



Capital Event

April 2014
Volume 11 Issue 4

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President *Chris Schuh*



President's Message

Greetings from the Capital Chapter to all of you reading this message:

Our chapter had an interesting program at the April 15, 2014 meeting which was presented by Lydia Southwell and Betty Ann Lewis (B located in the Walt Disney World Resort) who are both Directors on the Board of our chapter. The presentation of the topic evoked much discussion from the suppliers and planners in the audience. The content was revealing from the perspectives of the parties involved in the negotiations. When education is the goal of the organization, the presentation merits the attention of the members. This meeting provided the members with one hour of CORE competency requirement in the Financial and Contract Management area toward the Government Meeting Specialist commitment.

Education and entertainment were the goals for Tuesday's meeting and both were achieved. Lydia and Betty Ann are always entertaining in their presentation of business related information. Their professionalism and dedication to goals of the Society are applauded by the chapter and its membership.

Our next meeting, which is scheduled for Tuesday, May 13, 2014 is the Supplier Appreciation Event, which you will not want to miss. Attached to this newsletter is the flyer containing the details for the Supplier Appreciation meeting. Mark your calendar to attend now and join us in celebrating the role and contribution of the suppliers to the Florida Capital Chapter of SGMP. Please remember to register for this event.

You still have time to think about the benefits of attending the Southeast Regional Education Conference on August 10-13, 2014 at the Wyndham Peachtree Conference Center in Peachtree City, GA, which is in south Atlanta. Mark your calendar and plan to attend remembering that for you, our members, our mission is to improve the quality and promote the cost-effectiveness of government meetings – education is a key factor. Registration information will be available within the next month. For information, please contact [Amy N. Brown](#), CGMP. **Registration:** [Register Online](#)

Why Hotels Say NO to Business

Presented by Betty Ann Lewis and Lydia Southwell

Everyone had the opportunity to discuss and learn what hotels are looking for when receiving an RFP from a planner. The biggest factors are; dates, flexibility and knowing the off and peak season of the hotel(s) that are being considered. The suppliers were able to share a lot of great information such as that the hotel has a budget to achieve just like the planner has a budget to stay within. Certain items do not have a cost to the hotel such as upgrades. These items are more likely to be granted on a concession list.

The planners were able to share that their room rate budget of \$99 has not gone up in years. We were also able to learn that even within one government organization, each division may have a different budget that may allow them to pay more than the \$99 room rate.

The discussion was great and we were all able to learn a lot. A better understanding of each side of contract negotiations with the hotels was achieved.

Betty Ann Lewis (left), Ellen Sliger (center), and Lydia Southwell (right)



Congratulations to Our PACT Recipients Dr. Gabrielli (left) reaching her second level (Blue dangler @ 350 points) Chris Schuh (right) moving into level three (White dangler 700 points)



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Betty Ann Lewis
Lydia Southwell

PACT points and your membership in SGMP (Recipients above)

As a member of the Florida Capital Chapter of the Society for Government Meeting Professionals, you receive points for your attendance, volunteer work and donations to our chapter. Attendance at a local, regional and national meeting also earns points for you. These points are used in the determination of scholarship awards at the local level as well as awards and PACT bars (white, red and blue) for significant point accumulations because of your work on behalf of the association. As such, you may be interested in tracking your accumulation of points. Arlene Roberts has been the "keeper" of the points for many years. The President must provide monthly rosters of the members who registered as well as those who have attended to Ms. Roberts. Committee chairs must provide copies of their minutes so that those who attended and worked on behalf of a committee are awarded the appropriate points. If committee chairs do not submit their minutes, no points can be awarded. So, track your points – FYI.

Looking Ahead

Regional Conference
August 10-13, 2014
Atlanta, GA

National Conference
2014 Portland, OR
2015 Minneapolis, MN

Monthly Board Meetings – same day as membership meeting

Members are welcome to attend, and minutes are available upon request.

Membership Report

57.0% Planners, 53 Planners
43.0% Suppliers, 40 Suppliers

Committee Chairs

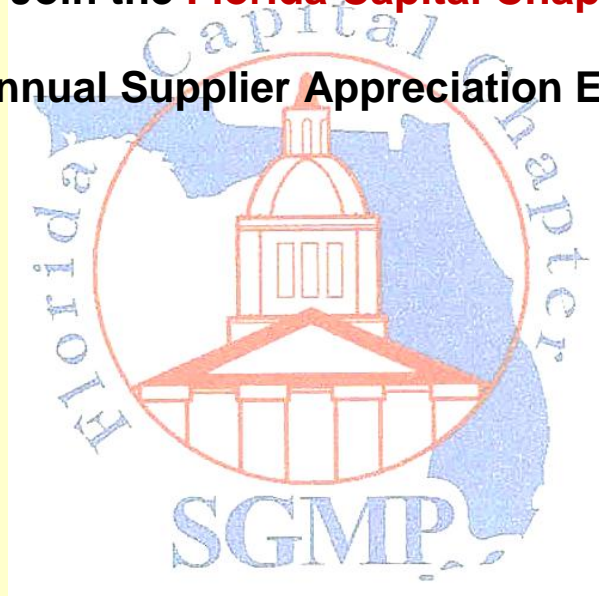
Community Service, Buenita Lee; Honors & Awards, Mary Jo Ortiz; Membership, Leola Cleveland; National Conference, Gloria Marion Smith; Programs, Jennifer Anderson; Publications, Arlene Roberts; Special Events, Patty Ball Thomas; Sponsorship, Wendy Priesand; Marketing, Gabrielle Gabrielli, PhD



**YOU ARE INVITED TO
A SGMP TAIL GATE PARTY!**

WEAR YOUR FAVORITE TEAM APPAREL!

Please Join the **Florida Capital Chapter** for our
Annual Supplier Appreciation Event.



WHEN: May 13th @ 5:30 p.m.

**WHERE: Gabrielle Consulting Training Facility
3035 Eliza Road, Tallahassee, FL 32308**

**Registration is Complimentary for Supplier Members
Planner REMEMBER to register on line**