



March 2015

ASTA Mid America Chapter

Happy St. Patrick's Day

Chapter eNews

CHAPTER OF THE YEAR 2014

Dear «First Name»,

Carrying forward my February message that ASTA MidAmerica intends to be a real force as we partner with National ASTA leadership to support and defend business interests of our members. Ike Reynolds, our Legislative Chair, has made me aware of a new attempt by the Ohio Legislature to raise taxes on small business in that State. Six of our members attended a committee hearing on this bill to voice our opposition to any such tax. We must be prepared to face similar efforts in other states as their legislative bodies look for new ways to fund state budgets.

I want to recognize the following ASTA MidAmerica members who took their time to go to Columbus armed with statistics and insights prepared by Eben Peck, Senior Vice President of Government and Industry Affairs, to communicate our strong opposition to taxes that place an unreasonable burden on travel agents and other small business people.

Thank you:

- Craig Baldrige – Creative Vacations & Cruise Centers
- Cindy Turkelson – Travel Leaders Elite Travel
- Pat Hollywood – The Travel Connection, Inc.
- Barb Mazzola – Pearl Travel, Inc.
- Barb Markham – Tempo Travel
- Pat Reynolds – Reynolds Travel, LLC

[ASTA Legislative Day](#) is being held on March 19th in Washington DC. We will take our position on such topics as :

1. FAA re-authorizations
2. Independent Contractor issues
3. Cruise Ship Regulations
4. Government Travel Restrictions

Directly to the offices of legislators who sit on committees that will address these issues. These legislators can influence outcomes that have long term effects on our industry, so it is critical that our views be presented.

All of these legislative efforts will be showcased to the broader membership as we convene for the [ASTA Global Convention](#), which will also be held in Washington, DC from August 29 – September 1.

You may have already received a call from one of your ASTA MidAmerica Board Members seeking your support for ASTAPAC 2015. Please give these requests thoughtful consideration in light of all we have

to WIN and LOSE in this volatile political environment.

I am pleased to welcome these new members to ASTA Mid-America. We look forward to their active participation as we continue to grow our Chapter:

Sandi Wathen
My Travel Concierge

Sandi.Wathen@MyTravelConcierge.com

Rose Henessey
R & J Travel

rosehenn@cinci.rr.com

Be sure to read [Ike's Legislative Landing](#) page where Ike Reynolds has provided us with updates that are happening throughout our Chapter and what's going on in your State.

Calendar of Events

Chapter Events:

Recommended Webinars and upcoming March webinars are now listed on the website and below at the bottom.

TravelFest Dates: Save the Dates - [Registration](#) is Now Open!

April 20 - Pittsburgh at [The Rivers Casino](#), 777 Casino Drive, Pittsburgh, PA 15212

April 21 - Cleveland at [St. Michael's Woodside Center](#), 5025 E Mill Road,
Broadview Hts, OH 44147

April 22 - Columbus at [Bridgewater Conference Center](#), 10561 Sawmill Drive, OH 43065

April 23 - Indianapolis at [The Mansion at Oak Hill](#), 5801 E 116st St., Carmel IN 46033

National Events:

[ASTA Legislative Day | March 19, 2015 | Washington DC](#)

[ASTA Premium Business Summit | June 8-9, 2015 | Chicago](#)

[ASTA Global Convention | Aug 29 - Sept 1, 2015 | Washington DC](#)

Warm Regards,



Claudia Darling
Chapter President

Board Members:

Dan Lanser, 1st Vice President

Barbara Mazzola, 2nd Vice President

Ann Waters, Treasurer

Pam Faust, Secretary



ASTA Destination Expo

Morocco, Feb 26 -March 1, 2015

There is hardly a country more spectacular.

March 2015

Your ASTA membership gives you access to valuable industry resources, news and updates; connects you to a network of serious travel professionals; and promotes YOU to consumers as a true professional through your consumer profile on www.travelsense.org.

As your connection to ASTA Headquarters, I wanted to make sure you do not overlook some of these valuable, member only resources that will help you make well-informed decisions as a business owner and front line agent. Remember, you must be logged into your ASTA.org account to access.

2015 Regulatory Compliance Handbook and Certification Course - *To be released at the end of March* - This is a travel agent's must-have guide to DOT compliance and is worth the cost of membership. New this year - Get certified and show off your compliance awareness to clients and suppliers, as well as your current and future employers.

NCFs White Paper - As an advocate of the travel agency industry, ASTA has prepared this white paper to help you understand the role Non-Commissionable Fares (NCFs) play in cruise sales both historically and currently.

ASTA's Travel Agency Benchmarking Series - Member Only Summaries

[Financial Benchmarking Report](#)

[Global Distribution System Report](#)

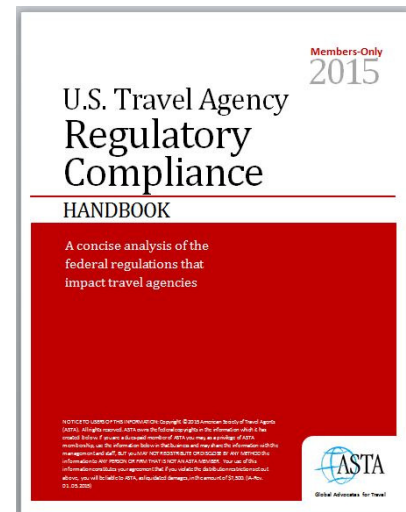
[Niche Markets Report](#)

[Technology & Web Usage Report](#)

Labor & Compensation Report - Coming Soon

Service Fee Report - Coming Soon

[Making Tough Business Decisions: Indispensable Research for Measuring Travel Agency Success](#) - To thrive in 2015, retail travel professionals have to make tough business decisions based on up-to-the-minute business intelligence. This newly-released guide will provide great insight.



We look forward to seeing you this year. Please reach out to myself or [ASTA Headquarters](#) if you have any questions about your ASTA membership, programs or benefits. We are always happy to help.

Upcoming Webinars from ASTA Headquarters

[Selling Travel to Cuba](#) | March 11, 2015 | 2pm ET

Get More from Your ASTA Membership | March 24, 2015 | 2pm ET - *Registration Opening Soon!*

[Scenic Cruises - The Most All Inclusive Luxury River Cruise Company](#) | March 26, 2015 | 2pm ET

Recent ASTA Member Alerts & Press Releases

[Frontier Airlines Withdraws from ARC, Offers Direct "Ticketless" Option through GDSs](#) | Mar 3, 2015

[MD Call to Action Help Fight New Taxes on Agencies](#) | Feb 10, 2015

[Virginia Legislative Update - Senate Votes Down Hotel Tax Bill](#) | Feb 6, 2015

[ASTA Chapters, Members Make a Difference in Their Communities](#) | Feb 5, 2015

[Nebraska Member Update - Travel Insurance Reform Bill to be Heard Tomorrow](#) | Feb 2, 2015

The global advocates for travel. Go with the pros.

To decline all e-mails from this chapter, [click here](#).