

Meeting Payments | Simplified. Secured.



Introduction



Meeting Escrow is a trusted, independent provider of secure payment and financial services for the Meetings Industry worldwide. Through our multi-currency in-trust account system, we provide Meeting Professionals with a wide range of benefits that save time, reduce costs and avoid risk.

Our services also offer significant benefits for supplier partners such as hotels, venues, cruise lines, Destination Management Companies, Professional Congress Organizers and other 3rd party service providers.

Executive Team



Grant Snider, DMCP President & CEO

- 30 year veteran of the Meetings Industry
- Former DMC/PCO owner
- 2017 Chair of the Business Events Industry Coalition of Canada
- Past President of the Association of Destination Management Executives International
- Past Chair of the FICP HPAC Committee



Mark Herron, CPA, CA Chief Financial Officer

- CFO of Tourism Toronto 2005-2015 overseeing \$30+ million annual budget
- Past COO/CFO of Sunnybrook Hospital University of Toronto Clinic
- Former Partner with Grant Thornton LLP
- Bank of Montreal
- Ernst & Young LLP

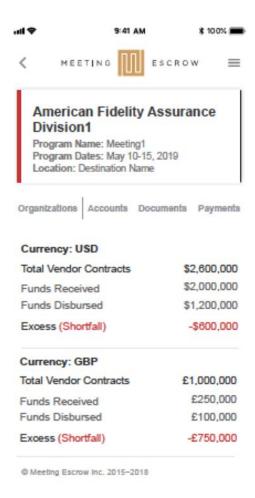




Meeting Escrow App



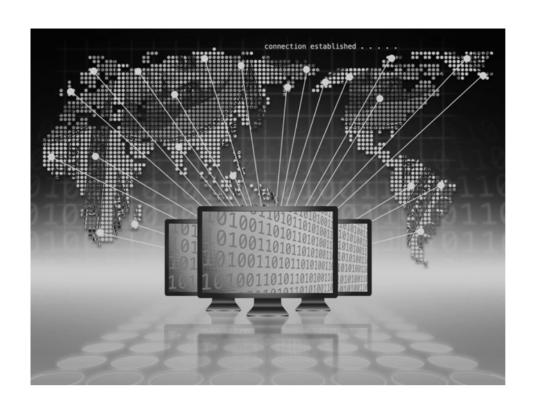






1) Simplify Vendor Payments

Make one transfer of your planned event spend to Meeting Escrow's in-trust account and we'll handle every payment from then on. We make sure your vendors get paid on time, every time. Every client, every program and every vendor has a separate in-trust account for 100% transparency and accountability.



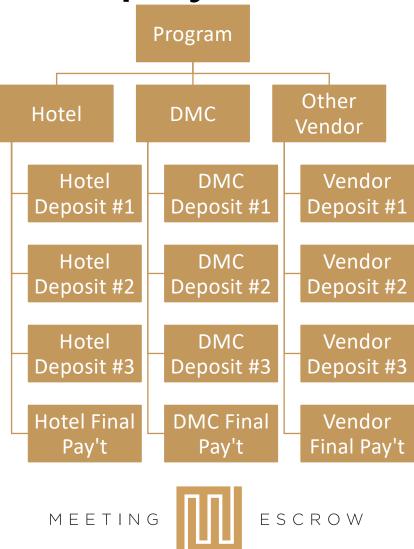




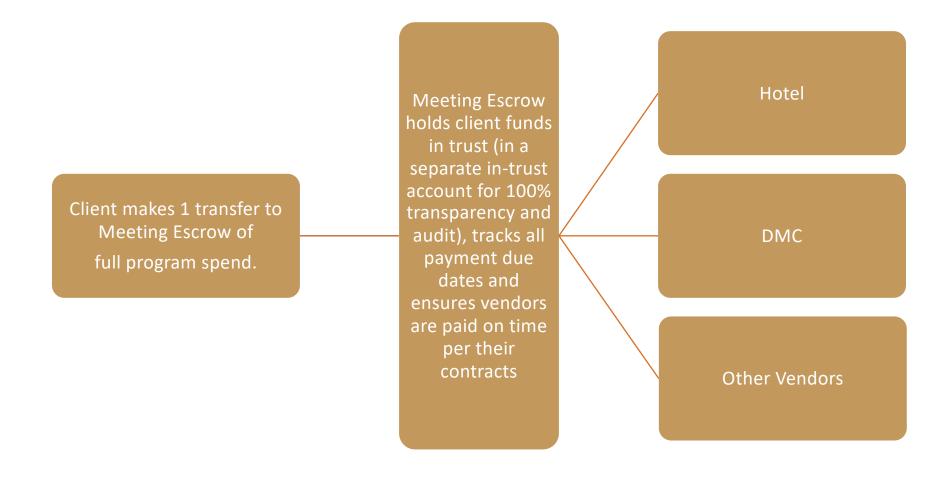
How does it work?

Instead of twelve payments...

Sample program with 3 vendors x 4 payments each = 12 payments



Just make one payment.





2) Protect your budget from foreign exchange risk

Meeting Escrow offers in-trust accounts denominated in US dollar, Euro, Canadian dollar and 17 other currencies to protect your meeting budget for events out-of-country.

We convert your funds immediately upon receipt which eliminates downside foreign exchange risk. All vendor payments are made from the foreign currency in-trust account assigned to you.

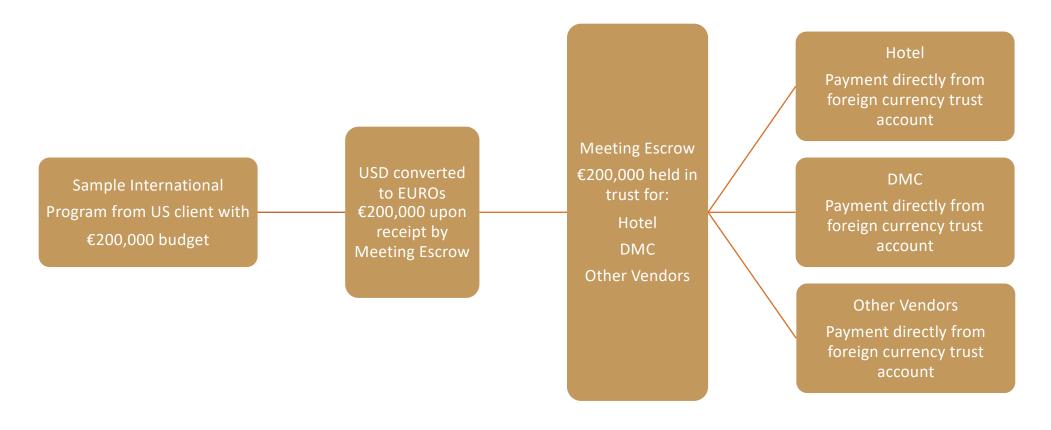






How does it work?

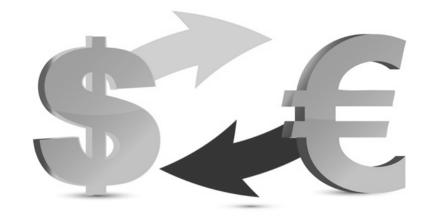
Meeting Escrow Foreign Currency Protection





MeetingEscrow™ Solves the Problem

- Our deposit escrow solution is available in USD, CAD, Euros and 17 other currencies (see following slide)
- We can manage the currency exchange as funds are deposited in escrow or you can convert prior
- MeetingEscrowTM ensures funds are deposited in the correct currency which eliminates downside exchange rate risk.





Global Currency Accounts Available

- Australian Dollar
- Canadian Dollar
- Czech Koruna
- Danish Krone
- Euro
- Hong Kong Dollar
- Hungarian Forint
- Indian Rupee
- Japanese Yen
- Mexican Peso

- New Zealand Dollar
- Norwegian Krone
- Polish Zloty
- Pound Sterling
- South African Rand
- Swedish Krona
- Swiss Franc
- Singapore Dollar
- Turkish Lira
- United States Dollar



3) Vendor commitment & deposit protection

Our Escrow Trust Agreement insures that you benefit from the ultimate in financial protection in the case of business interruption or other catastrophic events. At the same time, you are showing 100% commitment to your vendors by funding the escrow account in advance.

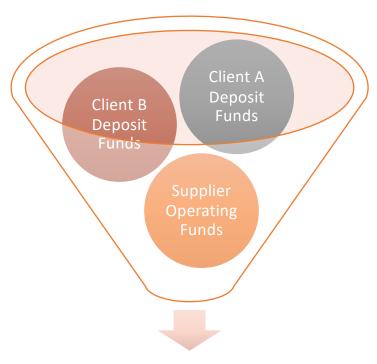




Commingled Funds Risk

Client deposits are typically commingled (mixed) with other client funds and general operating funds.

When a material event takes place (force majeure event, business interruption etc.) this practice presents a risk.



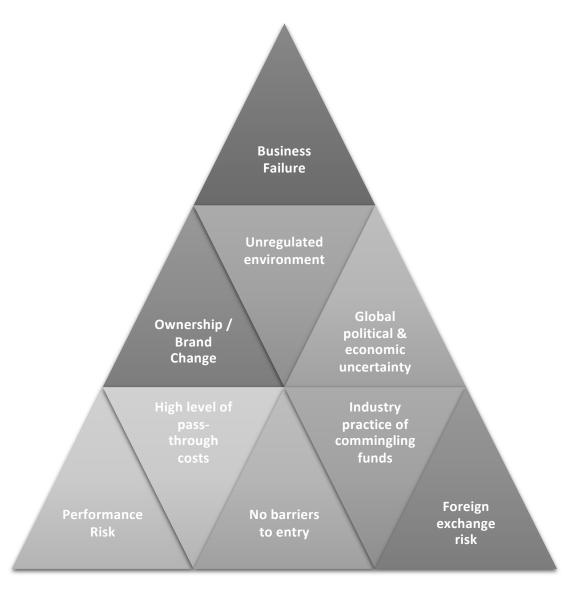
Client deposits are mixed with general operating funds and other client funds



Systemic Risks

Today's political and economic climate presents a wide range of unpredictable conditions. From catastrophic weather events to terrorism and currency fluctuations, any factor can endanger your program.

Recent high-profile Meetings Industry bankruptcies have resulted in the loss of millions in client deposits.





MEETING

Recent Meetings Industry Bankruptcies

Tuesday, October 1tt, 2013; Cabo San Lucas

Dear Clients, Business Partners,

Here at AM&I Los Cabos D.M.I expectations due to the trems internal and profound changes owners of amil los cabos s.a. de regarding this announcement as

If you are a client or business guaranteed with the same o supplier, all prior and future closer and stronger and if you

Many changes will have to be occasion and setting a new st. "transition team" to ensure all so Please stay tuned for more and valued support during this!

In 2007, AM&I Los Cabos D.M.I the world tourism of meetings an Incentive Program category.

AM&I Los Cabos D.M.C., is a specialize in all aspects of meet a solid name and presence in the

AM&I Los Cabos D.M.C., ho agency as a quality tourism of

We will make sure to keep yo newsletter will start again to See you at IMEX in Vegas soo

AM&I Los Cabos D.M.C.

Phenix rises from ashes of LSO International

02/10/2009

--- What's your view on this? Post your commen



Menno Meyer has launched a new France-based event management company

Meyer sold his DMC Menno Meyer Associates to LSO in October 2008 with a pill However, shortly after his appointment, Meyer uncovered financial problems with

"I discovered the financial situation was in a much worse state than I was told situation. The shareholders were asked if they wanted to recapitalise the busing



As MMA had been absorbed by LSO, Meyer could not resurrect the company a and handling of business events on the French Riviera - particularly in Cannes, and LSO.

Meyer said: "I have 30 years of experience in the industry and am well known so

Phenix Events has already been awarded the handling of the International Forur Nice and expected to attract over 2,000 delegates.



Email the editor

Congrex holding company declared bankrupt after default

Congrex Holding, parent of beleaguered international professional organiser Congrex, has collapsed

© 25/10/2013

→ What's your view on this? Post your comments here:

Congrex Holding, the parent company of beleaguered in professional congress organiser Congrex, has collapsed defaulting on payments.

The Amsterdam-based company had been granted temp suspension of payment, but that was lifted and the compa been declared bankrupt.

A meeting with creditors has been set for 4 December.

It is unclear at this stage what this means for the subsidial companies, but reports have suggested the entire busine distress with potential losses of between €10-15m (£8.5-

At the end of last month Congrex Sweden filed for bankru earlier this week Congrex UK was subject to a managem buyout, led by former Congrex chief operating officer Rot Harrison.

Harrison's departure has left something of a power vacuul Congrex, with no CEO in place since the departure of Da Wade-Smith last year when a group executive board and management team was put in charge.

It is understood association clients are at risk of losing congress capital. Other creditors are likely to be venues, hotels and other suppliers holding out for unpaid services and advanced bookings.

Congrex's woes have thrown a harsh spotlight on the risky operating models of professional congress organisers, which some observers have said rely too much on projected revenues.

STINATION INFORMATION

Global Event Partners Closes Seven DMCs

by Matt Alderton | October 24, 2013

Clobal Event Partners (CEP), a consortium of \$8 destination management companies (DMCs) representing more than 9c destinations, this week announced the immediate closure of its seven company-owned DMCs: CEP Washington, CEP Philly, CEP Baltimore, CEP Bahamas, CEP South Florida, CEP Vata and CEP Atlanta.

GEP Chairman and CEO Chris White said the move is designed to return the company to its original business model representing independently owned and operated DMCs.

"We felt it was in the best interest of the partnership to focus solely on our partners and return to our original business model that has been successful for almost 15 years now and made us an industry leader, along with our sister compan Krisam Croup," White said in a statement.

 $Three \, {\sf GEP} \, branded \, {\sf DMCs} \, in \, Arizona, \, Spain \, and \, {\sf Las} \, {\sf Vegas} \, are \, licensed \, companies \, not \, owned \, by \, {\sf GEP} \, and \, remain \, in \, business. \, {\sf GEP} \, {\sf Orlando}, \, meanwhile, \, will return to its previous ownership as Florida Coast to Coast.$

All business that was contracted with the affected DMCs is being transferred to another DMC in the interim, and clients have been contacted directly with further information.

"We will continue to focus on the meeting professionals' needs by providing them with the best in DMC destinations, coupled with Krisan's 250 top meetings hotels and resorts worldwide, and the best in support from our 20 leading sales representatives." White continued. The bottom line is. We will now concentrate even more fully on service and personal attention to our partners, members and clients."

MEETING



ESCROW

US Motivation

USMOTIVATION CLOSES DOORS





Mash Events UK – £500,000 debt

TOP STORY

Mash Events liquidated with £500k of debt

Mash Events, part of the Mash Media stable, has gone into liquidation with debts of more than £500k...



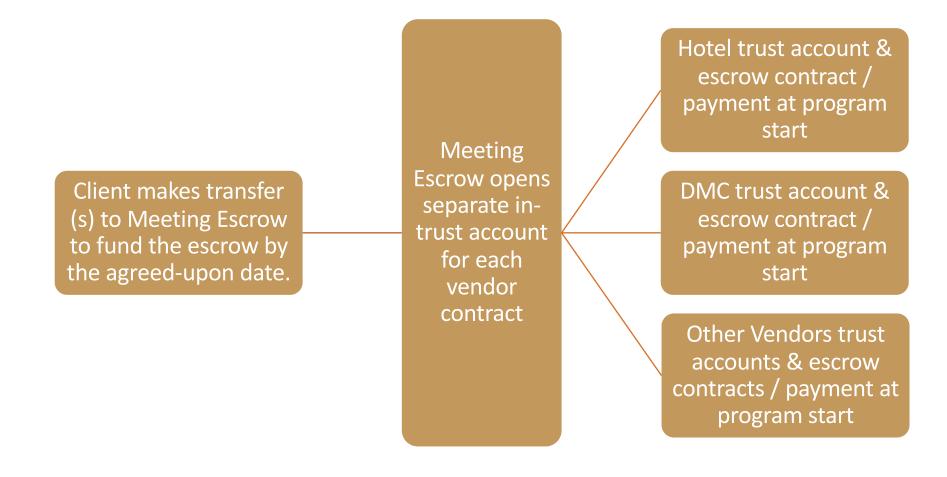
International Confex





How does it work?

Escrow Trust Agreement





MeetingEscrow[™] Solves the Problem

- 100% separation of client deposits from other client funds
- 100% transparency (all stakeholders receive copies of monthly in-trust bank account statements)
- 100% verification (account audits on demand)
- All-party escrow contract





4) Facilitate Sponsor/Partner Commitments

Sponsor budget availability and fiscal cycles are often out-of-sync with your event's dates and sponsor payment deadlines.

Our escrow solution, with separate in-trust accounts for each sponsor, allows them to make deposits whenever funds are available, while still respecting your sponsor payment schedule.





5) Meeting Escrow – Your Financial Partner

Meeting Escrow simplifies and secures the financial side of meetings and events so you can focus on strategy, content, logistics and overall client management. We value what each Meeting Professional contributes to the success of an event and act as a trusted partner to strengthen and reinforce these critical relationships.





6) Strategic Partnerships

• Foreign tax recovery

• Event cancellation and liability insurance

• Secure credit card processing for event registration







Benefits for Supplier Partners

- Receive advance deposits and final payments on time, every time Clients pre-pay the full estimated contract value into a separate escrow account and all contracted supplier payments are pre-programmed for automatic release.
- Simply foreign exchange dealings Escrow trust accounts available in 20 currencies.
- Eliminate credit card fees

 All payments made via wire transfer and we pay any wire transfer fees you incur.
- Remove client default risk Escrow Trust Agreement provides that if one party ceases operations, or if other trigger conditions occur, funds in escrow flow to the other party.
- Increase collection rates for cancelled programs

 Cash held in escrow ensures client and supplier are engaged to find mutually acceptable resolution to program termination.



Why do Meeting Professionals trust Meeting Escrow?





Internationally Recognized Trusted Banks

- BMO Bank & TD Bank
- Separate in-trust accounts for every client, client program, and supplier
- US, Canadian & International Operations
- Foreign Exchange offerings
- No liquidity issues during recent financial crisis highly regulated banking sector
- Every deposit for every vendor held in a separate bank account for 100% transparency







Privacy, Compliance, Audit

- Creation of Meeting Escrow's security, privacy and compliance controls and reporting
- International operations
- One of the world's leading organizations of independent assurance, tax and advisory firm with 35,000 employees in 100 countries





Security

- All Meeting Escrow employees (including President & CEO) subject to annual background checks:
 - 1) Criminal records check
 - 2) Credit check
 - 3) Civil Court check
 - 4) Bankruptcy check
- Provided by MKD International





Meetings Industry Focused Legal Counsel



Howe & Hutton, Ltd
The Law Firm for Associations®
The Law Firm for Meeting Professionals®





Meetings Industry-Driven Solution









Meeting Escrow was created with input from all segments of the Meetings Industry:

- Association Management Companies
- Corporate Meeting Planners
- Meeting & incentive companies
- Travel companies
- Hotels
- Destination Management Companies
- Tourism Bureaus



\$12 Million Insurance Coverage





Lloyds / Special Risk Insurance \$5 Million Professional Liability ("E&O") Coverage



The Guarantee Company
\$1 Million Bond



Royal Sun Alliance

\$5 Million Commercial Liability Coverage





Lloyd's / CFC Underwriting
\$1 Million Cyber Liability Coverage



Meeting Escrow Monthly Pricing (USD)

Plan Inclusions	Bronze	Silver	Gold	Platinum	Diamond
Monthly Account Fee (paid annually – includes 20% savings vs. monthly payments)	\$250	\$500	\$1,000	\$5,000	\$10,000
Programs per year (Additional programs: \$500/month)	1	3	5	10	Unlimited
Transaction Volume per year (Additional transaction volume: Bronze 5%, Silver 4%, Gold 3%, Platinum 1%, Diamond 0%)	Up to \$100,000	\$100,001- \$250,000	\$250,001- \$500,000	\$500,001- \$3,000,000	Unlimited
Main Organization Trust Accounts (USD/CAD) (Additional USD/CAD accounts: \$250/month)	1	2	4	10	Unlimited
Vendor Escrow Accounts (USD/CAD) (Additional USD/CAD accounts: \$250/month)	1	3	6	15	Unlimited
Global Currency Accounts (Additional global currency accounts: \$250/month)	0	0	1	5	10
Wire Transfers per year (Additional wire transfers: \$50)	4	12	24	50	Unlimited



