



ROOMers

Insights and Information on the Canadian Hotel Industry

Access Canada: Enabling Travel for All

The Hotel Association of Canada (HAC) is about to launch the second generation of Access Canada, a national standards program which rates lodgings based on their ability to accommodate the aging population and people with disabilities. The revamped program will now be administered by a comprehensive online assessment, supported by independent inspections, and available to all Canadian hotels.

Access Canada establishes a consistent national standard in providing lodgings for the growing percentage of the world's population comprised of seniors and people with disabilities. It also aims to attract domestic, American and other foreign tourists and tour operators to consider Canada as a primary destination for travellers of this demographic. The Access Canada standards were updated by referencing sources such as the Ontario Accessibility Legislation (2006), the CSA Building Code, the National Building Code and The American Disabilities Act.

"Properties with a strong commitment to serving the needs of this important segment of the travel market will choose to obtain an Access Canada public rating", said HAC President Tony Pollard. "With the upcoming 2010 Winter Paralympics in Vancouver

and Whistler, the issue of accessibility will become even more prevalent in Canada. It's critical we establish our standards and identify those who can support this demand in advance of the games."

Centrally administered by HAC, participants will receive a rating on a scale

of one through four, with ratings and participants being promoted online, in various guides, in government directories and to travel operators.

For more information visit the official Access Canada website at:

www.access-canada.ca

HAC Government Relations: Code of Conduct

The Hotel Association of Canada is a founding member of the Government Relations Institute of Canada (GRIC) and strictly adheres to a professional Code of Conduct. Furthermore, HAC staff are registered with the Lobbyist Registration Branch of Industry Canada.

To strengthen the practice and conduct of government relations in Canada and to further the objectives of the Lobbyist Registration Act, the following rules and guidelines define a standard of professional conduct for members of the Government Relations Institute of Canada and apply to all members of the institute. Members of the GRIC institute shall:

1. Comply at all times with the Lobbyist Registration Act and its regulations;
2. Conduct their professional activities in accordance with the public interest;
3. Conduct their relations with and discharge their duties to employers and clients, elected and non-elected office holders, the public and fellow members of the profession with integrity and fairness;
4. Serve the employers and clients in a conscientious, diligent and efficient manner;
5. Not knowingly disseminate false or misleading information, and exercise care not to do so inadvertently;
6. Disclose fully to clients all fees and charges which charges shall be fair and reasonable;
7. Honour confidences given in the course of professional activity;
8. Avoid any conflict of interest. Members shall not seek to advise both government and private interests in the same manner, at the same time; in all instances, members have a responsibility to ensure that clients, both public and private, are informed of any potentially conflicting relations.

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Government Relations

Foreign Convention and Tour Incentive Program

Finance Minister Jim Flaherty, in his March 19 budget, announced the establishment of the Foreign Convention and Tour Incentive Program (FCTIP). The FCTIP is designed to replace and improve accountability measures of the convention and tour portion of the former GST Visitor Rebate Program, the cancellation of which was unexpectedly announced last fall. There is no longer a GST rebate or exemption for Foreign Independent Travellers.

Since the fall announcement HAC has been working with its industry partners including the Ontario Restaurant Hotel and Motel Association and the Greater Toronto Hotel Association in presenting a united front to the government requesting the continuation of the GST exemption for Conventions and Group Tours as well as increased funding for the Canadian Tourism Commission.

The hotel industry was very pleased with the March announcement and issued a media statement complimenting Minister Flaherty, Tourism Minister Ritz and the Government of Canada.

The FCTIP came into effect on April 1, 2007 and the HAC has had the opportunity to provide both policy and technical advice to Finance Canada and the Canada Revenue Agency regarding the implementation and accountability measures of the new program. One critical component was CRA's announcement that foreign tour operators will be allowed to appoint another person to complete and file the rebate application on their behalf. This third party must provide:

- ♦ a complete rebate application with all invoices, receipts or other documentation that confirms the amount of GST charged to, and paid by, the foreign tour operator;
- ♦ documentation that proves that the accommodation was used by the foreign tour operator for resale as part of a tour package;
- ♦ proof that the package was sold to non-resident individuals and that payment for the sale of the package was made at a place outside Canada; and,
- ♦ proof that the foreign tour operator has authorized the other person to complete and file the rebate application on its behalf (e.g. a power of attorney).

For further information including CRA information sheets go to www.cra-arc.gc.ca/agency/budget/2007/foreign-e.html or the Canadian Tourism Commission website (www.canada.travel/corporate).

Service Canada Ad Pulled

In March the Government of Canada Agency Service Canada began airing on TV very inappropriate ads depicting restaurant workers. The HAC immediately contacted the Minister of Human Resources requesting that the ads be pulled which followed shortly thereafter. In a formal letter

of response Human Resources and Social Development Canada replied, "Please be assured that we appreciate the contribution of this sector to Canadians and the economy as a whole...Service Canada is sensitive to the points you have raised about the importance of entry-level positions in the restaurant industry, and as a result, we have adjusted our advertising plan accordingly."

HAC Speaking out Against Changes to Canada Summer Jobs Program

Regional tourism associations, museums and attractions throughout Canada, rely on the Canada Summer Jobs Program to staff a number of key tourism services.

New national criteria changes and the weighting system for approval implemented this year are having a negative impact on certain regions that rely on summer students. The impact on the industry will be devastating and will result in reduced operating hours on key services and in many cases these visitor services will not open. The HAC has communicated with Human Resources and Social Development Minister Monte Solberg stating:

"It appears from our review of the weighting system, that many of the criteria changes did not consider regional differences and potential impact on those that rely most heavily on this service for summer employees. In fact we would suggest that basing some criteria, i.e. crime rate, national population, compensation levels, is actually biased against some regions. Based on outcomes to date, it is obvious that little consideration was given to the possible ramifications to the tourism industry. We ask that you give this your immediate attention."

Replacement Workers Bill Defeated....And Another One Introduced

On March 21 in the House of Commons, Bill C-257, which would have prohibited the use of replacement workers under the Canada Labour Code was defeated at third and final reading when enough Liberal MP's sided with the governing Conservatives to out-number the Bloc Quebecois and NDP. This was flawed legislation that could have potentially crippled the hotel industry and caused a long lasting negative effect on labour relations. The HAC lobbied against this legislation and appeared before the House of Commons Standing Committee on Human Resources.

The intent of the bill was to prevent the use of any replacement worker except for management supervisory or labour relations personnel, and would have prohibited the services of a contractor or anyone working for another company.

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HCareers and HAC Enter Partnership

The Hotel Association of Canada (HAC) is pleased to announce a partnership with HCareers to provide their online recruiting services to HAC members.

The companies have set June 15, 2007 as the preliminary launch date of the program, providing significant savings for participating hotels on the entire Hcareers' product range.

"Well known throughout the industry as a leading online hospitality job site, Hcareers will be providing relevant and useful resources to our members," says Tony Pollard, HAC President.

"We are proud to be partnering with the Hotel Association of Canada as a preferred online job board," says Karen MacPherson, CEO of Hcareers. "Staffing continues to be one of the largest issues within the industry. We will leverage our longstanding relationship with the Canadian hotel community and together with the HAC, will help drive the most qualified can-

didates to HAC members. We encourage HAC members to use their exclusive member savings on Hcareers recruiting solutions products and find out why we're the leading job board in the hospitality industry."

Hcareers is the leading job board for the hospitality and restaurant/foodservice industries. A unit of Targetjobs of Fort Worth, Texas, Hcareers operates three websites, each serving the United States, Canada and the United Kingdom. Hcareers is known for being the leader in providing industry-specific online recruitment solutions, with the most relevant jobs and job seekers in their niche market.

Hcareers started in 1998 and has rapidly become the number one choice for both job seekers and employers in the hospitality and foodservice industry. For more information on Hcareers visit their web site at www.hcareers.ca.

Awards

Hotels & Hotel Companies

Homewood Suites by Hilton recognized the **Homewood Suites by Hilton Toronto-Oakville** in Oakville, ON, as the *top performance hotel* among all of the 28 Homewood Suites by Hilton hotels which opened in 2006. The 108-suite hotel was recognized for its overall outstanding achievement in its first year of operation.

Trip Advisor has ranked Quebec City's **Auberge St. Antoine** as a top luxury hotel in its *Traveller's Choice Award, Best Luxury Canada*. The property was recently named as a recipient of Relais & Châteaux's *Corporate Retreat Trophy* and won the *Gold award* in the Quebec Grands Prix du Tourisme 2006, (50 to 149-room category).

Six Canadian Super 8 properties have received prestigious awards for going above and beyond to provide outstanding lodging experience to their customers. *The Golden Pineapple Award* for superior hospitality went to **Super 8 in The Pas, MB**. And the *Top 8 Award* for overall property excellence went to Super 8s in **Ponoka, AB; Rocky Mountain House, AB; Amherst, NS** and **Sault Ste. Marie, ON**. **Drayton Valley Super 8** received the *Spirit of Super 8 Award* for their extensive involvement in their community.

The popular source of expert travel advice Gayot.com has named **Trout Point Lodge** as only Canadian entry among its annual list of *top value hotels worldwide*. Trout Point Lodge in southwestern Nova Scotia, was selected using a methodology focused on overall comfort, variety in location

and base price of standard accommodations used by the popular publisher of web sites, travel letters, and guide books. The Lodge opened in 2000 and offers luxury-level accommodation in the style of the Great Camps. Trout Point also offers culinary vacations, guided fishing, and other outdoor activities.

Pan Pacific Whistler Mountainside has been rated *Canada's number one resort* in Conde Nast Traveler's 19th Annual Readers Choice Awards and *number 5 worldwide*.

Allied Members

Ecolab Inc. has been named one of the *World's Most Ethical Companies* by Ethisphere Magazine. The fundamental criteria used for the recognition includes ethical leadership and corporate social responsibility.

People

David Ogilvie, General Manager of The Westin Harbour Castle Toronto, received the coveted *Hotelier of the Year Gold Award* from the Ontario Hospitality Institute (OHI). Ogilvie was recognized by his peers for his outstanding leadership and overall excellence in the industry. Committed to those following in his footsteps, Ogilvie is a strong advocate of internship programs and student co-op experiences.

Leo Ledohowski, CEO of Canad Inns has been named *Entrepreneur of the Year* at the Canadian Hotel Investment Conference.

Government Relations ...con't from page 2

When the House of Commons considered Bill C-257, the question of protection of "essential services" in the event of a work stoppage arose. The only two provinces that prohibit replacement workers have such a provision. It was determined that the "maintenance of activities" provision in the federal Code is not the same as the provisions found in either the British Columbia or the Quebec legislation.

Another bill (C-415) has now been introduced on the exact same subject - the use of replacement workers during work stoppages. The sponsor of this bill claims to have addressed the issue of "essential services" in the new bill; however it simply adds the word "essential" in front of the word "services" and otherwise remains the same as bill C-257.

The description of essential services (or more correctly, maintenance of activities) is found in Section 87.4 of the Canada Labour Code. Bill C-415 does not alter that Section in any way from bill C-257, and as it is currently in the Code. It is not in fact an "essential services" provision at all; it deals only with imminent danger to health and safety, a much narrower concept. If Bill C-415 were to pass Parliament, the Canada Industrial Relations Board would interpret section 87.4 as it has since it was first added to the Code in 1999.

It should also be pointed out that industries are under federal jurisdiction because they are essential. As a case in point, Parliament recognized earlier this year that CN provides an essential service by introducing legislation to end their work stoppage. If the Code were to be amended to include a broad essential services provision as found in Quebec and British Columbia it would encompass a large swath of employees who are under federal jurisdiction, far more than those who support this type of legislation ever intended.

The HAC is part of a major industry coalition actively lobbying against the passage of Bill C-415.

HAC Holds Second Meeting with Tourism Minister Ritz

On May 15th, HAC Chair Irwin Prince, Neil Labatte, President of Legacy Hotels and Resorts, Terry Mundell, President of the Greater Toronto Hotel Association, and HAC President Tony Pollard met with Tourism Minister Gerry Ritz. At the outset the HAC expressed its gratitude for the Minister's most recent efforts in facilitating the new Foreign Convention and Tour Incentive Program.

A number of issues that are critical to the health of the hotel industry were discussed including:

- ♦ the importance of the development and implementation of a national tourism strategy that includes input and agreement from all levels of government,
- ♦ industry's concern with the continuing decline in visitation



Neil Labatte, Tourism Minister Gerry Ritz, Irwin Prince

from the United States,

- ♦ the need for increased marketing funds to promote Canada to foreign travellers,
- ♦ clear and consistent messaging in the United States regarding the pending need for passports for land crossings resulting from the implementation of the Western Hemisphere Travel Initiative,
- ♦ consistent and reliable measurements regarding the value of tourism to the public and private sectors,
- ♦ the growing labour shortage of unskilled workers in Canada and,
- ♦ the impact on the hotel REIT sector in light of Minister Flaherty's October 31, 2006 announcement regarding the definition of "active" and "passive" revenue sources.

Western Hemisphere Travel Initiative Update

The first phase of the U.S. WHTI was implemented on January 23, 2007 requiring all air travellers entering or re-entering the U.S. from within the western hemisphere to have a passport. New document requirements for entry into the U.S. by land will be required as early as January 1, 2008. Currently 12 per cent of cross border inbound visits are by air and 88 per cent by land.

The HAC and its tourism partners have worked closely with the Government of Canada as well as in Washington in an effort to mitigate losses.

On February 22, 2007, as a result of successful lobbying from the Government of Canada and stakeholders, the U.S. Department of Homeland Security (DHS) announced a proposal for passport exemption for children. This proposal, which will be subject to public comment as part of the rule-making process on the WHTI, would allow Canadian and American citizens, ages 15 and younger with parental consent, to cross the border at land and sea ports with a certified copy of their birth certificate as an alternative to a passport or other WHTI compliant card. Canadian and

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Government Relations ...con't from page 4

American citizen children, ages 16 through 18, travelling with public or private school groups, religious groups, social or cultural organizations or teams associated with youth athletics organizations would also be able to enter the U.S., under adult supervision, with a certified copy of their birth certificate.

On March 23, 2007 a Memorandum of Agreement was signed between the Department of Homeland Security and Washington State to work together on the development of an enhanced driver's licence pilot for Washington State. The Canadian Border Services Agency (CBSA) and the U.S. Customs and Border Protection (CBP) are encouraging BC, Ontario, Washington State, and any other provinces or states in their efforts to conduct pilot projects aimed at testing the feasibility of an enhanced driver's licence to be used as a land border crossing document.

The HAC is pleased that the U.S. recognizes the value of the NEXUS program in expediting the movement of low risk travellers across the border by including the NEXUS program as an alternative to the passport for air travel into the U.S. On May 16 HAC President Tony Pollard attended a WHTI Department of Foreign Affairs briefing where industry partners stressed the need for clarification of the deadline and the requirement for a high profile clear and consistent communications and outreach campaign for travellers and business.

New Members

CPNA - Contract Partners of North America

Susan Harris - Sales Manager
3100 Harwood Blvd., Unit #40 Vaudreuil, QC J7V 8P2
T: (450) 424-4607 F: (450) 424-6310
sharris@cpnainc.com www.cpnainc.com

Contract Partners of North America (CPNA) is a Canadian company in business for over 15 years specializing in the provision of fine furnishings to the Hospitality and Healthcare Industries.

Preferred Hotel Group

Courtenay Granger, Regional Director, Americas North
311 S. Wacker Drive, Suite 1900 Chicago, IL 60606 USA
T: (312) 542-9218 F: (312) 913-5124
cgranger@preferredhotelgroup.com
www.preferredhotelgroup.com

Preferred Hotel Group is an exclusive owner and licensor of luxury brands designed expressly for independently owned and operated hotels & resorts.

Prepare Training Program - Crisis Prevention Institute

Bob Cozad, Director of Onsite Services
3315-H N. 124 Street Brookfield, WI 53005 USA
T: (800) 787-5166 F: (262) 317-6525
info@preparetraining.com www.preparetraining.com

Since 1980, the Crisis Prevention Institute, Inc. (CPI) has been committed to developing training and resources to safely manage disruptive and aggressive behavior.

HAC Members: A Complete Listing

Corporate Members

- ◆ Accor North America
- ◆ Atlific Hotels & Resorts
- ◆ Best Western International Inc.
- ◆ Canad Inns
- ◆ Carlson Hotels Worldwide
- ◆ Centennial Hotels Ltd.
- ◆ CHIP Hospitality LP
- ◆ Choice Hotels Canada Inc.
- ◆ Coast Hotels & Resorts
- ◆ Delta Hotels & Resorts
- ◆ Fairmont Hotels & Resorts
- ◆ Four Seasons Hotels & Resorts
- ◆ Full House Franchise Systems Limited
- ◆ IHG
- ◆ Marriott Hotels of Canada
- ◆ Realstar Hospitality (Days Inns - Canada)
- ◆ Sandman Hotels, Inns & Resorts
- ◆ Starwood Hotels & Resorts Worldwide
- ◆ Superior Lodging Corp.
- ◆ Travelodge Canada/Royal Host Corp
- ◆ Westmont Hospitality Group

Provincial Members

- ◆ Alberta Hotel & Lodging Association
- ◆ Association des Hôteliers du Quebec
- ◆ British Columbia & Yukon Hotels' Association
- ◆ Hospitality Newfoundland & Labrador
- ◆ Hotel Association of Nova Scotia
- ◆ Manitoba Hotel Association
- ◆ Ontario Restaurant, Hotel & Motel Association
- ◆ Saskatchewan Hotel & Hospitality Association
- ◆ The Hotel Association of Prince Edward Island Inc.
- ◆ Tourism Industry Association of New Brunswick

Allied Members

- ◆ Advantage Fitness Sales Inc.
- ◆ Allcard Limited
- ◆ Altus Derbyshire
- ◆ Amex Canada Inc.
- ◆ AOMNI Corporation
- ◆ Blake, Cassels & Graydon LLP

- ◆ CAA/AAA
- ◆ Caber Distributors Inc.
- ◆ Casino Windsor
- ◆ Chateau Moncton
- ◆ CHC (Ont.) Supplies Ltd.
- ◆ Clearview Communications Canada Corporation
- ◆ Colliers International Hotels
- ◆ CPNA-Contract Partners of North America
- ◆ Crisis Prevention Institute/Prepare Training Program
- ◆ Delta Faucet
- ◆ Distram Distributions
- ◆ Dvise Telecom Solutions
- ◆ Ecolab
- ◆ Eden Textile
- ◆ Enbridge Gas Distribution
- ◆ Expedia Inc. - Partner Services Group
- ◆ G & M Sales Group
- ◆ Globalive Communications (Canopco)
- ◆ Gordon R. Williams Corporation
- ◆ Group Lockhart Inc.
- ◆ Guest Supply Canada Inc.

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Newsworthy

Hotels

The 117-room **Days Inn - Niagara Falls, Near the Falls** unveiled the completion of an \$800,000 facility and guest room renovation. Upgrades include new mattresses, duvets and sheets, furniture, carpet, the SolTerre shower experience and SolTerre bath amenities. Facility upgrades include a renovated lobby with fireplace and new carpet.

The Halifax Marriott Harbourfront has completed the latest phase of its \$14-million renovation plan. The final phase is slated for completion in 2010. As part of the recent renovation 180 guest rooms were remodelled and redecorated. Additionally, business travellers will find redesigned work centres and a 1,600 sq. ft. fitness centre featuring the latest LifeFitness equipment.

One of Asia's most luxurious hotels - Shangri-La - is coming to Toronto. **Living Shangri-La Toronto**, a \$430 million tower with 65 floors, will be a combination hotel and condominium. The exterior will be a glass structure with large terraces. The first 17 floors will contain 220 hotel suites, spa, retail stores and restaurants.

Plans are underway for a 140-room full service hotel in downtown Saskatoon. **The Holiday Inn Hotel & Suites** will be built on the Pacific Cinemas site. The new hotel will feature a restaurant, banquet and meeting space, and both above- and below-ground parking.

A 400-room hotel, part of the proposed **Big Bay Point Resort** in Innisfil, ON, has been approved. First announced five years ago for a 600-acre site, the project has been downsized to contain only 1600 condominiums and a 1000-slip marina on the western shore of Lake Simcoe.

A Toronto developer has secured financing needed to begin construction on the five-star **Trump International Hotel and Tower** in downtown Toronto. Construction of Canada's first Trump Tower is slated to begin later this year.

Choice Hotels Canada welcomes the recently converted 25-room **Rodeway Inn, Cabano, QC**. The hotel is the first

Choice hotel to officially open in Canada in 2007, and is the sixth Rodeway Inn in Canada. The Rodeway Inn offers the convenience of a first rate economy hotel, plus amenities and services desired at many mid-scale properties.

Companies

Days Inns - Canada welcomes its newest location in Wallaceburg, ON. The newly renovated 2-storey full service hotel offers 46 updated guest rooms, free Daybreak Café breakfast and complimentary high-speed Internet access. The property also offers a variety of room types including deluxe rooms and suites. Each room is fully equipped with 27" cable TV, coffee maker and hairdryer.

Days Inns - Canada announces the opening of its newest location in Niagara Falls. The newly renovated full service hotel offers 96 spacious guest rooms, an outdoor heated pool, complimentary high-speed Internet access and an on-site Perkins Restaurant & Bakery. This location is the first Days Inns - Canada brand hotel to display the new logo, which seeks to convey a warm welcoming and give the brand appeal to a new generation of travellers while preserving the equity of its signature yellow sunburst and original shape.

Howard Johnson Canada announced it will be providing 100% smoke-free hotels. Each of its 3,500 guest rooms across Canada will become smoke-free by September 1, 2007. This change comes with the support of Howard Johnson's Franchisees. Leading the way for Howard Johnson are their hotels in Victoria, Nanaimo and downtown Vancouver, which will complete the required certification by June 1, 2007.

Embassy Suites Hotels will be opening its first hotel in Montreal, the brand's second in Canada. The 210-suite hotel will carry the "by Hilton" moniker in its name and exterior signage. Recently, the brand announced it will add "by Hilton" to existing and future hotels in Latin America and Canada, along with sister brands Hampton and Doubletree.

With the addition of the 82-room Super 8 Motel Three Hills, AB, **Pacrim Hospitality Services** has increased to 35 properties and more than 3,800 hotel rooms across Canada and the U.S. This is the eighth addition to the portfolio announced in 2007. The Super 8 Motel Three Hills includes meeting space, free high-speed Internet, an indoor pool and a fitness centre.

Starwood Hotels & Resorts Worldwide, Inc. announced an agreement with Manga Hotels International to develop the first ELEMENT hotel outside the U.S. in Toronto, ON. ELEMENT Toronto Downtown is slated to open in January 2009, and will offer a new take on the extended-stay hotel experience through smart design, modern style and natural touches including a multi-storied window wall in the lobby, outdoor fire pit and barbecue, multi-purpose modular furniture, and much more. The hotel will also feature 700 sq ft of meeting space, an integrated technology centre, and state-of-the-art fitness center.

Coast Hotels & Resorts has been selected to manage the 84-room Sundance Lodge at Sun Peaks Resort located 58 km north of Kamloops, BC. The hotel, which will be branded as the Coast Sundance Lodge on May 1, is the 41st property operated by Coast Hotels & Resorts. The Coast Sundance Lodge is a deluxe, full service, ski-in, ski-out hotel located at Sun Peaks Resort. It offers a range of accommodations, intimate meeting rooms, a fully equipped exercise room, outdoor hot tub, pub style restaurant and nearby shops.

Pan Pacific Hotels and Resorts is planning an aggressive expansion program in North America including adding more Canadian properties to its three existing Canadian locations. The first new targets will be Los Angeles, San Francisco, Toronto and San Diego.

Genesis Hospitality Inc. has acquired the Best Western Inn on the Bay in Owen Sound, ON. The 100 room hotel features banquet facilities for 150, a restaurant and lounge.

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Newsorthy...con't. from previous page

Coast Hotels & Resorts has been selected to manage a new 20-storey, 220-room full-service hotel in downtown Vancouver scheduled to open fall of 2009. Vancouver's Coast Coal Harbour Hotel will be a four-star, full service hotel offering a range of accommodation for business and leisure. All rooms will be fully equipped with the latest technology; the hotel will feature an 8,000 sq ft ballroom and conference facility, private boardrooms, a full service business centre, fully equipped gym, locker room and a landscaped podium roof deck with an outdoor lap pool and hot tub.

Easton's Group of Companies will be opening two new properties in downtown Toronto, a 256-suite Marriott near the CN Tower in May, and a 224-room Hilton in the Entertainment District next year. The mid-service, suite-style hotel Marriott is fully equipped with kitchenettes catering to vacationing families, business travellers and long-stay customers.

Groupe Germain has announced three new projects - Toronto construction is set to begin on an 8-storey, 171-room boutique hotel next to the Air Canada Centre. Le Germain Calgary will feature 42 luxury condos above 2 separate buildings comprising a 150-room boutique hotel and office tower. And in January they introduced ALT hotels, a new concept for cheap-chic hotels made from pre-fab rooms. Set to open in September 2007 the first hotel will be located just outside Montreal in the South Shore.

Choice Hotels has added 2 new hotels to the family: the recently converted 98-room Comfort Inn & Suites, Ingersoll ON and the 32-room Econolodge - Montmorency Falls, Boischatel, QC

Other

After 25 years as general manager of the Hilton Québec, **Robert Di Gaetano** has retired. Di Gaetano began his career in food and beverage when he was in charge of the restaurant Place Royale in old Quebec. He held various positions in sales and marketing before assuming the general manager's role at the Hilton Windsor. Positions in Ottawa and Barbados followed before he returned to Quebec where he has spent the past 12 years as GM of the Hilton Québec. Previously he was active in the business and tourism community in Quebec City.

The Board of Directors of the **Ontario Restaurant Hotel & Motel Association (ORHMA)** is pleased to announce the appointment of Rob Evans as the new President & CEO. For more than 25 years, Rob has held senior positions in both the foodservice and accommodation sectors in Canada and the U.S., and he comes to the ORHMA from the Atlanta-based hotel ownership and management company Lodgian. While previously based in Windsor Rob served as an Executive Member and Director on the ORHMA Provincial Board of Directors, as well as Regional President for the ORHMA Windsor region. He is a past board member of the Windsor Convention and Visitors Bureau, and as an ORHMA representative, has served as a Director on the Hotel Association of Canada (HAC) Board.



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HOTEL ASSOCIATION OF CANADA
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Who's Where Now

Kevin Baxter, GM, Grasslands Hotel, Merritt, BC ♦ **Andrew Cruickshank**, GM, Rhombus Hotel & Resorts, Chilliwack, BC

♦ **Robin Cumine**, Area GM, The Coast Terrace Inn, Edmonton, AB ♦ **Dan DeSantis**, GM, Delta Lodge at Kananaskis, AB ♦ **Paul Deutsch**, GM, Packer's Place Inn & Pub, Golden, BC ♦ **Lucy Dias**, Director of Sales Training and Development, Delta Hotels & Resorts ♦ **Rob Evans**, President & CEO, Ontario Restaurant, Hotel & Motel Association ♦ **Andrea Fernandes**, Key Account Director, Groups & Meetings, IHG, Ottawa, ON ♦ **Allyson Hewat**, GM, Best Western Inn on the Bay, Owen Sound, ON ♦ **David H. Johnson**, GM, Lakeview Inn & Suites, Fort St. John, BC ♦ **Pat Kelly**, President, Ottawa Congress Centre ♦ **Eda Koot**, GM, Delta Sun Peaks Resort in Sun Peaks, BC ♦ **Walther Lauffer**, GM, Crowne Plaza Fredericton Lord Beaverbrook Hotel, NB ♦ **Tammy LeBlanc**, GM, Hilton Saint John, NB ♦ Kerri Moore, Director of Marketing, Bear Mountain Resort, Victoria, BC ♦ **Terry Mundell**, President & CEO, Greater Toronto Hotel Association ♦ **Peter Nielsen**, GM, Oswego Hotel, Victoria, BC ♦ **Mirka Rollason**, GM, Super 8 Motel, Barrie, ON ♦ **Matthew Sparks**, Senior Vice President - Development, the Americas, Fairmont Raffles Hotels International ♦ **Tom Tittel**, GM, Hilton Toronto Airport, ON ♦ **Tom Waithe**, GM, Pacific Palisades Hotel, Vancouver, BC ♦ **Kevin Wyer**, GM, Delta Pinestone Resort, Haliburton, ON ♦

Events

BC Hospitality Industry Conference & Exposition

November 18 - 20, 2007

Exposition: Vancouver Convention & Exhibition Centre

www.hospitality-trade.com

Hotel Association of Canada

Board of Directors Meeting

August 13-14 2007

Kananaskis, AB

HAC Government Relations Day

November 27, 2007

Ottawa, ON

2008 HAC Conference and Awards Dinner

February 25-26, 2008

Toronto, ON

HAC Members...con't. from pg 5

- ♦ HLT Advisory Inc.
- ♦ Home Depot Supply (The)
- ♦ Hospitality Air Solutions
- ♦ Hotel Forums, LLC dba Hotel F&B Executive Magazine
- ♦ Hunter Amenities International Ltd.
- ♦ Hunter International Search Inc.
- ♦ HVS International - Canada
- ♦ Imperial Parking (Impark)
- ♦ Jack Hamilton Agencies Ltd.
- ♦ JPR Meeting Rooms
- ♦ JRS Amenities Ltd.
- ♦ KPMG Hospitality, Leisure & Tourism
- ♦ Lodging Econometrics
- ♦ Marqui Inc.
- ♦ Newspaper Marketing Group (The)

- ♦ On Command Canada Inc.
- ♦ Opcom Hospitality Services Inc.
- ♦ Panasonic Canada Inc.
- ♦ ParkSmart Inc.
- ♦ Pets Can Stay
- ♦ Pool People Limited
- ♦ Precise Parklink Inc.
- ♦ Preferred Hotel Group
- ♦ PSAV® Presentation Services
- ♦ Sealy Canada Ltd.
- ♦ Select Hospitality Systems Ltd.
- ♦ Serta Mattress Company
- ♦ Simmons Canada Inc.
- ♦ SOCAN (Society of Composers, Authors & Music Publishers of Canada)
- ♦ Sunbeam Canada
- ♦ The Bay Charles Consulting Company Inc.

Educator Members

- ♦ Canadore College
- ♦ Centennial College
- ♦ Douglas College
- ♦ Imperial Hotel Management College
- ♦ Mount Saint Vincent University
- ♦ Ryerson University
- ♦ University of Guelph
- ♦ Vancouver Community College

Strategic Partners

- ♦ Air Canada
- ♦ Avaya Communications
- ♦ Diners Club International
- ♦ HCareers
- ♦ PKF Consulting
- ♦ VIA Rail Canada
- ♦ VingCard Canada

- ♦ Visa Canada Association
- ♦ Where Toronto Magazine



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Address comments or questions to the Editor:

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The Hotel Association of Canada is the federation of provincial and territorial hotel associations, hotel chains and suppliers with a mandate to represent members nationally and internationally and to provide cost effective services which stimulate and encourage a free market lodging industry.

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