

MPI

WISCONSIN CHAPTER

MEETING PROFESSIONALS INTERNATIONAL



2007 – 2008 Annual Report



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President's Message



Our Chapter continues to prove how strong it is, as you will see with review in the 2007-2008 Annual Report. The Board of Directors, Team Leads and Volunteers continue to dedicate countless hours to make this Chapter a success. The generosity of our members, sponsors and partners continue to provide us with not only financial success but overall success.

- We are the 22nd largest Chapter globally out of 68 Chapters with 376 members. This accounts for 1.89% of total membership with MPI.
- Our retention rate is 2nd highest within International! Great job! We have approximately a 50/50 split between Planner and Supplier members.
- Wisconsin member satisfaction with the Chapter overall is 5.09 out of a possible 6, again great job!
- We have 127 active volunteers who work tirelessly to make this Chapter successful.
- Our Chapter donated \$7,183 to the Wisconsin Badger Red Cross to assist with the relief efforts for all the victims touched by the flood devastation this past spring.

As I review the past year, I continue to be amazed at the passionate people I have been lucky enough to have been surrounded by on the Board and at meetings. I know I probably keep repeating myself, but I can't thank the volunteers who put in so many hours to make this Chapter what it is today! Everyone should be proud to be a part of the Wisconsin Chapter. I am beyond proud that I made my home in Wisconsin and with this Chapter, which has become a part of my family.

I would also like to thank Morgan Data Solutions for all their hard work and passion for our Chapter and MPI; we couldn't do it without you!

The Board of Directors - what can I say? Words cannot express my gratitude over the past year and it truly has been an honor serving with each one of you.

Well, this is it, my last official article as President, not with a sigh of relief but with a feeling of accomplishment. Remember last May (yes over a year ago), I took the podium at the Awards Gala as your incoming President. I spoke to each of you about how you can do it - yes you have children, a job, a husband, a life, but you can also have a personal goal for you, an attainable goal. A goal, to be a volunteer, a leader, a Board member, maybe president. I see the passion in all of our eyes and I can see this Chapter moving forward because of YOU!

Remember, if I can do it, so can you!

Paulette S. Heney, CMM
2007-2008 President

Board of Directors 2007-2008		Group & Team Leaders 2007-2008		Award Recipients 2007-2008	
President Paulette S Heney, CMM Meetings & Incentives	Awards Gala Carina Tran, CMP	Fundraising/Raffle Team Lead Kim Jones	Rising Star Award Joey Greeno		
President-Elect Mae Ibe, CMP Fox Cities CVB	Budget & Finance Laura Cornell, CMP	Retention Team Lead Jodi Goldbeck, CMP	Planner of the Year Linda Hale		
Immediate Past President Steven M Lorenz, CMP Meetings & Incentives	Bylaws & Policies Steven M Lorenz, CMP	MPI-WI/WSAE Golf Outing Team Leads Tina Luther, CMP Carmen Smalley	Supplier of the Year Laura Cornell, CMP		
Vice President-Communications Tami Gilbertson, CMP WPS Health Insurance	Nominations Steven M Lorenz, CMP	September Education Team Lead Linda DuPont	Meetings Industry Advocate Paulette S Heney, CMM		
Vice President-Finance Laura Cornell, CMP Monona Terrace	Community Outreach Wanda Gilles	October Education Team Lead Lisa Kostka	Hall of Fame Cinda Vingers, CMP		
Vice President-Member Care Michelle Eggert, CMP Conference Direct	Partnership Marketing Lisa Skroblin	November Education Team Lead Marin Medema Cindy Foley, CMP	Industry Partner Wisconsin Dells VCB		
Vice President-Education Susan Arts, CMP Meetings & Incentives	Awards & Scholarships Meghan Costello	Holiday Party Team Lead Tracy Schmidt	Team of the Year Fall Education Day Marin Medema Cindy Foley, CMP		
Planner Director Sherry Benzmilller, CMP Energy Center of WI	Strategic Alliances Carmen Smalley	January Education Team Lead Naomi Tucker, CMP	Kristin Bjurstrom Kruger Scholarship Alexandra Chugina		
Supplier Director David Helgeson, CMP Radisson Paper Valley Hotel	AGENDA Newsletter Editors Lisa Lanting, CMP Lori Fuhrmann	February Education Team Lead Alison Huber	Journalism Award Sue Lidstrom		
Planner Director Denise Henson Racine Marriott	Website Lori Fuhrmann	March Education Team Lead Linda DuPont, BA	Professional Grant Award Carmen Smalley		
Planner Director Marie Johnson, CMP Midwest Airlines	Public Relations & Marketing Alison Huber	April Education Team Lead Sherry Benzmilller	President's Award Tami Gilbertson, CMP		
Supplier Director Susan Kainz Delafield Hotel	Women's Leadership Initiative	May Education Team Lead Julie Finco			
Supplier Director Katy Lederer Radisson Hotel Milwaukee West	CMP Study Group				
Supplier Director Tina Luther, CMP Heidel House Resort	Government Affairs				
Planner Director Naomi Tucker, CMP Humana	Advocacy Team Lead				

Special thanks to our 2007-2008 sponsors. Their support of our chapter and profession help us all succeed!

Strategic Alliances

Gold \$5,000 +	Silver \$2,500 - \$5,000	Bronze \$500 - \$2,500
	Chula Vista Resort Clock Tower Resort, Rockford, IL Hilton Garden Inn/Oshkosh with EAA Museum InterContinental Milwaukee Kalahari Resort Lake Lawn Resort, Delevan Marcus Hotels & Resorts Quality Inn & Suites, Madison Radisson Hotel & Conference Center – Green Bay Rockwell Automation Sheraton Milwaukee Brookfield The Delafield Hotel The Rio All Suites Hotel & Casino - Las Vegas Wisconsin Dells VCB	Clearwing Productions Continental Airlines Energy Center of Wisconsin Midwest Airlines Monona Terrace Convention Center Omnipress Radisson Paper Valley Hotel - Appleton The Osthoff Resort

Meetings 2007-2008

September 2007 Radisson Hotel, Green Bay What's New In Hotel Contracts	February 2008 Delafield Hotel, Delafield Wellness Through Laughter
October 2007 Lake Lawn Resort Leadership in the Changing World	March 2008 Clock Tower Resort, Rockford IL Leveraging Diversity
November 2007 Chula Vista, Wisconsin Dells Fall Education Day	April 2008 Hilton, Oshkosh Green Meetings
December 2007 Intercontinental, Milwaukee Rev Up the Supplier/Planner Relationship	May 2008 Sheraton Brookfield Spring Education
January 2008 Quality Inn Suites, Madison Presenting Your Ideas	June 2008 Kalahari Leadership Retreat/Golf Outing

		Jul '07 - Jun 08	Budget	\$ Over Budget	% of Budget
INCOME					
ADVERTISING					
	e-Announcement Ads	1,500.00			
	Employment Ads	1,250.00	1,000.00	250.00	125.0%
	Newsletter	62,943.00	60,700.00	2,243.00	103.7%
	Website Ads	4,400.00	3,528.00	872.00	124.7%
Total ADVERTISING		70,093.00	65,228.00	4,865.00	107.5%
DUES REBATE					
	Member Dues	19,057.50	15,600.00	3,457.50	122.2%
	Subscriber Dues	750.00	720.00	30.00	104.2%
Total DUES REBATE		19,807.50	16,320.00	3,487.50	121.4%
INTEREST					
	INTEREST-CD	2,758.15	2,200.00	558.15	125.40%
	INTEREST-MM(Savings)	713.31	800.00	-86.69	89.2%
Total INTEREST		3,471.46	3,000.00	471.46	115.7%
MEETING REVENUE					
	Education Days	33,118.00	34,850.00	-1,732.00	95.0%
	Education Programming	18,980.00	22,950.00	-3,970.00	82.7%
	Special Events	18,986.00	26,275.00	-7,289.00	72.3%
Total MEETING REVENUE		71,084.00	84,075.00	-12,991.00	84.5%
MISCELLANEOUS		100.00			
RAFFLE INCOME					
	Raffle Education Days	1,067.00	1,050.00	17.00	101.6%
	Raffle Education Programming	2,838.00	1,750.00	1,088.00	162.2%
	Raffle Special Events	4,071.00			
Total RAFFLE INCOME		7,976.00	2,800.00	5,176.00	284.9%
SPONSORSHIP		14,800.00			
STORE MERCHANDISE		0.00	250.00	-250.00	0.00%
STRATEGIC FUNDRAISING		1,000.00	2,000.00	-1,000.00	50.0%
Total Income		188,331.96	173,673.00	14,658.96	108.4%
EXPENSE					
ADMINISTRATION					
	Commission-Advertising	7,004.30	6,470.00	534.30	108.3%
	Phone/Fax	917.63	1,500.00	-582.37	61.2%
	Postage	325.36	1,200.00	-874.64	27.1%
	Printing	1,072.94	1,400.00	-327.06	76.6%
	Services	45,000.00	45,000.00	0.00	100.0%
	Supplies	970.32	1,200.00	-229.68	80.9%
	Travel	1,323.54	1,375.00	-51.46	96.3%
Total ADMINISTRATION		56,614.09	58,145.00	-1530.91	97.4%
AGENDA					
	Design	6,046.00	5,400.00	646.00	112.0%
	Printing	13,365.87	11,400.00	1,965.87	117.2%
Total AGENDA		19,411.87	16,800.00	2,611.87	115.5%
AWARDS					
	Awards	184.72			
Total AWARDS		184.72			
BAD DEBT		148.00			
BANK FEES					
	Bank Service Charges	974.40	720.00	254.50	135.3%
	Credit Card Fees	3,037.16	4,100.00	-1,062.84	74.1%
Total BANK FEES		4,011.56	4,820.00	-808.44	83.2%

		Jul '07 - Jun 08	Budget	\$ Over Budget	% of Budget
EXPENSE (Cont.)					
CHARITABLE DONATIONS					
	Charitable Donations	7,433.00			
Total CHARITABLE DONATIONS		7,433.00			
GRANT EXPENSES					
	MPI Exchange Grant	90.09			
Total GRANT EXPENSES		90.09			
LEADERSHIP & CONT ED EXPENSE					
	June Leadership Retreat	3,172.69	2,000.00	1,172.69	158.6%
	Midyear Leadership Retreat	621.81	1,500.00	-878.19	41.5%
	MPI CLC	1,576.31	3,500.00	-1,923.69	45.0%
	MPI PEC	3,879.69	4,210.00	-330.31	92.2%
	MPI WEC	3,823.09	4,210.00	-386.91	90.8%
	Scholarship/Grant	1,000.00	1,000.00	0.00	100.0%
Total LEADERSHIP & CONT ED EXPENSE		14,073.59	16,420.00	-2,346.41	85.7%
MEETING EXPENSE-Education					
	Board Meeting	75.16			
	Handouts & Copies	0.00	300.00	-300.00	0.0%
	Host Reimbursement	7,201.09	8,640.00	-1,438.91	83.3%
	Speaker Expenses	7,200.00	10,500.00	-3,300.00	68.6%
	Travel Expense - Speaker	2,670.88	2,500.00	170.88	106.8%
Total MEETING EXPENSE-Education		17,147.13	21,940.00	-4,792.87	78.2%
MEETING EXPENSE-Education Day					
	A-V Needs	0.00	1,500.00	-1,500.00	0.0%
	Handouts & Copies	200.46	100.00	100.46	200.5%
	Host Reimbursement	10,237.70	10,500.00	-262.30	97.5%
	Meeting Notice Design	300.00	550.00	-250.00	54.5%
	Meeting Notice Postage	1,449.90	900.00	549.90	161.1%
	Meeting Notice Printing	2,256.34	1,260.00	996.34	179.1%
	Speaker Expense	4,566.00	8,000.00	-3,434.00	57.1%
	Travel Expense Speaker	467.66	2,400.00	-1,932.34	19.5%
Total MEETING EXPENSE-Education Day		19,478.06	25,210.00	-5,731.94	77.3%
MEETING EXPENSE-Special Events					
	Handouts & Copies	277.66			
	Host Reimbursement	16,719.42	13,400.00	3,319.42	124.8%
	Meeting Notice Design	182.50			
	Meeting Notice Postage	0.00	200.00	-200.00	0.0%
	Meeting Notice Printing	0.00	200.00	-200.00	0.0%
	Speaker Expenses	250.00			
Total MEETING EXPENSE-Special Events		17,429.58	13,800.00	3,629.58	126.3%
MEMBERSHIP					
	Member Recruitment & Retention	0.00	700.00	-700.00	0.0%
Total MEMBERSHIP		0.00	700.00	-700.00	0.0%
OFFICER EXPENSE		1,216.95	750.00	466.95	162.3%
STORE MERCHANDISE EXPENSE		14.77	250.00	-235.23	5.9%
TAXES		6,350.24	3,500.00	2,850.24	181.4%
WEB PAGE					
	Development Fees	6,725.00	7,500.00	-775.00	89.7%
	Members Only Hosting	3,000.00	3,000.00	0.00	100.0%
	SSL Certificate Purchase	39.90	598.00	-558.10	6.7%
	Survey Fee	200.00	240.00	-40.00	83.3%
Total WEB PAGE		9,964.90	11,338.00	-1373.10	87.9%
Total Expense		173,568.55	173,673.00	-104.45	
Net Income		14,763.41	0.00	14,763.41	