

Chapter Chatter

A bi-monthly publication of the award-winning Arizona Chapter



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HSMAI Members Relive the Eighties

A 2007 Holiday Event Recap by Melanie Volkers



HSMAI's Board of Directors show their eighties style.

The 1980's are back! Well, not exactly—but they were back for one night only as HSMAI Arizona celebrated it's annual holiday party and awards gala 80's style! On November 29, 2007, over 120 hospitality professionals gathered at The Venue of Scottsdale to celebrate our 2007 accomplishments and install the 2008 board of directors.

I grew up in the 80's and love the music from that decade, so as outgoing president, I chose the 80's as the theme for the holiday party. People truly embraced this theme in a way that I would have never imagined. From the neon centerpieces, spandex linens, and the 80's backdrop behind the stage to Cheryl Street dressed as a Rubik's Cube and Karen May dressed as Rocky Balboa...we were in the 1980's!

(continued on page 4)

PLEASE ROUTE TO: G.M. Sales Staff Catering Staff

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HSMAI / Arizona Chapter
P.O. Box 40096
Phoenix, AZ 85067

FROM THE PRESIDENT

Pam Patterson, CMP
Orange Tree Golf Resort



Hello fellow members of HSMAI-AZ!

As many of you know, our Arizona chapter is the second largest HSMAI chapter in the United States. This speaks volumes about the strength of our chapter, our members & HSMAI. With so many specialized programs geared towards your education and growth, you may have noticed that HSMAI and our Arizona chapter are definitely "changing for the better," which happens to be my theme for 2008. The changes are apparent at both the national & local levels.

HSMAI–Americas has addressed the need for diversity by offering webinars, special interest groups (aka SIGs), specialized conferences, customer trade shows, research publications and much more. All this will help keep you up to date in the current market place. I encourage you to visit www.hsmmai.org, update your member profile and join some SIGs.

Your involvement with our local chapter, HSMAI-AZ, will get you face to face with your industry peers, offer you topical education, community involvement, the ability to grow and best of all, FUN! If you haven't been able to take advantage of the educational opportunities, networking events and the genuine fun of a collaborative association with peers, I invite you to do so now!

If you have any questions about your membership or would like more information on how to get involved, please feel free to contact me at ppatterson@shellvacationsllc.com. I'm so excited to be your 2008 Arizona Chapter President and look forward to "changing for the better!"

HSMAI is Going GREEN!

Thanks to our partners at TravelCLICK Inc., your next newsletter will be an e-newsletter. We'll still have all the same great information, but it will be in a great new format. We currently print 350 newsletters six times a year with an average of 10-12 pages. By committing to an e-newsletter format we're saving 25,200 in printed pages. One ton of paper uses 24 trees - here's to HSMAI AZ ... "Changing for the Better"!

CAF Corner

A Story About Bryson

by Staci Glass, Director of Philanthropic Development

Bryson is 4 years old. He came to Hacienda HealthCare when he was just 3 months old suffering from a birth disease called Lymphangioma Cystic Hygroma. This genetic disease essentially is a cyst growing on his soft tissue, usually around the neck or face. These cysts can often compress the airway so Bryson has a trache to ensure he can breathe. He has had and will continue to have to undergo a series of surgeries to control the disease and will always require 24-hour medical care. He is completely cognitive and is a typical 4-year old little boy in every way except this medical condition. Bryson is just one of the many infants, children and young adults for whom we care at Hacienda.



The Children's Angel Foundation, an affiliate of Hacienda HealthCare, is a non-profit organization dedicated to raising funds in order to provide the best medical, educational, therapeutic and social services for the infants, children and young adults we serve. While the children at Hacienda receive expert around-the-clock medical care, one thing that occasionally lacks in their lives is special visitors. Arts and crafts, reading storybooks, and good old-fashioned visiting are great ways to enhance the lives of the special individuals who reside at Hacienda HealthCare and its affiliates.

For those of you that have shared your time volunteering with us in the past, we invite you to come and take another look at our facility and the addition of our new Pediatric Skilled Nursing Facility and the physical landscape changes that have been made. Please join us as a volunteer and visit and spend time with individuals who may not have family involvement or let us help you organize a team building volunteer project with your colleagues.

For more information on volunteering or to receive a tour please contact Tara-Ann Buettner at 602-795-0787 or via email at tara@haciendahealthcare.org.

CAF Thrift & Boutique

by Tara Buettner, Volunteer Coordinator

Was giving back to your community one of your New Year's Resolutions? If so, consider volunteering for the Children's Angel Foundation Thrift & Boutique!

The Children's Angel Foundation Thrift & Boutique, an affiliate of Hacienda HealthCare is a charming and unique shop, which leans more to the Boutique side of its name. We are proud to share that 100% of our net proceeds support the infants, children and young adults at Hacienda and our affiliates. The money from the Thrift and Boutique helps to buy toys, excursions, clothing, activity supplies, among many other needs for all of Hacienda HealthCare's residents and patients.

Hacienda is a long term care home and medical facility. We provide care for individuals who have suffered abuse, a car accident, a near drowning or diseases such as cerebral palsy. We also have a children's hospital called Los Niños Hospital, five group homes among other facilities and programs. To learn more about Hacienda, check out www.haciendahealthcare.org.

Volunteers are an essential part of the Thrift & Boutique. With the help of volunteers we can process more donated items which will help to sell more merchandise and subsequently, we will have more for the kids we serve. From dressing the mannequins, helping run the cash register, merchandising items, organizing books and tidying the stores, volunteers are needed everyday!

Individual volunteers or groups are welcome. We love and appreciate each and every one of the people who help us to make a difference in the lives of the children we serve.

With more and more shoppers and donations arriving at the store daily volunteers are needed now more than ever. If you are interested in learning how you can help us make a difference by volunteering please contact Tara-Ann Buettner at 602-795-0787 or by email at tara@haciendahealthcare.org.

The Thrift & Boutique is located at 4648 N. 16th Street in Phoenix (at Highland, which is south of Camelback on the west side of 16th Street). Store hours are Monday through Friday, 10 a.m. – 6 p.m. and Saturdays 9 a.m. – 5 p.m. Donations are accepted during store hours.

For more information on HSMAI's
"Charity of the Year"
visit www.haciendahealthcare.org

HSMAI Members Relive the Eighties

(continued from page 1)



Karen Davis (r) is recognized as "Member of the Year".

While we celebrated the theme of the evening and awarded prizes for the best costumes, the purpose of the evening was to celebrate all of the amazing people who help make our chapter one of the most successful in the country.

Along with guest emcee HSMAI Chapter Relations Director Margie Sheffer, CHME, CHA, I had the privilege of presenting our annual chapter awards of excellence. Congratulations to the following recipients:

Hospitality Sales & Marketing Professional of the Year

Cheryl Street, CHSP, CHME

Hampton Inn & Suites Surprise/Road to Success Marketing

Member of the Year:

Karen Davis, Mesa Convention Center

Host Property of the Year:

Carefree Resort & Villas

General Manager of the Year:

Greg Carrish

Radisson Fort McDowell Resort & Casino

Committee of the Year:

Chinese Auction

Lynne Casebere, Chair and

Kelly Murphy, CHME, Board Liaison

Sponsor of the Year:

Sacco & Associates

Rising Star Award:

Kate Nestler, Discovery Maps & Guides

Board Member of the Year: (tie)

Janet Hof, CMP, LES, CTA

Hyatt Regency Scottsdale Resort & Spa and
Pam Patterson, CMP, Orange Tree Golf Resort

Student of the Year:

Jeni Wilson, NAU

President's Award:

David Rosenbaum, CHME

Radisson Fort McDowell Resort & Casino



Dave Rosenbaum is presented the "President's Award" by Melanie Volkens.



The staff from the Host Property of the Year - Carefree Resort & Villas



Our valuable NAU student members.

A special award presentation was made to Kathi Overkamp and US Airways in appreciation of their continued partnership and support of our chapter. Without them, we would not have been able to raise the funds that allowed us to make a \$3000 check presentation to Staci Glass and the Children's Angel Foundation that night.

The 2007 board of directors was recognized and thanked for their dedication and service over the past year. Special thanks went out to Cheryl Street and Bob Holman whose terms of office were up.

Following all of the 2007 awards and recognition, Margie Sheffer led the installation of the 2008 board of directors led by incoming President Pam Patterson, CMP. New board members, Deliah Rose, CHSC, Sarah Bailey, and Corissa Kopp were welcomed to the team.

It was truly a special evening, and one that I won't forget any time soon. Special thanks to Karen May, TBA Global Events, Groove Heads Entertainment, Neon Now Inc., Pacific Event Productions, Ray the DJ, The Venue of Scottsdale, Wish You Were Here Photography, Brede Exposition Services, Road to Success Marketing, US Airways, JetBlue Airways, and Joanne Winter for all that you contributed to the event!



Renee Angeles, Kristi Miller, Dale Hahne and Jodele Plunkett.



Melanie Volkers and Margie Sheffer recognize Cheryl Street (left) as the Hospitality Sales & Marketing Professional of the Year.

*PHOTOS COURTESY OF
WISH YOU WERE HERE POSTCARDS*



Jason, Magnum P.I. and Rocky Balboa



The Village People win best group costume.



Patti Sacco (middle) wins "Sponsor of the Year" award.



Janet Hof and Pam Patterson (middle) are recognized as "Board Members of the Year"

"Super Bowl Recap - Best Ever!"

An February Meeting Recap by Sarah Bailey, Lake Powell Resorts & Marinas

HSMIAI was very fortunate to have Mr. Bob Sullivan, President of the 2008 Super Bowl Committee present to our members and guests at our February 21st luncheon meeting at the Mesa Convention Center.

Fun Facts about the 2008 Super Bowl:

- * The most watched Super Bowl in history with 97.5 million viewers in the USA & 220 countries broadcasting the game.
- * 2nd most watched TV show, second only to the season finale of MASH.
- * Cost of putting on a Super Bowl - \$17 million.
- * The Valley received an A+ grade from the NFL Commissioner.
- * 94% of the media in attendance rated it a "Positive Experience."
- * The NY Times named our volunteers as "the friendliest people on earth!"

The Giants won the 2008 Super Bowl, but the Valley won in the long run. There were so many successes and wins off the field with the promotions leading up to the actual event we should feel the impact for years to come. Here are some highlights that directly affect our surrounding communities:

- * Two companies will be relocating their businesses to Arizona after visiting our location full impact is \$400 million.
- * 4,800 media members attended, which is a record breaking number for the Super Bowl.
- * NFL Youth Football reached over 24,000 youths in the local community.
- * Recruited 8,000 volunteers in 10 months through a community service initiative which resulted in more than 5 times the number of credentialed volunteers as the past 5 host committees combined.
- * 84 acres of trees were planted, 46 tons of food was reused & all the posters were donated or recycled.
- * Arizona is highly likely to bid on the 2012 game. Here's to 4 years of rest and recovery!

Special thanks go to the wonderful staff at the Mesa Convention Center for welcoming us to their beautiful facility and for treating us to a wonderful lunch.

**PHOTOS COURTESY OF PICTURE PHOENIX
602-363-4057**



Speaker Bob Hayward and Pam Patterson.



Lynn Flosi, Lynne Wellish and Lynn Casebere.



Janet Hof and Sara Huddleson.



Pam Patterson and Linda Ruby.

Membership Corner

Welcome New Members!

Please help welcome our January, February and March new members at our next event:

Stephen Alston, Madden Preprint Media
Jessica Anthony, Northern Arizona University
Jimmy Apostolis, OneTech Solution
Brent Athon, Conference Services Int'l.
Cynthay Chan, Scottsdale Community College
Wendi Couto, Chaparral Suites Resort
Christina DeCarlo, Scottsdale Community College
Tyler Grier, Scottsdale Community College
Michael Henricks, Scottsdale Community College
Gregory Hughes, Northern Arizona University
Karen Laffen-Grollo, Chaparral Suites Resort
Becky Moore, Grace Hospitality Group
Mike O'Connor, SuperShuttle
Rui Pereira, Rancho de los Caballeros
Kimberly Schroeder, Northern Arizona University
Kristin Shields, Lake Havasu City CVB
Andrea Sturino, Days Inn Scottsdale
Darrell Surhigh, Chaparral Suites Resort
Jan Taylor, Aventura Catering/Aramark
James Tevault, Mesa CVB
Sharon Thilges, Arizona Golf Resort
Troy Thompson, AZ Office of Tourism
Cabot Woolley, Intracast, Inc.

Membership Matters!

by Karen Davis, Membership Chair

Although we ended 2007 with a record number of HS-MAI-AZ Chapter members, we believe more than ever that Membership Matters to the success of our Chapter. Although numbers speak volumes; strong, active members drives the success of our organization. We encourage all of you to review your participation level, and please, GET INVOLVED. There are numerous committees looking for short & long-term commitments; please visit the HSMAI Website to see where you can step in and help out. Membership is always looking for silent members who can assist with follow-up calls or e-mails. Please consider joining our committee!

Back by Popular Demand! "Win With One". Anytime you bring a guest to a regular meeting, please fill out a Win With One registration form located on your table, and turn it into a Membership Committee member at the end of the meeting. We will have two drawings during the year – you're a winner and so is your guest. You can win one complimentary Chinese Auction ticket, or one complimentary Winter Awards Gala ticket. If you're a winner – your guest will win a Starbuck's gift card!

New Member Webinars: These always take place on the first Wednesday of the month. Go to www.hsmi.org for more information.

Member News

OB Sports Golf Management has some great news. DOSM, **Kris Strauss**, was honored by the American Junior Golf Association at its Annual Meeting with the 2007 "Media Leader Award". The Media Leader award is typically given to the tournament or media chairperson that receives exceptional media coverage and publicity for the AJGA event, the host course, sponsors and participants. And, **Jay Larscheid**, General Manager at Longbow Golf Club was honored by Golf Inc. magazine as one of the "Most Admired Operators" in the United States. The honor is awarded to the 20 golf course operators.

By now, most of our industry knows that we lost a very dear friend, **Belinda Haworth** from the Chaparral Suites Scottsdale. Over the past few months, many have asked if there was any place to send an honor gift for Belinda. Her friends at the Resort contacted an organization that they know Belinda ("B") would be extremely happy with, for those of you wishing to send something. Please see below for name and address of this organization.

Send any gift to: Arizona Cats Assistance Team (AzCATs), P.O. Box J, Scottsdale, AZ 85252.

This is a No Kill Rescue dedicated to helping control cat overpopulation by:

- * Humanely ending the breeding cycle
- * Saving the lives of as many cats as possible
- * Finding safe, loving homes for outdoor cats

If you need it, their phone number is (480)968-4867

or you can e-mail them at info@azcats.org.

Website: www.azcats.org

Shell Vacations Hospitality has been honored with the prestigious Gold Award in the web-marketing category of the Adrian Awards, held annually by HSMAI. The Shell Vacations Hospitality website was selected as one of the best for a hotel chain, affiliated group or franchise system. Nearly 1,300 entries from around the world took part in this year's competition, judge by expert hospitality, travel, tourism, and medial professionals. Karen Johnson, VP of Sales & Marketing for Shell Vacations Hospitality, was on hand to accept the award at a gala event in New York City. In a related development, after enhancing its website, rental revenues generated through the Shell Vacations Hospitality in 2007 were five times what they were in the previous year.

Do you have any news you would like to share?

E-mail to Joanne at jojowin@aol.com.

What You Missed

Meeting Recaps by Sarah Bailey, Lake Powell Resorts & Marinas

Identifying & Overcoming Challenges in the "2007" World of Sales & Marketing A Presentation Bob Gilbert, HSMIAI

As always Bob Gilbert, President and CEO of HSMIAI, brought enthusiastic energy and great insight to our November meeting. He presented a 2007 industry overview, our top ten challenges and our member benefit of the month.

We continue to see that our market is constantly changing at rapid speed and we must evolve to thrive. In our time deprived worlds and a tumultuous environment we need all the tools we can get our hands on. HSMIAI provides us with a wealth of resources to succeed including: market research reports, webinars, conferences, HSMIAI University, special interest groups, career center and marketing reviews. Please take the time to review Bob Gilbert's presentation and take advantage of all your membership has to offer: hsmia-az.org/pastevents.htm.

A big thank to AIR Marketing, for hosting us for breakfast at their beautiful facility and in their new state-of-the-art amphitheatre. Photo memories are courtesy of Eric Bahr with Bahr Photography.



HSMIAI Board Members with Bob Gilbert (center).



Tom Bogart, Vicki Mayo and David Landau.

2008 Industry Forecast

A Presentation Robert Hayward, Warnick & Co.

As members, we all look forward to this meeting for insight on the year in review and a glance in to the future. 2007 found us with sporadic growth in RevPar, occupancy flat in the past 2-3 years and supply and demand equalizing itself. The Valley is continuing to hold it's own as a strong contender in the tourism market.

Mr. Hayward believes we'll see a strong first quarter in 2008, but speculates what will happen after that. We'll see growth, but not quite as strong as prior years. This is a year to position ourselves competitively in the market to strengthen Arizona as a desired destination and showcase our properties in the best light. Please review the complete presentation online at hsmia-az.org/pastevents.htm.

Thank you to the folks at the Sheraton Phoenix Airport for hosting us for a wonderful lunch and to Richard Carmer with Picture Phoenix for our photo memories.



Brent Athon, Shanna McCoy, James Tevault and Don Prince.



Kimberly Goland, Holly O'Hare and Brianna Schmalz.

Community Outreach

By Brianna Schmaltz, Roy's Desert Ridge

Webster's defines volunteer as "a person who voluntarily undertakes or expresses a willingness to undertake a service. We know it means so much more than that". Come and help us with one or all of our events this year. Just a little bit of your time will mean so much for so many people.

Recent Events

On **December 13th**, the spirited crew of HSMIAI holiday carolers met in Scottsdale to begin the journey of joyful song. We visited 3 senior and care facilities in the area who welcomed us with open arms. Over 25 volunteers including two young song leaders and Marley the dog, enjoyed spending the afternoon together spreading holiday cheer. A special thanks to In The Scene Limousine and Enterprise Rent A Car for providing our transportation.



Spirited HSMIAI Carolers

On **November 18th**, 20 members of "Team HSMIAI" (including member's dogs) had a great time taking part in the Walk to Save the Animals at Tempe Town Lake. Proceeds from this event benefitted the Animal Welfare League.



Team HSMIAI

Upcoming Events:

May: Children's Angel Foundation – Spring Cleaning Drive. Bring all your old clothes to the May meeting and we'll arrange delivery to the thrift store. More to come – look for the eblast!

July: The ever so popular Santa Splash during the summer – still in the works.

October: Race for the Cure – let's walk or run for a great cause!

December: And don't forget Holiday Caroling – always a good decision!

We are still looking for committee members! Remember this is a committee that does not require a lot of time. We would love some assistance with reaching out to our community. Please let Brianna Schmaltz know if you are interested in more information regarding the committee outreach committee. Pddesertridge@roysrestaurant.com or 480-419-7697

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Upcoming Events

Chinese Auction 2008

by Sandy Rimmer, *Ranger Resources*

Excitement is in the air!! HSMAI's largest fundraising event of the year is planned for Wednesday June 25th. Join us at the beautiful, newly renovated Fiesta Inn Conference Center as we host the 26th Annual Chinese Auction, "Year of the Rat". Proceeds from the auction will support the Children's Angel Foundation as well as the HSMAI student scholarship fund and various chapter activities.

Your Chinese Auction Committee has put a little "spin" on this year's festivities by incorporating the flair and panache of the Rat Pack, prominent during the late 1950's to the mid 1960's.

The Rat Pack is a nickname given to a group of popular entertainers who often performed in Las Vegas. The most famous line-up featured Frank Sinatra, Dean Martin, Sammy Davis Jr., Joey Bishop, and Peter Lawford. They projected an aura of style and sophistication. Dressed to

the nines, while cutting up and having fun, they set the standard for classy, adult entertainment.

So gather your own Rat Pack together and join in the fun! Be there or be square!!

Not only is the annual Chinese Auction an exciting, fun-filled evening, but HSMAI members also have the unique opportunity, both through personal participation and corporate sponsorships to support a wonderful cause.

Watch the mail for more information and those all-important Donor Forms. We encourage everyone to donate live and silent auction items. Think outside the Pack! Potential donors could be the car wash you frequent, your manicurist, barber, hairdresser, florist, mechanic – anyone who might be looking to increase their business or client base.

Finally, if you have an interest in joining our dynamic committee, please contact Joanne at 602-240-5552.

May Luncheon Meeting

You won't want to miss our May 15th luncheon meeting which will be hosted by the beautiful Eagle Mountain Golf Club in Fountain Hills. Our luncheon will take place in the Overlook Pavilion and will feature a panel of meeting professionals who will be addressing current issues in the meeting and hospitality industry and give up tips on ways sales professionals and planners can work together better. They will also be taking questions from the audience. Registration begins at 11:00 a.m. with lunch and program beginning at 11:30 a.m.

Annual Golf Tournament

by Bill Mesa, *OB Sports*

HSMAI's 2008 Annual Golf Tournament is right around the corner.

This year's event will be hosted by the beautiful Legacy Golf Resort on Tuesday, September 23, 2008. We will begin with an 8:00 a.m. shotgun start and end with an awards luncheon and raffle prize drawings.

As always we will be accepting sponsorships and encourage all sponsors to be creative and do something fun and unique at your sponsored holes.

Be watching for sponsorship, registration and raffle donor information to be up on our chapter website very soon. If you would like to know how you can help the committee plan this event, e-mail Bill Mesa at bmesa@obsports.com or Gigi Rock at gigi@grockproductions.com.

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INDUSTRY CALENDAR OF EVENTS

APRIL

- 16 ... AZBTA "Drive for Charity" Golf Tournament, Arizona Grande Resort.
- 16 ... SGMP Luncheon Meeting, "Logistics for a Successful Meeting", 11:00-1:00 p.m., Grace Inn at Ahwatukee.
- 17 ... HSMIA Annual Spring FUNRaiser and Industry Networking Event, "Cheeseburgers in Paradise", 4:00-7:00 p.m., Jimmy Buffett's Margaritaville.
- 17 ... WEN Meeting, Marriott Desert Ridge.
- 22 ... HIP Meeting, 5:30-7:00 p.m., The Estate House Restaurant.
- 24 ... MPI Networking Event, 5:00-7:00 p.m., Dave & Buster's Tempe.
- 25 ... AzSAE Luncheon Meeting, "Human Resources", 11:30-1:00 p.m., Phoenix Airport Marriott.
- 30 ... € € € ISES 1st Annual Golf Tournament, 7:30 a.m., Orange Tree Golf Resort.

For a complete Industry Calendar for the year, visit: <http://www.my.calendars.net/azevents2>

CONTACT NUMBERS

- HSMIA Arizona** (Hospitality Sales & Marketing Association International) ... 602-240-5552 or www.hsmia-az.org.
- MPI** (Meeting Professionals International) ... 602-277-1494 or www.azmpi.org
- AzSAE** (AZ Society of Association Executives) ... 602-266-0133 or www.azsae.com
- SGMP** (Society of Government Meeting Professionals) ... 480-949-8472 or www.sgmpaz.org
- NACE** (Nat'l. Association of Catering Executives) ... 480-659-4333 or www.phoenixnace.com
- AzBTA** (AZ Business Travel Association) ... 480-836-5318 or www.azbta.org
- SITE** (Society of Incentive Travel Executives) ... 480-816-6465 or www.azsite.org
- ISES** (International Special Events Society) ... www.isesaz.com
- HIP** (Hospitality Industry Professionals) ... www.hip-az.org
- WEN** (Wedding Event Network) ... www.wenaz.com

Visit www.hsmia.org for a complete and up-to-date listing of all International meetings and events.

2008 HSMIA-AZ Leadership Retreat



After a great lunch, Joanne Winter gave us a tour of the HSMIA-AZ website and showed us how to access our on-line "Leadership Tool Box", which will help our leadership team access the information on-line they need AND will help us be more environmentally conscious by using less printed paper!

Next, we ran through our proposed 2008 budget, our plans on how to develop committees and other ideas to make our next year an excellent one.

I would personally like to thank all the board members and committee chairs that were able to make it to the leadership retreat, THANKS!

Pamela Patterson, CMP
2008 HSMIA-AZ Chapter President

On Friday, November 30, 2007, your 2008 leadership team gathered at the Orange Tree Golf Resort for our first Leadership Retreat. We were joined by Margie Sheffer, the Director of Chapter Relations for HSMIA who enlightened us on all that HSMIA has to offer our members.



Arizona Chapter
P.O. Box 40096
Phoenix, AZ 85067

HSMAI's Mission Statement

"To promote active participation of the membership with quality education, opportunity for professional growth and networking in the hospitality industry. To focus on: integrity and ethical practices, open forum and exchange of ideas, commitment to excellence and community support"



Sacco & Associates, Inc.

We are now going good to great!

480.483.5037

Sacco & Associates, Inc. is a full-service Event Planning and Destination Management Company that provides creative itineraries and comprehensive event logistics.

Based in Scottsdale, Arizona, our reputation and experience have allowed us to extend our full range of services to include other "Sun Destinations" including Southern California, Florida, the Hawaiian Islands, Mexico and most U.S. cities. In addition, partnerships and affiliations worldwide provide us with access to local resources, staffing and expertise.

Sacco & Associates, Inc. Meeting Planning and Destination Management, provides the experience and resources of experts in every facet of meetings and events.

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