

## Company Profile and Facts

### CAPABILITIES

Excel Meetings & Events manages, markets and produces meetings, conferences and events including annual investor meetings, association annual conferences, business conferences, customer events, incentive programs, media events, non-for-profit meetings and sales meetings. We have produced meetings for groups ranging in size from 100 to over 2,000.

In addition to comprehensive event logistics, we provide a wide-range of event marketing services that help build attendance, create a strong brand identity and communicate the value of your event or conference to your key audiences.

We are uniquely positioned to help our clients maximize learning, networking and relationship building by utilizing technologies that increase pre-conference and on-site interactivity. We are experienced at deploying wikis, social media sites, live video web casting, and audience response technologies that promote attendee interactivity.

We also help manage the risks associated with meetings and events by negotiating well-written hotel contracts and by placing the highest priority on the safety and security of your meeting attendees.

### FOUNDER'S PROFILE:

#### **Donna Valentine, CMP, President**

Excel Meetings & Events was founded in 2001 by Donna Valentine, CMP. Ms. Valentine's career includes 13 years experience with Westin/Starwood Hotels and Resorts. As Director of Global Accounts for Starwood, she represented the company's portfolio of properties and gained extensive experience managing client events nationwide and internationally. She has also held director-level positions for several San Francisco-based destination and meeting management firms.

Over the course of her career she has produced and managed meetings and events for many prominent Bay Area and national companies and organizations including:

- Alza
- Argo Insurance Group
- Atmos Energy
- CMEA Ventures
- California Community Colleges/Economic Workforce Development
- FT Ventures
- Macrovison
- Office of Governor Arnold Schwarzenegger
- PG&E
- Philips Medical Systems
- Sutter Healthcare
- Visa

### MARKET SEGMENTS SERVED

Excel Meeting's customer base includes clients in the following markets and industries - Financial Services, Health Care, Government, Pharmaceutical, Public Utilities, Technology/Software, Venture Capital and Non-for-Profit Organizations and Associations.

### MANAGEMENT TEAM

Donna Valentine, CMP, President  
Jon Wollenhaupt, Vice President  
Kirby Veach, Creative Director

### CONTACT:

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