



CONNECTS

The Quarterly Newsletter for the Sacramento/Sierra Nevada Chapter of Meeting Professionals International
Volume 30, Issue 6 • Winter 2015



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Planner and Supplier of the Year Award Announced in November!

The MPI Sacramento/Sierra Nevada Planner and Supplier of the Year selections are made based on dedication to furthering the goals of the MPI Sacramento/Sierra Nevada chapter, MPI and the meetings industry, professionalism and career involvement. The following awards were presented at the November 17th MPISSN Education Luncheon.

Supplier Winner: **Kristine Van Winkle, CMP, CASE, CTE, Sr. Account Executive for Marriott International**

Kristine has been so supportive to MPISSN over the years. Lauren Siring stated, “Kristine is known industry-wide to be generous with her time and giving with her expertise. Not only does she represent Marriott International with care and passion, she brings this energy and dedication to MPISSN”. Kristine has also been the recipient of the following Marriott achievement awards: Golden Circle Silver Level recipient; 3-time Presidents Award recipient; and 3-time Chairman’s Circle recipient. Kristine is involved in serving the community by doing various volunteer opportunities from food drives to clothing drives to community cleanup. In her spare time she enjoys long walks with her husband, Steve and their Golden Retriever, Quincy; golfing with her husband, and spending time with family and friends.



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Planner of The Year Winner: **Jennifer Flohr, CAE, CMP, Senior Vice President for California Hotel & Lodging Association**



Jennifer Flohr is the current Immediate Past President of the Chapter and has been an active member of the board the past 5 years. Jenn Wheaton stated, “Jennifer Flohr has spent the past year dedicating her time and expertise to MPISSN. Satisfaction scores for the chapter remain high, the chapter ended the year financially sound and membership grew – all during her time as president”. Among this award she was the recipient of the MPISSN 2012 Chapter Leader of the Year Award. Jennifer is a big supporter of the Make-A-Wish Foundation and is very active in her sons’ schools and location community sports. In her spare time she loves to spend quality time with her husband and two sons. They love going to both the beach and the mountains.

MPISSN Chapter Members Spruce up Their RFP Skills

Today’s market conditions make sourcing venues one of the planner’s most daunting business challenges. The November 17th education lunch took place at the Center at 2300 where industry pro’s took this topic head-on. The session was led by Carolyn Muller Brown, National Director, Hotel Sales in Northern California for the Los Angeles Tourism and Convention Board and Julie Greer, MBA, CMP, National Convention Sales Manager for the Reno-Sparks Convention and Visitors Authority.

The Hotel Daily Business Review

Julie & Carolyn provided some eye opening insight into the hotel daily business review. The director of sales (DOS), director of revenue management (DORM) and space revenue manager meet daily and evaluate the placement of potential business. The DOS and DORM are on equal footing in many companies, but the DOS often has more leverage in determining whether or not to place a potential piece of business. And of course the GM can always override a decision. The Space Revenue Manager is a relatively new position in hotels, supporting the DOS and DORM in evaluating business to ensure the hotel meeting space is as profitable as can be.

What criteria are hotels looking for?

- Availability
- Room Rate
- Square footage per room night - 70 sf per room night is a basic standard, with fluctuations based on location and demand
- Spend per group room night

What set’s your RFP apart?

The more informed you are on what you need and why you need it, and requesting exactly those specifications can help set your request apart and will aid in getting more accurate, complete responses.

- Request exactly what you need (no more, no less)
- Explain why you need it

In addition to detailed meeting specifications, the best RFPs include the following

- History, including specific properties, pickup, peak night, and rate
- Market segment, group profile and contract signing location so leads can be routed to the proper sales representative
- Timeframe and steps involved for decision making
- Brief profile of attendee demographics
- Any special clauses and meeting requirements
- Internet and AV needs
- Minimum spend the group is willing to commit to contractually AND the historical spend.
- Most importantly, state if your group is flexible

Laura Bohannon, CMP, CMM with Your Meeting Pro summed up the session the best when she chimed in mid-presentation “I’ve been in this business a long time, and I’m amazed at how much I’m learning.” She later added, “I have to make a greater effort to attend all of MPI monthly programs. There is always something new to learn.”

Pros and Cons of Different Sourcing Options

Once your RFP is ready, there are plenty of ways to circulate it and it’s acceptable to submit it to more than one source. In addition to using existing relationships and MPI peers, Julie and Carolyn gave an insightful pros and cons analysis of other options: convention & visitors bureaus, hotel global sales offices, e-options (Cvent, Strarsite etc), and meeting planning consultants/third parties.

CVBs

PROs

Objective
Free
Variety of Product
City Inventory Site Visitation Planning
Destination Knowledge
Active or Passive involvement
Database of Support Services
Marketing Promotional Support
Work in tandem with GSO
Work with 3rd parties and/or end users

CONs

Wield influence but not authority
Unable quote rates
Unbiased
Cannot guarantee availability
Not all operating alike

Global Sales Offices

PROs

Reach many of their properties quickly
Leverage total account spend (IT/Group)
Free
Variety of destinations
Immediate history access
Focus on high volume accounts
Corporate promotions
Work with CVBs
Work with 3rd parties and/or end user

CONs

Limited destination knowledge
Represent only brand
Unable quote rates
Biased
Cannot guarantee availability
Wield more influence but not mandates.

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President's Message



My Fellow Meeting Professionals,

In our last edition of Connects, I explained that membership growth was going to be one of my major focuses this year. I challenged our Membership Team to bring in 25 new members by December 31st. Recruitment Chair, Lu-Lu Ramos accepted the challenge and hit that mark 45 days ahead of schedule. Congratulations! Thank you to everybody who has recruited a new member so far this year. Can we hit 40 new members by December 31? I think we can – with your help. Please consider inviting a colleague, client, or friend to join our growing talented group of professionals.

One of my other focuses this year has been to meet in unique venues. Luckily for me, our VP of Education, Marcia Durst, had the same idea. Working for a CVB, I often get the question inquiring about unique venues for both meetings and receptions. By trying out these unique spaces, I expected to see an increase in attendance (which we have), grow our non-hotel supplier membership base (which is happening), and give our hotel partners a (small) break from generously hosting our events for so many years. I am excited to have in my hand a contract for our Annual Tradeshow (March 15) and Annual Gala (June 7) – both of which will be held at exciting unique venues. Mark your calendars and keep an eye out for our venue announcements in your Weekly MPISSN News (every Tuesday).

Doesn't all of this sound exciting? I invite you to volunteer and be a part of the team. Board Nominations for next year opened up mid-November and are due by January 15th to Immediate Past President and Nominations Committee Chair, Jennifer Flohr. There IS a spot for you. We have seen great membership growth over the past two years and are excited to be expanding our eight person board to 12 people for the 2016-2017 year. We have moved the Vice President of Events position into Vice President of Education and Events and have added five Director positions. Directors will be voting members of the board. The idea behind this shift is to create a top heavy organizational chart creating funnels. Chairs will see the value in serving on the board and move down the funnel into a Director position and then become a Vice President. By adding Directors, VPs will have more time to focus on a strategic plan for the future of the Chapter. I encourage you to visit our Nominations and Elections page on www.mpissn.org to explore our 2016-2017 Organizational Chart, position descriptions, and nominations form. Any of your current Board of Directors would be happy to discuss their board experience with you and how you can get more involved. If you have any questions or need that extra little push, please feel free to call me. My cell phone number is 916.919.3426.

Let's see if you are paying attention: Email me with the nomination due date for your chance to win a fabulous prize. Last issue's winner was Susan Buntjer, Conference Management Supervisor for RCAC.

I wish you and your family a safe memorable holiday season!

Thank you,

Jeff Dougherty
MPI Sacramento/Sierra Nevada President 2015-2016

Did you hear the one about...? Good Contracting Intentions Gone Wrong

by Leslie Whitesel, California Peace Officers Association

The law is what the law is.

This is what presenter *Steven Rudner* of Rudner Law Offices says first in his workshop about “Good Contracting Intentions Gone Wrong.” one of the educational session presentations at CalSAE’s Seasonal Spectacular on December 3 in Sacramento.

After several stories of how contracts can backfire in either direction, he advises planners to have a relationship with the hotel before contracting. If you meet face to face, are on the same page about what you are trying to achieve, and discuss the details of your event first, chances are your contract will accurately reflect what your organization needs and wants.

Once you have a relationship with the hotel, even attrition and cancellation clauses can be a challenge to figure out. The key here is to negotiate a clause which will be ethical and fair to both parties. You want to write the clause so that in the end, the hotel doesn’t lose any revenue. You, as the planner, cannot come out ahead in the deal.

When rebooking after a cancellation or attrition, use the following as a guide for using any credit you may receive:

- Must be used for a meeting taking place within 6 months to a year
- Must be a new meeting
- Must be equal to or greater in revenue
- Must be during need period of hotel
- Credit can’t be used toward meeting if new meeting is cancelled

Planners should know what the law says in regards to certain issues like attrition (no credit for rooms resold) and walking guests (group is entitled to damages). Don’t try to create clauses for these, or write in unnecessary clauses – use your relationship with the hotel to negotiate the best possible contact for both parties.

In closing, Mr. Rudner suggests that planner not be “clause exchangers” – be creative not difficult, talk to each other, and develop a relationship so that in the end, both parties are happy.



Join us February 16th!

The State of the Industry & Top Trends with Michael Dominguez

The Falls Event Center, Elk Grove
11:30 am -1:30 pm

Join the one of the most forward thinking leaders in our industry, Michael Dominguez, for a review of where we've been, where we are and what's on the horizon for the meetings and events industry. Get answers to your questions about the what's driving hotel rates, what's really behind those wi-fi costs, what's next for our industry, and why meetings advocacy matters during this highly sought after presentation.

Learning Objectives:

- Understand Pricing demands in today's meeting market
- Review industry forecasts for major North American Markets
- Understand the need for change and rapidly changing technology
- Understand behavior changes in audiences of the future
- Discuss WIFI and the questions we should be asking
- Review the future of Meeting Room design and the influences behind the trends

About the Speaker....

Michael Dominguez is Chief Sales Officer for MGM Resorts International. A few of his industry leadership roles include serving as MPI's Immediate-Past Chairman of the International Board of Directors, co-chairing the Meetings Mean Business Coalition, and serving on the US Travel Association executive committee. He's been named one of the Top 25 Most Influential People in the Meetings Industry by Successful Meetings for three consecutive years and received Smart Meetings 2015 Smartest Industry Leaders recognition.

This program has been submitted to the Convention Industry Council for CMP Preferred Provider review.



Your Education Committee is Working Hard!

Check our Tuesday Weekly News & Announcements and www.mpissn.org for details.

SAVE THE DATE - UPCOMING MPISSN EVENTS

January 12 - Cocktails, Coffee & Content

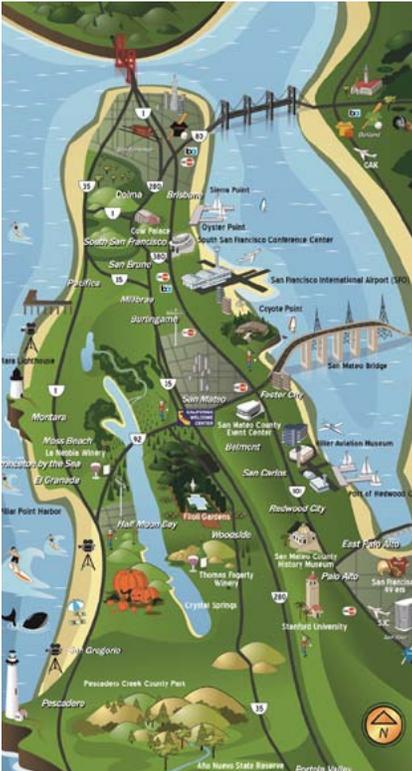
January 27 - Crab Feed

February 16 - Education Luncheon and Meeting Planner Bootcamp

March 15 - Tradeshow and Education Workshop

April 26 - Sip & Swirl Member Appreciation Event

June 7 - MPISSN Annual Gala & Auction



Airport convenience. Check
 Gourmet cuisine. Check
 Close to San Francisco. Check

San Mateo County/Silicon Valley
 Check it out.



- 16,000 Hotel Rooms
- 3 Conference / Event Facilities
- Multiple Unique Venues
- Home to San Francisco International Airport
- Home to Stanford University
- 14 Cities & Towns on the San Francisco Peninsula
- Only minutes from San Francisco

The Best of the San Francisco Bay Area

- | | | | |
|--|--|-------------------------------------|--|
| Belmont Foster City Palo Alto San Mateo | Brisbane Half Moon Bay Redwood City South San Francisco | Burlingame Millbrae San Bruno | East Palo Alto Pacifica San Carlos |
|--|--|-------------------------------------|--|

Contact: Karalee Adams | Senior Sales Manager (Based in Sacramento)
 Karalee@smccvb.com | 916.773.9780 | www.visitsanmateocounty.com



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E-Process

PROs

- Direct access to suppliers
- Communication tools embedded
- Reporting tools embedded
- Geographic options
- Time saving
- Includes most major CVBs and GSOs as well as properties

3rd Party Site Selection

PROs

- Professional expertise
- Professional network
- A partner long term or on project basis
- Time saving
- Reports, contracting optional
- Worldwide options
- Commission or flat fee
- Special partnerships to equal greater savings
- Can include CVBs and GSOs as well as properties

CONs

- Requires knowledge of properties or area
- Time to learn
- May be limiting if from one chain, for example
- Tendency to add more properties than useful
- Duplicates GSO or CVB lead communications

CONs

- Accept commission or flat fee for service
- Preferred Providers
- Reputation
- Organizational outsider

How About a \$10,135 Raise?

Certified Meeting Professionals earn \$10,135 more per year on average than those without the CMP designation according to the 2014 Meetings & Conventions salary survey. If that's the motivation you need to finally prep for the exam, you're in luck. The MPI/SSN Chapter study group will be starting up **January 6th** and will meet every other Wednesday evening through April – finishing in time for the May testing window.

The group provides structure, organization to the recommended reading materials, peer support, and practice exams.

Interested? Contact Heather Tanfani, CMP, Chapter Professional Development Chair at HT@eventswebpage.com.

Meet the Facilitators

Marcia Durst, CMP

Owner, Durst Event Strategies

Meeting & Event Planning Instructor, Sacramento State College of Continuing Education

Marcia earned her CMP in 2012 and attributes her experience in a study group as a huge factor in earning the designation. "It was the perfect motivation to stay on track with my studying. If nothing else, I wanted to look good in front of my peers!" She has more than 15 years of meeting and event management experience as an independent planner working with the association, corporate and non-profit sectors.

Lauren Richardson, CMP, CGMP

Meeting Manager, Medtronic Vascular

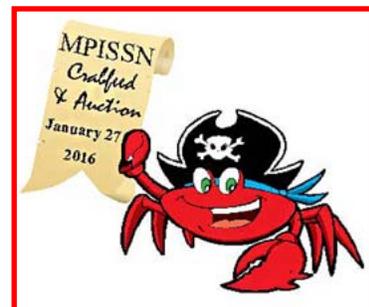
Lauren earned her CMP in February 2014 after studying on her own, so she's happy to co-facilitate an organized group and will bring a fresh set of eyes to the process. Her meeting planning background includes both the corporate and government sector.

Heather Tanfani, CMP

President, Events!

Meeting & Event Planning Instructor, Sacramento State College of Continuing Education

In addition to keeping busy with corporate, non-profit, government and association clients, Heather is the chapter's 2009/2010 Planner of the Year and is the current Professional Development Chair. "I'm proud to be a certified meeting professional and feel that it provides me credibility as I do business in the industry – especially when I work with someone new."



Volunteer of the Quarter

by Felicia Price, CMP, LeadingAge California

Congratulations to our Volunteer of the Quarter Christina Hake, Manager of Events and Corporate Relations, California Head Start Association. Christina serves as Chair of the Strategic Alliance Committee. She has shown tremendous initiative to improve our prospective sponsorship process and explore new and creative sources and is eager to learn and fully understand her responsibilities as Chair of Strategic Alliance. We have already seen positive outcomes from her efforts. Mary Cook, CMP, Vice President Finance says, "Christina has a passion to learn, and tenacity to speak her mind, not for personal gain, but to genuinely help the Chapter progress and stay on top of the trends in revenue development. I see her as a future leader with MPISSN."

Here is what Christina had to say when we asked her...

Why do you volunteer for MPISSN?

I feel like volunteering is just another extension of personal professional development. As Chair for the Strategic Alliance Committee I have been able to create new relationships with industry partners as well as nurture my pre-existing ones. It's always great when a process is mutually beneficial. MPISSN is run mostly by volunteers and exists because of their commitments. The volunteers in turn receive a great deal of networking opportunities, education and lifelong relationships with colleagues they may never have met within their own association worlds. It's a win-win!



How long have you been a member of MPISSN?

Five years!

What would you consider your most interesting job skill?

I think one of my most interesting job skills is facilitation. Although there are many trainings you can attend to hone this skill I feel like the skill itself is innately embedded in my daily activities. I truly enjoy working with my education committees and gleaning the wisdom of the group. I believe the measurement of this skill can be seen in the educational product that I create for my annual conferences throughout the year. The art of facilitation provides an opportunity to make sure that everyone no matter what their job title is has an opinion or idea that needs to be heard for the greater good of the group.

What excites you about the meeting planning industry today?

I'm excited to witness the change in general opinion on the importance of meetings today. I think strategic groups like Meetings Mean Business are a great example of how our industry of peers are advocating for the power that our trade provides both economically and in important decision making around the world. It feels good to be a part of something so important.

What do you like to do in your free time?

I love my bicycle! I like to commute to work, weekend rides on the American River Bike Trail, and weeklong bike touring trips all over the country with my partner Mike. If I'm not on my bike you will probably find me at a farmers market or cooking Thai food in my kitchen.

Thank you, Christina! The enthusiasm with which you volunteer and your support of the Chapter is greatly appreciated!



SACRAMENTO/SIERRA NEVADA CHAPTER

MEETING PROFESSIONALS INTERNATIONAL

COCKTAILS, COFFEE & CONTENT



Design & Décor – Inspiration for Every Budget

Get inspired from design professionals; Tom Ursini, Executive Designer, Michael Coulter, Lead Florist and Shannon Behnke, Balloon Artist as they share their expertise. Discuss approaches to decor for meetings and events with our professionals and your peers.

January 12, 2016 | 5:30 p.m.

The Party Concierge

601 North 10th Street

Sacramento, CA 95811

Link In and Move Forward With MPISSN Membership Challenge

The Recruitment Team is excited to announce the “Link In and Move Forward with MPISSN” Membership Challenge.

It will work hand in hand with MPI’s Grow More, Earn More 2015 Campaign. The goal is to grow our chapter and earn more incentives. Our bench mark is 169 (number of members we had as of July 1, 2015). Our challenge will run from July 1, 2015 – December 31, 2015. At that point MPI headquarters will calculate our chapter’s net growth and will pay out \$75 for each member our chapter has grown by.

Our goal is to recruit 25 new members by December 31, 2015. The challenge is off to a great start, as of August 25th our chapter has recruited 15 new members.

The Membership Team challenges each member of our chapter to recruit new members between now and the end of December 2015. As an incentive, for every two new members (can also be a combination of a new member and an affiliate member) you recruit during this challenge you will receive a \$10 Starbucks gift card.

If you have any questions regarding recruitment please contact Lu-Lu Ramos, Membership Recruitment Chair @ sactolulu2@gmail.com

MPISSN supports ALZ.org

by Robert Best, Community Service Chair



WOW, we should all be proud of our team, for the amazing effort that we all put into the walk for Alzheimer's. MPI Sacramento/Sierra Nevada Chapter has selected the Alzheimer's Association, as its charitable program, this year and we come through with 55% of our \$2,000.00 donations goal for the ALZ walk. There are a few members that signed up and haven't yet decided the full amount to donate, so our number might be changing sense the website is still open for donations; Never the less.

We definitely had some All Stars, Joan Dean, her family member Mike and Lillybeck friends brought in \$550.00 alone; Thank you. Kelli Schroeder, Susan Crane, Lynette Magnino, Lynda Sagar, Felicia Price, Robert Best, Theresa Shrader, Judy Mossel and Jeff Dougherty, all contributed \$50 or more; Thank you. The rest of the money came from many MPISSN members that showed their support by stepping up to the plate and allowing us to break the crest of \$1,105.00 for the WALK FOR ALZ event donation; Again WOW, Incredible.

However what was really incredible was the fun we had walking! For those that had the opportunity to show up; you know what I'm talking about.

Alzheimer's (ALZ) is a progressive, degenerative disease that attacks the brain; it gradually strips people of their mental and physical capabilities, robs them of their identities, and eventually renders them in need of round the clock care for all of their needs.

It reminds us that the life we have today is short and can suddenly be shorter. ALZ reminds us that we need to embrace those everyday special times we have together; that are sometime taken for granted. Taking the time to enjoy each other and the good times we have together is important.



During this season of togetherness, people visit with friends and family they rarely see face-to-face. The holidays are often filled with sharing, laughter and the enjoyment of each other's company. But they can also be filled with stress, disappointment and sadness. A person with Alzheimer's disease may feel a special sense of loss during the holidays because of the challenges he or she has experienced. At the same time, caregivers may feel overwhelmed with the responsibility of maintaining traditions while caring for a friend or family member.

MPISSN would like to honor the more than 15 million Americans caring for a person with Alzheimer's disease or another dementia. These individuals, that act as a caregiver, 365 days a year, have a role that can often be physically, emotionally and financially demanding. Caring for someone with Alzheimer's is no easy task. If you know someone that is a care giver, please reach out and offer your support during these holiday times, they will think you're an angle.

Reminder: You can still donate through December 31st - please

visit - http://act.alz.org/site/TR?team_id=296284&fr_id=7347&pg=team





2nd Annual
Meeting Professionals International
Sacramento Sierra Nevada Chapter

Meeting Planner Boot Camp

Tuesday, February 16, 2016
8:30 a.m-4:00 p.m.

**The Falls Event Center
Elk Grove**

\$99

Register now at MPISSN.org

The Meeting Planner Boot Camp is a fast-paced introduction to industry basics that every new or aspiring planner should know. Sessions are led by seasoned meeting planners and industry suppliers with local, national and international experience.

Who Should Attend?

Meeting & Event Planners New to the Industry
Those Who Handle Meeting Coordination as Part of Their Job Duties
Anyone Interested in Breaking into the Field

Agenda

8:30 am Check-In

9:00 a.m. -Noon

- **Budgeting**
- **Contracts**
- **Requests for Proposals & Room Block Management**
- **Conducting Site Inspections**

Lunch with Members of MPI Sacramento Sierra Nevada

The State of The Industry & Top Trends

Featuring Michael Dominquez, Sr. VP and Chief Sales Officer, MGM Resorts

1:30 – 4:00 p.m.

- **Menu Planning**
- **Venue Planning**
- **Audio Visual**
- **Event Marketing**

Do not miss out on the opportunity to enhance your meeting and event knowledge.

Register online today to secure your seat at MPISSN's Meeting Planner Boot Camp.

www.mpissn.org

MPISSN at CalSAE's Seasonal Spectacular December 3rd



IN THE KNOW

by Jeff Dougherty, Sacramento Convention and Visitors Bureau

Travel Industry

Airlines

American Airlines is testing a new system that would lock in ticket prices for customers for seven days before purchase. Customers booking travel between Miami and Los Angeles who choose to hold their ticket price rather than purchase immediately are now given a drop down menu with the additional option to lock in the ticket price for three to seven days for a fee. The additional lock-in fees range from \$7.99 for three days to \$11.99 for seven days. Currently, airlines are required to give potential fliers the option to either hold their fare for 24 hours or cancel the reservation at no cost within 24 hours of booking. USA Today, 11/2/15

Our Neck of the Woods

Airport

A second ride-sharing service is now available for travelers at the Sacramento Airport. Not quite two months since Uber began to legally transport passengers to and from SMF, its competitor Lyft will now be doing the same. An airport agreement with Lyft allows the drivers to meet passengers at the west end of Terminal A and the south end of Terminal B. The average cost of taking Lyft from Downtown Sacramento to the airport is \$17.25, including airport fees. SBJ, 10/20/15

Infrastructure

Sacramento restaurateur Randy Paragary is planning to build the midtown area's first upscale hotel, a 107-room brick-and-concrete midrise aimed at creating a vibrant commercial hub near Sutter Medical Center and the future home of the B Street Theatre. Sacramento Bee, 12/1/15

Officials with the Sacramento Kings and JMA Ventures have given a name to the retail space that is in a redevelopment portion of the Downtown Plaza and the mixed-use hotel tower under construction near the Golden 1 Center. Downtown Commons will include retail and restaurant tenants, three of which have been recently named. Pour Society will occupy 6,000 square feet of space in the western portion of Downtown Plaza, Punch Bowl Social, which offers games, food and craft beverages, bowling lanes, a 1980 video-game arcade, billiards and more, will occupy 22,653 square feet of the second story of the mixed-use hotel tower, and Sauced BBQ and Spirits, which serves Southern-style barbeque, craft beer and Southern-style cocktails will occupy 9,100 square feet at Seventh and K streets. SBJ, 9/16/15

Restaurants

Midtown Sacramento residents will soon find a new craft beer pub called Big Stump Brewing Co. The new pub will be located at 1716 L St., in the same building where Old Soul coffee got its start. The pub is scheduled to open in April 2016. Sacramento Bee, 10/21/15

Museums

Upon the completion of a months-long renovation, Gov. Jerry Brown and wife Anne Gust Brown plan to move into the California Governor's Mansion. The residence, located at 16th and H streets, has been maintained as a state park and museum since 1967, when Ronald Reagan was the last California Governor to live in the home. Once moved in, the Browns will allow some public access to certain sections of the home, but it will serve primarily as a residence. Sacramento Bee, 10/16/15

Venues/Sports

AEG, organizers of the Amgen Tour of California, recently announced the 2016 route. For the first time in the event's history, San Diego will kick off the race, with Sacramento hosting the overall finish. Elite professional cyclists will compete across 800 miles of California terrain from May 15-22, with 12 cities hosting the tour along the way. Amgen Tour of California, 10/22/15

Our Friends

Anaheim/Orange County

Developers would like to build a \$150 million JW Marriott hotel near Disneyland. The 12-story, 466-room hotel will be built on a 2.8-acre lot near Katella Avenue and Clementine Street, within walking distance of Disney's theme parks and convention center. The AAA four-diamond rated hotel would be the first JW Marriott in Orange County and the fifth in California. L.A. Biz, 8/31/15

Monterey

A new hotel is planned for Monterey and will be located just across the street from the Monterey Bay Aquarium and Stanford University's Hopkins Marine Station at the end of historic Cannery Row. The developers of Project Bella, Domaine Hospitality Partners, say the hotel will be the leading luxury hotel in the U.S. with 160 ocean-view rooms and suites designed, built and furnished to the highest levels of luxury and to a standard that few of the world's hotels know. The property will include a conference center and meeting facilities. Hotel News Resource, 8/27/15

San Francisco

The San Francisco Museum of Modern Art recently announced its official reopening date of May 14, 2016 following a \$305 million expansion that doubles its square footage. The new museum will have 460,000 square feet of exhibit space and will be the largest modern art museum in the U.S. Smart Meetings, 10/26/15

Volunteer with us!

Link [HERE](#) to download MPISSN's volunteer a la' carte menu. See a range of opportunities that may be a perfect fit for your talents and available time.

Join a committee, get involved, and make things happen for your profession and your career!
Email President-Elect Felicia Price at fprice@aging.org with any questions.

Meet people and make connections!

Let your peers know what you are up to!

Email promotions, new positions, designations, etc.
to jenn@cabbi.com.

MPISSN 2015-16 Leadership Team

Introducing your 2015-2016 MPISSN Board:



Jeff Dougherty
President



Jennifer Flohr, CAE, CMP
Immediate Past President



Mary Cook, CMP
VP Finance



Jenn Wheaton
VP Special Events



Felicia Price
President-Elect



Marcia Durst
VP Education



Lyndar Sagar
VP Communications



Michael Hutchings
VP Membership



There are still chair positions open - interested in getting involved as a committee chair or co-chair? Contact Jeff Dougherty at jdougherty@visitsacramento.com for more information.

Thank You to our Key Partners



Diamond Level



Emerald Level



Ruby Level



Introducing your 2015-2016 MPISSN Committee Chairs:

- Robert Best, Community Outreach Chair
- Lisa Bispham, Awards Co-Chair
- Jessica Counts, Social Media Chair
- Paula Currie, Annual Event Chair
- Cassandra Grauer, Education Programs Co-Chair
- Richard Heitke, Public Relations Chair
- Christina Hake, Strategic Alliance Chair
- Krissy Jaspersen, Advertising Chair
- Debra Kurtti, Publications Chair
- Julie Martinez, Education Programs Co-Chair
- Robin Rinehart, Crab Feed Chair
- Lu-Lu Ramos, Membership Recruitment Chair
- Kellie Schroeder, Awards Co-Chair
- Terri Shrader, Audit Chair
- Monica Slingerman, Member Retention Chair
- Heather Tanfani, Professional Development Chair
- Jenai Wyatt, Other Special Events Chair



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MEETING PROFESSIONALS INTERNATIONAL

CONNECTS

Meeting Professionals International Sacramento/Sierra Nevada Chapter shapes and defines the meeting and event industry in the greater Sacramento/Sierra Nevada region.

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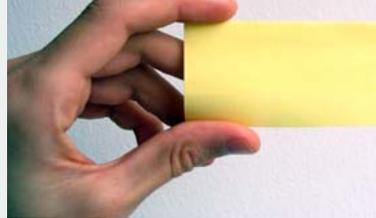
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“ Meeting Professionals International, the premier global association community for meeting and event professionals, believes in the unequalled power of events and human connections to advance organizational objectives.”

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Website Login Instructions

Login/Passwords

For the membership log-in areas, your login username is your last name and your password is your MPI membership number given to you from headquarters in Dallas.

Example

Login: Smith (be sure to capitalize the first letter of your last name)

Password: 222222 (member number - your number may be 5-7 digits)

Some of our members have identical last names. If you are one please use this slightly different method.

Example

Login: SmithA (be sure to capitalize the first letter of your last name AND your first initial)

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