



MEETING ESCROW

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

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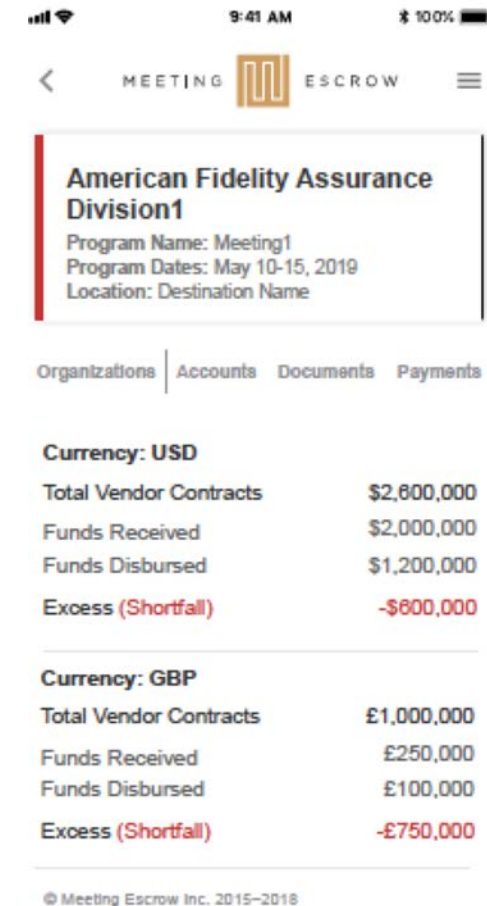
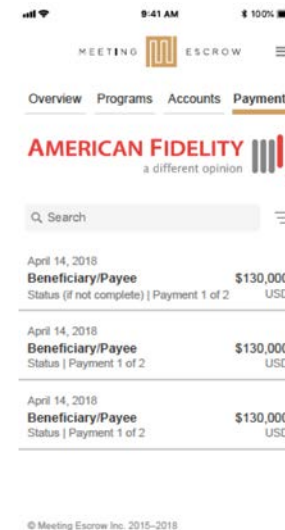
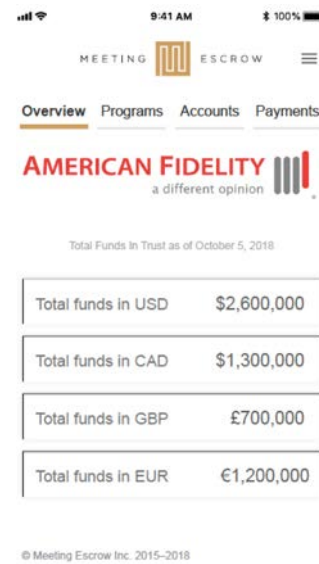


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An aerial night view of a city skyline, likely New York City, with numerous skyscrapers illuminated. The sky is dark and cloudy. A semi-transparent orange banner is overlaid across the middle of the image, containing the text "Benefits for Meeting Professionals" in white.

Benefits for Meeting Professionals

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.



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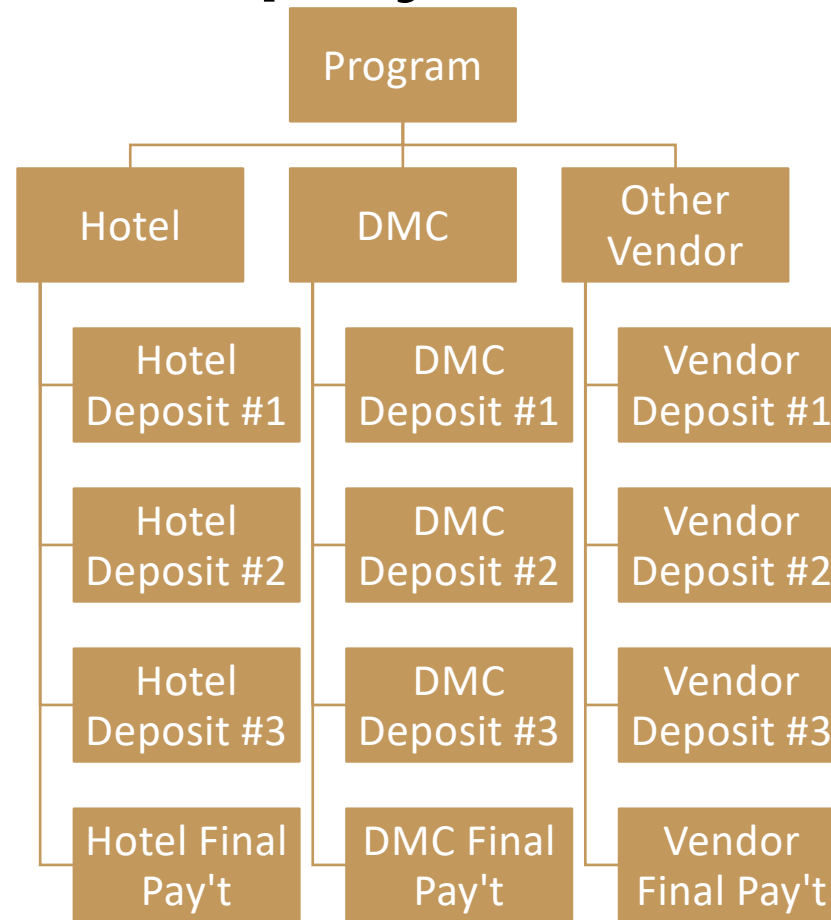


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How does it work?

Instead of twelve payments...

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

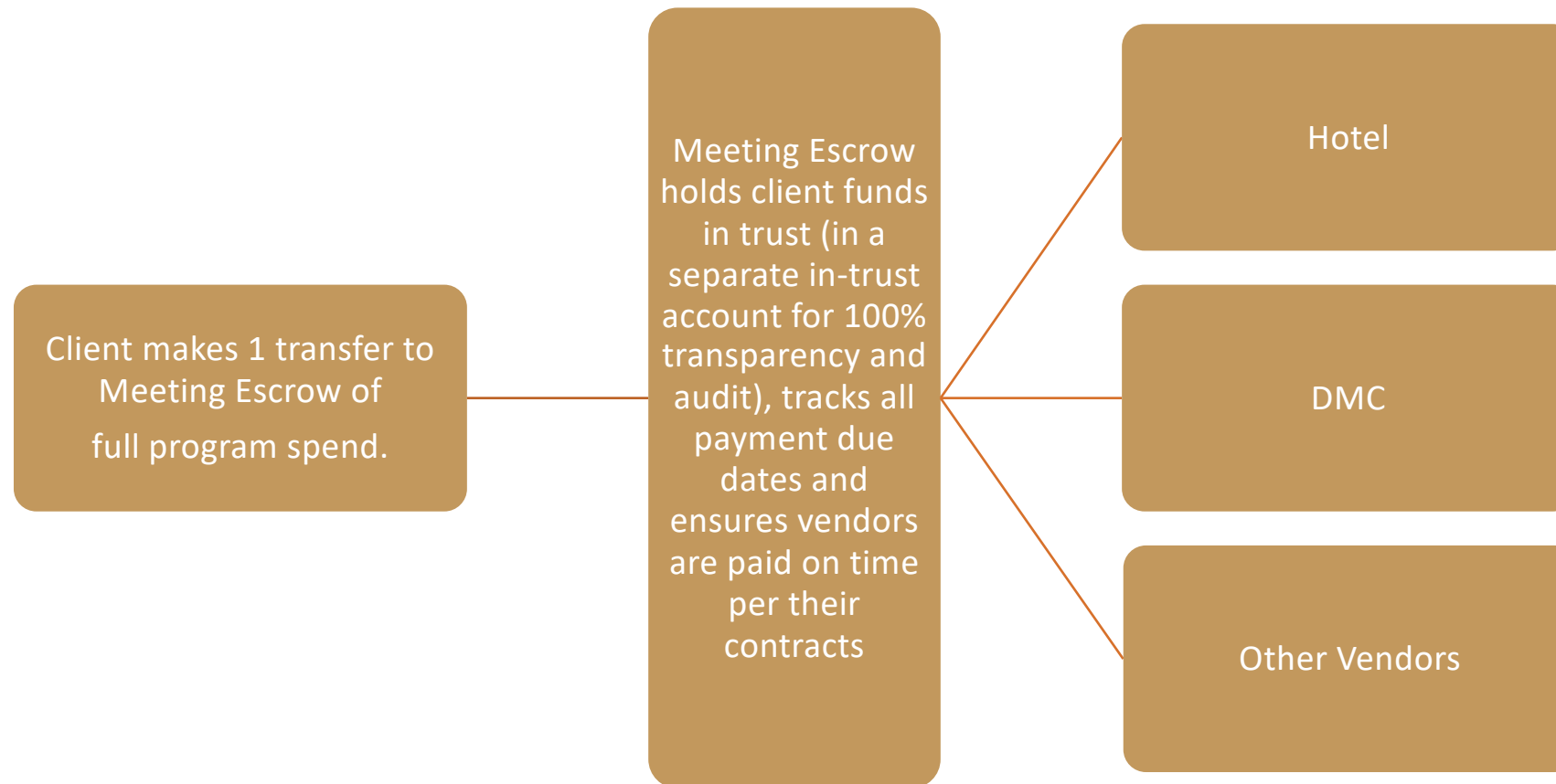


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Just make one payment.



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.



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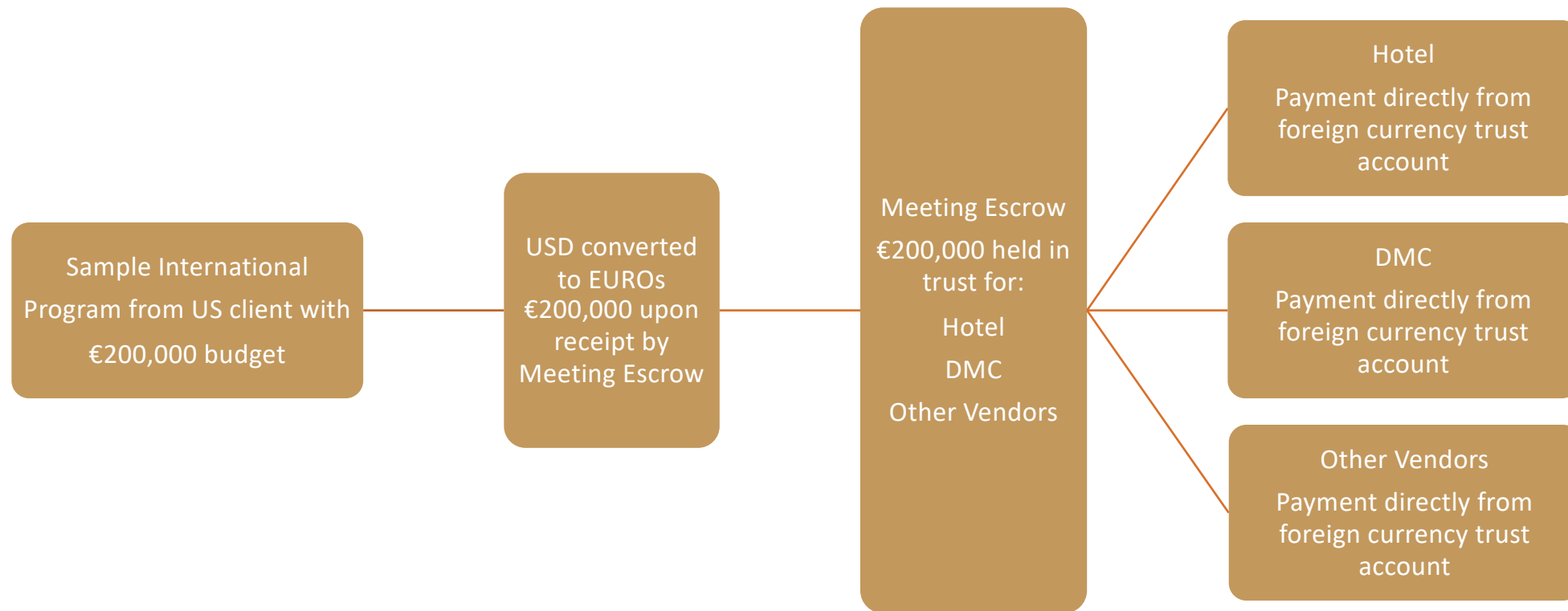
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How does it work?

Meeting Escrow Foreign Currency Protection



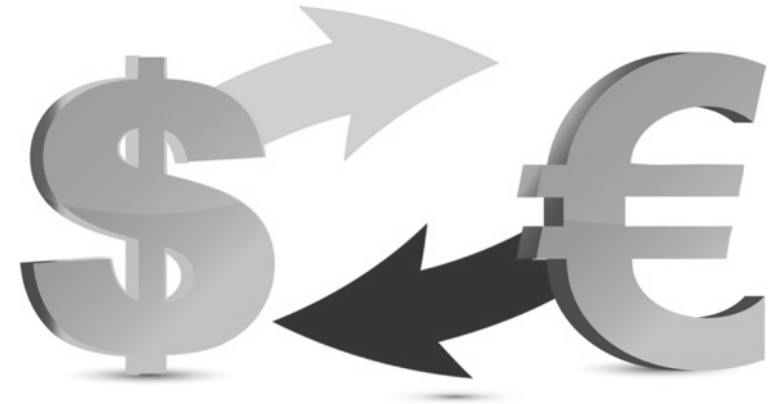
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MeetingEscrow™ Solves the Problem

- 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
- MeetingEscrow™ 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

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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.



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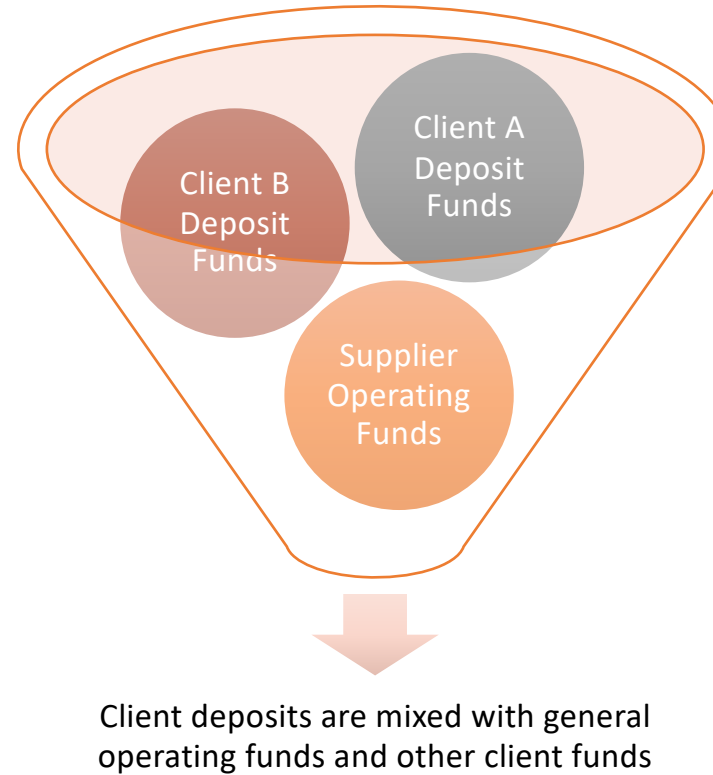


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Commingled Funds Risk

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

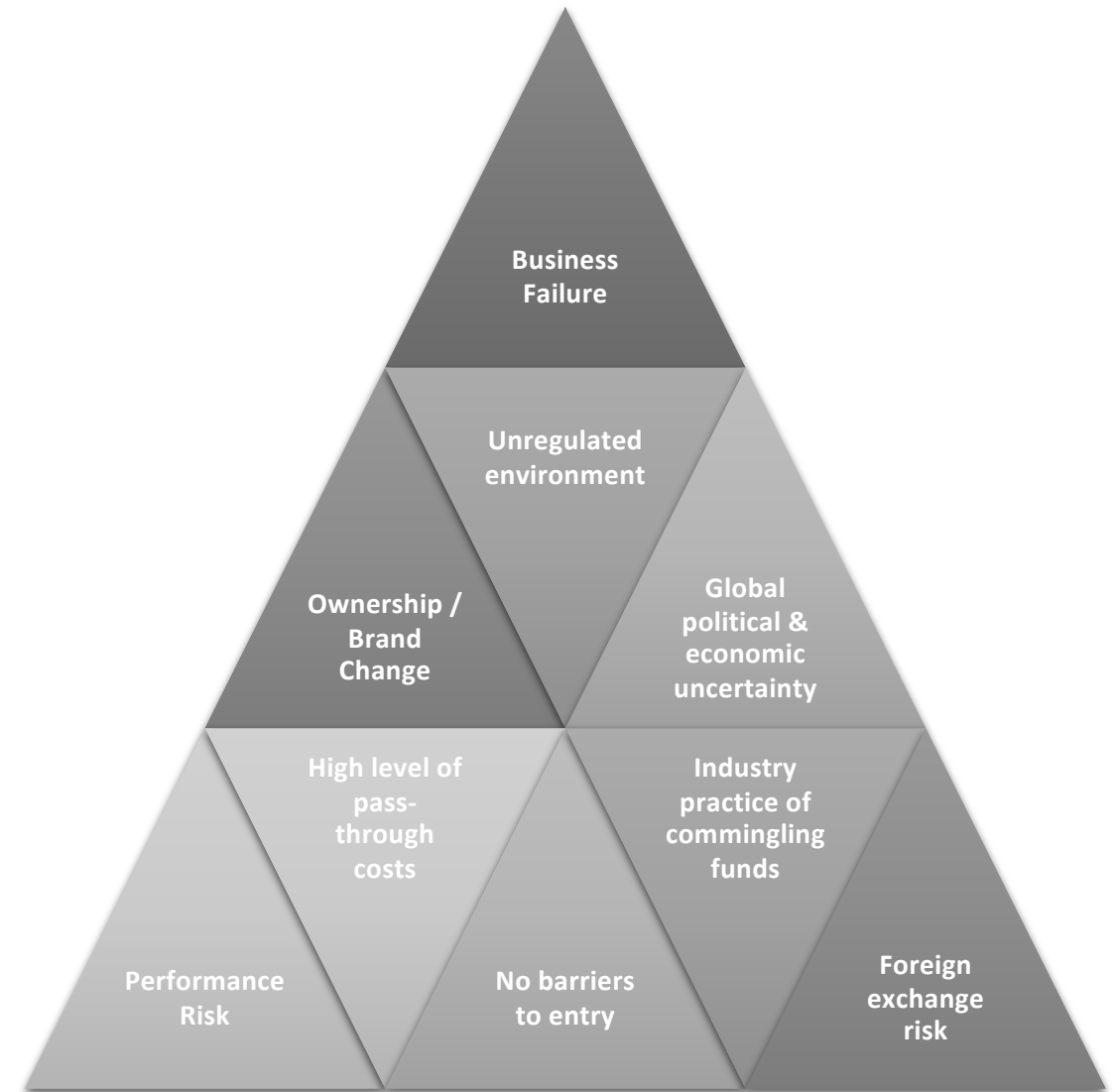
When a material event takes place (force majeure event, business interruption etc.) this practice presents a risk.



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.



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Recent Meetings Industry Bankruptcies



US Motivation

USMOTIVATION CLOSES DOORS



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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

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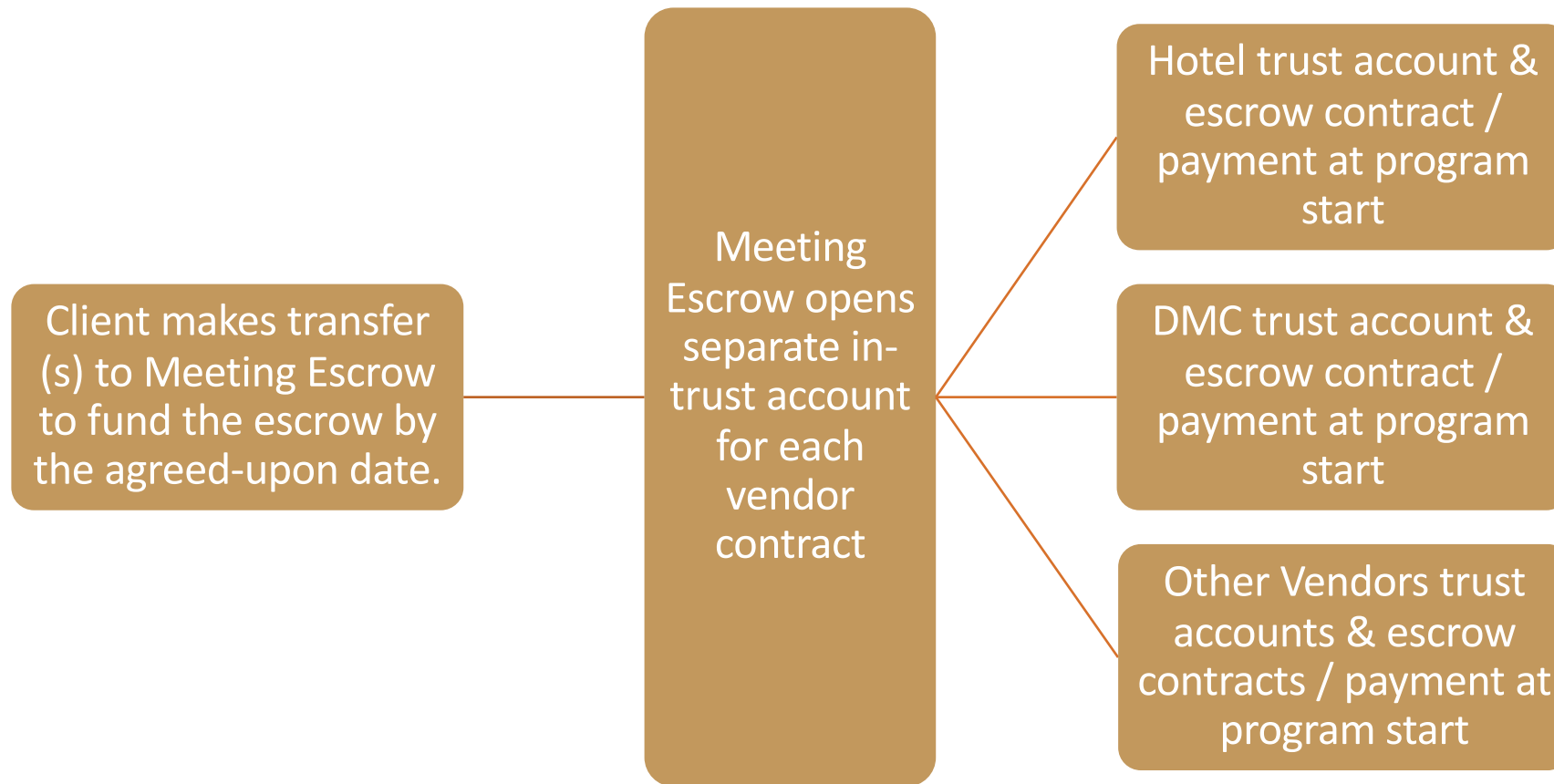
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How does it work?

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



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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.



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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.



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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.

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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



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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®



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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



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\$12 Million Insurance Coverage

LLOYD'S
LLOYD'S OF LONDON

SPECIAL RISK
INSURANCE MANAGERS



Lloyds / Special Risk Insurance

\$5 Million Professional Liability (“E&O”) Coverage



Royal Sun Alliance

\$5 Million Commercial Liability Coverage



The Guarantee Company

\$1 Million Bond

LLOYD'S
LLOYD'S OF LONDON



Lloyd's / CFC Underwriting

\$1 Million Cyber Liability Coverage

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Meeting Escrow Monthly Pricing (USD)

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

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Effective July 2018



Meeting Escrow Inc.

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