

HM HOSPITALITY MAINE



There is no place like **HoME** for the holidays.

As days darken, HospitalityMaine brings the light. From the dazzling [Tugboat Inn](#) in Boothbay Harbor, to Freeport's festive, classy [Harraseeket Inn](#), to the newly renovated [Clay Hill Farm Restaurant](#) in Cape Neddick, our members brighten spirits with decor, service, and hospitality in action.

Speaking of action, we continue to add more members each week, as new waves of restaurateurs, hoteliers and allied businesses expand our ranks. As we enter a new year, we are looking for members (old and new) to help the association help you. (See below.)

The temps drop, but HospitalityMaine heats up. We are fully merged. We are shaking up our approach to events. Our new website, six months in the making, will be a useful tool when it goes live.

Read on with a hot beverage and take a peek at the lights on Boothbay!



Action committees candidates needed

HospitalityMaine is seeking members for our renewed committees to help shape the hospitality sector in 2019 and beyond.

Workforce Development and Education. The soon-to-launch HM apprenticeship program ushers in a new era of hospitality professionals. Help us build the program to attract tomorrow's culinary and hotel leaders and ensure a steady workforce in the state. Contact Steve@HospitalityMaine.com to join.

Government Affairs. You can make our voice stronger in the shaping of legislation that affects the industry. Participate in the conversations around state and local legislation that impacts you and stay ahead of the curve regarding national issues that could change the industry. Contact Greg@HospitalityMaine.com

Marketing, Events and Membership. We are shaking things up this coming year, recasting our familiar events. We need people with vision and a passion about hospitality to spread the excitement of this dominant industry. Bring your innovative ideas and enthusiasm. Contact Kathleen@HospitalityMaine.com

Allied offer of the month





An alliance of 500 upscale, independent hotels and inns in the UK and Europe, recently opened its US market and is looking for Maine members.

[Best Loved Hotels](#) is a lodging concierge site with a curated hotel search engine featuring a panoply of of boutiques, B and Bs and deluxe resorts.

Already showcasing New England retreats such as [The York Harbor Inn](#), [Stoweflake Resort in VT](#) and Spa and [Mill Falls in New Hampshire](#), opportunities exist for members to partake.

"It is a great way to increase your bookings and attract news guests," said Jim Miller, a Best Loved representative, who offers a great deal for HM members.

If your budget planning for 2019 includes attracting more international travelers, contact Miller for incentives and price breaks. How exclusive is it?

Join coveted properties such as the Bushmills Inn Hotel in Ireland located in the world's oldest brewery. (Pictured above.) Enhance your online presence and grab a new and exciting market share.

Special Offer: Incentives on pricing for the first 15 members to express interest before the end of the year for membership through 2019.

Contact, jimmillerand@earthlink.net, 407-680-5799.

Minimum Wage Update

From Dugal's Desk: Minimum wage increases January 1.

The minimum wage in Maine will increase to \$11 per hour on the first of the year. The tipped wage will be 50% of that or \$5.50 per hour. This will include the City of Portland where the minimum wage will increase on January 1 and again on July 1. The tipped wage in Portland currently follows the state rate and schedule.

Read more legislative updates in [Greg Dugal's December Legislative Report](#).

MEMBERSHIP METER: Who joined us this month

[Hampton Inn & Suites](#)



[by Hilton](#), Kittery

[The Puffin Inn](#), Ogunquit
(pictured)

[Azure](#), Freeport

[Trails End Steakhouse](#),
Eustis

[Toast](#), Boston-based
restaurant POS system

Time to renew membership? Sustaining members are the best members. Email kathleen@hospitalitymaine.com to stay active in 2019.

UMAINE Hospitality Impact Report released

At the Maine Hospitality Summit in October, our CEO and President Steve Hewins unveiled new statistics on the strength of Maine's \$6.5 billion hospitality sector.

This vital, new information breaks down employment figures and sales growth industrywide in Maine. This member-only resource is one piece of our continued mission: To keep you updated and armed with the latest knowledge to make top-level, well-informed decisions.

[Download the report here.](#)

Industry News

Land acquired for workforce housing in Bar Harbor

An affordable housing development for Mount Desert Island's seasonal workforce has been proposed. Is this a possible model for other communities and regions in Maine? It is still early in developers plans, but every industry needs to be looking for creative solutions for shelter. [The Mount Desert Islander has the scoop](#)

New lobster behemoth planned for Portland Waterfront

Luke's Lobster would usher in a 200-seat eatery on Portland Pier, making the restaurant one of Greater Portland's largest. We welcome the hometown boys to the scene, but (as our CEO Steve Hewins is quoted in the piece) are concerned about the lack of parking in the Old Port and proposed new city rules that would make it more difficult for every restaurant owner to succeed. [Read the Portland Press Herald Story.](#)

What happens when venture capital discovers hospitality trends?

More venture capital firms are investing in hotel and vacation rental companies than ever before. "Several interesting forces are at play here, most notably indicators that this

market is vulnerable to disruption," says travel site [Skift in this informative piece](#) that breaks down the risks.

Performance Index Statewide

Lodging

September 2017	142,926,000	
September 2018	147,443,000	+3.1%
YTD '17	870,722,000	
YTD '18	921,205,000	+5.7%

Restaurant

September 2017	287,402,000	
September 2018	297,635,000	+3.5%
YTD '17	2,157,305,000	
YTD '18	2,260,206,000	+4.7%

Source: State Economist, Division of Administrative and Financial Services



SAVE THE DATE

Maine Restaurant & Lodging EXPO 2019

March 27
Cross Insurance Arena
PORTLAND, Maine

Allied members, reserve your booth today.

Registration for attendees opens in mid-January.

[MORE EXPO INFO HERE](#)

What's Maine's hospitality forecast?

Find out at the Maine Real Estate and Development Association's 2019 Forecast conference January 17 in Portland. Regional and statewide trends, predictions and analysis from our CEO Steve Hewins will be unveiled in this day-long colloquium. Hewins

joins leaders from myriad sectors at this educational forward looking event.

Curious about inn and hotel sales data? Which counties dominate the vacation market?

[More details here.](#)



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Got tips? Feedback? email Kathleen@hospitalityMaine.com

