

Volume 9, Number 1  
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# MOCAP GAZETTE

SOCIETY OF GOVERNMENTAL MEETING PROFESSIONALS  
MISSOURI STATE CAPITAL CHAPTER

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## Let's Meet "Under the Big Top"

By Tammy Bagley, Joint Tradeshow Committee Chairperson

Come be a part of the greatest Tradeshow on earth on Tuesday, July 12, 2005, at the Capitol Plaza Hotel in Jefferson City. Put on your creative thinking caps as this year's Tradeshow theme, "Under the Big Top" expects to be one of the best shows ever! This three ring adventure will feature meeting planners from MSAE and of course, SGMP!

The steering committee will keep the traditional format of a speakers showcase in the morning, lunch and then the Tradeshow will open at 1:00 p.m. Registration and sponsorship materials will be mailed to supplier members in March. We look forward to seeing you there!

### Schedule of Events

8:00 a.m. to 8:45 a.m. Registration

#### Simultaneous Sessions

50 minute sessions:

Carnegies, Kansas City, Springfield and St. Louis Rooms  
Within each main session, there will be 2 - 20 minute sessions with a 10 minute break

8:45 a.m. - 9:25 a.m. Breakout Session  
9:35 a.m. - 10:15 a.m. Breakout Session  
10:25 a.m. - 11:05 a.m. Breakout Session  
11:30 a.m. - 12:00 p.m. Sponsored Reception  
12:00 p.m. - 1:00 p.m. Luncheon in the Atrium  
1:00 p.m. - 4:00 p.m. Tradeshow  
4:00 p.m. - 5:00 p.m. Ending reception and prizes



#### Inside this issue:

Committee Reports	2
Charity Events	3
News from Washington D.C.	4
Member Profiles	5
Federal Trade Per Diem Rates	6
Program Recaps	7
Personal Development	9
National Silent Auction	10
Presidential Thoughts	11
Announcements	12

#### Upcoming Meetings

**March 10, 2005**

Program: Boss's Day Luncheon  
Location: Meadow Lake Country Club  
New Bloomfield, MO

**April 14, 2005**

Program: Annual Charity Event  
Location: Apple Creek Orchard  
Centertown, MO

# COMMITTEE REPORTS

## Membership Report

*By Lagina Fitzpatrick, CMP*

The following members have March membership renewals:

Julie Barchenski, Shirley Boessen, Stuart Cunningham, Kami Delameter, Cindy Eddleman, Peggy Henderson, Mary Henley, Judi Holler, Connie Hovis, Cathy Jackson, Randy Kelley, Shana Lindsey, Carrie Spicer, Beth Thurman, and Michelle Williams. The March renewals have already been sent to you by the National office, if you have not received yours please let me know.

And remember planners, it is only \$25 to renew at this time. Please make sure to send in your planner profile sheet with your payment. Thank you and let me know if you have any questions.

***Our membership is currently at 156!***

# Welcome to our new members:

- Shelly Adams, Division of Youth Services
- David Gilmore, Department of Natural Resources

We have the following changes in our membership:

- Derek Sommerville replaces Brad Hefner, Clarion Sports Complex, KC
- Leslie Copeland replaces Alison Hahs, Radisson Hotel, St. Louis

*Please give a warm welcome to all of our new members when you see them!!*

*Remember you can bring a first-time guest to the meeting free of charge.*

## Treasurer's Report

*By Debbie Alderson, Treasurer*

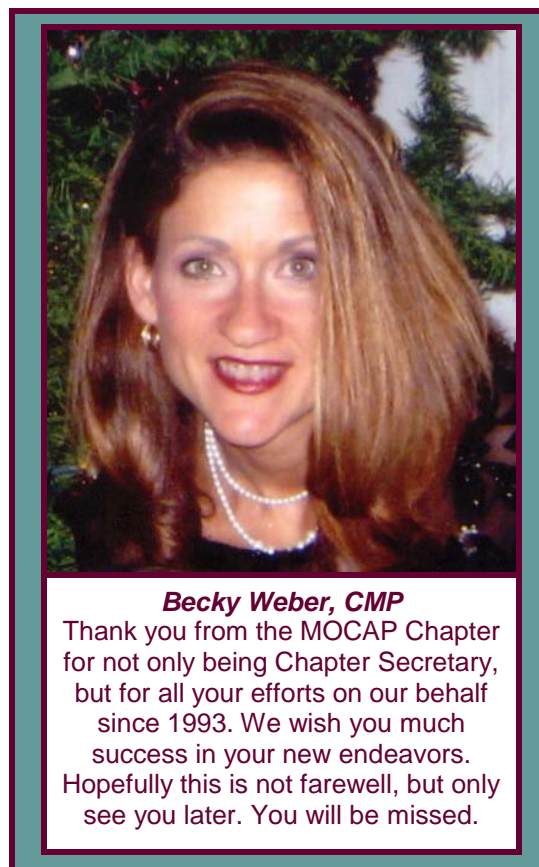
As of December 27, 2004, we had \$10,314.87 showing in the checkbook. Since that time, we have had income of \$9,226.50 and expenses of \$5,577.90, leaving a balance of \$13,963.47 as of February 22, 2005. I would like to report that 16 people took advantage of the Super Saver Cards offered during the month of January.

## Communication Report

*By Cameo Harrington, Newsletter Editor*

Updates are continuously being made to the new MOCAP website. Everyone is encouraged to bookmark [www.sgmpmocap.org](http://www.sgmpmocap.org) as one of their favorites and check it regularly for updates.

Please remember, if you have items for the newsletter, please email Cameo Harrington at [charring@joplinmo.org](mailto:charring@joplinmo.org) or Maurine Hill at [maurine.r.hill@dss.mo.gov](mailto:maurine.r.hill@dss.mo.gov).



***Becky Weber, CMP***

Thank you from the MOCAP Chapter for not only being Chapter Secretary, but for all your efforts on our behalf since 1993. We wish you much success in your new endeavors. Hopefully this is not farewell, but only see you later. You will be missed.

# CHARITY EVENTS

## MOCAP Charity Event

*By Holly Otto, Planner Director*

It is once again time for SGMP's annual Charity Event. This year, we have once again decided on a raffle and to donate funds raised to the American Cancer Society – Relay for Life. Raffle tickets were handed out at the February meeting and then mailed to those who were unable to attend the meeting. Basket descriptions were sent out via email on Friday, February 18, 2005. All of us know someone whose life has been affected by cancer. Here is your opportunity to help make a difference, by helping us achieve our fundraising goals. If you need more raffle tickets or did not receive a basket description, contact Holly Otto or Carrie Spicer.

I would like to thank all the CVB's and CVC's for getting the charity baskets together, they are AWESOME! Kansas City was unable to come up with a full basket, but for those properties that did donate to the Kansas City basket, thank you. We will be giving those items out as raffle prizes during the April meeting.

I also want to thank my Charity Committee for working together and coming through in a pinch. Anyone interested in chairing the Charity Committee please contact Holly Otto at [holly.m.otto@dss.mo.gov](mailto:holly.m.otto@dss.mo.gov). Let's all work to make this a successful charity event. Get out there and **SELL! SELL! SELL!**

*A special thank you to Steven Scofield for all his hard work as the Charity Committee Chair, you will be missed and good luck!*

## National Charity—Women's Empowerment

*By Denise Evans, President*

Please continue to feed the "Green Charity Pig," which is located at the registration table at each of our monthly meetings. We, as a Board, have agreed to use half of the money collected from the sale of 50/50 raffle tickets at the March meeting to fatten him a little more quickly. He will be going to market (Sacramento, California) in May, with those of us attending the SGMP National Education Conference.

Women's Empowerment is a truly commendable organization; helping those who have suffered horrible losses, by truly providing the encouragement needed to pick themselves back up and go forward to do great things for themselves and their children. Basically, providing the family nurturing and skills that are not there for whatever reason. Helping Womenkind!

We are hoping to show the video at the March meeting, but if you would like to acquire more information on this group, please feel free to contact Raquel Correa at (916) 445-5447 or email her at: [correa@ospd.ca.gov](mailto:correa@ospd.ca.gov). The quote that Raquel sent me on a recent email reads: "The test of our progress is not whether we add more to the abundance of those who have much, it is whether we provide enough for those who have too little." [Franklin D. Roosevelt] Or – do unto others as you would have done unto you!

The MOCAP Chapter has never been called uncharitable, so feed the pig the next chance you get and give from the heart. Through the efforts of all of us in SGMP, we can and will make a difference.

**St. Louis Gateway Chapter of SGMP presents:**

# Trivia Night at the Rad!

**Friday, March 18, 2005**

**For more information contact: Mia Turner Harris at  
314-436-8055 or email: [mturnerharris@ihcco.com](mailto:mturnerharris@ihcco.com)**

**Join us for a fun filled night of  
trivia hosted by Mary Shapiro of  
the KMOX Trivia Show at the  
Radisson Hotel & Suites,  
Downtown St. Louis  
7:00—10:00  
\$13 per person (in advance)  
\$15 per person (at the door)**

## Chapter President Roundtable Meetings in D.C.

By Denise Evans, President

Shannon Gill and I had a wonderful three days in Washington D.C. last month, in the regularly scheduled meetings of the SLR's and CPR's, respectively. It was great to see familiar faces and new faces, as well. It is an election year, so flyers will be disbursed soon and will be passed on at upcoming meetings.

The CPR meetings began with all of us addressing valentines for Veterans, both active and retired. Just a small way of reminding those who serve our country, that they are greatly appreciated.

### Topics of interest to the MOCAP chapter:

- Forms are being templated by National and will soon be available on the website.
- Asked to devise a way of tracking business done between planners/suppliers for analysis purposes.
- Stagger elections; half of Board elected each year for two years-more unity/cross training.
- Community service ideas – hotels donate linens/furniture during refurbishment.
- Membership Blitz's – Federal buildings & colleges.
- Donation made at the SGMP National Level to Tsunami Relief/\$500 Unicef & \$500/Red Cross.
- New Idea – Supplier Appreciation Night (Reception) purchase gifts/awards.
- Discussed seating at the Awards Banquet – National Conference (drawing out of the hat). They would prefer if all three Missouri Chapters have tables together/Doris (KC) drew #4.

### SGMP Awareness Month (3600+ members)

- Proposed September (before Fall meeting)
- Tables at State & Federal Office Buildings
- Chapters provide promotional information
- Blitz for new members/competition kept at chapter levels
- Postcards/banners, non-date stickers (use year after year)
- Press Release information
- Testimonials from Board members

### For the Upcoming National Conference:

- Buses will be provided for Opening Reception in Old Sacramento/Railroad Museum.
- Put on your walking shoes, there are lots of shops and neat restaurants.
- All meetings will be held in the convention center, directly across the street from the Sheraton.
- Sam Gilmer Awards Dinner will be in Sheraton Ballroom on 1<sup>st</sup> Floor—Very Nice.
- Each Chapter to donate towards a new scholarship in remembrance of Carl's father, who recently passed away (Carl is one of the original members).
- General Registration to be mailed out on March 7<sup>th</sup>, should be received on the 8<sup>th</sup>.
- Booth space is selling out – 225 total; only 67 left.
- Banners are to be at the convention center on Tuesday and picked up on Sat. a.m. They can be shipped; must be at least 3' x 4'.
- Lion King (Broadway Production) hoping to have tickets available for Saturday/Sunday evenings, following the conference.
- Scholarship recipients are asked to donate part of their spare time to working with the National Charity or disbursing information to conference attendees.
- Thursday night – Tropical themed reception (Margaritaville/The Grove).
- Challenge to Chapters – raise most dollars for National's charity. Sacramento Chapter will host pizza party for winning Chapter in their state.



*continued on page 8*

## Supplier Profile—Sue Bushor



**Title:** Director of Sales

**Current Employment:** Wingate Inn/Riverport-St. Louis

**How long have you been in the industry?** I've been in the hotel industry for 25 years. From Front Desk Food Service to Sales.

**How has your membership helped you?** Given me better knowledge of the government industry, while making friends.

**Worst meeting/event mishap:** Can't think of one!

**Most notable meeting/event moment:** I have too many!

**Hometown:** Florissant, Missouri

**Where do you see yourself in 10 years?** Sitting on the front porch of a cabin with my husband, enjoying the view of the lake.

**Interesting fact you would like people to know about you:** My family is very important to me. I have two boys. Jared is 22 and Jace is 19 years old. My husband, Jeff, and I will be celebrating our 25th wedding anniversary in Alaska this June. Hobbies are hiking, knitting and fishing...

## Planner Profile—Angie Klebba

**Title:** Senior Office Support Assistant

**Current Employment:** Missouri Lottery

**How long have you been in the industry?** 11 years

**Years in SGMP:** 2 years

**How has your membership helped you?** Reduced rates on hotel rooms. Networking at meetings has helped me meet contacts for hotels, so booking is made very easy.

**Worst meeting/event mishap:** I've only had the opportunity to plan small meetings within our agency—resulting in no mishaps so far.

**Most notable meeting/event moment:** Once again, only plan small meetings. Nothing notable to speak of at this time.

**Hometown:** Linn, Missouri

**Where do you see yourself in 10 years?** In the same working position...I love it! Raising a 17 and a 12 year old...wow, that sounds weird!

**One thing you would like people to know about you:** I married my high school sweetheart 10 years ago. I've almost got him trained. 😊



## Are You Unhappy with the Federal Trade Per Diem Rates for your City?

By Ted Miller, CHME, CHSP  
Starwood Hotels and Resorts

As the age of automation and computers has come upon us, there is a tremendous amount of information that you can get on almost any topic. One of these new sources of information comes from Smith Travel that compiles rate and occupancy information for most cities. It can give you very narrow or very broad looks at how each city is doing and can give you year over year comparisons.

When the initial 2005 Federal Lodging rates came out many people were excited and some were almost horrified. In the quest to use more Nationally Available Lodging statistics the General Services Administration (GSA) turned to Smith Travel to help them determine the rates that should be set for each classified city. As we saw after the initial rates were released many cities that had steep declines in the rate for their city mobilized right away and got some action.

For those cities that did not get in on the initial rate "re-survey" here is what you need to do to have your rates reviewed. The very first thing you need to do is have a meeting conducted by the Convention Bureau to get everyone in the hotel community organized and assigned specific tasks. Those tasks will involve providing the Convention Bureau with your rate and occupancy information over the last two years for Business Days and Weekends separately. You also need to show the amount of Government Business Travel and Meeting Business separately also.

Now you need one more source of information before your work is done for now. You need to find the turn down reports related to rate requests from your Internal and National Reservations Systems. If can, also see if you show guests identified as Government Travelers that WERE NOT paying the Government Rate for your area. This is the part of Government travel known as Actual Cost Travel. In other words when a Government Traveler needs to stay in a city and the Government Rate is Not Available they can be authorized to spend more money for a hotel. Usually they can get up to three times the Federal Rate approved if their business travel to that city is vital over the dates they requested travel.

Once you have this information compiled, and it is not a small task you need to elect Two Champions of your Crusade. The first one would be best from the Convention Bureau or the Chamber of Commerce. That individual needs to be committed to the Crusade and

one that everyone in the business community knows will spend the time and effort necessary to get the job done. With that said you need to select your next Champion.



That individual needs to be from the Federal Community and is as committed to the Crusade as the Business Community. A good choice as the Champion or perhaps the Squire is the Head of your Federal Executive Board. I mention the position as Squire, that some times in your city you may have some one other than the Executive Director that may be more persuasive or has more time to commit to this undertaking.

The GSA will listen to the needs and wants of the Federal Community and NOT those from the business community, while important, are not the voice they will react too. The GSA serves the needs of the Federal Community and in essence they are Their Customers. The area Society of Government Meeting Professionals must be involved also as they are the ones that must present the information of why the New Federal Lodging Rate does not meet the needs of the Federal Travelers.

The information they must provide has to be very specific. They need to show records of travel that was attempted and not available due to the new rates for business travel and for meetings. They need to also show when they could get the space they requested and demonstrate consistent times when travel was possible if it relates to the seasonality of that city. While many of us know that resort areas have seasonality, so do most cities.

Now that you readied yourself for the Crusade you must set off to Slay the GSA Dragon.

*continued on page 7*

*continued from page 6*

It never hurts to have certain groups in your army such as the Mayor, Governor and Federal Elected Representatives. They may know some one that can show you a short cut or a secret passage to the right office.

Never the less, you must be ready to get an appointment with the GSA and Factually Plead Your Case. You need to have detailed Zip Code information showing where in your area the Federal Travelers need to stay and what you suggest is the correct rate for that area. The important point here is not to be Greedy. You may have to request more than one time that the rate for your area is not meeting the needs of the Federal Traveler.

If you look at Boston, their rates were severely cut initially and to date have only been partially restored. It may two or three more times showing ever more current rate and occupancy information for your city and declined Federal Travel to get a Fair Rate established.

One final note, this is the basic outline for your Crusade. It may have some variations by city or areas of that city. In some cases a rate that was set for an entire County may not make sense and you are going to have to rove what rates make sense for each area or town. You must also make sure that you encourage and constantly do the tasks asked by your Champion if you wish to be successful.

## January Program

### What can my MOCAP Chapter do for me?

*By Cameo Harrington, Newsletter Editor*

The January 13, 2005 MOCAP meeting was a frosty one! We met at the Ramada Inn – Jefferson City and Ramona Mormann acted as the master of ceremonies. Ramada Inn also provided centerpieces and giveaways with a Valentine's Day theme. Susan Lewis provided the icebreaker and ornamental "Uncle Sams" for Randy Kelley & Diane Gillespie.

Thanks to the presenters, we got to learn "What can the MOCAP Chapter do for me?" Our very own Michele Burrows, Carrie Spicer, Diane Gillespie and Maurine Hill provided information on a variety of topics. Michelle Burrows educated us on the ins and outs of email etiquette, while Carrie and Diane explained the qualifications necessary to apply for scholarships to this year's National Educational Conference. Maurine Hill unveiled the new MOCAP website ([www.sgmprmocap.org](http://www.sgmprmocap.org)), as well as led us through navigating the National website ([www.sgmp.org](http://www.sgmp.org)).

## February Program

### Office of Administration Presents E-bidding and Vendor Registration

*By Maurine Hill, 1st Vice President*

We had an excellent turnout for the February educational program held at the Capitol Plaza Hotel and Convention Center, with 89 attendees! The meeting started off with a short Valentine-themed icebreaker requiring individuals to not only identify what person/character they were designated, but also to find their "Valentine match." Joplin CVB provided unique and beneficial centerpieces/door prizes, plus table favors for each attendee. I don't know about the rest of you, but I have already put the toolkit to good use! Many thanks to both the Capitol Plaza Hotel and Convention Center, and the Joplin CVB for making our meeting a success!

E-bidding and Vendor Registration is an online process that allows suppliers to offer their services to the state government community. The presentation, by Glenda Vanderfeltz and Laura Ortmeier from the Office of Administration (OA), gave an overview of the steps to register a vendor and/or their commodities; vendor maintenance; bid solicitation, response, tabulation and award; as well as other features of the system. Although the presentation was designed primarily for suppliers, it was also educational for planners. Many planners were not familiar with the processes OA requires and what information they, themselves as a buyer, are to provide to assist suppliers with this process. Anyone interested in obtaining a copy of the presentation handout, can contact Shannon Gill at [shannon.l.gill@marriott.com](mailto:shannon.l.gill@marriott.com). For further information on the State of Missouri's Online Bidding, go to [www.oa.mo.gov/purch/purch.htm](http://www.oa.mo.gov/purch/purch.htm) or [www.moolb.mo.gov](http://www.moolb.mo.gov).



February's giveaways and centerpieces were provided by the Joplin Convention & Visitors Bureau

## Chapter President Roundtable Meetings (continued)

*continued from page 4*

### Clarifications:

- There will be a mandatory charge (unsure of amount) to each Chapter for reconciliation of bank accounts – in by August 15<sup>th</sup> of each year/ H&R Block.
- CPR Meeting Date in Sacramento.  
Election of Chair/Vice Chair/Secretary.
- Bring President Elect to National Conference, if Chapter election is in June of this year.
- Do not bring extra guests to CPR/SLR meetings in September/January of each year.  
Powerpoint presentation is now available on the National website.  
Video is almost complete; can be used as a recruitment tool.  
Include Chapter blurbs/deadline is real soon.
- Working on CEU Credits being made available for Chapter monthly educational meetings.
- Working on National Election process/go into effect 2006-2007.
- Ballots will be done electronically.



Shannon & Denise enjoy some down time while in Washington D.C.

We had a lengthy discussion on Chapter success stories – MOCAP rated very high and we were asked for copies of many of our ideas.

I look forward to continuing to grow and learn from this diverse group of new friends. If you would like more details on any of the areas mentioned, please let me know and I will be happy to provide them.

Thank you and please continue to play an integral role in making MOCAP a continuous success story!

## Suppliers Leadership Roundtables in D.C.

*By Shannon Gill, Supplier/Planner Director*

Once again, I had the pleasure of representing the MOCAP Chapter suppliers at the SGMP Leadership Roundtables along with our President, Denise Evans. This year the event was in Washington, DC, January 13-16, 2005, right before the Presidential Inauguration. I must say, it was interesting to see how much the city prepares itself for such an event!

Here is an update on what is going on for suppliers at the National level:

- SGMP National Awareness – SLR and the Education Foundation are both working on National Awareness initiatives. Stay tuned for more to come on this exciting program.
- Supplier Tool Box – The SLR is really working hard to make this a great tool for all suppliers. Once it is completed you will be able to locate it on the National website – [www.sgmp.org](http://www.sgmp.org) – and it will contain helpful information such as: important government websites, best practices, mentor information, CHSP designation details and more.
- Additionally, the SLR will be doing a workshop at the National Conference on the New Supplier Toolbox.... don't miss it in May!
- CHSP (Certified Hospitality Sales Professional) – Once again, this study session/review and testing will be offered at National Conference for the supplier members. For more information please see [www.sgmp.org](http://www.sgmp.org) and register early!!!

As always, if anyone has any suggestions, ideas, or concerns please communicate them to me, so that they can be shared with others during the Leadership Roundtable sessions. SGMP is an organization that truly listens to and supports their suppliers. Everyone's voice really does make a difference!

## Wisdom is the Reward for a Lifetime of Listening

*By Chuck Gallozzi*

### **A valuable gift**

The gentle art of listening is a magnificent gift that we can give to others and ourselves. When we listen to others, we show that what they have to say is worthwhile. Therefore, we instill in them self-worth and confidence. Even if what they have to say doesn't help us, it will help them, for as flowers unfold and mature when placed in the sun, people blossom and grow when exposed to a listening ear.

The benefit to us is equally important; after all, how can we learn unless we listen? That's why Zeno of Citium said, more than 2,000 years ago, "The reason why we have two ears and only one mouth is that we may listen the more and talk the less." The reward for listening, then, is wisdom.

When listening to good friends, we may be exposed to knowledge, inspiration, and sound advice. For this reason Henry J. Kaiser said, "I make progress by having people around me who are smarter than I am and listening to them. And I assume that everyone is smarter about something than I am." Although failure to listen can be harmful, no one ever listens themselves out of a job, sale, or friendship! By listening to others we learn what to do and what to avoid. At the same time we forge relationships that strengthen our position. Friends speaking in confidence reveal that they experience the same feelings we do, so we learn that we are not alone. Listening is also an opportunity to console, reassure, and comfort others.

### **How to listen**

Being a good listener isn't easy. In fact, the only easy listening you'll find is on the radio! What makes listening so difficult? Our ego. Too often we pretend to be listening while our mind is racing, trying to think of something to say. The urge to interrupt and get in a word is powerful. We seem to want to hear ourselves just to confirm and validate our existence. And if our partner allows us to speak, instead of ending after making our point, we continue to speak for our own satisfaction. Not wanting to give up the pleasure of speaking, we then seek to control the conversation by spewing out endless chatter.

So, how should we listen? First, dump your ego. Leave it outside the door. Look at your partner and focus on what is being said. Ask yourself what can be learned and how can both of you benefit from this conversation.

Next, be aware of your own opinions, experiences, and attitude. That is, are you listening objectively, or are you coloring what is being said with your own interpretation? To prevent yourself from distorting the facts and misunderstanding your partner, regularly stop the conversation and verify whether your understanding is correct. To confirm, simply state, "So, what you are saying is . . ." (repeat what you think was said), "and what you mean by that is . . ." (say what you think they meant).

Also, to get the greatest benefit from the conversation, try to put yourself in the place of the speaker. Attempt to experience their emotions and understand why what they're saying is significant to them. When this is done, you'll be able to enlarge your own experiences and understanding. Moreover, it will also make the speaker more apt to open up. Thus, both parties experience an ever-widening expression of growth. Remember, you can't walk a mile in someone else's shoes until you take off your own, so take them off (set aside your ego). And if you wish to become wise, never stop asking people for their opinion. Is there anything you shouldn't listen to? Of course! Don't listen to gossip and negativity, for you are here to spread good, not ill, will.

**You can contact Chuck Gallozzi at [gallozzi@interlog.com](mailto:gallozzi@interlog.com) Read more of his articles and sign up for a bi-weekly inspiring newsletter at <http://personal-development.com>**

# NATIONAL SILENT AUCTION

## National Annual Silent Auction

By Carrie Elkins, SGMP National Headquarters

Back by popular demand, SGMP will once again go on-line for the Annual Silent Auction! Load up your wagon and grab your pans, it is time to head out West. A Gold Mine of Education has just been discovered in Sacramento. Golden opportunities are plentiful and much help is needed panning for auction items.

Like last year, only SGMP miners will be able to bid on the auction items through the members only section of the website. With your generosity and support, we anticipate generating enough Gold Nuggets to bring the best in industry education. In addition, awarding more conference scholarships than last year to our valued SGMP Planner and Supplier members is top priority.

### PLANNERS

Do you have a craft or hobby item that you could donate to the auction? Does your area have a specialty product you would like to donate? No matter how small, any item that you think might be of interest for bidding at the auction would be appreciated. We want to offer something for everyone's budget.

### SUPPLIERS

Consider collaborating with your local CVB, sister properties or your community at large to put together a package to showcase your property, city and region. You might include multi-night stays with food and tickets to local attractions such as museums, sporting events, theater or night club shows. Who wouldn't want to bid on a gift basket that might contain a spa package, massage or golf with amenities that would compliment the main item? The Silent Auction is a great way to publicize your property and show your support for SGMP. Be creative so that your property/items/package are the topic of discussion and attracts competitive bidding. Web links to donor websites will be able to be listed with the items donated, if desired. A photo can also be included with the item description.

The funds received will provide continued educational opportunities for personal and professional growth to all members through scholarships and other resources. We are striving to get more planners on the tradeshow floor than ever. The money raised will help do so. The auction will run April 18-22, 2005 with a "preview" of items April 1-15, 2005. Donations will be accepted until March 25, 2005. Once again thank you for your support of this fundraiser! See you at the California Gold Rush, a Gold Mine of opportunities awaits May 18-21, 2005. The donation form is available under the members only section of the website under Chapter Resources. Please fill the form out and mail or e-mail to Carrie at National Headquarters [carrie@sgmp.org](mailto:carrie@sgmp.org).

**NOTE: MOCAP would like to put together a package/basket for the Silent Auction!  
Please contact a Board member if you are interested in contributing.**



Welcome to our "newest" MOCAP Member!!

Michelle & Chris Burrows welcomed Joshua Braun into their family on Monday, February 28th at 6:18 p.m.

Both Mom and Baby are doing well!

## Presidential Thoughts

*By Denise Evans, President*



Where to start – I am thankful for being back in employment with the Department of Natural Resources – my temporary position is located in the Division of Geological Survey and Resource Assessment; what a wonderful group of people. Further, my email address is the same as I previously had: denise.evans@dnr.mo.gov.

It has been a whirlwind of events over the past two months and once again, I was brought to realize how very important SGMP is to me. The business part is very rewarding, but the actual friends; that stand by you come what may, are absolutely awesome. I cannot even start to count the number of emails, cards and calls I have received from not only Missouri members, but also acquaintances that I have made throughout the organization. This is the best group of people to be found anywhere!

Our Relay for Life team is now full and what a GROUP! As usual, the people that have stepped up to make sure that this event is exciting and rewarding are amazing. I just received the charity basket listings and our suppliers (#1) have gone way beyond, once again. I would love to see that each member of the Chapter sell at least \$25 worth of tickets, which in no way is a hard sell. Do the best you can, not only for the Chapter, but also for the great and very worthwhile organization of "American Cancer Society – Relay for Life." The SGMP team was one of the top four at the Cole County event last year – would love to see us go at least one step up this year.

There are several topics that I would just like to highlight including:

- Sponsorships are still available for 2005 luncheons and giveaways. If you are interested, please contact Jennifer Commuso no later than March 31, at jen\_commuso@hilton.com.
- The tradeshow is in ongoing planning stages – mark your calendar now for July 12 at Capital Plaza Hotel in Jefferson City, "Under the Big Top."
- The scholarship process is complete and recipients will be announced at the March Bosses Luncheon. Bosses gifts have been ordered and I think everyone will be impressed.
- Plans to attend the National Educational Conference are underway and I think that some of the group has already made their plane reservations. It promises to be a great event with the opening reception scheduled for Old Town Sacramento. CALIFORNIA HERE WE COME!
- If you are a Supplier and wish to apply for Becky Weber's previous position of Secretary on the MOCAP Board, please let one of the present Board members know. Becky will be missed, but never forgotten and promises to stay in touch.

*continued on page 12*

### Chapter calendar 2005 Programs & Locations

<b>Date:</b>	March 10, 2005
<b>Location:</b>	Meadow Lake Country Club
<b>Program:</b>	Boss's Day
<b>Date:</b>	April 14, 2005
<b>Location:</b>	Apple Creek
<b>Program:</b>	Annual Charity Event
<b>Date:</b>	May 12, 2005
<b>Location:</b>	Country Club Hotel and Spa - Lake Ozark
<b>Program:</b>	Tradeshow Etiquette
<b>Date:</b>	June 9, 2005
<b>Location:</b>	Summit Lake Winery
<b>Program:</b>	Awards Reception
<b>Date:</b>	July 12, 2005
<b>Location:</b>	Capitol Plaza Hotel - Jefferson City
<b>Program:</b>	Annual Joint Meeting Planner Tradeshow
<b>Date:</b>	August 11, 2005
<b>Location:</b>	Governors State Office Building, Room 450
<b>Program:</b>	Family Feud - presented by Maurine Hill
<b>Date:</b>	September 8, 2005
<b>Location:</b>	Quality Inn - Jefferson City
<b>Program:</b>	TBD
<b>Date:</b>	October 13, 2005
<b>Location:</b>	Ramada Inn Conference Center - Columbia
<b>Program:</b>	Government/Supplier Panel - presented by Lagina Fitzpatrick
<b>Date:</b>	November 10, 2005
<b>Location:</b>	Best Western Capital Inn - Jefferson City
<b>Program:</b>	TBD
<b>Date:</b>	December 2005
<b>Location:</b>	TBD
<b>Program:</b>	Holiday Extravaganza and Silent Auction

# ANNOUNCEMENTS

continued from page 11

It is a changing time in government these days in Jefferson City. We ask that each of you try to bring in at least one new member within the next three months. Keeping our membership high is a challenge, but still attainable and considering our number of attendees at the February meeting (89), we are LOOKING GOOD. Keep up the great work. Without each of you, we would not be the successful chapter that we have become. Thank you!

We are looking forward to a fabulous March meeting at the Meadow Lake Country Club – hope to see everyone there and don't forget to bring your Boss. As always, if you have a question or concern, please feel free to contact me.

**It is good to have an end to journey toward;  
but it is the journey that matters, in the end.**

**- Ursula K. Le Chin**

*Kelly (Sanchez) and Scott Heiman were married on December 11, 2004, in a little chapel on the beach at Captiva Island, Florida. Present were 43 of their closest friends and family. Congratulations and best wishes!*

**Don't Forget your  
tickets for the charity  
basket raffle!  
Sell! Sell! Sell!**

*The Joplin Convention & Visitors Bureau has moved to a new home! JCVB is now located in City Hall, housed in the historic Newman Building in the heart of downtown Joplin.*

*The new address is:  
Joplin Convention & Visitors Bureau  
602 S. Main Street  
Joplin, MO 64801*

## **2004—2006 MOCAP Board of Directors**

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