



109th Annual Meeting & Fall Conference

Friday, October 21 - Sunday, October 23, 2022 Stoweflake Mountain Resort

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Dear Colleagues:

Our 109th Annual Meeting and Fall Conference will take place at the Stoweflake Mountain Resort, located in Stowe, VT!

This year's conference features Jonathan McKenzie, VP, Head of US Captive Management Operations, NFP Risk & Insurance Strategy Collective (RISC). Jonathan's presentation will provide an introduction to the captive insurance concept, talk about group captives, how they work and discuss the pros/cons. We also have a representative from Employers Association of the Northeast speaking about employee retention during the "Great Resignation". Both sessions will provide attendees

with plenty of business options to consider!

As always, the 109th Annual Meeting and Fall Conference will include the Annual Membership Meeting, Supplier Table Top Displays and a Cracker Barrel Session. Attendees will have ample time to network and learn from their peers during the breakfasts, dinners and offsite activities. On Friday we will hold the 7th Annual Christopher J. "Chip" Spilios Memorial Golf Tournament at the Stowe Country Club in Stowe, a short drive from the Stoweflake Resort. Taking advantage of the local bowling alley, Stowe Bowl, we are offering

a group bowling activity Saturday afternoon from 2-4pm. Sign up and join fellow attendees for an afternoon of fun and laughs! There will also be plenty of time for those who don't play golf or bowl to take in the Spa or explore the area on your own or with other attendees on Saturday.

There is so much to see and do in and around Stowe, VT for the whole family. We hope you will all join us for another fabulous NELA Annual Meeting and Fall conference!

Sincerely,
Eric Gianci
President

Conference Highlights

Featured Speaker:

- Jonathan McKenzie, VP, Head of US Captive Management Operations, NFP Risk & Insurance Strategy Collective (RISC)

Group Functions

- Welcome Reception & Dinner
- Annual Membership Meeting
- Supplier Exhibits & Cracker Barrel
- Awards Banquet and Drawings

Golf Outing:

- 7th Annual Christopher J. "Chip" Spilios Memorial Golf Tournament at Stowe Country Club

Bowling Outing:

- Stowe Bowl Bowling Lounge & Eatery



Education Sessions



Captive Insurance - Alternative to Conventional Business Insurance

Jonathan McKenzie

Vice President, Risk & Insurance Strategy Collective (RISC), NFP

For many companies — especially mid-sized companies — commercial insurance can be a difficult and complex challenge. Conventional insurance brings with it a frustrating lack of transparency and control over premiums, claims processes, and overall costs. Member-owned group captives enable entrepreneurial companies to reimagine commercial insurance by becoming owners of their own insurance company rather than buyers of insurance policies and avoid the volatility of the traditional commercial insurance market. Jonathan McKenzie will provide insights to the Captive insurance concept and discuss the pros and cons of the investments and risks involved.



Attracting and Keeping Top Talent

Employers Association of the Northeast

We are all aware that our organization's bottom line can be critically impacted by talent attraction, retention and turnover and that great employees are an investment in the ongoing success of any company. EANE's seasoned HR and legal professional will provide a captivating presentation on the complex challenge of employee retention, discussing 5 key areas to focus on.

Conference at a Glance

Thursday October 20

6:00 pm - 9:00 pm	NELA Board Meeting	Winfields Bistro
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Friday October 21

8:00 am – 8:30 am	Golfers' Breakfast	Stowe Country Club
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9:00 am - 2:00 pm	7 th Annual Christopher J. "Chip" Spilios Memorial Golf Tournament	
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9:00 am: Shotgun start

Stowe Country Club, Stowe, VT

3:00 pm - 6:00 pm	Registration	Entrance to Conference Center
6:00 pm - 9:00 pm	Reception/Welcome Dinner	Atrium/Stowe Room

Saturday October 22

7:00 am - 12:00 pm	Vendor Exhibits	Pinnacle Room
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7:00 am - 9:00 am	Breakfast	Stowe Room
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7:45 am: NELA Annual Business Meeting (start times are tentative)

8:30 am: Cracker Barrel Session

9:30 am - 12:00 pm	Educational Sessions	Pinnacle Room
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2:00 pm – 4:00 pm	Bowling Outing (Paid Activity)	Stowe Bowl, 1613 Mountain Rd
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7:00 pm – 10:00 pm	Reception & Dinner	Stowe Room
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9:00 pm – 10:00 pm	Post Dinner: Golf Trophy Presentation, 50/50 Drawing, followed by door prize raffle	
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Sunday October 23

7:30 am - 9:30 am	Breakfast Buffet	Stowe Room
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11:00 am	Check Out	
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7th Annual Christopher J. “Chip” Spilios Memorial Golf Tournament

\$230 per person • \$100 Club Rentals • Shotgun Start 9:00 am • Friday, October 21, 2022
Stowe Country Club • 744 Cape Cod Rd • Stowe, VT 05672 • (802) 760-4653 • www.stowevtgolf.com

Join fellow players Friday morning on the golf course for the 7th Annual Christopher J. “Chip” Spilios Memorial Golf Tournament at the Stowe Country Club in Stowe, VT. As a challenging and rewarding test of skill, Stowe Country Club golf course has evolved into a splendid course showcasing beautiful undulating fairways and manicured greens and offers 360-degree views of the mountains. The full-service golf club features a pro shop, brand new Taylormade Stealth rental clubs, and Kirkwood’s Pub. Please sign up to ensure that we are able to accommodate you. Golf fee includes Greens fee and cart, Continental Breakfast, Boxed Lunch and raffle for prizes. The winning team gets their names engraved on the tournament trophy and other prizes will be awarded for the winning team and contest winners. Proceeds from the golf tournament are used to help fund the Pulmonary Fibrosis Fund that was founded by Chris Spilios (Crown Uniform & Linen) to raise awareness and help support Pulmonary Fibrosis research at Brigham and Women’s Hospital. If you would like to make a separate donation in memory of Chris please make your check payable to Brigham and Women's Hospital and include Chris Spilios Pulmonary Fibrosis RF in the memo field. Checks can be mailed to:

Brigham & Women's Hospital
 Pulmonary Fibrosis Research Fund c/o Dr. Ivan Rosas
 116 Huntington Ave. 3rd Floor, Boston, MA 02116



Group Bowling at Stowe Bowl \$40 per person

Saturday, October 22, 2022 • 2:00pm-4:00pm

Bowling is a great way to get people of all ages together for fun! NELA has reserved four lanes for a max of 20 ppl for a fun-filled afternoon at Stowe Bowl, which is not your typical bowling alley. Enjoy large screen TVs, surround sound, and a full bar/restaurant. Fee includes 2 hours of bowling, shoes and snacks. Drinks are individual pay. Stowe Bowl is at 1613 Mountain Rd, only a short walk from the StoweLake Resort.

Show Your Support... Become a NELA Event Sponsor!

NELA Member Sponsorship Program 2022/2023	Annual Premier Sponsor \$3,500	Fall 2022				
		Platinum \$2,000	Gold \$1,500	Silver \$750	Bronze \$500	Golf Flag \$200
Year-long recognition as Premier Sponsor on all print and digital communications, website Sponsor page recognition	✓					
Logo and Sponsor Level Recognition: Event-specific Banner at host Hotel and Golf Course	✓	✓				
Logo and Sponsor Level recognition: pre-event-specific publications - digital and print; website sponsor page	✓	✓	✓			
Name and Sponsor Level recognition: pre-event-specific publications digital and print; website sponsor page				✓	✓	
Sponsor ribbon for company attendees at event	✓	✓	✓	✓	✓	
Tee Sign with Company Name/ Logo placed at tees on golf course during tournament	✓	✓	✓	✓	✓	✓

Stoweflake Mountain Resort & Spa

Stowe, Vermont is much more than a picturesque historic village or a classic mountain town, it's a destination, and Stoweflake is right in the center of it all. Steeped in natural beauty and located on over 50 acres, this is surrounded by over 30 shops, restaurants and attractions. During free time, attendees may enjoy a relaxing treatment at the Spa or explore Stowe using the Stowe Recreation Path, a 5.3-mile paved path winding through downtown and the Mountain Road Village, with shopping and dining for everyone.

ROH: \$249 per nt (+10% state/local tax)

1BR Suite: \$289 per nt (+10% state/local tax)

Check in 4:00 pm / Checkout 11:00 am

Self Parking is complimentary

Hotel cut off date is Thursday September 29, 2022 at 5:00 pm EST

Airport Information:

Burlington International Jetport (BTV); Hotel direction: 36 mi

General Edward Lawrence Logan International Airport (BOS): 205 mi

Albany International Airport (ALB): 186 mi

Important Hotel & Registration Information

You must make your own room reservations with Stoweflake Mountain Resort by Thursday, September 29 by 5:00 pm EST. To reserve your room online, access the "Book Your Hotel Reservation Online" link on any NELA website page. To reserve your room by phone, please call the appropriate number below the Hotel photo (above) and specify you are with the "Northeast Laundry Association" conference to receive the special room rate of \$249 per night (+10.0% state/local tax). Lodging will be assigned on a first-come, first-serve basis. Please note that weekends at Stoweflake Mountain Resort & Spa are booked heavily. It may be difficult to get a room at the hotel after the cut off date.

Booking within the NELA Room Block:

Reserving your room at the hotel as part of NELA's room block helps us to control costs, allows you to take advantage of complimentary guest room internet, and gives you more opportunities to network and participate in the conference program. If you have any questions or problems making reservations please call or email us at 706-637-8871 or nela@rjevansassociates.com. Please be aware of the hotel's cancellation policy.

Your Conference Registration Fee includes business sessions, cocktail receptions, breakfasts, dinners, raffle tickets, and more. Registration forms must be received no later than **Thursday, September 29 by 5:00 pm EST. All payments must be made in advance of the conference.**



Stoweflake Mountain Resort & Spa
1746 Mountain Rd, Stowe, VT 05672

Reservations: 800-253-2232

Mention that you're with the Northeast Laundry Association.

Online Reservations:

Access the "Book Your Hotel Reservation Online" link on any NELA website page

Non-Members: If you are with a company that is not, and has not been, a member of NELA and join NELA by October 31, 2022 the extra non-member premium will be applied to your dues. The member rate is extended to representatives of active and associate member companies as well as their spouses/significant others. Guests of members who work for a company that is eligible for membership within NELA must pay the non-member rate.

Registration Cancellations must be in writing and received by Thursday, September 29 to receive a full refund. After September 29, no refunds will be issued without Board approval. Cancellation requests may be emailed to nela@rjevansassociates.com.



Northeast Laundry Association

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nela@rjevansassociates.com • www.nelaundry.org

Contact Suzette Evans, NELA Administrator,
for more information.

