

CONNECTS

The Quarterly Newsletter for the Sacramento/Sierra Nevada Chapter of Meeting Professionals International

Volume 34, Issue 1 • Fall 2018

MPISSN presents

Chapter Leader of the Year, Rising Star, and Crystal Platter Awards

By Karalee Adams, Awards Chairperson

Terri Schrader, CMP, Marriott International, received the Chapter Leader of the Year Award. This special award recognizes a board member or committee chairperson for outstanding service to the chapter. Terri serves as the

Audit Chair and always volunteers her time, mentors' others, recruits' members, and dedicates countless hours to sponsorship solicitation and donations.

Sulema Peterson, Sulema Peterson & Associates, received the Rising Star Award. This award is given to a member who has devoted significant time, energy and effort to MPISSN, and who appears to be destined for leadership! Sulema

currently serves as Publications Chair who volunteers her time with passion, commitment and enthusiasm.



Karalee Adams, General Manager John Carrier, and Director of Sales Laura Hover

From L to R: President Lynda Sagar, Awards Chair Karalee Adams, and Chapter Leader of the Year Terri Schrader

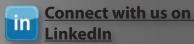


From L to R: President Lynda Sagar, Awards Chair Karalee Adams, and Rising Star Sulema Peterson

McClellan Hospitality was honored with the Crystal Platter Award. This award recognizes a host venue which received the highest ratings among attending participants for an outstanding setting. McClellan Hospitality hosted the November 2017 Education Luncheon.

Congratulations to these deserving winners!







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CHAPTER

CONNECTS

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

Next Editorial and Advertising Deadline:

WINTER Connects - November 16, 2018

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A MESSAGE FROM THE PRESIDENT

By Lynda Sagar

The dog days of summer are over and fall has begun! Our VP of Education, Kristine Van Winkle, CMP, CASE, CTE and Director of Education, Cynthia DeOliver, CMP, put together an amazing education lineup. Starting with our September 18 program, hosted by McClellan Hospitality at The Officers' Club,

hospitality law expert Lisa Sommer Devlin informed attendees about risk management, contract considerations, and best practices.

In October, we continue with Coffee, Cocktails and Content – α free event – and α time to meet and discuss α topic in α casual informative way.

Don't miss our November Education Luncheon on November 6. We will honor our Planner and Supplier of the Year.

These and future events offer great oocasions for strategic alliances. Becoming an MPISSN sponsor, partner or advertiser provides a variety of opportunities and sales tools through events, exhibiting, networking, social media, and advertising that can help you increase your exposure and access to MPISSN members and beyond. Secure market shares for your company and show customers and competitors that business is strong when you appear in the official communication pieces of MPISSN.

There are volunteer opportunities available for you, too. Your involvement in the chapter will pay off for you both professionally and personally. Committee work can expand your horizons and enhance your resume.

- You will expand your professional network of contacts and make lifelong friends along the way.
- You will learn and grow from the experience of serving on a committee.
- You will feel proud of your efforts to advance the Meeting Professional Industry.

The Board and I have committed to Leading the Future. We look forward to seeing you at the MPISSN events and look forward to forging our relationships with you.

Let's get this party started!

Sincerely,

Lynda Sagar

Lynda Sagar 2018-2019 MPISSN President Senior Sales Executive Sheraton Grand Sacramento



Longivity pins mark

MILESTONE ANNIVERSARIES



Longevity pins are awarded to recognize MPISSN members who have held membership for consecutive years in five-year increments. Pictured L to R: President Lynda Sagar, Terri Schrader (25 years), Carolyn Brown (25 years), Mary Cook, CMP, (15 years), Betsie Elwood (5 years), and Awards Chair Karalee Adams.

Nominations Open for 2018 Planner of the Year & Supplier of the Year

Members, please enjoy the privilege of nominating your MPISSN peers for Planner or Supplier of the Year! These annual awards are the most prestigious honor the chapter can bestow upon members and signify exemplary contribution to the chapter, the profession and the community during the 2017-2018 program year. Nominate a planner and a supplier.

Who knows better than you?

Award Criteria

Judges will evaluate the following:

- Must be an active member of MPISSN with consecutive membership for the past five years
- Attendance and participation at MPISSN meetings and events
- Local chapter involvement such as serving as an Officer,
 Director, Committee Chairperson or Committee Member
- Success in recruiting new members and sponsor
- Professional achievement
- Service and commitment within the industry
- Community contribution

Awards
to be presented
at MPISSN's
November 6
Education
Luncheon!



September Education Programs Look at Contract Clauses, Risk Management

By Cynthia DeOliver, CMP, MPISSN's Director of Education

MPISSN kicked off its 2018-2019 program year to a full house at McClellan

Hospitality's Officer's Club. Presenter and hospitality law attorney, **Lisa Sommer Devlin** brought us legal

challenges, engaging us to more fully consider and manage risk.

Morning Workshop

In the morning workshop – Contract Clause
Analysis Workshop – participants worked in small groups to solve clause issues together.
Each group, engaged in active peer discussion and resolution review on failed contract clauses. Lisa shared five actual client cases handled by her firm, inviting participants to study and learn.

Case Study Topics

Competitor Case – A group tries to tell the hotel to whom they may rent their suites (especially not the group's main competitor) during the group's event.

Credit and Deposits Case – A group's crooked Executive Director was arrested, and the hotel gave no notice of its recent sale. Bad and worse.

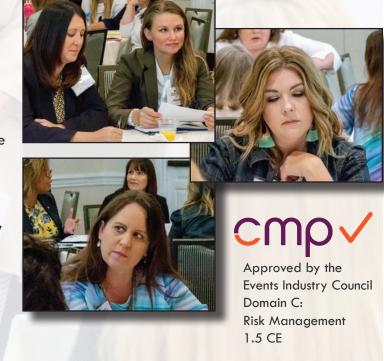
Renovation Case – A group and hotel grapple with circumstances of construction and interference with meeting. Contentious. Period.

Rate Parity Case – Rate parity is a concession, and if it is important to a group, it warrants examination and resonable solutions. Audit, audit, audit!

Politics (yes, politics!) Case – Can a group influence who and how a hotel can or should do business? It's trending and not just for genderneutral restrooms. Force majeure it's not!

Attendees appreciated the interactive style of the workshop and Lisa's "debriefs" as they worked through the cases. Lisa emphasized that contracts required a line-by-line review. Consider what YOU expect to happen and whether the contract covers it.





"Lisa was great - she knows her stuff and is very knowledgeable. Always great to hear what she has to say."

Education Luncheon

Lisa's luncheon presentation – **Legal Issues in Event Contracts 2018** – gave perspective to nearly 90 meeting professional attendees.

Lisa addressed how bad experiences and occurrences often lead to reactive contract clauses as a means to avoid trouble. Weather and wildfires, political issues, movements and violence are examples. Lisa emphasized that negotiation strategies need to be employed, and parties must work to fully understand concerns for effective contracts.

Lisa also shared helpful insights and distinctions on amendments versus addenda, the ills of cancellation clauses, assuming a duty, confidentiality and nondisclosure clauses, and do not disturb policies.

Overall, Lisa reminded participants to cultivate and

execute regular best practices when negotiating event agreements, and that those same best practices should change with the times. Lastly, if the scope of an issue or contract expands beyond the comfort of the meeting professionals, move to engage a legal professional.

Thank you to our host venue!



Approved by the
Events Industry Council
Domain C:
Risk Management
.75 CE





For the love of furry friends (or feathered or fishy or feisty friends, too)

SACRAMENTO

MPISSN's 2018-2019 Charity

MPISSN selected the Sacramento SPCA as their charitable recipient for the second year in a row! Last year, MPISSN raised over \$1300 for the SSPCA, and we hope to raise even more this year!

The Sacramento SPCA is the only non-profit shelter in the Sacramento area, and offers many services outside of adoptions. Here are some examples of the lifesaving work that has been done at the SSPCA over the past year:

- 18,231 spays & neuters, including 75-100 cats altered weekly at the feral cat spay & neuter clinics.
- 13,963 low-cost or free vaccinations
- Launched three programs:
 - Wellness Clinic for low-cost, basic medical
 - **Behavior Modification**
 - **Pawspice**
- 3,472 Adoptions

MPISSN holds raffles at every education luncheon the proceeds of which benefit SSPCA!

If you would like to donate items for our raffles please email jessica@calodging.com

The Sacramento SPCA has many events throughout the year to raise funds for animals in need and to continue programs that help pet owners keep their fur friends in their home for life. Save the dates!

- October 18: HOWL-oween Yappy Hour
- October 27: SSPCA's Fall Gala: The Hound Dog Hop
- November 8-11: Fall Book Sale
- December 8: 2nd Annual PUP Crawl



Thank you!

MPISSN raised \$500 for SSPCA during the September 18 Education Luncheon Raffle!



MEETWELL IN RIVERSIDE

SOUTHERN CALIFORNIA

ACTIVATE your event with a group hike to the top of Mt. Rubidoux for the amazing views, **CELEBRATE** your reception on our outdoor plaza or sky terrace, and **REJUVENATE** with a custom juice bar that mixes our local citrus heritage to a revitalizing signature drink.

The Riverside Convention Center has the distinction as 1 of the top 3 Best Conference/Convention Centers of 2018 in California under 100,000 square feet. A unique and refreshing boutique center with 65K sq ft of flexible indoor space, 22 breakouts, fully carpeted exhibit hall, farm-to-fork menu, complimentary wifi throughout plus additional 14K outdoor plaza and green space available for receptions.





www.RIVERSIDECVB.com

VISIT US FOR SPECIAL INCENTIVES AND PACKAGES FOR YOUR NEXT EVENT:







2018-2019 MPISSN **BOARD OF DIRECTORS:**

Lynda Sagar, President Rachel Hickerson, President-Elect Felicia Price, CMP, Immediate Past President Kristine Van Winkle, CMP, CASE, CTE, VP Education & Events Lauren Pontier, VP Finance Jessica Counts, VP Communications Kelly Rocha, VP Membership Cynthia DeOliver, CMP, Director of Education Gaby Fonseca, Director of Special Events Christina Hake, CMP, Director of Strategic Alliance Paula Currie, CMP, Director of PR and Communications Lauren Siring, CMP, Director of Recruitment & Retention

Your 2018-2019 MPISSN COMMITTEE CHAIRS:

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Thinking about getting involved as a committee member, chair or co-chair? Contact rhickerson@amgroup.us for more information.

A WARM WELCOME TO OUR **NEW AND AFFILIATE MEMBERS**

Erin Baker

Quality Care Health Foundation

Beth Bettencourt

Association Resource Center - ARC

Shelah Choyce

Student

Katy Contreras

Hyatt Regency Sacramento

Brittany Davis

DoubleTree & Embassy Suites of Anaheim/ Orange County

Brittany Davis

California Police Chiefs Association

Chantel Johnson

Student

Wayne Picard



Save the Date

November Education Luncheon set for





Sergeant John Sydow has over 28 years of service with the Sacramento Sheriff's Department, including 10 years as a detective. He is a subject matter expert in human trafficking and has worked with the FBI on human trafficking.

Join MPISSN for this serious issue as we learn from Sergeant John Sydow and panelists. They will address human trafficking and steps the industry can take to fight back.

Generously sponsored by:

SONOMA COUNTY

• CALIFORNIA •

LIFE OPENS UP

CMP Volunteer Opportunity

The Events Industry Council is seeking engaged CMPs to participate in exam development. This is your opportunity to contribute your knowledge and expertise to future CMP exams. And volunteering in exam development counts as an industry support activity towards your CMP renewal!

To be eligible for this volunteer opportunity, you must be a CMP in good standing, not volunteer with a CMP Study Group and willing and able to sign a conflict of interest and confidentiality statements.

Exam item review at CMP Conclave 2018 – Birmingham, Alabama, November 16, 7:30 a.m. – 2:30 p.m.

Events Industry Council will offer exam item review before CMP Conclave. Exam item review will occur on Friday, 16 November 7:30 a.m. – 2:30 p.m. at the Sheraton Birmingham. You must be registered for CMP Conclave to be considered. Register HERE for CMP Conclave

The item review workshop will focus on reviewing questions that have been written to appear on future forms of the CMP exam. Participants in the workshop will be provided training and resources to thoroughly vet questions for proper exam structure and content, while being afforded the opportunity to collaborate with other CMPs and receive mentoring on best practices for creating high quality rigorous, yet defensible exam questions.

Please note, not all volunteers will be selected to participate in item writing at CMP Conclave. We are only able to accommodate a limited number of seats. Applications will be reviewed on a rolling basis and volunteers will be selected as based on specific areas of expertise.

Please apply HERE to be a volunteer by September 30.

Selected volunteers will be contacted with details about the session no later than October 18.

MPISSN is a

preferred provider

Composition

certified meeting professional

Powered by the events industry council

preferred provider

A few policy reminders...

- Non-members may attend up to two (2) chapter events. Thereafter, membership will be required. Formerly, this policy read "up to three education events." Now, attendance at any event is counted towards the maximum limit of 2. If you have colleagues in your workplace who would like to attend MPISSN events or programs, they must identify 2 programs to attend and register as a non-member. Please share this policy and help friends and colleagues understand our policy. Note: Coffee, Cocktails & Content, MPISSN's workshop at Seasonal Spectacular, and Global Meetings Industry Day are NOT counted in the 2 events. These are open to all due to either the casual/ informal nature of CCC, or the partnership aspect with like organzations.
- 2. Membership and attendance lists will no longer be available before or after our programs and events. They will solely be provided to premier members, and sponsors who enjoy this benefit as a part of their partnership agreement.
- 3. Your membership belongs to the individual! Colleagues in your workplace may not receive member rates or benefits. So while we encourage their attendance at 2 events per year (and eventual membership) they must pay the non-member rate.



WHAT IS COFFEE, COCKTAILS & CONTENT?

A FREE informal gathering which includes interactive facilitated discussion about timely, useful topics for the ever-learning meeting professional.

Held at various locations, three times per year. No host coffee, cocktails and bites.

PRESENTED BY MPI SACRAMENTO/SIERRA NEVADA

SAVE THE DATE: THURSDAY, October 18, 2018

Master's Class

Join MPISSN for the next Coffee, Cocktails and Content!
We'll convene at The Party Concierge from 4:00 to 6:30 p.m.
on October 18 for "Master's Class." We'll hear tips and tricks
from "master" meeting professionals, and invite questions and
discussion on how to navigate the profession.

Learn from the masters!

A free event! RSVP to lynette@mpissn.org



601 N. 10th St. Sacramento, CA 95811

Save These Dates!

Mark these future
Coffee, Cocktails &
Content dates on your
calendar!

January

January 17, 2019

March

March 14, 2019

Volunteers of the Quarter Marcia Durst, CMP *and* **Heather Tanfani, CMP**

by Rachel Hickerson

MPISSN Leadership is pleased to announce TWO Volunteers of the Quarter! Marcia Durst, CMP and Heather Tanfani, CMP represented the Professional Development "arm" of the chapter as co-chairs for several years leading the charge in several critical areas. First, they ensured MPISSN's active status as a Preferred Provider with the Events Industry Council and submitted the chapter's education sessions for review. Their expertise also shined as they masterfully produced MPISSN's annual Meeting Planner Boot Camp Basics program, lining up presenters and also instructing on key subjects. The CMP Study Group also fell under

their purview. Marcia and Heather again arranged the schedule and ensured thorough content review so that participants learned and prepared for the CMP exam. Their volunteer contributions to MPISSN go farther and wider, but these highlights demonstrate significant commitment to the strength and professionalism of MPISSN. Marcia and Heather's work have no doubt touched and influenced every member. Here, we congratulate them on jobs well-done and share a glimpse of who these stellar members are beyond their volunteerism.

Marcia Durst, CMP

How long have you been in the industry and how did you get your start?

Like so many others, I fell into this line of work. Another independent planner I knew recruited me to do some sub contract work and it didn't take long for me to decide that was exactly what I needed to be doing. That was over 20 years ago so I guess it was the right move!



How did you get involved with MPISSN?

It sounds like such a cliché but getting involved in committees and the board really is the way to get the most out of your membership. Since my own professional development is a priority for me it was a natural fit to volunteer in that area.

What do you like most about volunteering?

By far my favorite thing is to get the emails from the CMP study group members that they passed the exam!

What do you like to do in your spare time? (Hobbies, etc.)

My suitcase never sits in my closet for very long. I love to travel, but I've only been to four continents so there's lots more to discover!

What else do you want to share with your fellow meeting industry professionals?

I'm excited to be working on a local task force to rescue food left over from events. I can't wrap my head around the fact that we're the farm to fork capital, but over 20 percent the population here is food insecure. The stats are worse for kids and there are opportunities in the meetings industry to chip away at the problem. We'll be rolling out a toolkit for planners and suppliers next year. Stay tuned!

Heather Tanfani, CMP

How long have you been a member of MPISSN?

Since 1998

What encouraged you to join MPISSN?

I heard that MPI is the "mother ship" of the meetings industry organization and was attracted to the education and networking opportunities. Learning and talking face to face with other professionals, I felt would be instrumental to the success of my company, which it has!

What are some good tips for those who are interested in taking the CMP exam?

I would recommend thoroughly reviewing the CMP pages on the Events Industry Council's website. Secondly, sign up and attend the MPISSN study group regularly. It is very effective only if you participate in each session. Lastly, take the exam. I know that sounds funny, but there are quite a few planners that don't take that final step.

What is a fun fact about you?

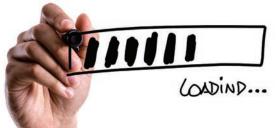
I think I was McGyver in another life as I can fix most anything, and I carry my Swiss army knife with me everywhere. I also love to have fun, travel, try new food, meditate every day, and I am grateful for all I have.

Why do you enjoy being a meeting planner?

Being an independent meeting planner offers me flexibility and opportunities to work with a variety of clients. I am constantly learning about different industries, and organizations, and meeting fascinating people. It also gives me the opportunity to fulfill a higher responsibility to communicate environmental sustainability during my events to reduce the negative impact of event waste on our planet.



COMING SOON



New MPISSN website around the corner

MPI Global has launched an extensive effort to update and rebrand chapter websites, aligning each with the look and feel of MPI Global's website. In all, 67 websites will migrate to a new platform by spring 2019.

MPISSN's migration period is slated to begin late October and unfold over three weeks. Chapters that have already migrated have reported a smooth process, and MPISSN anticipates the same. However, we appreciate your patience and understanding as we familiarize ourselves with new functionalities and a new content management system.



TRAVEL INDUSTRY

FUN FACT: A hotel in Japan is staffing its front desk with dinosaur robots. The Henn na Hotel Tokyo, not surprisingly, is the first to be staffed by such robots. The hotel, whose name means "weird," checks in guests via dinosaur robots wearing bellhop hats who use motion detectors to trigger movement and an iPad to help guests. Apparently, some guests find the dinosaurs a little bit unnerving, so there are some humans also available to help when needed. ABC7.com, 9/2/18

AIRLINES/AIRPORTS

After announcing last month that they were considering discontinuing checkpoints at smaller airports, the Transportation Security Administration (TSA) has decided to keep the 150 checkpoints at those airports. TSA Administrator David Pekoske said that after studying the pros and cons, they found the risks didn't outweigh the benefits and therefore the checkpoints will stay.

USA Today, 8/8/18

The TSA is also testing a pilot program of new CT scanners at 15 U.S. airports that would allow passengers to keep electronics and liquids inside their carry-on bags while going through security checkpoints. The new scanners incorporate 3-D imaging that uses an X-ray camera to shoot hundreds of images creating a fuller view of the objects packed inside carry-ons. With the new scanners the TSA hopes to reduce the number of secondary bag inspections and speed up the security process for travelers. TSA plans to install up to 40 units by the end of the year with more than 145 by the end of the fiscal year 2019. SBJ, 8/13/18

OUR NECK OF THE WOODS

ATTRACTIONS

Old Sacramento, the city's 28-acre historic district and top tourist attraction, has rebranded as Old Sacramento Waterfront and unveiled its new marketing plan to draw more locals. The Old Sacramento Waterfront rebranding is just the first of many steps to revitalizing the Sacramento waterfront and create a place for locals as well as tourists. The city is currently developing a wayfinding project to help people navigate from downtown and the Sacramento Railyard into the historic district. It is also seeking to add more attractions as well as new retail tenants for Front Street. SBJ, 8/22/18

HOTELS

Mohannas Development Co. is looking to build a combined hotel and apartment building on the 900 block of K Street. The 15-story project, called 10K, would consist of 186 apartments ranging in size from 300 square feet to 1,400 square feet as well as 205 hotel rooms. There is no word on whether the hotel would have an affiliate brand or be independently operated. SBJ, 8/20/2018

The conversion of Sacramento's Marshall Hotel near Golden 1 Center to a Hyatt Centric has finally begun. The hotel's conversion has been in the works for over a decade. The property, which is expected to be complete in 2020, will have 173 guest rooms, a first-floor restaurant, a six-story open-air deck, a bar and banguet space. SBJ, 9/6/18

RESTAURANTS

A locally owned, plant-based burger restaurant that debuted with a temporary location last year has found a permanent location. Burger Patch will fill part of the retail space in a mixed-use project under construction at 2301 K St. The 750-square-foot eatery will offer grab-and-go burgers made without meat. Owners Philip Horn (Sacramento Kings executive) and wife Danea Horn have hired Stephen Leopold to run the Midtown restaurant, which will feature cruelty-free burgers, french fries, milkshakes and more. SBJ, 8/16/18

Downtown's Firestone Public House has been ordered to change its name following a trademark dispute between the eatery and tire manufacturer Bridgestone Brands LLC. The restaurant and bar located on the corner of L and 16th Streets has nine months to

rename the restaurant. The restaurant's name came from the fact that the building it is housed in was a former Firestone tire shop when it opened in 1929 and became known as the Firestone Building. SBJ, 8/28/18

SPORTS

George Foreman Jr., son of the champion boxer George Foreman, is working with the city of Sacramento and the Sacramento Kings to bring primetime televised professional boxing matches to Sacramento's Golden 1 Center. Foreman, who grew up in Sacramento, says he is eager to bring world-class boxing to his hometown. In addition to primetime boxing, he also hopes to foster a community of amateur and semi-professional boxing in Sacramento. SBJ, 8/9/18

OUR FRIENDS

SAN FRANCISCO

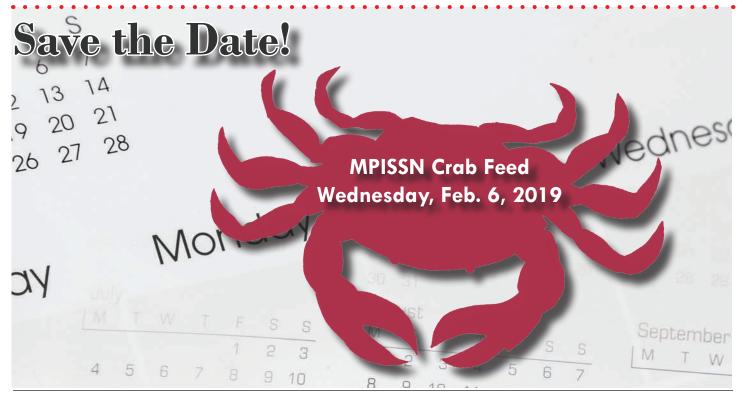
The Marker San Francisco, a Joie de Vivre Hotel property, has completed a multimillion-dollar renovation of its meeting and event space, lobby and living room. The 1910 building originally opened as the Hotel Bellevue and the modern building retains the grand staircase and historic fireplace.

The Marker has 201 guest rooms and 12,000 square feet of meeting and event space. Successful Meetings, 9/4/18

FUN FACT: San Francisco's most expensive Airbnb property (with nightly rates at \$10,000) will soon become a boutique hotel restaurant and bistro serving California-French fare. The property, which dates to the year 1881, will be known as 1881 and is scheduled to open in Fall 2018. Located on Sutter Street, the Payne Mansion is one of a few pre-1906 Victorian homes that were not destroyed in the 1906 earthquake and fires. Fortune.com, 9/4/18

RENO

A new destination, stretching over four city blocks recently debuted in Reno. The Row unites the Eldorado Resort Casino, Silver Legacy Resort Casino and Circus Circus Reno and includes 25 restaurants, 22 bars and lounges, 11 nightspots, 4,000 guest rooms, 227,000 square feet of casino space and over 188,000 square feet of meeting and event space. Rebranding the three separate resorts into one destination expands the benefits and offerings to guests. The rebrand is part of Eldorado Resorts' \$100 million investment in renovating all three of its properties. Meetings Today, August 2018.



July's Membership Appreciation Event - Sip & Swirl Sip & Swirl July 17th, 2018 Marin



SACRAMENTO/ SIERRA NEVADA



CHAPTER



MPISSN Membership

50% Planners

43% Suppliers

6% Students

Why MPI?

Global Community of 60,000 meeting and event professionals including nearly 18,000 members in 70 countries across 87 chapters and clubs.

Plus, our Sacramento/Sierra Nevada Chapter delivers EXCELLENCE.

As a recipient of the MPI Global "Overall Excellence" award, we strive to bring quality programming for unmatched professional development.

EDUCATION

- Workshops
- Bootcamp
- CMP Study Group

NETWORKING

- Education Luncheons Coffee, Cocktails & Content
 - Prior to all Events

SPECIAL EVENTS

- Sip and Swirl
- Crabfeed
- Tradeshow
- Annual Dinner

SHARE HOW MPISSN HELPS MEMBERS TO ...

- Expand their professional network of contacts and make lifelong friends along the way
- Learn and grow from the experience of serving on a committee
- Feel proud of team efforts to advance the Meeting Professionals Industry

For more information encourage friends and colleagues to visit www.MPISSN.org or contact:

Kelly Rocha - VP Membership - krocha@mcclellanhospitality.com Lauren Siring - Director of Recruitment and Rettention lauren@seemonterey.com







Thank You Key Partners!

DIAMOND LEVEL





MPISSN values these **Key Partners!** Their support helps MPISSN strengthen and expand upon our member commitment.

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LIFE OPENS UP

SAPPHIRE LEVEL





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