



BUSINESS TRAVEL TODAY & TOMORROW CAMPAIGN

Since 1968, the National Business Travel Association (NBTA) has committed itself to the professional development of its more than 3,200 members. In 1997, the NBTA Board of Directors increased their efforts to impact the corporate travel community by creating the NBTA Foundation, the research and education foundation for the National Business Travel Association. Through groundbreaking research projects, education initiatives and scholarship funding, the Foundation has grown to become an important resource to both buyers and suppliers of corporate travel services.

In March 2003, the NBTA Foundation embarked on a mission to renew \$4 million in capital support to maintain its education and research initiatives through 2008. By August 2003, the NBTA Foundation announced pledges totaling \$4.4 million, surpassing the original goal of \$4 million. At present, the Foundation has gone beyond the \$5 million mark.

Now, with more than 50 companies, NBTA chapters and NBTA members contributing more than \$5 million, the Foundation is in a strong financial position to continue its mission through 2008. To ensure donor value, the NBTA Foundation consistently evaluates its partnership programs and is committed to continuous improvement through new, innovative and enhanced offerings.



The NBTA Foundation would like to thank the following donors for their commitment to the *Business Travel Today & Tomorrow* capital campaign:

Chairman

American Express
National Business Travel Association

Presidents

BCD Travel
Hilton Hotels Corporation
IHG
Marriott International
Visa USA
Wyndham Hotel Group

Ambassadors

Amadeus North America
Carlson Wagonlit Travel
Carey Worldwide Chauffeured Services
Choice Hotels International
Continental Airlines
Dav El Chauffeured
Transportation Network
Delta
Diners Club International

Expedia Corporate Travel
The Hertz Corporation
HRG
Northwest Airlines
Lufthansa German Airlines
RADIUS—the global travel company
Sol Melia Hotels & Resorts
Starwood Hotels & Resorts Worldwide
TRX, Inc.
UATP
United Airlines

Directors

Business Travel News

Partners

ARC
Galileo by Travelport
Omni Hotels
Orbitz for Business
Travelocity Business

Supporters

AirTran Airways
American Airlines
AMTRAK
Avis Budget Group
Best Western International
Europcar
Fairmont Hotels & Resorts
GetThere, LP
Interstate Hotels & Resorts
MasterCard Worldwide
Millennium Hotels & Resorts
Sabre Travel Networks
Worldspan

Friends

Connecticut Westchester BTA
EMC Corporation
Los Angeles BTA
Midwest BTA
New York State BTA
Wisconsin BTA



Dear Industry Friends and Colleagues:

As Chair of the NBTA Foundation, I am honored to provide our donors and the NBTA membership with an overview of the Foundation's accomplishments this year. During 2007, the Foundation Board of Trustees had a great focus on future planning for the organization. At the beginning of the year we conducted a survey of the NBTA Membership to determine their needs as it relates to education and research. In February, we held a Donor Focus Forum to solicit input from our leadership donors who make the work of the Foundation possible. Finally, during the summer we held a two-day strategic planning session with Board members, staff and key stakeholders. The result was a three-year strategic plan to help shape the focus and scope of the NBTA Foundation moving forward.

Education continues to be a strong focus for the Foundation. This year 24 industry professionals embarked on an exciting opportunity to be the first to earn the Global Leadership Professional (GLP) designation. The results of their 12-month team projects will be announced during the NBTA Annual Convention in Los Angeles in 2008. These groups will deliver white papers and educational sessions that will benefit the entire industry.

Donor contributions also made it possible for the Foundation to continue to provide valuable scholarship opportunities to NBTA members. These grants have provided travel professionals access the Certified Corporate Travel Executive (CCTE) program, the Global Leadership Professional (GLP) program and to continue their Independent Studies Programs.

In addition to education, the Foundation continued to expand and enhanced the Managed Travel Index® & Benchmarking Tool. With input from users and focus groups, the Foundation released Version 3 of this dynamic on-line tool, which includes a new component to assess the maturity level of travel risk management programs. More than 200 companies are currently benchmarking their travel programs and the number continues to grow.

On behalf of the NBTA Foundation Board of Trustees, I am pleased to report that the Foundation remains committed to delivering top-notch education and timely research initiatives to business travel professionals in 2008.

Sincerely,

Ellen Keszler
Chair, Board of Trustees
NBTA Foundation



Dear Colleagues:

From "Open Skies" to "Overcrowded Skies", from "Going Green" to "Going Global", 2007 was a year full of many exciting and challenging events for the business travel industry. During this time, the NBTA Foundation is proud to have supported members of the National Business Travel Association (NBTA) through the funding of educational programs, benchmarking tools, scholarships and research initiatives to help industry professionals prepare for and manage through these challenges.

As we look forward to 2008, the Foundation remains committed to developing programs and resources that will assist both corporate buyers and industry suppliers. In July 2008, during the NBTA Convention, the Foundation will unveil three new research products developed by our Global Leadership Professional designees around the topics of Registered Traveler, the Value of Travel Management and Taking a Travel Program Global. During this time, the NBTA Foundation will also release an updated version of the Managed Travel Index® & Benchmarking Tool which will include internal membership benchmarking for rental car and hotel rates, as well as several integrated help tools.

Through our partnership with The Wharton School, the NBTA Foundation will deliver five Global Leadership Professional (GLP) sessions in the US, including sessions on Blue Ocean Strategy, Marketing Metrics and Financial Management. We will also be exploring new partnerships with institutions in Europe to provide GLP sessions globally, in support of NBTA's ever expanding global presence.

On behalf of the Foundation, I would like to express appreciation for each of you who participated in an education session, focus group or survey and a special thank you to those of you who volunteered to serve on various committees and councils. And most importantly, thank you to the NBTA Foundation donors and board members who generously provided the leadership, resources and funding to make it all possible. As the research and education foundation of NBTA, we look forward to continuing to support the NBTA membership and our industry in the coming year.

Sincerely,

Daphne Bryant
Foundation Director
NBTA Foundation

SCHOLARSHIPS OPEN EDUCATIONAL OPPORTUNITIES

In keeping with its commitment to provide educational opportunities to travel industry professionals, each year at NBTA's International Convention & Exposition, the NBTA Foundation awards scholarships to qualified NBTA members. These scholarships provide members the opportunity to attend the Certified Corporate Executive program (CCTE), the Global Leadership Professional Program (GLP) at The Wharton School, as well as focus on a merit-based Independent Studies Program (ISP). The Mike Kabo Global scholarship provides one individual with the opportunity to attend a 2-day GLP session and NBTA's International Convention & Exposition. Each CCTE scholarship is given in the name of one of NBTA Foundation's original Founding Donors and each GLP scholarship is given in the name of one of the Foundation's current Leadership Donors.

- To date, the NBTA Foundation has awarded more than 340 scholarships, valued at \$1.3 million to NBTA members;
- In 2007, the Foundation awarded \$90,000 in scholarship grants.
- 43 NBTA members were recipients of the following grants:
 - 18 CCTE scholarships
 - 16 GLP 2-day scholarships
 - 8 GLP 5-day scholarships
 - 1 Mike Kabo Global scholarship



2007 SCHOLARSHIP RECIPIENTS

Certified Corporate Travel Executive (CCTE)

Miriam Abujasen, *Burger King Corporation*
Millie Castaneda, *US General Services Administration*
Robert Cvik, *Millennium Hotels*
Sandra Golden, *Continental Airlines*
Bill Griesser, *Frontier Airlines*
Laura Herde, *Continental Airlines*
Bobby Hobes, *CARE*
Jennifer Houdyshell, *Sheraton Milwaukee Brookfield Hotel*
Trish Johnson, *Williams Blair & Company*
Amy Marek, *Omega World Travel*
Anne Marlow, *Xerox Corporation*
Sean McCurdy, *Interstate Hotels & Resorts*
Doris Lee Middleton, *Energizer*
Timothy Nall, *The Hertz Corporation*
Faye Neville, *Mintel International Group*
Mary Patterson, *Omni Houston Westside*
Rosanne Provance, *The Joint Commission*
Ralph Randle, *Logitech Inc.*
Vivian Smith, *Tower Travel Management*
Denise Truso, *Carlson Wagonlit Travel*
Gaye Vollrath, *PLATO Learning*

Mike Kabo Global Scholarship

Kate Pritchett, *University of Sydney*

Global Leadership Professional Program (GLP), 2-day

Rebecca Cardenas, *Applied Materials*
Darragh Flood, *Millennium Hotels & Resorts*
Shannon Hart, *Millennium Hotels & Resorts*
Richard Ho, *Cooley Godward LLP*
Donna Lee Jamieson, *National Academies of Sciences*
Debbie McKay, *CCTE, America Express Company*
Robert McQueston, *Northwest Airlines*
Iris Menendez, *CCTE, CTE, Fluor Enterprises*
Kari Schroeder-Bigot, *Dav El Chauffeured Transportation Network*
Adi Sidhwa, *Grand Hyatt New York*
Yasuo Sonoda, *CCTE, Spansion LLC*
Joan Wilbanks-Keller, *CCTE, Embassy Suites Outdoor World*

Global Leadership Professional Program (GLP), 5-Day

Robyn Gilmartin, *CTE, Continental Airlines*
LaShawn Hampton, *Northwest Airlines*
Michael Lyons, *CCTE, HSBC*
Richard McIntosh, *The Hertz Corporation*
Delia Peng, *CCTE, US General Services Administration*
Melinda Ryals, *CCTE, Emdeon Business Services*
John Salah, *Mercury Interactive*
Debi Scholar, *PricewaterhouseCoopers*
Vikki Siemen, *CCTE, Starwood Hotels & Resorts Worldwide*

EDUCATING TRAVEL PROFESSIONALS



The NBTA Foundation recognizes the importance of continuous education among business travel professionals. In an ongoing effort to provide unparalleled educational opportunities, the Foundation offers its members outstanding educational programs that help enhance and further develop the skills and knowledge of executive professionals.

GLP Program

In partnership with The Wharton School, NBTA Foundation launched the Global Leadership Professional Program in 2001 to create a new level of learning for corporate travel professionals. The focus of the program is strategic. It presents a broad overview of all the major business disciplines and uses an interdisciplinary approach that addresses both the opportunities and challenges of conducting business in today's environment. In order to earn the Certificate of Professional Development from Wharton, applicants must complete one 5-day and three 2-day sessions in a 24-month period.

In 2007, 18 travel professionals received their GLP Certificate of Professional Development; bringing the total recipients to 107.

- The GLP is the only program taught at the master's level by Wharton MBA professors for the travel management professional.
- NBTA members benefit from up to a 75% discount compared to Wharton's Open Enrollment Programs.
- NBTA Foundation recently expanded their partnership with The Wharton School to provide the GLP Designation, allowing members to continue their studies after completing the Certificate of Professional Development.

Global Leadership Professional (GLP) Designation



In 2007, the NBTA Foundation launched the expansion of the GLP program to a designation level. Corporate travel professionals who have completed their Certificate of Professional Development are now eligible for the GLP Designation. To earn the designation, participants work in teams on an industry-related project, the findings of which will be shared with the business travel community during a session at the NBTA International Convention & Exposition. The first GLP Designations will be awarded at the 2008 NBTA Convention.

2007 GLP CERTIFICATE RECIPIENTS

Denise Adleman
Nestle Business Services

Monique Areano, CCTE
Autoliv North America

Debra Blowers
Amgen Inc.

Maylena Burchfield, CCTE
ADTRAV Travel Management

Jules Davis
Citi

Don Draves
Miller Brewing Company

Cherly Geib, CCTE
Grant Thornton LLP

Lindsay Geier, CCTE
Brocade Communications Systems, Inc.

Cynthia Gillen, CCTE, CPM
BDO Seidman, LLP

Linda Gray, CCTE
Novartis Vaccines and Diagnostics

Kathleen Hanson
The Lubrizol Corporation

Kelly Henry Luedtke, CCTE
BNSF Railway Co.

Susan Long, CCTE
Alliance Data

Suzen Moye, CCTE, CAFM
Sanofi-Aventis Group

Bradley Seitz
TOPAZ International, Ltd.

Susan Shaid-Kedson
Omni Hotels

Karen VanBuskirk, CCTE
Perot Systems

Mark Ziegler, CCTE
Atmel Corporation



RESEARCH THAT EDUCATES

Building on its mission to deliver groundbreaking research reports on new trends and challenges in the travel industry, the NBTA Foundation continues to expand its research program. Over the years, the Foundation has partnered with leading organizations in the travel industry to provide the most accurate and up-to-date research and online tools to NBTA members. Here is a look at some of the Foundation's recent efforts.

Managed Travel Index® & Benchmarking Tool



In July 2007, the NBTA Foundation released Version 3 of the Managed Travel Index® (MTI) & Benchmarking Tool during the 39th NBTA International Convention & Exposition.

The MTI & Benchmarking Tool is a unique resource that allows corporate travel managers to measure the strength of their companies' travel programs against their peers in similar industries, travel volumes and/or geographies; to compare their air data to airfare and performance information on all U.S. routes; and to compare their hotel data to rates and occupancy in major U.S. and Canadian markets.

The recent upgrades released provide users of this dynamic web-based tool with two new capabilities:

- Benchmarking their average airfares in their top ten markets against those of other NBTA members; and,
- Assessing the maturity level of their companies travel risk management programs to determine where resources should be applied to move to the next level.

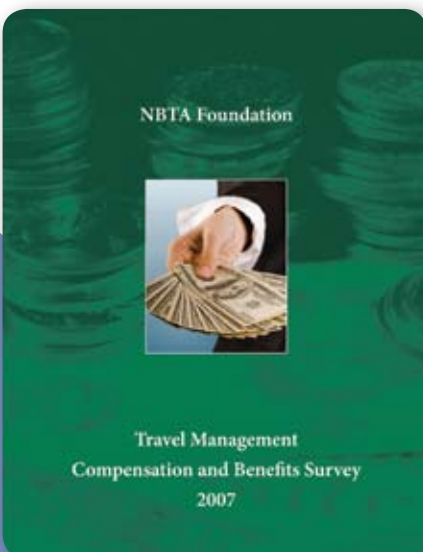
Richard Wooten, Lockheed Martin Corporation, Director, Corporate Travel, said, "The addition of peer airfare comparisons really enhances the value of the MTI & Benchmarking Tool by giving me two ways to benchmark airfares. First I get a view of the full landscape with aggregated national airfare data. Then I also get a drilled-down picture of how well I am performing in key markets by comparing to the fares of other managed travel programs in those markets. This information provides actionable data that identifies any gaps in our airline program that need to be addressed."

More and more travel managers are being required to evaluate the risk component of their travel programs.

Cindy Shumate, Director of Travel Services, Estee Lauder Companies Inc., remarked, "Travel risk management has evolved into one of the most important elements of corporate travel management. The travel risk management assessment component of the MTI & Benchmarking Tool is a helpful tool in measuring the strength of our travel risk management program. If we identify weaknesses in our program, then we can use that information to work with others in our company to build better protocols and communicate more effectively to both our senior leaders and travelers."

The NBTA Foundation continues to solicit input from users and focus groups to enhance and improve this valuable benchmarking tool. Additions to the tool are already under development for release in 2008, as well as an interactive user help tool.

2007 Travel Management Compensation and Benefits Survey



The NBTA Foundation and Industry Insights, an independent research and consulting firm, partnered in the fall of 2007 to conduct the Travel Management Compensation and Benefits Survey, a comprehensive report that allows individuals to compare their compensation levels and benefits to that of their peers.

The study focused on three primary areas: responsibilities, compensation and employee benefits. The goal of the study was to identify and compare compensation at the various levels, as well as geographically, based on corporate size, experience and responsibilities. The study also compared retirement plans, stock options, incentives and bonuses, annual leave, professional training and much more.

2007 BOARD OF TRUSTEES

Ellen Keszler, Chair

Richard Wooten, Vice Chair
Director, Corporate Travel Services
Lockheed Martin Corporation

Bindu Bhatia
Vice President, Global Sales, North America
Carlson Wagonlit Travel

Sheri Carlsen, CCTE
Senior Vice President of Transportation
American Institute for Foreign Studies

Mary Casey
Vice President, Strategic Account Management
Starwood Hotels & Resorts Worldwide

Bill Connors, CTC
Executive Director & COO
National Business Travel Association

Pam Elledge
Vice President, Sales & Distribution
Delta

Kevin Maguire, CCTE
Travel Manager for Intercollegiate Athletics
The University of Texas at Austin

Denise Lodrige-Kover
Vice President, BTS & Strategic
Partnership Accounts
Hilton Hotels Corporation

Andrew McGraw
Senior Vice President & General Manager
American Express Business Travel NA
American Express Company

Norma Rohrbach
Vice President, Global Services Sourcing
Citi

Katina Tryforos
Travel Manager, Airline Programs
& Customer Service Field Operations
Deloitte Services LP

Peter Turso
Managing Principal
Seaside Consulting LLC

Ex-Officio

Daphne S. Bryant, Secretary/Treasurer
Foundation Director
NBTA Foundation

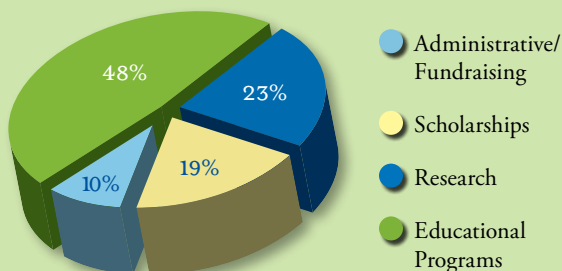
Suzanne Fletcher
Chairman/Past President, NBTA
Director of Travel, Meetings,
Food Service, Fleet, Transportation
Weyerhaeuser

COMMITMENT TO RESEARCH and EDUCATION

The NBTA Foundation's founding Board of Trustees mandated that 75% of all capital gifts made in support of its mission be spent directly on programs and initiatives that benefit the members of the National Business Travel Association (NBTA) and the business travel industry as a whole. Operationally, the Foundation's board and staff have surpassed this mark for the past several years by spending 87% of every capital dollar on research and educational efforts that have a direct and measurable effect corporate travel professionals.

In 2007, the NBTA Foundation invested:

- \$300,000 in timely and accurate research initiatives
- \$240,000 in scholarship grants to industry professionals
- \$625,000 dedicated to the development and delivery of the industry's only master's level educational program, the Global Leadership Professional (GLP) Program and GLP Designation.





Education & Research for
Business Travel Professionals

110 North Royal Street, 4th Floor

Alexandria, VA 22314

www.nbtafoundation.org

Presorted
First Class Mail
U.S. Postage
PAID
Merrifield, VA
Permit No. 1502