

Convention Edinburgh

Activity Calendar



conventionedinburgh.com

 @conventions @delegaterewards



Royal College of Surgeons
Photo: Tete a Tete Foto

Convention Edinburgh events and activities will help to raise your business profile and provide you with access to tourism markets and networks, creating real opportunities to drive your business forward and continue to strengthen Edinburgh's economy.

On behalf of our members, we actively promote the city as a premier conference destination at major industry events and sales missions in the UK and overseas.

Convention Edinburgh delivers a coordinated, year-round programme of marketing, communications and events activity to deliver maximum economic benefit to Edinburgh, and business tourism in general.

We encourage our members to make the most of our wide range of networking, sales and marketing opportunities. Throughout the year we attend workshops and sales events, promoting our members and the city of Edinburgh. Members are invited to participate in these events and particularly those closer to home.

The Business Tourism team and our Event Manager will be in touch to invite you to participate in our calendar of activities, there is a mixture of free and priced activities to join and

DATE	ACTIVITY	LEAD	MARKET	£ COST
JANUARY 2016				
10 – 13	<p>PCMA Convening Leaders with Best Cities Group Alliance</p> <p>Location: Vancouver Convention Centre, Canada</p> <p>Professional Convention Management Association (PCMA) is the definitive authority in education, business networking and community engagement for leaders in the global meetings, convention and business events industry.</p>	Lesley Williams	IA (US) MICE Agency (US)	Participation on behalf of membership
22 – 24	<p>National Association Edinburgh Educational Visit</p> <p>Convention Edinburgh invite key decision makers to the city with the objective to attract future national and international associations to meet in the city – this is our opportunity to showcase the city to a select group of individuals and to build our reputation as a bureau and the city's reputation as a world class conference destination whilst</p>	Luci Williams/ Laura Henry		Member Support for Itinerary
FEBRUARY 2016				
16 – 19	Joint Sales Trip with members, London	Laura Henry	NA/MICE agency	Own Travel & Accommodation
MARCH 2016				
2 – 3	<p>International Confex in London</p> <p>International Confex is the UK's leading and longest standing event for the MICE industry, and aims to create a community for buyers, suppliers, venues and destinations. Since 1983, Confex has occupied an unrivalled position in the UK as the focal point for thousands of event buyers - professional and commercial conference and exhibition organisers, corporates, agencies and associations seeking venue, destination and supplier inspiration.</p> <p>More Info: http://www.international-confex.com/</p>	<i>See web link</i>	ALL	Own Travel & Accommodation
4 – 5	<p>Destination Edinburgh Client Workshop</p> <p>Convention Edinburgh extends an invitation to agency contacts in the MICE industry to spend 24 hours in Edinburgh showcasing members. The event encompasses a B2B workshop, welcome reception, dinner event and site inspections where member venues and services can present their business and network with clients throughout the 24 hours of the</p>	Luci Williams	MICE Agency (US, E, UK)	£460+vat Member Itinerary Support

MARCH 2016				
22	<p>Members Portal Training</p> <p>An introduction to the new Meetingedinburgh.com website as well as training on Lead Forensics Portal, CRM portal, and Edinburgh Rewards App portal.</p>	Luci Williams		Inclusive of Membership Invite via Eventbrite
31	<p>Making the Most of Membership</p> <p>An introduction to the benefits of membership to new members and new contact within member organisations. Find out how to participate in our events and marketing platforms.</p>	Luci Williams		Inclusive of Membership Invite via Eventbrite
APRIL 2016				
14-15	<p>C&IT Forum Fam</p> <p>This event will be a gathering of up to 30 of the most influential UK corporate and agency MICE buyers. Your venue has the opportunity to take part in one to one pre-arranged and pre-qualified business meetings with carefully matched buyers. All attending buyers will be prequalified to ensure they have meetings business to take to Edinburgh/Scotland.</p>	To book your supplier space at this event, please contact: Robert.aldhouse@haymarket.com	MICE Agency (E, UK)	Participation fee £3,250. Discounted rate of £2,750 available to members
16 – 18	<p>ICCA Association Expert Seminar</p> <p>Location: Frankfurt, Germany</p> <p>Convention Edinburgh is a member of the International Congress and Convention Association. Our membership allows us to research and track thousands of International Conferences around the world and engage with key contacts in preparation for entering a bid to host the conference in our city. ICCA represents the specialists in organising, transporting and accommodating international meetings and events.</p> <p>More Info: http://www.iccaworld.com/</p>	<i>See web link</i>	IA	
19 – 21	<p>IMEX Frankfurt incorporating Best Cities Global Alliance Dinner</p> <p>IMEX the world wide exhibition for Incentive Travel, Meetings and Events which takes place annually in Frankfurt. Convention Edinburgh participates as a stand partner with VisitScotland to promote Edinburgh as a conference destination.</p> <p>Convention Edinburgh is a member of BestCities Global Alliance. BestCities Global Alliance is a unique and innovative partnership among eleven top convention cities - Berlin, Bogota, Cape Town, Copenhagen, Dubai, Edinburgh, Houston, Melbourne, Singapore, Tokyo and Vancouver. BestCities host an annual dinner and a Press Breakfast which Convention Edinburgh will be attending</p> <p>More Info: http://www.bestcities.net/AboutUs.aspx#profile http://www.imex-frankfurt.com/events/</p>	Lesley Williams / Laura Henry	ALL	Participation on behalf of members

APRIL 2016				
20 – 21	<p>VisitScotland EXPO Edinburgh Location: Royal Highland Centre</p> <p>Marketing Edinburgh assist in the co-ordination of the presence of an Edinburgh and Lothians street at this National Exhibition staged by VisitScotland. EXPO offers all companies with a Scottish Tourism product to showcase their product to prospect and regular buyers. It is open to all sectors of the industry and all buyers from around the globe.</p>	Hillary Bett / Luci Williams		Payment direct to VisitScotland
MAY 2016				
17 - 19	<p>National Association Sales Trip with members</p> <p>For members who have an interest in the National Association sector then join Laura from our sales team and a small group of our members to present to this sector as a group. Two to three day itinerary of appointments representing a broad sector of our</p>	Laura Henry	NA	Own Travel & Accommodation Fully Committed— Contact Laura for next opportunity
24	<p>Meet the Marketing Edinburgh Team</p> <p>An informal networking opportunity with the entire ME team for members to find out what opportunities you can participate in throughout the</p>	Luci Williams		Inclusive of Membership Invite via Eventbrite
24 - 26	<p>European Sales Trip with members</p> <p>The opportunity to present Edinburgh and its meeting and events portfolio to International associations and MICE agencies to a chosen area of Europe. Join one of the ME sales team and other</p>	Fiona Fraser	IA (E) MICE agency (E)	Own Travel & Accommodation
JUNE 2016				
16	<p>Members Portal Training</p> <p>An introduction to the new Meetingedinburgh.com website as well as training on Lead Forensics Portal,</p>	Luci Williams		Inclusive of Membership Invite via Eventbrite
13	<p>The Association Meetings Conference takes place as part of the Education Programme of the Meetings Show and is designed specifically around the successful organisation and delivery of association events. It takes place at Church House Conference Centre, Westminster.</p> <p>More Info: http://www.themeetingsshow.com/</p>	<i>See web link</i>		
14 – 16	<p>The Meeting Show 2016</p> <p>The Meetings Show is the premier event for the UK inbound and outbound meetings industry, taking place 14-16 June 2016 at Olympia, London.</p>	VisitScotland	ALL	

JUNE 2016				
30 June - 2 July	<p>ICCA Destination Marketing Workshop – European</p> <p>As part of Convention Edinburgh’s ICCA membership benefits we and other bureaus around Europe meet to exchange business leads and knowledge. Each participating bureau attends with a key contact of an International Congress previously hosted in their destination thereby creating opportunity to network with key decision makers for future international conferences.</p>	Fiona Fraser	IA(E)	Participation on behalf of members
	<p>Edinburgh Ambassador Newsletter</p> <p>Edinburgh Ambassadors are individuals with whom we network with and develop relationships with in order to bid for future National and International Association conferences. This key group of influencers and decision makers are the corner stone of our successful bids to attract conferences to the City of Edinburgh.</p> <p>2016 is the 20th Anniversary of the Edinburgh Ambassador programme and to celebrate this issue of the newsletter will be an anniversary issue, with greater content and going to a larger database locally, nationally and internationally.</p>	Elaine Miller	IA	Advertising opportunities
JULY 2016				
19	<p>Making the Most of Membership</p> <p>An introduction to the benefits of membership to new members and new contact within member organisations. Find out how to participate in our events and marketing platforms.</p>	Luci Williams		Inclusive of Membership Invite via Eventbrite
AUGUST 2016				
SEPTEMBER 2016				
14	<p>Edinburgh Ambassador Program Annual Dinner</p> <p>Our annual dinner where we network with our Ambassadors. Members can take the opportunity to network with this key group of individuals who represent either National or International Associations and are influencers or decision makers in the next destination to host their Conference. Annually this sector creates in excess of £70m to the economy of Edinburgh through meetings and events staged in the city.</p>	Luci Williams / Elaine Miller	IA	£450 plus VAT

OCTOBER 2016				
6	<p>Members Breakfast Seminar</p> <p>Marketing Edinburgh invites its Convention Edinburgh members and stakeholders to a morning Seminar to bring members up to date with its KPIs and introduce the audience to industry speakers. Networking opportunities over breakfast and coffee break.</p>	Luci Williams		<p>Inclusive of Membership</p> <p>Invite via Eventbrite</p>
18 – 20	<p>IMEX America</p> <p>IMEX America sets the pace for doing business on an international scale. Increasing in size and scope annually, this event features the largest Hosted Buyer Program in North America and attracts thousands of buyers and exhibitors from the U.S. and around the world.</p> <p>More Info: http://www.imexamerica.com/about-us/</p>	Laura Henry	IA(US) MICE Agency (US)	Participation on behalf of members
13	<p>Members Portal Training</p> <p>An introduction to the new Meetingedinburgh.com website as well as training on Lead Forensics Portal, CRM portal, and Edinburgh Rewards App portal.</p>	Luci Williams		<p>Inclusive of Membership</p> <p>Invite via Eventbrite</p>
NOVEMBER 2016				
8	<p>Making the Most of Membership</p> <p>An introduction to the benefits of membership to new members and new contact within member organisations. Find out how to participate in our events and marketing platforms.</p>	Luci Williams		<p>Inclusive of Membership</p> <p>Invite via Eventbrite</p>
13 – 16	<p>ICCA Annual Congress-Location: Kuching, Malaysia</p> <p>ICCA is one of the most prominent organisations in the world of international meetings. It is the only association that comprises a membership representing the main specialists in handling, transporting and accommodating international events. ICCA's network of almost 1,000 suppliers to the international meetings industry spans the globe, with members in more than 90 countries. All companies and organisations which have a strategic commitment to provide top quality products and services for international meetings.</p> <p>More Info: www.iccaworld.com</p>	<i>See web link</i>		
Dates TBC	<p>National Association Sales Trip with members</p> <p>For members who have an interest in the National Association sector then join Laura from our sales team and a small group of our members to present to this sector as a group. Two to three day itinerary of appointments representing a broad sector of our membership base.</p>	Laura Henry	NA	<p>Own Travel & Accommodation</p> <p>Fully Committed—contact Laura for next opportunity</p>
24 – 26	<p>Destination Edinburgh Client Workshop</p> <p>Convention Edinburgh brings MICE agency contacts to the city for a workshop and networking programme over 24 hours. Members can register to network and meet the buyers at the workshop, reception, dinner and site inspection aspects of the itinerary.</p>	Luci Williams	MICE agency (E, UK)	£460+VAT

NOVEMBER 2016				
29 Nov – 1 Dec	<p>IBTM</p> <p>IBTM world (formerly known as EIBTM) is the flagship event of the IBTM events portfolio with 8 events across the globe and owned by Reed Travel Exhibitions, part of the Reed Elsevier Group. IBTM world is the leading global event for the meetings and events industry, held in Barcelona. The three day event delivers a focused business environment for professional education and networking for Exhibitors, Hosted Buyers and Trade Visitors. The unique Hosted Buyer Programme sets IBTM world apart from other exhibitions, hosting over 4,000 top level decision makers who place international business, and facilitating over 78,000 one to one appointments between exhibitors and buyers.</p> <p>More Info: www.ibtmevents.com</p>	VisitScotland	ALL	
DECEMBER 2016				
5 - 9	<p>Best Cities Group Alliance Client Workshop</p> <p>Convention Edinburgh is a founding partner of the BestCities Group Alliance. Representing 11 cities around the Globe our membership gives us access to knowledge exchange between the participating cities and networking opportunities with key decision makers for the placement of International Association meetings around the world.</p>	Lesley Williams	IA	Participation on behalf of members
13-15	<p>Associations Congress UK</p> <p>The Associations Congress UK has been developed with association executives to find out exactly what the associations want to hear about in order to drive their organisations forward. From senior management issues, membership recruitment and retention, digital marketing, and events; Associations Congress UK has been put together to address all of the challenges facing the association world today.</p> <p>More Info: http://www.associationsnetwork.org</p>	<i>See web link</i>	NA	Contact Associations Network
JANUARY 2017				
18	<p>Members Portal Training</p> <p>An introduction to the new Meetingedinburgh.com website as well as training on Lead Forensics Portal, CRM portal, and Edinburgh Rewards App portal.</p>	Luci Williams		Inclusive of Membership Invite via Eventbrite
10 - 13	<p>PCMA with Best Cities Group Alliance</p> <p>Professional Convention Management Association (PCMA) is the definitive authority in education, business networking and community engagement for leaders in the global meetings, convention and business events industry.</p> <p>More Info: http://conveningleaders.pcma.org/</p>	Lesley Williams	IA (US) MICE Agency (US)	Participation on behalf of membership
27 - 29	<p>National Association Edinburgh Educational Visit</p> <p>Convention Edinburgh invite key decision makers to the city with the objective to attract future national and international associations to meet in the city – this is our opportunity to showcase the city to a select group of individuals and to build our reputation as a bureau and the city's reputation as a world class conference destination whilst influencing future decisions on destination choice.</p>	Luci Williams/ Laura Henry		Member Support for Itinerary

FEBRUARY 2017				
16	<p>Making the Most of Membership</p> <p>An introduction to the benefits of membership to new members and new contact within member organisations. Find out how to participate in our events and marketing platforms.</p>	Luci Williams		Inclusive of Membership Invite via Eventbrite
dates tbc	<p>Joint Sales Trip with members, London</p> <p>You are invited to join a small group of members who will present Edinburgh and its meeting venue and service portfolio to National Association HQs and Agencies in the Meetings, Incentive, and Conference and Exhibition industry.</p>	Laura Henry	NA/MICE agency	Own Travel & Accommodation
MARCH 2017				
3 – 4	<p>Destination Edinburgh Client Workshop</p> <p>Convention Edinburgh extends an invitation to agency contacts in the MICE industry to spend 24 hours in Edinburgh showcasing members. The event encompasses a B2B workshop, welcome reception, dinner event and site inspections where member venues and services can present their business and network with clients throughout the 24 hours of the event.</p>	Luci Williams/ Nam Gowans	MICE Agency (US,E,UK)	£460+vat Member Itinerary Support
11-12	<p>SMU International Location: New York City</p> <p>One of the premier international event attracting top -level meeting professionals. Approved Suppliers will Experience one-to-one appointments with top international buyers, educational sessions and networking activities with all attendees.</p>	Laura Henry / VisitScotland	MICE agency (US) IA (US)	Participation on behalf of membership
24	<p>Meet the Marketing Edinburgh Team</p> <p>An informal networking opportunity with the entire ME team for members to find out what opportunities you can participate in throughout the year.</p>	Luci Williams	z	Inclusive of Membership Invite via Eventbrite

Glossary of Terms:

IA — International Association

NA — National Association

MICE — Meetings, Incentives, Conferences and Exhibition

US — North America

UK — National

E — Europe

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