were extremely impressed w/progress	Destination Bah on packaging		
	Agency now prepared to visit GBI though they were resistant prior to Nas visit.			
	Registration for show completed.			
	Have asked for our help w/packages			
World Travel Partners	Experiencing trouble, of 9 leisure agencies in Florida 6 have closed. WTP Boca now dba as World Travel Vac, has no affiliation with W Trvl Partners headquartered in Atlanta. WTP in Atlanta continues to be a successful company reporting over \$4 billion in revenue		CT	
Travel Leaders	HR agreement w/Atlantis to expire Oct 31	continue to support	JM	
	generated minimal results. Nina speculating that the HR special represented no significant value to clients. Would require			

	unbeatable specials as was the case w/				
	the Our Lucaya and GBV deals she recd.				
	Posted Our Lucaya special on TravelZoo				
	became a top 20 seller, generated 100 bkg				
	Travelzoo generally generates 8 - 10 bks				
	per wk for Travel Leaders				
	Travelzoo.com is an independent website				
	featuring supplier specials. The website				
	reaches over 1.2 million travel surfers				
	Manages the S. Florida Rotary a/c				
	and booked 317 rooms for 3 - 4 nights				
Discovery blitz	Blitz was successful, 10 teams covered				
and fam	from Dade to Palm Beach. Generated		continue to support	Sales team	
	5 group leads being handled by Discovery				
	This includes church grp of 50, 3 groups @				
	about 300 ppl for Feb 2003 and a				
	corporate group fo 150 for 2003				
	Encountered some resistance to the fam				
	as Jamaica was running day fams				
	for \$59 and overnight fams for \$89				
	Also encountering strong competition				
	from cruises eg 3 nights \$189 Carnival				
Aloha Destination Tvl	Advertorial and ad opportunity in Just for		provide creatives and		30-Sep
	Bride presented. Cost to BTO \$125 for		press release for editorial		
	6 mth issue, coming out of Verticals budget				
Liberty Travel	Workshops ongoing through Oct 8. Very		complete workshop, monitor	CT	30-Sep

	necessary exercise as agents had lots of	incentive program and		
	questions about the OI product. Bcs of the	partner with OI/ GBI on		
	ad layout, Liberty was fielding calls inspite	reception and fams		
	of Discovery being the call to action. This			
	created some minor delays in closing the			
	sale as they would have to call to price.			
	Despite this, Liberty is a volume producer			
	for Discovery and is on a 15%			
	commission agreement.			
	OI Liberty Night sked for Oct 23.			
	Expecting 40 agents to attend. Incentive			
	to run through December.			
CONSUMER PROMOS:				
WEDR/Steve Harvey	Requesting our support of the October	Make contact w/Nas and	JP	27-Sep
October Fest	Fest promo in Nassau. Details are very	Regal Tvl in Tampa (as		
	sketchy and promos are running without	call to action)		
	a call to action.			
Boyton Bch Bahamas	kickoff went well, with numerous	Bahamas night set for Oct 18	CT	12-Oct
promo	registrants for the prize. Window			
	display in Burdines was expected to			
	remain for 1 wk but due to popular			
	demand, Burdines asking to extend this			
	for 2 more wks. Recvd some media			
	coverage from			
City of Hope	Received tremendous support from	followup on tshirts, turn	CT	4-Oct

	BTO team and numerous Bahamians	in completed forms		
	Team Bahamas boasting 50 ppl strong			
	split btwn to weekends. Requesting			
	Team Bah tshirts for web and 800Bah			
	exposure.			
Bridal Bliss Show	Supported Vertical Mkt. Over 300	completed	CT	
	brides-to-be attended. Prize to			
	Bluff House drew numerous registrants			
	to Bah booth			
Goombay Key West	Shaping promo to Bah advantage.	submit editorial, logos,	JP	30-Sep
	Secured Bah banner on website, logos &	complete arrangements for		
	800Bah and bahamas.com on all printed	travel to Key West		
	materials. Also secured 4 page spread			
	(in the Goombay Key West brochure) on			
	Junkanoo and the Police Band. Brochure			
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	was interviewed. Secured photo op w/				

Area: Fla		Month: Oct02	Prepared By: BKING			
Project		Status	Next Steps		Responsibility	Due Date
WHOLESALE						
GOGO Ft Laud		Tina Jinks replaces Lacy as new manager of FLL office. Lacy's departure was sudden. Tina comes from Liberty Trvl in Plantation	continue to foster partnership		JP	ongoing
Out Island Getaways		Number of OI hotels awaiting \$\$ owed to them. Clearly its just a matter of time until the co is defunct but for now they're still operating.	continue to monitor		JP/BK	ongoing
AIRLINES/CRUISES						
Bahamasair		Introducing service to MHH ex WPB and reinstating service to GBI ex Miami. Fams planned for Nov 22 - 24 and Dec 6 - 8 respectively	coordinate fam/inaugural efforts with Boards		JM/CT/JP	4-Nov
Florida Coastal Airlines		Charter airline operating 402s	support		JM/CT/JP	4-Nov
		9 seater crafts to begin Abaco service Nov 15. Also seeking membership with OIPB. Trade event to announce service sked for Nov 4 at Marriott Cypress Crk				
Discover Air		Planning service ex Keywest to Nassau using 15 seat Metro craft	continue to monitor		JM/CT	ongoing
		Airline still not sure of its direction				

	pulled charter service from PB to FPO				
Island Express	unconfirmed report that the airline will be losing its counter and its certificate due to inaccurate reports	continue to monitor	JM/BK	ongoing	
TRADE					
CTO-CTC 25	JM attended conference Oct 27 -31 reconnected with CTO agents across Florida. Experience was great with very compelling seminars. Theme was Reinventing Caribbean Tourism	followup requests from CTO agents at the conference	JM	ongoing	
Certified Tours	Javier's moved onto Marriott Intl				
Lisa Bauer	formerly of Our Lucaya now vp of sales for Royal Caribbean				
Aloha Destinations	Presented opportunity at the Saks 5 Ave Bride show in Coconut Grove. Show intended to attract highend brides to be. No hard \$\$ needed but prize to OI being solicited. Opportunity for radio and print included.	coordinate with Wedding Specialist and Aloha	JP	5-Nov	
Aloha Destinations	coop opportunity in Just For Bride magazine including advertorial written by our very own intern, Alicia	continue to work with Aloha	JP	ongoing	
NTS - Jax, Orlando,	Attended with GBI and received in	completed, followup on fam	BK/JM		

Clearwater, Sarasota	Clearwater/Sarasota from verticals	requests		
Carolinas	Attendance as follows: Jax 68			
	Orl 123, Clwtr 69, Sarasota, 90			
	Columbia 70, Greenville 85, Greenbo			
	90, Raleigh 100. Significant falloff			
	seen in Jax and Clearwater			
Liberty Tvl	Conducted in-agency series to	followup on incentive and	JP/CT	30-Nov
	support advertising campaign.	fam trips		
	Rounded series off with an			
	OI presentation at Marriott Cypress			
	Creek, 33 agents/mgrs attended			
	Received favorable comments.			
	Great testimonial from Linda Blum			
	former TAAB who encouraged			
	peers to use the OI portion of Island			
	scene as a guide to booking to the			
	destination. Incentive program			
	developed to encourage OI sales,			
	winner to be announced end of Nov.			
	Encouraging to see the renewed			
	interest in OI and to get requests for			
	fams.			
Fams - GBI	UP to provide seats for Dec 6 - 8		JM	
	to promote reinstatement of MIA-FPO			
	service			
Fam - OI	Inaugural fam planned for Dec 6 - 8	secure seats, invoices,	JM/CT	1-Nov
	ex PBI to Abaco. UP providing 10	send out invitations		
	seats.			
AAA Travel Fam	cancelled no takers, moving	send out invitations, make	JM	1-Nov

	forward with Dec fam to GBI	on island arrangements		
Discovery reception	Discovery reception drew 125 agents and GBI hoteliers. D Johnson promised stronger team and marketing for Florida	completed	SALES TEAM	
CONSUMER PROMOS				
City of Hope	Both walks generated positive community reaction to destination	work on larger presence next year, secure mailing list for direct mailing (if possible)	CT	15-Nov
	Team Bahamas wore shirts - our presence obvious. Aventura event drew 1200 walkers and Sawgr drew 2000. Bah was included in direct mailings to over 3000 supporters, walkers and sponsors of the charity.			
Goombay KeyWest	Bah captured attention of crowds with food, straw goods, and entertainment. Lots of OI travelers with interest in boating, fishing and Private flying. Bah provided Police Band and Junkanoo. 4 page editorial spread in souvenir booklet distributed at hotels, restaurants and venues. Bah also capture photo and headline in Key west paper. The event was a tremendous PR opportunity. PR value: \$50,000	Make recommendation for bigger participation in next yrs event	JP/JM	

	included weblink on floridakeys.com				
	goombaykeywest.com, logos on all				
	banners, posters, goombay material				
	Media value: \$120,000 includes				
	print and 35 spots on 95.3FM				
Boyton Bch Bahamas	Bah drew over 2000	completed, secure other such	CT		
Taste of the Island	Boyton/Palm Bch residents to	opportunities for Spring			
Event	the event. Pavillion included	consumer initiatives			
	food, crafts, straw works, music				
	and Junkanoo performance. Said				
	to be the most successful concert				
	event of the year. Lots of interest				
	in package special for event which				
	included a \$10 off coupon.				
Bahamas World Jazz	Fla office assigned responsibility	completed, provide invoices	BK/JP/AP	15-Nov	
	for the advertisement/marketing of				
	event. \$30,000 allotted for ads which				
	divided btwn Hot 105 (\$11,860),				
	Love 94 (\$4,975), WMCU (\$1,400)				
	Romance 106 (\$3400), 95.7 (\$1650)				
	Sun Sentinel (\$938), Herald (\$1549)				
	E-lets, fax broadcasts (\$402)				
	Additional PR gained thru onair				
	interview and listener contests, online				
	link thru WMCU, Hot 105				

Month: Nov-02		Prepared By: BKING		Due Date	
Step 1		Step 2		Step 3	
WHOLESALER					
Certified Tours	Raul Villagran replaces Javier Morales as the new Caribbean Product Manager. NPI business down 10%, Caribbean up 23%. Biggest increases in Aruba and Jamaica	maintain contact	PM/BK		
AIRLINES/CRUISES					
Bahamasair	Loads from PB around 15 - 20 psgrs	coordinate fam/inaugural efforts	JM/CT/JP		4-Nov
	Fam to Abaco being offered free to agents, BTO will pick up \$15 air tax				
	Bahamasair coordinating itinerary w/ Abaco Chamber. 9agents sked for Abaco fam and 8 for GBI fam				
TRADE					
Aloha Destinations	show cancelled due to argument btwn organizers and Saks	continue to work with Aloha	JP		5-Nov
	Saks show was intended to draw high end brides				
Sales Calls	Used to be World Travel Partners, World Travel Vacations, is strictly corporate travel. Headquarters is in Deerfield Beach, other offices located in San Francisco and Columbus, SC.	possible interest in HR program. talk with Our Lucaya and Atlantis since they have been more experienced in this area	CT		14-Nov
World Travel Vacations					
Boca					
	Deerfield office handles the southeast.				
	Some of their major accounts include HCH Healthcare, Fed Exp, Pepsi,				

	Cingular, Dell, UPS. They set-up			
	URL, and work with their HR contacts.			
	Atlantis is a big seller for them.			
	They do a lot of on-line promotions			
	where results are tracked.			
Fam - OI	See report under Bahamasair	secure seats, invoices,	JM/CT	1-Nov
	9 agents and 1 travel writer			
	participated			
AAA Travel Fam	No takers for November but Dec	confirm details	JM	Nov
	fam will be incorporated into			
	our planned mega Fam Dec 13 - 15			
CONSUMER PROMOS				
& SHOWS				
Tom Joyner Sky Show	incorporated in Bah Jazz media plan	completed	JP/AJ/BK	
	Some 3,000 people attended the show			
	at 6:00 am in the morning at the Office			
	Depot Center. The show was well			
	received. Recommendations to			
	participate next year in a much bigger			
	way. See BK report for further info.			
CI Travel Show	Much better show than last year,	recommend participating	CT	
Naples, FL.	Fairly certain due to venue change to	next year and featuring an		
	Naples Beach Hotel. Over 900	appealing show special		
	consumers attended the show.	Res agent updates sked for		
	Genuine interest sought for hotel deals	Jan 3		
	in Bah. Many expressed their desire			

		to forego cruises for longer stays				
		on island. Other exhibitors included				
		Gogo, SuperClubs, Breezes, Sandals				
		and Discovery. 8 onsite reservation				
		agents were fairly busy throughout				
		the show. Approx 20 attended				
		Bahamas presentation opportunity				
Fantasy Travel Show		Disappointing numbers - about 90	do not recommend participating	CT		
Zephyrhills, FL.		eight vendors including 4 cruises	however, will continue to			
		participated. Hawaii was the	massage for group business			
		featured destination. Agency				
		focus is on escorted tours and				
		senior group business.				
Anchors Away Discount		Three-day show was held in the Expo	will walk through Jan show	CT		Jan-03
Show-Pinellas Park		Center, several vendors participated	before making final recommen-			
		including Breezes, Discovery and	dation.			
		other major cruiselines. Show				
		was disappointing, numbers extremely				
		low about 1500 (unconfirmed at				
		this time). Show was moved from				
		the agency's parking lot after 5 yrs				
		which generally attracted seniors				
		and long-term winter residents.				
		Appears that the winter residents				
		travel to Florida is late this year				
		perhaps January show will be				
		better attended.				

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	they would sell Best West over Sun Spree			
	JP presentation on the multi-island			
	destination surprised agents as several			
	had no idea beyond Nas or Grand Bah			
<i>Fam trip - Abaco</i>	8 agents participated, product well above	fam completed	CT/BK	
	expectation. Interest generated for Bah			
	specialist program			
Kerzner Int'l	conducting focus groups. Asked BTO	completed	CT/JP/JM	
	to provide quality agents for the sessions			
CONSUMER PROMOS				
Tommy Bahama	proposal received for stores throughout	followup with Alice	CT	15-Jan
	USA. Agency reviewing list and			
	developing some ideas			
Actors Playhouse	still working on OI hotel sponsorship	followup with Abaco hotels	JM	ongoing
CONSUMER SHOWS				
Premier Bride/Saks	show cancelled due to conflict between	continue to work with	JP	
	Premier Bride and Saks 5th Avenue.	Aloha Destinations		
	Premier Brides next show scheduled			
	for Jan26, 2003. Aloha Destination and			
	Bridal unit have not yet decided on			
	participation, feels it may not be			
	successful due to Superbowl Sunday			

Account	File	Month	Deal	Prepared By	Next Steps	Responsibility	Due Date
Status							
WHOLESALE/OPER							
Gogo Tours							
S Miami	Finally making headway with S. Mia office, scheduling an inhouse seminar for agents in Jan.			followup		JP	17-Jan
AIRLINES/CRUISES							
Discovery	Michelle Parker, VP Sales no longer with the company. Now working with Driftwood.			continue to support		JP	
Bahamasair	Reporting that Mia/GBI service has not taken off well, looking to do more in-market trade promotions			continue to monitor		JP	
TRADE:							
Supplier Night	Save the Date invitations created and sent out to suppliers. Followup will begin early January. Working with GBI/TB for seats, hotel, ground itinerary			followup with suppliers and GBI		JM	3-Jan
Fam trip - GBI	Fam completed with agents from AAA in New Jersey, Ohio, Georgia and Florida. Of the 14 agents only 2 had visited GBI. Agents impressed overall and some intending to return on their own.			fam completed		JP	
	Only negative comment appears to be about Sun Spree. They indicated that						

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Monthly Status Report				
Area: Atlanta	Month: August	Prepared By: Edward E. Archer		
Project	Status	Next Steps	Responsibility	Due Date
AIRLINES				
Airtran/BTO GBI fam	Cancelled fam - did not get expected response, also did not receive check from Nassau for seats.			
Laker/GBV	Birmingham - July 31-Aug 25, 8 flights, 1,352 seats, 658 sold, LF 48.66%			
	Memphis - (shared plane with Nashville) July 30 - Aug 23 (8 flights capacity 667) sold 541, LF 81.10%			
	Nashville - (shared plane with Memphis) July 30 - Aug 23 (8 flights capacity 665) sold 452 LF 67.96%			
BTO/Air Jamaica fam	Cancelled due to low response	Now trying to solicit seats for BTO mega fam - December	EA	10/30/02
WHOLESALE/TO				
Vacation Express	Nassau - Aug. Pax 20, Rm. Nts. 34			
	- Sept. Pax. 17, Rm. Nts. 28			
	- Oct. Pax 6, Rm Nts.11			
	GBI - Aug. Pax 9, Rm. Nts. 15			
	- Sept. Pax 12, Rm. Nts. 17			
	- Oct. Pax 2, Rm. Nts. 5			
Travel Impression fam	Air transportation/Accommodation (Radisson) ground transportation all	Escort group & conduct on island presentation	EA	10/-17/02

Park, Ga. Agents were updated on product, discussed & promoted upcoming fairs & updated accounts.

needed. Sales calls to continue.

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Monthly Status Report					
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Project	Status	Next Steps		Responsibility	Due Date
AIRLINES					
Delta	Spoke with Freda Turner - repoprts multi changes in Delta with more to come some changes will affet BTO channels, she will update me further on 10/17.	Will forward reoprt.	EA		10/17/02
AAIRTRAN	Aritran planning on expanding their presence in Atlanta, building a \$15 mil. hanger with the assistance of the city of Atlanta. In speaking with Gail Evilsior, Sales Manager, there is also the possibility of Airtran headquarters moving to Atlanta within two years.				
WHOLESALE/TO					
Go Go Tours	Spoke with Norvella Andrews, Branch Manager, Bahamas business doing well especially groups. Will provide numbers on groups movement, and an updated list of top producing agencies and agencies with the potential to sell TIO TB. She has three new facec in office, BTO will conduct in agency seminar on 11/05/02, focus on OI.	Prepare power point presentation for presentation.	EA		11/5/02
Vacation Express					
	Freeport:	Update monthly	EA		10/31/02
	Oct. pax. 6 room nights 11				

	Nov. pax. 2 room nights 3			
	Nassau:			
	Oct. pax. 2 room nights 4			
	Nov. pax. 4 room nights 9			
CONSUMER				
Come Cruise With Us	Cancelled - Bank decided to do			
Travel/All State Bank	promotion with Royal Caribbean Cruise			
promotion	Lines.			
BTO/Stonecrest Mall	Mall promotion, Stonecrest Mall	Finalize plans for promotion - booth set	EA - PD	10/22/02
promotion	celebrating one year anniversary. BTO	up, entertainment, food & drinks. Work		
	working in partnership with Airtran,	with Come Cruise With Us Travel to		
	Our Lucaya, GBITB & Come Cruise	to monitor consumer interest and/or		
	With Us Travel. We plan to promote	bookings. Look for possible live		
	TIOTB featuring GBI, by providing	interviews on radio stations onsite.		
	Bahamian entertainment (a one man band)			
	conch fritters and a sample taste of			
	goombay punch on 10/22/02. Also, we			
	will have booth (straw market &			
	androsia decorated) shared with Come			
	Cruise With Us Travel for potential			
	bookings 10/19 -22, 02.			
GROUPS				
First Choice Travel	Working with Kwanza Clay, President o	Forward information/lead on to B.B. for EA	EA	10/10/02
	of First Choice on possible group of	follow up and necessary action. BTO		
	250 - 500 senior class 03' Spellman and	Atlanta will continue to monitor/assist		
	Morehouse College, Atlanta. I did	when necessary.		
	presentation to group 9/26/02, Jamaica			
	also did presentation, however, group			

Monthly Status Report					
Area: Atlanta	Month: October	Prepared By: Edward Archer			
Project	Status	Next Steps		Responsibility	Due Date
AIRLINES					
Delta	Delta has now says it will announce its plans on december 6, 02. Information received indicates a total restructuring of their sales department.	Will continue to monitor		EA	12/9/02
Delta fam seats	Requested 11 seats for BTO Atlanta/ Nassau fam Dec. 5-8, 02. Got verbal approval now awaiting invoice with cost	When receive forward invoice for approval & payment. Solicit agents and submit names.		EA	12/22/02
Airtran fam seate	Requested 11 seats for BTO Atlanta/ GBI fam Dec. 12/15/02. Received verbal approval now awaiting invoice with cost.	Forward invoice for approval & payment. Solicit agents and submit names.		EA	12/22/02
WHOLESALE/TO					
Go Go worldwide	Recently booked two groups, 1 to Atlantis travelling Dec. 11, 34 rooms	Looking at the possibility of an office fam to Nassau. Will discuss with Delta before setting date and seeking ground itinerary.		EA	11/22/02
	2nd. Group to Sandals travelling Feb. 1-5, 30 rooms 3nights each.				
	Conducted in agency seminar 11/6/02 and provided breakfast for staff. Office manager to send list of producing agents.				
Travel Impressions fam	Escorted group of 9 agents to Nassau 10/19-22, on a successful fam trip. Hotel site inspection, GB/OI presentation and visit to fish fry was part of itinerary.	Identify agents for Bahamas Specialist status and forward to JM Fla. Area office.		EA	11/29/02

Coke Cola/BTO	Spoke with Richard Franklin, Ethnic Field Marketing Manager. He confirms that 03' Coke Cola Black History promotion will definitely be with Bahamas again. He enjoyed working with BTO last year and was very pleased with the results.	As soon as schedules permit we will arrange meeting to include Delta to discuss plans for upcoming promotion.	EA	11/29/02
GROUPS				
First Choice Travel	Information/lead was forwarded to Gerry Outten GBTB for necessary action to include specialized beach activities.	Will continue to monitor.	EA	
PRESENTATION				
Airtran	BB & EA will now conduct educational seminars for Airtran reservation staff in Atlanta on 11/26/02 and in Savannah on 11/27/02. Dates were cahnged due to Prime Minister, Minister of Tourism and other Government officials visit to Atlanta	Prepare materials to be used.	EA	11/22/02
	Air travel in confirmed compliments of Airtran, forwarded to BB. Hotel also confirmed.			
CTC-25	Great, Great, Great confrence to some the best they have ever attended.	Will try to ride this momentum to continue to sell/promote GBI.	EA	

Monthly Status Report				
Area: Atlanta	Month: November	Prepared By: Edward Archer		
Project	Status	Next Steps		Responsibility Due Date
AIRLINES				
Delta fam seats	seats not available on dates requested.			EA
	Cancelled trip, will reschedule in 03'			
AirTran fam seats	Seats confirmed and paid for. Names of agents given to AirTran.	Confirm rooming list & ground itinerary		
	No announcements yet related to any changes	send information to agents.	EA/JM	
Delta Air Lines		Continue to monitor		
WHOLESALE/TO				
Vacation Express	Nassau, October: pax 2 room nights 4	update on monthly basis		
	Nassau, November: None travelled			
	Fpo, October: pax 2 room nights 5			
	Fpo, November: pax 8 room nights 13.			
GoGo Worldwide	November 6, conducted in agency seminar for staff of 5. Presentation was on all Bahamas however, most questions from agents were geared towards OI.	Discussed the possibility of running in office fam to Nassau in 03'. Will look at early spring.	EA	2/28/03
Delta Vacations	Not yet received - still awaiting list of 50 top agents that attended Delta Vacations dinner seminar.	In addition to cross reference & update would like to take all agents who have not been to Nassau in 3 years on a fam.	EA	
CONSUMER/SHOWS				
Southern Women	Scheduled for March in Memphis invoice forwarded for payment		PD	
Southern Women	scheduled for May I Nashville invoice forwarded for payment		PD	

Sisterhood PROMOTIONS	Scheduled for June in Memphis		PD	
Saonecrest Mall	Two group leads forwarded to Linville Johnson for follow up & necessary action.		EA	
Coca Cola	Frnaklin has spoken with Delta and got verbal approval for 03' Black History Month promoriton. Atlantis - Paradise Island will be host once again.	We are looking at late January for site and finalize on-island plans/itinerary.	EA	
Stone Soul Picnic	Scheduled for July in Memphis		EA	
Carey Paul Ford	Establishing contact to discuss/negotiate spring (March/April) promoriton.			
Toyota	Establishing contact to discuss/negotiate spring (March/April) promoriton.			
Kroger	Had discussed possible consumer promotion with seven Kroger food store and seven All State Bank outlets to run during the month of October, however, All State Bank cancelled with Bahamas and did promotion with Royal Caribbean Cruise Lines. We had Airtran and Our Lucaya to the table with us.	Will try and approach Kroger again from a different angle for possibel consumer promotion in Spring of 03'.	EA PD	
RADIO PROMOTIONS				
V-103	Consumer promotion in June 03' with possible group of 500 for Nassau.	Arrange meeting with Frank Ski GJ for initial discussions	EA	12/13/02
PRESENTATIONS				
AirTran	Conducted in agency seminar for Airtran reservation staff 200-Atalta & 200 in Savannah Ga. Went very well agents still a little confused about freeport as it	Will try to get as many agents as possible to GBI in spring of 03'.	EA	

	relates to Grand Bahama Island and there were some who were only familiar with Nassau as "The Bahamas".			
	Presentations were conducted by Betty Bathel and myself.			
PUBLIC RELATIONS	Assisted with arrangements for PM interview on V-103 radio morning show	This is the #1 radio morning show in Atlanta, a relationship is in place for	EA	
PM radio interview	It was a great 20 minutes interview	Minister of Tourism and/or DG interview		
	BTO received many calls as a result.	if the opportunity presents itself.		
PRESS TRIPS				
The Commercial Appeal	Memphis - Spring/Fall	Discuss with Anita Johnson, and fine tune possibel dates and numbers.	EA	12/20/02
The Tennessean	Nashville - Spring/Fall			
Birmingham News	Birmingham - Spring/Fall			
Savannah Mornong News	Savannah - Spring/Fall			
Cahttanoooga Free Press	Cahttanoooga - Spring /Fall			
TRADE				
Fam trips	April 17-20, 03, to GBI with Airtran			
	10 agents - Atlanta			
	May - to GBI with GBV/Laker 20 agents from Tennessee			
	June - to Nassau with Delta 20 agents from Atlanta. (from Delta Vacations top 50 list).			
	June - to GBI with GBI/Laker 15 agents from Alabama. (pending on GBV service)			

Trade Shows					
NTS-Birmingham	3/3/03 invoice forwarded for payment	Order brochures & make travel plans	EA		1/31/03
NTS-Nashville	3/4/03 invoice forwarded for payment	Order brochures & make travel plans	PD		1/31/03
NTS-Knoxville	3/5/03 invoice forwarded for payment	Order brochures & make travel plans	PD		1/31/03
NTS-Atlanta	3/6/03 invoice forwarded for payment	Order brochures & make travel plans	EA		1/31/03
Travel Impressions	April in Atlanta	Order brochures	EA		2/28/03
Suppliers Event	Requested complimentary air for 13 from AirTran.	Awaiting response.	EA		12/20/02

Monthly Status Report				
Area: Atlanta	Month: December	Prepared By: Edward Archer		
Project	Status	Next Steps	Responsibility	Due Date
AIRLINES				
Air Tran Fam	Conducted fam to GBI 12/12-15/02. 10 agents from Atlanta, On island seminar with JP.	JM forwarded list of Agents for BS status.		
Delta Air Lines	Marketing department reports that hard decisions will be made within two weeks they are looking at cutting 8,000 jobs. 4,000 to be voluntary/early retirement & another 4,000 will be involuntary cuts. Right now everyone at Delta is on pins & needles vwith very little to no decisions made.	Will follow up in two weeks and check status of BTO relations if any changes.	EA	2/15/03
WHOLESALER/TO				
Vacation Express	Nassau december no bookings Freeport December 5 pax 10 room nts. Discussed the possibility of running an i office fam to Nassau spring 03"	Will up date on amonthly basis.	EA	
Go Go Worldwide		Will look at definate dates in February.	EA	
GBV	GBV reports that they will operate from Memphis summer but no service from Birmingham or Nashville. Dates to come	Follow up for dates of sales blitz and/or seminars to promote summer service in Memphis.	PD	
Delta Vacations	Still not received list of 50 top agents that attended Delta Vacations dinner seminar.	Will request list again to see if rep woul fulfil her promise.	EA	
CONSUMER SHOWS				
Southern Women's Show	March 27-30, payment for booth space has been made.	Order brochures, promotional materials booth display and make arrangements	PD	

Southern Womens Show	May in Nashville	for shipment.	
		Awaiting status of invoice that was forwarded for payment	PD
Sisterhood	Schedule for June in Memphis		PD
Come Cruise With Us	Just received invitation to participate in this show at Stonecrest Mall March 29	Order brochures, promotional materials booth display and make arrangements for shipment. Will seek assistance of our partners for give aways.	PD
Tours-Spring 2003 Travel Show	at no \$ cost to BTO, would like some give aways however. We committed our participation.		
PROMOTIONS			
Coca Cola/Black History Month Bahamas prom.	Spoke with Mr. Richard Franklin and due to scheduling commitments we are now looking at late February for site and finalize on island plans/itinerary. However Promotion will proceed same as last year with the addition of California. We are looking at increasing group from 105 last year to 150 this year.	Will follow up with Franklin in early February	EA
Stone Soul Picnic	Schedule for June in Memphis		PD
Carey Paul Ford	Establishing contact to discuss/negotiate spring (March/April) promotion		EA
Toyota	Establishing contact to discuss/negotiate spring (March/April) promotion		EA
Kroger	Establishing contact to discuss/negotiate possible spring promotion		EA
Radio Promotion V-103	Will meet with DJ Frank Ski in February for initial discussion regarding his annual summer radio promotion & Caribbean trip.		EA
PRESS TRIPS			
The Commercial Appeal	Sent information to Anita and requested	Await Anita's response	EA

The Tennessean	suggestions and directions.		
Birmingham News			
Savannah Morning News			
Charanooga Free Press			
TRADE			
Fam Trips	April 17-20, 03' to GBI with Air Tran		
	10 agents - from Atlanta.		
	May - to GBI with GBV/Laker 20		
	agents from Tennessee.		
	June - to Nassau with Delta 20 agents		
	from Atlanta. DV top 50 list.		
	June - to GBI with GBI/Laker 15 agents		
	from Alabama.	Cancell - No service this year.	
Trade Shows			
NTS - Birmingham 3/3/0	Ordered brochures & promotional items	Travel advance funds & make trvl plans	EA
NTS - Nashville 3/4/03	Ordered brochures & promotional items	Travel advance funds & make trvl plans	PD
NTS - Knoxville 3/5/03	Ordered brochures & promotional items	Travel advance funds & make trvl plans	EA
NTS - Atlanta 3/6/03	Ordered brochures & promotional items	Travel advance funds & make trvl plans	PD
Suppliers Event	Should receive answers from Air tran	Forward Air Tran response to JM for	EA
	by Tuesday. District Manager out of	hotel & land arrangements. Confirm with	
	office. All suppliers were informed and	suppliers.	
	they are holding dates.		