

Message to Members August 1, 2008

DMC Presentation Results

On July 15 the Board of Trustees presented the Guild's 2008 Rate Sheet to the DMCs. We are pleased to report that 16 representatives from eight companies attended (see below). During the past two weeks we discussed the Rate Sheet individually with six other companies which either were unable to attend or did not wish to participate in a group event. In addition to the Rate Sheet, we also presented a summary of some relevant labor laws (e.g., required breaks, the current IRS mileage rates, and San Francisco's sick leave ordinance) as a gentle reminder. The presentation was very positive, and the attendees seemed happy to be working with the Guild on issues of concern to our members.

During the presentation we also gave a general introduction to the Guild, its history, purpose, Code of Ethics, and Certification program, for those attendees who are newer in the industry. We did some strategic planning with the companies, asking for their ideas about the Guild, such as what we do well and what additional services they would like us to provide.

Now that the Rate Sheet has been formally presented to the DMCs, it has been posted to the Members Only section of the sftgg.org website. Feel free to print it and use it as you see fit. In fact, the DMCs expect that Guild members will now be asking their response, so they asked us to delay this announcement until August 1 to give them time to review and discuss the Rate Sheet with others in their companies. Therefore, they are now awaiting your calls! (We thank you for your patience during this two week waiting period—we know how eager everyone has been to hear the results of the presentation.)

We have also posted the relevant labor laws to the Members Only section of the website, and we encourage you to familiarize yourself with these since they represent our rights as employees.

Thank you to all Guild members who helped develop and approve the 2008 Rate Sheet! This process, following up the earlier versions of the Rate Sheet from 2001 and 2004, appears to have been a great success, though we need to monitor the response of the DMCs over the upcoming months and years, to encourage them to implement the suggestions.

Attendees included:

Benchmark Destinations;
California Tour Consultants;
Cappa & Graham;
Mana, Allison & Associates;
Perfect World Events;
TBA Global;
Signature Hospitality Group;
Signal Events Group (formerly Sharp Events)

Those who received the Rate Sheet after the group presentation include:

Brier & Dunn;
Destination Systems;
Maximize Events;
PRA;

Streamline;
USA Hosts / Key Events