

# GBTA | Michigan Chapter

March 7, 2022

Connecting the people that connect the world.™



# Thank you 2022 MBTA Sponsors!

## Diamond



## Platinum



## Gold



## Silver



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## Copper



# Welcome!

Today's Meeting is worth 3 credits for GTP certification



# Agenda

- 8:00 AM**      **Benchmarking Session (Direct Members)**
- 9:30 AM**      **Welcome Announcements**
- 9:45 AM**      ***Managing AIR in Early 2022***
- 10:30 AM**     **Break**
- 10:45 AM**     ***Managing AIR in Early 2022***
- 11:30 AM**     **MBTA Business Meeting**
- 12:00 PM**     **Lunch, Networking, & Sponsor Expos**
- 1:00 PM**      **Sponsor Presentation**
- 1:15 PM**      **Travel Manager Panel Discussion**
- 2:00 PM**      **Break & Networking**
- 2:15 PM**      **Group Discussion & Project**
- 3:00 PM**      **Conclusion & Drawing**

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## ***Managing AIR in Early 2022***



### ***Presented by***

Florian Mueller

Air Practice Lead of FCM Consulting

Flight Centre Travel Group

# Business Meeting

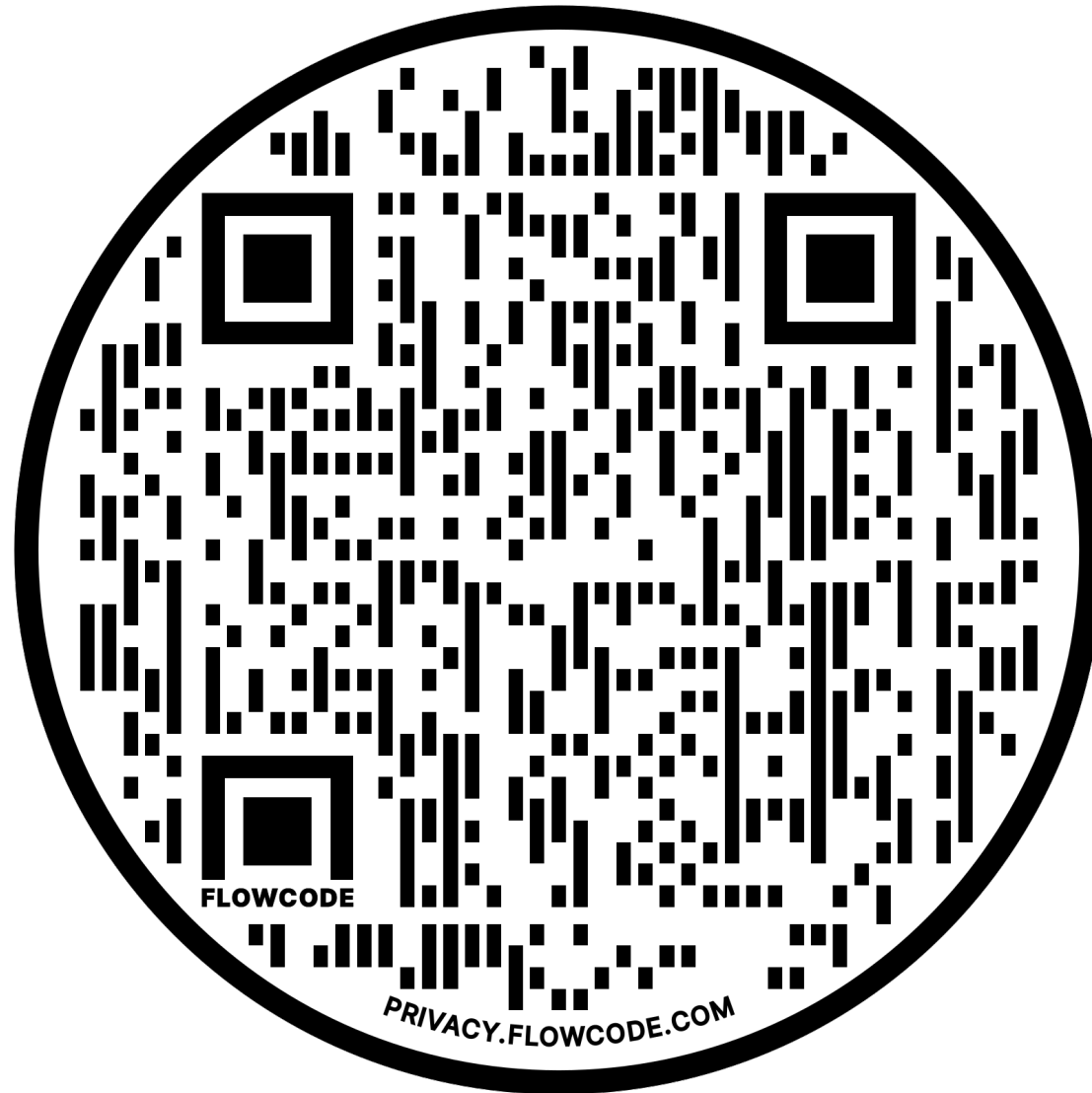
President's Remarks and Committee Updates

Leslee Fritz, MBTA President 2022/23

- Call to order
- General Updates
- Committee Updates

# GBTA Convention: Early Bird Registration Ends TOMORROW! March 8, 2022

The screenshot shows the GBTA website homepage. At the top, there is a teal banner with the text "New Keynote Speaker Announced!" and a "Learn More>>" button. Below this is the GBTA logo and a navigation menu with items like "Quick Links", "GBTA Leaders", "Select Language", "Contact", "Join GBTA", "Renew", and a "Login" button. A secondary menu includes "Home", "Calendar", "News & Advocacy", "Research & Tools", "Professional Development", "Sponsor & Exhibit", and "Membership & Communities". A search bar is located below the menu. The main content area features several promotional tiles: a large red tile for the "GBTA CONVENTION 2022" in San Diego (August 14-17) with a "Register Now for Convention" button circled in blue; a "GBTA podcast" tile titled "The Business of Travel"; a "WEBINAR" tile titled "WINIT: International Women's Day"; a "GBTA Project, Crew and Team Travel Summit 2022" tile; and a "GBTA Academy Career Path" tile.



# Education Committee

## Chair:

Cheryl Benjamin - GFS

## Members:

Elisabeth Johnson – Meritor, Inc

Mary Beth Miller – Staybridge Suites Novi

Eugenia Fregoso – Posadas Hotels

New Member – YOUR NAME HERE



# Treasurer's Report

- Current bank balance: \$75, 464
- 2022 YTD Income: \$11,784
- 2022 YTD Expenses: \$5,989
- 2022 YTD Net Income: \$5,795
  
- Upcoming: 2021 Tax Preparation and Audit

# Michigan Business Travel Association

## Profit and Loss

January 1 - March 6, 2022

	TOTAL
Income	
Meeting Fees	1,220.00
Membership Dues	3,440.00
Sponsorships	7,087.00
Uncategorized Income	37.12
<b>Total Income</b>	<b>\$11,784.12</b>
GROSS PROFIT	<b>\$11,784.12</b>
Expenses	
Board Expense	
GBTA Conference Board Expense	1,294.80
GBTA Leadership Summit Board Expense	2,223.81
GBTA Legislative Summit Board Expense	275.00
<b>Total Board Expense</b>	<b>3,793.61</b>
GBTA StarChapter Fees	80.00
GBTA StarChapter Fees - Technology	80.00
Intuit	190.00
Meeting Expenses	520.00
Meeting Fee Reimbursement	215.00
Merchant Fee	728.56
Speaker Fee/ Travel Expense	27.20
Sponsorship Banner	337.08
Travel - Board Expense	17.20
<b>Total Expenses</b>	<b>\$5,988.65</b>
NET OPERATING INCOME	<b>\$5,795.47</b>
NET INCOME	<b>\$5,795.47</b>

# 2022 MBTA Sponsorships

- Thank you to the Annual 2022 MBTA Sponsors
- Received \$30,000 in 2022 Annual sponsorships
- These dollars provide opportunities for:
  - Member Scholarships
  - Member Education through guest speakers
  - Maintaining Member pricing
- Stay tuned for special sponsorships throughout the year
- Please take an opportunity today to meet our Sponsors and support them whenever possible.

# Thank you 2022 MBTA Sponsors!

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# ***Membership Committee***

***Megan Craig***, Amerilodge Group

Committee Chair

## **Welcome New Members**

Ryan Brammer, Wheels Up

Margaret Brady, Comerica

Michelle Harms, American Express Travel

Steve Ross, United

Eric Schmauch, United

Sanya Weston, Your Premier Travel Service

## Membership Type

Your current membership expiration date is: **12/31/2021**

### MBTA Annual Membership

- \$175.00** membership valid until 12/31/2022

MBTA Annual Membership - Does not include meeting fee's

### Add Pre-Paid Meetings Package \$150

- \$150.00** membership valid until 01/31/2022

Upgrade your Basic Membership to include our pre-paid meetings package for \$150/annually. Note: This must be purchased within 30 days of your membership dues.

### MBTA Annual Membership Including Meetings Prepaid Package

- \$325.00** membership valid until 12/31/2022

MBTA Pre-paid Meetings Package (Available to MBTA Members Only) All annual MBTA meetings will be paid in full

*Join Us!*



# MBTA Charity Committee

**Committee Chair: Gail Major**

**Committee Members:**

**Kim Burns, Lear Corporation**

**Sandy Chwiert, Retired**

**LaGenya Bateman, Robert Bosch**

**Michael Tole, Assure Travel**

**Executive Board Partner: Amy Hunke, Adient**

We are looking for energetic, outgoing individuals to join our team.

Like to have a good time? Laugh a lot? Giving back makes you feel great? Then we are the committee for you!

If you have a passion to help others...call me!!

# 2022 MBTA Charity – VISTA MARIA

## We are Vista Maria.

We are driven by courage, love, and vision to help girls, youth and their families realize a life beyond trauma and ignite a life of possibility. We are fearless in our commitment to keep them safe and to make them strong, and our courageous compassion finds new ways to bring wholeness and possibility to those who need it most.

# HUMAN TRAFFICKING – SURVIVOR FOCUSED HEALING & ADVOCACY



On the forefront of full continuum healing and advocacy for young survivors.

## Realizing A Life Beyond Trauma

1. A safe welcome after rescue
2. Intensive therapeutic intervention
3. Restorative relationship building
4. Community reintegration

**We invite anyone with courage, love and vision to join us and ignite a life of possibility.**

In the coming days, you'll receive a survey – please assist us in understanding of how us as an organization can give back.

- Holiday Event – this will continue
- Will look for ideas on how to raise money throughout the year
- In Kind Donations
- Member Volunteering .....Group Activity to participate with Vista Maria on their campus

### **Group Volunteering Events:**

- Residential Activities – Arts & Crafts, Career information, college prep, etiquette, goal setting, healthy living, journaling, life skills, resume writing, women's health
- One on One Mentoring – mentor a young person living on campus. You can spend 1-2 hours a week.
- Campus Beautification – landscaping, painting and a variety of other needs around campus
- Holiday Wish List Program – gifts, stocking stuffers etc.
- DREAM Mentor – work with groups of residential youth in developing life skills and goal setting as they build their ownership and love for education and career journey.
- Vista Boutique – help with inventory, organization, laundry, stocking shelves and making The Vista Boutique a place where youth feel beautiful, well dressed and valued.

# Government Committee

***Michael Hoff, GTP, CCTE***

Continental Automotive, Inc.

Committee Chair

## 2022 Goals

- Work with GBTA on Chapter Challenge Goals in 2022
  - Engage membership in Chapter Challenge
    - Reengage members at summer event
      - Produce Fall wine drawing
- Coordinate government communications for awareness

# Government Relations



APRIL '22 MEETING  
**Deflation is here!**  
10 entries for \$10 for everyone  
... bring a bottle of wine only if you wish

Thank you for  
helping our MBTA  
Chapter meet the  
GBTA goals!

# Letter to Congress

The following letter was signed by 35 plus international industry groups and was delivered to the House on February 3, 2022. As a member of the business and the Global Business Travel Association, I support this effort and encourage you to support and take the subject with the Administration.

Mr. Jeffrey Zients,

White House Coronavirus Response Coordinator

The White House

4000 Resolute Blvd., N.W.

Washington, DC 20503

Dear Mr. Zients:

In light of the many months of the travel and aviation industry, we respectfully request that the Administration remove the requirement for pre-departure testing for vaccinated passengers traveling to the United States. Doing so is justified by the persistence of COVID cases in all 50 states, increased transmissibility and higher vaccination rates as well as new variants. Removing the requirement will greatly support the recovery of travel and aviation in the United States and globally without increasing the spread of COVID-19 and its variants.

The following factors strongly support the argument for removing the pre-departure testing requirement:

\* As of today, more than 71.2 million people have had COVID in the U.S., meaning that at least 23 percent of the population has had the virus (though this figure is almost certainly an underestimate due to the number of asymptomatic infections and limited testing capacity in the population). In December, the case-daily average for newly reported cases in the U.S. topped 100,000, 70 percent of which were the Omicron variant. Clearly COVID is widespread throughout the U.S. and attempts to control its importation via air travel and air travel's infrastructure are unlikely to change this fact. For new transmissibility variants appear to be inevitable, but if they were, pre-departure testing could be easily reinstated.

\* The European Union has recommended that its countries remove or relax COVID travel restrictions and the United Kingdom has announced the removal of COVID pre-departure testing for vaccinated air travelers to enter the country. The UK concluded that the cost to both passengers and airlines of the testing mandate could outweigh be justified as there was no evidence the regime prevented the spread of COVID. This decision was supported by a January 6, 2022 study by Thomas H. Egan et al. that concluded when a variant is already highly prevalent in the domestic environment, travel restrictions are likely to have a very limited impact on the growth and path of cases and hospitalizations.

† This modeling result was replicated for Poland and Italy in a study released on February 3, 2022 which again found that testing of travelers has virtually no impact on domestic infection rates.†

\* The World Health Organization (WHO) recommends that states consider a risk-based approach via the facilitation of international travel by lifting measures, such as testing and/or quarantine requirements, for individual travelers who are fully vaccinated, at least two weeks prior to traveling, with COVID-19 vaccines listed by the WHO for emergency use or approved by a national regulatory authority.

\* Surveys of air passengers indicate that pre-departure testing is a leading factor in the decision not to travel internationally. People simply are unwilling to take the chance that they will be unable to return to the U.S. at the end of their business trip or vacation. As a result, some national travel to 2021 was 75 percent below 2019 levels.

We share the Administration's commitment to getting as many people fully vaccinated and boosted as possible and believe removal of this impediment for vaccinated travelers will be a key step in the recovery. Travel and aviation's recovery is dependent on the government taking steps to remove travel restrictions that are no longer justified by current circumstances.

Key Point.....  
remove the requirement for pre-departure testing for vaccinated passengers traveling to the United states.



# *Meeting Planning Committee*

***Nicole Poggione***, Embassy Suites Livonia

Committee Chair

## 2022 Goals

- Create a fun summer event!
- Help plan targeted event budgets
- Seek out new venue options and event sponsorships
  - Meet quarterly with committee

# Scholarship Committee

Chair: Jamie Cotter, Avis Budget Group

## GBTA Convention valued at \$1,700 (ea)

- Rebeka Arndt – CWT

## Education at \$1,000 (ea)

- Jenny Baumann - Delta
- Amy Hunke – Adient
- Jim Smith – Enterprise Holdings

## MBTA Board Member valued at \$1,500 (ea)

- Colin Naimy – Yanfeng Automotive Interiors

## 2022 WINNERS! CONGRATULATIONS!

- **MBTA Annual Membership valued at \$325 (ea)**
  - Jamie Cotter – Avis Budget Group
  - Cecile Mutch – Kalamazoo Aeronautics Board of Directors
- **GBTA All Access Membership valued at \$695 (ea)**
  - Debbie Graves – CWT

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# GBTA Michigan Chapter Meeting

March 7, 2022



# ROUTE MAP



\*Seasonal flights  
\*\*Service is temporarily suspended  
\*\*\*Boston service starting March 10, 2022  
\*\*\*\*Jacksonville service starting March 11, 2022  
\*\*Savannah/Hilton Head service starting April 15, 2022

# ROUTE MAP: Pre-Pandemic and Now

## November 2019



\*Service starts November 24, 2019

## March 2022



\*Seasonal flights  
\*\*Service is temporarily suspended  
\*\*\*Boston service starting March 10, 2022  
\*\*\*\*Jacksonville service starting March 11, 2022  
\*\*\*\*\*Savannah/Hilton Head service starting April 15, 2022

# THREE NEW ROUTES IN MARCH AND APRIL!



Starts March 10th



Starts March 11th



Starts April 15th

# HISTORY IS MADE AT FNT! ALLEGIANT BASE GRAND OPENING



- Nearly 100 jobs created
- Three Aircraft Base
- 11 NONSTOP destinations with Allegiant and growing



# ALLEGiant BASE GRAND OPENING: ALL SIX FLIGHTS WERE FULL!



# TERMINAL UPGRADES: Landside Restaurant Remodel



# TERMINAL UPGRADES: Airside Bakery

*Coming Soon*

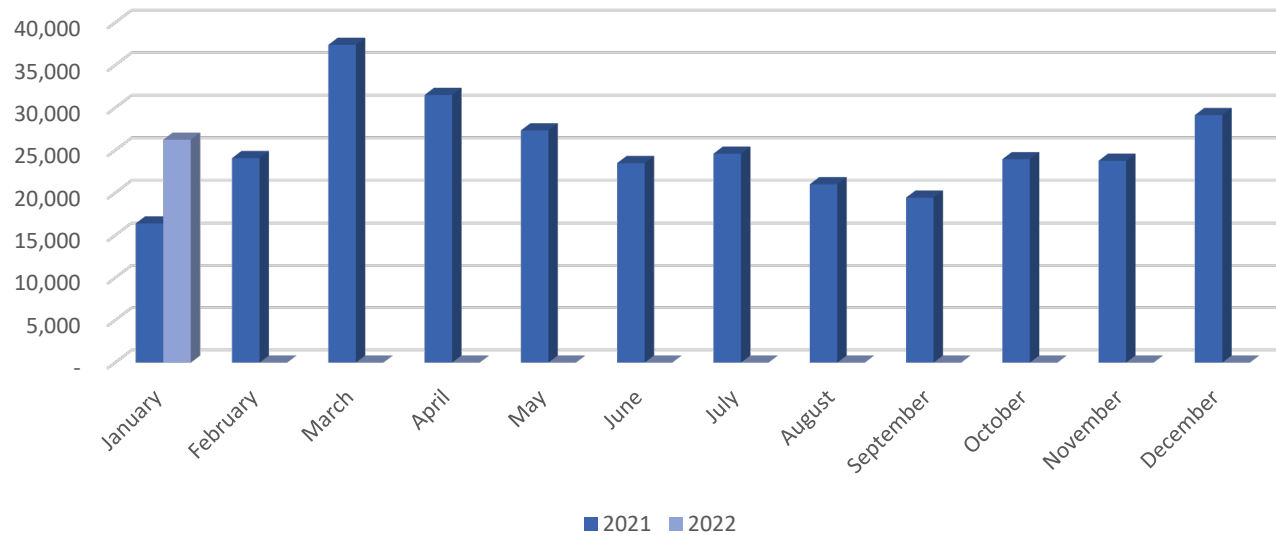


# SCHEDULED SEATS: 2022 VS 2021 & YTD

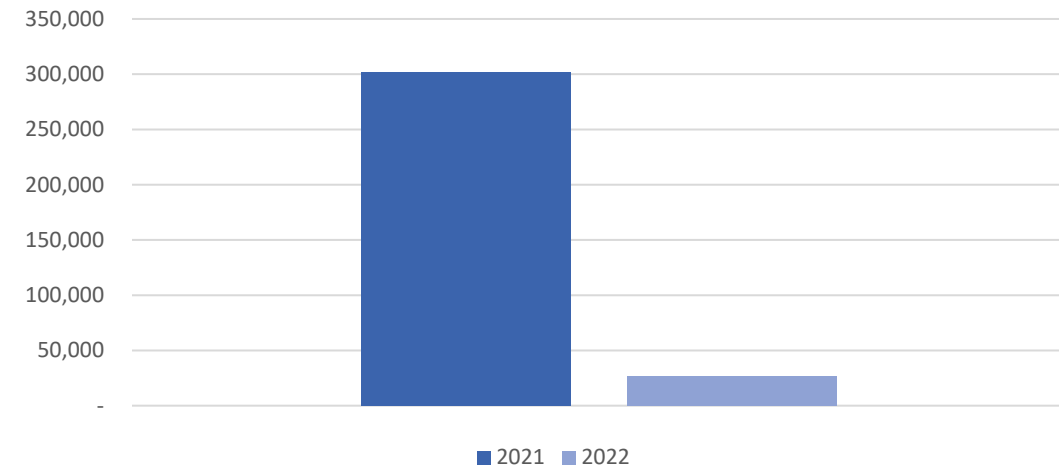
Year-Over-Year: +60%

Year-to-Date: +60%

SEATS AVAILABLE-MONTH



SEATS AVAILABLE-YTD



# YTD ENPLANEMENTS: 2022 VS 2021

## Enplanements

YTD / Year-Over-Year				
AIRLINE	YTD 2022	YTD 2021	% OF PAX	% CHANGE
Allegiant	12,865	5,181	64.14%	148.31%
Delta	-	-	0.00%	N/A
American	5,451	4,054	27.18%	34.46%
United	1,741	1,228	8.68%	41.78%
Charter	-	110	0.00%	-100.00%
<b>ALL AIRLINES</b>	<b>20,057</b>	<b>10,573</b>	<b>100.00%</b>	<b>89.70%</b>

# SEAT FORECAST YOY

MONTH	2022	2021	2019	% CHANGE 2022 VS 2021	% CHANGE 2022 VS 2019
FEBRUARY	33,055	25,193	28,558	31.21%	15.75%
MARCH	48,075	38,218	32,490	25.79%	47.97%
APRIL	42,867	32,185	33,103	33.19%	29.50%

# Panel Discussion & Airline RFP Project



Florian Mueller  
FCM Consulting



Elisabeth Johnson  
GTP, CTE  
Meritor, Inc



Amy Hunke, GTP  
Adient



Paula Flowers  
Kelly Services

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# Follow Us On Social Media



Facebook: <https://www.facebook.com/MichiganBusinessTravelAssociation>

Twitter: <https://twitter.com/MBTAMichigan>

LinkedIn: <https://www.linkedin.com/groups/3178147/>

# Please complete the survey!



# Meeting Adjourned

## *Next Events:*

### **April 28 – Bring Your Boss/Approver Event**

- Location: Mid/West Michigan
- Direct Benchmarking Session

### **June/July – Member Summer Event**

- Location: Metro Detroit Area