

HM HOSPITALITY MAINE

Maine Hospitality Report: Late Fall Issue

Thanks to all for attending the second annual Maine Hospitality Summit in Bangor last month. The two days of networking, education and restoration in the Queen City united scores of hoteliers, restaurateurs and vendors from across the state. There were selfie frames, local cuisine, keynotes, edifying exchanges of ideas and rockers from Nashville. Below is a smattering of great press our workforce-focused discussion elicited.



Summit in the news

Portland Press Herald breaks the news on our apprenticeship program and summit opening:

<https://www.centralmaine.com/2018/10/29/hospitality-trade-group-launches-apprenticeship-to-develop-skilled-workforce/>

News Center Maine covers the worker shortage from the summit floor: <https://www.newscentermaine.com/article/money/maine-hospitality-summit-tackles-worker-shortage/97-609466929>

Bangor Daily News writes about our keynote speaker Travis Mills, <https://bangordailynews.com/2018/10/31/news/bangor/maine-veteran-who-lost-all-4-limbs-in-afghanistan-tells-entrepreneurs-never-give-up/>

Our musical act **Striking Matches** made **BMI's** blog <https://www.bmi.com/news/entry/bmi-heats-up-hospitality-summit-with-performance-by-striking-matches>

The **Ellsworth American** picked up on our new apprenticeship with the Dept. of Labor and SMCC
<https://www.ellsworthamerican.com/maine-news/business-news/apprenticeship-program-aims-to-address-hospitality-workforce-shortage/>

Summit Snapshots



See you next year at Sugarloaf Mountain! Oct. 28 to 29

Member Spotlight: Fork Food Lab

Fork Food Lab has a new owner. Bill Seretta, pictured here, acquired the shared kitchen space and incubator in Portland's West Bayside this fall. The Yarmouth entrepreneur wanted to



preserve the culinary lab, so he snapped it up when [news of the member-based collaborative's demise](#) surfaced.

"Creating new food-based business increases demand for local production of food and seafood. We need more small business and startups in

the food space in Maine," said Seretta. "Food takes up 25 percent of our economy and it's more complex than people think."

As a new HospitalityMaine allied member, [Fork Food Lab](#) is here for chefs looking for workspace on the fly.

"You need production space? We have production space. All you do is bring your knives. Bring your materials in, do your thing and you leave," said Seretta, who hopes members will take advantage of this "kitchen on demand" offer.

Despite going through three owners in two and a half years, Fork is in growth mode. "This company never had a chance to really do it. We plan to jump from 25 to 45 members," he said.

To tour Fork Food Lab, or to reserve space email: jenn@forkfood.com



Advertise here: In 2019, the Maine Hospitality Report will offer ad space to members. Target a niche audience to grow your business. Interested? email Kathleen@HospitalityMaine.com Great rates apply!

Apprenticeship program announced



BANGOR, Maine — At the Maine Hospitality Summit Oct. 29, Yarmouth restaurateur Matt Chappell was recognized by the Maine Department of Labor for hosting the inaugural HospitalityMaine apprenticeship program at his [farm-to-table restaurant Gather](#).

HM's CEO Steve Hewins also accepted a plaque from DOL commissioner John Butera and program manager Joan

Dolan (pictured in middle) for sponsoring the hands-on, earn-while-you-learn program.

"Our hospitality workforce shortage is the number one issue facing our members today, and into the future," said Hewins. "I believe the HospitalityMaine Apprenticeship Program begins to solve this problem by creating qualified new staff for employers, while offering individuals a clear educational and career path for long term employment."

This spring, the Augusta-based trade group's 1,000 members will have an opportunity to home-grow new hospitality workers and retain existing ones in the industry. Apprentices will work and earn a paycheck from the employer while receiving workplace-specific classroom instruction from the Maine Community College System.

Though the Maine Apprenticeship Program has been in place for decades, the two tracks we are offering — Hospitality Services and Culinary Arts — are a new focus.

Both sponsors and apprentices will have access to additional state and federal resources and support services for income eligible trainees.

Freeport-based [Maine Course Hospitality Group](#) will host the premier lodging

apprenticeship. The program launches in 2019.

New healthcare options

The National Restaurant Association has released a new association health plan called the [Restaurant and Hospitality Association Benefit Trust](#). It is available now to all lodging and restaurant members of HospitalityMaine with between 2 to 99 enrolled employees.

The program is administered by United Healthcare and can be sold by any licensed insurance broker in Maine. "While it may not work for all our members, I believe it is worth asking your insurance professional to seek a quote," suggested Steve Hewins, president and CEO of HospitalityMaine.

Seeking Additional Healthcare Options for Members

We are also in early discussions with a major non-profit, Maine-based health care provider about a customized solution exclusively for HospitalityMaine members. Soon you will be receiving a survey from us asking for general information about your employees so that they can produce a proposal. "Simply stated, our goal is high quality health care options for our employees, while lowering overall premium costs for our member companies," said Hewins.

MEMBERSHIP METER: See who joined us this fall



Jeanette and John Poole enter their fourth year of innkeeping in Western Maine.

Welcome new members:

Maine Juice Co, Portland

Page One Web Solutions, Portland

Dizzy Birds, Biddeford

The Stadium Pub, Bar Harbor

Rock Harbor Brewing, Rockland

Holidae House, Bethel

Grand Victorian Inn, Bethel

Teri Walker, Sales Specialist with Swan Agency Sotheby's International Realty.

Waiting to exhale?

Our friends at Maine Health want to help reduce second hand smoke to improve the guest experience.

The [Breathe Easy program](#) by the Center for Tobacco Independence works with communities, businesses and families to reduce exposure to this indiscernible health risk.

Over the last 20 years, recognition of second hand smoke has led to changes in policy and practice to create smoke-free environments. Don't put guests in harm's way.

Create a smoke-free policy for your lodging establishment to help you develop and communicate your smoke free practices.

Resources available at [Breathe Easy website](#). Or contact Maine Health at tobaccopreventionservices@mainehealth.org (207) 662-7154.



ICYMI: Army SSG. Travis Mills, made national news this week when an Iowa Powerball winner donated a half million dollars to the [war veteran's Maine-based foundation](#) that supports wounded, re-calibrated soldiers. She made the announcement Wed. on the Ellen Show.

Mills, the keynote at our summit, became a Maine innkeeper recently. His [Lakeside Lodge and Marina in Winthrop](#), is a member of HospitalityMaine.

The [Portland Press Herald has the details](#).

Performance Index Statewide

Lodging

August 2017 \$209,485,000

August 2018 \$218,908,000 +4.5%

Year to date '17 \$727,796,000

Year to date '18 \$773,762,000 +6.3%

Restaurant

August 2017 \$339,370,000

August 2018 \$359,676,000 +3.9%

Year to date '17 \$1,869,903,000

Year to date '18 \$1,962,571,000 +4.95%

Source: State Economist, Division of Administrative and Financial Services

Upcoming classes/events

ServeSafe Classes: Dec. 3 in Augusta and Dec. 6 in Westbrook. Sign up [here](#).

[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

