

## February Forecast: Extremely bright

**February** is the shortest month. So let's waste no time getting to the good stuff. HM is now six staffers strong. Former state treasurer and gubernatorial candidate Terry Hayes assumed the role of workforce development director last week. She has already hit the road and laid out a bold agenda for our apprenticeship program. Read on to find out more.

New attractions abound at this year's Maine Restaurant and Lodging EXPO March 27 at the Cross Insurance Arena in Portland. An all-new TrendZone, mobile app, panel discussion on drug abuse in the workplace and a green lodging guru from Boston are set to rock this EXPO. Oh, and not to bury the lead, but our [new website](#) is now live!

Read on with warm beverage clutched in mittened hands.

*Kathleen Pierce*  
*Director of Member Experience*

## Awards banquet new date, location



Traditionally held the day before the EXPO at the end of March, this year our annual awards banquet is going rogue. We are combining two stellar events, the former Maine Restaurant Association Awards Banquet with the Maine Innkeepers Scholarship Dinner. Introducing **HospitalityMaine Awards and Scholarship Gala**, May 21 at Thompson's Point in Portland.

And YOU are invited!

What's on tap? Big things in a big space. Our Marketing and Events Committee is working in concert with Seaglass Events to make sure this is a night to remember. We have some celebratory surprises to salute the industry in style. Ticket info to come.

This year's award categories are **Chef of the Year**, **Innkeeper of the Year**, **Restaurateur of the Year** and ... **Rising Star**. Know someone? Suggest someone.

**Criteria:** A HospitalityMaine member who excels at their craft, gives back and inspires others. What's a **Rising Star**? From the front desk, to the back of the house, this industry professional has made their mark in a short period. Could be a newcomer, a bright upstart, or late bloomer. Submit nominations to [events@hospitalitymaine.com](mailto:events@hospitalitymaine.com) today.

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## Apprenticeship in action

Last week, HospitalityMaine's newest team member, Terry Hayes, began outreach to Maine's Career and Technical High Schools, with visits to the Oxford Hills Technical School in Paris and Region 9 Career and Technical School in Mexico.

Our director of workforce development exchanged ideas with administrators and faculty and spread the HM Apprenticeship gospel. From creating a communication network for hospitality educators, to inviting hospitality students to state-wide industry events, feedback flowed.

Hayes plans to visit all 27 career and technical schools to "establish a reliable talent supply chain for Maine's hospitality industry," she said.

Now facilitating our Workforce Development Committee, her goal is to have at least 30 members signed on as apprentice hosts by the end of March. Interested in hearing more? Email, [Terry@HospitalityMaine.com](mailto:Terry@HospitalityMaine.com).

Come meet Hayes at #MaineEXPO19 March 27 in the ApprenticeZone.

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2019

### TrendZone

Discover how easy **zero waste cooking** can be. Learn to go **hyperlocal**, **veggie centric** and taste **global breakfasts** by stepping into the TrendZone at this year's #MaineExpo19.

This regional take on the National Restaurant Association's [What's Hot Culinary Forecast](#) is interpreted by HospitalityMaine members with live demos and discussions all day.



Sample and learn from:

**Dana Moos**, award-winning home chef, former innkeeper and cookbook author.

**Kerry Altiero**, chef/owner of **Cafe Miranda**

**Phil Crispo**, chef/owner **The Norumbega Inn**

Also featuring: **Plant Monster, Mama Mo's, FarmDrop, The Farm Stand, Higher Grounds and Fork Food Lab.**

[Maine Restaurant and Lodging Expo](#), Cross Insurance Arena concourse, March 27, 10 a.m. to 4 p.m.

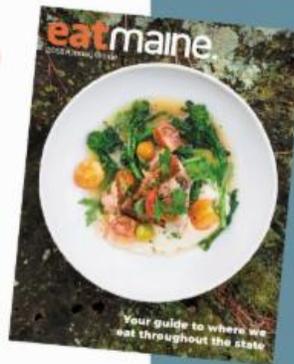
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## Free EXPO Panels and Workshops

### Substance abuse in the hospitality sector: Strategies to create a healthy workplace for employees and guests

Do you have a policy at your restaurant or hotel when an employee shows up high? Learn to recognize impairment, how to report abuse and take steps to accommodate employees struggling with drug and alcohol abuse. Led by Portland attorney **David L. Herzer, Jr.** this panel dives deep into education, rights and regulations.

- Restaurateur **Kerry Altiero of Cafe Miranda** explains how mentoring substance abusers in his midcoast community and on the job creates a pathway to sobriety.
- Hotel General Manager **Gerard Kiladjian** discusses the **Portland Harbor Hotel's** Human Resource airtight rules and regulations.
- Substance abuse councilor and healthcare human resource consultant **Susan Polyot** breaks down the telltale signs of abuse from the recovery front lines to help operators determine when something is wrong.  
*11:30 a.m. to 12:30 p.m.*

### HospitalityMaine ApprenticeZone

As the number two industry in Maine, in terms of employment, behind healthcare, hospitality needs next generation leaders. This home-grown approach, the HospitalityMaine Apprenticeship program, is a new avenue to strengthen the hotel and restaurant workforce in Maine.

Learn about the two tracks — lodging and culinary — meet our partners at the Department of Labor and HospitalityMaine's new director of workforce and education, **Terry Hayes**, in this informative session on this long-term solution to sourcing and retaining employees. Find out how you can sign up to participate. Attendees will leave with the information they need to become a successful Apprentice host.

Two sessions: *10:30 to 11:15 a.m. and 2 to 2:45 p.m.* Someone will be available to answer questions about participation throughout the day.

## The Green Hotel Revolution

**Boston Green Tourism's** executive director, Dan Ruben, leads an interactive discussion on green lodging successes and challenges. Learn why this green guru considers sustainable practices as important as marketing. Small innkeepers will glean attainable tips from Boston's urban hotels and larger Maine properties gain a sharper environmental focus. Come with your questions to learn together. *1 to 1:45 p.m.*

This year we are using a mobile app called [Whova](#) to streamline the **EXPO** experience. This will replace a traditional program and make it easier for exhibitors and attendees to connect. [Reserve your spot at the EXPO today](#), great booths are still available. \*

\*Restaurant & Lodging members of HospitalityMaine receive two (2) complimentary passes to the show. They will NOT be mailed in advance, but will be available to pick up at the show. Members will still bypass the traditional registration desk. To reserve your complimentary passes, please email your two names to [events@hospitalitymaine.com](mailto:events@hospitalitymaine.com).

[REGISTER FOR EXPO HERE](#)

### Hospitality for Habitat Returns



HM is sponsoring the 15th Annual Hospitality for Habitat promotion this spring.

Between April 15 to May 23, participating member properties will be asked to designate a number of rooms, at half the regular rate, in exchange for a \$35 guest check payable to Habitat for Humanity.

Started in 2004, the program raises money for [Habitat for Humanity](#) by selling shoulder season

rooms at a discount.

Member properties can participate for all six weeks or whenever they choose and can set their own parameters for participation. Proceeds from this year's program will be given to local chapters of Habitat for Humanity. Since 2004, we have raised over \$220,000 for this ministry dedicated to eliminating poverty housing. Let's keep this up!

To participate email [audra@hospitalitymaine.com](mailto:audra@hospitalitymaine.com).

**MEMBERSHIP METER: See who joined us in the last month**



*Pomegranate Inn in Portland.*

### **Welcome new members:**

- Pomegranate Inn
- The Danforth
- The Boathouse Hotel and Restaurant
- The Cottages at Cabot Cove
- The Lodge on the Cove
- The Tides Beach Club
- Grand Hotel
- Hidden Pond
- Earth at Hidden Pond



### **From Dugal's Desk**

With the new legislature in full swing, our governmental affairs officer Greg Dugal has many bills to keep an eye on.

From Portland paid sick leave (on deck Feb. 25), to raising the minimum wage to \$15 per hour for employers of 50 or more, his frequent bulletins keep you informed.

Don't leave your inbox without them! Not receiving Dugal's legislative updates? Email [Greg@HospitalityMaine.com](mailto:Greg@HospitalityMaine.com)

### **Industry Watch**

Portland's hotel landscape continues to boom. But Steve Hewins, CEO of HospitalityMaine puts this flurry of activity into perspective for MaineBiz. "It hasn't always been this way," says Hewins. "For Portland specifically, there were a number of years with nothing new built." Read the [full piece here](#).

Charging for no-shows has been a regular practice in large cities such as Boston, New York and Washington, D.C., but it's becoming more common in Portland as the city attracts more diners, the [Portland Press Herald has the scoop](#).

The Craignair Inn & Restaurant in Spruce Head is [purchased by Boston couple seeking](#)

[career change.](#)

Terry Haye's is hired and [MaineBiz breaks down her role in the industry.](#)

## Upcoming classes/events

ProStart Competition, Feb. 16, Holiday Inn by the Bay, Portland.

Annual Legislative Reception hosted by Maine Hospitality and Tourism Alliance, February 26 from 5 until 7pm at the Senator Inn & Spa.

[Maine Restaurant Week](#), March 1 -12.

[Maine Restaurant and Lodging Expo](#), March 27, Cross Insurance Arena, Portland.  
Reserve your booth today!



A publication of HospitalityMaine (formerly the Maine Restaurant and Maine Innkeepers Associations)

Got tips? Feedback? Email [Kathleen@HospitalityMaine.com](mailto:Kathleen@HospitalityMaine.com)



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