MICEport LLC
www.miceport.com

The PASSPORT

by MICEport

March 2016, Issue #1

Visit and Share... London

Meet MICEport

Ireland Meeting Offer

A Worldwide MICEport Minute

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MICEport DMC
www.miceportdmc.com

Welcome to

The Passport *by MICEport*

Dear Meeting and Incentive professional,

Welcome to our first 'new look' newsletter. The Passport, by MICEport. Myself and my team want to make this an informative, interesting, thought provoking and above all useful tool for anyone who is working with international meetings and incentives.

MICEport is a marketing events company, specifically in the MICE market, who specializes in International MICE programs. I hope that you find this newsletter informative and if you have any suggestions, please let us know.

In the coming issues we will be getting thoughts from people within the industry, Meet the DMC (MICEport DMC partners), special offers to our subscribers for MICE programs as well as some fun items. This month we have a large focus on Ireland with St. Patrick's Day on the way!

Thanks once again for your support over the last five years and we look forward to working with you and your international MICE groups.

All the best,

Matthew

President & CEO
MICEport LLC

Visit and Share...

London

MICEport recently went to London to visit our DMC Partner, Metier UK DMC, and to see some of the beautiful, new, renewed and unique hotels, meeting space and venues in London. Here is a small glimpse of what we saw!

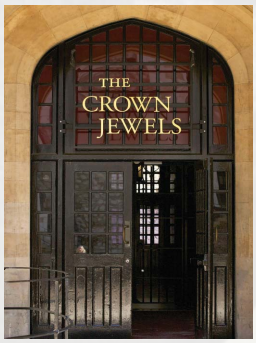
HILTON LONDON BANKSIDE

The Hilton Bankside really surprised and thrilled MICEport. It is truly a unique hotel in London and reflects the area where it is located. Most MICE buyers may have missed this hotel as it recently opened but do not miss this hotel for your next meeting or incentive! The hotel has 292 rooms and 10,000 sq ft of meeting space - which in my opinion is extremely well designed with lighting and space.

For over 2000 years, entrepreneurs, artists and party goers have flocked to the area including William Shakespeare, who lived and worked in the area for most of his time in London. This riverside district shares a wealth of historical landmarks and a tangle of gentrified streets. Lining the Thames with historic treasures, free live music, street markets, pop-up events and award-winning museums. It is ideally located in the heart of Bankside (South East London) and only a stone's throw away from the Tate Modern, Borough Market, HMS Belfast, The Tower of London, Shakespeare's Globe. In our opinion this is a great hotel for hi-tech, pharma and unique product clients. To learn more visit the MICEport Blog here

THE CROWN JEWELS FOR BREAKFAST

The Crown Jewels, which are part of the Royal Collection, are guarded by Yeomen Warders ('Beefeaters') in the Tower of London. The Jewel House at the Tower has been used for the secure storage of the 'Crown Jewels', since the early 14th century. The oldest piece of the Regalia is the 12th century gold Anointing Spoon, used to anoint the Sovereign with holy oil.



MICEport DMC, Metier, can go above and beyond for a breakfast meeting.— why not have your breakfast meeting in the Tower of London following your private viewing of the crown jewels? Email inspireus@miceport.com and we will tell you more!

métier uk dmc
www.metier-ukdmc.com

MICEport DMC in London

(England & Wales)

Meet MICEport

1. Name: Matthew McElroy
2. Position in Company: President and Owner
3. How many years in business? We will be celebrating 6 years in March
4. How many years have you been in the MICE business? I don't like this question...
5. Where are your offices? Headquartered in Washington Crossing, PA, London (UK) and Dublin (Ireland)
6. Why should a client work MICEport? We work with some of the most respected, creative and established international DMCs while offering unique and authentic experiences. All of our DMCs are owner managed and have been in business on average 27 years. We offer multi-year contracts, which benefits our clients not only financially but also enable us to have a multi-year knowledge of the client for different destinations.
7. What destinations does MICEport work with? Ireland, Scotland, England, Wales, France, Monaco, Italy, Morocco, Germany, Austria, United Arab Emirates, Oman

PERSONAL

8. What is your favorite band? U2 – it has to be!
9. What do you like doing when you are not working? I love finding and recording new music, playing golf and exploring/learning new destinations and cultures.
10. What is your favorite restaurant in in your area? I love Dmetris in Philadelphia – the original one on 3rd Street. BYOB, no reservations, tiny restaurant, a great local haunt and fantastic Greek food.
11. What is your 'must-have travel item' that you can't travel without? (other than ipad, iphone & laptop) As long as I have my ipad, iphone & laptop, I must have 2 items: 1. my BOSE headphones 2. my travel wallet that I have had for the past 15 years!

12. Where is your favorite place to go on holiday? Quick break in Europe – I love Italy, especially the Umbria region. A day trip in the USA – Lancaster to visit the Amish. Long Haul – Fiji
13. What destinations would you like to visit? South Africa

MICEport Destination
Ireland & Northern Ireland

CORPORATIONS IN IRELAND

There are many USA and Canadian companies based in Ireland due to the beneficial corporate tax, quality of employees and the proximity to mainland Europe and the United Kingdom. This offers a great opportunity for international corporations to do meetings and incentives in Ireland.

On top of the business case, the island of Ireland has some of the most unique venues, creative partners, the warm Irish welcome and of course the craic!

CURRENCY & USEFUL TOOLS

The Republic of Ireland uses the Euro (EUR) as its currency, while Northern Ireland uses the British Pound (GBP). To see the current currency exchange, Tax deductions and size conversion rates, click here. The EUR and GBP vs the USD and CAD has been very favorable for US and Canadian Incentives and meetings in the year and continues to be. MICEport offers USD and CAD rates on all Incentive and Meeting programs. The time is now to buy European programs on currency alone!

AIRPORTS, AIRLINES & SERVICES

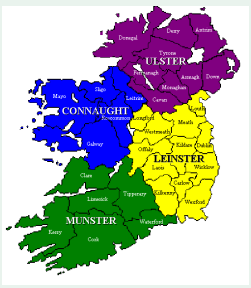
The 3 main airports in Ireland that serve the USA and Canada are **Dublin**, **Shannon** and **Belfast**. The airlines that operate direct air access from North America to the island of Ireland are Aer Lingus, American, United, Delta, Air Canada, Air Transat.

Ireland also has Pre-clearance of US Immigration and Customs in Dublin and Shannon., so when your meeting or incentive groups leaves either Dublin or Shannon you clear US Customs and Immigration and arrive in the USA as a domestic flight, thereby bypassing the lines in your USA destination.

IRELAND INCENTIVE & MEETING AREAS

The main incentive and meeting areas in Ireland are:

- Dublin, Limerick,
- Belfast, Cork,
- Killarney, Galway.



MICEport DMC—Ireland

Wallace Travel Group is a private, Irish owned DMC in Ireland, specializing in incentive travel and meetings & conferences. Their goal is to listen to and understand all the clients' needs and find perfect travel related solutions backed with a world class service and attention to detail.

Wallace Travel Group
Creative Incentive Solutions
Meeting & Conference Solutions
Proven Event Management Solutions

Wallace Travel Group has been operating since 1972 as an independent DMC with its head office in Dublin. Derek Wallace is the owner operator of Wallace Travel Group and MICEport have worked with his team for the last five years.

MICEport's CEO, Matthew McElroy, has known and done business with WTG for 15 years and said that "***Derek and his team offer a consistently high quality, unique, creative and authentic Irish experience…It doesn't matter if it is in Dublin, Belfast or the west coast of Ireland, they always excel in their delivery and program ideas.***"

Quick Facts - MICEport DMC in Ireland - Wallace Travel Group

Year Company Started
1972

Destinations Served
All Republic of Ireland and Northern Ireland

Office Location
Dublin

Number of Staff
9

Liability Insurance
Yes

DMC Affiliation
Independent

Services Offered
- Dynamic Incentive programs
- Corporate meetings
- Association conferences
- Special interest tours
- Alumni groups
- International meetings
- Product Launches

Past Group Sizes
10 - 3,000 People

Contact in the USA and Canada
MICEport LLC
inspireus@miceport.com

Businesses can claim VAT back in Ireland and Northern Ireland in certain circumstances.

For more information on tax back click here or contact MICEport at inspireus@miceport.com.

MICEport DMC
www.miceportdmc.com

Request an Ireland Proposal here

REQUEST FOR PROPOSAL

MICEport Meeting Offer

MICEport has a fantastic Meeting Offer in Ireland with the beautiful Clontarf Castle Hotel in Dublin.

from US$350

- Overnight accommodation with full Irish breakfast
- Day Delegate package includes:
  - Meeting room hire,
  - Data projector & Screen,
  - 100 MG Wi-fi,
  - Mineral water in meeting room,
  - Morning & afternoon coffee breaks,
  - Lunch with coffee,
- Dedicated event coordinator
- Dinner in "Fahrenheit" double AA Rosette Restaurant

CLONTARF CASTLE HOTEL

Includes All Taxes, Minimum 20 persons. Subject to availability at time of booking.

Only available through MICEport. Contact Us inspireus@miceport.com

A Worldwide MICEport Minute

MICEPORT CARES

Help for Heroes is MICEport's official charity for 2016. **Help For Heroes** is a UK based charity who provides direct, practical support to wounded, injured and sick Service personnel, veterans, and their families.

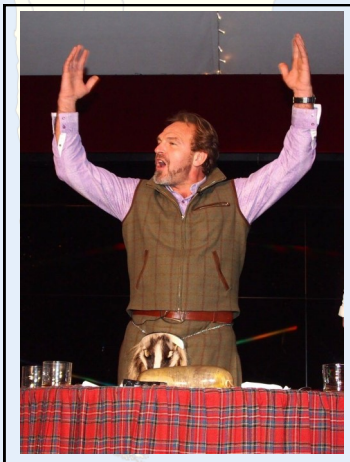
MICEport's CEO, Matthew McElroy, will be taking part in the Help for Heroes challenge in June 2016 to follow the iconic Western Front from Verdun to Ypres. 350 miles over 5 days with civilians, veterans and the Band of Brothers. If you would like to support please or find out more **click here**.

MOROCCO, OCTAV TOUR DMC

"Couleurs bérbéres" is unique resort in Morocco, just at 30 km from Marrakech an authentic concept in accommodation, a traditional lodging like the Berbers, nomadic tents in the desert but with all the comfort needed for a successful event.

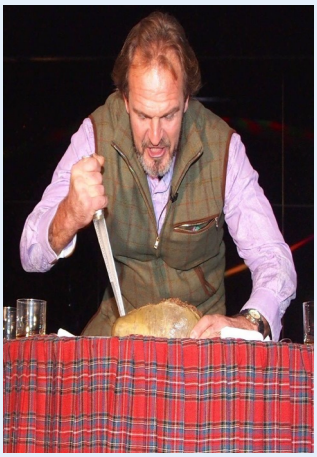
The atmosphere at "Couleurs bérbéres" brings people together thus being a perfect place for Incentives, seminars, meeting and team building events. Contact MICEport DMC- Morroco, and see what our great DMC in Morocco, Octav Tours DMC, can create for your next incentive or meeting program **inspireus@miceport.com**

HELLO SCOTLAND



MICEport DMC in Scotland, William (Bill) Thompson, Owner of Hello Scotland, is putting everything he has into addressed the haggis in front of hundreds of conference delegates in Edinburgh last week.

You can't be shy in this business and you have to have passion...we think Bill has the measure of this! Scotland has such a variety of activities, venues and such a warm welcome, which is only enhanced by Hello Scotland's enthusiasm, creativity, partnerships, knowledge and fantastic staff members. What a man...good on ya Bill!



MICEport DMC Request for Proposal Click Here

A Worldwide MICEport Minute

(continued)

WORLD RECIPE—ST PATRICK'S DAY WITH A GREEK TWIST *(TRY AT HOME)*

"Catherine Fulvio makes Harissa Flavoured Lamb Burgers with Tzatziki"

Many thanks to MICEport's friend Catherine Fulvio, who gave us this very special recipe and video **CLICK HERE** – THANK YOU Catherine.

Growing up on a farm in Ireland, Catherine can really appreciate the source of Ireland's daily ingredients and actively think about the way our food is produced. Now third generation at Ballyknocken House, Catherine's Irish blood and Italian heart is a winning combination. She is one of Ireland's top culinary stars and is the proprietor of Ballyknocken House & Cookery School. She is a regular on national radio and TV in Ireland as well a appearing on NBC's Today Show.

Catherine loves using authentic Irish ingredients and what better ingredient to use on the Celebration of St Patrick's Day than her world famous Irish Lamb. Of course, Catherine has a particular affinity to using Irish Lamb and especially her much revered Wicklow Lamb at Ballyknocken House Farm & Cookery School.

Remember to look at MICEport's sample program in this newsletter – Ballyknocken Farm is featured.

MICEPORT DMC FRANCE—IKEBANA

MICEport DMC - France, Ikebana completed a program with a wonderful financial group of 200 people last week.

The group is pictured on the left on the famous stairs of Cannes Palais des Festivals. Great job Laëtitia and Elsa!

France and Monaco have so much to offer clients for every budget and industry sector. Right now the exchange rates, the variety of venues and our great DMC partner equates to a great opportunity for North American groups, contact us inspireus@mieport.com

TELL US SOMETHING WE DON'T KNOW...

Olympics 2024 - Rome's historic monuments will be at the center of the city's bid for the 2024 Olympics. A cycling sprint alongside the Roman Forum. Beach volleyball at the Circus Maximus. The marathon passing through St. Peter's Square and finishing under the Arch of Constantine. A nightly parade of athletes at the Colosseum.

Contact MICEport DMC– Italy, and see what our wonderful DMC in Italy, Studio ITER, can create for your next incentive or meeting program **inspireus@miceport.com**

Our New Home

MICEport has moved into its new Headquarters home and we are all very excited!

MICEport's CEO, Matthew McElroy, said that he wanted "***Something historical, unique and authentic reflecting our company philosophy and the programs that we offer North American clients".*** So we found a beautiful former Methodist Church in Washington Crossing Pennsylvania dating back to 1855 at the site where General Washington Crossed the Delaware River on December 25, 1776 for the Battle of Trenton.

Matthew said that "***the new MICEport Headquarters has to reflect the creativity of MICEport as a company, our DMC partners throughout the world and also the clients that we serve. The new HQ is ideally located between New York (about an hour away) and Philadelphia (40 minutes away) which is where the vast majority of our incentive and meeting clients are located. We do have staff members throughout the USA and we will be looking to have offices and more employees in those areas in coming months***".

Our official opening of the new office will be in May. In 2015 we opened up our London (U.K) office as well as our Dublin (Ireland) office to serve clients in those markets.

We look forward to welcoming you to our new office.

www.miceportdmc.com

Ireland Offer & Sample Program

CLONTARF CASTLE HOTEL

Contact Us

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inspireus@miceport.com www.miceportdmc.com

LET'S MEET!

If you are a meeting or incentive planner, contact MICEport on any of the numbers above or email us at **inspireus@miceport.com**.

We guarantee that you will not be disappointed with the creativity, speed of return and budgeting for your program. Our staff and DMC partners are here to make your program the most memorable and efficient as possible, so let's meet to discuss all your meeting and/or incentive needs.

We promise we will inspire you, **inspireus@miceport.com.**

WE'RE HIRING

As you can see MICEport is expanding to meet our incentive and meeting professionals needs. If you are interested in joining our dynamic team in North America to sell, create and be part of an international team. We have many opportunities in sales, partner relations and creativity functions. We have full time, contractor and affiliate opportunities to represent MICEport and our 12 international destinations.

Please send us you resume to **inspireus@miceport.com**, we look forward to hearing from you.

www.miceportdmc.com