

# 18th Annual DMC SPOTLIGHT

## Highlighting the top brands in the world of DMCs

We asked, you decided: with travel and destination events being a top priority for so many after the years of pandemic isolation we all endured, DMCs are having a moment, and they deserve recognition. *Here are some of the biggest brands in the DMC world*—the experts with insider access to the best destinations on earth.

### UNDER \$5 MILLION ANNUAL REVENUE

#### ACCENT NEW ORLEANS, INC., A DMC NETWORK COMPANY

New Orleans, LA

[www.accent-dmc.com](http://www.accent-dmc.com)

**Top Officer Name & Title:** Diane B. Lyons, CMP, DMCP, President

**Average Number of Programs/  
Events Per Year:** 50

**Estimated 2022 Revenue:** \$1.5 Million

**Capabilities:** ACCENT New Orleans, Inc. has been creating exemplary, innovative events that embody their clients' visions and exceed expectations for 31 years. As a full-service event planning and destination management company, the team at ACCENT New Orleans specializes in event planning, from incentive and corporate events, galas, and receptions to virtual and hybrid events. ACCENT works with clients to incorporate the "only in New Orleans moments" and

entertainment that fit their event: local talent, interactive entertainers, parades, marching bands, artists, caricaturists, and speakers.

**Noteworthy Programs/Events in 2022:** In 2022, ACCENT's nimble team of five full-time employees supported and executed 67 programs. One exceptionally noteworthy event: the company received a call from a colleague in Florida about an event in New Orleans to take place two weeks later. The March 2022 dates were during the busy festival season and NCAA Final Four Tournament. With limited resources after the pandemic and a quick turnaround, there was no time for a site visit—plus the client was traveling internationally so communication was hard. Challenges were overcome, and ACCENT produced two evening events as well as a private chef demo for execs that turned into a full dinner the day before. In the end the client was thrilled, and attendees had a wonderful time! Strong relationships helped secure the business and execute the event.

**Trends to Watch:** The most important trend for DMCs is technology which streamlines operations and enhances the attendee experience. Artificial intelligence (AI) is the most popular trend in meetings and events. With this technology, DMCs save time and money by automating tedious tasks like registration and check-in, as well as providing more accurate data for planning and making decisions. AI can also help create more engaging and interactive experiences for attendees by providing personalized recommendations and content. Additionally, AI can be used to analyze data from an event for efficiencies and insights. AI is revolutionizing the meetings and events industry; however, it doesn't replace the DNA of DMC management, which is the relationship between client and suppliers.

**CHICAGO IS...**  
A GLOBAL DMC PARTNER  
our kind of town

**CHICAGO IS..., A GLOBAL  
DMC PARTNER**

Chicago, IL

[www.chicagois.com](http://www.chicagois.com)

**Top Officer Name & Title:**

Katherine Kirk Fenech, CEO and Managing Partner

**Average Number of Programs/  
Events Per Year:** 75

**Estimated 2022 Revenue:** \$4.2 Million

**Capabilities:** Chicago Is... primarily serves the Chicagoland area with additional service in the Midwest. In the 47 years Chicago Is... has been in business, they have functioned as a boutique DMC. The company is known for matching the perfect local solutions, planning, and logistic support with the creative touch to provide a seamless and memorable guest experience. Their principal event focus is Corporate, Association, and Incentive Programs. Chicago Is... has had the opportunity to expand within

those categories offering a greater scope of services. Chicago Is... ever evolving to stay ahead of trends and cultivate seamless new services before the client even knows they have the need. The company is looking forward to a successful 2023 with more contracts secured before the first quarter than in any past year!

**Noteworthy Programs/Events in 2022:** The Chicago Is... Team saw an explosion of program requests in 2022, with 75 programs produced at the conclusion of 2022. One challenging event had a quick turnaround when a client requested an 800-person dine-around. The challenge was to find

restaurants within walking distance of a downtown hotel, within budget, still available six weeks prior to the event start date and bidding out to three DMCs.

In another case, a client only mentioned once they were touring onsite that they needed a larger group. The team pivoted quickly to also show spaces that would work for the larger event. With quick thinking they were able to showcase unique venues that fit the client's out-of-the-box meeting needs, and a small 20K program quickly grew to 150K+.

Another event success: Chicago Is... met a new client at IMEX Vegas in 2021. While she had never

Chicago Is... was **AMAZING FROM START TO FINISH**. They went above and beyond with our off-site catering event. I would highly recommend their team for any project.

Chicago Is... was great to work with. They really jumped in last minute to make our event a **SUCCESS**.

Chicago Is... was fantastic!! They had us all situated and were on top of everything. Their pieces were the only thing **I DIDN'T HAVE TO WORRY** about and they came through.

Chicago Is... was **AMAZING** to work with, we had to pivot a few times and they were able to roll with it!

I would like to thank the Chicago Is... team for your exceptional service last week during our Rewards Trip. The program services were all **FIRST-CLASS**.

**CHICAGO IS...**  
A GLOBAL DMC PARTNER  
our kind of town

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**CHICAGOIS.COM**  
THE PREMIERE MIDWEST EVENT PRODUCTION COMPANY



## 18TH ANNUAL DMC SPOTLIGHT

worked with a DMC before, the team stepped in, and after the event, the client said she would use a DMC on all her programs moving forward.

**Trends to Watch:** The biggest trend will be a continuation of the short turnaround programs. First, clients are still playing catch-up and cannot get ahead of their planning schedule. Second, C-Suite decision makers are apprehensive to pull the trigger on events and wait until they feel comfortable with the market. This second indicator fuels the first, creating a cycle that will take time to rectify.

A second trend ACCENT is seeing is less restrictive budgets than in 2021 and 2022. We will continue to see conservative spending from international clients traveling to the U.S., opposed to higher budgets for domestic-based companies traveling within the U.S.

### DESTINATION MUSICK CITY, A DMC NETWORK COMPANY

Nashville, TN

[www.destinationmusickcity.com](http://www.destinationmusickcity.com)

**Top Officer Name & Title:** Valerie Summers, VP Queen of Everything

**Average Number of Programs/Events Per Year:** 350

**Estimated 2022 Revenue:** \$4 Million

**Capabilities:** Destination Musick City is a full-service Destination Management Company and a full service Scenic and Production Company in Nashville—as they say, if they don't already own it, they can build it. The company is celebrating its 40th year in business, with the DMC celebrating seven successful years.

**Noteworthy Programs/Events in 2022:** Vanderbilt University Reunion Celebration; TN Kidney Foundation Gala; Nashville Wine Auction Gala; Swan Ball; TN Heart Walk; TN Heart Foundation; Journeys Sales Meeting

**Trends to Watch:** Digital technology juxtaposed with retro activations

### HANA APRIL INC

Minneapolis, MN

[www.hanaaprilinc.com/](http://www.hanaaprilinc.com/)

**Top Officer Name & Title:** Hana April Chughtai, Wicked Visionary

**Average Number of Programs/Events Per Year:** 75

**Estimated 2022 Revenue:** \$1.2 Million

**Capabilities:** Hana April Inc is a Creative Events Agency that specializes in 360 design experiences. They are a full-service agency with divisions in creative production, custom fabrication, event rentals, custom gifting, and an in-house floral studio.

**Noteworthy Programs/Events in 2022:** Four Day Multicultural Wedding in Chicago, IL; Surescripts Company Wide Picnic (first of its kind with over 500 attendees); Star Tribune Best of Minnesota

**Trends to Watch:** Back to customized experiences, fun activations, and innovative branding at events. People are still very excited to get together and gather!



### ULTIMATE VENTURES

Dallas, TX

[www.uvdm.com](http://www.uvdm.com)

**Top Officer Name & Title:** Laurie Sprouse, CITE, CMP, DMCP

**Average Number of Programs/Events Per Year:** 100–150

**Estimated 2022 Revenue:** \$4.5 Million

**Capabilities:** Serving Dallas and Fort Worth, Ultimate Ventures celebrates its 30th anniversary in 2023. As the only women-owned and ADMEI-accredited DMC in

North Texas, the company uses its deep local connections to pull together unique award-winning events as well as flawless complex transportation programs for its discerning clients.

**Noteworthy Programs/Events in 2022:** Ultimate Ventures won the 2022 ADMEI awards for Best Overall Program for a last-minute

"Hail Mary" Annual Meeting and for Best Décor/Design for a stunning "Wildflower Welcome." The company also won three ILEA Texas Star Awards for Best Event Design & Décor over \$75K, Best Event Solution, and Best Meeting/Conference/Program over \$500K.

**Trends to Watch:** Business is back, and the Dallas-Fort Worth area is booming. As companies return to face-to-face meetings, Ultimate Ventures is seeing larger meetings, more team-building activities, and a renewed desire to create meaningful connections.

**\$5 MILLION TO \$10 MILLION ANNUAL REVENUE**



### ADVANTAGE DESTINATION & MEETING SERVICES

Miami Beach, FL

[www.advantagedms.com](http://www.advantagedms.com)

**Top Officer Name & Title:** Jim Post, DMCP, Partner

**Average Number of Programs/Events Per Year:** 300

**Estimated 2022 Revenue:** \$9 Million

**Capabilities:** Approaching their 25th anniversary in business, Advantage Destination & Meeting Services serves nearly the entire state of Florida from their Miami-based headquarters. The company's markets include Miami, Fort Lauderdale, Palm Beach, Boca Raton, Orlando, Tampa, Naples and Marco Island. They are a full-service DMC with a 15,000 square foot Design and Decor facility on site, with walk-in coolers and in-house design services for their clients.

**Noteworthy Programs/Events in 2022:** One of the single largest programs in their 25-year history was executed at the Four Seasons Hotel Palm Beach with a hotel buyout for their high-end clients. The program included a buyout of the National Croquet Facility, a Grand Yacht Charter, and three on-site, full-scale decor events including an after party in a mystical garden with live fairies and nymphs, trees, and garden swing sets.

**Trends to Watch:** We are approaching the summit of the events bubble where pent up demand is plateauing, and demand and turnaround times are becoming more realistic. With that, Advantage also sees purse strings tightening on upcoming budgets as the market pivots to cost savings and more prudent spending.

### BIXEL & COMPANY

Los Angeles, CA

[www.bixelco.com](http://www.bixelco.com)

**Top Officer Name & Title:** Dabney Bixel, President & CEO

**Average Number of Programs/Events Per Year:** 250

**Estimated 2022 Revenue:** \$9.5 Million

**Capabilities:** Bixel & Company has a reputation for producing unforgettable events coupled with unparalleled execution, in addition to exhibiting a masterful grasp of their destination's ins and outs. The L.A.-born and -bred team notes the longevity and diverse interests of its members, giving them unrivaled knowledge of the destination, ranging from iconic Los Angeles landmarks to the hippest new restaurants and nightspots, as well as access to many exclusive venues and private clubs. From Fortune 500 companies to boutique independent firms, the company's diverse clientele entrusts them with their most critical event, destination, incentive and meeting needs.

**Noteworthy Programs/Events in 2022:** 2022 was both an uplifting and innovative year for the Bixel team. A top highlight included producing the high-profile Summit of the Americas events for the U.S. government, which was an honor for the team. It was a huge hit with the clients, and they felt it was an amazing accomplishment on Bixel's production side.

Bixel & Company also hosted and produced a wonderful event for a nonprofit organization that provides summer camp and mentorship programs for foster children in the Los Angeles area.

**Trends to Watch:** The focus on team building programs has been stronger than ever in 2022. This appears to be due to the separation so many colleagues and corporate teams experienced during the pandemic, and this trend is continuing steadily into 2023. Clients are still leaning toward utilizing outdoor venues for functions not only for COVID purposes, but also because LA's gorgeous weather allows for outdoor venues practically year-round!



### CE GROUP, INC., THE

San Antonio, TX

[www.cegroupinc.net/](http://www.cegroupinc.net/)

**Top Officer Name & Title:** Janet Holliday, DMCP, President & CEO

**Average Number of Programs/Events Per Year:** 30-40

**Estimated 2022 Revenue:** \$5 Million

**Capabilities:** The CE Group, Inc. creates custom experiences by understanding the needs and requests of their clients and working them seamlessly into a customized program. As the only accredited DMC in San Antonio, they infuse the senses of San Antonio into each of their innovative experiences. The company makes it their priority that the client is stress-free during the planning and execution of the program by building a relationship based on trust. The markets The CE Group, Inc. serves include convention groups, associations, corporate groups, and incentive groups.

**Noteworthy Programs/Events in 2022:** For their event Routes Americas, the team brought hundreds of senior professionals from leading airlines, airports, and other aviation stakeholders to San Antonio. Their visit included multiple days of a VIP Program, pre-conference tours, airport transfers and a curated networking event to include overall event planning and production support.

Their event, Belfor, took shape as a "Heart of a Hero" Epic Block Party. This was a tribute to local everyday heroes: firefighters, police, EMS, etc.



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The block party embodied nostalgia and patriotism displayed as a parade, picnic, tailgate, and concert under the stars.

Other landmark events included hosting a conference for 7x24 Exchange entitled "Building for the Future" highlighted Fiesta, Texas, and the future; as well as a multi-day forum for Air Conditioning Heating and Refrigeration Institute (AHRI).

**Trends to Watch:** Teambuilding, attendee selected gifts, inclusion of spouse/family, interactive experiences, more focus on the destination.



### DECO PRODUCTIONS

Miami, FL

[www.decoproductions.com/](http://www.decoproductions.com/)

**Top Officer Name & Title:** Nicholas Zazzera, President

**Average Number of Programs/Events Per Year:** 85

**Estimated 2022 Revenue:** \$7.2 Million

**Capabilities:** DECO Productions has served the South Florida community in special event productions and destination management for over 30 years. Hailed as the "go-to" company for creativity, customer service, value, and dependability, their clients rely on them to produce impeccable events. Housed in its 20,000 square foot facility are artisans, designers, carpenters, seamstresses, and production personnel who create the magic that is the "DECO" experience.

**Noteworthy Programs/Events in 2022:** 2022 was a big year for Deco Productions. The company

started the year with its involvement in the annual South Beach Wine and Food Festival, designing custom booths for wine and spirits exhibitors. Then, they were a part of the annual Morikami Gala where they played off the theme of "Year of the Tiger" with unique decor and entertainment. They also had a blast at Joia Beach where they threw a networking event for Checkout.com, who was heavily involved in Miami's Bitcoin Conference. Finally, they produced an entire conference for a cyber security company called Acronis planning their meetings, receptions, and exhibits for over 1,000 attendees.

**Trends to Watch:** 2023 is looking very promising already. We are going to see a high volume of both corporate and social events. It looks like decor trends will include minimalistic looks, lots of colors, custom builds, elevated ceiling decor, and increased use of lighting. For entertainment, Deco Productions is seeing more live bands and musicians, unique themed acts, and increased use of technology for guests. When it comes to corporate events and clients coming to their locations, they are looking for expertise and a high level of service to ensure the group has a successful experience.

### DESTINATION SOUTH MEETINGS AND EVENTS

Atlanta, GA

[www.destinationouth.com/](http://www.destinationouth.com/)

**Top Officer Name & Title:** Cynthia Alford, Owner

**Average Number of Programs/Events Per Year:** 250

**Estimated 2022 Revenue:** \$12.5 Million

**Capabilities:** Destination South Meetings and Events is a fully accredited powerhouse of

destination management, event production, event marketing, and meeting management in the virtual, hybrid, and in-person environments. Established in 1995 by President & Managing Director, Cynthia Alford, DMCP, the company's goal is to provide innovative and transformative event experiences for their clients worldwide. They have offices in both Atlanta, Georgia and Charleston, South Carolina.

The professionals at Destination South have numerous years of experience in the corporate, association, and non-profit markets on events large and small—ranging from 50 to 40,000 attendees—as well as incentive programs in the Southeast and across the country.

#### Noteworthy Programs/Events in 2022:

In 2022, across both locations, Destination South experienced what they call a "tsunami of opportunities." They were fortunate to turn these into many incredible experiences for clients and attendees, including a last-minute holiday party for 4,000 attendees for one of the world's top three most recognizable brands, and a multi-day event featuring the best and brightest of Atlanta's art scene inspired design, music, and entertainment that proved without a doubt that beautifully designed and themed events are truly back! With 27 years of relationship and brand building, plus an amazing team as the ingredients that allowed for designing and producing so many amazing programs in 2022, they worked often with extremely compressed timelines due to uncertainty, as well as availability of dates, venues, and resources. As everyone returned to full speed, the goal was to be a trusted and reliable partner to their clients in this watershed year.

**Trends to Watch:** Short lead times and compressed timelines seem here to stay. Networking is back—and attendees crave time to network both in structured AND unstructured environments. Attendees want enough free time to enjoy the destination. Destination South suggests not packing the agenda so tightly that there's no time to explore the area, as well as giving back through activations and local event experiences. Providing charitable/philanthropic opportunities is in; also, wellness-focused events continue to intrigue planners and excite attendees.



### IVI DMC ENTERPRISES

Cancun, Mexico

[www.ividmc.travel/](http://www.ividmc.travel/)

**Top Officer Name & Title:** Jose-Manuel Garcia, Visionary, Founder & Seller of Dreams

**Average Number of Programs/Events Per Year:** 150

**Estimated 2022 Revenue:** \$5 Million

**Capabilities:** Since 1986, IVI DMC Enterprises has provided full

destination services for incentives, meetings, and ad-hoc events at more than 21 destinations in four Latin American countries (Mexico, Cuba, Dominican Republic, and Costa Rica). The company has their own Quality System based on the ISO 9001 standards, full-coverage liability insurance, safety and security programs, plus they support the local communities through its Foundation Amigos of the Planet.

**Noteworthy Programs/Events in 2022:** Together alongside one of their clients, the Mexican Caribbean office organized a showcase event for almost 800 attendees, working with various suppliers that put

**site DMCC MPI FICP**

**MEXICO • CUBA • DOMINICAN REPUBLIC • COSTA RICA**

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**SERVICES:**  
Programs Design • Meet & Greet • Transportation • Team building • Venues • Hospitality Desk  
• CSR Events • Dinner Programs • Activities & Excursions



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their trust in the IVI team to help organize different activities and local experiences for their booth activations. A few activities that the team organized for the showcase included a hammock workshop, Mexican fair games, a cartoonist, a photo booth, henna tattoos, masseurs, Mayan characters, a Mexican candy station, and a piñata-making workshop—this last one being the most successful.

The company also planned a high-end event for a VIP group that wanted to have a nice private party in Tulum. The team managed to rent a luxurious beachside villa and organized a delicious barbecue with a private chef, premium open bar, and DJ in the best possible scenario—the breathtaking Caribbean Sea. The event was a resounding success.

**Trends to Watch:** Clients today are looking for more team-building events with a corporate social responsibility component, to give back while they work together towards a common goal. Another big trend is to integrate authentic experiences in which the participants can learn about the culture of the destination. IVI is also seeing a more specific focus on wellness activities that also include being in contact with nature.

### \$10 MILLION TO \$20 MILLION ANNUAL REVENUE

#### METROCONNECTIONS

Minneapolis, MN

[www.metroconnections.com](http://www.metroconnections.com)

**Top Officer Name & Title:** David

Graves, President & CEO

**Average Number of Programs/**

**Events Per Year:** 700

**Estimated 2022 Revenue:** \$20

Million

**Capabilities:** metroConnections services the corporate and association market. They extend far beyond traditional DMC offerings with services that include strategic planning, creative services such as video editing, stage production, hybrid and virtual events. They offer full event management with a focus on special events, décor, online registration, meeting management as well as transportation services.

#### Noteworthy Programs/Events

**in 2022:** In 2022, the company executed numerous in-person, hybrid, and virtual events for companies that include Pentair, Dominion, Patron, Sun Country Airlines, Cargill, Ecolab, Apple, QVC, Winnebago and many others.

**Trends to Watch:** Companies will continue to look for fresh ideas that contribute to the brand and messaging while incorporating engagement and employee/customer feedback within each event. Hybrid and virtual will continue to play a role in 2023 where organizations need to be cost conscious while still getting their messaging out to their audiences. Leadership development will continue to be a major theme of many event programs.



**PreferredDMCs**  
THE DESTINATION PARTNERS

#### PREFERRED DMCS

Barcelona, Spain

[www.preferred-dmcs.com](http://www.preferred-dmcs.com)

**Top Officer Name & Title:** Marc

Schwabach, DMCP

**Average Number of Programs/**

**Events Per Year:** 500

**Estimated 2022 Revenue:** \$10-15 Million

**Capabilities:** Preferred DMCS is a boutique consortium of select, independent, and highly qualified European DMCs providing global sales and marketing support to its members. Members are recruited by invitation-only and must have ADMEI membership, be well-established, and have strong reputations, and hold certification or accreditation.

#### Noteworthy Programs/Events

**in 2022:** High-end incentive travel programs, car launches, and top-notch corporate events throughout all of Europe, particularly in Greece, France, Spain and Portugal, Malta, Scandinavia, Ireland, and Poland.

**Trends to Watch:** Preferred DMCS sees increased budgets for incentive travel programs for less invitees that are very well-selected. Clients are better informed, and their expectations are higher than ever—and so are the requirements for DMCs as pivotal suppliers.



#### SOUTHWEST CONFERENCE PLANNERS

Scottsdale, AZ

[www.southwestconferenceplanners.com/](http://www.southwestconferenceplanners.com/)

**Top Officer Name & Title:** Jim

Lammy, Owner

**Average Number of Programs/**

**Events Per Year:** 700+

**Estimated 2022 Revenue:** \$16

Million

**Capabilities:** Southwest Conference

Planners has been planning

events for clients all over the state of Arizona since 1986 and are celebrating their 37th year in business this year. "SWCP" has become a well-known nickname in the industry among their trusted vendors, valued partners, and exceptional clients. SWCP takes great pride when it comes to creating a perfect Arizona experience. The services typically include but are not limited to the following: tours and activities, entertainment, event design, teambuilding, transportation, staffing, restaurant management, off property events, photography, videography, and really any service in Arizona.

#### Noteworthy Programs/Events

**in 2022:** In 2022, Southwest Conference Planners was extremely fortunate to welcome over 700 programs to Arizona. Some of the most noteworthy include: a curated specialty, local, farmers market for one of our repeats and brought it right to the attendees on property at the Phoenician Resort in October.

Another event was the "Art of Food" experience, where attendees experienced a different art-focused activation in each dining room location of the mansion. As guests made their way through the Wrigley Mansion in Phoenix, each room focused on an art activation including an art board charcuterie board, real living art, easel food signs, and more.

SWCP also created a full '80s themed conference to celebrate a client's 30th anniversary. SWCP had to create three different '80s themed nights that were completely unique.

**Trends to Watch:** SWCP has seen a big shift towards engagement. Spontaneous elements like creating entertainment that continually changes throughout the event keeps attendees waiting for the next big item or reveal. SWCP predicts that

people are going to focus more on what attendees can be doing and learning during events rather than what the event space itself looks like. By offering engaging elements to the event along with a beautiful event space, the goal is that people will have conversations about what they did while in the event space.

### \$20 TO \$100 MILLION IN ANNUAL REVENUE



#### CSI DMC

Washington, DC

[www.csi-dmc.com](http://www.csi-dmc.com)

**Top Officer Name & Title:** David Hainline, CEO

**Average Number of Programs/**

**Events Per Year:** 1000

**Estimated 2022 Revenue:** \$86

Million

**Capabilities:** CSI DMC is the destination and event management company clients trust to design and deliver exceptional experiences. Established in 1987, CSI is a privately owned company powered by an experienced, passionate team with deep destination knowledge and unparalleled creativity. Their core capabilities include elevated special events, innovative entertainment, décor and activations, customized tours, team building, and dine-arounds, top-quality meeting and hospitality staffing, and superior transportation and shuttle management. CSI DMC has 12 regional offices across the US and globally with CSI International.

**Noteworthy Programs/Events in**

**2022:** 2022 was a very productive year for CSI DMC. The company's creative team developed 529 new event concepts. On a larger scale, in Nashville, TN, the CSI DMC team delivered a stellar first-time street party celebration for 8,000 people involving over 68 vendors, 42 shops, entertainment, supporting acts, and 15,000 meals served.

For other events, it took four date changes for 1,300 eager global attendees to descend on Orlando for their company rebrand and celebration—and celebrate they did! In Boston, the innovative crew delivered multiple inspiring experiences for 300 people on a week-long incentive trip. The savvy CSI DMC team in Washington, DC, produced a coveted, high-level event for 200 VIPs on the National Mall while simultaneously planning an event at the Library of Congress. In San Diego, CA, the company's local experts were honored to arrange a first-ever corporate gathering and dinner amongst the jets at Marine Corps Air Station Miramar. And 2023 is big! The team is already flexing their destination knowledge, relationships, creativity, and logistical expertise to help clients elevate their events into exceptional experiences well into the year.

**Trends to Watch:** Health and wellness programs step into the spotlight, and CSI DMC loves that mocktails are hitting a high note! Work/life integration is significant as personalized experiences and community connection continues to buzz. Sustainability is not a trend; carbon offsets, responsible choices, and waste reduction initiatives are now bottom-line objectives for many organizations.



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### DESTINATION CONCEPTS INC.

San Diego, CA

[www.destinationconcepts.com](http://www.destinationconcepts.com)

**Top Officer Name & Title:** Brynne Frost, CEO

**Average Number of Programs/Events Per Year:** 250 Programs/1,800 Events  
**Estimated 2022 Revenue:** \$40-50 Million

**Capabilities:** DCi is celebrating their 25th year in 2023! With an in-house team of designers, entertainment managers, creative services professionals, production, and exclusive Design Studio at their disposal, DCi delivers consistent creative and logistical excellence in all markets. The company supports programs of all sizes and scope utilizing both their large full-time team and an expansive roster of strategically placed part-time team members across destinations. Core values drive their success, and by being adaptable, flexible, and innovative they are a chameleon for their clients. DCi is positioned exceptionally well to surpass all records moving into 2023 and have fun doing it. Another core component of the company is supplier diversity. As a successful certified women-owned business by WBENC, they strive to consistently pay it forward by increasing their spend with diverse suppliers year after year.

**Noteworthy Programs/Events in 2022:** The company supported an automotive client in their efforts to get to Net Zero by providing

sustainable solutions throughout a five-day conference in Austin, TX. In addition to a stunning galaxy inspired design for the awards and spot-on logistics for an offsite street party, the team provided sustainable signage, repurposed décor elements, living centerpieces, and a comprehensive anti-waste strategy at all events.

Another standout experience brought 1,600 global tech company team members to San Diego for their annual conference. The creative team gave San Diego's iconic Gaslamp Quarter a sugary sweet Adult Playground-themed makeover with larger-than-life elements like giant slides, ball pits, a massive balloon art installation, thematic large-scale branding, and custom swing sets, to create an engaging atmosphere.

DCi's skillset shined during a 1,500-person conference in San Francisco, CA that spread out across four different hotel properties. They designed each onsite event to complement the various spaces while providing the same look and feel across all hotels, and these elements made the events look seamless when all connected virtually for a session with the CEO on the final night.

Another multi-faceted feat included a four-day summit held simultaneously in Orange County, CA, San Diego, CA, and Phoenix, AZ. Even with three different group sizes, spaces, and destinations, DCi delivered a uniform experience at each property for all attendees.

The team also travelled to Montana, where they supported a series of media events for a 2023 vehicle launch. DCi designed and produced brand-forward settings within a private airplane hangar with sweeping mountain views and daytime events at the rustic ranch used in the hit show 1883.

**Trends to Watch:** DCi thinks attendees are ready to celebrate even bigger in 2023 and looking for

a true escape. Clients are looking for more immersive environments for their programs. Anything thematic that takes guests on a dynamic journey is at the top of the must-have list. Their in-house designers are reimagining popular themes such as Alice in Wonderland or Top Gun, with modern styling, entertainment, and tech innovations. The '90s are taking over the decades themed event scene with over-the-top grunge, pop star, and hip-hop inspired moments. Cookie-cutter doesn't cut it and it's not what attendees want. Their designers are also seeing a trend towards neutral color palettes, so they worked with their exclusive Design Studio to double rental inventory of versatile neutral items that fit a range of events from boho chic to a beach event. Sustainability is also at the top of the list as it should be! DCi has successfully implemented solar powered event elements and waste reduction plans to support their client's eco-minded initiatives which are directly aligned with their own. They are working diligently to make sustainability move out of the "trend" zone for future events.



### IMPRINT EVENTS GROUP

Denver, CO

[www.imprintgroup.com](http://www.imprintgroup.com)

**Top Officer Name & Title:** Nicole Marsh, Partner | Chris Starkey, Partner | Adriane Hodder, Partner  
**Average Number of Programs/Events Per Year:** 550

**Estimated 2022 Revenue:** \$34 Million

**Capabilities:** Founded in 1969, Imprint Events Group has strategic locations across the U.S. including Colorado, Nevada, and Florida as well as a team that manages their

National Accounts that the company executes events for throughout the country and internationally. The company is celebrating over 50 years in business and a tenured team boasting over 700 years combined event industry experience. With their expert knowledge, creativity, and passion, Imprint thoughtfully curates event experiences that are well beyond their client's expectations.

**Noteworthy Programs/Events in 2022:** 2022 was one for the record books for Imprint. In addition to breaking a Guinness World Record for a client's CSR initiative, the company had two record-breaking programs in size and scope as well as three record-breaking months. They've also grown their team to be the largest and most experienced in company history. Viewing the logistics of events as a given, they have built a team of top-tier experts who go above and beyond to curate innovative, tech-savvy, and transformative experiences. 2022 was also a year to deepen relationships with clients—and have fun along the way.

**Trends to Watch:** Clients will continue to look for strategic event partners that they can trust to help them achieve their event goals through deeper relationships and not just one-time transactions. More so than ever, clients need to demonstrate ROI for their events and meetings as costs continue to rise. Imprint is focused on helping their clients think deeper about their unique impact and the myriad of ways they can create a lasting mark on their most important audiences through live events.

### LIBERTY INTERNATIONAL TOURISM GROUP

Salzburg, Austria

[www.liberty-int.com](http://www.liberty-int.com)

**Top Officer Name & Title:** Mario Enzesberger, President & CEO

**Average Number of Programs/Events Per Year:** 3000  
**Estimated 2022 Revenue:** \$70 Million

**Capabilities:** Liberty Tourism is the largest privately-owned Global Destination Management Company. With offices operating in 90+ countries worldwide and a team of nearly 400 multilingual, passionate professionals globally situated, they have been serving corporations and agencies for over 31+ years.

Specialized segments include MICE, Premium Leisure, Sport Team Hospitality, Cruise and Train Ground Handling, Aircraft Charter Services, and Virtual & Hybrid Solutions. Added values are their strong financial stability, global insurance coverage, multinational synergies, global procurement, and partnerships programs and local sales network. With their vast internal communications system, clients receive the attention their specific travel needs require and the peace of mind of knowing they are in safe hands all around the globe.

**Noteworthy Programs/Events in 2022:** 800pax German insurance incentive to Austria; 500pax Austrian Association Congress to Vienna, Austria; 1600pax UK Corporate event to Berlin, Germany; 550pax Brazilian Corporate incentive to Munich, Germany; 220pax French Luxury brand seminar to Amsterdam, NL; 2000pax National Sales Meeting to Athens, Greece; 2200pax UK Car Launch to Mallorca, Spain; 1200pax U.S. Corporate to Spain; 400pax UK Corporate to Lisbon, Portugal; 600pax Press Car Launch to Stockholm, Sweden; 430pax Mexico Insurance Incentive to Cartagena, Colombia; 150pax Israel luxury incentive to Dubai, UAE; various delegations to Cop27 to Sharm el-Sheikh, Egypt; and various football teams and delegations to European cups during the 2022 football season.

**Trends to Watch:** Despite hybrid being here to stay at congresses and in management meetings, in-person events are back at full speed. The trend for in-person events is, however, getting more challenging due to prices rising and international uncertainty. The consequence has been shorter lead time to book events and smaller events to keep the budget this year. But high-end, larger incentives are planned for 2023 onward as companies recognize the benefits of MICE travel for their business. CSR remains a hot topic difficult to implement as clients do not want to invest more in CSR programs.



### RMC - RESORTS/ MOUNTAINS/CITIES

Basalt, CO

[www.rmcdmc.com](http://www.rmcdmc.com)

**Top Officer Name & Title:** Shawn Thomson, Owner & CEO

**Average Number of Programs/Events Per Year:** 500  
**Estimated 2022 Revenue:** \$48 Million

**Capabilities:** RMC is a woman-owned and founder-led company which specializes in full-service, high-end, luxury destination management services in the U.S. From the peaks of Aspen to the infamous vineyards of Napa, to the low tides and beaches of The Lowcountry, RMC has masterfully crafted thousands of unforgettable experiences for decades. RMC proudly works with a distinguished clientele of corporate and incentive groups and travel and meeting planners to produce completely tailored destination services. With 30+ destinations, RMC



18TH ANNUAL DMC SPOTLIGHT

continues to evolve their portfolio of premier locations across the U.S. from the snowcapped Rocky Mountains and Grand Tetons to the sands of Santa Barbara to the rolling hills of wine country. Their local teams source, plan, and execute the very best events for their clients.

**Noteworthy Programs/Events in 2022:** Toyota Board of Governors; Morgan Stanley; Aspen JAS Festival; Luxury Ski Week; Biohaven; Centura Health; Martiz

**Trends to Watch:** After seeing the exponential growth since the middle of 2021, RMC believes that in-person events will not only continue to rise, but also continue to be restructured and reorganized considering the attendee's time, attention, and safety. More streamlined scheduling and

adding quality experiences over content is becoming increasingly important for meetings and events. Connection is powerful and RMC believes that it's a priority.



TERRAEVENTS

Milan, Italy

[www.terraevents.com](http://www.terraevents.com)

**Top Officer Name & Title:** Lorenzo Pignatti, Founder & President

**Average Number of Programs/ Events Per Year:** 250  
**Estimated 2022 Revenue:** \$20 Million

**Capabilities:** Founded in 2010 as Plus 39 ITALY, and rebranded in 2018, TERRAEVENTS operates with staffed offices in 4 key destinations: Italy, Spain, Portugal and France, plus the dedicated team of TERRAEVENTS Sport. Their client portfolio includes major multinational corporates and third parties in Canada, Brazil, Australia, United Kingdom, Germany, Singapore, and South Africa. All TERRAEVENTS offices under direct ownership, managed by their local teams of DMC professionals imbued with professional knowledge, practical expertise, and experience



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ORANGE COUNTY  
PALM SPRINGS



SAN FRANCISCO  
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gained over many years in their destinations. As a full-service DMC, TERRAEVENTS works with clients to design and develop creative and cost-effective solutions unique to their events in each of their destinations.

**Noteworthy Programs/Events in 2022:** 1,200-person convention operated in Milan and Lake Como for a leading global provider of financial and auditing services; 700-person event organized in Lisbon, Portugal, for another of the big Four accounting organizations; 300-person event operated in Madrid for U.S. public policy and think tank organization with a private dinner in the city's former bullring; 200-person convention operated in Paris, for a world leader in computer peripherals and software; 80-person luxury incentive program operated in Taormina, Sicily, Italy for major U.S. insurance company with a private concert held in the ancient Greek theater.

**Trends to Watch:** The company's destination teams are exploring new destinations, hotel properties, and venues to create unique, experiential, and eco-sustainable programs for events which are customized and connective.



TERRAMAR, A DMC  
NETWORK COMPANY

Los Cabos, Mexico

[www.terramardestinations.com](http://www.terramardestinations.com)

**Top Officer Name & Title:** Sunny Irvine, Owner

**Average Number of Programs/ Events Per Year:** 550  
**Estimated 2022 Revenue:** \$23 Million

**Capabilities:** Terramar, a DMC Network Company, was perhaps one of the very few organizations that grew during the pandemic years. Now with offices in Los Cabos, Panama, Cancun and the Riviera Maya, Puerto Vallarta and Riviera Nayarit, San Francisco and the Bay Area, Lake Tahoe, Reno, and San Diego, the company is celebrating almost 30 years of success.

Terramar provides a consistently high level of service in the following fields: domestic and international meetings; management for special events; venues and logistics; dine-arounds and fabulous group dinners; registration websites including airport transfers, dine-arounds, and activities; hospitality desk services; program design; assistance with hotel and air reservations; airport transfers; ground transportation; tours and activities; room gifts; and marketing and media center services; vendor management.

**Noteworthy Programs/Events in 2022:** Terramar has been part of many amazing events in 2022, the NBC American Century Celebrity Golf event and Dreamforce being two of the most recognizable programs. The company worked with their hotel partners in San Diego (The Hotel Del Coronado) and in Lake Tahoe (Edgewood Tahoe Resort) to assist in their unveiling of much anticipated new expansions and remodels this year.

**Trends to Watch:** Terramar is working to be more creative and efficient due to limited vendor resources and suppliers. Staffing has returned to pre-pandemic numbers across all their offices, but many of the vendors they rely on are still struggling to staff. Terramar has adjusted to support those deficiencies with their own staff to ensure that clients are still receiving the same level of service.

They account for additional staffing needs at the hotels to support events as needed. The company is working closer with all hotel partners and CVBs than ever before. There is a need to be creative with space and timing to accommodate the volume of group events wanting to book in their destinations, and clients have found that the DMC can support them to find ways to "make it work."



360 DESTINATION GROUP

Irvine, CA

[www.360dg.com/](http://www.360dg.com/)

**Top Officer Name & Title:** Shelly Archer, Managing Partner & Trevor Hanks, DMCP, Managing Partner

**Average Number of Programs/ Events Per Year:** 700

**Estimated 2022 Revenue:** \$70 Million

**Capabilities:** For over 40 years, 360 Destination Group has delivered unforgettable events for their clients. The rockstar team is ready to assist with: event design and development, digital event services, unique décor and theme concepts, team building and CSR programs, off-property venue selection, entertainment, professional event staffing, transportation and shuttle services, dine-arounds, registration and hospitality room solutions, and activities and tours. The team of 130+ just keeps getting better and continues to grow. 360DG is honored to work hard and play hard in major destinations throughout the U.S. and beyond and across international destinations.

**Noteworthy Programs/Events in 2022:** Old Hollywood Sophistication Meets New Hollywood Glamour: When their client asked for a program that screamed, "OMG, we're in Hollywood!," 360DG knew exactly what to deliver. This 450-person, multi-day event in Los