



Education Day

May 4th, 2022

Connecting the people that connect the world.™

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| NEW YORK CITY CHAPTER



Networking Breakfast



Agenda



Silent Auction

Breakfast Sponsor



DELTA



NYC Chapter Welcome



Agenda



Silent Auction

Board & Volunteer Recognition

- Kelly Ferrigno – Vice President
- Annie Ramos-Molina – Secretary
- Marek Dudziak – Treasurer
- Donna McGovern – Director of Membership
- Katherine Tomasi – Director of Educational Programs
- Brian Riccardi – Director of Sponsorship
- Grace Knowlton – Director of Philanthropy
- Jane Pearsall – Director of Venues
- Kym Hoover - Director of Communications and PR



Board & Volunteer Recognition

- Membership Committee
 - Frank Gallo
 - Nancy Padilla
 - Maferly Reyes
- Communication Committee
 - Brad Karl
 - Geri Richlin
- Government Relations
 - Allison Sayer





State of the Industry with Will Tate

State Of The Industry

Will Tate
Partner, GoldSpring Consulting

May 4, 2022

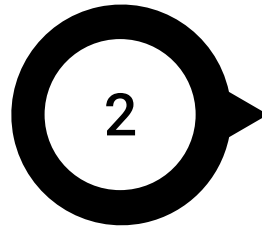


Agenda For Today

11



- Intro
- Your Speaker



- Internal Factors
- External Factors



- Q & A
- Thanks!

Goldspring Consulting...Who Are We?

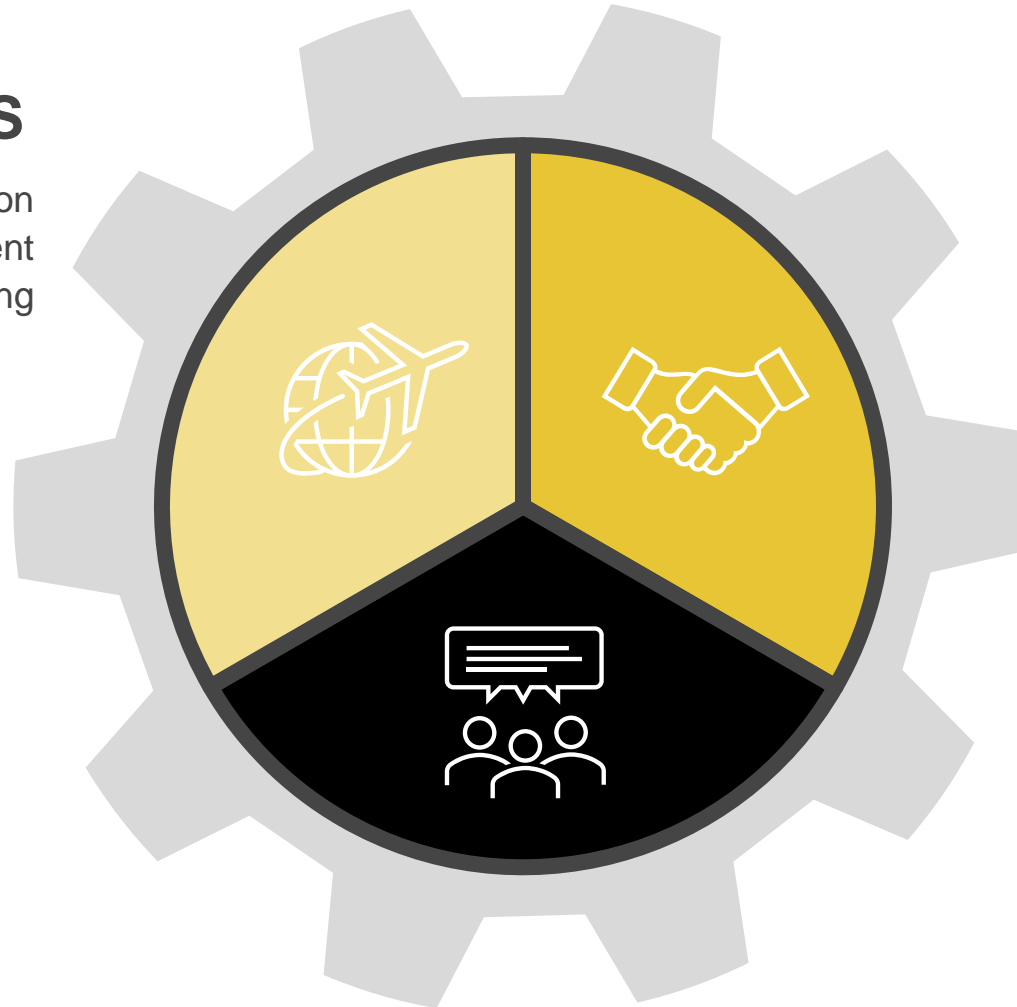
12

GLOBAL SERVICES

Strategy, sourcing, implementation
and program management
consulting

EXPERTISE

TMC ~ Airlines
Hotels ~ Meetings



GOLDSPRING

- Buyer Advocacy
- Proprietary Technology
- Collective Experience
- Proven Success

Will Tate, Partner

13



- **Scope of Experience**

- Former global travel manager (\$100M air volume, 40+ countries)
- CPA with 20 years management/financial experience
- 22 years as travel buyer independent consultant
- Led more than 300 travel consulting projects
- Author, trainer, educator, industry observer
- BTN Advisory Board

- **What it really Means**

- Failed travel manager
- Recovering accountant
- Can't hold a job
- Those who can't do, teach

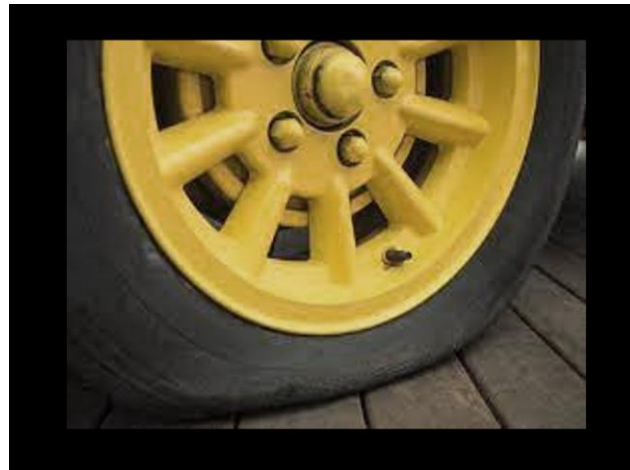
Learnings?

14

- Things shift FAST
- Processes we thought worked didn't
- Spotlight firmly on travel
- Trust had to be built/re-built
- Volume projections were impossible
- Time got wonky
- We zoomed...
- And quickly learned what's most important
 - Mute and camera OFF toggles!
- Yoga pants are the best

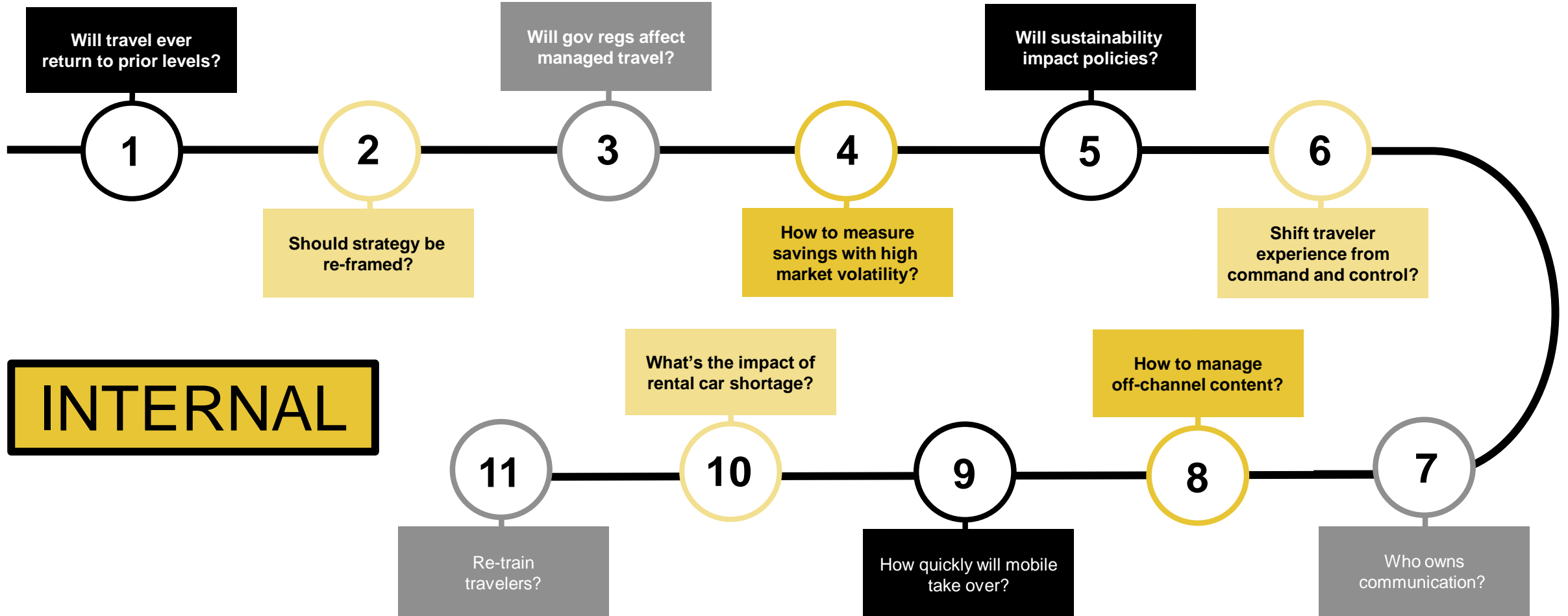


PARTNERSHIP

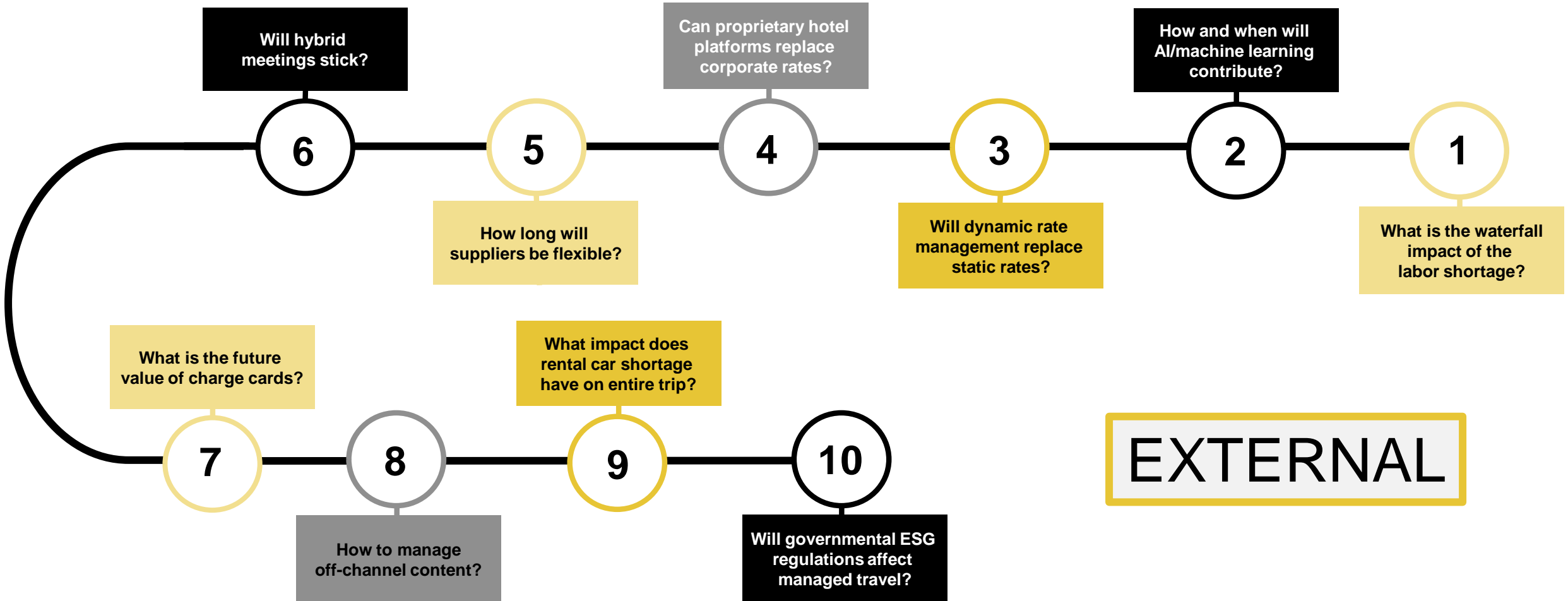


Questions...Internal

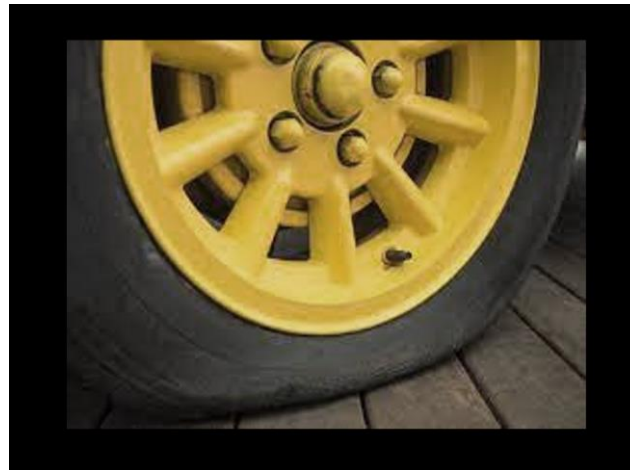
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Questions...External



PARTNERSHIP



Get in touch!



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Ste 101-318
Cedar Park, Texas, 78613



www.goldspringconsulting.com

Goldspring Consulting - Your Source For Exceptional Travel & Meetings Advice

Goldspring is the leader in global business travel consulting, dedicated to helping buyers succeed with services to support all aspects of corporate managed travel and meetings programs.



Diversity, Equity, & Inclusion

Diversity, Equity, & Inclusion Panel

Mick Lee
BNY Mellon
Moderator

Stephen Gheerow
The Bill & Melinda
Gates Company

Tracie Saunders
The Segal
Company

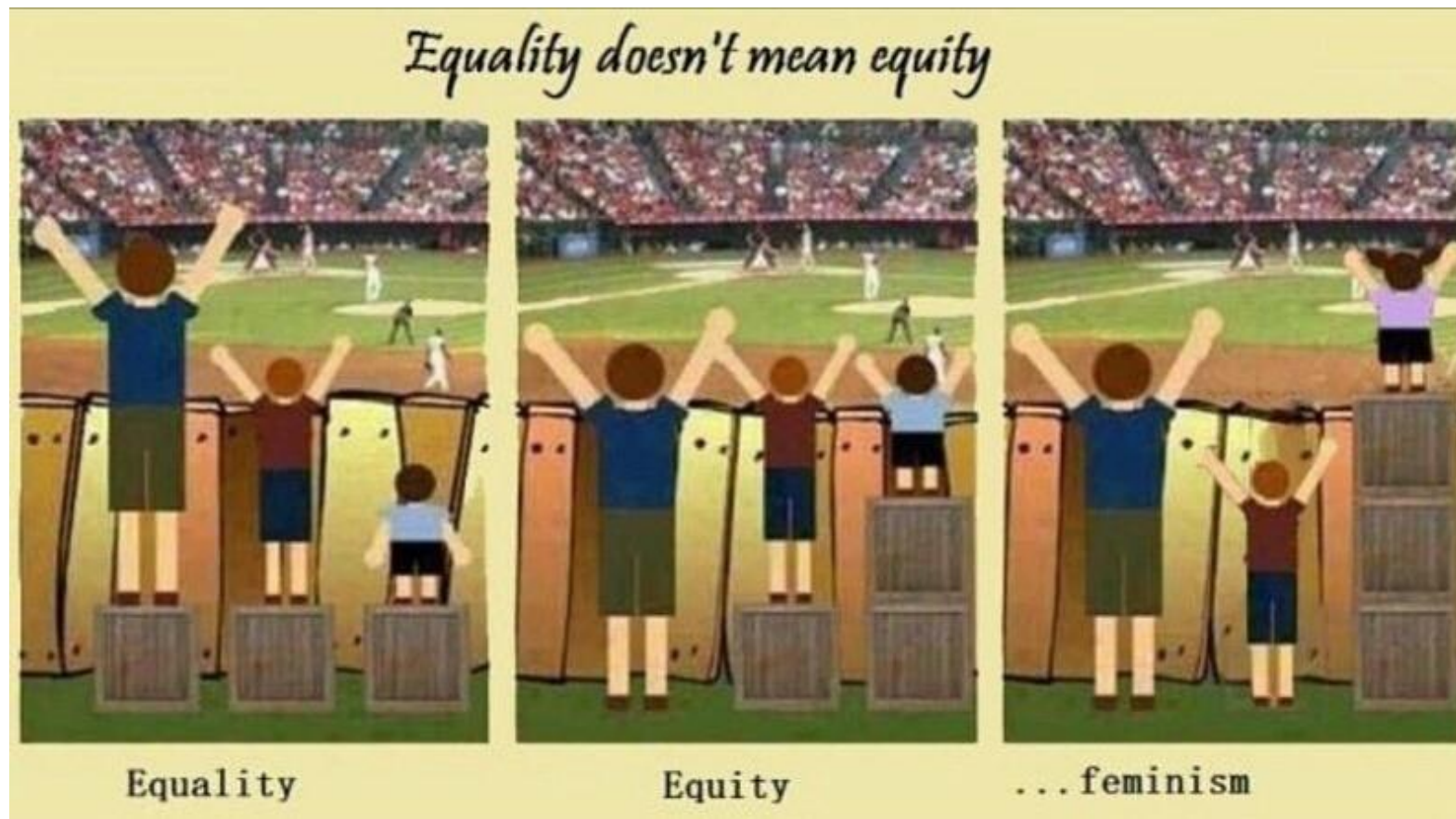
Diversity, Equity, & Inclusion Panel

DIVERSITY
All the ways in which people differ.

EQUITY
Fair treatment, access, opportunity, and advancement for all people. One's identity cannot predict the outcome.

INCLUSION
A variety of people have power, a voice, and decision-making authority.

Diversity, Equity, & Inclusion Panel





Networking Break

Break Sponsor

Deem®



| NEW YORK CITY CHAPTER



Airline Sustainability Panel

Environmental Sustainability & Airlines

Delphine Millot
GBTA
Moderator

Cynthia Barnes,
American
Airlines

Aaron
Robinson,
United Airlines

Gerry
Tenebruso,
Delta





Networking Lunch

Networking Lunch Sponsor

UNITED





Wellness Session – Nora Walsh



WELLNESS SESSION

**NYCBTA
Education Day**

NORA WALSH

Certified mindfulness
meditation teacher

Yoga instructor

Travel writer

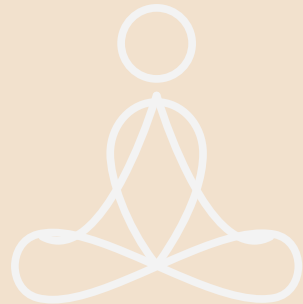
Hospitality veteran



**“I can’t get rid
of my thoughts.”**

**Mediation is like
taking our mind
to the gym.**

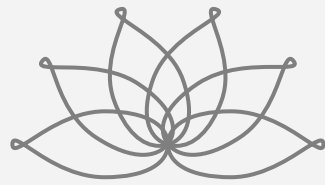
**How do we
train our minds?**



**You are doing
it right.**



Let's mediate.



"Who is your enemy?"

Mind is your enemy.

No one can harm you more than a mind untrained.

Who is your friend?

Mind is your friend.

No one can assist and care for you better than your mind well-trained."

-Buddha

Stay in touch.

Nora Walsh

Mindfulness Meditation Teacher



nora@patchworkcompass.com
work



+1 908 309 7782
mobile



norajeawalsh.com



@patchworkcompass



19083097782



in/norawalsh



Point your camera at the QR code.



Transportation Infrastructure Update

Port Authority of NY/NJ Airports Update

LaGuardia Airport General Manager Anthony C. Vero, P.E.

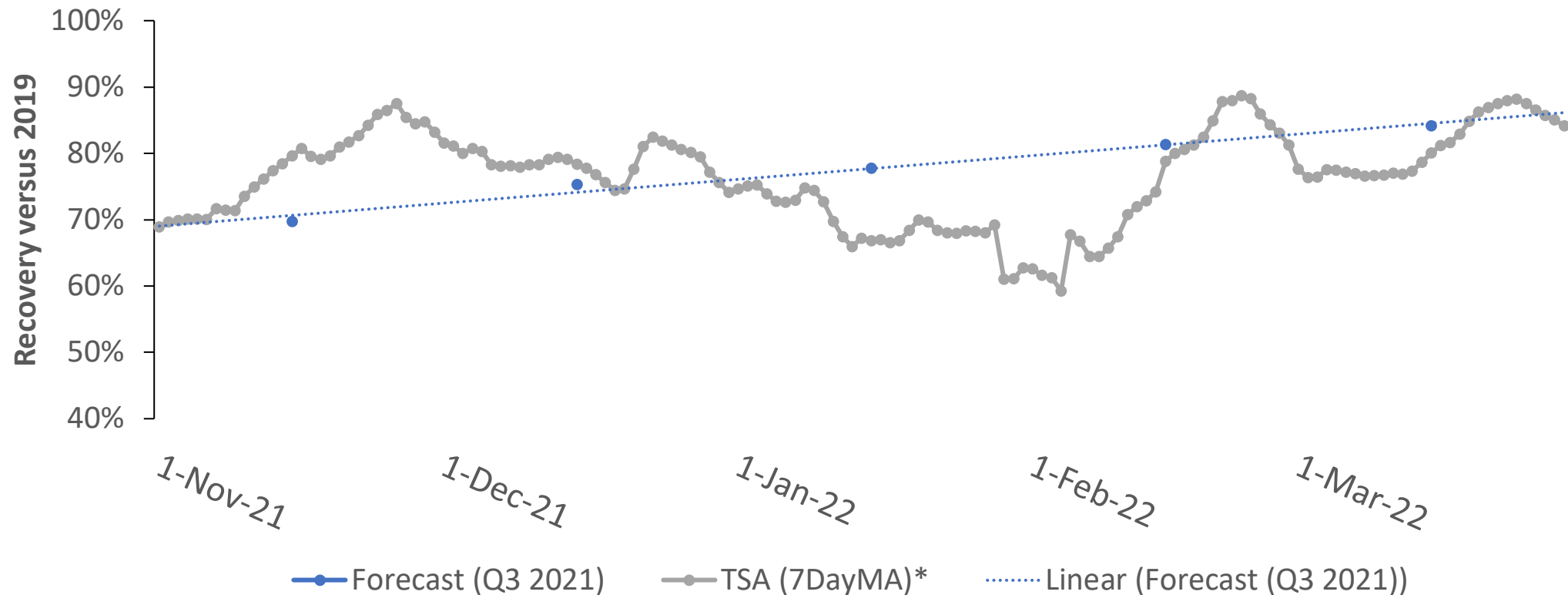
NYC Business Travel Association Meeting

May 4, 2022

Airport Activity: Passenger Forecast Q3 2021 vs. Actuals

Passenger growth continues and airfares are on the rise as airlines anticipate strong demand for leisure/transatlantic travel in summer 2022

Aviation Q3 Forecast v TSA Actuals



The Future: Three Pillars

1) Unprecedented Investment in Our Airports

Port Authority and its private partners are investing over \$30 billion dollars to redevelop our airports

2) World-Class Customer Experience

We are committed to delivering airport experiences that exceed expectations, set the tone for a seamless business trip, homecoming, or visit to our region, and are in line with industry best practices in customer experience.

3) 21st Century Governance

We are integrating standards and accountability mechanisms into all agreements at our airports to allow us to enforce a world-class operation at every level and maintain our redeveloped infrastructure in excellent condition for years to come.

LaGuardia Airport



LGA Redevelopment Overview

- **The New LaGuardia Airport**
Unified airport with new terminals, better transportation access, additional airside taxiways and best-in-class passenger amenities.
- **Terminal B (\$4B)**
Led by LaGuardia Gateway Partners (LGP), largest public-private partnership in US aviation history.
Includes: new 35-gate terminal, a Central Hall, a parking garage, related roadways and supporting infrastructure
Reached substantial completion in 2022
- **Terminal C (\$4B)**
\$4 billion terminal construction began August 2017
First new gates opened 2019
New Terminal C Headhouse and additional gates to open Spring 2022
Project will be substantially completed by 2024



LGA Terminal B



LGA Terminal B



LGA Terminal B



Terminal C



- 37 flexibly sized gates that can accommodate Delta's full fleet
- Four concourses connected by a centralized check-in lobby, security checkpoint and baggage claim.
- Dual taxi lanes between the concourses will greatly improve airfield efficiency
- The facility will offer larger gate areas and more seating, as well as 30 percent more concessions space than its existing facilities.
- Delta Sky Club will feature a Sky Deck with airfield views, locally inspired food options, artwork from emerging New York artists, and other unique amenities.

Terminal C: Interior Preview



AirTrain LGA Update

Members of the public and key stakeholders including elected officials and community groups asked to evaluate 14 options for the rail project

Options being reviewed include:

- Two potential subway extensions;
- Five potential routes for fixed guideways for light rail connections, which includes the Willets Point option that was approved by the FAA and is currently paused;
- Five potential bus routes;
- Ferry service; and
- Other emerging technologies.



PUBLIC WORKSHOP

On LaGuardia Airport Mass Transit Access

Hosted by The Port Authority of NY & NJ

March 16th 6pm–8pm

NY LaGuardia Airport Marriott
102-05 Ditmars Boulevard
East Elmhurst, NY 11369



To RSVP, scan the
QR Code or visit:
lgapw316.eventbrite.com

March 24th 6pm–8pm

Astoria World Manor
25-22 Astoria Blvd
Astoria, NY 11102



To RSVP, scan the
QR Code or visit:
lgapw324.eventbrite.com

Newark Airport

Redevelopment Update

EWR Redevelopment Overview

Four Components:

1. New Terminal A
2. 140 acres of airfield paving
3. Redesigned roadways with 8 new bridges
4. 2,750-space public parking facility with consolidated rent-a-car



EWR Terminal A Aerial View



EWR Terminal A Arrivals Hall



EWR Consolidated Rental Car Facility with Connector Bridge



Newark AirTrain Replacement



Conceptual rendering courtesy of Lea+Elliott

JFK Airport

Redevelopment Update

JFK Redevelopment Overview

- Unified terminal layout
- World-class amenities
- Redesigned on-airport traffic pattern
- Centralized ground transportation options
- Expanded taxiways and gate capacity
- State-of-the-art security
- New airport facilities will open in 2023



JFK T6 Rendering



JFK T1 Rendering



Thank You!





NYCBTA Philanthropy Update – Grace Knowlton



GLOBAL BUSINESS TRAVEL ASSOCIATION

| NEW YORK CITY CHAPTER



Restore

What is trafficking?

US law defines human trafficking as *the use of force, fraud, or coercion to compel a person into commercial sex or labor.*

Human trafficking is a \$150 billion dollar industry. Every year, trafficking generates more profits than McDonald's, PepsiCo, and Disney *combined*.

Like any other multi-billion-dollar business, supply and demand are everything. When the demand for cheap labor or commercial sex is higher than the supply, traffickers use force, fraud, and coercion to lure new victims.

Who is being trafficked?

Data shows us that traffickers don't target people—they target vulnerabilities.

Communities most impacted by racism, sexism, and classism disproportionately experience trafficking. In order to end human trafficking, we first need to know whom it's impacting.

64%

of victims are experiencing homelessness when recruited into a trafficking situation

94%

of sex-trafficking victims are women

42%

of survivors at Restore name "immigration status" as the reason they feel unsafe in the US

64%

of sex-trafficking victims are Black or Latina women

60%

of sex-trafficked youth have been in foster care at some point in their lives



Client Services

Counseling, comprehensive case management, and resource coordination.



Housing

Emergency housing, transitional housing, and independent living.



Economic Empowerment

Job-readiness classes, job placement, and entrepreneurship training.

**As professionals in the travel industry, we are in a unique position
with the ability to help**

**If you can donate services, please reach out to
Gabrielle Masih with Restore NYC**

gabrielle.masih@restorenyc.org



Networking Break

Break Sponsor

Deem®





Tech Showdown

Competitors

Deem
Harper Lieblich

DRVN
Dan Saucier

PSNGR1
Chris Moss

Unlocked Data
Dan Raine

Deem

The Solution for Managing Mobility

May 2022



What is multimodal mobility

From feet to flight: All the transportation modes to get you from A to B



Walk



Micro mobility



Own car



Car rental



Ride hail



Car service



Public transit



Rail



Air

Mobility

Of all mobility modes, ride hail is the largest transaction volume

Ride-hailing services were the most-expensed business spend category in 2019*



Walk



Micro mobility



Own car



Car rental



Ride hail



Car service



Public transit



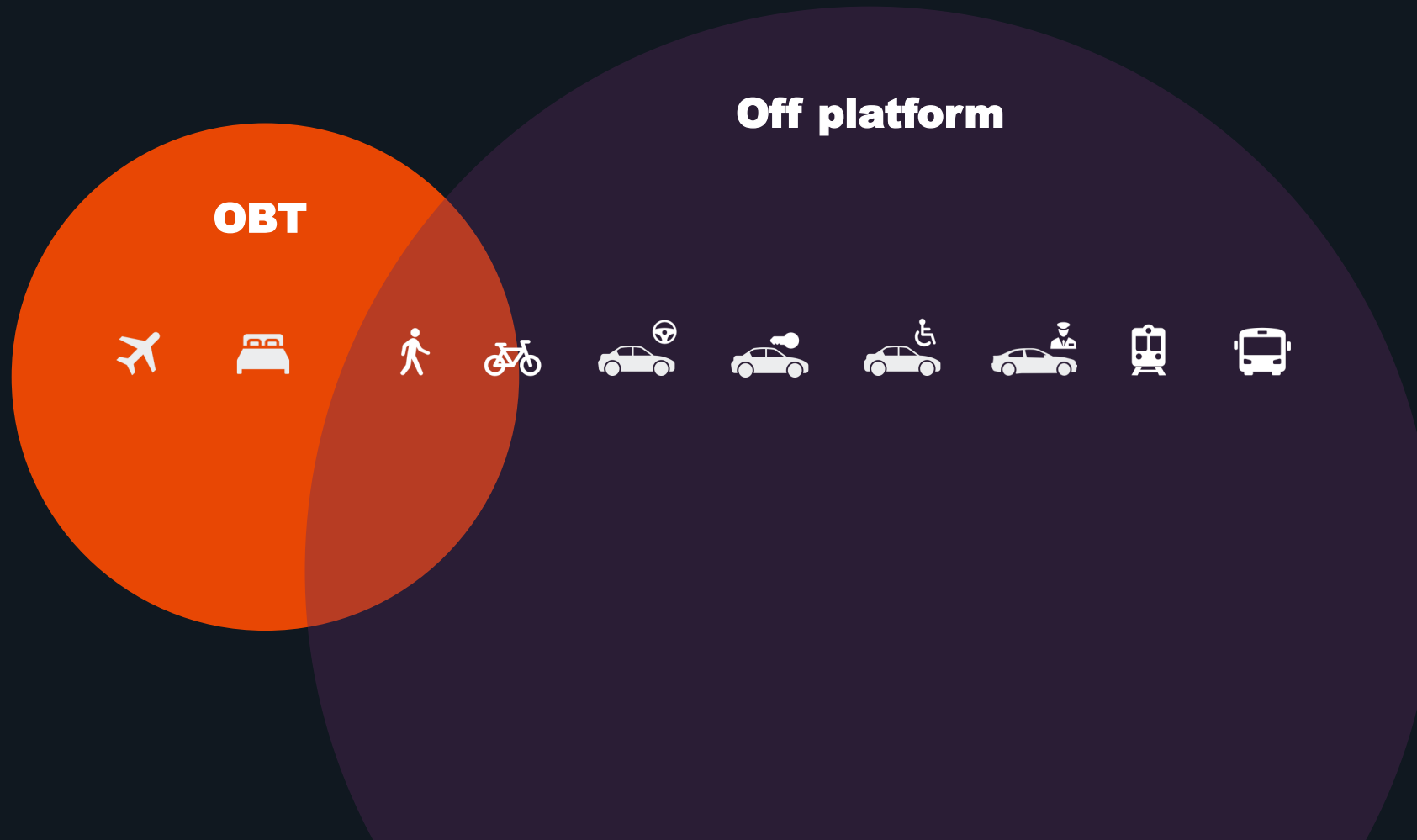
Rail



Air

Problem: Mobility is not captured by the OBT

+80% of the mobility transactions currently booked off platform





The solution

A single unified mobility platform

A single platform for self-booking multimodal mobility



Single Platform, One Itinerary

Travel, mobility, visibility and reporting in one platform



Multi Modal Mobility

The best transport modes based on each user's trip



Increased Sustainability

More sustainable options



Predictive and Personalized

Suggestions based on context and user preferences

Example: Giving you great contextual multimodal mobility

Journey time

London Paddington to Heathrow Central 

 **49mins** 

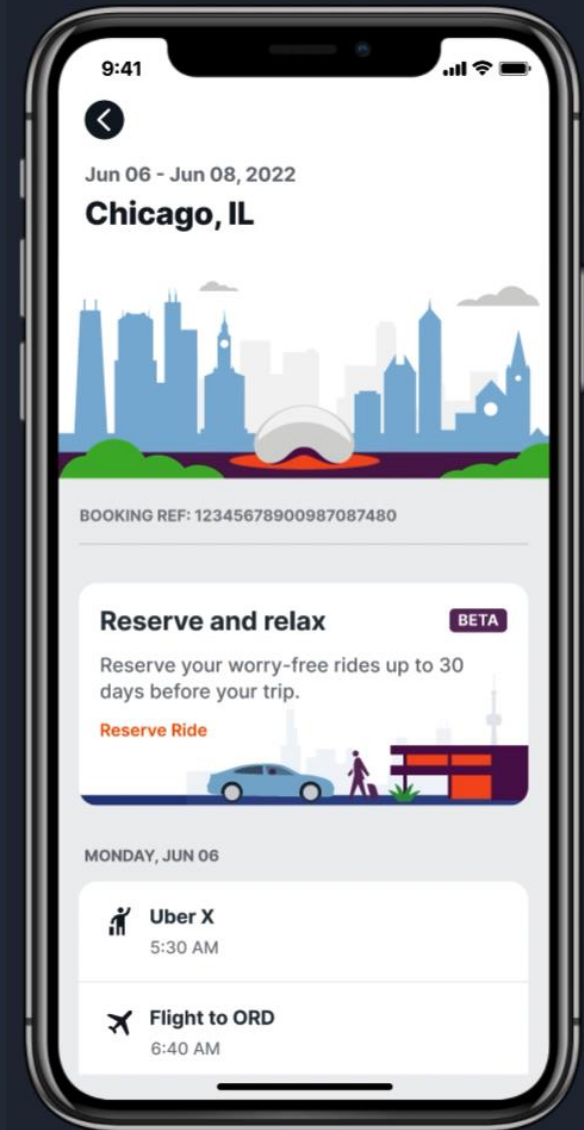
 **15mins** 





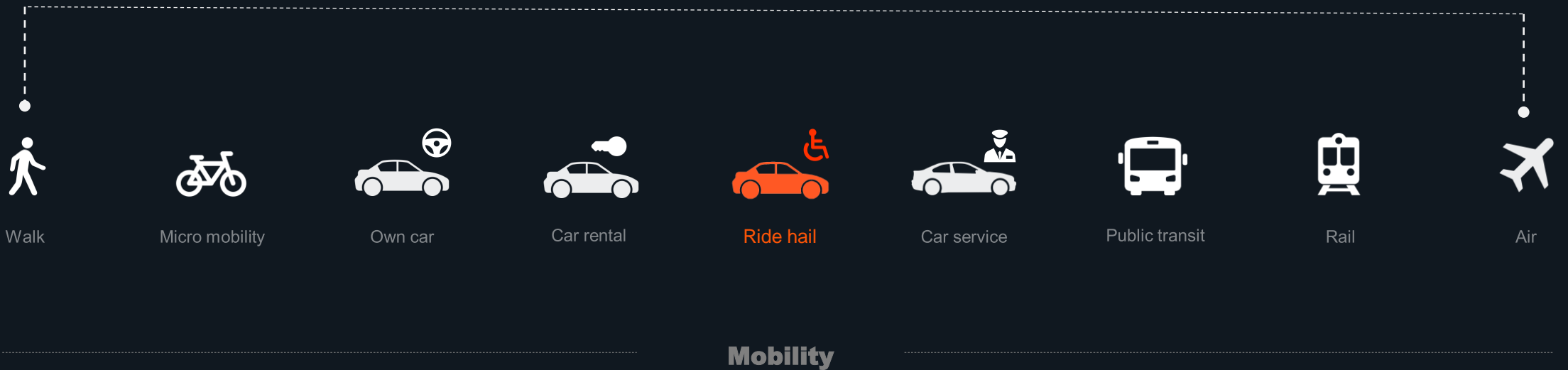
Uber for Business with Etta

Mobility and travel in *one single platform* allows Etta to predict and recommend the right mode at the right time.



Mobility is the glue of travel

From feet to flight: All the transportation modes to get you from A to B



Managing Mobility means

Saving the planet
Controlling costs
Happier travelers





Thank you!

drvn



drvn

powered by **moveo**



9001:2015

meet
drvn

Seriously.

Airport transfers, roadshows, groups, or a discreet adventure, we deliver scalable and flexible chauffeured black car services to discerning passengers, global companies, high-profile executives, sports teams and even the less discerning. We serve via our proprietary logistics and booking platform to over 250 cities, airports and seaports worldwide.

We marry old-world sensibilities to a new-world outlook with simplicity and technology.

Sit back and buckle up.

drvn



ISO
9001:2015

the drvn experience

Concierge Level Service for Passengers:

Confidence and ease of mind:

- Secure location tracking for: passengers, managers, and designated third parties
- Real-time communication pre-ride, during-ride and post-ride

Peacefulness and enjoyment:

- Reliability: lowest incident level of all major car services (industry average: 4.75% - drvn < 1.5%)
- Booking ease: no hassle scheduling, rescheduling or re-re-scheduling

Comfort and familiarity:

- Consistent experience in all markets
- Local, nationwide and global service

drvn



our back office **is your back office**

Unified Platform for Corporate Control

- Booking management: views for executives and managers, travel coordinators, event coordinators, passengers, pick-up and drop-off support staff
- Unified billing: billing data for operational, financial and department directors and managers or by customer and event
- Pre-ride and Post-ride communication: automated, directed and on-demand
- Unified communication: via anonymous and private 'one-number text and voice' (screens all source numbers) real-time platform updates

drvn

about drvn **car services**

While private car service is the best solution for a number of transportation needs, e.g., roadshows, events, meetings, and other passenger logistic challenges, all of these fit neatly into only a few service types.

- Daily
- Hourly
- Transfers
- Point-to-point
- Scheduled service
- Private chauffeurs
- Multi-stop, multi-days, multi-vehicle
- Recurring car service and fleet service

A man in a dark suit and white shirt is looking down at a car. The car's interior is visible, showing the driver's seat and steering wheel. The background is a blurred outdoor setting, possibly a parking lot or street.

drvn

your alternative **to air travel**

Fly drvn

Strange things are happening with airplane routes. Short haul segments are shrinking faster than long and medium haul. This leaves business travelers in a pickle. But drvn has the solution. Fly drvn provides worldwide door-to-door as an alternative to short haul flights:

- in less time
- at a lower price point
- with more convenience
- for a more productive and first class experience

Comparison pricing with a real time link to flight options and prices.

drvn



9001:2015

“Amateurs talk strategy. Professionals talk logistics”
- Omar Bradley

drvn

routing

site maintenance

on site supervision

travel coordination

logistics
management

record keeping
document distribution

regulatory compliance

vehicle maintenance

COVID testing

ride on the **green side**

Moveo Technologies Corporation (dba drvn) is participating in carbon offset programs, donating to organizations focused on climate change, and greater utilization of EVs and FCEVs.

We walking towards carbon neutrality one mile at a time. Drvn's goals are to:

- Achieve ISO 14001 and 26000 certifications
- Approve carbon neutral company certified by Terrapass in 2022
- Convert our "Administrative" fee to a "Green" fee and donate 100% to the Environmental Defense Fund, The Nature Conservancy, Oceana, Sierra Club, Carbon Fund, Cool Effect, and Terrapass in 2022
- Receive a 90 percent score or higher from EcoVadis by 2022
- Expand from the US to all global markets we serve, drvn's chauffeur incentive program to encourage EV and FCEV acquisition



drvn

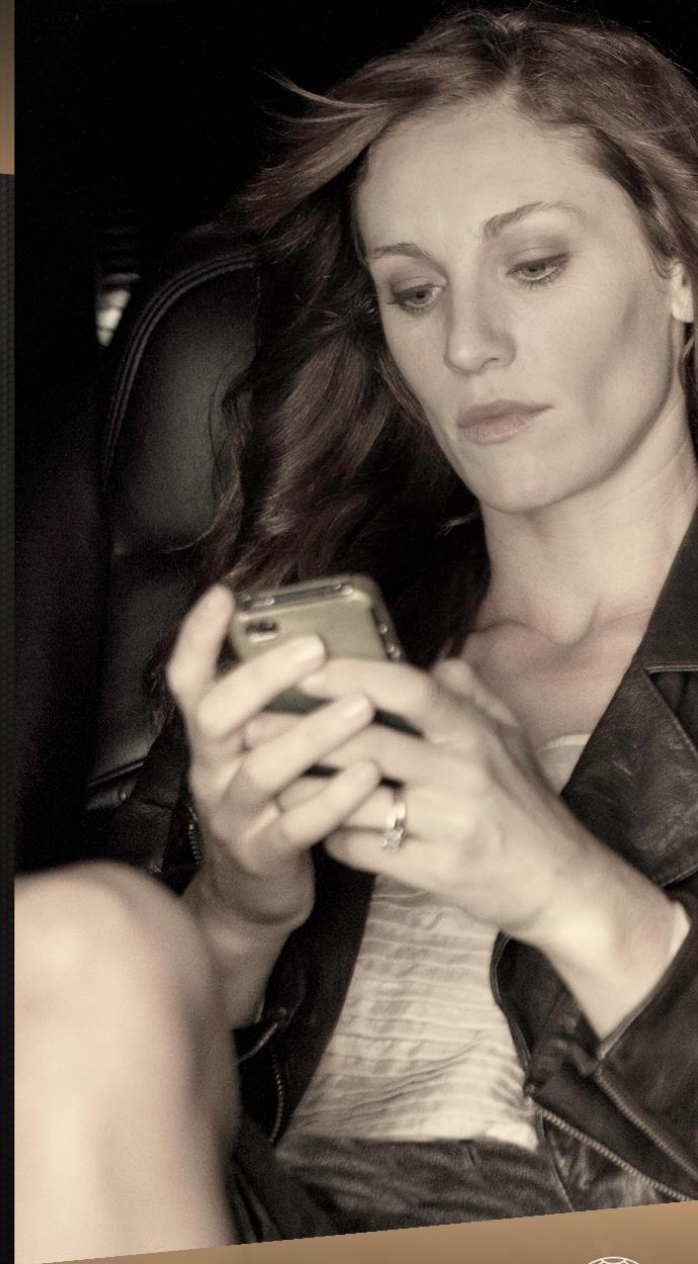


ISO
9001:2015

drvn vip portal

At the root of customizable chauffeured services is the idea that each passenger and each ride is unique. This goes together with the experience that each of our corporate customers has unique demands and expectations. It is from these basic understandings that we created our VIP portal for corporate accounts.

drvn gives you access to a VIP portal – Enjoy the freedom of booking and managing rides, setting account favorites, inviting additional admins and bookers, and beyond...



drvn

brand culture

- Extends 'white-glove' style and ethos
- Promotes a local culture mindset
- Supports community giving
- Voices respect and appreciation in multiple languages
- Knows geography changes, but standards remain the same

drvn



9001:2015

join the
drvn community

Experience your passenger's journey along with:



bienvenue à
drvn

We look forward to opening our doors to you. Go to vip.drvn.com to begin your journey.

Reservations

☎ (888) 960-4442

✉ sales@drvn.com

US Headquarters

📍 95 Merrick Way, Suite 514,
Coral Gables, FL 33134

drvn



ISO
9001:2015

PSNGR1



psngr1



The New Home of Travel

Current Corporate Travel Software

Online Booking Tools

Tampa Trade Show Summer 2014 [TECH, tested] [Send Back to User](#) [Approve](#) [Approve & Forward](#)

Summary Details Receipts Print / Email Hide Exceptions

Exceptions

| Expense | Date | Amount | Exception |
|---------|------|--------|--------------------------------------|
| N/A | | | Expense is Cash/Personal Credit Card |

Expenses

| Date | Expense | Requested | View |
|------------|---|-----------|----------|
| 08/27/2014 | 73028 Travel-Meals appetizer, Tampa, Florida | \$67.14 | \$67.14 |
| 08/27/2014 | 73027 Travel-Lodging Marriott Hotels, Tampa, Florida | \$500.50 | \$500.50 |
| 08/25/2014 | 73021 Travel-Airfare Continental, Boston, Massachusetts | \$374.00 | \$374.00 |
| 08/25/2014 | 73020 Travel-Meals Chi's, Tampa, Florida | \$38.48 | \$38.48 |

TOTAL AMOUNT: \$980.92 TOTAL REQUESTED: \$980.92

Report Summary

| Report Totals | Amount Due Company | Amount Due Employee |
|---------------|--------------------|---------------------|
| | \$0.00 | \$880.92 |

Home Travel Expense Approvals Invoice Reporting App Center Administration Help Profile

CONCUR Hello James

+ Start a Report + Payment Request 03 Open Reports 16 Approvals Needed 09 Available Expenses

TRIP SEARCH

I'm booking for a guest.

Flight / Rail Search

Round Trip One Way Multi-Segment

Departure City:

Arrival City:

[Search](#)

COMPANY NOTES

Now hear this! We are happy to announce a new partnership with LUX Properties! Cue the band. You've asked, and we've listened. You can now stay at any of the LUX properties while traveling for business with full reimbursement. That's right. Go ahead and relax just a little. You've earned it.

Pacific Airways has just been added to our 2014 Airline program!

Check the Travel Lounge on the company portal for more exciting news, vacations packages, and much more! As a reminder, your preferred airlines are BlueSky, Intrepid, and Pacific Airways -- secondary

MY TASKS

16 Approvals Needed 09 Available Expenses 03 Open Reports

TRIP SEARCH

Mixed Flight/Train Search

Round Trip One Way Multi City

From: SAT - San Antonio Intl - San Antonio, TX

To: DEN - Denver Intl Arpt - Denver, CO

Depart: 09/14/2016 12:00 pm

Return: 09/17/2016 01:00 pm

Find a Hotel

Find hotels within 5 miles of Denver, CO

[Search](#)

Welcome, Jean Dupond Help Log Out

Concur

My Concur Request Travel Expense Reporting Administration Profile

View Travel Requests New Travel Request

Travel Request 223B

Request Name: Trip from Paris to London Status: Not Submitted

Purpose: CFI booking To be approved before: 22.09.2011 09:00 Amount: 485,50€

Travel Request Header Segments Approval Flow Audit Trail

Request Name: Trip from Paris to London Request Policy: Default Request Policy Start Date: 22/09/2011

End Date: 23/09/2011 Purpose: Comment:

Agency Office: CAX Agence

- ✗ Poor UX driving travelers away
- ✗ Complexity with administration
- ✗ Unable to deliver differentiated content



Global Distribution Systems (GDS)

AMADEUS



SAP Concur



GLOBAL GUARDIAN

Expense & Duty of Care



emburse chromeriver

AVIS

Budget

Southwest



DELTA

UNITED

jetBlue

Booking.com

Expedia

WebBeds

Online Travel Agencies

Suppliers (NDC)



BCD

AMERICAN EXPRESS GLOBAL BUSINESS TRAVEL

TRAVEL LEADERS GROUP

FROSCH

Corporate Travel Agencies

Smart Flight Search

Next Generation Storefront (NGS)

The screenshot shows the psngr1 flight search interface. At the top, it says "Welcome back, Chris!". Below that, there's a search bar with "JFK → PIT" and "Mon 10/25 to Fri 10/29 Round Trip". The main section is titled "Special Offers & Recommendations" and features four cards:

- LGA → PIT** Business 3/21 10:15 AM. Price: \$320. American Airlines.
- JFK → PIT** Comfort+ 3/21 5:10 PM. Price: \$450. Delta. "Premium Saver Plus" offer.
- EWR → PIT** Flexible Rate 3/21 1:05 PM. Price: \$555. Southwest. "Black & Gold Special" offer.
- LGA → PIT** Main Cabin 3/21 10:15 AM. Price: \$320. United. "whatever it takes" offer.

Below the offers is a "Results" section with a star rating filter (Sort: Recommended). It shows three flight options from LGA to PIT:

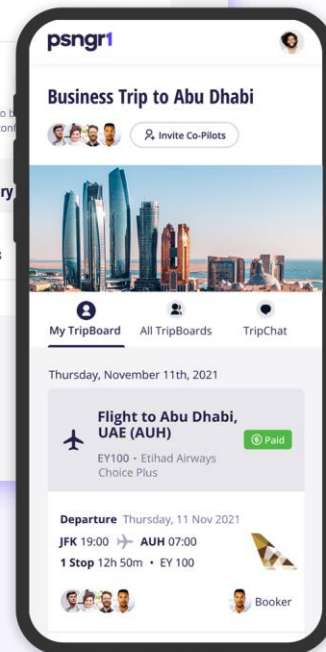
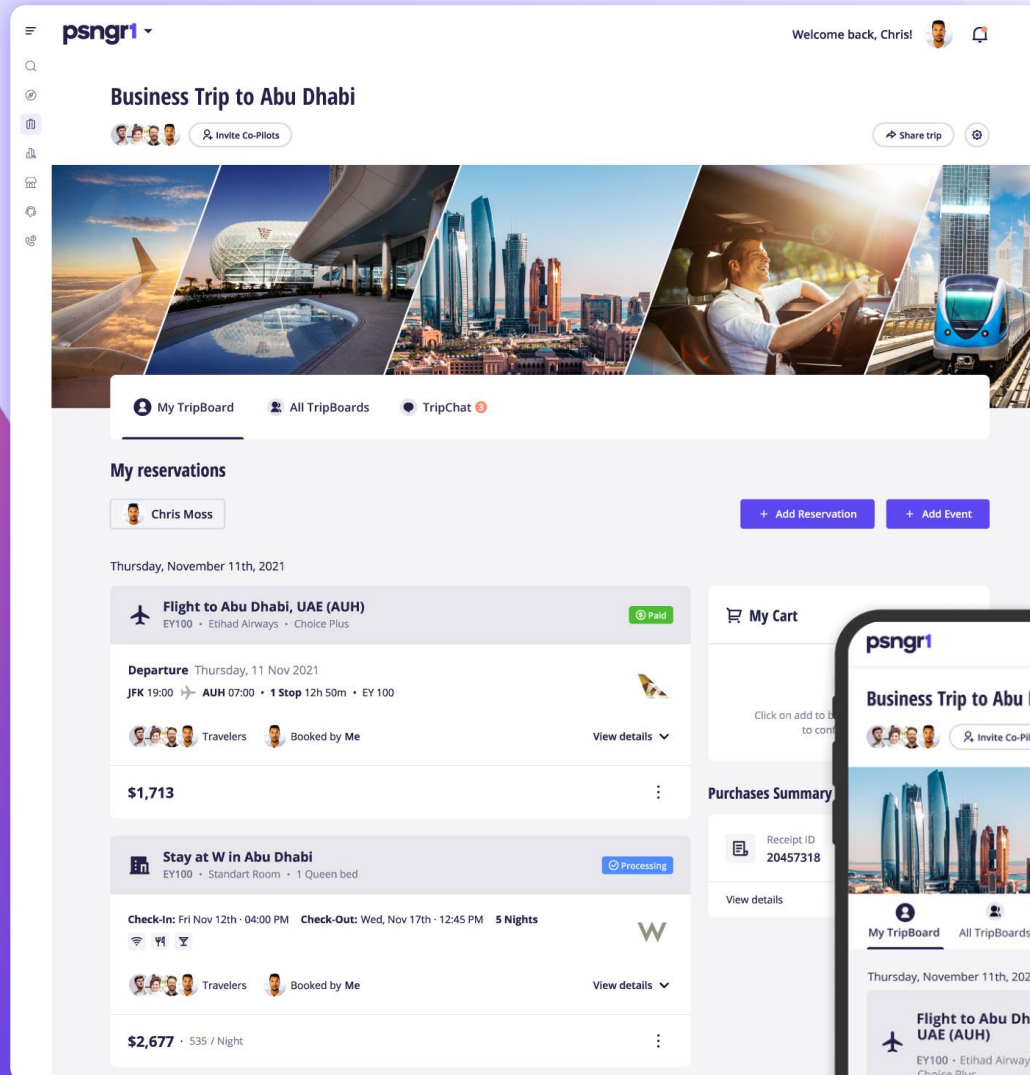
| Flight | Basic | Main Cabin | Comfort+ | Business | Not Available | Not Available |
|---|-------|------------|----------|---------------|---------------|---------------|
| LGA 8:07 AM → 12:07 AM (American Airlines - AA349) | \$418 | \$550 | \$573 | \$679 | Not Available | Not Available |
| LGA 10:45 AM → 12:30 PM (American Airlines - AA349) | \$418 | \$550 | \$573 | Not Available | Not Available | \$1700 |
| LGA 10:45 AM → 12:30 PM (American Airlines - AA349) | \$418 | \$550 | \$573 | Not Available | Not Available | \$1700 |

The screenshot shows the psngr1 hotel search interface. At the top, it says "Welcome back, Chris!". Below that, there's a search bar with "JFK → LAX" and "Mon 10/25 to Fri 10/29 Round Trip". The main section is titled "321 Results" and features a "Best Match" filter. It shows several hotel listings:

- Andaz Wall Street-a concept by Hyatt** (4 stars). Starting at \$1,115 per night.
- Grand Hôtel du Loiret** (3 stars). Starting at \$395 per night.
- 9Confidential Preferred L.V.X. Collection** (3 stars). Starting at \$850 per night.
- Andaz Wall Street-a concept by Hyatt** (4 stars). Starting at \$1,107 per night.

There are also "Details" pop-ups for "9Confidential Preferred L.V.X. Collection" and "Andaz Wall Street Super Hotel -a concept by Hyatt", showing amenities like Wi-Fi, Restaurant, Bar, Breakfast, Parking, and Air conditioned.

- ✓ All fares, one search request
- ✓ Drive Adoption to preferred suppliers
- ✓ NDC Ready - personalized offers
- ✓ Ticket and Product Attributes



TripBoards

Collaboratively plan, book and manage all aspects of a trip

- ✓ Build a complete trip in a few clicks
- ✓ Co-Pilots collaborate on trips together
- ✓ Add custom events so everyone is in the know
- ✓ TripChat to communicate and service bookings

MarketPlace

Data & Deals in Real time

- ✓ Understand supplier performance in real time
- ✓ Market Share and QSI information
- ✓ Communicate directly and implement deals
- ✓ Lever micro deals as the NDC era begins

Data for Oct 2019 13th to Oct 2021 13th

Current Market Share
69%

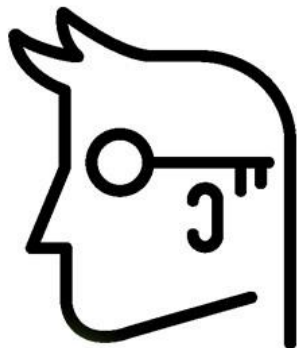
Marketshare Goal
N/A

Contract Term
N/A



| CITY PAIR | MARKET SPEND | AA SPEND | MARKET SEGMENTS | AA SEGMENTS | MKTSHARE ? | QSI | PERF. VS QSI. | PREMIUM | ECONOMY | BASIC |
|-----------|--------------|----------|-----------------|-------------|------------|--------|---------------|---------|---------|-------|
| EWR ↔ MIA | \$683 | \$683 | 4 | 4 | 100% | 38.57% | 61.43% | 0.00% | 0.00% | 0.00% |
| LGA ↔ YUL | \$807 | \$567 | 6 | 5 | 83.33% | 59.61% | 23.72% | 0.00% | 40.00% | 0.00% |
| LGA ↔ ORD | \$123 | N/A | 1 | N/A | N/A | 65.74% | -65.74% | N/A | N/A | N/A |
| ATL ↔ EWR | \$177 | N/A | 2 | N/A | N/A | 22.6% | -22.60% | N/A | N/A | N/A |
| EWR ↔ MIA | \$683 | \$683 | 4 | 4 | 100% | 38.57% | 61.43% | 0.00% | 0.00% | 0.00% |
| LGA ↔ YUL | \$807 | \$567 | 6 | 5 | 83.33% | 59.61% | 23.72% | 0.00% | 40.00% | 0.00% |
| LGA ↔ ORD | \$123 | N/A | 1 | N/A | N/A | 65.74% | -65.74% | N/A | N/A | N/A |
| ATL ↔ EWR | \$177 | N/A | 2 | N/A | N/A | 22.6% | -22.60% | N/A | N/A | N/A |

Unlocked Data



Unlocked Data



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dan@unlockeddata.com



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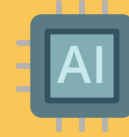


✗ **INACCURATE**

✗ **INCOMPLETE**

✗ **UGLY**

✗ **INCOHERENT**



**CLEAN
DATA**

C

M

UNLOCK



**MORE
IMPACT**

H



**ALL
SOURCES**



**CLEAR
STORY**

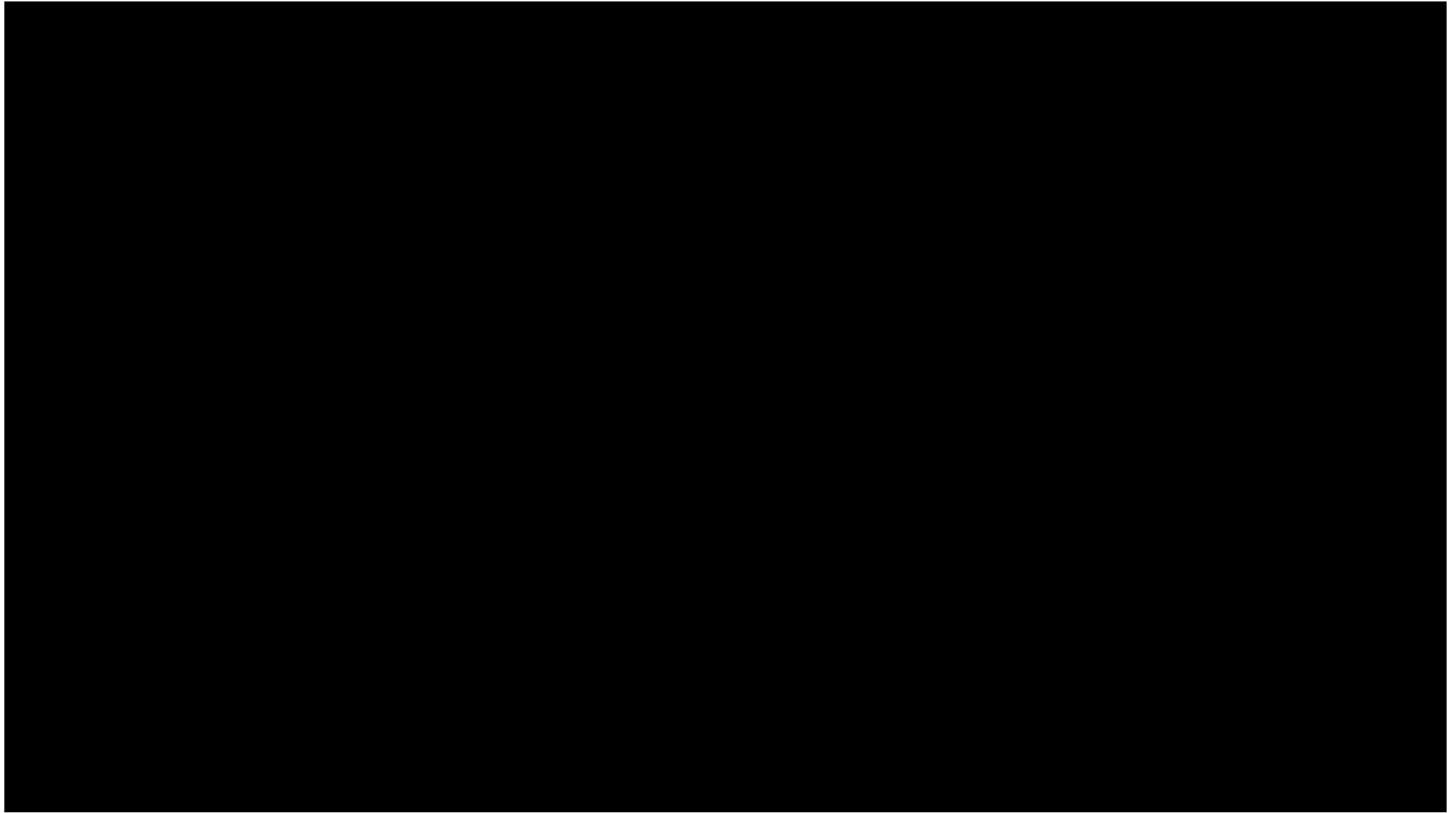
INTRO

TECH

DEMO

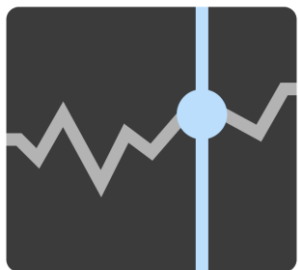
MODEL

QUESTIONS



UPGRADE YOUR DATA

1



**ONLINE
ANALYSIS**

2



**TRAVELER
ENGAGEMENT**

3



**LEADER
VISIBILITY**



1 ONLINE ANALYSIS



Total Trip Costs



CO2 Emissions

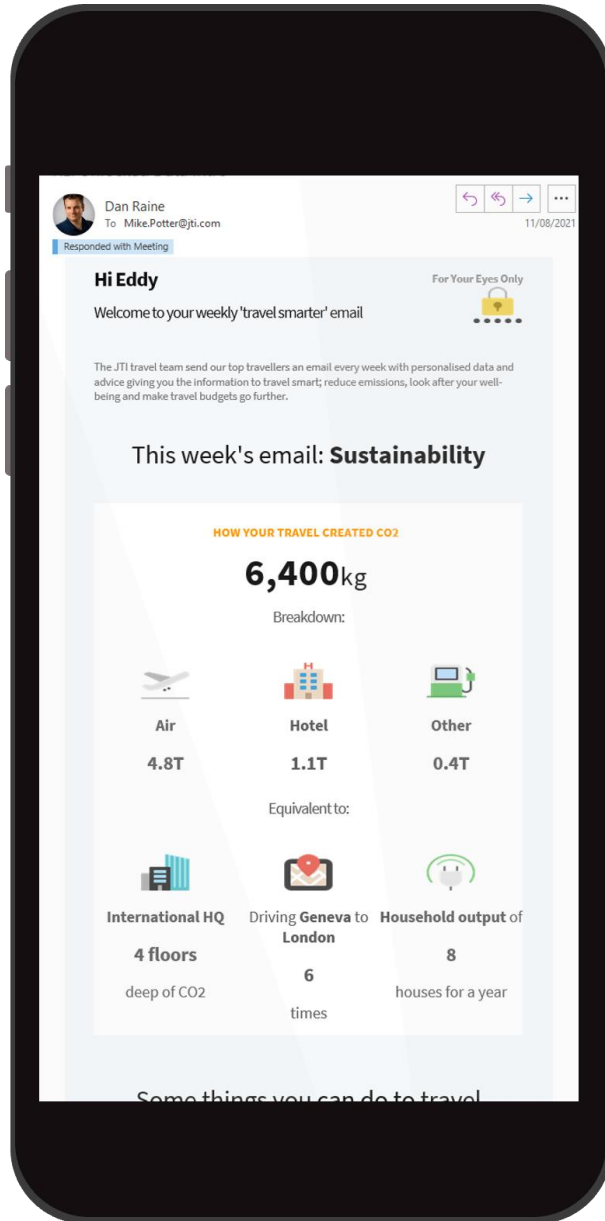


Savings



Well-being





2 TRAVELER ENGAGEMENT



Educate



Email



Empower



Online



Engage

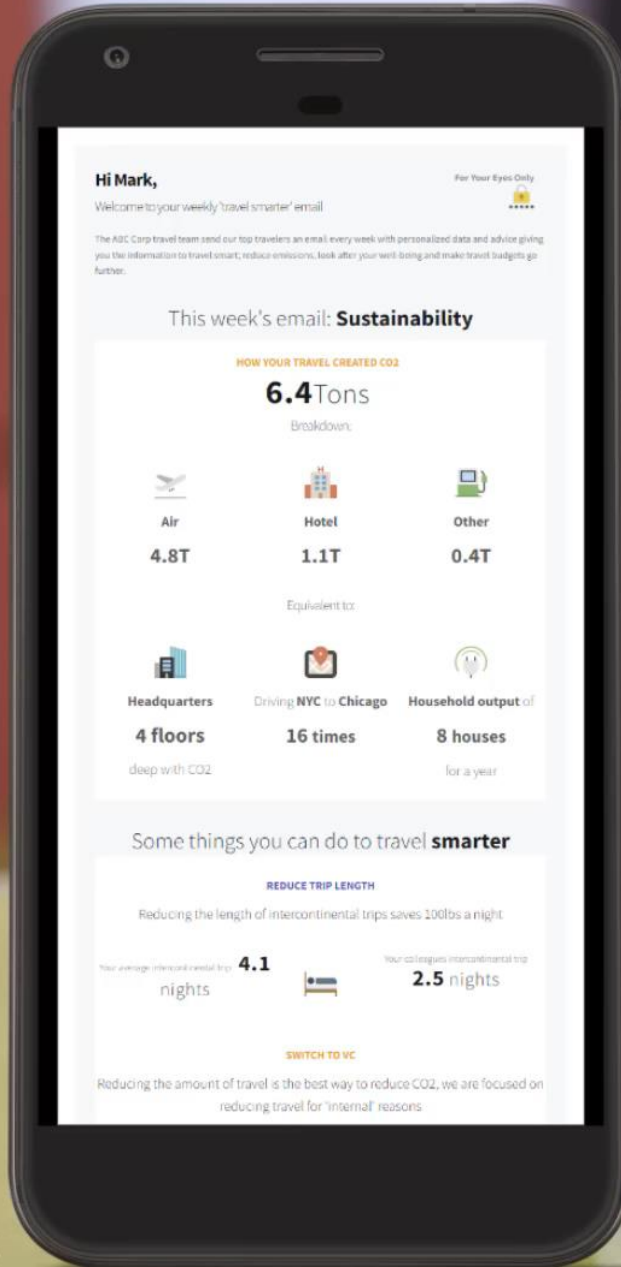


Teams

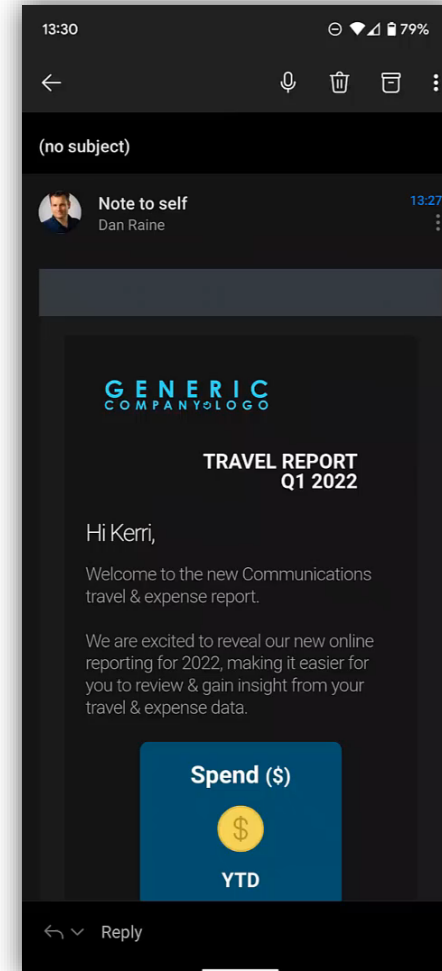
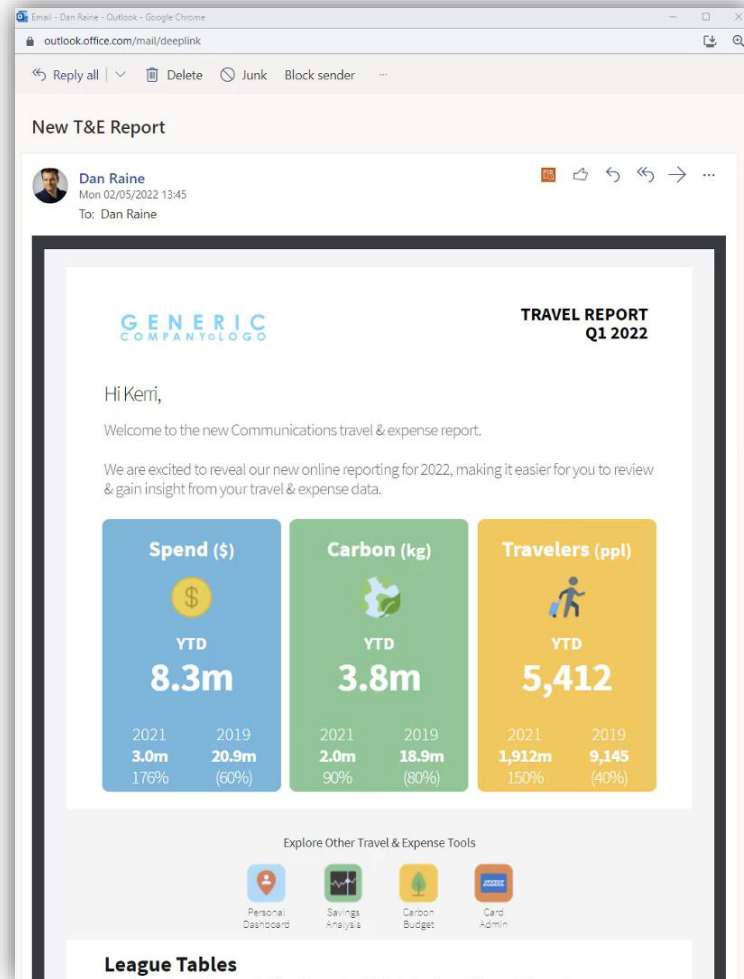
PERSONALIZED
EMAILS

RELEVANT
BENCHMARKS

INDIVIDUAL
ADVICE



3 LEADER VISIBILITY



Overview



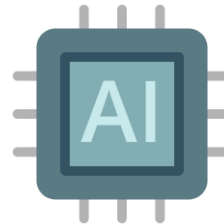
**Total
Security**



**Fully
Customizable**



**Quick to
implement**



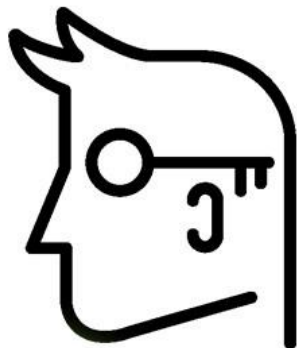
**Expertise &
Best Practice**



**Simple SaaS
model**



**Program
integration**



Unlocked Data

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What's new for 22 in Travel Policies?

Environmental Sustainability & Airlines

Will Tate
Goldspring
Consulting
Moderator

Ann Dery
S&P Global

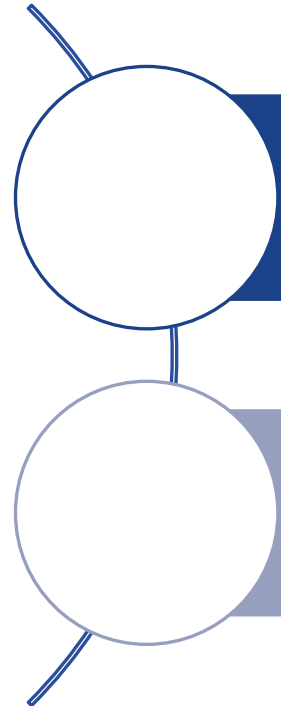
Martha
Ferguson
Lazard

Emily Wong
Jefferies



NYCBTA Updates

Agenda



Tech Showdown Winner

NYCBTA Elections

Elections

- Be sure to send your intent to nomination@nycbta.org by July 15th
- You must be a member of NYCBTA to run
- **All positions are up for election**

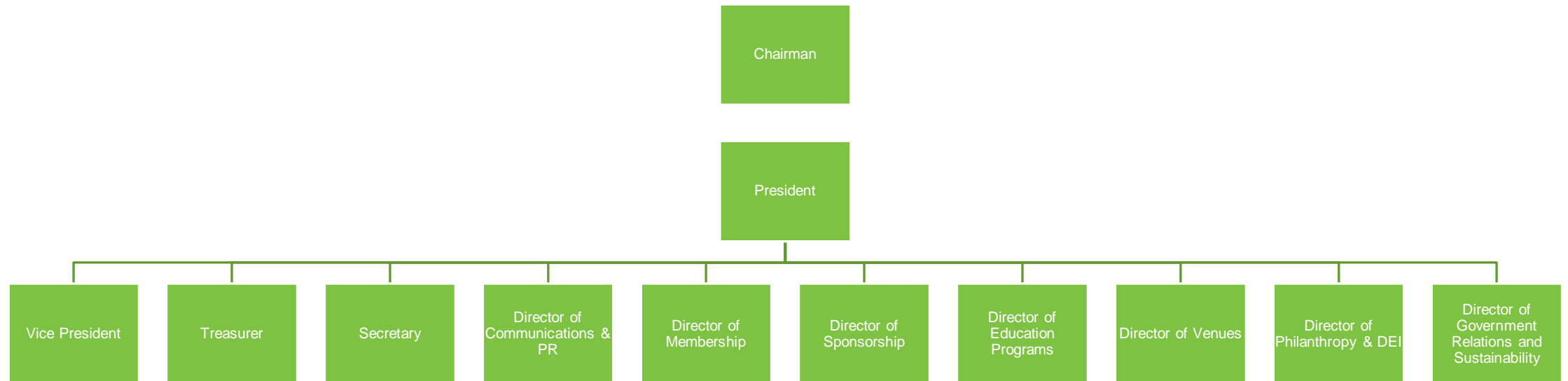
Nominations Committee

- Interested helping our Elections Process?
 - Email Chairman@nycbta.org
- Requirements
 - Member of NYCBTA
 - Not Running for a Board Position

Election Timeline



Board Structure





Networking Reception