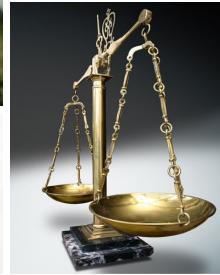


BUYERS GUIDE

The Connecticut Lodging Association represents all segments of the lodging industry: hotels, motels, inns, B&Bs, attractions and service providers. This catalog provides members a listing of CLA's preferred allied partners, alphabetically, by category. For further suggestions or referrals, call CLA directly.



Always Room for More!

Connecticut Lodging Association

PO Box 1576

New Haven, CT 06506

T - 860-635-5600

info@ctlodging.org

www.ctlodging.org

www.ctbandbs.com

CLA ALLIED PARTNERS

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ADVOCACY / GOVERNMENT AFFAIRS

Armando P. Paolino III has been a lobbyist for 31 years and has been involved in state government for the past 33 years. Mr. Paolino is widely regarded as one of the premier lobbyists in the state. He acts as a personal strategic advisor to the select clients he serves. Mr. Paolino has extensive experience in the Connecticut politics and public policy arenas. He brings a wealth of knowledge and bipartisan contacts to the select clients he advises on politics and public policy. Mr. Paolino works the halls of the Connecticut General Assembly and lobbies extensively before the executive branch and state agencies.

Paolino Public Affairs, LLC.

Armando P. Paolino III
app3pac@aol.com | 860-402-3969

NATIONAL PARTNERS



The American Hotel & Lodging Association has grown our membership to over 23,500 lodging property members representing over half of all the hotel rooms in the United States. We work closely with our 42 partner state associations to represent our industry at the local, state, and national level.

Contact Marilou Halvorsen
mhalvorsen@ahla.com
Senior Vice President, Govt. Affairs & Industry
www.ahla.com



AAHOA members are core economic contributors in virtually every community in the United States. As an association, AAHOA is a proud defender of free enterprise and a leading example of the ongoing realization of the American Dream

Daniel New | 404-419-8985
daniel@aahoa.com
www.aahoa.com



Through the Blue Campaign, DHS raises public awareness about human trafficking, leveraging [partnerships](#) to educate the public to recognize human trafficking and report suspected instances.

To report suspected human trafficking:
1-866-347-2423
Click for the [hospitality awareness toolkit](#)
Or visit dhs.gov/blue-campaign/tools



Our members consist of the chief staff executives and their staff members from lodging associations across the United States, Canada and the Caribbean. ISHAE does offer partnership opportunities to vendors that allow direct interaction with ISHAE members.

Contact Christina Pappas, Executive Director
cpappas@ishae.org | 617-536-0590
www.ishae.org

SERVICES



Roasted fresh daily since 1937. Buys premium green coffee beans, slow roast them to perfection, and **always deliver superior freshness and personalized service** to all Omar Coffee customers. Offers espresso sales and service, coffee equipment service, espresso catering, office coffee service.

Omar Coffee contact Jon Norton
in@omarcoffee.com | 860-667-8889
www.omarcoffee.com



Operates Connecticut's Bye Bye Mattress program established by Public Act 13-42. Visit www.ByeByeMattress.com for details on the program.

Provides no-cost recycling of mattresses and box springs. Contact us today to schedule your pick-up of drop-off today.

Mattress Recycling Council contact
Dan McGowan
dmcgowan@mattressrecyclingcouncil.org
mattressrecyclingcouncil.org



Ryan O'Donnell, CLA Board of Director
rodonnell@pullcom.com | 860-424-4376
www.pullcom.com



Comcast Business has the TV, Internet and Voice solutions your hotel needs. Increase guest loyalty with access to the latest technology and services, and equip your staff with the tools to work more efficiently and deliver better service.

Comcast Business contact Lisa Lepore
860-505-3434 | Lisa_Lepore@comcast.com
Business.comcast.com

SERVICES



Providing **services to keep pools and spas healthy, safe and fun.** Full pool service and products including water quality management, onsite training, inspections, renovations, repairs and quality chemicals. CPO® Certification courses are designed to provide individuals with the basic knowledge, techniques, and skills of pool and spa operations.

Blue Wave Inc. contact Justin Ivey
justin@bluewavepoolspace.com
203-248-0429 | www.bluewavepoolspace.com



The Network Support Company (TNSC) develops and delivers enterprise level IT solutions that maximize our clients' technology ROI. We have 25+ years of hospitality industry expertise including 150+ current hospitality clients. Our full range of IT services includes managed services, backup and disaster recovery, hosted cloud infrastructure, on-site/remote technical assistance, network infrastructure design, business analytics and

Network Support Co. contact Alex Brent
abrent@network-support.com
203-744-2274 x150 | www.network-



Skips has been the leader in Connecticut's wastewater service industry for over 60 years. Skips provides services to residential and commercial customers East of the Connecticut River and beyond. Skips Wastewater Services has two office locations – Ellington, CT and Waterford, CT.

Skips Wastewater Services contact Michael McLaughlin
mm@skipswastewater.com
917-750-3704 | skipswastewater.com

SERVICES



Accommodating Your Guests and the Environment. **The CT Green Lodging award is a self-certification program** based on accumulating points associated with environmental practices at your facility. Upon final scoring of the workbook, your lodging facility will also be designated as "green" on the [DEEP](#) and [ctvisit.com](#) websites.

DEEP, Green Lodging contact Kim Trella
kim.trella@ct.gov | 860-424-3234
www.ct.gov/deep



A hotel operations platform that empowers operational excellence and meaningful guest experiences. By bringing all hotel departments together with a **single operations platform** for internal communication and task management.

ALICE contact Anna Geraty
617-459-6997 | Anna@ALICEplatform.com
ALICEplatform.com

SmithBrothers.
Be sure.

For more than 50 years, Smith Brothers have helped thousands of businesses minimize their exposure to risk and loss, and build their businesses with the peace of mind that comes from knowing an expert is at their side looking out for their best interests. We are here to help you remove the barriers to growth. We are here to help you BE SURE. Smith Brothers is your single source for comprehensive insurance coverage, expert advice and the most competitive rates.

Smith Brothers Insurance contact Anand Patel
apatel@smithbrothersusa.com
203-668-0587 | smithbrothersusa.com

SERVICES



Greenworks Lending, a Nuveen affiliate, is a private capital provider uniquely dedicated to funding commercial real estate through Commercial Property Assessed Clean Energy (C-PACE) financing. Greenworks Lending's C-PACE financing makes clean energy a smart financial decision for commercial property owners and developers.

Greenworks Lending contact Ian Wilkin
iwilkin@greenworkslending.com
203-883-6116 | greenworkslending.com



Home Loan Investment Bank started business in 1959 by providing customers with competitive home loans, knowledgeable advice, and financial guidance. We have expanded throughout the years and offer Retail Banking, Mortgages, Auto, Commercial and Home Improvement loans. Our products are designed to provide convenience while offering competitive rates and reliable service.

Ocean Capital is our small business division and is nationwide lender that primarily focuses on financing real estate purchases and refinances utilizing the SBA 7a and USDA One RD Programs, but we also finance equipment, inventory, and working capital loans as well.

Home Loan Investment Bank contact
Jarred Burrell
JBurrell@oceancapitalonline.com
1-800-223-1700 Ext. 867 | homeloanbank.com

EDUCATION / DATA / REPORTS



A variety of hospitality solutions, including online learning, professional certification, and resources for high schools, colleges, and workforce agencies.

CT required human trafficking employee awareness education is available, as well as Controlling Alcohol Risks Effectively, and more. Features certifications for CHA, CHS, CGSP and Guest Services for Properties.

Contact AHLEI
info@ahlei.org | www.ahlei.org



Connecticut Technical High School System's Tourism, Hospitality and Guest Services Management course breakdown by grade. Each student is required to complete four years of a Career Technical Education

Grasso Tech contact Chris Jones
Chris.jones@ct.gov | 860-441-0340
grasso.cttech.org



STR provides a single source of global hotel data covering daily and monthly performance data, forecasts, annual profitability, pipeline and census information. **CLA Members receive 25% discount for first time**

To purchase custom reports contact:
Melissa Holm, Business Development Executive
mholm@str.com | 615-824-8664 x3468
www.strglobal.com

PROPERTY MANAGEMENT



Greenwich Hospitality Group's premier boutique hotel line with three Connecticut locations. Founded in Greenwich, CT in 1999, [Greenwich Hospitality Group](#) owns and operates boutique style hotels both in and outside of Connecticut.

Delamar Hotels contact April Pappas
Director of Sales & Marketing | 203-413-3531
apappas@thedelamar.com
thedelamar.com



New Castle is known for its expertise in operations and development and a proven methodology for recognizing potential and achieving profitability in our hotels.

New Castle contact Guido Kerpel
gkerpel@newcastlehotels.com
newcastlehotels.com



Waterford is one of the nation's top hotel and convention center management companies. The collective expertise of our team and track record of success has earned us the distinction as an approved operator for the leading hotel brands.

WHG contact Duane Schroder
dschroder@waterfordhotelgroup.com
www.waterfordhotelgroup.com



After years of experience in the hospitality industry, Lumi Hospitality was created to bridge the gap that has long existed between sales and marketing. We work with hotels and their sales teams to develop a fully-realized strategy based on research and consumer behavior that leads to concrete results for your business.

Lumi Hospitality contact Lisa McIntyre
lisa@lumiagency.com
860-904-4289 | lumi-hospitality.com

PROPERTY MANAGEMENT

The logo for New England Inns & Resorts, featuring the text "New England" in a small, light-colored font above "Inns & Resorts" in a larger, stylized font with a decorative flourish under the "s" in "Resorts".

New England
Inns & Resorts

The New England Inns & Resorts Association — proudly representing over 300 New England resorts, inns, bed and breakfasts, hotels, and motor inns since 1907. From the grandest luxury resort to the coziest country inn, what ties us together is our commitment to gracious hospitality!

NEIRA contact Deborah Burns
deborah@neia.com
newenglandinnsandresorts.com

TOURISM PARTNERS



The official sales and marketing organization for the meetings and sports markets statewide. The primary liaison between professional planners and our membership. Mission is to market Connecticut as an attractive destination for regional and national-level meetings and sports events.

CTCSB contact Robert Murdock
robertm@ctcsb.org | 860-882-1102
www.ctmeetings.org



Discover New England (DNE) is a regional destination marketing organization founded in 1992 by the six New England state tourism offices. DNE is a nonprofit (501c6) association dedicated to promoting travel to and within the member states of Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont.

Discover New England contact Michele Cota
mcota@discovernewengland.org
discovernewengland.org



Promotes tourism through national and local marketing efforts; provides tourism resources such as the Greater New Haven Visitor Guide, New Haven/GNH Regional map; offers www.visitnewhaven.com; group & event planning, familiarization tours; and collaborates with CLA on tourism advocacy.

info@visitnewhaven.com
203-777-8550
www.visitnewhaven.com



The Connecticut Office of Tourism.

CT Visit contact Anthony Anthony
Anthony.Anthony@ct.gov
www.visitnewhaven.com
ctvisit.com

TRADESHOW PARTNERS



Annually held in May, Hartford. It's "the" don't-miss industry event of the year for everyone who's interested in attracting visitors/guests/attendees. Hotels. Restaurants. Casinos. Tourist attractions. Entertainment venues. Historic sites. Cultural and arts institutions. Come share best practices and learn from national tourism and travel experts at this one-of-a-kind conference.

cttourismconference.com



Annually held in November, NYC. Virtually every trend and innovation in hospitality is here — from front-of-the-house, guest facing amenities and technologies to back-of-the-house nuts and bolts. HX caters to hotel owners, GMs, and hospitality property executives from casinos and resorts, independent and branded hotels, management and purchasing companies, military base lodging, and more.

thehotelexperience.com



Annually held in the spring in Boston. Find new ways to entice diners with the best local products and ingredients with a side of technology, education, and equipment. Features an exciting lineup with industry keynotes, new non-commercial and digital media specialized education, 300+ exhibitors, and so much more.

nefs@xpressreg.net
508-743-8579
nefs.restaurant.org