



**WELCOME**

**Michigan Business Travel Association**

**Members & Guests**

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Thank you to our 2013 Annual Sponsors!

DIAMOND



Platinum

ENTERPRISE HOLDINGS™



A STAR ALLIANCE MEMBER



GOLD



BRONZE





# Agenda

<b>10:00am – 10:30am</b>	<b>Registration &amp; Networking</b>
<b>10:30am – 11:30am</b>	<b>Open Booking</b>
<b>11:30am – 12:00pm</b>	<b>MB TA Business Meeting</b>
<b>12:00pm – 1:00pm</b>	<b>Lunch</b>
<b>1:15pm – 2:45pm</b>	<b>Embracing Open Booking</b>
<b>2:45pm</b>	<b>Adjourn</b>

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**Open Booking**  
**Is it right for your Travel Program?**

**Presenter: Elizabeth West**  
**Executive Editor, Content Solutions The BTN Group**

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## **MBTA BUSINESS MEETING**

- **Welcome from Embassy Suites**
- **President Updates – Lisa Hoehn**
- **Committee Updates**
  - **Membership – Jamie Cotter**
  - **Education – Jim Smith**
  - **Meeting Planning – Anita Kasper**
  - **Technology – Alex Lenko**
  - **Finance – Jenny Baumann**
  - **Charities – Jodie Duncan**
  - **Public/Government Relations – Michael Hoff**
  - **Sponsorships – Ann Ammons**

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# Membership Committee

**Chair: Jamie Cotter, Royal Park Hotel**

**Members:**

- **George Nowsch, Best Western Greenfield Inn**
- **Jim Casadevall, INTEVA Products**
- **Patti Schafer, Egencia**

**Currently we have 129 members.**

**Please let me know if you are interested in joining the Membership Committee**

**Please remember to invite potential members to our upcoming meetings in October and December!**

**Please contact [membership@michiganbta.org](mailto:membership@michiganbta.org) if you have questions about joining.**

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# Education Committee

**Co-Chairs:** Jim Smith, Enterprise Holdings, Inc.  
**Members:** Rennie VanRosmalen & Susan Gould, Meijer  
Amy Marciano-Ratliff - American Express Travel  
Jamie Slagh – Steelcase – Susan Gould – Meijer

## 2013 DATES

Thursday, October 24  
Thursday, November 14  
Thursday, December 5

## TOPIC

Education Day  
Topic Pending  
Best Practices

## LOCATION

Lansing  
Webinar  
Detroit

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# Meeting Planning Committee

**Chair:** Anita Isolani Kasper – Carlson Wagonlit Travel  
**Members:** Sharon R. Guerard – Passageways/Altour Travel

## 2013 Meeting Dates:

- **October 24** MBTA/OVBTA Education Day
  - Lexington Lansing Hotel- becomes Crowne Plaza Lansing West on October 8, 2013
- **December 5** (Metro Detroit) Best Practices
  - Finalizing location soon!

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# Technology Committee

**Chair: Alex Lenko, Meritor**

**2013 Meeting Dates:**

- Clean Up Meeting Page
- Looking for committee members

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# Treasury Report

Net Worth	
As of 9/16/2013	
<b>Bank and Cash Accounts</b>	
Checking	\$25,376.27
Savings	\$2,175.37
Total Bank and Cash Accounts	\$27,551.64
<b>Net Worth</b>	<b>\$27,551.64</b>

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## Monthly Income and Expenses

1/1/2013 through 09/15/2013

Income	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Total
2013 Membership Dues	\$5,006.25	\$10,693.45	\$1,466.85	\$2,058.00	\$941.25	\$260.55	\$500.00		\$500.00	\$21,426.35
2013 Sponsorships	\$3,697.50	\$8,225.22	\$500.00		\$500.00	\$882.50				\$13,805.22
Meeting Income		\$671.07		\$775.18	\$714.57	\$896.39		\$370.00	\$374.92	\$3,802.13
<b>Total Income</b>	<b>\$8,703.75</b>	<b>\$19,589.74</b>	<b>\$1,966.85</b>	<b>\$2,833.18</b>	<b>\$2,155.82</b>	<b>\$2,039.44</b>	<b>\$500.00</b>	<b>\$370.00</b>	<b>\$874.92</b>	<b>\$39,033.70</b>
Expenses	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Total
Board & Speaker Travel	\$37.60	\$125.60			\$558.23	\$944.05		\$663.80		\$2,329.28
Chapter Technology/Web-site Expe	\$284.00	\$85.00	\$85.00	\$85.00	\$85.00	\$85.00	\$80.00	\$80.00	\$80.00	\$949.00
Charitable Donations						-\$815.00		\$815.00		\$0.00
GBTA Expenses								\$817.83		\$817.83
Insurance - D&O Liability Insurance			\$438.40							\$438.40
legislative Summit		\$275.00					\$1,627.20			\$1,902.20
Meeting Expenses		\$1,471.56	\$488.92		\$3,606.28	\$1,268.27	\$7,111.42			\$13,946.45
Merchant Bnkcd Fee	\$39.64	\$134.57	\$185.05	\$34.05	\$117.61	\$57.63	\$40.72	\$45.80	\$42.09	\$697.16
Name Badge Holder				\$131.41						\$131.41
Replenish Checks Purchase		\$111.17								\$111.17
Scholarship Paid			\$1,320.00	\$1,990.00						\$3,310.00
Speakers Fee						\$900.00				\$900.00
<b>Total Expenses</b>	<b>\$361.24</b>	<b>\$2,202.90</b>	<b>\$2,517.37</b>	<b>\$2,240.46</b>	<b>\$4,367.12</b>	<b>\$2,439.95</b>	<b>\$8,859.34</b>	<b>\$2,422.43</b>	<b>\$122.09</b>	<b>\$25,532.90</b>
<b>Income less Expenses</b>	<b>\$8,342.51</b>	<b>\$17,386.84</b>	<b>-\$550.52</b>	<b>\$592.72</b>	<b>-\$2,211.30</b>	<b>-\$400.51</b>	<b>-\$8,359.34</b>	<b>-\$2,052.43</b>	<b>\$752.83</b>	<b>\$13,500.80</b>



# Charity Committee

**Chair: Jodie Duncan**

**Members: Sandy Chwierut - Bosch, Kathy Mastin –Visteon, Jenny Baumann - Delta, Kanina Brinkey – Marriott, Kim Burns – Lear Corporation, Gail Major – Embassy Suites**

2013 Charity is the Freedom Center

<http://miarmedforceshospitality.org>

We are starting to collect donations for the holiday party. We will be having a silent auction, a raffle and more this year. You can contact any committee member about a donation you would like to make.

We will also collect in-kind donations. There is a list of needed items on the MBTA website in the charity section.

Thank you for supporting an amazing charity!

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# ***Fall Wine Raffle***

**Please join us for our second annual Wine Raffle**

*5 raffle tickets for \$20*

**OR**

*bring a bottle of your favorite wine to donate to the raffle  
and receive 10 raffle tickets for \$15*



Sponsored by MBTA Government Relations Committee, all proceeds go to NBTAPAC. Wine donated by: Auburn Hills Courtyard by Marriott, Auburn Hills Hampton Inn, Auburn Hills Holiday Inn Express, Auburn Hills Marriott Centerpoint, Best Western Greenfield Inn, Best Western PLUS Sterling Inn, Courtyard by Marriott Detroit Metro Airport, Courtyard by Marriott Troy, Crowne Plaza Auburn Hills, Crowne Plaza Ponchatrain, Dearborn Doubletree, Detroit Livonia Courtyard by Marriott, Detroit Novi Courtyard and TownePlace Suites by Marriott, Detroit-Warren Courtyard by Marriott, Downtown Detroit Courtyard by Marriott, Embassy Suites Southfield, Hyatt Place Auburn Hills, Royal Park, Sheraton Detroit Metro Airport, The Amway Hotel Collection, The Henry, The Inn at St. Johns and Westin Southfield

# Government Relations

....Kick-Off of 2014 GBTA Goals

## Our MBTA Government Relations Goals (8/13 to 7/14)

### Goal 1

NBTA PAC is OUR advocate to help YOU!

\$ 1,000+

\$ 1,000

\$ 900

\$ 800

\$ 700

\$ 600

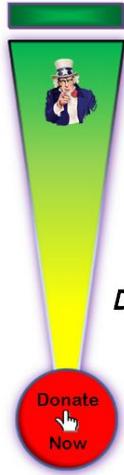
\$ 500

\$ 400

\$ 300

\$ 200

\$ 100



Donate

TODAY

To Help

Make A

Difference!

### Goal 2

- 30% of membership donates (38)

**MBTA Makes Goal Today ?**

### Goal 3

- 30% of membership send letter to elected officials through the Legislative Action Center (38)

***Do It Today* and help MBTA be the first chapter to meet 2014 Goals!!!**

Today's Chapter Challenge focus

**2013 you made MBTA the first chapter to achieve all goals!**

*Studies show that businesses can realize more than \$15 in profit for every \$1 wisely invested in business Travel*

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## Government Relations – Will my letter make a difference?

### **GBTA Represents the Collective Voice of the Business Travel Industry in Washington, D.C.**

- Policy, Tax and Funding Decisions Made by Congress and the Administration Impact the Success of the Industry
- Educating Members of Congress About the Industry and How It Drives the Economy and Jobs Is Essential
- **GBTA Member Support Is Key!**

**YOU CAN MAKE A DIFFERENCE**



**..... yes your letters do make a difference!**

Studies show that businesses can realize more than \$15 in profit for every \$1 wisely invested in business Travel

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## What new?

### ***GBTA Legislative Symposium***

- All chapters meet in DC for this 2 ½ day event
- Cover Government and Regulation issues affecting our travel industry
- Guest speakers from government agencies discussed the business travel industry
- Meet with our Congressmen to discuss the Business Travel Industry's needs and concerns, and where they can take action on our behalf.
  - Unfair rental car taxes
  - Visa waiver program
  - International Travel Bill - JOLT Act (Jobs Originating through Launching Travel)



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# Sponsorship Committee

Available Sponsorships for 2013

## Education Day

- \$250.00 Morning General Session
- \$250.00 Afternoon General Session

## Holiday Auction

- \$500.00 Cocktail Sponsorship
- \$500.00 Silent Auction Sponsorship

**Please contact Ann Ammons at**  
**[sponsorships@michiganbta.org](mailto:sponsorships@michiganbta.org)** or call **770-291-5197**

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## **Embracing Open Booking**

**Presenter: Tony Peter**  
**Senior Vice President, Travel Incorporated**

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**Thank You**

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