

GBTA Michigan Chapter Meeting

February 18, 2016

Welcome

New Members and Guests

Diamond Sponsors



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ALTOUR

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Silver Sponsors



Bronze Sponsors



Copper Sponsors



Agenda

- Morning Session:
Cost & Savings in Travel Program - Where are they hiding?
- Business Meeting
- Lunch
- Afternoon Session: Cost & Savings, Continued



MBTA Sponsor Introduction

Lisa Hoehn, V.P. Global Corporate Sales

Altour



Cost & Savings in Your Travel Program - Where Are They Hiding?

**Cheryl Benjamin, Travel Services Manager,
Dart Container Corporation**

Business Meeting

President Opening Remarks and Updates
Debbie Graves, Manager, Carlson Wagonlit Travel

- CPC Meeting
- Leadership Summit

Committee Updates

Treasury Report

As of 12/31/2015	
Bank and Cash Accounts	
Total Bank and Cash Accounts	\$30,046.00
Net Worth	\$30,046.00

January - December 2015

	Jan 2015	Feb 2015	Mar 2015	Apr 2015	May 2015	Jun 2015	Jul 2015	Aug 2015	Sep 2015	Oct 2015	Nov 2015	Dec 2015	Total
Income													
Meeting Fees	430.00	985.00	85.00	85.00	0.00	960.00	0.00	450.00	1,110.00	1,270.00	760.00	455.00	6,590.00
Membership Dues	8,150.00	8,725.00	1,000.00	4,875.00	1,420.00	3,015.00	0.00	130.00	1,240.00	2,390.00	2,215.00	2,100.00	35,260.00
Sponsorships	7,250.00	11,750.00	0.00	500.00	1,160.00	505.00	500.00	235.00	0.00	0.00	500.00	0.00	22,400.00
Total Income	\$15,830.00	\$21,460.00	\$ 1,085.00	\$ 5,460.00	\$ 2,580.00	\$4,480.00	\$ 500.00	\$ 815.00	\$2,350.00	\$ 3,660.00	\$3,475.00	\$ 2,555.00	\$ 64,250.00
Expenses													
Bank Charges	101.04	299.88	237.76	63.22	173.65	44.03	120.67	35.00	41.04	79.35	171.04	96.71	1,463.39
Board Expense	0.00	0.00	0.00	0.00	0.00	576.73	250.00	24.70	75.00	136.07	3,055.14	0.00	4,117.64
Charitable Contribution	0.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	501.95	0.00	601.95
GBT A Conference	0.00	0.00	0.00	0.00	501.95	762.65	476.25	1,663.50	0.00	0.00	0.00	0.00	3,404.35
GBT A CPC	0.00	0.00	395.00	0.00	179.67	0.00	0.00	383.20	0.00	0.00	0.00	226.45	1,184.32
GBT A Leadership Summit Travel	0.00	3,083.80	0.00	0.00	0.00	0.00	0.00	0.00	1,101.00	1,380.40	125.00	220.00	5,910.20
GBT A Legislative Summit	0.00	772.40	722.20	98.17	2,580.15	75.97	0.00	0.00	0.00	0.00	0.00	0.00	4,248.89
GBT A StarChapter Fees	80.00	80.00	80.00	80.00	80.00	80.00	80.00	80.00	80.00	0.00	0.00	0.00	720.00
GBT A StarChapter Fees - Technology	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	80.00	80.00	80.00	240.00
Insurance	0.00	0.00	0.00	501.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	425.00	926.00
Intuit	0.00	0.00	15.89	15.89	15.89	15.89	15.89	15.89	15.89	15.89	15.89	14.99	158.00
Meeting Expenses	0.00	4,383.44	0.00	1,897.36	500.00	1,215.51	10,867.01	0.00	0.00	6,470.19	222.49	6,004.85	31,560.85
Merchant Fee	18.04	365.06	332.88	9.11	49.55	35.89	73.70	8.75	9.82	37.46	0.00	44.46	984.72
Office Expenses	0.00	0.00	0.00	0.00	231.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00	231.02
Refunds	0.00	65.00	0.00	0.00	0.00	0.00	0.00	65.00	0.00	0.00	65.00	0.00	195.00
Scholarships	995.00	0.00	995.00	3,980.00	305.73	995.00	0.00	0.00	1,000.00	0.00	0.00	0.00	8,270.73
Speaker Fee	0.00	358.80	0.00	0.00	0.00	0.00	0.00	0.00	0.00	300.52	0.00	0.00	659.32
Speaker Fee/ Travel Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,612.52	0.00	0.00	3,612.52
Sponsorship Banner	0.00	0.00	419.15	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	419.15
Supplies	0.00	0.00	0.00	0.00	0.00	14.56	0.00	0.00	0.00	0.00	0.00	0.00	14.56
Total Expenses	\$ 1,194.08	\$ 9,408.38	\$ 3,197.88	\$ 6,644.75	\$ 4,617.61	\$3,916.23	\$ 11,883.52	\$ 2,276.04	\$2,322.75	\$ 12,112.40	\$4,236.51	\$ 7,112.46	\$ 68,922.61
Net Operating Income	\$14,635.92	\$12,051.62	- \$ 2,112.88	- \$ 1,184.75	- \$ 2,037.61	\$ 563.77	- \$ 11,383.52	- \$ 1,461.04	\$ 27.25	- \$ 8,452.40	- \$ 761.51	- \$ 4,557.46	- \$ 4,672.61
Other Expenses													
Miscellaneous	0.00	358.75	0.00	196.93	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	555.68
Total Other Expenses	\$ 0.00	\$ 358.75	\$ 0.00	\$ 196.93	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 555.68
Net Other Income	\$ 0.00	- \$ 358.75	\$ 0.00	- \$ 196.93	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	- \$ 555.68
Net Income	\$14,635.92	\$11,692.87	- \$ 2,112.88	- \$ 1,381.68	- \$ 2,037.61	\$ 563.77	- \$ 11,383.52	- \$ 1,461.04	\$ 27.25	- \$ 8,452.40	- \$ 761.51	- \$ 4,557.46	- \$ 5,228.29

Treasury Report

January - December 2016

As of 01/31/2016	
Bank and Cash Accounts	
Total Bank and Cash Accounts	\$47,214.00
Net Worth	\$47,214.00

	Jan 2016	Feb 2016	Mar 2016	Apr 2016	May 2016	Jun 2016	Jul 2016	Aug 2016	Sep 2016	Oct 2016	Nov 2016	Dec 2016	Total
Income													
Meeting Fees	2,000.00												2,000.00
Membership Dues	10,100.00												10,100.00
Sponsorships	7,300.00												7,300.00
Total Income	\$ 19,400.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$19,400.00
Expenses													
Bank Charges	59.33												59.33
Board Expense	995.00												995.00
GBTA CPC	1,021.00												1,021.00
GBTA StarChapter Fees - Technology	80.00												80.00
Intuit	14.99												14.99
Meeting Expenses													0.00
Merchant Fee	61.80												61.80
Total Expenses	\$ 2,232.12	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 2,232.12
Net Operating Income	\$ 17,167.88	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$17,167.88
Net Income	\$ 17,167.88	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$17,167.88

Treasury Report

- MBTA Tax 990-EZ form filed for the 2014 Fiscal Year (beginning September, 1st 2014 and ending August 31st, 2015)
- 2015 Financial Audit Complete
- Details on GBTA-Michigan Website

Membership Committee

Chair: Megan Craig, Sheraton Detroit Metro Airport Hotel

Committee Members:

- Cheryl Keyes, American Express Business Travel
- Andrea Pacheco, Fairfield Inn & Suites Detroit Livonia
- Karen Perryman, Wyndham Garden Sterling Heights
- Kevin Dombrow, Candlewood Suites Detroit Troy

- We currently have 150 members!
- We are in need of more Ambassadors!
- Don't forget about the Membership Referral Program!

Education Committee

Chair: Jack Reynaert, Manager-Global Travel & Meetings, Meritor Inc.

Committee Members:

- Jim Smith, Enterprise Holdings
- Liz Johnson, Meritor
- Shirley Randall, National Air Cargo
- Rebecca Arndt, Carlson Wagonlit Travel
- Tricia Meyer, Choice Hotels

Education Committee

Reference the “Home Page” on our web-site for the meeting information for the next 12 months

Future Meetings

- Feb 18, 2016-Cost & Savings in Travel Programs: **Detroit Area**
- March 23, 2016-Examples of Cost Savings Reporting: **Webinar**
- April 21, 2016-Optimizing Travel Apps for Road Warriors: **Grand Rapids, MI**
- May 18, 2016- Diving Deeper into Travel Apps.: **Webinar**
- June 13, 2016-MBTA Golf Outing: **Detroit/Mid State**
- July 16-20, 2016-GBTA Convention: **Denver, CO**
- Aug 24, 2016-GBTA Take a-ways (scholars share): **Webinar**
- Sept 15, 2016-Strategic Meeting Management: **Detroit Area**
- Oct 6, 2016-OVBTA/MBTA Education Day: **Cleveland, OH**
- Dec 1, 2016-MBTA Holiday Meeting: **Greater Detroit Area**

Meetings Committee

Chair: Ellie Devereaux- Beauchamp, Embassy Suites Livonia

Committee Members:

- Leslie Fritz, AHC Hospitality
- Stephanie Levy, BCD Travel (New)
- Nicole Poggione, Embassy Suites Livonia (New)
- Next Meeting April 21st - Grand Rapids (location to be announced soon!!)
- Please Consider Hosting a Meeting in 2016!
 - Sept15th Meeting or Dec1st Holiday Charity Gala

Technology Committee

Chair: Colin Naimy, Global Travel & Expense Analyst - Meritor, Inc.

Committee Members:

Jack Reynaert, Manager-Global Travel & Meetings, Meritor Inc.

- Please make sure your MBTA profile are up to date
 - Will guarantee you are receiving MBTA communicated emails
 - Improve networking
- MBTA Social Media is integrated on the homepage of MBTA website
- Any suggestions to the MBTA Website?
- Email me at Colin.Naimy@Meritor.com

Industry Note

- *Delta Airlines ended its interline ticketing and baggage agreement with Etihad Airways on January 21st.*

Charity Committee

Chair: Kathy Mastin, Travel Manager & Indirect Purchasing Buyer, Visteon Corporation

Committee Members: Jodie Duncan, Avis Budget Group, Sandy Chwierut, Robert Bosch, Kim Burns, Lear Corporation, & Tricia Cantu – Choice Hotels

2016 charity - **The Empowerment Plan** is a non-profit that is an American humanitarian organization, located in Detroit, Michigan. The organization works to **address homelessness by providing jobs** to homeless women, and by **manufacturing a coat that transforms into a sleeping bag** that is given to homeless individuals in need. Members of this wonderful organization will be our guest in June at the annual golf outing in June.

They accept clean gently used casual clothing and shoes, which we'll be collecting at our local in person meetings.

<http://www.empowermentplan.org/>

GBTA Government Relations

- **May 9-11, 2016**
- 2015 Legislative Symposium Highlights
 - Remarks by Senators and House Members
 - Over 100 Meetings with Members of Congress and Staff
 - Education Sessions
 - GTP – 4 Credits
 - Made a Difference!
 - Stopped TSA Managed Inclusion



GBTA Government Relations Priorities

SMARTER, SAFER PASSENGER SCREENING

- PreCheck and Global Entry – Risk-Based – Safe, Fast, Efficient
- Visa Improvements and Challenges

TAXATION AND FEES: Other Alternatives

- Local, State, and Federal Taxes Must Benefit Travelers
 - Rental Car Taxation, Passenger Facility Charges
 - Discriminatory Travel Taxes Hurt the Industry and Economy

INFRASTRUCTURE: Long Term Sustainable Competition

- FAA Reauthorization

TSA's Managed Inclusion



- TSA Tool to Direct Passengers Not on a Pre✓ list, or Designated as Eligible for Expedited Screening via the TSA Pre✓ Risk Assessments, into the Expedited Screening Lanes
- Done to Increase Passenger Throughput in Lanes When Volume of TSA Pre✓ -eligible Passengers is Low
 - Allows People That Didn't Pay or Go Through the Additional Vetting to Enjoy the Same Procedures That Pre✓ and Global Entry Enrollees Experience
- H.R. 2127 Passed Unanimously in House in July, 2015
- TSA Announces End of Program in September, 2015

Public Relations Committee

Chair: Lisa Hoehn, Vice President Global Corporate Sales – ALTOUR

Committee Members: Whit Wallace, Regional Vice President,
Business Development and Client Services - Conlin Travel

Autumn McClaren – Assistant Director of Marketing and Public
Relations - Flint Bishop International Airport

MBTA Member Recognition



Direct Member - Sandy Chwierut - Robert Bosch, LLC.

Allied Member - Jim Smith - Enterprise Holdings

Thanks to you both for all that you do for MBTA!!!!!!!!!!

Watch for the MBTA Newsletter This Month

Sponsorship Committee

Chair: Ann Ammons, Travel Incorporated

Committee Member: Julie Rossey

Honorable Mention: Jamie Cotter, Vilija Erlingis

Thank you to our 2016 Sponsors

Annual Sponsors	\$ 26,500
Golf Sponsorships	\$ 1,450
Total	\$ 27,950

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Scholarship Committee

Chair: Jamie Cotter, Global Sales Manager, Travel Incorporated

Committee Members:

Cheryl Cannon, United Airlines

Kevin Dombrow, Candlewood Suites Detroit Troy

Christine Benington, DART

Camelia Mesek, Emirates

2016 WINNERS:

GBTA Annual Membership valued at up to \$400 (ea.)

- Lisa Hoehn – ALTOUR
- Elisabeth Johnson – Meritor

MBTA Annual Membership valued at \$300 (ea.)

- Meredith Upward
- Tricia Alexander
- Amanda Germaine - Hagerty

GBTA Convention valued at \$1,000 (ea.)

- Jim Smith – Enterprise National
- Kim Burns – Lear
- Colin Naimy – Meritor
- Vilija Erlingis – IAC
- Whit Wallace – Conlin Travel

Education valued at \$1,000 (ea.)

- Rebekah Arndt – Carlson Wagonlit

Visit www.michiganbta.org and click on scholarships under Quick Links for more information and to apply.



Meeting Sponsor

Lisa Hoehn, V.P. Global Corporate Sales

Altour

Lunch



MBTA Sponsor Introduction Lisa Hoehn, V.P. Global Corporate Sales Altour



Cost & Savings in Your Travel Program

Desiree Frenchy, Sr. Director Global
Program Design and Delivery, TCG
Consulting Partners, LLC

Prize Drawing

**Meeting Adjourned
Have a Safe Trip Home**