

Meeting NEws

September 2007

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Dear Chapter Members:

What did you do this summer?

Every year when we went back to school in September the big question everyone

Member Spotlight: Doug McPhee **MPI NENY Platinum Speaker**



Doug joined the Experient Sales Network in April of 2000. Doug is based in Upstate New York and supports new client development efforts throughout the Albany-Schenectady area and nationwide.

Formerly Doug was an educator and the Executive Director of two educational associations, which added to his knowledge of the meeting planning industry.

An educator and professional speaker Doug is also a very active member of Meeting Professionals International at the Chapter and International levels and a member of

the National Speakers Association. He recently accepted a position on our MPI NENY Board.

The San Diego chapter of Meeting Professionals International honored Doug as Planner of the Year in June 2006.

September Platinum Program: **60 Cost Saving Tips in 60 Minutes**

Whether you have been a planner for years or you are new to the business this fast paced content rich program is for you. Covering tips in negotiations, transportation, food & beverage and other

asked, especially the teachers was "What did you do this summer?"

Most of us talked about the beach, swimming in the pool; occasionally someone went camping or went off to some camp for a week. A lot of times we just hung out with friends and had fun.

What those teachers really wanted us to realize was "Did you know that the fun time was over and it was time to get to work? It's back to school."

In September, it's back to school but it's also back to fun. **Join Doug McPhee, a former teacher and now a Meeting Professional, who gives us 60 Cost Saving Tips in 60 Minutes.**

Arriving to your first day back to school, there were always a few new kids in the class. If you attended the great ice breaking sessions by **Valerie Oropallo from Javao Consulting**, you found some ways to connect with that new person. Make it a goal to welcome any new person to an MPI event this year. We have a few signed up for the September event, let's make them feel welcomed. Find out what Ice Cream they like!

Being back at school usually meant the fear of trying something new and being embarrassed was just around the

timely topics you will be "WOWED" with the wealth of tips that your organization can benefit from. Suppliers learn some of the hot buttons for planners. Planners learn how you can best serve your stakeholders. This is a must for all members.

Take-Aways:

- Understand more than 60 cost savings tips in contract negotiations, pre-planning, F&B, onsite work, ground transportation, Audio Visual, and Entertainment.
- Hear from tips participants
- Learn if your meeting is a good piece of business for a hotel or venue.

WHEN

Wednesday, September 12, 2007
11:30 AM - 2:00 PM

WHERE

Desmond Hotel & Conference Center
660 Albany-Shaker Road
Albany, NY 12205

REGISTRATION FEES

Member - \$25.00
Non-Member - \$35.00
Student - \$10.00

KINDLY RSVP BY

Monday, September 10, 2007

[**REGISTER TODAY!**](#)

Annual Outing & Golf Tournament: Saratoga National Golf Club

Please join us for our first annual MPI Northeastern New York golf tournament at the one and only **Saratoga National Golf Club on September 25, 2007!** This tournament is a major fundraiser for our chapter and we will also be donating all of the proceeds from our silent auction to our local **Make A Wish Foundation**. Foursomes and sponsorships are still available so send me an email (dleggieri@luxuryresorts.com) and I'll send you the appropriate information.

Golf foursome: \$700

For those of you who don't golf, plan to join us for the reception immediately following the golf tournament at Saratoga National's palatial clubhouse. Mingle with your friends, and network with clients as we support our chapter and have a great evening!
Reception starts at 6:30pm.

Reception Only: \$45

corner. Did you realize the reason we are Meeting Professionals is because many of us did not get drafted into professional sports?

Before the first quarter of our new MPI year ends, we have the opportunity to try something new, like the **First Annual Golf Outing on September 25th!** If you're a planner and want to play but are unsure of your golfing skills (or don't want to be embarrassed by the lack there of), reach out to a supplier today and tell them to sign you up in their foursome and make YOU look good. After all isn't that what suppliers are supposed to do for planners?

If you're a supplier and have not found the new kid to play with yet, make the call today. It's one of those times when you can hang out and have fun!

- Mike Snyder, CMP

Welcome, New Members!



Trina Marie Avalos
Farm Family Insurance

Brigitte Connors
Meeting Management Professional

I hope to see you there, help support this first time event!

**Darryl Leggieri, Director of Sales and Marketing
The Saratoga Hotel
Golf Committee Chair**

This great day includes:

- Lunch prior to tee-off
- 18 holes of championship golf with cart - scramble format
- Great food on the course from the area's finest restaurants
- Lots of prizes to win
- Dinner reception
- Silent auction to benefit Make-A-Wish Foundation
- ...and more!



Don't wait to register, we expect to this to be a sell-out event!
(REGISTER HERE) Just enter the additional three names as guests when you register.

SCHEDULE OF EVENTS

Registration: 11:30 a.m.

Lunch: 12-1 p.m.

Shotgun Start: 1:30 p.m.

Reception: 6:30-8:30 p.m.

WHERE

Saratoga National Golf Club
458 Union Avenue

Saratoga Springs, NY 12866
www.golfsaratoga.com

EVENT REGISTRATION FEE

Reception Only \$45

Golf, Lunch & Reception \$195

Foursome, Lunch & Reception \$700

KINDLY RSVP BY

Thursday, September 20, 2007

**New Saratoga Convention & Tourism Bureau
President: David Zunker**



Dave Zunker started on August 20th, attending the MPI NENY Chapter Day at the Races to meet planners and suppliers. It was horses, horses, horses during Dave's first week. He also enjoyed attending

Raquyyah Griffin
Student

Jamie Lanning
Longfellows Hotel and
Conference Center

**Richard McIlravy-
Ackert**
Student

Pamela O'Connor
New York State Credit
Union League, Inc

LaShandra Oglesby
UBS Financial Services

Karen Vaccaro
Student

Matthew Vesely
The Ritz-Carlton,
Westchester

Deanna Marie Walker

NYS Conference of
Mayors

**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!](#)

MPI NENY Announces Redesigned Website



Now that we
have begun our
redesign of the
MPINENY.ORG
website, we will
begin adding
new features as
well. **Cheryl
Hislop**, our
web designer,

the Hector Barantes Cup at Saratoga Polo!

David Zunker joins Saratoga Convention and Tourism Bureau as President

A native of Minnesota, the SCTB's new President, Dave Zunker has spent the last two decades in the Southern US in senior management positions at tourism offices in South Carolina and Virginia.

Most recently, Mr. Zunker was Vice President of the Columbia, South Carolina Convention and Visitors Bureau, immediate past president of the South Carolina Association of Convention and Visitors Bureaus, and taught marketing and tourism management as an adjunct faculty member at the University of South Carolina.

Mr. Zunker's resort market experience includes many years in sales and marketing for properties in Hilton Head, South Carolina, and the Blue Ridge Mountains of Virginia.

He is married to Elizabeth Butler, a graduate of Skidmore College in Saratoga Springs, and kindergarten teacher at Heathwood Episcopal School in Columbia, South Carolina. The couple has two daughters, Emma a 2007 graduate of Randolph Macon Woman's College in Virginia, and Becca, a senior at Clemson University in South Carolina.

MPI NENY Annual Day at the Races

The Saratoga Convention Bureau sponsored MPI NENY's Day at the Races August 20 at Saratoga Race Course, with 45 registered attendees.



Doug McPhee, CMP, Experient (L) and **Ed Barone** of Souders (C) pore over a tip sheet created by "Professor of Equine Philosophy" **Jack Roddy** of the Desmond (R). The day began with a networking seminar at the National Museum of Racing facilitated by **Valerie Oropallo** of

Javao Consulting Services.

Ignite Your Imagination: MPI NENY Special Education Event

Come one, come all and bring a friend!! You will not want to miss one of our chapter's most dynamic special educational event to be held on **Thursday, November 1, 2007 at Bulmer Telecommunications Center (Hudson Valley Community College) from 1:30 - 6:00pm.**

has added links to the current newsletter as well as past newsletters going back to March of this year. We will be adding a member directory shortly that will have members listed by last name as well as by company.

In addition we have a career center that will include job postings from MPI members. If you have a job opening that you would like posted in the career section or you have suggestions for new features to the website, please contact Cheryl at mpi@souders1918.com.

- Ed Barone
Souders Promotions



Want to Be a CMP?

The Winter 2008 **Application deadline is September 12th!** See below information for more deadline information. MPI NENY will once again hold study sessions beginning in October to prepare for the February 2, 2008 exam. If you are interested in participating in study classes, please contact [Carrie Hillenbrandt](#) to register for the fall classes.

February 2, 2008 Exam Deadlines

Application: September 12

Talk about **Ignite Your Imagination**, the Northeast Chapter will be presenting topics that are so very timely right now in our industry.



Green Meetings - It is not just about using recycled products, **Michelle Scott, CMP**, of Gatherings by Design, NENY chapter member, as well as Green Industry Council member will be presenting. Come and learn more on how to make your meeting Green.

Emergency Preparedness - what if an urgent situation arises with the hotel, the destination, your event or an attendee? What would you do? **Timothy M. Riecker**, Training Program Branch Director of New York State Emergency Management Office will share some of his ideas on this subject as it applies to meeting planning.



Technology - get into the 21st century, this session will be an actual state-of-the-art WEBCAST from Fairport, NY. Our speaker **Amy Perry Del Corvo** is the Convention Chair for the New York State Association of Computers and Technology Education. Amy will be

sharing her expertise with us on Pod casting, Computer classrooms, Internet Cafes, Stage Set Design, Digital Signage and much much more. There will be exhibitors for you to visit as well as a dynamite ending cocktail reception.

Many thanks to our confirmed sponsors/exhibitors for this event. They are **Fort William Henry in Lake George; Courtyard by Marriott in Saratoga along with Residence Inn/Saratoga; and The Porches Inn in North Adams, Massachusetts.**

Congratulations to one of our major sponsors that just came on board, **Lake Placid Essex County CVB, Courtyard Lake Placid and Hilton Lake Placid Resort.** If you or your company is interested in being a sponsor or an exhibitor, please do not wait. Space is filling up quickly and it is first come-first served.

You can register for the event as well as sponsorship right on-line through our beautiful new website (www.mpineny.org). **CEU credits will be available.**

If you have any questions about this event, please do not hesitate to contact Debby Goedeke via email at dgoedeke@albany.org or 518-434-1217 x100.

Registration: November 14
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

We Want You!



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

Join a Chapter Committee Team Today! If you are interested in learning more about Chapter Teams, please contact any of the following:

MEMBERSHIP

Gina Mintzer, CMP, Director of Sales
Albany County Convention &

We will see you there!

Please register by October 30, 2007
[REGISTER TODAY!](#)

**Membership Perspective:
Why I Support MPI**

As is the case with most suppliers, I first joined MPI for two reasons, to maintain relationships with current clients and to start new relationships with what I hoped would be future clients. For me it was just another monthly event that was taking time away from doing my real job. After attending some chapter events I saw that MPI was a different type of organization than I had originally perceived.

In July 2005, I attended the Professional Education Conference in Miami. It was an incredible experience. That conference is when I began to see membership in MPI not as an obligation but as an asset. MPI is really all about each member's personal growth. I made a decision that MPI could help me not only in my business but also in life.

I am very fortunate to have an employer who is able to recognize that continuing education and personal growth are good for business. When I asked The Desmond to help support MPI they did not hesitate. I was encouraged to get involved and stay involved.

Since then I have served on three committees (education, nominating, and golf) and attended two more national conferences (New Orleans and Montreal). At the last chapter event in Saratoga I had the opportunity to handicap the day's race card and share my picks with other members. I am happy to report that anyone who followed my picks for the day turned a healthy profit. More importantly at the educational event before going to the races, I met several members that I did not know before and thanks to Valerie I am going to remember all of their names.

Every event and committee meeting is an opportunity to interact with other meeting professionals and helps to stimulate thought on every aspect of our business. Over the last 2.5 years I have put in a great deal of my time, and The Desmond's resources, and the payback has been immeasurable.

We remain committed to supporting MPI and the NENY chapter and look forward to a long and fruitful relationship.

**- Jack Roddy, Director of Sales
The Desmond Hotel & Conference Center**

Got News?

We'd love to hear from you! Please e-mail your announcements to [Vanessa LaClair](#).



Visitors Bureau
518.434.1217 x301
gmintzer@albany.org

EDUCATION

Cindy Sullivan, CMP, Sales
Manager
The Saratoga Hotel
518.693.1002
csullivan@luxuryresorts.com

ADMINISTRATION

Ed Barone, President
Souders Promotions
518.452.3000
ed@souders1918.com

FINANCE

Tim McCullough, Sales
Manager
Crowne Plaza Albany Hotel
518.427.3008
sm2alb@lodgian.com

FALL SYMPOSIUM

Debby Goedeke, Convention
Services Manager
Albany County Convention &
Visitors Bureau
518.434.1217 x100
dgoedeke@albany.org

Quick Links...

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