

Holiday Event & Charity Auction

December 7, 2023



**Today's meeting is worth 1
credit for GTP certification**



Agenda

2:00 pm – 3:30 pm: Registration & Networking

2:00 pm: Charity Silent Auction Opens!

2:00 pm: HEADSHOTS

3:30 pm: Welcome Announcements

3:35 pm: Greetings from The Westin Book Cadillac Detroit

3:45 pm: GBTA | Michigan Business Meeting

4:10 pm: Delta Air Lines Sponsor Presentation

4:20 pm: ***Hallway Entertainment!***

5:30 pm: ***Your Career, Your Agenda: Unpacking Challenges, Shaping Education***

6:30 pm: Charity Presentation — The Riley Katheryn Foundation

6:45 pm: Charity Silent Auction & Networking

7:30 – 8:30 pm: Dinner



Thank You 2023 Sponsors!

Diamond



Platinum



Gold



Bronze



Copper



THE WESTIN

BOOK CADILLAC
DETROIT

Business Meeting

- President's Update
- Treasury Report
- Committee Updates



Treasury

Michigan Business Travel Association Balance Sheet As of December 4, 2023

	Total
ASSETS	
Current Assets	
Bank Accounts	
**9310 Savings	\$30,002
BUSINESS CLASSIC (0009) - 3	\$22,164
Total Current Assets	\$52,166
TOTAL ASSETS	\$52,166

BANK ACCOUNTS		
**9310 Savings		✓ Reviewed
<i>Updated moments ago</i>		
Bank balance	\$30,001.54	
In QuickBooks	\$30,001.54	
BUSINESS CLASSIC (0009) - 3		✓ Reviewed
<i>Updated moments ago</i>		
Bank balance	\$22,657.79	
In QuickBooks	\$22,163.99	

Michigan Business Travel Association

Profit and Loss

January 1 - December 4, 2023

	Total
Income	
Meeting Fees	\$ 11,656.37
Membership Dues	\$ 27,215.40
Sponsorships	\$ 26,055.11
Total Income	\$ 64,926.88
Gross Profit	\$ 64,926.88
Expenses	
Bank Charges	\$ 55.75
Board Expense	\$ 15,287.73
GBTA Star-Chapter Fees & QB	\$ 1,801.48
Insurance & Taxes	\$ 1,149.03
Meeting Expenses	\$ 33,026.48
Office Expenses & Supplies	\$ 1,549.42
Scholarships	\$ 11,177.85
Total Expenses	\$ 64,047.74
Net Operating Income	\$ 879.14
Other Income	
Total Other Income	\$ 1,597.34
Net Income	\$ 2,476.48

Monday, Dec 04, 2023 01:42:13 PM GMT-8 - Cash Basis

PROFIT & LOSS This year to date ▾

Net profit for 2023 to date

\$2,476 ! 99%

↑ Up 138% from this time last year

Charity Committee

Committee Chair: Gail Major

Meet our committee members.....

Kim Burns, Lear Corporation

Sandy Chwierut, Retired

LaGenya Bateman, Robert Bosch

Michael Toles, Assure Travel

Cheryl Keyes, Options Travel

Charnele Lyons, ITS

Jill Partaka, dlux Suites

Laura Nickel, Residence Inn Ann Arbor North

Our Commitment:

As a committee member we are committed to supporting our charity for the year by raising as much funds at our events. As well as soliciting donations from every source we can partner with.

As MBTA members, be prepared to hear from us for your support with donations for drawings, giveaways and as always, our phenomenal holiday auction.

Most importantly having fun!!

Charity needed for 2024

Do you have a favorite charity?

Share it with me with a nomination to be considered for our 2024 GBTA Michigan Charity.

Feel free to email charities@gbtamichigan.org with any questions.



Scholarships

Chair Jamie Cotter, Avis Budget Group
Incoming Chair Madeline Ihrig, Lodgco Hospitality

THANK YOU AD-HOC COMMITTEE!

Mary Ann Beckert – Senior Sales Account
Executive-Global Sales, Delta Airlines

Cheryl Francis – Sales Manager, United Airlines

Elizabeth Naber – Business Travel Sales Manager,
AHC Hospitality

Lamar Parker – Director of Revenue, The
Townsend Hotel

Keith Shafer – Senior Business Development
Executive, ADTRAV Travel Management

Huge thank you to the
volunteer ad-hoc
committee that assisted
in reviewing and scoring
applications

Scholarships

Chair Jamie Cotter, Avis Budget Group

Incoming Chair Madeline Ihrig, Lodgco Hospitality

CONGRATULATIONS 2024

GBTA Michigan Membership & Meeting Planner Package

- Stephanie Zdun - Meijer

GBTA All Access Membership and Meeting Planner Package

- Debbie Graves - CTM
- Yana Walker – BWH Hotels

GBTA Michigan Board Member

- Justin Morris – Traxo

GBTA Convention

- Jenny Baumann – General Motors
- Heather Roden - Haworth

Education

- Jamie Cotter – Avis Budget Group
- Amy Hunke – Ametek

Legislative Summit

- Elizabeth Johnson – Cummins-Meritor

GBTA Convention Registration

- Jill Partaka – Dlux Suites
- Nichol Massey – Brose North America



**Thank you to
all our
applicants who
applied for our
2024 GBTA
Michigan
Scholarships!**

Sponsorship Update

• Thank You 2023 Sponsors!!!

- 2024 Annual Sponsorships are now available in addition to other sponsorship opportunities.
- Sponsorship dollars support our Michigan Chapter:
 - Education
 - Member scholarships
 - Supplementing cost of meetings

• Interested?

- Contact a member of the Sponsorship Committee:
- Shirley Randall
- Ann Ammons
- Michelle Wightman
- Kerri Nelson

Thank You 2023 Sponsors!

Diamond



Platinum



Gold



Bronze



Copper



Thank You to Today's Event Sponsor!



February 29 — Sponsor Appreciation Day (Leap Year!)

April 25 — Bring You Boss/Approver Event

Summer Event — TBD

July 22 - 24 — GBTA Convention

September 26 — Annual Meeting & Trade Show

December 5 — Holiday Event & Charity Auction

Michigan Capital Day — TBD

* Dates are subject to change. All in-person events are subject to the State of Michigan's current guidelines.



2024 Event Dates

**Please complete
the event survey**

Diamond
Sponsor
Presenta



DELTA



Michigan



GBTA

| Michigan

2023 HOLIDAY EVENT & CHARITY AUCTION

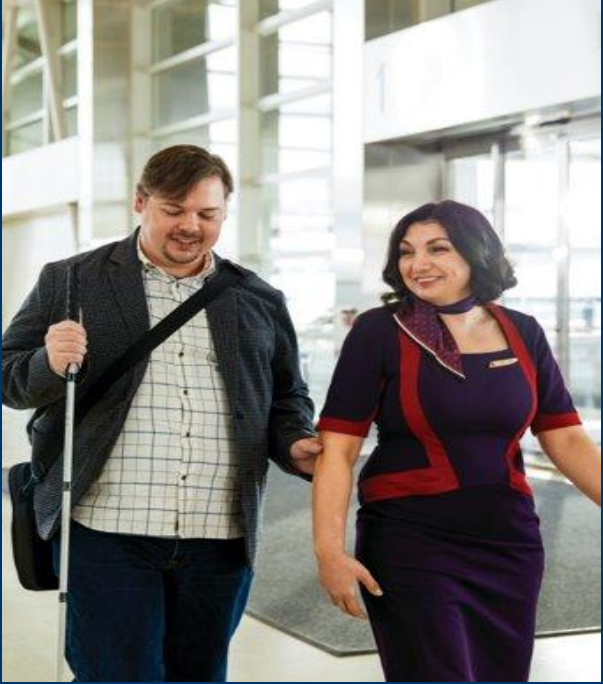




Nick DeMarco

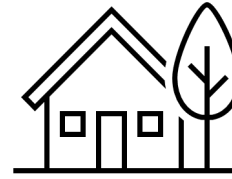
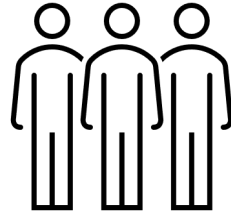
A scenic view of a city skyline at sunset over a body of water, with large rocks in the foreground. The sun is low on the horizon, casting a golden glow across the sky and reflecting on the water. The city skyline is visible in the distance, with several tall buildings. The foreground is dominated by large, light-colored rocks.

General Manager
Delta Global Sales



4,414

DELTA EMPLOYEES CALL
MICHIGAN HOME



37,000+
SEATS PER DAY

364
PEAK DAY FLIGHTS



FUELING MICHIGAN'S
ECONOMIC ENGINE

3.4+ MILLION

MORE PASSENGERS IN
MI IN 2022 COMPARED TO
2021

122

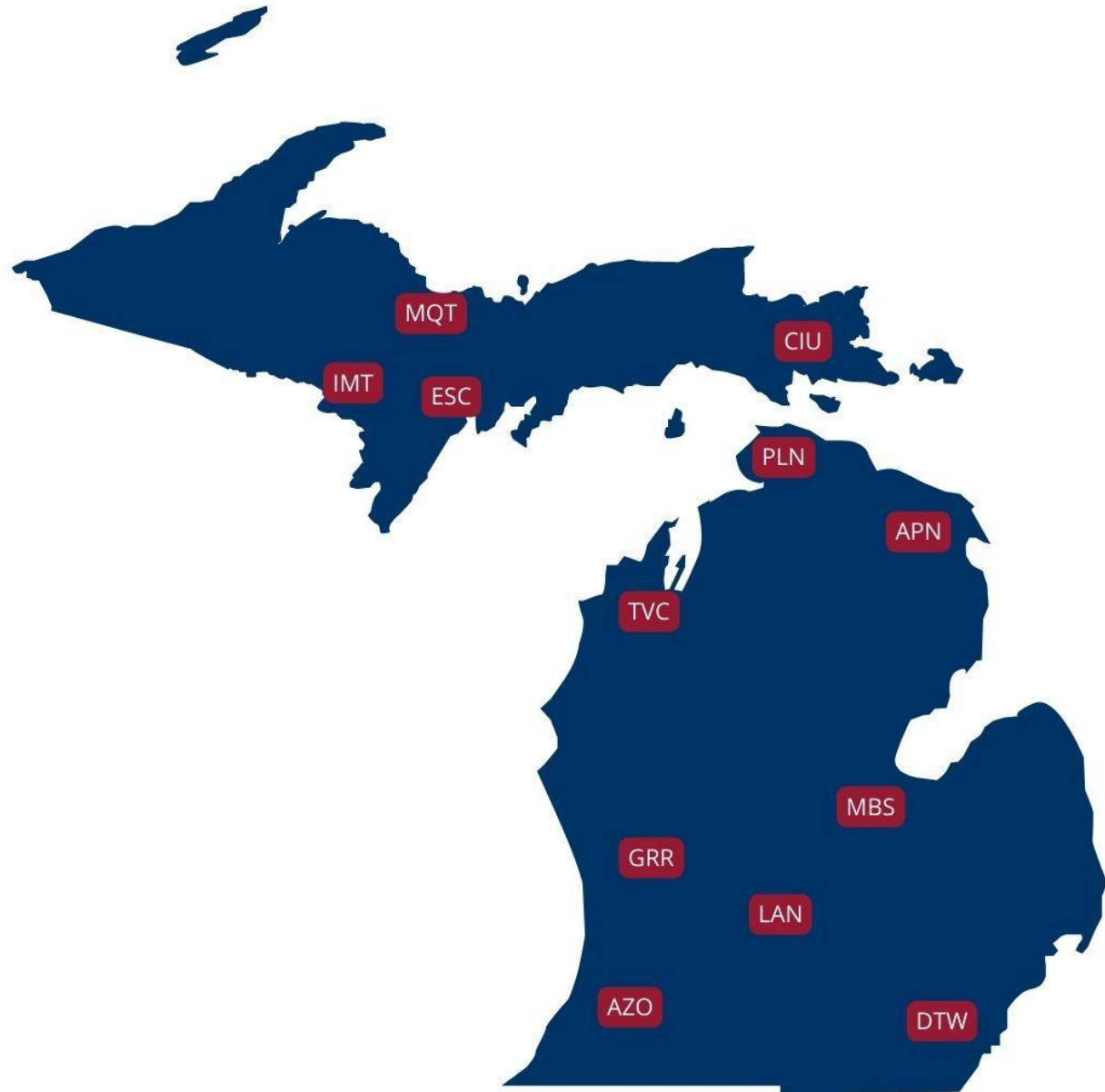
NONSTOP
DESTINATIONS



*Annual Market Data as of May 2023

KEEPING MICHIGAN CONNECTED

DETROIT (DTW)
ALPENA (APN)
KALAMAZOO (AZO)
CHIPPEWA COUNTY (CIU)
ESCANABA (ESC)
GRAND RAPIDS (GRR)
KINGSFORD (IMT)
LANSING (LAN)
FREELAND (MBS)
MARQUETTE COUNTY (MQT)
PELLSTON (PLN)
TRAVERSE CITY (TVC)



NEW, RESUMED AND EXPANDED ROUTES

Summer:

Domestic:

- Pensacola, FL (PNS)
- Bozeman-Yellowstone, MT (BZN)
- Portland, OR (PDX)
- Charleston, SC (CHS)
- Destin, FL (VPS)
- Savannah, GA (SAV)
- Burlington, VT (BTV)

International:

- Keflavik (KEF)
- Rome (FCO)
- Munich (MUC)
- Shanghai (PVG)

Winter:

Beach Markets:

- Cancun (CUN)
 - 4x Daily
- Montego Bay (MBJ)
 - 1x Daily + Sat
- Punta Cana (PUJ)
 - 1x Daily + Sat
- Puerto Vallarta (PVR)
 - 1x Daily
- Los Cabos (SJD)
 - 1x Daily
- San Juan (SJU)
 - 1x Daily + Sat



CONNECTING WITH OUR COMMUNITIES

Partner organizations in Michigan

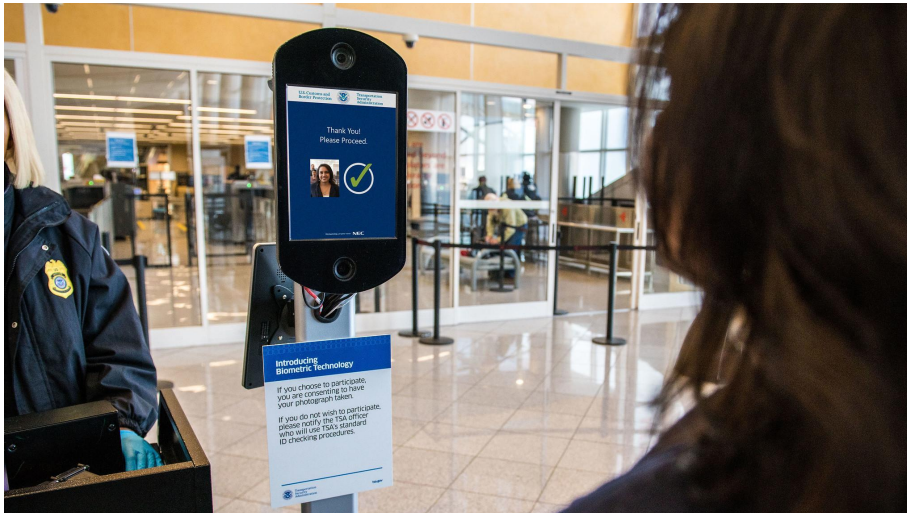
- American Red Cross*
- Beaumont Children's Hospital
- Cornerstone Schools, Adams-Young Academy
- Covenant House Michigan
- C.S. Mott Children's Hospital
- Detroit Economic Club
- Folds of Honor Foundation*
- Gleaners Community Food Bank of Southeastern Michigan
- The Greening of Detroit
- Junior Achievement of Southeastern Michigan
- Marine Toys for Tots Foundation*
- Michigan Armed Forces Hospitality Center
- Motor City Pride
- UNCF Detroit*
- West Michigan Aviation Academy
- YMCA of Metropolitan Detroit
- The Henry Ford





CONTINUING TO INNOVATE THE AIRPORT EXPERIENCE

- Eligible customers who opt in to using digital identity
- Modernize the travel experience on the ground
- First-ever PARALLEL REALITY™ beta experience for customers
- First domestic curb-to-gate digital identity experience
- In ATL and DTW: Delta Digital ID-powered bag drop and dedicated TSA queue now available
- Coming soon! ATL-F, LAX, LGA & JFK (Dec. 2023), further expansion (2024)



MaryannBeckert



Sr. Sales Account Executive - DTW

TRAVEL SEAMLESSLY WITH THE FLY DELTA APP

Fly Delta makes each step of your travel journey easier than ever before

EASILY MANAGE YOUR DAY OF TRAVEL

- Today tab for a one-stop, real-time view, including mobile boarding pass, flight status, gate information and airport wayfinding
- Effortlessly check in, select your seat and directly track your bags
- Mobile notifications keep you updated on any changes that may impact your journey: departure or arrival time changes, gate changes, boarding group notifications, bag updates and more

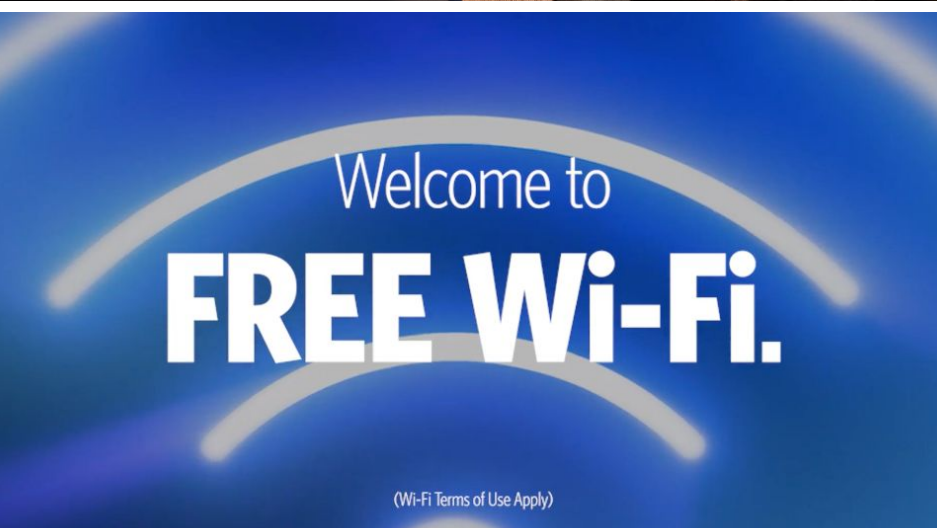
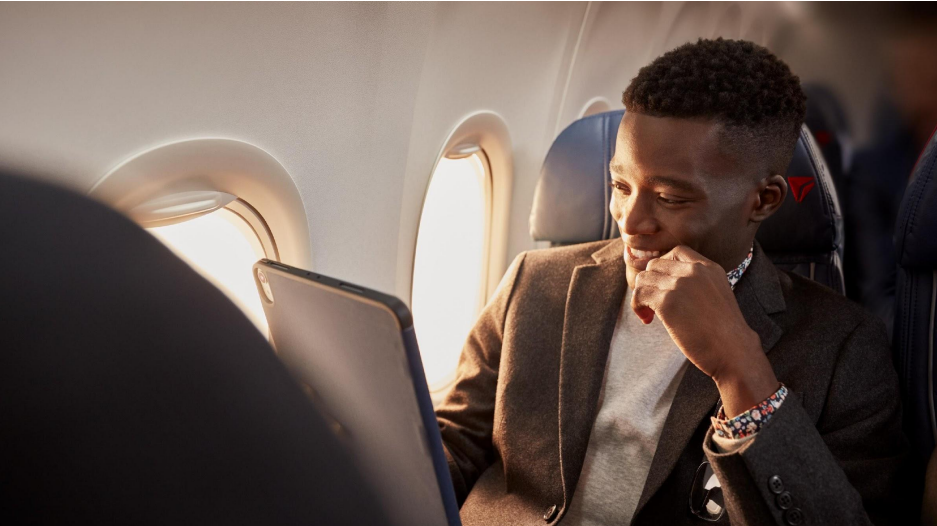
NEW! APP INNOVATIONS

- **New Account page** – at-a-glance view of your SkyMiles account. Discover your benefits, view miles available and easily track progress toward earning Medallion Status
- **Sky Club Occupancy Indicator** – real-time view of which Clubs are experiencing high customer volumes
- **Improved Wayfinding** – View interactive airport maps, locate the nearest Starbucks or Delta Sky Club and GPS walking directions for how to get there



FREE WI-FI MEANS TRAVELERS CAN MAKE THE MOST OF THEIR TIME ONBOARD

Delta Sync Wi-Fi delivers an elevated journey for SkyMiles Members — collaborate, check-in or just chill



SEAMLESS CONNECTIVITY

Your travelers can enjoy streaming-quality Wi-Fi on nearly all Delta narrowbody domestic mainline aircraft, expanding to our entire global fleet throughout 2024



STAY UP TO DATE OR ENJOY DOWNTIME

- Collaborate with colleagues on documents
- Finish that presentation, prepare for important meetings
- Stream content and stay up to date on business needs



DISCOVER EVEN MORE WITH DELTA SYNC WI-FI

Business travelers have access to even more via the Wi-Fi login page:

- Effortlessly reserve a table at the top restaurant in town with Resy before they land, and enjoy curated dining guides on select routes
- From their personal device, access exclusive content & offers

UP CORPORATE ACCESS

Experience the benefits of flying private with Wheels Up without any upfront commitment



To continue supporting the essential travel needs of your business, Wheels Up and Delta have partnered to provide you with an exclusive offer.

Delta Corporate Accounts can also receive exclusive benefits when purchasing an UP for Business program from Wheels Up:

- Waived initiation fee and first year annual dues with the purchase of \$500K Fund Program or more – a savings of \$44,000
- \$5,000 in flight credit to be used towards Wheels Up flights
- Access to Wheels Up's Key Accounts service team
- Complimentary Delta Medallion Status* based on Wheels Up Fund Program deposit amount
- Ability to use funds to seamlessly pay for private flights on Wheels Up and commercial flights on Delta

Eligible Delta Corporate accounts can access exclusive offers on Wheels Up flights:

- Book and fly up to four (4) round trip flights on Wheels Up with no upfront or long-term commitment
- Guaranteed aircraft availability, 365 days a year with as little as 48 hours' notice for Wheels Up flights within the continental U.S.
- Receive Delta's exclusive rates on eligible Wheels Up flights



JAN 1 - DEC 1

1,094,620

FLIGHTS OPERATED

82.1%

ON TIME ARRIVALS WITHIN
15 MINUTES



CONTINUED
FOCUS ON
OPERATIONAL
EXCELLENCE

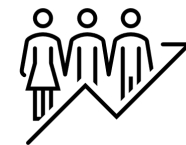
JAN 1 - DEC 1

138 MILLION

CUSTOMERS

4 BILLION

CHECKED BAGS - POUNDS





HOLCIM

NIQ



Kellanova

Amway

THE AUSTIN COMPANY

Whirlpool CORPORATION

State of Michigan



HC | STILES

KUKA

INTEVA PRODUCTS

HAGERTY

BAE SYSTEMS

CooperCompanies



LA Z BOY



brose Excellence in Mechatronics

STELLANTIS

MARELLI

YAZAKI

meijer

Yanfeng



General Mills

HAWORTH

MICHIGAN STATE UNIVERSITY

carhartt

MERITOR RUN WITH THE BULL

LEAR

CRESCENT HOTELS & RESORTS

KALAMAZOO | BATTLE CREEK INTERNATIONAL AIRPORT

Kelly

Continental The Future in Motion

Lineage

AMETEK



TOMMY CAR WASH SYSTEMS

Gordon FOOD SERVICE

detroit · it

DURA | SHILOH



THANK YOU





GBTA

Payment Solutions
Committee

Your Career, Your Agenda: Unpacking Challenges, Shaping Education



Hallway Entertainment!

2023 Charity — The Riley Katheryn Foundation

Corporate Contributions



Event Sponsor



DELTA

Reception Sponsor

THE WESTIN
BOOK CADILLAC
DETROIT

Happy Holidays!

Next Events:

February 29 — 2024 Kick-Off & Sponsor Appreciation Day
(Leap Year!)

April 25 — Bring Your Boss/Approver Event

