



2010 IDEA FAIR

The 2010 Idea Fair competition will be held at the World Conference on Club Management in San Diego, CA. Entries will be on display in the Member Services Pavilion during its hours of operation, with the exception of when the entries are being judged, at which time the Idea Fair will be sectioned off. Entries will be accepted on site until 8:00 a.m. on Monday, February 8, 2010, in the Member Services Pavilion.

Sharing knowledge has been the hallmark of the Club Managers Association of America since its inception. Each CMAA member is encouraged to enter and exchange ideas with fellow club managers. Appropriate recognition and two Association Activity credits will be awarded to the winner in each of the 24 categories. Association Activity credits are also awarded to members who enter the Idea Fair.

2010 Idea Fair categories and examples are as follows:

- 1. Club Events**
Successful parties, celebrations, announcements, publicity, etc.
- 2. Special Holiday Programs**
Mother's Day, Memorial Day, Fourth of July, Christmas or others.
- 3. Club Dining Room Promotions**
Promotions for increasing dining room traffic.
- 4. Decoration Ideas and Lighting Techniques**
Temporarily transforming the room or club into a different setting.
- 5. Youth Programs or Events**
Sporting events, concepts, promotions, parties or organized field trips for youths.
- 6. Staff Training**
Training manuals, coaching, continuing education, professional development programs, etc.
- 7. Employee Incentives**
Unique programs to enhance morale, pride, teamwork, loyalty and longevity; benefit programs; etc.
- 8. Safety Programs and Risk Management**
Need-to-know programs and/or emergency procedures or crisis communications/disaster plans, workers compensation, property and health insurance and risk management programs.
- 9. Member Communication/Information Programs**
Handbooks, guides, directories/yearbooks, history books, special calendars, etc.
- 10. Club Newsletters/Magazines**
Weekly, monthly, quarterly, etc., club communications.
- 11. Membership Development**
New member orientation, recruitment/retention techniques, plans, programs, etc.
- 12. Creative Use of Technology**
Innovative and creative use of equipment/procedures within a club and its departments.
- 13. Leadership Philosophies and Development**
Ideas that enhance the COO Concept within the club; successful board or committee relations; meeting tactics, orientation programs, effective use of an agenda, surveys and "political" techniques.
- 14. Renovation Programs**
How-to manuals, checklists, tracking systems used to monitor facility improvements that strengthen club operations.
- 15. Resource Conservation/Environmental Protection**
Effective use of energy reduction techniques, recycling programs, chemical reduction, etc., to reinforce the club's community image.
- 16. Golf Operations**
Tournaments, promotions, amenities, incentives, member instruction and training for staff or caddies.
- 17. Golf Course Maintenance**
Techniques, equipment, procedures, training, facility designs, safety programs, chemical/pest control, etc.
- 18. Sports Operations and Programs**
Boating, fitness concepts, swimming, racquet sport ideas, wellness, family, senior and others.
- 19. Facilities Management**
Preventative maintenance programs, security systems, "green" construction, etc.
- 20. Successful Food and Beverage Concepts**
Menu items, presentation, non-alcoholic concepts, wine marketing programs and special theme beverages.
- 21. Cost-Saving Concepts**
Any method, procedure, equipment, etc., used to reduce expenses and/or improve member satisfaction.
- 22. Staff Recruitment**
Bringing new employees on board, internship and mentoring programs, manager in development programs, etc.
- 23. Breakthrough Ideas**
Responding to today's club issues and trends.
- 24. Menus**
All Club Menus — club functions, formal dining, casual dining, banquets, children's, spa, fitness center, etc.

Please note that the Wine List category is encompassed within the Wine Society Wine Program Awards. For information on how to enter this award program, please contact CMAA at (703) 739-9500 or wine_soc@member.cmaa.org.



2010 Idea Fair Entry Form

Category Number: _____ Category Name: _____

CMAA Member's Name: _____ Membership Number: _____

Club Name: _____

Description of Idea – How has this idea enhanced your club's operation, etc.? _____

How was this idea implemented and what have been the club members' reactions _____

Entries will be judged on creativity/clarity/content; transferability of idea or method to other clubs; uniqueness of idea; and qualifications criteria listed below. Failure to meet all qualifications criteria will disqualify the entry from the judging process.

Qualifications Criteria

- Recommended size for entries is 20" wide x 22" high x 6" deep, not to exceed 30" wide x 40" high x 6" deep.
- Entry may not include glass (inclusive of frames) nor any electronic devices, batteries or perishable items.
- Project must be clearly identified by both category and number on the front of the entry.
- Brief description of the idea must be on the front of the entry.
- Entry form must be completed and three copies must be attached to the back of the entry (as noted on this form).
- Business card of the CMAA member must be attached to the front of the entry.
- *Total number of Idea Fair submissions is limited to 10 entries per CMAA member, across all categories.*

Please have three copies of your completed entry form available. They should be securely attached to the back of each corresponding entry in a plastic document protector or similar presentation. You may use additional pages if necessary. Information received will be utilized by the National Headquarters as resource material.

If you choose not to hand-carry your entries, please ship them to arrive between **January 25 – February 5, 2010.**

**CMAA — Idea Fair
c/o Freeman
6060 Nancy Ridge Drive, Ste C
San Diego, CA 92121-3210**

Mark Entries: Hold for CMAA Idea Fair

All shipped entries must be received at the above address by Friday, February 5, 2010, to be eligible for judging.

No exceptions!

Participation in the 2010 Idea Fair does not necessarily merit an award ribbon. Entries are the responsibility of the CMAA member. CMAA will not be responsible for the shipment or return of entries. Should you elect to keep your entry, it must be picked up by 4:00 p.m. on Friday, February 12, 2010. After this time, unclaimed entries will be discarded.

For further information please contact Erica Buschner at (703) 739-9500 or erica.buschner@cmaa.org.