From our president:

Greetings all. We want to thank the nearly 200 members who participated in our first annual Maine Hospitality Summit last month. It was a big success!

We covered a lot of ground - the worker shortage, online competition, social media and marijuana tourism. We learned leadership lessons from Kevin Hancock, the president of Hancock Lumber, and industry trends from our American Hotel and Lodging Association and National Restaurant Association partners who flew in for the event.

Our mixology mixoff enlivened the trade show, followed by top-tier surf and turf. Biggest news? **We are merging associations in 2018.** I stressed the importance of unification to Maine's economy, and described how together we will be better able to lead this effort.

Committees are forming to structure our new association, please contact me to participate in this important work.

Enjoy our November newsletter.

Best,

*Steve Hewins*

**Member Spotlight: Glenmoor By the Sea**
New innkeepers, Millicent and Renato Kriste, celebrate their first season in Lincolnville.

**How long have you wanted to run your own inn?**

We have talked and daydreamed about owning an inn for years, but never took it seriously until the summer of 2016. Living in Rhode Island, we were working crazy hours. Renato, as a director of operations at the W Hotel in Boston and I (Millicent), as a labor and delivery nurse at Memorial Hospital in Rhode Island.

We worked opposite schedules and our time spent as a family was limited. It was time for a change. We started to explore the idea, visited the midcoast and fell in love with the Camden area.

**How did it happen?**

During our visit here we realized that Glenmoor was for sale so we decided to check it out. We immediately knew it was the property for us. It had everything we wanted: An array of accommodations, ocean front, plenty of open space and, thanks to the previous owners, a solid business model. The location, four miles north of Camden, two miles from Lincolnville Beach and a short ride to Belfast, can not be beat.

**Best thing about being a Maine innkeeper?**

Meeting so many wonderful people and introducing them to this wonderful area with so much to offer. People in Maine are amazing and we are surrounded by a thriving and supportive business community. Most importantly, the state is doing a great
business community. Most importantly, the state is doing a great job promoting and marketing tourism in Maine. There is demand, and people from across the globe travel here in large numbers, which is extremely encouraging for new business owners.

**Biggest challenge?**

Having a tough time finding local help. We are big supporters of hiring local, but quickly found that without J-1 and H-2B programs it would be almost impossible to survive the season. We found these programs to be invaluable for innkeepers, and hope that the government expands the number of visas for next year and beyond. We need to engage local youth and interest them in learning the hospitality business. This is a great and rewarding career path.

**How has membership with Maine Innkeepers Association helped you thrive?**

The Maine Innkeepers Association network is great. We appreciate the conferences, newsletters and updates on the political climate and how it affects our business.

<table>
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<tr>
<th>August Performance Index Statewide</th>
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<tr>
<td>Restaurant revenue: $337,192,000 - up 3.2%</td>
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<tr>
<td>Lodging revenue: $206,734,000 - up 3.7%</td>
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<td>August restaurant year to date: $1.867 billion - up 3.5%</td>
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<tr>
<td>August lodging year to date: $723 million - up 8.0%</td>
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**Source:** Maine Office of Tax Policy Research

**Legislative Lowdown**

Greg Dugal on the government affairs desk keeps a close watch on rules and regs that affect the hospitality industry. On deck this month:
Relief for H-2B visas in sight
The Small and Seasonal Businesses Relief Act, which calls for a three-year returning worker exemption, was recently introduced at the federal level. We are helping to build support in the U.S. House of Representatives.

The entire industry is behind this bipartisan bill. You can help by calling the capitol switchboard to be connected to your Representative (202)224-3121.

Transient rental platform tax
We are appealing for reconsideration of bill, LR 2490 that was recently rejected by the Legislative Council. The council will hear appeals on November 30. They are being very selective with what they are allowing in, but we are working to get at least six votes so the bill gets to the Taxation Committee in the short session.

Paid sick leave for Portland
The first public hearing on the Portland paid sick leave ordinance is November 14 at the 5:30pm Health and Human Services Committee meeting. This is the first and possibly only opportunity to comment on the issue before it goes to the Portland City Council in December or January. We will try to defeat this proposal, but failing that try to make the ordinance more palatable for small businesses.

Email greg@maineinns.com for more

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Order before December 31 to save up to 20% on many of our items and ensure spring deliveries.

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Award season is near. Help us find our next champs.

Send nominations for:

Chef of the Year
Restaurateur of the Year
Lifetime Achievement Award

Awardees will be touted at our annual banquet on March 27 at the Holiday Inn By the Bay in Portland. (Nominees must be members).

Please email Becky@MaineRestaurant.com

Industry Trends

Portland’s hotel boom rages on. Maine Biz reports on the unprecedented Residence Inn sale and the Press Herald has the goods on a 128-room Fore Street newcomer.

New England pot tourism sparks interest. The Boston Globe featured Maine Greenyards in Auburn, the region’s first bud and breakfast.

Tipping housekeepers? New York Times on why they are ignored.

Membership Meter ... See who joined us this fall!
Matt Chappell of Gather in Yarmouth.

Please Welcome

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<tr>
<th>Gather</th>
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<td>The Lindsey</td>
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<td>Hotel</td>
<td>The Holy Donut</td>
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<td>The Cornish Inn</td>
<td>The Black and Tan</td>
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Instagram of the Month
General Tso Fashioned

@stroudwaterdistillery Rye, Orange Curacao, Ginger, Teriyaki, Lemon, @owlandwhale Hot Pepper Bitters.

follow their #craftcocktails @blythandburrows

Upcoming events

Restaurant Association Annual Awards Banquet
What: Our celebration of the industry
When: Tuesday, March 27, 2018
Where: Holiday Inn by the Bay, Portland

Maine Restaurant & Lodging Expo 2018
What: The biggest statewide hospitality trade show
When: Wednesday, March 28, 2018, 10 a.m. to 4 p.m.
Where: Cross Insurance Arena, Portland

Rate your region.

The Maine Office of Tourism seeks frontline input from Millinocket to Berwick, Allagash to Auburn, Sanford to Surry. Click on this link to complete a tourism survey to help build Maine's market share.
