



Inn-Sight



Newsletter of the Mid-Florida Chapter *Since 1973* Seven time HFTP Chapter of the Year.

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

November 2014



2015

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Officers

President

Lori Schefstad, CHTP

Caribe Royale Orlando

407-238-8445

lschefstad@cariberoyale.com

Vice-President

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Loews Hotels at Universal Orlando

407-503-9215

kmontgomery@loewshotels.com

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Nickelodeon Suites Resort

407-387-0242

nasirnaseer@nickhotel.com

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Florida Hotel & Conference Center

407-816-5188

Ccipar@thefloridahotelorlando.com

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Saint Leo University

352-588-8005

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386-235-3875

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HFTP Mid-Florida, Over 40 Years of: Leadership, Scholarship, Participation, Service

Mini-Educational Conference, Tuesday, November 18th, 2014

The Mid-Florida Chapter Hospitality Financial and Technology Professionals

Nickelodeon Suites Resort

14500 Continental Gateway, Orlando, Florida 32821

Directions: From Orlando, take I-4 westbound towards Tampa and get off at Exit 67 toward Epcot/ Downtown Disney. Bear left at the fork, follow signs for Florida 536 Toll E/Florida 417 Toll N. Bear right and follow signs for FL 536 E and merge onto FL 536 E/ World Center Drive. Turn right onto Continental Gateway Drive. The resort is on your right.

Schedule of Events (All Afternoon Sessions are FREE to HFTP Members)

Tuesday November 18th

12:30 pm – 1:00 pm Registration

1:00 pm – 2:00 pm “Understanding the Value of Data Security”, best practices, myths and stumbling blocks. **Juli Barter, Director of Client Relations, Post Integrations, Inc.**

2:15 pm – 3:15 pm “Keeping Your Data Safe, Kevin Gilpin, National Crime Stoppers.

3:15 pm – 3:45 pm Light Snacks & Beverages

3:45 pm – 4:45 pm “Insights into the Profile of a Fraudster”, **David Polanski, CIA, CRMA, CFO and COO, The Institute of Internal Auditors**

5:00 pm – 6:00 pm “Uniform System of Accounts 11th Edition”, **Tina Samson, CHAE, CFO, Loews Hotels at Universal Orlando**

6:00 pm – 6:45 pm Cash Bar Reception

6:45 pm – 8:00 pm Dinner.

8:00 pm – 9:00 pm “Wireless Technology”, **Thomas Guglielmello, Senior Account Manager, Black Box Network Services**

9:00 pm – 9:30 pm Chapter Business, 50/50

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 5.0 CPE Credits

Please RSVP on our web-site: www.midfloridahftp.org

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

Reservations and cancellations before 12:01 pm November 14th, **please indicate if you will: 1) attend the afternoon sessions only, 2) the dinner only or 3) you will attend both!**

Afternoon Sessions: Chapter Member’s \$FREE.00, Non Members \$55.00 (includes dinner)

Dinner and evening program: Members \$45.00, Non-Members & no RSVP \$55.00, Student Chapter Members \$25.00. No-shows and late cancellations will be billed.

We will kick off the event at 1 pm, so plan to be there for a great afternoon and evening of informative speakers, good food and excellent company.

The event offers you five (5) CPE credits and a dinner for \$45.00. At \$9.00 per CPE credit it is the best CPE deal in the UNIVERSE.

Like us on Facebook

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

President's Corner**By: Lori Schefstad, CHTP**

Fellow HFTP Mid-Florida Chapter Members,

Thank you for the opportunity to represent the Chapter at the HFTP Global Leadership Conference and Annual Conference. What a great learning experience, "Laissez les bons temps rouler"! If you have never attended an HFTP Annual Conference, I would suggest that in planning your budget for next year you include the funds to attend. It is a great way to meet new people, network, learn and get CPE points.

At the Florida Officer's meeting, it was decided that having a regional meeting every year is the best way to serve our membership. We will partner with the HFTP First Coast Chapter (Jacksonville area), to plan this year's 2015 Florida Regional Conference. Coordination of an event such as this is a huge task and quite frankly, we can use all the help we can get, should you be interested in helping plan, please feel free to contact any member of the Board of Directors. For those seeking certification there will be CHAE & CHTP reviews and testing. A word of enlightenment. If you apply for the CHTP by 12-31-14 you have until 12-31-15 to take the old test. Any applications after 1-1-15 have to take the new test.

We hope to see you all November 18th, at the HFTP Mid-Florida Chapter Mini Educational at the Nickelodeon Suites Resort, You can receive 5 CPE points in one day! Word has it that some Honorary CHAEs and CHTPs might make a special appearance. You'll have to attend to find out their identities.

Do you know someone who would benefit from becoming an HFTP member? When you sponsor a new member, your name gets entered into the drawing for one of our great prizes at the end of our membership contest. As a Chapter we are a few members short of being the "Largest Chapter in the Universe", and I would like to challenge each and every one of you to sponsor a new member to put us back on top!

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

Respectfully,

Lori

Lori Schefstad, MCSE, CHPT
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

The 2015 Membership Contest, IT'S HUGE!!!

You only need to sponsor one new member to win. Contest ends on August 28, 2015. Drawing will be held at our September, 2015 General Membership meeting. You need not be present to win.

Thank you sponsors, for your generosity and ongoing support of the HFTP Mid-Florida Chapter. The greatest HFTP chapter in the universe!

WHY JOIN**The Hospitality Financial and Technology Professionals?**

HFTP provides members with invaluable benefits and opportunities, equipping individuals with extraordinary tools and resources needed for success. Your success is our goal.

Access the HFTP Global Network

Chapters: Get involved with your local HFTP chapter. Attend meetings to connect with other professionals in your area and invest in yourself with education opportunities.

ProLinks Webinars: Get free education online and continuing education credit by attending HFTP webinars held twice per month.

Marketing Opportunities: With HFTP's exclusive advertising and sponsorship opportunities, your company can increase awareness and exposure among your finance and technology customers.

Utilize Resources

HFTP Publications: From the award-winning newsletter The Bottomline to e-newsletter Infoline, HFTP publications deliver the latest in hospitality industry news and trends.

Industry News and Information: HFTP.org keeps members up to the minute with the most current information and news that affect the hospitality finance and technology industry.

Career Center: HFTP brings together employers and job seekers with a central career center for the entire industry.

Industry Research: With the HFTP Research Institute, members have free access to a wealth of knowledge and information from graduate studies and experts with years of experience in hospitality.

Advance Your Career

HFTP Certification Programs: HFTP awards the only hospitality-specific industry certifications for accounting and technology. The CHAE and CHTP designations can take your career to the next level.

Professional Development Seminars: Throughout the year, HFTP offers smaller conferences designed to focus on a specific area of education for hospitality finance and technology.

Attend Industry-Leading Events

HITEC: HFTP provides the world's source for hospitality technology, with an unbeatable education program and exposition that connect professionals with the latest high-tech innovations.

HFTP Annual Convention & Tradeshow: Catch up on the latest topics in the industry through your tailor-made education program and build relationships with vendors on the tradeshow floor.

**Join your peers in the Hospitality Industry.
Have some fun and meet people!**

MEMBERSHIP

RENEW NOW

**RECRUIT NOW
GET CERTIFIED**

HFTP Mid-Florida Chapter Annual Meeting, September 2014



MC Michael Dryden, CHAE installs Lori Schefstad, CHTP, MCSE as the 2015 HFTP Mid-Florida Chapter President.

Lori comes well prepared to lead the chapter having served as Mid-Florida Chapter Secretary, Treasurer and Vice-President.

Michael Dryden prepares to arm 2014-2015 Mid-Florida Chapter President Lori Schefstad, CHTP, MCSE with the official leadership hammer of the HFTP Mid-Florida Chapter.

Lori gets her hammer. Very effective in conveying "Lori's Rules of Order" at the Board of Director's Meetings.



From the right. Michael swearing at the new Vice - President Kelly Montgomery, Treasurer Nasir Naseer and Secretary Christine Cipar. A big welcome to the new Chapter leaders.

Presenting your reelected and new 2014-2015 Board of Directors. From the right: Christina Finch, Arthur Kasper, Gordon LeBlanc, Jack Griffith and Ed Barton. Board member Ken Wear, filling out the second year of his Board term is not pictured.

So here he is:



The Chapter's Past Presidents Club



From the left: Patty Geer, CHAE, 2012, Terri Nobles, CHAE, 2013, Kris Shoemaker, CHAE, CHTP 2005, Ken Kruse, CHAE, 1993, Bill Parrish, CHAE, 2002, Jim Bina, CHAE, CHTP, 1995 & 1996, Diana Youngblood, CHAE, 2011, Dr. Judy Holcomb, CHAE, 2014, Frank Santos, CHAE, 1979, Susan Ferguson, CHTP, 2009, Cindy Casper, 1990, Michael Dryden, CHAE, 2006 and Ron Devault, CHAE, 1991.

COMMITTEE ASSIGNMENTS 2014
We need you !!! ALL positions are up for grabs! If you are interested in contributing to any of the committees, please contact any Board Member.
* Denotes Chair

Education – Mini Ed Conf.
*Susan Ferguson 407-876-8031
With Arthur Kasper 407-626-676
And Christina Finch, Lori & Kelly
Job Bank/Legislative/By-Laws
* Lori Schefstad 407-238-8445
Membership Relations/Recruitment
*Gregory Wilhelm 407-923-5962 or gregorywilhelm@mindspring.com

Communications
Webmaster:www.midfloridahftp.org
* Ken Wear 407-463-3895
Lori Schefstad 407-238-8445
Social Media
* Ken Wear 407-463-3895
Newsletter Ed.
*Bill Parrish 407-876-8038

Admin/Program/Speakers
* Arthur Kasper 407-626-6760
With Christina Finch and Susan Christine Cipar 407-816-5188
Admin. Locations
* Christina Finch 407-478-1956
With Arthur and Susan

Scholarship Awards
* Michael Dryden 407-597-4068
Nasir Naseer 407-387-0242
Terri Nobles 407-319-1031

Nominations
* Judy Holcomb 352-588-8005
Chad Curtis 407-996-6143
Michael Dryden 407-597-4068
Kris Shoemaker 407-685-9827
Bill Parrish 407-876-8038
Larry McCloskey 407-239-3962

Chapter of the Year and Regional Conference
* The Board

Hospitality Committee
* Christine Cipar 407-816-5188
Ana Santiago 407-503-9225
Nasir Naseer 407-387-0242

Community Services
[CFH&LA Ex-Officio Board Member](#)
Lori Schefstad 407-238-8445

Bacchus Bash
* Larry McCloskey 407-239-3962
* Michael Dryden 407-597-4068
Gordon LeBlanc 386-235-3875
Arthur Kasper 407-626-6760

Charity Golf Event
It's all for the kids!

* Jack Griffith 407-685-7520
Jeff Fernandez 407-685-7521
Kris Shoemaker 407-685-9827
Gordon LeBlanc 386-235-3875
Arthur Kasper 407-626-6760

Cattle Baron's Ball
* Chad Curtis 407-996-6143

Publications /Publicity
* Kelly Montgomery 407-503-9215
Patty Geer 407-825-1308

Chapter Calendar
Kelly Montgomery 407-503-9215

Fun Committee
Dr. Judy Holcomb 352-588-8005

Chapter Historian
Michael Dryden 407-597-4068

Your 2014 - 2015

HFTP Mid-Florida Board of Directors

From the Left: Treasurer Nasir Naseer, Gordon LeBlanc, Vice-President Kelly Montgomery, Christina Finch, Secretary Christine Cipar, Arthur Kasper, President Lori Schefstad, Ken Wear, Chairperson Dr. Judy Holcomb, Jack Griffith, and Ed Barton.

The Board invites you all to participate in the activities of the chapter and take the opportunity get involved.
See you all at the next General Meeting!



MID-FLORIDA CHAPTER

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

2014 – 2015 HFTP Mid-Florida CALENDAR

Note: Meeting fees for 2014 are \$45 Regular member, \$25 Student, \$55 all guests, Non-Members and failed to RSVP.

Prepay your meeting fee on the web-site with PayPal

- Oct 28th, General Meeting, 6 pm, The Club at Bella Collina
- Nov 1st at 12:31 Fall Back
- Nov 4th, Board Meeting, 6 pm, TBD
- Nov 18th, Mini-Educational, 1:00 pm, Nickelodeon Suites Resort
- Dec Holiday Social - we request your suggestions !!!!!!!!!!!!!!!!

- Jan. 27th, General Meeting Wyndham Grand Orlando Resort Bonnet Creek
- Feb 7th, American Cancer Society, Cattle Baron's Ball, Rosen Shingle Creek

THE 2015 FLORIDA REGIONAL

Hosted by The HFTP 1st Coast and Mid-Florida Chapters

For more Chapter news visit the Universally acclaimed Chapter Web Site at:
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.

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**HFTP Mid-Florida Chapter
Member Spotlight
Thomas Guglielmello**

Thomas Guglielmello – Black Box Network Services

Tom appreciates the opportunity to introduce himself and to be a part of such a great association like HFTP. He has worked in the IT industry for over 14 years and has succeeded in several roles from a manufacturer's representative with Nortel and NEC to several customer facing roles within the partner community. He has always had a passion to work within the hospitality industry so when he first started in the industry back in New York he decided to focus on this vertical and built a great portfolio of clients like the Essex House, The Palace, Plaza Athenee and many other prestigious properties. One of the reasons he was excited to move to Florida was to become more involved within this great community. He has been a member in the past with the HFTP Mid-Florida, South Florida and NYC chapters, as well as the Central Florida Hotel and Lodging Association (CFHLA). He feels fortunate to be working at Black Box which offers him the chance to truly sit across from a customer, listen to their ideas and concerns and confidently put forth a proven solution. He is able to exceed his customer's expectations because his company holds the highest designations with the leading manufacturers from data center, hosted (cloud), networking, telecommunications, video (which include physical security, conferencing, production and digital signage) and wireless (Wi-Fi, DAS- they actually have their own RF engineers, SWEET). This breadth of solutions allows Tom to differentiate himself from the competition by delivering a holistic approach that benefits his customer base. Tom and Black Box are proud of their relationships with some of the top logos in the hotel industry and are eager to bring their knowledge and expertise to chapter members. Tom looks forward to proving his value and commitment to the HFTP family and to building trusted and genuine friendships within. He sincerely does.

Mid - Florida Membership Chair Greg Wilhelm, CHTP presents Tom with the coveted HFTP-Mid-Florida padfolio and welcomes him to the chapter.



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

**** CPE Forms must be filled out the night of the meeting. You cannot mail in copies and you must retain your own copies as the Chapter will not send you verification or a second copy. Also, 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 form from HFTP when your two year maintenance cycle end approaches. If you have any questions contact Bryan Wood at HFTP 1-800-646-4387 or bryan.wood@hftp.org.

15 Points for 2013 from Monthly Chapter Meetings

01/29/13	Hard Rock Hotel @ Universal – Mary Greenwood, How to negotiate anything.	CPE Pts. 1
02/26/13	DoubleTree @ Saeworld – Richard Stevens, Health Care Reform. What it means to you.	CPE Pts. 1
03/26/13	WDW Swan & Dolphin Resort – Larry Beck, Content Management and Forms Automation	CPE Pts. 1
04/30/13	Omni Orlando Resort ChampionsGate – Tracy Sellers, Sales Tax Credits & Incentives	CPE Pts. 1
05/21/13	Nickelodeon Suites Resort Mini-Educational Program: Jeffrie Hunter, Harnessing the Power of Integration Dr. Passard Dean, IFRS and the Hospitality Industry	CPE Pts. 2
06/18/13	Florida Hotel & Conf. Center, Gordon LeBlanc, Guest Technology Experience of the Future	CPE Pts 1
06/24 -26	2013 HITEC Minneapolis HFTP Trade Show	CPE Var per HFTP
07/28 -7/30	The Florida Regional Palm Beach, Various Speakers & Topics	CPE Var
07/30/13	Hyatt Regency OIA, Kathy Ennis, Framework for a successful benefits Audit	CPE Pts. 1
08/27/13	Wyndham LBV, Heather Stone, Electronic Payments for the Hospitality Industry	CPE Pts. 1
09/24/13	The Villas Of Grand Cypress, Installation of Officers & Directors, Annual Meeting	CPE Pts. 0
10/16-19	2013 HFTP Annual Convention & Trade Show & Leadership Summit	CPE Var per HFTP
10/29/13	Renaissance Orlando Airport, Prasad Chittaluru, Empowering end users with Information	CPE Pts. 1
11/19/13	Nickelodeon Suites Resort, Mini Educational Program: Keith Craven, How to turn your marketing into a profit center Bill Myers, Unified Communications and the need for architectural design sessions Heriot Prentice, Hospitality Fraud Mary Gardner, How to connect, communicate and captivate Mary Gardner, Enhance your career through public speaking	CPE Pts. 5
December 2013	Winter Social – Nickelodeon Suites Resort Casino Night	CPE Pts. 1/5

17 Points for 2014 from Monthly Chapter Meetings

01/28/14	Rosen Centre Hotel – Samir Gupte, VP Darden Restaurants -Ethics	CPE Pts. 1
02/25/14	Embassy Suites – Dr. Steve Sutton – Technology in Accounting, Embrace it but fear it.	CPE Pts. 1
03/25/14	Bohemian Hotel Celebration – Glenn Scharf, Accounting and Tax issues	CPE Pts. 1
04/29/14	The Castle Hotel – Mark Weeks, Wi-Fi in High Density Application	CPE Pts. 1
05/17/14	Spring Social – Orlando Improv at Point Orlando	
06/17/14	Nickelodeon Suites Resort, Mini Educational Program: CHAE & CHTP Reviews Daniel Stephens, The Future of Transportation in Orlando Rich Rabazinski, Current Sales Tax Issues Kris Shoemaker, Ethics in the Workplace Miguel Solivan, Yield Management Glenn Miller, Technology Developments and Usage Trends	CPE Pts. 5
06/23 -26	2014 HITEC LA	CPE Var per HFTP
07/24 -7/26	The Florida Regional Bonita Springs, Various Speakers & Topics	CPE Var
07/29/14	Wyndham Orlando I-Drive, Susan Vanderford, An Introduction to Business Continuity	CPE Pts. 1
08/26/14	The B Hotel, Jeff Benavides, Sustainability in Hospitality	CPE Pts. 1
09/30/14	The Caribe Royale Orlando, Installation of Officers & Directors, Annual Meeting	CPE Pts. 0
10/22-25	2014 HFTP Annual Convention & Trade Show & Leadership Summit	CPE Var per HFTP
10/28/14	The Club at Bella Collina, Klent Luschen, Mobile Hospitality Technology Trends	CPE Pts. 1
11/18/14	Nickelodeon Suites Resort, Mini Educational Program: Juli Barter, Understanding the Value of Data Security Kevin Gilpin, Keeping Your Data Safe David Polanski, Insights into the Profile of a Fraudster Tina Samson, Uniform System of Accounts 11 th Edition Thomas Guglielmello, Wireless Technology	CPE Pts. 5
December 2014	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.



MID-FLORIDA CHAPTER

November 12, 2014

Re: Chapter 2015 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 10 monthly chapter meetings. In addition, you will receive free entry to the 2015 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, 2015 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 407-387-0242 or e-mail to:

treasurer@midfloridahftp.org

Sincerely,

Nasir Nassir

Nasir Nassir
Treasurer, HFTP Mid-Florida Chapter