



# Inn-Sight



Mid-Florida Chapter

Newsletter of the HFTP Mid-Florida Chapter \*Since 1973\* Nine Time HFTP Chapter of the Year.

\*Gateway to HFTP \* <http://www.hftp.org> \* Mid-Florida Chapter Web Site \* [www.midfloridahftp.org](http://www.midfloridahftp.org)

January 2017



**44% of this chapter is HFTP CHAE or CHTP certified!**

2017

## Officers & Directors

### Officers

#### President

*Nasir Naseer*

Holiday Inn Resort Orlando Suites -Waterpark

407-387-0242

[Nasir.Naseer@hisuitesorlando.com](mailto:Nasir.Naseer@hisuitesorlando.com)

#### Vice-President

*Christine Cipar*

Florida Hotel & Conference Center

407-816-5188

[Ccipar@thefloridahotelorlando.com](mailto:Ccipar@thefloridahotelorlando.com)

#### Treasurer

*Jack Griffith*

Centerplate

407-685-7520

[Jack.griffith@centerplate.com](mailto:Jack.griffith@centerplate.com)

#### Secretary

*Christina Finch*

Smart Professional Resources

407-478-1956

[Cfinch@smartprosource.com](mailto:Cfinch@smartprosource.com)

#### Chair of the Board

*Kelly Montgomery, CHAE*

Loews Hotels at Universal Orlando

407-503-9215

[kmontgomery@loewshotels.com](mailto:kmontgomery@loewshotels.com)

### Directors

*Gordon LeBlanc, CHTP*

Charter

386-235-3875

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407-535-6125

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*Susan Black*

Wyndham Orlando Resort Bonnet Creek

407-390-2320

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386-233-5478

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*Michael Dwulit, CHAE*

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407-996-9840

[mdwulit@rosenhoteles.com](mailto:mdwulit@rosenhoteles.com)

*HFTP Mid-Florida, Over 44 Years of Leadership, Scholarship, Participation, Service*

**"To lead and advance the hospitality profession by providing a forum for continuous learning and knowledge sharing".**

**General Meeting -Tuesday, January 24th, 2017**

**The Mid-Florida Chapter Hospitality Financial and Technology Professionals**

***Wyndham Orlando Resort, International Drive***

**8001 International Drive, Orlando, FL. 32819**

**Directions:** From Orlando, Take I-4 West (towards Tampa) take exit 74A to Sand Lake Road. Make a left on Sand Lake Road. Follow Sand Lake Road east to International Drive. The hotel is on your right. Self park along the International Drive side of the hotel as there are the most parking opportunities there. There is a light by Longhorn, where you can easily enter the hotel from International Drive. Self parking is complimentary. Guests would enter the hotel at letter F on site map below. Or if a guest would like to valet park, please enter from Sand Lake and pull straight ahead to the new main lobby.

### *Speaker and Program*

**Annetta Wilson**

**Annetta Wilson Media Training & Success Coaching**

**Topic: "Present Like a Pro How To Get Beyond No"**

*These educational sessions fall under specialized knowledge and applications geared to basic knowledge on the topic and there are no prerequisites for attending. One CPE credit hour may be earned for participation in each 50 minute session for a maximum of 1.0 CPE Credits*

**Reception Cash Bar at 6:00 pm**

**You may come early if you wish to spend more time networking.**

**Dinner at 6:45 pm**

***Menu:***

***Starter***

***Floridian Chop Chop***

***Fresh Spinach, Red Onion, Roasted Tomatoes, Pecans, Mandarin Orange, Crouton and Goat Cheese with Raspberry Poppy Seed Vinaigrette***

***Entrée***

***Panko Crusted Flat Iron Steak with Potato Gratin, Asparagus, Cognac Beef Demi***

***Dessert***

***Grand Marnier Bombe***

***Chocolate Sponge Cake with Grand Marnier White Chocolate Mousse***

**Please RSVP on our web-site: [www.midfloridahftp.org](http://www.midfloridahftp.org)**

**OR on your personal e-vite from the Chapter Secretary.**

**Reservations and cancellations before 12:01 pm Friday January 20th.**

**Please, no walk ins. No-shows and late cancellations will be billed.**

Dinner : Members with RSVP \$45.00, Non-Members and Guests or no RSVP \$55.00,  
HFTP Student Chapter Members \$25.00.

**Use the express registration line at the meeting, PAYPAL is available on the web-site.**

Like us on Facebook

**President's Corner****By: Nasir Naseer**

Fellow HFTP Mid-Florida Chapter Members,

On behalf of the Chapter officers and Board of Directors I would like to wish you & yours a very **Happy & Prosperous New Year**

As we close the book on 2016, it's a great time to look ahead at what's in store for us in 2017.

Our next meeting will be on January 24, 2017, at the Wyndham Resort on International Drive. Our Speaker is Annetta Wilson - Everyone who has lived in Orlando for some time should recognize her, she's a former news anchor and TV personality. I am told that she's absolutely amazing and engaging! The topic of the evening is: **"Present like a Pro How to Get beyond No"**. I eagerly look forward to seeing you all there!!

On February 21st, we will have our annual joint meeting with the IMA (Institute of Management Accountants). This is an opportunity to network with fellow financial professionals and benefit from an educational topic relevant to both organizations.

Our March meeting will be held on 28th, stay tuned for location and the speaker - Also in March we kick into our community support season with the Bacchus Bash on Friday, March 31st, Please mark your calendars and plan to join your fellow members at this food & fun event and make a difference in your community by volunteering a few hours of your time.

On April 20th, (It's a Thursday meeting) our semi-annual Mini- Educational Conference will be held at The Plaza Hotel at Daytona Beach. Just stay tuned for further details about this **"can't-miss"** event that will offer multiple CPE opportunities at no cost plus a lot of fun and networking with hotel & lodging association of Volusia County.

We are also on the look-out for speakers for our upcoming meetings. We have contacted various Speaker bureaus to identify interesting speakers and topics, but we would love to get suggestions from you. Because after all it is **"Your Chapter"** and your ideas and suggestions are always needed to make Mid-Florida, the best chapter in the HFTP universe.

**BTW - It's not too late to sign up for the prepaid meal plans for 2017** - (See Details in the Newsletter or contact the chapter treasurer)

Thank you again for your continued involvement and support to the Greatest Chapter in the HFTP Universe!

Sincerely,



HFTP Mid-Florida Chapter President

**Membership News, Embrace the vision, join the fun!**

Committee Chair, **Gregory Wilhelm, CHTP**  
407-923-5962 or [gregorywilhelm@mindspring.com](mailto:gregorywilhelm@mindspring.com)

YOUR Chapter currently has 130 members active in a wide range of activities such as; member education at the general meetings and mini-educational seminars.

We provide HFTP CHAE and CHTP certification reviews and testing.

We also give back to the community through participation in the Bacchus Bash, the Annual Golf Event to benefit Camp Boggy Creek and the American Cancer Society Cattle Baron's Ball.

Your chapter is looking for new and exciting properties to host our General Meetings. We are blessed to be in an area of so many excellent hotels, resorts and clubs.

We want to thank the properties that have hosted meetings already this year. Without their support and generosity our meetings would not be the great success they have been.

If you are interested in hosting a General Membership Meeting please contact any Board member. We would like to offer the Membership a chance to visit a number of new sites this year. Can you help?

**Welcome New Members .....**

Michael Honorio, Senior Account Executive  
Hotwire Communications

Brandie Lazorko, Staff Accountant  
Streamsong Resort

Darrin Whipple, Vice President  
Blue Squid Solutions, Inc.

Murat Kizildag, Associate Professor  
University of Central Florida

Tingting Zhang, Assistant Professor  
Rosen College of Hospitality Management

**HFTP Mid-Florida Chapter Member Responsibilities**

1. **S**erve on the Board of Directors or as an officer, if asked.
2. **U**tilize HFTP, participate in regional and international activities as often as possible.
3. **P**articipate by attending Chapter meetings regularly.
4. **P**rovide ideas on speakers, prizes for events and projects and host meetings.
5. **O**ffer to serve on a committee or otherwise volunteer your time and talents.
6. **R**eceive the honor of certification.
7. **T**o always maintain a professional decorum, be familiar with parliamentary procedure.

HFTP is an association of diverse individuals focused on the financial and technological aspects of the hospitality industry. It can only succeed through your contribution of time, talent and effort. The rewards of this type of volunteerism will be evident through your own personal and professional growth.

**We need your SUPPORT**

## HFTP Mid-Florida and You

### Leadership

Your chapter provides you a vehicle to grow in your personal and professional life through serving on chapter committees and the Board of Directors. Learn how to run a small business and lead the greatest HFTP chapter in the Universe. You will learn public speaking skills and gain confidence in your expertise.

You can get the opportunity to develop and execute chapter programs developing valuable leadership skills.

### Scholarship

Your chapter provides the HFTP CHAE and CHTP reviews and the testing for those two HFTP certifications in accounting and technology. We need you to help yourself and get certified. This should be a normal progression in your professional career. Your Chapter also provides Continuing Professional Education seminars at the General Meetings and Mini-Education events.

### Participation

Your chapter provides a chance for you to give back to your community by assisting at the CFH&LA's Bacchus Bash, the American Cancer Society Cattle Baron's Ball and the chapter golf event to benefit the kids at Camp Boggy Creek. Don't shy away, the chapter needs your time and talent. It also gives you the unique opportunity for chapter leadership at these events being part of the solution.

### Service

Your chapter provides the avenue for you to give of yourself in serving your fellow members and your community. We encourage you to get involved in your Mid-Florida HFTP Chapter. We need places to hold the monthly general membership meetings. We need our members to support the chapter events by supplying prizes and helping make these events successful. We need speakers for the General Meetings and the Mini-Educational.

Your chapter needs you to join the fun in serving others and gaining the satisfaction of personal growth through leadership, scholarship, participation and service.

**Embrace the vision, join the fun!**

**Sharpen your pencils, pack your note books and get ready for some  
FREE STUFF!**

*Learn, Connect, Succeed*

**HFTP Mid-Florida Chapter 2017 Spring Mini-Ed**

**Date: Thursday April 20, 2017 at the Daytona Beach Plaza Hotel**

**Afternoon Presentations:**

**Registration 12:30 pm to 1:00 pm**

**Four great afternoon Seminars and the Cost is ...\$ FREE, zip, zero, nada for 4 CPE credits.**

**Reception Cash Bar:**

**6:00 pm – 7:00 pm Dinner:**

**7:00pm - 8:00pm, Seminar 1 CPE**

**8:00 pm – 8:30pm Chapter Business**

**There will be excellent speakers on a wide variety of subjects. We will kick off the event at 1:00 pm, so plan to be there for a great afternoon and evening of informative speakers, good food and excellent company.**

*Interested in sponsoring a break, please contact: [Lori Schefstad](mailto:Lori.Schefstad@midfloridahftp.org), or [Susan Ferguson](mailto:Susan.Ferguson@midfloridahftp.org)*

#### COMMITTEE ASSIGNMENTS 2017

We need you !!! If you are interested in contributing to any of the committees, please contact any Board Member.

\* Denotes Chair or Co-chairs

#### Education – Mini Ed Conf.

\* Susan Ferguson 407-490-6024

Lori Schefstad 407-301-7368

Jose Aybar 407-535-6125

#### Job Bank/Legislative/By-Laws

\* Nasir Naseer 305-479-7861

#### Membership Relations/Recruitment

\*Gregory Wilhelm 407-923-5962 or

[gregorywilhelm@mindspring.com](mailto:gregorywilhelm@mindspring.com)

Jose Aybar 407-535-6125

#### Communications / Social Media

**Webmaster:** [www.midfloridahftp.org](http://www.midfloridahftp.org)

\* Lori Schefstad 407-301-7368

Gayle Edwards 386-233-5478

Christine Cipar 407-816-5188

#### Newsletter Editor.

\*Bill Parrish 407-876-8038

Jack Griffith 407-685-7520



#### Publications:

Jack Griffith 407-685-7520

Gayle Edwards 386-233-5478

#### Admin/Program/Speakers

\*Gordon LeBlanc 407-814-6236

Christina Finch 407-478-1956

Michael Dwulit 407-996-9840

#### Admin. Locations

\*Susan Black 407-390-2320

Christina Finch 407-478-1956

#### Scholarship Awards

\* Michael Dryden 407-597-4068

#### Nominations

\* Kelly Montgomery 407-503-9215

Chad Curtis 407-996-6143

Michael Dryden 407-597-4068

Kris Shoemaker 407-685-9827

Bill Parrish 407-876-8038

Larry McCloskey 407-947-7140

Susan Ferguson 407-490-4024

Or as chosen by the Chair

#### Chapter of the Year and Regional Conference

\* The Board

#### Hospitality Committee

\* Christine Cipar 407-816-5188

Jose Aybar 407-535-6125

Kelly Montgomery 407-503-9215

#### Community Services

[CFH&LA Ex-Officio Board Member](mailto:CFH&LA.Ex-Officio.Board.Member@midfloridahftp.org)

Nasir Naseer 407-387-0242

#### Bacchus Bash

\* Michael Dryden 407-597-4068

\* Larry McCloskey 407-947-7140

Nasir Naseer 407-387-0242

#### Charity Golf Event

**It's all for the kids!**

\* Jack Griffith 407-685-7520

Jeff Fernandez 407-685-7521

Gordon LeBlanc 386-235-3875

#### Cattle Baron's Ball

\* Chad Curtis 407-996-6143

#### Chapter Calendar

Christine Cipar 407-816-5188

#### Fun Committee

Dr. Judy Holcomb 352-588-8005

#### Chapter Historian, Photography

Michael Dryden 407-597-4068

**HFTP Mid-Florida Chapter  
BOARD APPROVED CHAPTER BUDGET  
For the Year Ended 10/31/17**

	2017
<b>PROGRAM REVENUE</b>	
Regular Membership Meetings-Educational	16,710
Regular Membership Meetings-Social	625
Charity Fund Raiser	31,400
Educational Seminars	2,475
Newsletter/Website	1,500
Other Program Services	660
<b>Total program revenue</b>	<b>53,370</b>
<b>PROGRAM EXPENSES</b>	
Regular Membership Meetings-Educational	20,400
Regular Membership Meetings-Social	1,500
Charity Fund Raiser	31,150
Educational Seminars	5,850
Newsletter/Website	2,665
Other Program Services	4,000
<b>Total program expenses</b>	<b>65,565</b>
<b>Excess (deficiency) of program revenues over program expenses before other revenues and expenses</b>	<b>(12,195)</b>
<b>OTHER GENERAL REVENUES (EXPENSE)</b>	
International subsidy	8,500
International stipend	0
Interest income	0
Governance and Administration	(7,046)
Membership Marketing	(3,025)
Taxes	(62)
Total other	(1,633)
<b>Results of operations before other changes in fund</b>	<b>(13,828)</b>
<b>FUND BALANCE(DEFICIT)</b>	
Beginning 10/31/16	31,033
Ending 10/31/17	17,205

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## HFTP MID-FLORIDA CHAPTER

**P.O. Box 692004  
Orlando, FL 32869-2004**

### 2017 HFTP Mid-Florida CALENDAR

Note: Meeting fees for 2017 are \$45 Regular member, \$25 HFTP Student Chapter, \$55 all guests, Non-Members and failed to RSVP.

**No Shows are invoiced.**

**Prepay your meeting fee on the web-site with PayPal**

January 5th, Thursday, Board Meeting, 6pm, WDW Dolphin  
January 24th, General Meeting, 6pm, Wyndham Resort I-Drive  
February 7th, Board Meeting, 6pm, OCCC  
February 21st, General Meeting, 6pm, Kessler Castle, Joint Meeting with IMA  
March 7th, Board Meeting, 6pm, OCCC  
March 28th, General Meeting, 6pm, Open  
March 31st Bacchus Bash, details to follow. We need Volunteers!!  
April 6th, Board Meeting, 6pm, OCCC  
April 20th, Spring Mini-Ed, Plaza Hotel, Daytona Beach

**October 25-28th, 2017 HFTP Annual Orlando, FL**



For more Chapter news visit the Universally acclaimed Chapter Web Site at:  
[www.midfloridahftp.org](http://www.midfloridahftp.org)

The opinions expressed in the Mid-Florida Chapter newsletter and web-site are solely those of the editor, web master or author of the article and have nothing to do with HFTP Global and /or in some cases reality, political correctness or good hygiene.



November 12, 2015

Re: Chapter 2017 Calendar Year Prepaid Meal Plan

Dear HFTP Mid-Florida Member;

Your Mid-Florida Chapter Officers and Board of Directors have put together a wonderful opportunity for you. For **\$450.00**, you will receive 11 monthly chapter meetings. In addition, you will receive free entry to the December 2017 Social.

**Please consider this your invoice for the prepaid HFTP Mid-Florida educational meeting fees. The prepaid fee is member specific and is not refundable for missed meetings. If the original named member leaves the company or transfers out of the area, the company may select another, employed, HFTP Mid-Florida member to use the balance of the year's prepayments. Contact the Chapter Treasurer for details.**

Please complete and return this form with payment by January 20, 2017 to HFTP Mid-Florida Chapter, P.O. Box 692004, Orlando, FL 32869-2004.

Member Name: \_\_\_\_\_

Payment Type:

\_\_\_\_\_ Check (payable to HFTP Mid-Florida)

\_\_\_\_\_ Master Card    \_\_\_\_\_ Visa    \_\_\_\_\_ American Express

Card Number \_\_\_\_\_

Cardholder Signature \_\_\_\_\_

Expiration Date \_\_\_\_\_

Should you have any questions, please call me at 407-685-7520 or e-mail to:

[treasurer@midfloridahftp.org](mailto:treasurer@midfloridahftp.org)

Sincerely,

*Jack Griffith*

Jack Griffith  
Treasurer, HFTP Mid-Florida Chapter

## HFTP Mid-Florida Chapter Meetings Locations & Topics & C.P.E. Points

\*\*\*\* Your signature at the meeting registration desk verifies your attendance.

For your information this is a listing of all the educational opportunities at the Chapter level and a reminder for HITEC and the Annual Convention CPE credits you may have earned. You should receive a maintenance reporting notice from HFTP when your two year maintenance cycle end approaches. If you have any questions contact HFTP at [certification@hftp.org](mailto:certification@hftp.org).

### 21.8 Points for 2015 from Monthly Chapter Meetings

01/27/15	Wyndham Grand Resort Bonnet Creek – Randall Woodward, St Leo Univ., Ethics & Management	CPE Pts. 1
02/24/15	Fla. Hotel & Conf. Center – Dr. Jeffrey Reinking, UCF, Strategies to Management Control Systems	CPE Pts. 1
03/24/15	DoubleTree Downtown, Sean Kalinich Millennium Tech. Group, Cyber Criminal Habits	CPE Pts. 1
04/28/15	Hyatt Regency Grand Cypress, Don Palmer, Consortium vs. ACA	CPE Pts. 1
05/26/15	B Hotel, Betsy Barbieux, How to understand anybody	CPE Pts. 1
06/23/15	Omni Orlando Resort, Champions Gate, Richard Stevens, Health Care Reform & Data Exchange	CPE Pts. 1
06/15-18	2015 HITEC Texas	CPE Var per HFTP
07/23 -24	The Florida Regional at Orlando, Various Speakers & Topics	CPE Pts 8.8
08/25/15	Rosen Centre Hotel, Ronald Worst, Fraud Prevention Applied Psychological Principles	CPE Pts. 1
09/22/15	Loews Royal Pacific Hotel, Installation of Officers & Directors, Annual Meeting	CPE Pts. 0
10/21-24	2015 HFTP Annual Convention & Trade Show	CPE Var per HFTP
10/27/15	Wyndham Orlando Resort I-Drive, Claudia Rilea, Tourist Tax Enforcement & Audit Issues	CPE Pts. 1
11/17/15	Rosen Shingle Creek, Mini Educational Program:	CPE Pts. 5
	Dr. Sean Snaith, Economic forecast for the Orlando Area	
	Ralph Pepe, How to defend yourself in a sales tax audit	
	Larry Beck, Leveraging Electronic Forms To Improve Business Processes	
	Roy Reid, Becoming intentional on earning outrageous trust	
	Keith Pabians , Navigating the world of immigration work visas	
December 2015	Winter Social	CPE Pts. 1/5

### 18.0 Points for 2016 from Monthly Chapter Meetings

01/26/16	Hard Rock Hotel – Kelly Klatt, Loews Hotels, Security & protecting company assets.	CPE Pts. 1
02/23/16	DoubleTree Orlando Downtown – Dr. Jeffrey Reinking, UCF, Performance Measuring Systems	CPE Pts. 1
03/29/16	Renaissance Orlando Airport, Daniel Whitehouse, Lessons Learned from Recent Data Breaches	CPE Pts. 1
04/26/16	Wyndham Grand Bonnet Creek, Jesse Unruh, Ethic & Mindfulness in Employment Relations	CPE Pts. 1
05/26/16	Rosen College of Hospitality Management, Mini Educational Program:	
	Jeff Snow, Customer Experience Using Digital Technology	CPE Pts. 1.25
	Keith Hammond, Accounting Perspective of Exempt vs Non-Exempt Changes	CPE Pts. 1.25
	Alberto Vargas, I-Drive Vision 2040 Master Planning	CPE Pts. 1.25
	Candice Czaplak, The Four Pillars of Success	CPE Pts. 1.25
06/28/16	The Hyatt Regency Grand Cypress, Amanda Lewis, The BYOD Movement, Legal Issues	CPE Pts. 1
06/20-23	2016 HITEC New Orleans	CPE Var per HFTP
07/26/16	The B Hotel & Resort, Amy Gregory, The Growing Role of Revenue Mgt in Hospitality	CPE Pts 1
08/30/16	The Villas of Grand Cypress, LeBlanc, Weeks, Sinanan & Bjornsen, Hot IT Issues	CPE Pts. 1
09/27/16	Royal Pacific Hotel, Installation of Officers & Directors, Annual Meeting	CPE Pts. 0
10/19-22	2016 HFTP Annual Convention & Trade Show, Lost Wages, NV	CPE Var per HFTP
10/25/16	Buena Vista Palace, Costa Magoulas, Diversity in the Workplace	CPE Pts. 1
11/15/16	Rosen Shingle Creek, Mini Educational Program:	CPE Pts. 5
	Mary Weeks, Employment Law Update	
	Barry Remor, Cyber Security	
	Jim Bina, When IT and Finance Meet	
	Scot Aurelius & Ed Harp, Federal Tax Update	
	Joshua Evans, Rediscovering Your Enthusiasm	
December 2016	Winter Social	CPE Pts. 1/5

Your Board of Directors wishes to thank the Mid-Florida hotels, resorts, clubs and other hospitality venues for their on going support of chapter events. We also thank the speakers that have devoted their time and talent to these educational sessions. We can't forget our event sponsors and chapter members of our Administrative, Program and Speaker Committee; the Hospitality Committee and Mini-Educational Committee, the entire Board of Directors and Past Presidents for their ongoing contributions.

**Without the support of all the above, the educational program of your chapter would not be such a resounding success.**