



WELCOME

Michigan Business Travel Association

Members & Guests

It's Your Organization!



DIAMOND



PLATINUM



GOLD



SILVER





Agenda

- **2:30pm – 3:00pm – Registration & Networking**
- **3:00pm – Welcome! – Recognition of New Members & Guests**
- **3:00pm – 4:00pm – “The Fine Art of People Power”**
- **4:00pm – 4:45pm – MBTA Business Meeting – Committee Updates**
- **4:45pm – 5:00pm – Charity Presentation**
- **5:00pm – 5:30pm – Networking reception Sponsored by EGENCIA**
- **5:30pm – 6:45pm – Dinner**
- **6:45pm – Silent Auction & Meeting Adjourned**

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The Fine Art of People Power

*Sponsor Introduction: Ann Ammon.
Global Sales Manager
Travel Incorporated*

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The Fine Art of People Power

*Jonathan Michael Bowman, Esq.
Clear Picture Leadership*

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The Fine Art of People Power

Presentation

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Motor City Casino Hotel Welcome

Sydney Nicholson
Corporate Sales Manager
Event Sponsor

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MBTA BUSINESS MEETING

President Updates: Debbie Graves

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Chapter Charter Update

Chapters

- Arizona BTA
- Ohio Valley BTA
- Michigan BTA
- Austin BTA
- Dallas Ft Worth BTA
- New Jersey BTA
- North Central BTA
- Upstate NY BTA
- Northern Virginia BTA
- Baltimore/ Washington BTA
- New York City BTA
- Tennessee BTA

Affiliates

- Chicago BTA
- Wisconsin BTA

Enhanced Membership Benefits

Benefits	Community	Industry	All Access
Chapter Discounts	X		X
Chapter Scholarships	X		X
Chapter Voting Rights	X		X
Member Rate at ALL chapters			X
Access to GBTA Career Center	X	X	X
GBTA Daily News Brief	X	X	X
<i>Global Business Travel Magazine</i>	X	X	X
GBTA Webinars	complimentary	complimentary	complimentary
GBTA Online Training	discount	discount	Discount
GBTA Academy Classes*	discount	discount	Discount
GTP Certification		discount	Discount
GBTA Hub		X	X
GBTA Member Directory		X	X
GBTA Events		discount	discount
Member Dues (new member)	\$175	\$370 D/\$420 A	\$495 D/\$545 A
Member Dues (renewing member)	\$175	\$395 D/\$395 A	\$520 D/\$520 A



Community Member Benefits | Now Available



Global
Business
Travel
magazine



Daily News
Brief



Member-
Only
Webinars



GBTA
Career
Center

GBTA Registration

Risk Radar: Behind the Scenes - How Oracle Manages the Risks of its Global Workforce
Tuesday, November 18, 2014

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Registration Category

Name	Price
Chapter Member	\$99.00
Non-Member Supplier	\$99.00
Non-member Buyer	\$99.00

GBTA Home > GBTA USA

GBTA Registration

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If you have received a promotional code please enter it in the box below.

Promotional Code :

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Chapter Benefits | Coming Soon



Industry
speaker list



Access to
select GBTA
research

Chapter events
promoted to
regional GBTA
members



MBTA BUSINESS MEETING

- **Committee Updates**

- **Membership**
- **Treasurer**
- **Education**
- **Meeting Planning**
- **Technology**
- **Charities**
- **Public/Government Relations**
- **Sponsorships**
- **Scholarships**

Jamie Cotter
Vilija Erlingis
Jack Reynaert
Maureen Baker
Kevin Dombrow
Kathy Mastin
Michael Hoff
Ann Ammons
Camelia Mesek

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Membership Committee

Chairman: **Jamie Cotter – Royal Park Hotel**

Members: Patti Schafer, Egencia | Sue Jarvis, Aristocat Transport

Currently MBTA has 117 members

- IT'S RENEWAL TIME!!
- Renew your membership online before the February meeting
- Please see me with any questions or if you're in need of assistance.

Happy Holidays!

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Treasury Report

Net Worth

As of 11/30/2014

Bank and Cash Accounts

Checking

\$40,218.72

1/1/2014 through 11/30/2014													
Income	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Total
Meeting Income	\$85.00	\$385.00	\$320.00	\$585.00	\$505.00	\$1,685.00			\$65.00	\$790.00	\$535.00		\$4,955.00
membership Dues	\$8,740.00	\$5,875.00	\$3,700.00	\$3,075.00	\$1,200.00	\$450.00				\$350.00	\$1,075.00		\$24,465.00
Sponsorship	\$7,300.00	\$3,750.00	\$2,000.00			\$2,600.00					\$250.00		\$15,900.00
Transfer from Savings					\$2,180.37								\$2,180.37
Total Income	\$16,125.00	\$10,010.00	\$6,020.00	\$3,660.00	\$3,885.37	\$4,735.00	\$0.00	\$0.00	\$65.00	\$1,140.00	\$1,860.00		\$47,500.37
Expenses													
Bank Service Charges					\$4.00								\$4.00
Board & Speaker Travel				\$56.00					\$8.20				\$64.20
Board Meeting Expenses							\$290.31						\$290.31
Chapter Technology/Web-site Expenses	\$80.00	\$80.00	\$80.00	\$80.00	\$80.00	\$80.00	\$80.00	\$80.00	\$80.00	\$80.00	\$80.00		\$880.00
Charitable Donations						\$501.95		\$100.00			\$501.95		\$1,103.90
CPC Travel	\$52.00	\$974.55			\$217.03					\$40.36	\$586.29		\$1,870.23
D&O Insurance	\$438.40										\$696.33		\$1,134.73
GBTA Conference		\$995.00					\$494.49	\$1,479.65					\$2,969.14
GBTA CPC	\$84.00		\$325.00	\$500.00									\$909.00
GBTA Legislative Summit						\$751.06							\$751.06
Meeting Expenses		\$1,798.03	\$104.31	\$1,435.78		\$1,874.02	\$6,790.23			\$461.95			\$12,464.32
Merchant Bnkcd Fee	\$411.58	\$642.63	\$273.09	\$201.87	\$147.11	\$69.16	\$146.44	\$35.00	\$35.00	\$36.05	\$64.93		\$2,062.86
Miscellaneous									\$60.36				\$60.36
Scholarship Paid		\$1,000.00		\$995.00	\$275.00	\$1,095.00	\$2,537.10	\$312.30		\$1,000.00			\$7,214.40
Speaker Gifts						\$43.51	\$167.42						\$210.93
Speakers Fee										\$600.00			\$600.00
Total Expenses	\$1,065.98	\$5,490.21	\$782.40	\$3,268.65	\$723.14	\$4,414.70	\$10,505.99	\$2,006.95	\$183.56	\$2,218.36	\$1,929.50		\$32,589.44
Income less Expenses	\$15,059.02	\$4,519.79	\$5,237.60	\$391.35	\$3,162.23	\$320.30	(\$10,505.99)	(\$2,006.95)	(\$118.56)	(\$1,078.36)	(\$69.50)		\$14,910.93



Education Committee

Chairman: Jack Reynaert, Meritor
Members: Susan Gould, Meijer
Liz Rodriguez, CCTE, GTP, Meritor
Kim Cira, Ohio State Park Lodges

2014/2015 DATES

February 12, 2015

March 18, 2015

April 23, 2015

May 20, 2015

June 22, 2015

July 25-29th, 2015

August 12, 2015

September 17, 2015

October 22, 2015

December 3, 2015

TOPIC *(subject to change)*

KPI's & SLA's– Round Table/Panel

Data Mining for Predictive Modeling

Travel Payment Systems

Travel & Expense Data Interface

Is Your Travel Program Up to Par?

GBTA Convention

MBTA President's Perspective GBTA

MBTA Annual Meeting

Joint MBTA/OVBTA Education Day

Holiday Meeting

LOCATION

Greater Detroit Area

Webinar

Western, MI

Webinar

Greater Detroit Area

Orlando, FL

Webinar

Greater Detroit Area

Romulus, MI

Greater Detroit Area

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Meeting Planning Committee

Chair: Maureen Baker - Accenture
Members: Faith Sutkus, Royal Caribbean
Kyle Kraft, Sabre Corporate Solutions

2015 EVENTS		
DATE	LOCATION	TOPIC
12-Feb	Sheraton Detroit Novi Hotel	KPI's & SLA's
23-Apr	OPEN , Grand Rapids Area	Travel Payment Systems
22-Jun	OPEN , Greater Detroit Area	Is Your Travel Program Up to Par?
17-Sep	OPEN , Greater Detroit Area	MBTA Annual Meeting
22-Oct	OPEN , Romulus, MI	Joint Education Day MBTA/OVBTA
3-Dec	OPEN , Greater Detroit Area	Holiday Meeting

Please contact us to host one of our meetings!

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Technology Committee

Chair: Kevin Dombrow, Sheraton Detroit Novi Hotel
Member: OPEN (If interested in joining let me know)

- Post to the MBTA LinkedIn Page
 - 31 Members on LinkedIn- Please Follow our Group
 - 38 Followers on Twitter
- Facebook Likes 48- For every 100 Likes I get I am able to advertise for 4 days FREE of charge.
- I pull articles from GBTA weekly and post Important info on our FaceBook page.
- Facebook www.facebook.com/MichiganBusinessTravelAssociation
- Twitter Page <https://twitter.com/MBTAMichigan>
- Like us on Facebook and Follow us on Twitter
- Email me at kdombrow@sheratondetnovi.com

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Charity Committee

Chair: Kathy Mastin – Visteon Corporation

Members: Jodie Duncan-Avis Budget Group, Sandy Chwierut – Bosch, Jenny Baumann – Delta, Kim Burns – Lear Corporation, Gail Major

2014 Charity is For a Day

<http://www.detroitqfad.com>



- 501(C)(3) organization formerly operated as Queen for a Day
- Emotionally therapeutic experiences for seriously ill children; providing them and their families with a joyful diversion from the strain of chronic treatment.
- Use role models, make believe, and play therapy to give opportunity to imagine and live out a fantasy while experiencing a moment of the childhood

We raised \$2,175 at golf outing this June along with some donated supplies.


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MBTA was 1st chapter to meet the GBTA Government Relations Goals for 2012/2013/2014!
....Thank you for your fantastic support!!2014/15 Chapter Goals started after GBTA LA!

GOALS – Close to being the first chapter to reach our goals (4th year!!)

  30% of membership contributes

 \$1000 donations
Currently \$967only need \$63 more

 35% of membership sends letter
17 more neededplease help make our chapter goal this evening!

Today's chapter challenge focus

Government Relations – Will my letters and donations make a difference?

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Sponsorships Committee

Chair: Ann Ammon

Committee: Tricia Alexander

2015 Sponsorship Opportunities

Annual Sponsorship

Golf Tournament Sponsorships

2015 Education Day

Holiday Meeting/Charity Fundraiser



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Scholarship Committee

Chair: Camelia Mesek, Emirates

Members: John Brady, Choice Hotels
Cheryl Cannon, United Airlines

Up to \$7,000 to award!
Apply today for a life changing scholarship.

Visit www.michiganbta.org and click on scholarships under Quick Links for more information and to apply. Deadline is December 31, 2014.



Reception Welcome

Patti Schafer

District Sales Manager

Egencia Business Travel • An Expedia, Inc. Company

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Thank You!

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