



# Capital Event

Florida SGMP Capital Chapter

November 2015 Volume 14 Issue 11

## November Presidents Message

Happy Holidays everyone! I hope you had a wonderful Thanksgiving holiday with your family and friends. Thank you to everyone who brought a guest to the November meeting, it was great to see so many new faces and hopefully they will become new members of our Chapter.

We had a great turn out in November with more than 50 people in attendance! Special thanks to Mary Jo Ortiz and the Hilton Daytona Beach for sponsoring and giving thanks to our chapter with a wonderful meal and drinks for our members and guests. Our speaker Brett Kolmetz at Hotel Duval is also a wonderful host and friend of SGMP and educated us with a wonderful presentation on "Revenue Management". Brett's presentation was eye opening for planners who got a glimpse into how hotels set their rates and provided valuable insight into how planners and suppliers can work together to find the best rates and dates for their meetings.

We are extremely excited for next month's "Lift Your Spirits" Holiday party sponsored by SGMP Treasurer Chris Capozzi at The Plaza Resort & Spa. The event takes place at Marie Livingston's Steakhouse on Tuesday, December 8<sup>th</sup> from 5:30 to 7 p.m.

Thank you to everyone who brought a bottle of wine to the November meeting for our "wine and spirits pull" – you will attend our December event for free! The holiday party is one of our most well attended events and a great networking opportunity – please bring your family and friends to celebrate with us. You can register to attend today at [www.sgmpfl.org](http://www.sgmpfl.org). All payments for this meeting will be collected at the door .



*Jason Zaborske*



Lift your Spirits—December 8th! Bring your wine or spirits to the November

**The December meeting will be the "Lift your Spirits" fundraiser. Members are asked to donate a bottle or wine or Spirits worth at least \$10.00. Members donating to the fundraiser will have their registration fee waived for the December meeting.**

**Brett Kolmetz, Director of Sales at the Hotel Duval** shared the principles of hotel revenue management with the group. He shared some great tips to consider when booking government groups at hotels. Brett noted that the STAR report is an important tool that the Revenue Manager, Director of Sales, and General Manager use to determine if a group is a good fit for the hotel.



Brett Kolmetz of the Hotel Duval

## Thank you Mary Jo with Hilton Daytona Beach.

The reception was fantastic including carved turkey w/gravy, mashed potato bar with all the fixings, grilled veggies and farmers market vegetable platter. The high end open bar was a big favorite too! Delicious variety of coffees with white chocolate, mocha, or caramel additives. Thank you for sponsoring this month's meeting!



Zandra Gilley invited two guests! Nina Hayward and Katie Hood



**HELP WANTED!** Are you the creative type? Interested in helping with the newsletter? Contact Betty Homan-Bolick at [Betty@SiteSearchInc.com](mailto:Betty@SiteSearchInc.com) for more information.



James Moran invited Vernon Bryant

**SUPPLIER SPONSOR SPOTLIGHT!**

Mary Jo Ortiz with Hilton Daytona Beach! Long time Supporter of the Florida Capital Chapter!!!

**EXTRAORDINARY MEETINGS AT FLORIDA'S MOST LEGENDARY BEACH**

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**SGMP MEETING MONTHLY**

The Florida Capital Chapter of SGMP Holiday Party will be held on Tuesday, December 8. It is very important that you register yourself and any guests even if you are donating a bottle to the cause. An accurate count is needed to make sure that the location has enough food for all. Please RSVP by this Friday, December 4<sup>th</sup>.

December 8, 2015- "Lift Your Spirits" Holiday Reception

5:30-7:00, Board Meeting: 4:30-5:30

**Sponsor:** The Plaza Resort & Spa

Chris Capozzi, Group Sales Manager

(386) 267-1604

[CCapozzi@PlazaResortandSpa.com](mailto:CCapozzi@PlazaResortandSpa.com)

[Website](#)

**Location:** Marie Livingstons

<http://marielivingstonsteakhouse.com/>

Please [Register Online](#) for the December meeting, and bring a bottle of wine or spirits valued at \$10 or more to attend our holiday party for free.