



# Meeting News

January 2008

## In This Issue

MPI NENY Contribution  
Call for Nominations!  
Annual Recruitment & Member  
Appreciation Event  
MPI E-Learning Series  
Chapter Voices  
New Year's Resolutions  
Career Center Update  
Taste of the Northeast  
Girls-Getaways

## President's Message



Dear Chapter Members:

Seven was always considered a lucky number. Was '07 a good year for you? If it was then consider this '08 as one better than '07. So let's look forward to a wonderful year.

## MPI NENY Contribution to Make-a-Wish Foundation



MPI NENY Board of Directors  
(left to right)

Gina Mintzer, Michael Snyder, Ed Barone, Sandy Grady (Development Coordinator for Make-a-Wish), Carrie Hillenbrandt, Judy Rucinski, Vanessa LaClair & Cindy Sullivan

The MPI NENY Board of Directors presented the **Make-a-Wish Foundation** with a check for \$4,000 in December 2007. The **funds were raised during MPI NENY's first annual golf tournament** held at the Saratoga National Golf Club in September. The Chapter plans to hold another golf tournament on June 3rd at Saratoga National Glub Club to raise funds for the **Multiple Myeloma Foundation in honor of Gene Abbate**. Keep an eye out for more information!

## Call for Nominations!

**Deadline is January 18, 2008**

promises, no resolutions, no pledges from me this year, just an acknowledgement of what your Boards' responsibilities are to each of you and remind each of you what your responsibilities are to the Chapter.

1) **Your Board is looking at hiring a part-time administrator to help with Chapter administrative duties.** The objective is to provide Board members with a point person to handle administrative duties. Our focus is each of you and hopefully by eliminating some of these tasks from various board duties, we will have more members interested in Board positions. Ask your Committee Vice President how this person may help your committee. It is our responsibility to ensure a healthy, vibrant and professional Chapter and this is a next step.

2) **Your Golf Committee is planning a great event this year. Ask how you can be involved in it.** It will be June before you know it and reaching out to any members of our community to play, sponsor, offer great auction items or just come to have a great time at a great venue is each of our responsibility as a member of our organization. We hope to help secure some strong revenue from this event which will assist with our ability to plan the Chapter's future.

3) **As a social responsible partner; we gave almost \$4,000 to "Make a Wish" this year.** Feel proud that you were a part of this. It's a great time of the year to feel good about giving back to our community.



By now you should have received the information on nominating someone for our Board positions that will be available in June. If developing your leadership skills interests you or if you are looking for ways to get more out of your membership dollars, **I encourage you to get involved and help MPI NENY continue to grow**

The following Board of Directors' positions are available:

**President-Elect  
VP of Finance  
VP of Administration  
VP of Education**

As you can see, we have a lot of opportunities available to you. Take advantage of this opportunity to experience working with a team of professionals who are charting the course for our chapter.

Personally speaking, it has been such a rewarding experience for me in both my professional and personal growth. If you would like more information on any of these positions, please feel free to contact me.

**Deadline for nominations is Friday, January 18th. The nominations form is available by clicking here: [Nominations](#)**

**- Judy Rucinski, CMP  
Chapter Past President  
518-213-6000 x6627  
[jrucinsk@nysutmail.org](mailto:jrucinsk@nysutmail.org)**

## **Annual Recruitment & Member Appreciation Event**

**Members Only - Thursday, January 24, 2008**

Please join us for our annual recruitment and member appreciation event. This is a "**state of the membership event**" and will feature a business meeting to update the membership on where we are and where we are going in terms of our "membership", opportunities for all for member recruitment and appreciation.

*This is a members' only event and there is no charge. Click [HERE](#) to register.*

**WHEN**  
**Thursday, January 24, 2008**  
4:30 PM – Registration  
5:00 PM – Business Program  
5:30 PM – Networking Reception

**WHERE**  
**The State Room**  
142 State St  
Albany, NY 12207

## **MPI E-Learning Series**

**"Goodle-licious" to kick off the series on January 10th**

**with a great membership event on January 24 at The State Room.** Please plan on attending to socialize with your co-members. Look to our website for upcoming events.

**Get involved!** It's worth the price of your membership and it's also part of your responsibility.

**- Mike Snyder, CMP  
MPI NENY Chapter President**

### Save the Dates in 2008!

**NEW DATE! January 24:**  
Annual Recruitment & Member Appreciation Event (*Members only*)

**February 12:** Planners & Suppliers Finding Common Ground

**March 12:** *Platinum Program*  
Some Boats Need to Be Rocked: How to Use Power Phrases to Talk About What Matters Most

**April 22:** *Platinum Program*  
Critical Excel Tools for the Meeting Professional

**May 21:** Special Events Showcase

**June 3:** Annual Golf Tournament

**August 20:** 4<sup>th</sup> Annual Saratoga Track Day

Please refer to the website for more details:  
[www.mpineny.org](http://www.mpineny.org)

**2008 MPI Professional Education Conference - North America:  
MeetDifferent**

The E-learning series is offered as an exclusive to benefit to all MPI members and are being presented by **conference-favorite technology guru James Spellos.**

January 10th, 2008: Google-licious: How to Find Anything on the Internet  
February 27th, 2008: Producing Powerful PowerPoint Presentations  
March 12th, 2008: Welcome to Wiki-ville: The New Face of the Internet  
April 2nd, 2008: Advanced Excel for Meeting Professionals

**Registration costs just \$39.00 USD per session or you can register for all 4 for only \$100.**

To register for all 4 and save \$56 [click here](#). You can register for individual sessions in the in the Session Information section below or click the individual session listed above.

All webinars will be held at 11am CST (9am PST) and are 90 minutes in length. **Each session qualifies for a 0.15 CEU credit.** The webinar will require you to have a computer for the presentation and a telephone line for the audio. There is a chat feature available to ask questions of the presenter.

### Chapter Voices:

***Just who are the members of MPI NENY?***



The Membership Team has once again, through a random drawing, chosen one planner and one supplier member to be featured in the January newsletter. The members chosen describe how they got started in the business, challenges they have faced, share advice for those new to the industry, and why it's important to be a member of MPI NENY.

If you would like to be featured in a future newsletter, download the [Spotlight Questionnaire](#) and return with a digital photo and company logo to Megan Kiessling at [megan@sitesolutionsworldwide.com](mailto:megan@sitesolutionsworldwide.com).



**Kim Partridge**  
**Executive Board & Conference Coordinator**  
New York State Public Employees Federation

**How did you get started in the industry?**

It was by luck, really. My first position required me to plan a conference for 150



February 2-5, 2008  
Houston, TX

[For more information click here.](#)

**MPI NENY Annual Golf Tournament**  
*June 3, 2008*

**Save the Date: MPI NENY Annual Golf Tournament** will be held at Saratoga National Golf Course on **Tuesday, June 3, 2008.**

The day begins at 11:30 am with registration and lunch, a shotgun scramble start at 1:00 pm and a reception to follow.

So put your thinking caps on, and begin putting your foursomes together!

Suppliers sponsor a planner!

**2008 Golf Committee:** If you are interested in joining the golf committee to assist in planning this wonderful event, please contact the tournament chair, **John Giordano of Plaza Meetings** at [john@plazameetings.com](mailto:john@plazameetings.com).

**Welcome, New Members!**



**Robert Modliszewski**  
Sales Representative

opportunity to gain more experience wherever I could.

**Can you give a piece of advice for someone just starting out in our industry?**

Don't assume anything and ask questions. When you are working with great venues, the appeal is their ability to anticipate your needs. However, **it is still the planner's responsibility to clearly communicate your event requirements.**

**Do you have any personal motto or quote concerning our industry?**

It isn't IF something happens, it's WHEN and how you handle it.

**How do you anticipate your MPI membership helping you professionally or how has it helped you professionally?**

I am interested in becoming a **Certified Meeting Professional**. I know that the MPI educational programs will be a great resource for me in meeting this goal.

**Tell about a great challenge you have faced and overcome.**

We recently held a meeting in a location that was very expensive and logistically challenging. Months before the event, the red flags started popping up relating to excessive add-on costs, possible difficulties with the property itself and set-up for our event. **We immediately arranged pre-meetings with the hotel management staff and were very forthcoming about our concerns.** This allowed us to get out in front of the potential problems and helped us build strong working relationships with the event staff. When all was said and done, the event went much better than anticipated and we were very pleased with the outcome.



**Kim Keenan**  
**Association Sales Manager**  
**Turning Stone Resort & Casino**

**How did you get started in the industry?**

I received a degree in Travel & Tourism, specifically Hotel Management. I started my career in 1988 at a Hilton property in Florida and took the opportunity to move back to NY by filling a position with the Hotel Syracuse. I also spent 9 years at the AAA office and was promoted to Branch Manager. In 1998 I joined the Turning Stone sales department.

**Can you give a piece of advice for someone just starting out in our industry?** Learn as much as you can from seasoned veterans of the industry.

They have so much knowledge to share.

**What is your favorite Internet site?**

This has nothing to do with meeting planning, but I love the food network website. I'm always trying to find new dinner recipes.

**If you had an extra hour every day, how would you spend it?**

Just hanging out with my two great kids, Sydney, 10, and Matthew, 6. Becoming a single mom was the hardest thing I've had to learn how to be. Life

Charge Card Systems, Inc.

**Kimberly Partridge**  
Executive Board & Conference  
Coordinator  
NYS Public Employees  
Federation

**Angela Vecchio**  
SMERF Event Manager  
The Desmond Hotel &  
Conference Center

**Don't wait to get involved!**  
Boost your career and  
increase your network by  
joining the premier meeting  
industry association today!

[Download the MPI  
Membership Application Today!](#)

## CMP Exam Deadlines



**February 2, 2008  
Exam Deadlines**  
*The application and  
registration deadlines have  
passed*  
**Examination:** February 2\*

**CIC Manual Update**  
*\*Because the 8th Edition will not be  
released until September, CIC will be  
using the 7th edition for the February 2,  
2008 exam.\**

**August 9, 2008  
Exam Deadlines**  
*Application:* April 9  
*Registration:* June 11  
*Examination:* August 9

Please visit the CIC website for  
information on exam locations  
and costs associated with each  
application or registration.

Exam materials and  
applications are now available  
for download at:  
[www.conventionindustry.org](http://www.conventionindustry.org)

**Ross-to-English**

family as we want to.

**Do you have any personal motto or quote concerning our industry?**

We do work in the best industry. Who has more fun than Hotel & Restaurant people?

**How do you anticipate your MPI membership helping you professionally or how has it helped you professionally?**

Meeting new contacts is always key, but I look forward to the great educational sessions I've been hearing about too.

## Top 10 New Year's Resolutions from the Communications Team

*What do you plan to do in 2008?*

10. **Aim for things that are truly important to you**, not what you think you ought to do or what others expect of you.
9. **Consider "Green Meeting"** factors more in site selection and contracts.
8. **Don't take life too seriously** and have more fun!
7. **Delegate while mentoring** - solves two key needs at one time.
6. **Clean out your closet and drawers.** Decide to KEEP/ TOSS/ DONATE/ REPAIR each piece. You'll feel a huge sense of relief from keeping only those items you love to wear.
5. Take time to **zen-out for 15 minutes** every day.
4. **Define your success.** It's different for everyone. How will you quantify it? Define realistic and measurable goals, and communicate them to your employees. Reward yourself and the staff when goals or milestones are achieved.
3. **Clean up your business and personal websites.** Double check your links to outside sources are still active.
2. **Make a new change every 30 days.** Instead of trying to change too many things at once, each month address something different which will help you prevent relapsing into old habits.
1. **Attend more MPI meetings and increase your chapter participation** (plus you'll earn valuable points for fun prizes as you grow your networking circle).

**Best wishes for a safe and happy new year!  
Your Communications Team:**

**Vanessa, Megan, Linda, Phyllis, Leslie, Mary-Jo, Robin & Roberta**

**Career Center: Post Job Opportunities Online**

## Dictionary

**What your boss says and what he really means...**

**Boss:** Great job on the report.  
**Translation:** I'm taking credit for your work.

**Boss:** I'll be out of the office for a couple hours with senior management, but you can reach me on my cell.  
**Translation:** I'm playing golf.

**Boss:** I'll be off site and unreachable for the rest of the afternoon.  
**Translation:** I'm playing golf and expect to be very, very drunk.

- **Cube Monkeys:**  
**A Handbook for Surviving the Office Jungle**

by Career Builder.com and Second City Communications

## Quote of the Day

*Opportunity is missed by most people because it is dressed in overalls and looks like work.*

- Thomas A. Edison

## We Want You!



**Are you creative?  
Innovative? Motivated?  
Are you ready to make a  
difference?**

Join a Chapter Committee Team Today! If you are

## Take advantage of your MPI NENY Membership and post your job openings online!

Did you know that the MPI NENY chapter has space on its website for free job postings? It is a part of your membership benefits and we want you to take advantage of this!

You can submit your job postings to Cheryl at [art@souders1918.com](mailto:art@souders1918.com). Please include a job title and description of the position. Job descriptions should be kept to 100 words or less and include an expiration date.

Please contact us if the job has been filled, so we can remove the article from the website. Job postings will be made available on the "Career Center" section of the MPI NENY website at [www.mpineny.org](http://www.mpineny.org).

## Taste of the Northeast: Turning Stone Resort & Casino Coq au Vin (4 portions)



With 25 years of experience in the industry, **Doug Clark** got started in the kitchen when, as a teenager, he was determined to find a job he could walk to from his parents' house. Thanks to his friend's brother, Tony Redmond, Clark got his first taste of a culinary career in the kitchen of **Scratch Daniels in Syracuse**. "We worked together on weekends," Clark said about he and fellow chef Mike Redmond. "While Mike went to the **Culinary Institute of America**, I continued to work at some of the best restaurants in the area. I got a lot of on-the-job-training."

And his training began early. By age 20 he was named **executive chef at Daphne's on**

**the Green** and worked for eight months at the **Auberge du Cygne in Manlius under the guidance of Joel Chenet, learning classic French cuisine**. Chenet had served as the executive chef at the French Consulate in Manhattan.

Following his run at Auberge du Cygne, Clark joined the team at Pascales as a pastry chef. While working as a sous chef at the Lafayette Country Club, he took some continuing education classes at the Culinary Institute of America in Hyde Park. He then transitioned to become the executive chef at the 313 restaurant, and later at 238 Bistro, located in Armory Square.

**This isn't Clark's first time at Turning Stone. He did work here as a gourmet chef, but so much has changed since then. "I knew I would be coming back," Clark said.**

Handling banquets is nothing new for the East Syracuse resident. "Dorsey's, during the NCAA tournament, would sell 1,000 covers. **The largest event I worked on was the opening of Carousel Mall in Syracuse where we had 4 500 sit-down dinners**. I had a team of six or seven to help break up the

interested in learning more about Chapter Teams, please contact any of the following:

#### MEMBERSHIP

**Gina Mintzer**, CMP, Director of Sales  
Albany County CVB  
518.434.1217 x301  
[gmintzer@albany.org](mailto:gmintzer@albany.org)

#### EDUCATION

**Cindy Sullivan**, CMP, Sales Manager  
The Saratoga Hotel  
518.693.1002  
[csullivan@luxuryresorts.com](mailto:csullivan@luxuryresorts.com)

#### ADMINISTRATION

**Ed Barone**, President  
Souders Promotions  
518.452.3000  
[ed@souders1918.com](mailto:ed@souders1918.com)

#### COMMUNICATIONS

**Vanessa LaClair**, Membership Services  
& Events Coordinator  
Independent Power Producers of NY  
518.436.3749  
[vanessa@ippny.org](mailto:vanessa@ippny.org)

#### FINANCE

**Tim McCullough**, Sales Manager  
Crowne Plaza Albany Hotel  
518.427.3008  
[tmccullough@lodgian.com](mailto:tmccullough@lodgian.com)

### Got News?

We'd love to hear from you! Please e-mail your announcements to [Vanessa LaClair](mailto:Vanessa.LaClair@ippny.org), VP Communications.



[Click here](#) to view the MPI NENY Newsletter Production Schedule.

If you are having trouble viewing this newsletter with graphics, please visit [www.mpineny.org](http://www.mpineny.org) to download a PDF version.

### Quick Links...

[Our Website](#)

[Upcoming Events](#)

[CMP Information](#)

[Chapter Leadership](#)

meal, which made it easier.”

And the key to making such dinners successful, Clark said, is to use only fresh ingredients. “We can do a plated dinner for 500 as well as we do a dinner for 50,” Clark explained. **“When you’re at an event it should taste like a dinner for two rather than a dinner for 500.** We want the flavors to be fresh, right out the door, instead of waiting and then serving the food.”

He also said that along with the guidance of the resort’s culinary team he will be making small adjustments to the banquet menu. “With small steps and with guidance from the department I’m trying to upgrade the food,” he said. “Slowly we’re making changes.” He also handles the culinary externship program at Turning Stone Resort and Casino.

### Coq au Vin (4 portions)

#### Ingredients

2ea – Cornish Game Hens, split  
1oz – Olive Oil  
.25 lb – Lardon Cut Bacon  
.5 lb – Pearl Onions, Peeled  
1ea – Garlic clove, minced  
.5 lb – Assorted Cleaned and Cut Mushrooms  
3 oz – Brandy  
.5 ltr – Good Red Wine  
1 qt – Chicken Stock  
1lb – Chef Potatoes  
.25 lb – Baby Carrots, blanched  
.25 lb – Brussels Sprouts, blanched  
.25 lb Burre Manie  
1ea Bay Leave  
2T Fines Herbs  
Salt and Pepper to taste

#### Method

Lightly brown the Cornish game hens in a medium heat pan with olive oil and reserve. Brown the bacon lardons, add the pearl onions and color. Add minced garlic and mushrooms. Deglaze with brandy and flambé. Add wine and reduce. Add hot chicken stock and place hens back in pan. Simmer for 1 hour; add potatoes. Saute Brussels sprouts and baby carrots in and pan and garnish on plate. Thicken with burre manie. Add fines herbs, season to taste and serve.

#### Equipment

Oval Pots from Wildflowers  
Tongs  
Rags  
Aprons  
2 Butane Burners  
3 Nice Small Rondoues  
Mise en Place Ramikins

### 'Girls-Getaways' Prove More Active Than Ever

The popular 'girls-getaway' - when husbands, boyfriends, and children are left at home - has gone upscale and extends beyond the traditional weekend escape, reveals a new poll of 246 American Express travel

agents. **The poll, which reported an increase in girls-getaways according to two-thirds of agents, also found that women traveling together are seeking more active and luxurious vacations.**

Seventy-five percent of agents said that girls-getaways - including vacations with girlfriends or female relatives - are a significant trend. **Although spa, beach and shopping vacations still dominate as favorites**, agents say women are increasingly taking cruise, culinary, city and active vacations that include golf (36 percent), skiing (33 percent), scuba-diving (20 percent) and biking (20 percent).

**- *The Meeting Professional***  
September 2007