

OCTOBER 2010

AMPs NEWSLETTER

ASSOCIATION OF MEETING PROFESSIONALS

AMPs October 2010 Monthly Meeting: ASAE and the Center Joint Program and Networking Reception

Tuesday • October 12, 2010

Reception hosted by: *Hard Rock Café*

Co-Sponsored by: *Detroit Metro Convention and
Visitors Bureau*

When: October 12, 2010
Registration: 5:30 - 6:00 pm
Program: 6:00 - 7:30 pm
Reception: 7:30 - 9:00 pm

***Please note the unique time change, for
this month only.**

Where: Landmark's E Street Cinemas
555 11th Street NW
Washington, DC 20004
(entrance on E Street between 10th and 11th
Street)

*Immediately following the program join us
for a hosted networking reception across the
street at the Hard Rock Café*

Parking: No discounted parking available
Metro: Metro Center (Red, Blue, and Orange Lines)
Program: **Appreciative Inquiry** with speaker Joanne
L. Smikle

"Employees who hold self-images characterized by success and competence will perform at a higher level than those with poor self-images." To put it simply, leading can be easier and more rewarding if an appreciative approach is adopted. Appreciative Inquiry allows us to learn from and capitalize on moments of excellence. It is an ingenious tool for creating sustainable organizational transformations. Come and learn how you can adopt similar strategies in your own organization (and even in your personal life)!

AMPs MEMBERS: FREE

*(If you register by 5:00 pm on Friday,
October 8th; \$10.00 onsite.)*

**NON-MEMBER PLANNERS:
\$35 in advance or onsite**

**NON-MEMBER SUPPLIERS:
\$35 in advance; \$55 onsite**

**NON-MEMBER STUDENTS:
\$25 in advance or onsite**

How do I register?

AMPs is proud to have **The Multisoft Group** as our online registration provider and sponsor! To register, members and non-members must visit www.ampsweb.org and click on "Register Here" to use our online registration system. First time users will need to set up a "New User" account. Return users will be able to login simply by entering their last name and e-mail.

**Your membership is verified by your last name and email address. If you have a new email address that you have updated with AMPs, please change it in your personal contact record with The MultiSoft Group once signing in with your old email.*

Please Note: We will no longer accept registrations via email to amps@courtesyassoc.com. You must register online via www.ampsweb.org.

Do I have my registration confirmation?

Once you have registered for the meeting, be sure to print your registration confirmation and bring it with you to the meeting; having it is always a great back-up plan. If you did not receive your registration confirmation, contact amps@courtesyassoc.com.

Cancellations: Don't be counted as a NO-SHOW! To cancel your registration, please contact the Registrar at amps@courtesyassoc.com no later than 5:00 pm on the Friday before the meeting. All no-shows will incur a \$10 fee.

FROM THE CHAIR

Welcome to a new AMPs year! I would like to thank our generous sponsors of the AMPs Annual Meeting, the Ronald Reagan Building and International Trade Center, Hershey Meetings, and Graves Show Productions. Congratulations to our AMPe winners: Maria Vogel the 2010 Outstanding Meeting Professional, and Chuck Fazio the 2010 Outstanding Service Professional. I'd also like to thank our outgoing board members and committee chairs, and Kim Allison for serving as this year's emcee!

For those of you who were unable to attend the annual meeting, the song I chose for my intro was, "One Tribe" by the Black Eyed Peas. It seems so appropriate for AMPs, "One world, one love, one passion, one tribe, one understanding," we are one tribe of meeting professionals. We are there for each other when times are good and help each other when the chips are down. In keeping with that theme, this year it's all about you—the membership—We listened to the membership survey results and advice from the focus groups and have great educational and networking events scheduled for the year ahead—from our regularly scheduled monthly meetings, to brown bags on cutting edge topics. You won't want to miss the holiday party, the industry's BEST golf tournament, or the summer picnic.

I know I look forward to the AMP's events and to seeing old friends and making new friends. In the spirit of making new friends, I encourage everyone to make a special effort to say hi to and welcome new members throughout the year. Our business is all about relationships, so take some time to get to know someone new. This is what sets us apart from the other industry groups, so let's try to kick it up a notch! I look forward to working with the new executive committee, board of directors and committee chairs. The committees have hit the ground running and I hope you will take the opportunity to volunteer if you aren't already a member of one of our great committees.

Finally, I'd like to thank Annemarie for her service to AMPs and for the guidance she's provided. I am excited about the year ahead and to serving the AMPs membership. To quote the Black Eyed Peas again, "Cause we're one in the same, one joy, one pain, and I hope that you're there when I need ya, cause you and me can become one."

Cameron Curtis
AAMC

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AMPS SEPTEMBER PROGRAM RECAP

Michelle I. Licht, National Press Club

Everyone got to test their knowledge of beer at the AMPs Annual Meeting and AMPe Awards that took place at the Ronald Reagan Building and International Trade Center. Our speaker, Jon Brandt, the Beermudgeon, from Rick's Wine & Gourmet in Alexandria, Virginia, introduced us to three of the Top 100 Beers in the World (according to Beer Advocate.com)

We tasted Weihenstephaner Hefe Weissbier, a traditional German wheat based ale, from Bavaria, Germany, whose brewery can trace its roots back to the year 768 at the Weihenstephan monastery. This beer goes well with pork and chicken.

The second beer we tried, Bell's Two Hearted Ale, is an IPA that comes from Kalamazoo/Comstock, Michigan. It is hopped predominantly with Centennial hops, grown in the Northwestern U.S. Try this beer with spicy foods and pizza.

And the third and final beer we tasted was Founders Breakfast Stout, which comes from Grand Rapids, Michigan. This oat-



meal stout is brewed with chocolate and Kona coffee, and our speaker said he makes cupcakes with it! To learn more, or to contact Jon Brandt, visit www.rickswine.com or call 703/823-4600. Cheers! ■

AMPS – COMMUNITY SERVICE COMMITTEE UPDATE

Jill Oxendine-Medley, The Madison, a Loews Hotel

AMPs will host the dinner at the Carpenters Shelter on Thursday, September 30, 2010. We have a great "Chicken with all the Fixings Dinner" themed menu for the 50 shelter residents.

A special thank you to the AMPs members that donated the items for this evening: Jennifer Howie, Corinne Routhier, Maria Vogel, Helen Mesfin, Jason Lusk, Angela Rios, Meredith Vazquez, Jennifer Boyce and Trudy Singh. Thank you to the following members for volunteering to come out to help us serve dinner: B. Murphy, Brian Chung, Angela Rios, Alicia Solomon and Marjorie Morgan.

If you are interested in volunteering or donating an entrée for future dinners, please contact committee co-chairs Karen Staples (kstaples@visitspokane.com) or Jill Oxendine-Medley (joxendine@loewshotels.com).

2010 Carpenter's Shelter Dinner Schedule

September 30th, 2010
December 30th, 2010

2011 Carpenter's Shelter Dinner Schedule

March 31st, 2011
June 30th, 2011
September, 29th, 2011
December 29th, 2011

Also, Earl (donation piggy bank) is feeling very full now! A special mention of thanks for all of the vibrant conversations during the Beer Tasting at the AMPs Annual Meeting, which helped us raise \$75 that night to add to the annual donation for the Carpenter's Shelter. He will continue to make appearances at all future meetings as well.

AMPs is a local association giving back to its community, it is part of a social responsibility many feel passionate about. Step up and be a part of our professional community while giving back to the community at large! We are always looking for new ideas and the volunteers to make them happen! For more information about the community service committee and how you can get involved, contact committee co-chairs Karen Staples (kstaples@visitspokane.com) or Jill Oxendine (joxendine@loewshotels.com). ■

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You told us how. And we're responding with some very exciting changes.

A \$22 Million Update to the Hynes Convention Center

Hosting thousands of successful events and trade shows for more than 30 years, the Hynes offers easy access to three of Boston's largest convention hotels (with over 3,100 rooms attached!) two world-class shopping destinations (with over 200 shops and restaurants, including a new full-service restaurant from world-renowned local chefs, Jasper White and Lydia Shire adjacent to the Hynes) historical sites, cultural venues and entertainment.

STATE-OF-THE-ART:

Our full technology upgrade includes state-of-the-art wireless network capabilities - with wireless Internet access always offered FREE at our convention facilities -- a media pad for direct broadcast connectivity, worldwide teleconference capabilities, redundant network capabilities, new sound systems, AV connections and lighting controls in every room, enhanced cell phone coverage, and plasma screen displays installed throughout the facility for your use.

SAFE AND SECURE:

A new fire alarm system, new exit doors, pre-programmable computerized Intellikey locks on all meeting room doors and a full replacement of the emergency/life safety systems will give meeting planners added security.

LOOKING GOOD:

A complete makeover. Upgraded roof, doors, utility and electrical systems, an updated interior design with new carpeting, lighting, window treatments, water fountains, freshly painted walls and much more.



GOING GREEN:

Making the Hynes more "green" has been one of our objectives. Our green initiatives include new bailers for recycling, sensor controlled hand dryers, a filtration system to reduce water needed to remove heat from the building, more efficient lighting control systems and lighting fixtures, new insulation around water pipes, pumps and more.

The Massachusetts Convention Center Authority (MCCA) has also launched the Conventions C.A.R.E. program in all of its facilities, donating useable perishable and non-perishable items to local non-profit organizations at the end of events.



The T5 Initiative: Expanding Capabilities at the Boston Convention & Exhibition Center

Boston is already rated the #1 destination for international meetings and conventions in North America. We've already been named "Convention Center of the Year". And our customers continue to draw record-breaking attendance at their Boston-based events. What more do we need?

T5 is an ongoing initiative to better address our customers' needs and meet the demand for more meeting capacity in Boston. Our goal is to double our date availability with an expanded exhibit hall, additional meeting space, second grand ballroom, new auditorium, second headquarters hotel, and more. But with all those exciting changes, we're still open to new input and ideas. Meeting planners, please take our on-line survey and tell us what other features you'd like to see in our expansion.

Meeting Planners, We Want Your Feedback!



YOUR NEEDS HAVE SHAPED OUR VISION.

How can we improve our plan? Please take our survey at www.AdvantageBOSTON.com/T5, and tell us what other features you would like to see in our expansion.



The Massachusetts Convention Center Authority owns and operates the Boston Convention & Exhibition Center and the Hynes Convention Center.

EVENT CANCELLATION INSURANCE

Lawrence R. Fisher, Tatum, a division of the SFN Group, Inc.

As CFO of several associations over the last 20 years, I always felt that Event Cancellation Insurance (ECI) was a reasonably priced risk management tool, but still I questioned the cost and wondered if it was worth the expense. I wasn't really convinced until a \$2 million meeting was blown-away by a hurricane driving through Miami in 2005.

And it turns out, there are lots of meeting loss situations even beyond typical *force majeure* events like a hurricane. Most of us think only of the first definition below or "force of nature" as the full definition of *force majeure* defined as:

1. Superior or overpowering force
2. An unexpected or uncontrollable event

In fact, many other types of losses are covered by an "unexpected or uncontrollable event." Losses ranging from sprinkler system failure in the exhibit area to incomplete hotel construction/renovations can also be mitigated by the *force majeure* clause. Understanding this broader definition of the *force majeure* clause gives an association an even more reason to buy meeting cancellation insurance.

2005 Miami Hurricane: Actual Case

So how did the association deal with the hurricane loss? First, the association had event cancellation insurance. Second, extensive financial analyses were undertaken to document both loss of revenue and remedial expenses directly and indirectly associated with the canceled meeting. These calculations of loss related to two years, since the canceled meeting was re-scheduled and held five months later at the same location:

- Year of Meeting Cancellation — Three Major Loss Categories:
 - The insurance adjuster required documentation of loss of **revenue**, which consisted of registration cancellation since the meeting had to be canceled. These meeting cancellations were for attendees who were not able to attend the replacement meeting five months later. The association transferred all other meeting registrations from the cancelled meeting to the replacement one.
 - Loss of **direct remedial expenses** referred to expenses that were one-time expenses, lost forever due to the reoccurring or not be recouped even at the replacement meeting. These expenses included meeting preparation expenses such as salaries, professional fees for consultants, travel to the meeting site, and designing, printing and shipping of dated meeting materials.

- Finally, **indirect expenses** for allocated overhead and administrative charges were accepted as reimbursable losses by the insurance adjuster.
- Year of Replacement Meeting:
 - Loss of **direct remedial expenses** for the replacement meeting year relate to expenses paid in the budget year of the replacement meeting. They were an allowable remedial loss because these expenses would not have been spent if the meeting was not postponed in the prior year. These direct remedial expenses included primarily duplicated salary expense for staff, professional fees for consultants, and designing, printing and shipping of replacement meeting materials.



Cost/Benefit of Event Cancellation Insurance

The association was reimbursed \$700,000 through the ECI policy. The ECI premium expense back in 2005 was \$12,555, including hurricane coverage with a limit at approximately \$1,500,000. Considering that the policy's premium was \$12,555, the efficacy of purchasing the risk management policy provided the association with a significant return on the association's investment, or 56 to 1 (\$700,000/\$12,555). Most of the reimbursement amount related to 2005 (82%), the Year of Cancellation, with the almost \$600,000 reimbursement for 2005 evenly divided into the three major loss categories described above.

(Continued on next page)

Event Cancellation Insurance...

(Continued from previous page)

Current Pricing

And to show the significant downward trend of these insurance policies, today the association's premium for the same event in the same location would be approximately \$7,500 which includes hurricane coverage versus the 2005 premium of \$12,555.

Talking with an experienced ECI specialist who has been involved in these programs for the past 20 years, I found that the insurance market has seen many changes to the coverage as well as to the pricing. According to an experienced ECI insurance broker, "This type of policy has evolved over the past few years due different types of losses like the terrorism, communicable diseases (SARS, Avian Flu and Swine Flu) as well as destruction to facilities like from Hurricane Katrina or more recently due to the flooding in Nashville." Here is an example of an event and some current premiums:

Annual Meeting

Gross revenue:	\$1,000,000
Estimated Expenses:	\$500,000
Net Profit:	\$500,000

From the above example, the limit of indemnity under an event cancellation policy would be \$1,000,000, and here is what the approximate premium pricing would be for different locations/risks/seasons:

- \$5,000 in a coastal area during the hurricane season including hurricane coverage
- \$4,000 on the west coast including earthquake coverage
- \$3,500 in Washington, DC including full terrorism coverage
- \$2,750 in the northeast in winter months
- \$2,500 in mid-America in the spring

Mitigate Risk, Invest in ECI

In summary, ECI is an excellent deal for associations' planning meetings. They mitigate the significant, not always expected, risk of million dollar meetings.

Who could predict fire extinguishers flooding an exhibit floor, major outbreaks of illnesses or physical extremes? It is worth having ECI on your side, and manage your financial risks when planning events. ■

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The Images of France

sponsored and hosted by
The Westin Grand

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for a special evening of Art, French wine,
Hors d'oeuvres & Music in
the newly renovated Westin Grand

October 22
6-9pm
2400 M St NW

Special musical guest,
national recording artist

Taylor Carson

Chuck's exhibition is presented by

Palm Beach
Convention & Visitors Bureau

www.chuckfazio.com

COMMITTEE UPDATES:

MEMBERSHIP AND HOSPITALITY MERGER

Scott A. Williamson, CHSP, CMP, ConferenceDirect®

During the summer, the AMP's board of directors concluded that the Membership and Hospitality committees encompassed many overlapping functions and therefore merged the committees for the upcoming year. For this time, we will operate with three co-chairs, Scott Williamson, Judi Havill and Maggie Kohne, each of whom have experience working with the membership and hospitality areas, respectively. Duties of the newly created, joint committee are as follows:

- Develops and implements annual marketing plan to retain members and to identify and recruit potential members, within budget objectives as approved by Executive Committee
- Researches/recommends services that might be provided to members appropriate to AMPs' mission and strategic plan in conjunction with other committee chairs
- Coordinates and manages staffing, printed materials, signage and other giveaway items needed for tradeshow booths and member directory
- Offers input and editing for production of all marketing materials (printed, promotional items, etc)
- Oversees renewal process; contacts non-renewed members to encourage renewed membership in AMPs
- Responsible for securing volunteers to assist Staff with on-site registration, name badge distribution etc.
- Manages the 50/50 raffle program (proceeds donated to designated local charity)
- Contacts prospective and new members by phone, email or at Monthly meetings to recruit and/or welcome them to AMPs /establishes a method of recognizing new members at monthly meetings
- Assists new members with networking at monthly meetings
- Performs quality assurance checks on website as relative to committee function

(Continued on next page)

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Committee Updates...

(Continued from previous page)

* Thank You *

Marla Popkin, OPEI for working registration at the Annual Conference.

To these following members for volunteering for the committee at the Annual Conference:

Sheila Neal, Detroit Metro CVB;

Michelle Meehan, Hyland Group

Matt Evans, Crowne Plaza & HI National Airport; and Nell Chadwick, Philadelphia CVB; for continued work.

Let's see your name here next month!

- Contributes one article to the newsletter each month regarding committee activities

If you are interested in helping out, please contact one of the chairs or look for us at one of the monthly meetings. Contact Maggie Kohne maggie@powellkohneassociates.com, Judi Havill Judi.Havill@on-siteproductions.com or Scott Williamson scott.williamson@conferencedirect.com to volunteer. It's our members that make this such a great Association. ■

Holiday Reception & Networking Event

Thursday, December 2nd

The Special Events Committee is looking for Sponsors to the 2010 Holiday Reception & Networking Event and WE NEED YOUR SUPPORT!

We are so excited about this year's event which will tentatively be held December 2, 2010 from 5:30 pm – 7:30 pm. Our location for this year's event is still to be determined, and host sponsorships are available! We cannot wait to top last year's turnout of over 300 attendees!

All AMPs members will be invited, as well as members of other local chapters, to help attendance numbers as well as foster a sense of inclusion within the industry; so the target audience for you will be ideal.

This is a phenomenal opportunity for you to get your name and destination some high-quality publicity with local meeting professionals. Sponsorship opportunity has its own rewards and privileges. Please contact your Special Events Committee Co-Chairs for additional information on this event. Thank you for your continued support of AMPs!

Meredith Brown
(703) 647-7506

Krista Lundberg
(202) 357-6881

Lauren Duffey
(703) 299-6851

NEW MEMBERS

As of October 7, 2010

Maureen Buckley, Greater Boston CVB

Jessica Cremer, SmithBucklin

Patricia Foster, Collingwood Library & Museum on Americanism

Valerie Franzen, JBS International

Genie Freeman, Westin DC City Center

May Gerard, Hyatt Regency Baltimore

Cynthia King, Prince George's Community College

Edith Koumbairia-Thomas, BET Networks

Kimberly Land, NAFCU

Colleen McCabe, National Association of Federal Credit Unions

Cynthia McDowell, NSSGA

Julie Mioli, Philadelphia Convention & Visitors Bureau

Kerri Moran, MDB, Inc.

Marjorie Morgan, Internet Security Alliance

Terrance Morris, TLM Enterprises

Chaz Papa, The Nature Conservancy

Aimee Peterson, National Sheriffs' Association

Vanessa Petty, Visit Norfolk

Colleen Phalen, AAJ

Alicia Solomon, American Resort Development Association

Christopher Thiel, Professional Meetings

Meredith Vazquez, ConferenceDirect

Lillie West, Time 4 Me to Travel

Cameron Wicks, American Audio Video

Pamela Wimmer, National Academy of Sciences

300,000 sq. ft. of total meeting space

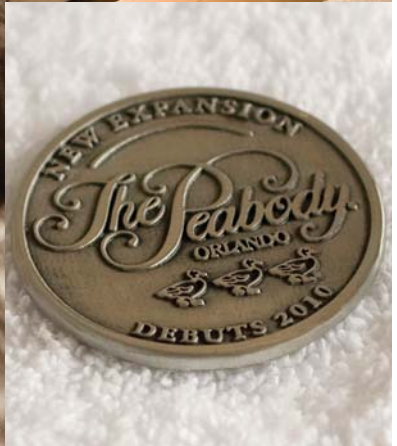
1,641 guestrooms and 193 suites

99 meeting rooms

2 daily duck marches

1 fun way to quantify success

New expansion debuts 2010



To learn more about our expansion and current incentives, call Larissa Tishevskaya, Global Account Manager, Peabody Hotels at 703-286-5019 or email at Larissa.Tishevskaya@PeabodyHotels.com.



SPONSOR SPOTLIGHT

HERSHEY MEETINGS

Larissa Tishevskaya, Peabody Hotel Group

The crossroads of Chocolate and Cocoa Avenues in Hershey, Pennsylvania, signal your arrival. For intimate gatherings stay at the historic and elegant Hotel Hershey, featuring 278 rooms. For larger functions, experience the comfortable and accommodating 665-room Hershey Lodge. Together, these properties offer over 900 guest rooms and over 120,000 square-feet of space, available to accommodate almost any banquet, meeting or conference.

In 2009, The Hotel Hershey unveiled the results of its "Grand Expansion" which included the introduction of 10 Cottages that house the Hotel's most premium room offerings, a new restaurant, a recreation campus that features a full aquatic facility, and ice-skating rink. Improvements to the front exterior now allow for a more satisfying sense of arrival as does the renovation of the check-in lobby and the addition of seven boutique shops. A meetings cottage, named "Mountain Laurel," is located among the guest Cottages and provides a convenient location that is removed from the activity of the main Hotel. Mountain Laurel is noted for its privacy, staff attentiveness and easy access to the main Hotel. In 2010, the "Grand Expansion" was awarded LEED Silver certification by the U.S. Green Building Council. The Hotel Hershey is the only hotel in Pennsylvania to earn this distinction.

In 2009, Hershey Lodge completely renovated the Great American Hall, its largest venue at 32,000 square feet, and expanded

its business center to increase workspace for guests. Extensive interior upgrades to all guest rooms were completed in late 2008. All rooms now boast 37-inch flat-screen televisions and multi-function credenzas that include an in-room safe sized for a 17-inch laptop; refrigerator; coffee maker; and built-in "jack pack" for ease in plugging in power cords, cables for computers and other electronics. The Lodge also renovated guest corridors and its main lobby.

Guests of Hershey Meetings can experience the Hershey Golf Collection, which features four distinct courses. If it's relaxation rather than recreation that guests are looking for, they can unwind at The Spa At The Hotel Hershey with a signature chocolate treatment such as a Chocolate Fondue Wrap or Cocoa Facial Experience.

Hershey Meetings offers visitors endless dining options with nearly two dozen unique dining venues that include everything from casual coffee shops to late-night cocktails, family-friendly dining to special-occasion sites and everything in between.

Hershey is three hours from New York City, two hours from Philadelphia, and 90 minutes from the Washington/Baltimore metro area. Harrisburg International Airport is 15 miles from Hershey. For more information, call 1-866-726-3387 or visit www.HersheyMeetings.com. ■

HERSHEY?



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JUMP START YOUR FALL

Amy Barnes, Inside & O.U.T. Fitness, LLC

It's back-to-school season again! Whether or not you are a parent, we can all conjure up those back-to-school feelings. It's a time that symbolizes a fresh start, a new routine. It's a natural chance to change things up and get creative with your workout — or get back into a healthy routine and set some new goals? And if you have no routine currently, it's a perfect time to make that leap. Feel the energy in the air to dig in and get going!

Look for new fitness classes starting in fall

Many new fitness classes start up in the fall, and gyms offer back-to-school specials. If you already have a good fitness routine, why not take this opportunity to add something new — we can all benefit from some new energy, and adding a new kind of workout or technique to your routine is a proven way to boost fitness results or break through a weight loss plateau. That's one reason I keep things interesting by changing things up with my personal training clients, too. I like to vary my schedule every season — teaching different formats, switching times around and shaking it up a bit. I'm like a kid in a candy store trying to pick which flavor workout I want to teach and when!

Put workouts into your day by putting them in your day planner!

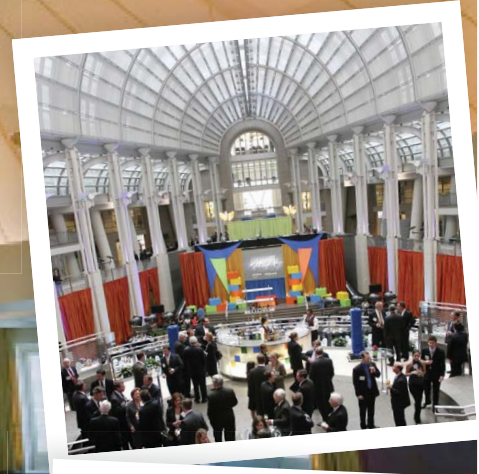
I hear many women at the health club right now talking about their fall workout schedules based on school bus times, car-pools, work and volunteer programs. I too am planning my fall schedule, and as usual, the school year brings crazy schedules in my household with two active boys at different schools with all different sport schedules. But I am going through the schedules and planning so I can cover the kids schedule and still fit in my workouts and workdays. **You can do it too!!**

Could your workout routine use some back-to-school clothes? Why not go back-to-school shopping for yourself too? It doesn't need to be anything expensive — maybe a pair of hand weights you've been meaning to get for home, or new workout clothes or athletic shoes you've needed. If a little colorful or better-fitting new fitness wear is going to rev you up to get moving, it is worth the investment!

So give your routine a kick in the pants, and get started on the first day of school. Take advantage of this symbolic time when you can begin a new routine and then stick with it. ■

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AND THE AMPe GOES TO ...

Kim Allison, CAE, CASE, CTA, Visit Baltimore

AMPs kicked off the Fall Meeting Season in our area by honoring two of its finest at the Annual Meeting and AMPe Awards on September 14 at the Ronald Reagan Building in Washington DC.

Nominations are received throughout the summer for active AMPs members to be selected as the AMPe Meeting Professional of the Year or AMPe Supplier of the Year. AMPs Board of Director members are ineligible for nomination but all other AMPs members are eligible. Voting is based on participation in AMPs events, monthly events, community service projects and impact on our industry as a whole for the year.

All the following AMPe nominees deserve special recognition and a HIGH FIVE when you see them!

Meeting Professional of the Year:

Shannon Burke, NACAC
Joyce Dohanian, Independent Meeting Planner
Leigh Frigm, American Institute of Architects
Maria Vogel, Meetings Management Services

Supplier of the Year:

Meredith Brown, Austin CVB
Beth Bushman, Orland CVB

Chuck Fazio, Chuck Fazio Media
Jennifer Johnson, Destination Hotels and Resorts
Blanche Powell, Powell Kohne Associates
Carol Tobias Ingram, Travel Portland

AND THE AMPe GOES TO:

Meeting Professional of the Year: **Maria Vogel**

In a perfect display of her dedication to the industry and AMPs, Maria made a grand entrance arriving at the AMPs Annual Meeting just as her name was being announced from the podium. She was attending another function for one of her own groups and was able to break away to be with AMPs. Unbeknownst to Maria it was her special night! Maria has truly been an asset to AMPs over the past several years! She has helped to take the special events to another level, planning THE most successful event in AMPs history (2009 holiday party at the Gaylord hotel). Maria's passion for our industry is infectious. She approaches her position with AMPs in just the right way; network, network, network! Yea Maria!

Were you shocked to arrive and hear your name being called?
— SURE! I thought "Oh My God, what is going on?" Everyone

(Continued on next page)

And the AMPe Goes to...

(Continued from previous page)

was looking at me and saying hurry up hurry up. So I walked into the room and heard my name and thought they were introducing the new Board. But when no one else was up there and I saw the Award screen up with the nominees, I just couldn't believe it. I just didn't even know what to do.

Who/what has guided you in your success in the industry and in AMPs?

— My co-worker asked me to come with her to an event one day. So I did and I liked it. Then they were looking for people to be involved on committees and we decided since Special Events are what we do that was the committee for us. So the first committee meeting was in Old Town and we are talking about the picnic. I just kept getting involved and doing more and more. Little by little! It is definitely you get what you give!

Do you consider yourself a role model and who are your mentors?

— Oh boy! Well I sure would like to think so. It's nice when people come to me. I like to help and answer their questions. I learn from doing that too. My mentor is definitely my Mother. She owned her own meeting planning business and worked in our industry and she was an Exec at Eastern airlines! Also my husband, Stephane Vogel. Not only his patience but It's amazing to watch him with his employees. He is one of the greatest hoteliers in the area. He is Assistant General Manager with the Hotel Monaco in DC.

Do you consider AMPs as an organization for training and grooming for our industry?

— Yes! I think AMPs is a great organization and one thing I love about it is that it is local! We get visitors from all over, too. We can do so much local networking and teaching with each other. There is no pressure to do business with any one. But whenever I need something I go to an AMPs member first. (This author says YEA MARIA to that wonderful attitude!)

How can AMPs and our industry look to you for the future?

— Well I am excited to start my term on the Board of Directors. I want to continue to be available however I am needed. I want offer input and impact our industry in any way that I can. We all sit at our desks in our own little worlds everyday. But getting out and being with our peers in our industry is one of the best ways to learn and grow.

***It should be noted that Maria is now serving on the AMPs Board of Directors. Her term begins in September 2010. Her nomination for this award was for the previous year and is for her service on the Special Events committee.*

Supplier of the Year: **Chuck Fazio**

Chuck displays his dedication to the industry and AMPs regularly as well. He is the ever-present flash of light in your eyes when you least expect it and he makes us all look good. Not only does Chuck take our photos and make us smile, but he works to enhance our events with photo compilations, productions services. Just name it! Chuck probably does it and is there with a helping hand.

Were you shocked to arrive and hear your name being called and what was your initial feeling?

— I was physically shaken! You know I had tunnel vision. I walked to the stage and I really didn't know what was going on. But now looking back on it..it was COOL! The cool has continued to grow. This really means so much.

Who has guided you in your success in the industry and in AMPs?

— It's less about what led me to AMPs and more about what my path has been since I have BEEN IN AMPs! My involvement has completely changed my existence on this planet! My last couple of years have been the best in the last 50. If I'm not working'..I'm not having fun and I get itchy! What you do is who you are and I can't think of what I appreciate more than being in that in this position of loving what I do.

Do you consider yourself a role model?

— I always try to... because by teaching WE learn!

Do you consider AMPs as an organization for training and grooming for our industry?

— Absolutely. I have immersed myself in this industry and I am just the photographer. It's been a journey and I've put so much work into where I am today that to be acknowledged for that is the greatest feeling there is. I have been in AMPs for 5 years and they have been there through my whole journey. Being an independent [contractor], it is hard to earn legitimacy. Being involved and active helps support that legitimacy. Being recognized for it is off the charts!

How can AMPs and our industry look to you for the future?

— I treasure my friends in this industry and I want everyone to know that. My involvement in the future is steady and simple, I do what I love and I only want to do it for people who love what I do. So as long as you keep loving what I do.. I will continue to do it!

CONGRATULATIONS TO MARIA AND CHUCK!!! Let's celebrate them and all of our nominees all year long!

Don't forget great candidates are out there all year long. Please keep a keen eye peeled for the 2011 list of nominees. If you have a stellar candidate..why wait to nominate? Contact Ryan Barth (rbarth@indianapolis.org) or Alyssa Kolat(akolat@nafcu.org) anytime! ■