

MARK W. MILSTEIN

Work (518) 292-9075

SUMMARY: Experienced and successful 2nd generation travel industry professional; co-owner of Capital District's largest travel management firm.

EXPERIENCE:

1/93 - Present **ALBANY TRAVEL UNLIMITED, INC. / CARLSON TRAVEL NETWORK**

50% Owner / President

Responsible for the fiscal health of a \$25 Million travel management company. Oversee all operational, financial, sales and marketing activities. Employ 34 people in 4 locations. Largest corporate / leisure travel management company in the Capital District, per the Capital District Business Review.

5/77 - 1/93

ALBANY TRAVEL UNLIMITED (INC.)

Founded in 1955 by my father Robert Milstein. Upon my joining in 5/77, company had 8 employees at 1 location, producing \$3 Million in travel business (\$300,000 commissions). Initial responsibilities included servicing leisure sales; however, responsibilities grew to include all sales and administrative oversights. Incorporated in 1982. Joined Carlson Travel Network in 1988. In 1993, Rod and I purchased the business from my father. At the time of purchase, company had 20 employees at 2 locations, producing \$10 Million in travel business (\$1,000,000 commissions).

EDUCATION: Syracuse University, Syracuse, NY - Bachelor of Science, Marketing, May 1977.

MEMBERSHIPS: Member - American Society of Travel Agents (ASTA).

Excellent references will be furnished upon request.