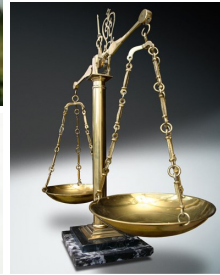


BUYERS GUIDE

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 Matt MacLaren, Esq.,
AH&LA SVP of Member Relations
mmaclaren@AHLA.com | 202-289-3115
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

Brandon VerVelde | 202-507-6187
brandon@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



*Advanced technology and solutions
from the world's leading innovator
in HVAC*

From small B&Bs to large resort hotels

A global leader in HVAC Building Solutions, Technology, equipment and services. Daikin is committed to a healthy and sustainable environment that provides solutions in alignment with our customers business needs.

Daikin contact Robert Mitchell

Robert.mitchell@daikinapplied.com
203-948-4294 | daikinapplied.com



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



Founded in 1923, Ecolab is the global leader in water, hygiene and energy technologies and services. Everyday we help make the world cleaner, safer and healthier protecting people and vital resources.

EcoLab contact John Cullen

john.cullen@ecolab.com | 203-258-4698
www.ecolab.com



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

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@bluewavepools.com
203-248-0429 | www.bluewavepools.com



Our exclusive hospitality program offers tailored packages designed specifically to meet your unique risks. Our team can define policy language to offer the maximum coverage available.

Lisa Brand
Director Real Estate & Hospitality Practice
lbrand@dimatteoinsurance.com
203-924-5422 | dimatteoinsurance.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 strategic IT consulting.

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

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



Siegel, O'Connor, O'Donnell & Beck, PC, a CLA-endorsed labor relations counsel, representing management. **Each CLA member is entitled to one free consultation per quarter.**

Edward "Bud" O'Donnell, CLA Board of Director
eodonnell@siegeloconnor.com
860-727-8900 | www.siegeloconnor.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

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 program. Call for internship opportunities.

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

D

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 Win Smith
Director of Sales & Marketing | 203-413-3531
wsmith@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 Gerry Chase
gchase@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 Michael Heaton, President
mheaton@waterfordhotelgroup.com
www.waterfordhotelgroup.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 Scott Phelps
scottp@ctcsb.org | 860-882-1102
www.ctmeetings.org



Visit New England is the best online travel, tourism and vacation guide for all New England states. Advertising opportunities available.

VisitNewEngland.com contact Jonathan Lhowe
jonathan@visitnewengland.com
401-921-3000 x101



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

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

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