



The Metropolitan Club Foundation's Regional Vendor Show is taking place on **Tuesday, March 19th** at Glen Island Harbour Club in New Rochelle. The event includes lunch, over 100 booths of exhibits featuring an excellent variety of vendors, educational sessions throughout the day and an exquisite networking reception put on by the Club Chefs of Westchester.

Luncheon: Noon to 2:00 **Trade Show:** Noon to 5:00 **Networking Reception:** 5:00 to 7:30 (**Jacket Required**)

EDUCATIONAL SEMINARS

11:00 ALL THINGS CMAA

by Seth Gregg & Corinne Grimaldi from the Club Management Association of America

This session will discuss what the recent name change at CMAA means and how it brings a broader range of opportunities and resources to enhance your membership experience. From exploring the Club Resource Center to benefiting from the relationship with the Club Spa & Fitness Association, to taking part in the Summit opportunities, there is something for you, the manager, as well as many things to make your club management operation whole.

12:15 CLOUD SERVICES – WHAT YOU NEED TO KNOW

by Buddy Pitt & Bill Starbuck from The Network Support Company

This session will discuss the history of cloud services and how those services could be used in the club industry. We will provide several examples of cloud services and the process needed to migrate from a traditional server-based environment to a cloud-based solution. It will also discuss cloud security and ways to protect sensitive club data. A candid discussion on the risks/benefits of using cloud services will also take place.

1:30 WASTE NOT! INNOVATION & PARTNERSHIPS TO OPTIMIZE FOOD USAGE

by Thomas McQuillan, VP Strategy, Culture & Sustainability for Baldor Specialty Foods

Thomas McQuillan identified a cost-effective way to repurpose the overwhelming amount of remaining food product created by Baldor's Fresh Cuts facility in New York City. In this session he will focus on how Baldor eliminated food waste from Fresh Cuts within a year in 2016 and has been zero waste from Fresh Cuts since then. The revolutionary initiative has served as a template for other corporations across the country. This session will teach attendees how to join in the food sustainability movement while easily reducing food costs in their club kitchens, help to feed the food insecure and make a positive impact on the environment.

2:45 MAKING YOUR TENNIS/RACQUET SPORTS PROGRAM MORE RELEVANT

by John Embree, CEO/Executive Director of the United States Professional Tennis Association

This session will review the current tennis market in terms of overall participant metrics, youth engagement, sales of products, court construction and programs. Learn about trends with other racquet related activities and how they can augment club programming. The future of tennis will be highlighted and how the USPTA's partnerships can benefit clubs. John will also outline USPTA's new certification pathway and how the sport of tennis will evolve in 2020 and beyond.

4:00 EFFECTIVE COMMUNICATION & ITS ABILITY TO ENHANCE YOUR ROLE AS A LEADER

by Corey Saban, Co-Founder of Newstation.com & Brett Morris, GM of The Polo Club of Boca Raton

So often your members say "I didn't know about". In today's digital age that is not uncommon. Often promotional flyers get lost or left behind as everyone finds whatever they are looking for on their phones or tablets. In this session, you will learn how member communication has evolved and how many clubs across the country have adapted to engage their members and target prospects through storytelling in short form video.

Members of CMAA will receive one education credit for each session they attend, as well as one point of association activity credit for attending the trade show.

Please invite your **PROFESSIONAL STAFF** (Assistant Manager, Controller, Chef, Dining Room/Banquet Manager, Head Bartender, etc. or one of your Committee Chairpersons) for a day of unmatched education and networking.

If you have any specific questions about registration or know of a vendor that may be interested in exhibiting, please e-mail expo@metcf.org. We hope to see you at Glen Island on March 19TH!

25th Annual Regional Vendor Show
to benefit the Metropolitan Club Foundation
Glen Island Harbour Club - New Rochelle, New York
Tuesday, March 19, 2019
Club Registration Form

TWO WAYS TO REGISTER THIS YEAR

Fill out this form and mail with payment *or* register online
 via the "club registration link" at www.metcf.org and mail payment.

Club _____ Phone _____

(PRINT) <u>Name</u>	<u>Title</u>	<u>Email</u>

Please invite your **PROFESSIONAL STAFF**
 (Assistant Managers, Controller, Chef, Dining Room/Banquet Managers,
 Head Bartenders or one of your Club Chairpersons)

(Club Personnel Only - vendors are not permitted to be registered as guests of a club.)

Additional staff above 7 per club, please add \$50 per person to offset food and beverage charges.

Kindly print clearly as badges will be made from the above information.

Registration Fee: \$200 per club for up to 7 attendees (\$50 per person above 7 registrations)
 Fee covers lunch, entrance to the trade show, education sessions and cocktail reception.

Schedule of Events

12:00 – 2:00 Luncheon
 12:00 – 5:00 Trade Show
 5:00 – 7:30 Networking Reception

Educational Seminars

11:00 All Things CMAA
 12:15 Cloud Services
 1:30 Reducing Food Waste
 2:45 Racquet Sports at Clubs
 4:00 Video Marketing

Professional Dress Please

**Please return this registration form with
check made payable to the Metropolitan Club Foundation and mail to:**

MCF Vendor Show • c/o Beach Point Club • 900 Rushmore Avenue • Mamaroneck, NY 10543

Thank you for your support!