



**WORKING AGENDA FOR FALL CONFERENCE AT
THE COEUR D'ALENE RESORT**

115 S. 2ND ST., COEUR D'ALENE, ID 83814

SEPTEMBER 16TH- 19TH

“CHAMBERS IN MOTION”

DRESS IS BUSINESS CASUAL EXCEPT WHERE NOTED.

ALL ATTENDEES SHOULD SUPPLY THE FOLLOWING INFORMATION: NUMBER OF MEMBERS, (DUES- PAYING ACCOUNTS), ORGANIZATION’S REVENUE GENERATED FROM DUES, AND ORGANIZATION’S TOTAL ANNUAL INCOME FROM LAST YEAR.

SUNDAY EVENING, SEPTEMBER 16TH

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| 5:00 – 6:00PM | REGISTRATION – LAKEVIEW TERRACE |
| 4:00 -6:00 P.M. | ASCP BOARD MEETING – BOARDROOM 8 |
| 5:00 -6:00 P.M. | COSC/ASCP WELCOME RECEPTION FOR SPOUSES – HOSPITALITY SUITES #162-166 |
| 6:00 -7:00 P.M. | COSC/ASCP WELCOME RECEPTION – LAKEVIEW TERRACE |
| 7: 15 P.M. | PIZZA NIGHT – HOSPITALITY SUITE – 162-166 |
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MONDAY, SEPTEMBER 17TH

**8:00 A.M. CONTINENTAL BREAKFAST WITH COSC –
CONFERENCE CENTER LOBBY**

**8:30 A.M. INTRODUCTORY SESSION - BAY 6 ROOM IN THE
CONFERENCE CENTER**

**WELCOME, OVERVIEW, AND EXPANDED
INTRODUCTIONS.**

**EACH ATTENDEE WILL PROVIDE THEIR PERSONAL BACKGROUND,
EXPERIENCE, POSITION, STAFF SIZE, TENURE WITH CURRENT
ORGANIZATION, AND NUMBER OF PAST ASCP MEETINGS
ATTENDED.**

10:30 A.M. BREAK

**10:45 A.M. WEBLINK INTERNATIONAL-
DJ MUELLER, TAO STADLER**

**11:15 A.M. TAKEAWAYS – SUCCESSFUL IMPLEMENTATION OF
PAST ASCP TOPICS**

**12:00 P.M. LUNCH AND OPEN DISCUSSION –
NORTH CAPE BAY ROOM**

**BREAKOUT SESSIONS; TO ALLOW SMALLER GROUPS OF
PARTICIPANTS TO LEARN AND DISCUSS ISSUES WITH THE
FOLLOWING TOPICS**

1:15 - 4:45 P.M. EACH SESSIONS WILL REPEAT THREE TIMES

	Session One - 1:15 - 2:15	Session Two - 2:30 - 3:30	Session 3 - 3:45 - 4:45
	Facilitators	Facilitators	Facilitators
<i>Member Retention</i>	Amanda Pasdon	James Berringer	Joyce LaRoche
BOARD ROOM 6			
<i>Managing Sales and/or Sales Force</i>	Alex Perry	Dan Calahan	Barry
BOARD ROOM 7			
<i>Dues Structures</i>	Jim Simpson/ Sein Heiner	Drew Savage	Leisa Fox
CASCO BAY			
<i>Non Dues Revenue</i>	Joyce - ME	Matt Ottinger	Aimee Bahs
BEAUTY BAY			
<i>On-Boarding Process for New Members</i>	Jeff Albright	Ed Troha	Carlos Phillips
BAY 6			
<i>Communications</i>	Jennifer Monies	Hoyt Strain	Jennifer Monies

SHORE ROOM

5:00 P.M. WRAP-UP FIRST DAY - **BAY 6**

6:00- 6:30 P.M. BOARD THE "THE COEUR D'ALENE" PARTY SHIP
FOR THE COSC/ASCP AWARDS RECEPTION -
(JACKETS REQUIRED)

6:30 – 7:30 CRUISE LAKE COEUR D'ALENE & DINNER –

HAGADONE EVENT CENTER

7:30 – 9:30 COSC/ASCP AWARDS DINNER – (JACKETS
REQUIRED) –

9:30 – 10:00 BOARD THE SHIP AND RETURN TO THE RESORT

*PHOTOS OF ALL AWARD RECIPIENTS WILL BE TAKEN AFTER
DINNER.*

HOSPITALITY SUITE WILL BE OPEN FOR JOINT ASCP COSC
NETWORKING AFTER DINNER

MONDAY NIGHT FOOTBALL – IN THE HOSPITALITY SUITE – #162-
166

TUESDAY, SEPTEMBER 18TH

HALF-DAY JOINT SESSION WITH THE COUNCIL OF STATE CHAMBERS

7:30 A.M. BREAKFAST BUFFET - SHORE ROOM

“WINNING MEMBERSHIP GROWTH STRATEGIES FROM OUR WINNERS – ASCP 2012 AWARD WINNERS’ PRESENTATIONS”

EXPLANATION OF AWARDS PROCESS AND Q & A WITH PANEL OF WINNERS – KATHY WOOLEVER

8:30 A.M. ASCP COSC JOINT MEETING - **BAY 3 ROOM**

A 360 DEGREE LOOK AT OUR FUTURE – GLEN HIEMSTRA, FUTURIST.COM

GLEN WEAVES TOGETHER A COMPREHENSIVE LOOK AT THE FUTURE – NOT AS SOMETHING THAT HAPPENS TO US – BUT HOW STATE CHAMBERS CAN SHAPE IT TO GET WHAT YOU WANT AND NEED. HE’LL CONNECT THE DOTS BETWEEN THE ACCELERATION OF TECHNOLOGY, OUR GLOBAL ECONOMY, DEMOGRAPHIC SHIFTS, FOOD SECURITY, THE FUTURE OF ENERGY – AND HOW THEY’LL IMPACT YOUR MEMBERS AND YOUR BUSINESS CLIMATE.

9:45 A.M. BREAK

10:00 A.M. **WORKFORCE DEVELOPMENT PROGRAMS THAT WORK! – JOYCE LAROCHE**

MARY BRUTON, VP OF THE WORKFORCE DEVELOPMENT DIVISION OF ACT

ACT CERTIFIED WORK READY COMMUNITIES (CWRC) EMPOWERS COUNTIES AND STATES WITH DATA, PROCESS AND TOOLS THAT DRIVE ECONOMIC GROWTH. PARTICIPATING STATES ARE LEVERAGING THE [NATIONAL CAREER READINESS CERTIFICATE \(NCRC™\)](#) TO MEASURE AND CLOSE THE SKILLS GAP – AND BUILDING COMMON FRAMEWORKS THAT LINK, ALIGN AND MATCH THEIR WORKFORCE DEVELOPMENT EFFORTS.

CLAUDIA FOLLET, ED.D.

DIRECTOR OF GRANTS; PARTNERSHIP DEVELOPMENT OF MOST

WORKING WITH BUSINESSES IN ALL SECTORS, WE RECOGNIZED THE NEED FOR RAPID, MOBILE ENTRY-LEVEL TRAINING. OUR MOBILE OUTREACH SKILLS TRAINING (M.O.S.T. ®) TRAINS WORKERS, OFTEN DISADVANTAGED, FOR SKILLED JOBS AND PLACES THEM IN WELL-PAYING ENTRY LEVEL POSITIONS AFTER TWO WEEKS OF INTENSIVE TRAINING.

MICHAEL MARZETTA-MINDS-I INVENTOR

THE MINDS-I'S VISION RESULTS FROM THE BELIEF THAT THE WORLD OF COMPETITIVE ROBOTICS CAN AND SHOULD DO MORE, AND THE FERVENT DESIRE TO STIMULATE YOUNG MINDS AND BRING THAT EXCITEMENT BEYOND THE CLASSROOM. MINDS-I IS ATTEMPTING SOMETHING NEW

WITH AN IMPRESSIVE END GOAL--"TO ROCK THE ROBOTICS WORLD"-BY SPEARHEADING A TECHNOLOGY PLATFORM THAT IS NOT ONLY EXTRAORDINARILY DURABLE BUT ALSO INFINITELY MODIFIABLE AND RELEVANT FOR THE 21ST CENTURY, BREATHING NEW ENERGY AND ENTHUSIASM INTO SCIENCE, TECHNOLOGY, ENGINEERING AND MATH (STEM) EDUCATION.

11:15 A.M. JOE DEMIKE- GOOGLE –
DIRECTOR OF SMALL BUSINESS ENGAGEMENT & ADVOCACY

NOON ADJOURN – FREE AFTERNOON AND EVENING
LUNCH AND DINNER ARE ON YOUR OWN....
NOTE FOR THE GOLFERS; THE EAGLE WATER TAXI LEAVES THE DOCK AT THE RESORT ON THE HOUR AND 1/2 HOUR. RETURNS FROM THE COURSE ON THE 1/4 HOUR.

WEDNESDAY, SEPTEMBER 19TH

8:00 A.M. JOINT CONTINENTAL BREAKFAST –
EAST CONFERENCE CENTER LOBBY

8:30 A.M. “SOCIAL BUTTERFLY” &
“T O AFFINITY AND BEYOND”-
JEFF ALBRIGHT
KATHY WOOLEVER- SO TACTICS
JAMES MOORE OR KATHY KIERNAN-
MENTIS ANALYTICS
BAY 6

10:00 A.M. ANNUAL ASCP BUSINESS/MEMBERSHIP MEETING

10:30 A.M. AMERICAN CHAMBER OF COMMERCE RESOURCES-
BRAD APLAND

**10:45 A.M. GROWING EFFECTIVE LOCAL CHAMBER
RELATIONSHIPS- IAN SCOTT-ACCE**

**11:45 A.M. "BOARD INVOLVEMENT PROGRAMS –
DREW SAVAGE**

12:30 P.M. ADJOURN

**MARK YOUR CALENDARS FOR NEXT YEAR'S CONFERENCE AT
KIAWAH ISLAND SC, SEPTEMBER 15TH -18TH, 2013.**

**IN 2014 WE WILL BE IN OKLAHOMA CITY, OK, SEPTEMBER 14TH –
17TH**

