

Contents



Convention Services Northwest

1809 Seventh Avenue, Suite 1414

Seattle, WA 98101

www.csnwseattle.com

sales@csnwseattle.com

p: 206-292-9198

f: 206-292-0559

Overview

Staff Profiles

Our philosophy

Welcome to Seattle

Why Seattle?

What about rain?

Special Event Venues

Unique to the Northwest

Boats

Stadiums

Performance Venues

Great Views

Museums

The Seattle Center

Meeting Management & Registration

Tours and Activities

Half Day Tours

Tastes of the Northwest

Wine Country

Full Day Tours

Pre-Post Tours

Mountains

Recreation

Northwest Outdoors

Golf

Theme Development

Décor

Menu

Audio-Visual

Entertainment

Team Building

Transportation

Cruises to Alaska

References

Overview

Convention
Services
Northwest
employs
11-15 staff
members at any given
time.

We are pleased to introduce
our current staff.

Staff Profiles

President

Scott White – President and CEO - scott@csnwseattle.com

Scott has been president of CSNW for over 20 years. Prior to opening the company, he was National Sales Manager for the Sheraton Hotel Seattle.

Sales

Stacy Ringer – Director of Sales and Marketing – stacy@csnwseattle.com

Stacy began her career in 1991 at the Sheraton Tacoma Hotel in catering. She continued with Red Lion and became 1995's "Catering Manager of the Year". Then she moved to the Doubletree/Hilton Hotel as Director of Catering. She was part of the W Seattle's pre-opening team as Director of Catering and Convention Services, where she spent three years developing a successful multimillion dollar department. Her next stop was Senior Sales Manager for the acclaimed Salish Lodge Resort. Stacy has a diverse 14 year background in hotel catering, sales and experience in opening a 94 million dollar hotel. She has been Director of Sales and Marketing for CSNW during the past year and serves as Secretary for the Pacific NW chapter of PCMA. She has an 18-month old son and believes in strong relationships being built on honesty, communication and having fun.

Lori Goldfarb, CMP – National Account Executive – lori@csnwseattle.com

Lori brings over 20 years of hospitality industry experience. For the 5 plus years prior to joining CSNW, Lori served as Director of Sales & Marketing for a local DMC. Before that, Lori enjoyed 13 plus years as a Corporate Planner for The Bon Marché and Federated Department Stores. Lori's experience encompasses local, national and international corporate, incentive and association programs. Lori earned her CMP certification in 1993 and is a Past President of the Washington State Chapter of Meeting Professionals International. During Lori's 20 years in the hospitality industry, she has received numerous awards, including the MPI International Tomorrow's Leaders; The Bon Marché's Chairman's Exceptional Achievement Award for an internal private brand campaign and event.

Kellie Cox-Beane – National Account Executive – kellie@csnwseattle.com

Kellie joined the CSNW sales team 7 months ago. She came to us from her position as Director of Catering at The Golf Club at Newcastle. She holds 6 Years of experience at The Sheraton Seattle Hotel & Towers in the following Positions: Senior Catering Sales Manager and Catering Sales Manager. Other previous job titles include: Director of Food & Beverage for The Sorrento Hotel and Director of Catering at Ray's Boathouse, Inc.

Marcel Boulanger – Event Designer – marcel@csnwseattle.com

Marcel has been at CSNW for over 2 years as an Event Designer. Prior to that, he has worked in the Hospitality Industry for approximately 15 years in various capacities, including catering and restaurants. He has also worked for a large well-known auction house, in all aspects regarding the advertising, merchandizing and sale of estates and antiques.

Michele Persinger – Event Designer – mpersinger@csnwseattle.com

Michele has worked for CSNW for 7 months as an Event Designer. Prior to that, she was restaurant and bar manager at the W Hotel in Seattle for a year and Food & Beverage Coordinator for 4 years with Four Seasons Olympic Hotel.

Event Managers

Marcus White, CMP – Director of Client Relations/Event Manager – marcus@csnwseattle.com

Marcus White has been with Convention Services Northwest since 1994. In his current position, Director of Client Relations his primary responsibility is vendor management and vendor relations. Along with this, he is also responsible for gathering and interpreting client feedback to ensure the best possible customer experience. His list of clients includes: W Seattle, US Bancorp Piper Jaffray and Amazon.com among others. Since gaining his CMP (Certified Meeting Professional) in the winter of 2002 he has also actively lent his expertise to: D.I.F.F.A. – Design Industry Foundation for AIDS, FilmAid –An Oscar Night Gala and Habitat for Humanity.

Tracy Abel, CMP – Director of Operations – tracy@csnwseattle.com

Tracy Abel has worked at Convention Services for seven years in operations as a Senior Event Manager and Director of Operations. Responsibilities include full meeting planning, tours, transportation management, incentive groups and off-site events. Prior to joining Convention Services Northwest, Tracy was Regional Director at the Seattle American Heart Association. Tracy earned her CMP (Certified Meeting Professional) certificate in January, 2004. Past clients include: Farmer's Insurance, Washington Mutual, Guy Carpenter, ABC Family, AT & T, Big Travel, Bartell Drug Store, Cardinal Distribution, Dale Carnegie, Charles Schwab, Seattle Post Intelligencer and SAFECO Insurance.

Angela Kim – Event Manager – angela@csnwseattle.com

Angela graduated from the University of Maryland, College Park, with a BA in Communications with concentration in Public Relations. Her previous job positions include: Media Intelligence Intern for Weber Shandwick, PR; Technical Support and Customer Service for Flagship Customs Services (Maryland) and internships with Boys & Girls Clubs of Greater Washington (DC), The Capital Informer (DC), The Public Affairs Group (DC) and Comcast Cable in Maryland.

Operations

Doug Fahl – Communications/Technology – doug@csnwseattle.com

Doug has worn many hats at CSNW over his 8 years with the company, including word processor, graphics designer, and web designer. He is also a professional performer in theater and film.

Michelle Madayag – Registration Services – michelle@csnwseattle.com

Michelle has been with CSNW for over 6 years and is a student at the University of Washington. Prior to CSNW she worked for Nordstrom and The Gap, Inc.



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In Seattle: 206-292-9198 Toll Free: 1-800-275-9198 Fax 206-292-0559

Overview

Our Philosophy

Our diverse team of professionals at CSNW surpasses all others in our industry. We serve each customer with personalized attention, unique vision and creative solutions for all of your event, meeting and destination management needs.

Our close relationships with vendors will ensure you have a successful event. We measure success by our customers' experiences--we consider ourselves only as good as our last satisfied customer reports. Our resourceful and enthusiastic team will deliver your vision and exceed your expectations. We recognize the importance of being specialists in our field and we lead by example with our commitment to the community and you.

CSNW continues to develop and perfect a comprehensive set of event management services. By working with companies and associations across a variety of industries we have built a set of event management services that meets all our client's needs. We are pleased to present our suite of services:

Since 1984 CSNW has been the trendsetter of the Seattle Meeting and Destination Management industry.

Over the past 20 years, our founder and CEO, Scott White, has employed the most creative and efficient business practices to keep the company client focused and innovative. Welcome to the Convention Services Northwest Experience!



"I wanted to let you know how pleased everyone here at the North American Spine Society was with your flawless production of our Annual Meeting social events. Thank you for providing such outstanding service. The next time the North American Spine Society comes to Seattle, we would definitely like to use your services again."

Pamela Delli Kleinman
North American Spine Society

Audio Visual

Contract Negotiations

Hospitality Services

Incentive Programs

Meeting Management

Menu Planning

Onsite Management

Pre & Post Cruises

Registration Services

Site Selection

Speaker Coordination

Team Building

Theme Development

Tour Programs

Tradeshow Management

Transportation Services

Welcome to Seattle!

Why Seattle?

Nestled between the Puget Sound and the sparkling blue waters of Lake Washington, Seattle is surrounded by the Olympic Mountains to the west and Cascade Mountains to the east. Towering at 14,410 feet, snow-capped Mt. Rainier rests at the southern border of the city. Combine this beautiful landscape with the lush green of Seattle's national parks, and you will see why we call it the Emerald City.

The Seattle Center and Space Needle are relics from the 1962 World's Fair. Visit Pioneer Square, our city's oldest neighborhood, to experience the wonderful art galleries and restaurants. You won't want to miss Pike Place Market, where you can watch salmon fly through the air and dine at countless eateries in this uniquely Seattle atmosphere.

Seattle offers many walking, hiking, biking, flying, sailing and kayaking trips just within the downtown core. With so many scenic vistas, fresh- and salt-water venues, parks, shopping, theater, music and food, your day can become quite full before you know it.

What About Rain?

We know what you're thinking...Seattle? But it always rains in Seattle. Not so! Seattle gets less rain per year than New York, Chicago or Miami. The average precipitation in Seattle during the month of July is less than an inch and the average temperature is 75 degrees. So, those rumors of torrential rain are just all wet!

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annl
Avg Max Temp (F)	47.4	50.6	54.9	59.4	65.1	69.9	74.4	74.6	69.5	60.3	49.9	46.8	60.4
Avg Min Temp (F)	36.8	38.0	40.1	43.6	48.7	53.1	56.6	57.1	53.1	47.0	39.6	36.9	46.0
Avg Total Rain (In)	4.90	4.20	3.74	2.70	2.00	1.61	0.95	1.29	1.71	3.28	5.72	5.90	38.00



Special Event Venues

Unique to the Northwest

Looking for that special location for your next event or meeting? Look no further. Convention Services Northwest can help you find the perfect venue for your event, regardless of the size of your group or your budget.

From venues which are unique to the Northwest to stadiums for large scale events to an event at the Seattle Center, we're sure to find the perfect place for you.



Kiana Lodge Salmon Dinner Cruise

Capacity:

Kiana prides itself on being one of the top garden spots in the United States. The landscape features beautiful flowers and vegetable gardens year round. Join us for a special evening beginning with a scenic cruise across Puget Sound, followed by a superbly prepared barbecue salmon dinner with all the trimmings.



Spirit of Washington Dinner Train

Capacity:

All aboard! This unique dinner train departs from the Renton depot and glides along the eastern shore of Lake Washington to the Columbia Winery in Woodinville. After a dinner of fresh Northwest cuisine aboard the train, you will stop for a tour and wine tasting at the winery. We can also arrange to have a performance group stage a murder mystery for your guests to participate in while they enjoy the ride.



Tillicum Village Dinner Cruise

Capacity: Can accommodate groups of any size

You'll find an evening full of authentic Native American culture at Tillicum Village. You will cruise from Pier 56 to Blake Island Marine State Park, enjoying an informative tour of the inner harbor of Elliott Bay along the way. Upon arrival, feast on a Northwest buffet followed by an enchanting Native American performance.



Washington State Trade & Convention Center

Capacity: 3,500

The Convention Center's award winning design dramatically integrates the vitality of an international port city with the natural beauty of the Evergreen state. Set in the heart of Seattle, it is a sparkling centerpiece mere steps from the city's finest hotels and restaurants and 20 minutes from Seattle-Tacoma International Airport--a setting that lends fresh perspective to the meaning of the words "great location."

Boats



Royal Argosy Dinner Cruise

Capacity: up to 600

The Royal Argosy, a 180', 600-passenger fine dining dinner ship, is the first of its kind in the United States. While on board, your experience will include a meal of the highest quality served to you at your table and beautiful views of Puget Sound.



Waterways Lakes Cruise on the Olympic Star

Capacity: up to 150

Discover the spectacular scenery of Lake Union and Lake Washington and the luxurious waterfront homes of the rich and famous. This narrated cruise and buffet dinner will take you by the multi-million dollar home of Microsoft founder, Bill Gates.

"I would like to commend your team for an outstanding job on the 9th Annual Children's Justice Conference. The conference this year was a resounding success! This is the fourth year we've worked with Convention Services Northwest and we look forward to many more in the coming years."

Caroline Ford
Department of Social & Health Services

Additional Private Charters

Seeker, Spirit of Seattle, The Islander, Match Maker, Island Spirit, My Girl, Virginia V



Stadiums

Qwest Stadium Capacity: 67,000

Just south of Pioneer Square, Qwest Seahawks Stadium is unlike any other stadium in the world. It has every amenity your group needs to make it the perfect choice for your event.



Safeco Field Capacity: 47,000

Join us for an evening out at the Mariner's Safeco Stadium for an evening of hot dogs, beer, soda and peanuts--and some of the best baseball you'll ever see.



Additional Stadiums

Key Arena , Memorial Stadium, UW Husky Stadium

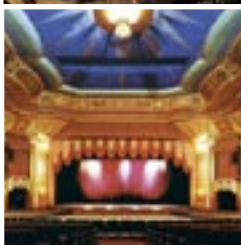
Performance Venues



Benaroya Hall

Capacity:

The design of Benaroya Hall accommodates two performing halls (housing the Seattle Symphony) in a complex that is thoroughly integrated into downtown Seattle. Occupying an entire city block, the development celebrates the vital role of performance events.



Paramount Theatre

Capacity:

Built in 1928 as a motion picture palace and vaudeville playhouse, the 3,000-seat theatre was billed as the "largest and most beautiful theatre west of Chicago." This landmark building is one of Seattle's last remaining historic theatres.



Teatro Zinzanni

Capacity:

An unforgettable and elegant night of transformation and celebration, Teatro Zinzanni, is an innovative and wildly entertaining production that will dazzle your senses! Created in the zany pastiche of European cirque, cabaret, spectacle, music and fine dining, "Dinner and Dreams" unveils an enchanting story, characters and a fabulous menu created by chef Tom Douglas.

Fun Facts:



The 2001 Seattle Mariners won 116 games tying the 1906 Chicago Cubs for the most games won in major league baseball history.



The World's first hydroplane racing boat was built in Seattle.



Seattle's Elliott Bay is home to the world's largest tugboat races held annually in May.



One out of every five Seattleites owns some kind of boat, causing local mariners to call Seattle the boating capital of the world.



The motor for the revolving restaurant in the Space Needle has the highest gear ratio in the world - 360,000 to 1.

Additional Performance Venues

McCaw Hall, ACT Theatre, 5th Avenue Theatre, Cinerama Theatre

Special Event Venues

Great Views



The Space Needle

Capacity: 280 Seated, 850 Buyout

Atop this 605-foot Seattle monument, a 360-degree view includes such awe-inspiring sites as Mt. Rainier, beautiful Lake Washington, and downtown Seattle. Your own private space at the banquet level can accommodate from 20 to 360 guests.



Columbia Tower Club

Capacity: several hundred

On the 76th floor of Seattle's tallest building, the Columbia Tower Club remains the area's most prestigious private club. From its elegant decor to the breathtaking view of the city, the Tower Club offers a first class evening. CSNW has an exclusive private membership to the club.



Seattle Harbor Club

Capacity: up to 400 in entire club

Atop the Norton Building in downtown Seattle, the Harbor Club invites you with sweeping views of Mt. Rainier and the Olympic Peninsula. Dine among fine fabrics, elegant chandeliers and distinctive furnishings, enjoying our exclusive private membership to the club.

Additional Great Views

Salty's on Alki, Salish Lodge at Snoqualmie Falls



Museums

Museum of Flight

Capacity: up to 2500 reception

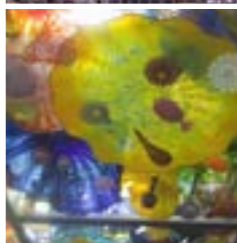
Celebrate mankind's aeronautical achievements at the Museum of Flight. On an exciting voyage through flight, view nearly 50 historically important planes on display. In addition, you will be treated to a visit on the first Air Force One. See 28 rare WWI and WWII fighter planes in the Personal Courage Wing.



Museum of Glass

Capacity: up to 300 sit-down or 800 reception

Located in Tacoma, The Museum of Glass delivers joy and appreciation for artistic expression. The 75,000 sq ft building encompasses galleries and exhibition spaces, an education studio, an amphitheater, store and café. This fascinating facility is filled with the delicate and fragile beauty of hand blown glass including the Chihuly Bridge of Glass.



Seattle Art Museum

Capacity: up to 500 reception

The Seattle Art Museum houses a 20,000-piece collection, including works from NW Native Americans, Africa and Asia, Europe and America, as well as the latest from Northwest contemporary artists.



Additional Museums

Frye Museum, Museum of History and Industry, Seattle Asian Art Museum

Seattle Center



Experience Music Project and Science Fiction Museum

Capacity: up to 800 reception

Paul Allen's wildly inventive Rock & Roll Museum is great for interactive fun. Create your own rock band and explore science fiction movie artifacts in the Science Fiction Museum.



The Monorail

Whisking passengers between the Seattle Center and Westlake Mall downtown, the monorail is a favorite and convenient form of transportation to the center.



Marion Oliver McCaw Hall Opera House

Capacity:

Home of the Seattle Opera, this shiny glass encased facility is a gorgeous venue for an elegant evening.



Pacific Science Center & Boeing Imax Theater

Capacity:

The Science Center is a great venue for kids and adults alike. Explore new interactive exhibits and installations year round. The Boeing Imax theater is one of two gigantic IMAX screens at the center.



Fisher Pavilion

Capacity: up to 1000 reception

An excellent indoor/outdoor venue for large scale parties and public gatherings.

Built for the 1962 World Fair, the Seattle Center is full of interesting and unique venues as well as dozens of entertaining attractions and rides. In addition to the Space Needle, The Seattle Center also houses many of Seattle's large festivals, concerts and public gatherings.

Annual Events

- Cherry Blossom & Japanese Cultural Festival (*May*)
- Seattle International Children's Festival (*May*)
- Northwest Folklife Festival (*May*)
- 4th of July Celebrations
- The Bite of Seattle (*July*)
- Seafair (*Aug*)
- Bumbershoot Festival (*Sept*)
- Italian Festival (*Oct*)
- Winterfest (*Nov-Jan*)
- Seattle Marathon (*Nov*)
- New Years Eve Celebrations

Attractions:



- 1 Seattle Center House & Seattle Shakespeare Company
- 2 Space Needle & Monorail
- 3 Pacific Science Center & Boeing IMAX Theater
- 4 Seattle Children's Theater
- 5 Fisher Plaza
- 6 Key Arena
- 7 Intiman Theatre
- 8 Seattle Repertory Theatre
- 9 Memorial Stadium
- 10 McCaw Hall Opera House
- 11 Seattle Fountain
- 12 Experience Music Project & Science Fiction Museum
- 13 Seattle Center Fairgrounds

Meeting Management

Our skilled staff prides itself on the smooth and successful execution of all details involved in the many facets of meeting planning.

Through our extensive experience, we recognize the advantage of flexibility in designing each meeting management package.

CSNW has developed a registration system designed specifically to meet the needs of our conference and convention clients. Our system will track all important information about each registration and provide detailed reports to you about the attendees.

We are pleased to present our suite of Meeting Management and Registration Services.

Conference Office

CSNW will operate as the central office for the meeting. We will handle telephone, facsimile, mail and e-mail inquiries.

Conference Planning Timeline

CSNW will develop a realistic planning timeline, including deadlines for all facets of the event.

Meeting Space Arrangements

CSNW will research and negotiate site selection for the event including, but not limited to identifying space for keynote sessions, breakouts, exhibits, social receptions, meals and registration. We will make room assignments and provide a session schedule for distribution of printed materials. We will communicate all meeting and meal function requirements to the facility, including room capacities, set-up, audio-visual and food & beverage requirements. We will oversee production of all event signage and any recycling services.

Outside Contractor Selection/Negotiation

CSNW will research potential vendors to be used in conjunction with the event. We will solicit competitive bids, advise your organization in vendor selection, and negotiate fees and contracts with selected vendors. Vendors may include: Audio-visual providers, Printers, Sign Makers, Entertainment, Equipment rental and Transportation.

Print Materials

CSNW will collect bids for brochure/logo design, typesetting and printing. In conjunction with information provided by your organization, we will draft the content of the pre-conference and on-site materials. We will review and seek committee approval of all materials prior to printing and release.

Mailings

Your organization will provide an updated mailing list sorted in label format or electronically (ASCII comma delineated format). CSNW staff will coordinate the mailing and registration pieces either in-house or through a mailing service.

Sleeping Rooms

An appropriate block of rooms will be held and monitored at the hotel. CSNW will arrange and manage the event's Master Account.

Speaker Coordination

CSNW will contact the hired speakers and coordinate all arrangements including travel arrangements, date and time of presentation, location of their particular session, audio/visual equipment requests, reproduction and distribution of hand-outs and other special needs or requests.

Event Materials

CSNW will help coordinate the collection, duplication and delivery of all the event materials. If necessary, we will design and print tickets for individual functions and special events. CSNW staff will handle the "stuffing" of registration materials prior to the event.

On-Site Management

CSNW representatives will be on-site through the duration of the event. Responsibilities include, but are not limited to: Managing registration area; submitting food guarantees; reviewing meeting room set-ups and audio-visual needs; and Monitoring food and beverage functions.

Budget/Accounting

CSNW will develop a preliminary budget for the event. We will monitor expenses/income and adjust accordingly. CSNW will reconcile all invoices for payment. Sixty days after the meeting, CSNW will present an account summary of receivables and payables to the organization.

"On behalf of the National Association of Credit Management, please let me extend our sincere thanks to all of you and your staff for all your help in making our congress so successful. It was a great meeting. It was truly a pleasure working with you and your staff. What a team! Thank you for making my job easier. It is not too often that I can pretty much glide through a convention. This year I did and I thank you."

Lynne Valentic, CMP

National Association of Credit Mgt.

Registration

Registration Form

In conjunction with the pre-conference mailings, we will customize and design a registration form based on the requirements of the event.

Name Badges

One-color, custom-designed, laser printed name badges will be produced in advance for pre-registrants. For those who register on-site, we will be able to produce their badges at the registration desk with portable laptop computers and laser printers. *PLEASE NOTE: One laptop and printer will be provided.*

Advance Registration

CSNW will provide an on-line address, as well as a physical receiving address, fax, and e-mail for all advance individual conference registrants. We will also handle all telephone inquiries regarding the meetings. CSNW will process faxed and mailed registrations as they are received. Information is entered into a database. A personalized, computer generated confirmation letter will be mailed to the registered attendee. The letter, designed by CSNW and approved by the client, will include pertinent information such as on-site registration hours, location, and any other necessary facts. The original registration form will be kept in an easily accessible file and brought on-site to respond to all inquiries. A receipt will be included in the participants' on-site registration packet, if applicable.

On-Line Registration

We will create a conference web site for on-line registration. Payment can be made via credit card, check or purchase order. All major credit cards are accepted. Your organization will have direct access to the on-line registration via a login and password for "up-to-the-minute" information. This state-of-the-art registration system was designed by meeting planners and will provide your organization with a customized online form. This will also provide the attendees with unsurpassed service and ease in the registration process. You will receive 24/7 reporting capabilities, the Internet standard for secure e-commerce, the ability to have registrants use online or mail or fax registrations simultaneously, and automatic confirmation of registration. From the very simple to the most complex registrations this system is able to change to fit your needs. As with paper registration, each registrant's information will be entered into our database and a personalized confirmation letter will be e-mailed immediately to the attendee. A receipt will be included in the participants' on-site registration packet, if applicable.

On-Site Registration

All of CSNW's staff are fully bonded. We will provide the necessary staff to oversee and execute the on-site registration duties. Such duties include, but are not limited to, distribution of materials, collection of registration fees, and on-site production of name badges. We will operate a separate registration desk for walk-in registrants. *PLEASE NOTE: There is no charge for the on-site registration manager. Each additional registration staff member will be billed at \$25.00 per hour (3 hour minimum).*

Registration Monies

The handling of registration monies will be determined by your requirements. CSNW can collect checks and money orders payable to the event and make deposits directly into the conference account. Or, the checks can be made payable to Convention Services Northwest with payments made to your organization on a predetermined regular basis. CSNW accepts: VISA, MasterCard, American Express, Diner's Club, Discover and Carte Blanche. A 5% processing fee will be deducted from incoming credit card funds. The remainder will be deposited accordingly in the conference account. Registration deposit reports will be prepared on a predetermined regular basis. Purchase Orders will also be accepted with an additional handling fee per purchase order. Wire transfers will be accepted plus a fee per transaction. A preliminary post-conference deposit report will be provided to the committee within 30 days after the conference. Within 60 days all accounts will be settled.

Reports

In addition to 24/7 access via the Internet, CSNW may also provide a variety of standardized registration reports to meet the needs of the client. Specialized custom reports can be provided at an additional fee. Reports will be provided on a mutually agreed upon schedule.



Tours and Activities

These pages include a sampling of the many varieties of half-day, full-day, pre and post tours available.

We can combine or modify tours to suit your needs. Our team of experienced tour guides will help to ensure the success of your tour program.

Half-Day Tours



Seattle City Highlights

Come Sample Seattle's greatest sights and neighborhoods! This tour can be customized to hit the areas of town you want to see the most. You can see such sights as the Seattle Center, Pike Place Market, Asian International District, the Waterfront, Pioneer Square, the Hiram Chittendon Locks, Magnolia and more.



Pike Place Market Tour

A visit to Seattle would not be complete without experiencing the local flavor of Pike Place Market. Join us for a refreshing walking tour, where you will enjoy over 250 vendors and their unique crafts and wares. This true to the Northwest tour can also include tastings in shops offering regional favorites.



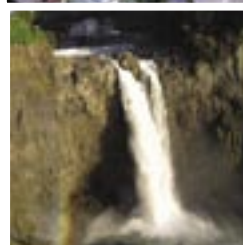
Historic Pioneer Square and Underground City Tour

Engage in a humorous look at Seattle's history as the Underground Tour guides reveal the truth about Seattle's founding fathers and take you on an unusual tour beneath the streets of Pioneer Square. Then stroll through the cobblestone streets with galleries and cafés lining the way.



Boeing Plant Tour

Boeing welcomes you to tour their enormous technical center. With doors the size of a football field and 62 acres of floor space, the eleven-story Boeing plant is the world's largest building by volume. During this tour, you will observe airplanes in various stages of assembly and learn about the production process. (only available weekdays)



Snoqualmie Falls

Ride through the beautiful Cascade Mountain foothills to view Snoqualmie Falls, which is 97 feet higher than Niagara. You can combine this tour with a wine tasting at one of two nearby wineries.



Northwest Houseboat Tour

Set sail on a chartered ship and cruise around Lake Union for a first-hand look at Seattle's unique houseboat community. These authentic floating homes have some of the most elaborate architecture and some even stand three stories tall.



Glass Blowing Tour

Come to this glassblowing studio for a privately-led class in the art of glass making! This studio is home to several resident artists and includes a gallery of finished works. Each member of your group will interact with the instructors to create their very own glass medallion to keep as a souvenir.

"I would like to take the opportunity to thank everyone who worked on the CPCU program for their hard work and efforts in ensuring a successful meeting. You all were unfailingly positive, innovative and creative. Thank you all for your dedication to excellence."

Liliana T. Rizzo
CPCU Society



Tastes of the Northwest

Chef's Walking Tour & Cooking Demo

This opportunity will provide you with a professional chef's look at the Pike Place Market, followed by a cooking demonstration and luncheon at a local restaurant.



Kaspar's

Chef owner Kaspar Donier takes advantage of the freshest local fish and shellfish available to create outstanding and innovative dishes, from Penn Cove Mussels and Dungeness Crab to Alaskan King Salmon. It's easy to realize why national publications such as Bon Appetit and Gourmet have recognized Kaspar's as extraordinary.



Boehm's Candy Kitchen

In the Boehm's candy factory you'll view the hand-dipping method and, of course, try a sample from the array of chocolate-covered marzipans, turtles, cordials, and more.



Wine Country



Château Ste. Michelle Winery

Chateau Ste. Michelle, founded in 1934, is considered Washington's premier winery. The winery combines Old World wine-making tradition with New World innovation and is best known for its award winning Chardonnay, Merlot and Cabernet Sauvignon.



Columbia Winery

Columbia Winery, *Wine Country Magazine's* "Best of the Best American Wineries", has become nationally known for its full-bodied red wines and enjoyable white wines.




DeLille Winery


A beautiful chateau located in Woodinville, the DeLille Cellars is a small, dedicated winery founded in 1992. Their signature wine is Chaleur Estate - a blend of Yakima Valley Cabernet Sauvignon, Cabernet Franc and Merlot.

Additional Washington Wineries


Bainbridge Winery, Walla Walla Winery, Wenta Winery, Silverlake Winery, Woodhouse Cellars, Yakima River Winery

Fun Facts:

 Seattle sells more sunglasses per capita than any other major city in the nation.

 Seattleite and Tacoman Dale Chihuly, world-renown glass sculpter, was the first person to be proclaimed a "Living National Treasure" by president George Bush in 1992.

 The Farmer's Market at Pike Place is the longest continuously operating farmer's market in the US, since 1907.


 Seattle boasts more glassblowing studios than any other city in the US and second only to the island of Murano near Venice, Italy.


Tours and Activities





Full Day Tours


Fun Facts:

 *The Washington State Ferry System is the largest Ferry System in the US and the state's number one tourist attraction.*

 *The gas turbine Victoria Clipper IV catamaran that shuttles between Seattle and Victoria, BC is the fastest passenger vessel in the western hemisphere.*

 *Seattle is the first major US city to provide free bus service in its central business district.*

 *Seattle has been acclaimed "the most honest city in America" by Reader's Digest.*

 *Seattle boasts the first and the most Starbucks coffee shops in the world.*



Victoria, BC

The first-class service of the Victoria Clipper jet catamaran will transport you to Vancouver Island. Spend an afternoon strolling through Butchart Gardens, touring the city in a double-decker bus, visiting the Royal British Columbia Museum or partaking in High Tea at the Empress Hotel. Victoria's wide, flower-filled streets, charming alleys and grand buildings make it one of Canada's most relaxing cities to explore on foot.



Whidbey Island

Discover Whidbey Island, the longest island in the contiguous United States. Take a scenic ride through the Cascade Mountains and Skagit Valley to Deception Pass Bridge. Visit Greenbank Farm, the largest loganberry farm in the U.S. then wander the streets of Langley, an artistic community filled with art and fashion. Cruise via ferry through the Puget Sound on your return to Seattle.



Port Townsend

After a beautiful boat ride across Puget Sound, you will enjoy the sites of Historic Port Townsend. You will see restored collections of brick and stone buildings dating back to the late 1800's, and you will enjoy a delicious lunch at Waterfront Park. You'll have time to browse the specialty shops during this tour.



Bainbridge Island

Take a 30-minute ferry ride across Puget Sound to Bainbridge Island, where a host of country pleasures await you. Visit the town of Poulsbo or enjoy a delicious salmon luncheon at Kiana Lodge. A ride back to Seattle, as the sun sets, will create the perfect ending to this day.



San Juan Whale Watching

This tour through the San Juan Islands is well-known for spectacular sea life sightings--Orcas and Minke whales, seals, sea lions, sea birds, otters and bald eagles. Cruise among 172 enchanting islands, beautiful vistas, colorful villages and through dramatic Deception Pass. A stop at Friday Harbor is a wonderful part of this lovely cruise.

Pre & Post Tours



Friday Harbor

Take a relaxing boat ride through the beautiful San Juan Islands to Friday Harbor. You can relax and watch the sunset or enjoy the numerous sightings of sea life. Spend the night at a charming bed and breakfast.



Leavenworth

Travel through the majestic Cascade Mountains to this city of old world alpine architecture. Dine in the unique restaurants or shop for imported gifts and handicrafts in the interesting shops that pepper this Bavarian village. Seasonal special events including the Christmas Lighting festival, Autumn Leaf Festival and Oktoberfest are great fun for all. Return through the beautiful Blewett and Snoqualmie Mountain passes.



Canadian Rockies Railway

If your pre-post tour takes you to Victoria or Vancouver, BC, you can return to the states via this scenic train ride through the majestic Canadian Rockies.



Vancouver, BC

Join us for a fabulous overnight trip to Vancouver, British Columbia. You'll depart via the BC ferry for a night in Vancouver, where you'll experience Chinatown, old world Gastown and the 1000-acre Stanley Park. This trip can be combined with a trip to Victoria, BC for a three-day, two-night excursion.



Mountains

Mount Rainier

Washington State's greatest single attraction, standing tall and proud, is Mount Rainier, which breathtakingly rises 14,411 feet above sea level. Your scenic drive up the steep mountain includes a stop at the spectacular Narada Waterfalls before arriving at Paradise in Mt. Rainier National Park



Mount St. Helens

Take this opportunity to visit the site of the nation's most recent main-land volcanic eruption. Our first stop will be at the Mount St. Helens Visitor Center. The Center recaps the events leading up to, and following, the May 18, 1980 eruption. Next, we'll travel to mile marker 26, where you'll find yourself at the base of the massive landslide that accompanied the 1980 eruption. Afterwards, we'll make our way to the Coldwater Ridge Visitor Center. Here you'll get an extraordinary glimpse of the volcano's crater and lava dome.



Recreation

Northwest Outdoors

Outdoor enthusiasts will love Seattle for its many recreational activities. The Northwest is a golfer's paradise, featuring many excellent public and private golf courses, sure to challenge the novice or the pro.

The Puget Sound area has so many wonderful activities to offer, whether you prefer to be on the water or up on a mountain, CSNW will organize your outdoor excursion so you can concentrate on enjoying all the beauty of the Pacific Northwest.



Skiing, Snowshoeing, Snowmobiling

Strap on your skis, snow board or snow shoes and hit the slopes. The Pacific Northwest has some of the best skiing in the country. We'll transport your group to the lodge of your choice for a day of fun in the snow. Or take a snowmobile out on the snow covered terrain.



Fly Fishing

Our experienced fly fishing guide will take your small group to a private lake for a peaceful day of fly fishing. The Northwest is full of great fishing hot spots. Whether you're a novice or an expert, you'll have fun making that catch of the day.



Salmon Fishing

The Pacific Northwest is known for its prime salmon, so join us to test your skill at world class fishing for the highly prized fish. On a trip like this, the captain will do his best to ensure a bite! Fishing enthusiasts will be taken north of Seattle to meet the charter boat. If the salmon evades your bait, you're sure to catch bottom fish, including halibut, cod and flounder.



Hot Air Balloons

Rise and shine for a memorable hot air balloon ride over the beautiful and verdant Redmond Valley. Get ready to view the lush green fields and rocky hillsides, the serene farmland and the crystal blue bodies of water that comprise this beautiful region.



Cascade Mountain Hike

Enjoy magnificent alpine scenery with snowfields and waterfalls in the Alpine Lakes Region of Snoqualmie Pass in the Cascade Mountains. Approximately four miles round-trip, this moderately easy hike is popular with beginning and experienced hikers. Participants should be physically fit and bring along a sweater or jacket, good walking shoes and a backpack.



River Rafting

Along Washington's local rivers comes the chance to participate in an adventurous and scenic day of river rafting. A guide will take you on a wet and wild trip down a natural river full of water rapids. No experience is necessary, just excitement and energy! We help you select a river which fits your groups' level of adventure, based upon time of year and rainfall.



Kayaking on Lake Union

Explore Lake Union by kayak and get a true feel for the water! No experience is necessary; our guides will instruct as you enjoy many sights. You'll see the colorful and interesting houseboat community that has played an important role in the city's development and many other impressive views!

"Thank you once again for all of your assistance with our NIAID Reverse Site Visit held earlier this month in Washington, DC. The meeting ran smoothly, and was a highly successful forum for scientific exchange. Your organization and professional manner are greatly appreciated. We hope to have the opportunity to work with you again in the future."

Yvonne Cosgrove Sweeney
U.W. School of Medicine

Golf



Coal Creek of Golf Club at Newcastle

Distance from Seattle: 20 min

No course in the state can claim better views. From the deck clubhouse, there is a commanding view of Seattle, the Olympic and Cascade mountains. Newcastle is the site of the Fred Couples Invitational. Golfing at Newcastle is a fantastic experience!



Plateau Golf and Country Club

Distance from Seattle: 35 min

18 holes and 7,200 yards of golfing paradise is carved from a classic Northwest forest. All of the holes are distinctly different making a challenging round for all golfers. You'll enjoy the surrounding forest and mountainous scenery.



Willows Run Golf Course

Distance from Seattle: 30 min

Located in the Sammamish Valley, this championship par 72 course is an undulating and picturesque 18-holes designed to offer challenge and variation. Holes oriented in many directions, marshes, tall grass and impenetrable rough makes this course unique.



Washington National Golf Course

Distance from Seattle: 20 min

Designed by award-winning architect John Fought, Washington National features a layout that gradually increases in challenge hole by hole. The course is "Home Course" of the University of Washington men's and women's golf teams.



Echo Falls Country Club

Distance from Seattle: 45 min

Located across Lake Washington in Woodinville, this stunning course opened to rave reviews. Steep terrain and tree-lined fairways offer a true Northwest golfing challenge. Nestled in the Northwest countryside, a sparkling lake and cascading waterfall surround the beautiful English-style clubhouse.



McCormick Woods

Distance from Seattle: 1 hour 30 min

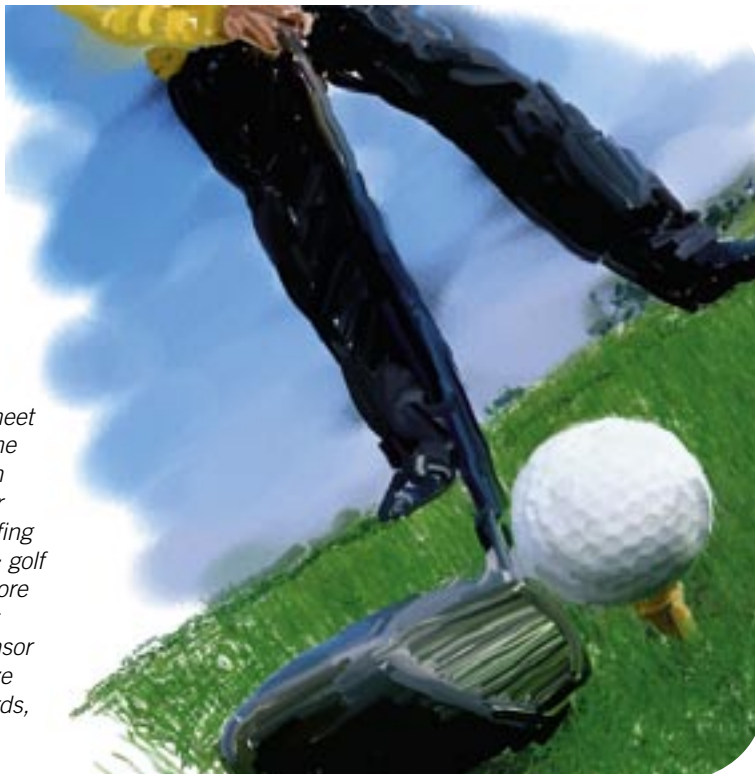
Take a scenic ferry ride to Port Orchard and continue to McCormick Woods Golf Course, one of our areas most scenic and challenging courses. Golf experts agree that McCormick Woods is one of the top four courses in the state.

Additional Golf Courses


China Creek, West Seattle, Mount Si Golf Club, Trophy Lake Club, West Seattle Golf Course


Snoqualmie Falls Golf Club is a TPC course only. Please let us know if one of your attendees is a TPC Member.


CSNW can customize your golf package to meet your budget, time frame and skill level. We can create tournaments for your guests. Each golfing excursion can include: golf carts, PGA scoring, score cards, cart signs, valet bag drop, set up, sponsor signs, registration, prize funds, tournament cards, green fees, range ball scoring and more.



Fun Facts:

 *K2, the legendary ski maker on Vashon Island, invented the world's first fiberglass skis in 1965.*

 *People in Seattle commute to work via bicycle more than any other city in the U.S.-could be due to 30 miles of bike-pedestrian trails, 90 miles of signed bike routes and 16 miles of bike lanes on city streets.*

 *Seattle is the best major city in the US to have a heart attack - 50% know CPR.*

Theme Development

Décor

Whether you want simple elegance or extravagant adventure, CSNW can make it happen. From buffet displays, centerpieces, lighting, and draperies to artwork, dance floors, and theme elements, CSNW handles all the décor details. We will transform your event into whatever your wildest dreams may be. Some themes we've executed in the past include:

Planning a theme party in your hotel or off-site venue? CSNW can coordinate all of the logistics to produce a memorable evening for your guests. Recognizing that every group is unique, we welcome the challenge of creating the perfect atmosphere for your event.

We can customize your theme to fit your style—historic, futuristic, modern, or retro. Whatever you can imagine we can bring it to light.

Northwest Native America
Neighborhoods of Seattle
Seattle Music Scene
Circque-Mystique Inspired
Seattle Speakeasy
Pacific Rim
Gold Rush
Northwest Nautical
Future-Space Theme
Psychadelic 60's
Disco Fever

Menu

Now that we've set the atmosphere, let's compliment it with the perfect selection of food and delicious wines from the Northwest. Our experienced team brings over 20 years of combined culinary, catering and hotel experience to ensure your menu is chosen with the precise needs of your guests in mind. We will choose a menu to compliment your event theme.

Audio-Visual

No atmosphere is complete without sound and lights. Our partnerships with the top audio-visual specialists in the city will help create the mood you need for your event. We can create gobo lighting, dance floor lighting, stage lighting for entertainers. We will also set up a sound system that will bring your event to life.

Entertainment

Nothing completes an event theme like bringing in entertainers. CSNW has relationships with some of the top entertainers in the area. Here's a taste of the types of entertainment we can arrange for you:

Dance Bands (50's, 60's, 70's, 80's, 90's and today)
Solo Musicians
Native American Dancers
Strolling Street Performers
Magicians
Stand Up Comics
Celebrity Look A Likes
Game Show Hosts
Mimes
Improv Actors for Murder Mysteries



"Now that the years of planning and the excitement of the 12th Congress of International Pediatric Nephrology Association have ended, I wanted to express my appreciation for the outstanding professional service you gave to us as we developed our program. You were a terrific partner in making the Congress a success."

F. Bruder Stapleton, MD
U.W. School of Medicine/Pediatrics

Team Building



Martini-A-Go-Go Mixology Event

Your guests will visit Lisa Dupar's "Julep" venue. Teams will compete to invent a new tasty cocktail, name it, and figure out how to market it to the other teams. Similar to "Iron Chef", each team will have certain ingredients and supplies and will use their creative skills to make the best new drink. Tasting the delectable concoctions afterwards is half the fun.



Northwest Tactical

Your team can try out combat tactical maneuvers with each other at this SWAT / Special Operations Training Center which is not open to the general public. Compete in courses with hurdles, trenches and other challenging obstacles.



Willows Lodge Challenge Courses

A Challenge Course consists of intellectual and physical tasks ranging from simple exercises to more physically demanding activities. Team challenges include both ground level problem solving and the high ropes course. The high challenge is uniquely designed for teammates to help each other navigate through obstacles that are both physically and emotionally rewarding.

Table with 3 columns and multiple rows, likely a scavenger hunt checklist. Some cells contain 'X' marks.

Scavenger or Treasure Hunts

Your team can set out to find unusual items in this city-wide scavenger hunt. See the sights of Seattle as your team scrambles to be the first to complete their list. Or, teams can compete to be the first to solve a series of clues to find a hidden treasure somewhere in the city.



Glass Blowing

Your group can learn about glass art and experience glassblowing hands-on in state of the art facilities in Downtown Seattle. Professional glassblowers lead groups in customized experiences ranging from narrated demonstrations to hands-on workshops where visitors create their own one-of-a-kind glass art pieces. Glassblowing is a great activity to enhance teamwork amongst co-workers. It enriches communication, encouraging participants to develop good interpersonal skills.



Murder Mystery

Your team members become super sleuths as they try to unravel the murder mystery created by a professional group of improvisational actors. We can tailor the mystery using information you supply about your group and individual attendees. You can host your murder mystery at your choice of venue or combine it with the Washington Dinner Train excursion and have a murder mystery while you dine on the train.



Community Service Projects

Get your team working together to enrich the lives of others and build a better community. Many different types of community service projects are available, such as environment clean-ups at parks/beaches or serving meals to the homeless.

Team building is an important part of every group's goals. CSNW can help your group find a fantastic, exciting team-building experience that is perfect for your group.

"I was impressed with CSNW after our first meeting. It was evident to me that CSNW staff were true professionals whose work ethic and creative ideas would be a perfect match with our association. They proved me right. All of the events they coordinated were well received by our members. I recommend them highly to any group that expects more than 100%-because that is what you will receive."

Carol J. Barber, CMP
American College of Emergency Physicians

Transportation

Modes of Transport

Whether by land, air or water, CSNW will coordinate all your transportation needs. We can arrange coaches, boats, limousines, helicopters, float planes or even Hummers.



Airport Meet and Greet

We'll meet your group at the airport for arrivals and departures and transport them to/from area hotels. We'll assist with baggage handling as well. Choose from shuttle buses, taxis, limousines, vans, Sedans. Translators, Signage, VIP lounges and other services can be added.



Helicopters or Float Planes

Soar over the beautiful Mountain ranges or city scapes of the Northwest in your own private helicopter or visit your out of town site in a float plane.



Hummer SUVs

Got a group that needs a road trip? Climb on in to our modern, well-equipped all terrain vehicles for some roadway adventures.



Classic Roles Royces or Limousines

Transport your group in style and elegance in a luxurious Roles Royce Limousine.



Master's Experience Conference Limousines and Coaches

Let The Master's Experience provide the ultimate executive ride on your next road trip. Our Custom Executive charters onboard our deluxe VIP Coaches can put any event on the road to success.



Towncars, Vans, or Sedans

Need a simple transport for a small group of people? Look no further than our selection of small, mid-size and luxury towncars, vans and Sedans.



Motorcoach Shuttles

Whether you're touring the city or moving a large group to an event, you can't beat our deluxe motorcoaches from the top coach companies in Seattle. Available in a variety of sizes from 14 passenger to 54 passenger, these coaches are comfortable and have large viewing windows to see the sites.

"I want to express my sincere appreciation to you and Convention Services Northwest for your assistance with the Federation of Tax Administrator's banquet at the Museum of Flight. I would highly recommend CSNW to other groups needing assistance with their meeting or event plans. Thanks again!"

Vikki Riffe
State of Washington, Dept. of Revenue

Cruises to Alaska

Cruise Alaska

As a preferred cruise line travel agent, we are proud to offer deluxe Alaska cruises on Holland America, Norwegian, Princess and Celebrity Cruise lines.

With a fleet of four world class ships sailing from May to September, the departure schedule is very convenient for pre or post convention cruise options. Ships sail from Seattle weekly and twice weekly from Vancouver, B.C. with motorcoach transportation available between the two cities.

We will produce a customized cruise brochure for you to be included with your registration materials. Because of our "preferred" status, we can guarantee rates at least 35% below regular brochure rates!

NORTH TO ALASKA SAMPLE ITINERARY **Inside Passage Classic Alaska** **Seven Night Cruise**

Day Zero

Motorcoach from Seattle to Vancouver. Feel the excitement as you board ship and settle into your stateroom. At sunset, your great liner weighs anchor and you head out to sea.

Day One

Cruise the Inside Passage. Enjoy the beauty of the forested slopes, the green-tufted islands and the cliffs that rise to snowy peaks. Explore the ship at your leisure.

Day Two

Juneau. Alaska's historic state capital, is a city set in a landscape so rugged it can only be reached by sea or air. Explore the town or visit majestic Mendenhall Glacier.

Day Three

Skagway. Here, at the end of the Inside Passage, Skagway was the turbulent staging point for prospectors hell-bent on getting to the Klondike.

Day Four

Glacier Bay. Now for the heart of the Alaska experience: Glacier Bay, where vast rivers of ice meet the waters of the bay. You have a front row view of the spires, pinnacles, cliffs and pillars of ice.

Day Five

Ketchikan, the "City of Totems". This unique town, whose culture was once dominated by the Tlingit Indians, offers a variety of sightseeing options from browsing local shops to chartering a boat for salmon fishing or flightseeing to Misty Fjords National Monument.

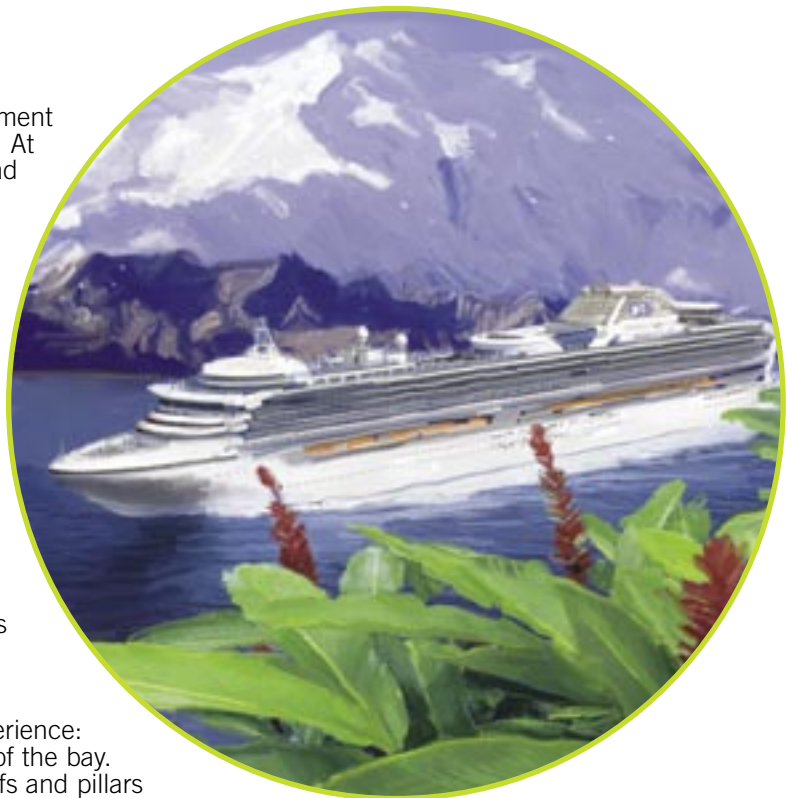
Day Six

Cruise the Inside Passage. Now relax as you sail homeward, re-entering the Inside Passage for another view of its incomparable scenery.

Day Seven

Arrive in Vancouver. Your cruise comes to an end as you arrive back in the beautiful port city of Vancouver. Motorcoach back to Seattle by 3:00 p.m.

Includes: - Seven day's cruising on a deluxe cruise ship
 - All meals on board



References

Mike Tekulsky

Director of Membership Services
Independent Press Association
2729 Mission Street #201
San Francisco, CA 94110-3131
415-643-4401 ext. 104 phone
415-643-4402 fax
memberdirector@indypress.org
350 people

Hallie Truswell

Executive Director
ICCMO
619 N. 35th St. #307
Seattle, WA 98103
206-633-4355 phone
hallie@tmj-iccmo.org
150 people

Bruder Stapleton

Chair and Pediatrician-In-Chief
Department of Pediatrics
MS T-0211
Children's Hospital & Regional Medical Center
PO Box 5371
4800 Sand Point Way NE
Seattle, WA 98105
206-526-2150 phone
206-527-3836 fax
bstaplet@u.washington.edu
800-1000 people

Thomesenia James

DSHS/Children's Administration
PO Box 45710
Olympia, WA 98504
360-902-7966 phone
jaml300@dshs.wa.gov
1400-2000 people



Convention Services Northwest

1809 Seventh Avenue, Suite 1414
Seattle, WA 98101
www.csnwseattle.com
sales@csnwseattle.com
p: 206-292-9198
f: 206-292-0559

CSNW Staff

CSNW staff includes 11-15 members at any given time.

INDUSTRY AFFILIATIONS

Professional Convention Meetings Assn.

Stacy Ringer
Secretary for the Pacific Northwest

Meeting Professionals International

Lori Goldfarb, CMP
Tracy Abel, CMP

National Association of Catering Executives

Kellie Cox-Beane

CURRENT CSNW STAFF

Scott White
Marcus White, CMP
Marcel Boulanger
Michelle Madayag
Michele Persinger
Angela Kim
Doug Fahl