



**HOTEL and MOTEL
ASSOCIATION**

January 2012 GLHMA MINUTES

The Greater Lancaster Hotel and Motel Association met for the monthly meeting at the Continental Inn on January 19, 2012. The meeting was called to order by President Michelle Gehman with the following...

Members in Attendance:

Michelle Gehman	Hilton Garden Inn	michelle.gehman@hilton.com
Robin Goodman	Sleep Inn & Suites	rgoodman@sleepinn.net
Sue Whittaker	Fairfield Inn	susan.whittaker@marriott.com
Mark Moosic	Lancaster Marriott	mark.moosic@ihrco.com
John Esbenshade	Comfort Suites	jesbenshade@padutchhotels.com
Emi Nissley	DoubleTree/LLAMA	enissley@willowvall.com
Frank McCabe	High Hotels	fmccabe@high.net
John Sanderson	Horst Hotels	jsanderson@horstrealty.com
Harry Stevens	Lancaster Host	hstevens@lancasterhost.com
Mark Clossey	BW Premier Eden Resort	mclossey@edenresort.com
Steven Sikking	BW Premier Eden Resort	ssikking@edenresort.com
Peter J. Chiccarine	Fulton Steamboat	peter@fultonsteamboatinn.com
Mike Messina	PA Dutch CVB	mmessina@padutchcountry.com
Leeann MacWilliams	PTLA	leeannm@patourism.com
Mark Krotulski	Country Inn & Suites, Manheim	mkrotulski@horstrealty.com
Chris Shellhammer	High Hotels	cshellhammer@high.net
Chris Schnee	Courtyard By Marriott	chris.schnee@marriott.com
Ben Larsen	Hampton Inn Lancaster	benjamin.larsen@hilton.com
Chris Barrett	PA Dutch CVB	cbarrett@padutchcountry.com

Dave Goragandhi	Red Roof & Days Inn	dgoragandhi@hyghm.com
Nita Desai	Comfort Suites, HI Express & Clarion	nita@padutchhotels.com
N.C. Desai	Comfort Suites, Holiday Inn Express	
Theresa K Miller	Country Inn of Lancaster	countryinnoflancaster.com
Barry Kidd	“ “ “	“ “
Linda Gallucci	MainStay Suites	l.gallucci@mainstaysuiteslancaster.com
Natalie Stoltzfus	Holiday Inn Express/Lititz	hiexplititz@yahoo.com
Jody Osborne	Clarion Inn-Hist. Strasburg Inn	josborne@padutchhotels.com
Al Duncan	Amish View Inn & Suites	duncan@millerssmorgasbord.com
Kurt Thomas	BW Plus Intercourse Village Inn	kurt@amishcountryinns.com
Peter Louis Chiccarine	Eden Resort/Steamboat Inn	
Nevin Cooley	High Hotels/PSP	ncooley@highhotels.net
Cory Amman	Cork Factory Hotel	
Michael Fruin	High Hotels	mfruin@high.net
Blaise Holzbauer	DT/WVI&S	bholzbauer@willowval.com
Joshua Nowak	LCCC/Lancaster Marriott	josh.nowak@ihrco.com

Self introductions were made.

Kevin Molloy, the LCCCA’s Executive Director gave a power point presentation on the LCCCA’s Strategic Priority Initiative, mission statement, financial history, budget and public opinion survey results. Their annual audit can be found on their website: www.lccca.com. The Bond Reserve Program expires March 31, 2012.

Bond reserves are projected to fall below the required minimum and 20% of the 3.9% tax that the PA Dutch CVB has been receiving will then go to the LCCCA.

Ways to attract events were proposed including having the PA Dutch CVB invest in qualified events with overnight rooms by paying for event space and raising the hotel guest room tax. Refer to attachment for details.

Jody Osborne questioned the minimum requirements for Priority 1 & 2 events.

Mark Clossey spoke of the Route 30 tourist strip demise and declining demand in the county.

Peter L. Chiccarine spoke of tourism heritage and that the burden of debt should not go to the hoteliers.

Chris Barrett gave a power point presentation on the PDCVB’s status. Two task forces are looking at different scenarios to the financial problems and are working

on a list of recommendations. They are looking at the CVB's organizational sustainability since they are no longer receiving State funding also. This year they are using 1.2 million in reserves that had been set back. The reserve fund should last for 2-3 years. They will be offering more co-op advertising to members.

Mike Rodden, the PTLA Vice Chairman spoke on their future. \$120,000 in funds they used to receive from the state has been lost. Their building that they bought 5 years ago is no longer profitable. Merging with the PA Restaurant Association would give them over 3000 members vs. the 500 now. They would have more lobbying power and representation on "the hill".

Leeann gave the PTLA update. Check their website for the schedule of RAMP and Serve Safe classes, a free lobby chat and webinars that are being offered. The OTC taxes are still out there. Nothing new is happening with the State trying to eliminate the tax exemption for 30 day residents or the bed bug law. Nominations are need for the Spirit of Hospitality awards. Tourism Day is April 30th with the rally at 3:00pm.

Emi gave the LLAMA update. 10 members are currently at the AAA Great Vacations Expo in Columbus, Ohio. Have 5 new members. There were 63 members last year and their goal is to have 75 members this year. The next meeting will be January 24th.

John Esbenshade gave the treasurer's report. There is \$17,049.08 in the account. Mark approved the report, Sue seconded it.

The next GLHMA meeting will be at the Fulton Steamboat on February 16th. The guest speaker will be Kimberly Miles, VP of Industry Relations, American Hotel & Lodging Association.

The March meeting has been changed to the 22nd and will be at the Eden.

The meeting was adjourned.

Respectfully submitted,
Robin Goodman