

September 2008  
Volume 5, Issue 8

# Capital Events



## Special Interest Articles:

- Leadership
- Regional Conference Session - Cont'



## Individual Highlights:

President's Message	2
Committee Reports	3
Food for Thought	3
Next Meeting Date	4
About SGMP	4



## "Leadership"

Larry Ferguson, Department of Transportation

The speaker for September's meeting was Larry Ferguson from the Department of Transportation. Larry spoke on Leadership – with a unique perspective we could all relate to. He talked about four short stories, each with a lesson about lifelong learning.

Gloria Marion-Smith (left), our speaker, Larry Ferguson (middle), and Ellen Sliger (right)



Lesson of the LION:  
If you're not practicing and learning some else is!

Lesson of the TIGER:  
Find the balance between rules and common sense – learn what to do when the "tiger" comes.

Lesson of the PEGNUIN:  
Learn from those who know the work and do the work and love the work!

Lesson of the GOVERNOR& FORGER:  
Be honest with yourself and with others. Ask honest questions and expect honest answers!

Lifelong learning is the key to great leadership. We can all become leaders if we so desire. Learn from those around you.

Larry Ferguson (right)



**"A Smile - Universal"**  
*to you from the mystery writer*



**President’s Message – Ellen Sliger, Florida Capital Chapter President**

Thank you to the Board Members for putting together a great September meeting. The speaker was terrific. Remember, we can all become a leader in one way or another.

Check the website for up-coming programs, committee information, and meeting sponsorship. We all need to get involved to make this the best SGMP chapter. Getting involved will earn you PACT points for scholarships. With the continued budget cuts, we all need to support each other. When planning a meeting, please try to utilize our SGMP Supplier properties. They support us throughout the year, and we need to support them whenever possible.

Hope you all are having a fantastic fall and enjoying this cool weather.

**2008 Regional Conference**

My attendance at the 2008 SGMP SE Regional Education Conference in Jacksonville, FL on August 3-6, 2008 afforded me the opportunity to network with planners and suppliers as well as increased my knowledge of meeting planning. The Conference provided sessions that were very interesting and interactive. One of the sessions of interest was "The Life of an RFP."

**“The Life of an RFP”**

Moderated by Betty Ann Lewis, Sales Manager  
Royal Plaza Hotel in the Walt Disney World Resort, Orlando

This session was an interactive discussion between planners and suppliers. It began with a sales team reviewing RFP's and explaining why hoteliers bid on some RFP's and not on others. For the supplier, the following areas were of most important; the completeness of the RFP submitted, the description of the group and purpose of the event, the budget which included guest room rate, meeting room rental, and the willingness of the group to commit to Food and Beverage which could lower or waive meeting room rental. Also of much significance from the supplier was the indication of hot buttons, history of previous meetings, deal breakers such as waiving resort fees and who would be a part of the decision making process and the date of the decision? In the preparation of an RFP, the planner is interested in knowing whether the meeting room rental can be comp'd with minimum Food and Beverage. Is the hotel willing to be creative and offer themed events, meal functions, breaks, etc? Is the hotel green lodging certified? Can the parking and resort fees be waived? Can the hotel accept PO's? Can the hotel offer comp wi-fi or reduced cost? Can the hotel offer a Welcome Reception or welcome gifts to the VIP's? Is the hotel ADA compliant? Is the hotel willing to negotiate attrition or waive? Lastly, are there restaurants/activities on property or within walking distance?

The RFP's were discussed by both the planners and suppliers and each group shared the benefits as well as discussed the non-negotiated areas. This session accomplished its goal of getting planners and suppliers to carefully evaluate an RFP, particularly assessing the hot buttons, concessions, goals/objectives of the meeting and whether or not it will be a good piece of business.

Submitted by  
Retha Nero

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**SGMP Board**

*Ellen Sliger  
President*

*Arlene Roberts  
Immediate Past  
President*

*Amy Brown  
First Vice President*

*Chantale Acacia  
Second Vice President*

*Claire Smith  
Secretary*

*Suzanne Kelly  
Treasurer*

*Directors:  
Marcia Burks  
Suzy Keenan  
Karen Lambert*



## Committee Reports

**New Members – We need new planner members!!!** Planners need to invite a co-worker who plans meetings to our October meeting. Suppliers need to invite planners that they do meetings with to a meeting. Let them see what we are about and the networking they can enjoy.

**PACT – Suzanne Kelly reports;** During September's chapter meeting, several members were presented PACT pins in recognition of reaching PACT service levels. Melissa Jackson received a red pin (125 points), Suzy Keenan received a blue pin (350 points) and Suzanne Kelly received a white pin (700 points). PACT points are awarded for participation on committees, RSVPs, meeting attendance, etc. For more information about PACT, you can contact Suzanne Kelly at (850) 245-4110.



Suzy Keenan (left), receiving her Blue level PACT pin, 350 points



Ron Dye, Staybridge Suites, offered his property for the meeting this month.

## Food for Thought

### Gabrielle's Spicy Hummus Recipe

2 15 oz. cans chick peas (garbanzo beans), drained  
 1 cup roasted red peppers - 2 Tbsp. sundried tomatoes  
 3/4 cup fresh cilantro  
 6 Tbsp. fresh squeezed lemon juice  
 4 Tbsp. tahini - 3 Tbsp. recaito  
 2 large cloves garlic or 1 elephant clove garlic  
 1/2 tsp. cumin - 1/4 tsp. coriander  
 1 Tbsp. fresh ground pepper - 1 tsp. kosher salt  
 3 Tbsp. hot pepper sauce or chipotle sauce  
 Chili peppers (drained & crushed or dried) to taste (I use about 3-4)

Put all ingredients in food processor until desired consistency. Serve with crackers or pita bread. Very low fat version of hummus that will please your taste buds!

Gabrielle, D. M.  
 Florida State University  
 Gabrielle Consulting

### Committee Chairs

Archives  
 George Fong

Community Service  
 Suzanne Kelly

Honors & Awards  
 Arlene Roberts

Member Services  
 Marcia Burks

Membership Recruitment  
 Marcia Burks  
 Arlene Roberts

Membership Retention  
 Arlene Roberts

National Conference  
 Arlene Roberts

Programs  
 Gloria Marion-Smith

Publications and  
 Communications  
 Arlene Roberts

Special Events  
 Ellen Sliger



**SGMP Florida  
Capital Chapter**  
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If you have an article  
or recipe you would  
like to submit, please  
contact

Arlene Roberts,  
Publication

Committee Chair,  
According to Policy: The  
newsletter will be used to  
promote chapter matters only.  
The newsletter will not be used  
to promote a member's  
business or hotel site.



We're on the Web!

See us at:

[www.sgmpfl.org](http://www.sgmpfl.org)

National's Web Site

[www.sgmp.org](http://www.sgmp.org)

## Membership Report

As Of Our 9/9/08 Report  
52.0% Planners  
41.1% Suppliers  
Govt. Planners – 51  
Contract Planners – 4  
Suppliers – 42  
Assoc Suppliers – 1  
Educator/Student - 2  
Retired – 7  
Total Members - 107

## Looking Ahead

National Conferences:  
May 13-16, 2009  
Louisville, KY-The Galt House  
May 19-22, 2010  
Kansas City, MO -The Hyatt and  
The Westin at Crowne Center  
June 8-11, 2011  
Norfolk, VA -The Sheraton and  
The Marriott Waterside

## About Our Organization...

The SGMP Florida Capital Chapter chartered June, 1989 with 35 members. The chapter offers a variety of services to its members, including monthly educational programs, leadership opportunities, social activities and a strong code of ethics.

## Mission Statement

The Society of Government Meeting Professionals is a national organization dedicated to improving the knowledge and expertise of individuals in the planning and management of government meetings through education, training, and industry relationships.

## October Membership Meeting

“Survival in Today's Workplace”

Tuesday, October 14, 2008  
5:30 pm – 7:30 pm  
Staybridge Suites

Sponsored by  
Staybridge Suites, Tallahassee  
and La Quinta, Panama City

RSVP  
[Ron.dye@dellisart.com](mailto:Ron.dye@dellisart.com)

## Monthly Board Meetings

The Board meets the same day and place as the membership meeting beginning at 4:30 pm. Members are welcome to attend, and minutes are available upon request.

## A Need to Know – Upcoming Programs and Events

October 14, 2008 – Survival in Today's Workplace: Avoid Burnout, Manage Conflicts, Do More with Less  
November 18, 2008 – Federal and State ADA Accessibility Act  
December 16, 2008 – Annual Holiday Charity Event

**TSAE Education Day – October 15, 2008**

**ELLEN SLIGER, PRESIDENT  
FLORIDA CAPITAL CHAPTER**