



HAHN/FORISTAL Travel Management, Inc.
A Full Service Destination Management Company
7900 E. Greenway Road, #202, Scottsdale, AZ 85260 480-922-3226
www.hahnforistal.com

NEWSLETTER

Winter 2009

IMPORTANT PLEASE NOTE that effective September 1st, 2009 we have moved around the corner in our same building and our suite number has changed to **Suite 202**.

Optimism Emerges on Tourism's Economic Future

Despite a 5.5 percent drop in the world's tourism economy this year due to the recession, the industry should grow by 4 percent a year over the next 10 years, says *Meeting News*. The projection was made by the World Travel & Tourism Council, London, in partnership with Oxford Economics. Last summer's financial meltdown shrunk the global economy "at the steepest rate" since the end of WW II. But there are signs of an upward revision as a result of record monetary stimuli, revived credit and increased value of assets.
(MiMegasite.com; *Travel Advance*, Nov. 20)

Scottsdale's Room Rate Challenge Drives New Business for 2010

After two months, the Scottsdale CVB's new program – Scottsdale's Room Rate Challenge – has generated three new bookings that will have a \$600,000 economic impact on Scottsdale. An additional 18 leads also were generated and these companies are still considering Scottsdale for their future programs. Due to the program's success, the CVB and the nearly 40 participating properties are extending the program for meetings booked and held in Scottsdale through Dec. 31, 2010. The Room Rate Challenge was designed to challenge the perception of meeting planners that Scottsdale is not affordable for group meetings. To date, the program has been promoted to meeting planners via e-mail blasts, sales calls, print and online advertising, public relations, social media and letters to Fortune 500 CEOs and meeting planners. For complete details on Scottsdale's Room Rate Challenge, visit www.ScottsdaleRateChallenge.com.

Diamond Backs and Rockies Break Ground on New Spring Training Facility

Opening Spring 2011 -- Two Tribes, Two Teams, One Home - The Salt River Pima-Maricopa Indian Community is partnering with the Arizona Diamondbacks and Colorado Rockies to build a Major League Baseball spring training facility on Community land. It is the first Major League Baseball spring training facility to be built on Indian land in the nation.

The multipurpose facility includes an 11,000-seat capacity ballpark, a total of 12 practice fields and office buildings that will include Major and Minor League clubhouses, training facilities, and offices for each team. The site is near Indian Bend Road and the 101 Freeway.

The site for the spring training complex is on 140 acres of scenic landscape that has unmatched views of Camelback Mountain, the McDowell Mountains, Four Peaks, Red Mountain, and the Superstition Mountains.

The site offers the Arizona Diamondbacks and Colorado Rockies a unique opportunity to work collaboratively with a Native American community and to create a stadium and sports complex that showcase cultural diversity and the rich history, culture and artistic values of the Pima and Maricopa Indian tribes.



WHAT'S NEW?

TEAMBUILDING FOR A CAUSE

This program is in partnership with the “give to win” project that we have initiated to help connect groups to a local cause or charity. As importantly as who we are helping we provide a unique interactive process that helps participants value volunteering back in their personal lives in the areas of their choice. Facilitated by professionals with event and charity backgrounds as our TEAM process is designed to still bring an element of competition against the goal and objective. We offer “TEAM” give to win” happy hours to fit into your schedule or you can plan a half to full day activity based on your time availability.

Here are a sampling of the events we offer:

Build for Play Projects: Teams collaborate and work together to build a project or item to donate to a local group home, kid’s shelter, park or Food Bank

Cooking for A Cause: We will take a team chef program and build in the TEAM process with a local food bank to provide 50 meals per participant as the end result

Clean & Fix It Up: Get out and clean up a park. Paint a community center. Provide an exterior redo for a group home. Clean up the desert or beach. We offer a variety of great ideas and ready to go solutions to combine hands and hearts to help the environment

Competition for School Supplies: Choose from an Amazing Chase, or a Sports Party, Texas Hold-em, or a Golf Tournament and we will build in a value to provide back packs and school supplies for adopted schools in the community.

Just Serve: Just get out for a few hours and serve in the community. After the experience we will facilitate a 1-hour session on “making and taking time” to serve. This 1-hour provides tips on finding balance and purpose through community service projects.

Please let us know how we can be of assistance to you with your upcoming program(s). We are happy to work with you to arrange site inspections and create a successful and dynamic program! Whether your group is large or small, our goal is to provide each and every participant service of the highest quality. Please feel free to call us at 480-922-3226 or e-mail us at the following:

Ed Hahn – President – ed@hahnforistal.com

Rico Francisco – Director of Sales – rico@hahnforistal.com or sales@hahnforistal.com

Penny Seemiller – Program/Operations Manager – penny@hahnforistal.com

Don’t forget the website! www.hahnforistal.com (Check out our new Flight Tracker link on our Home Page)

<http://twitter.com/azexperts> 

Hahn-Foristal
is a proud
member of:

