

## College Scholarships

The association's Educational Foundation awards \$25,000 annually to students seeking degrees in the hospitality, travel, and tourism industries. The Foundation is now accepting scholarship applications for academic year 2008/9.

To download an application, visit our website, [www.kansascitylodging.org](http://www.kansascitylodging.org).

## Capitol Days for Tourism

Join us Feb. 27-28 in Jefferson City as the hotel industry lets legislators know the economic impact of tourism on the economy. Call the office for details.

[www.kansascitylodging.org](http://www.kansascitylodging.org)

## Web Stats Dec., 2007

Visits: 1,539  
Unique Visits: 1,352  
New Visitors = 84.0%  
Avg. Time On Site = 1:55 min.

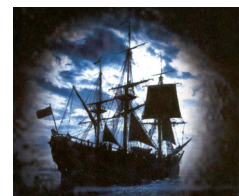
As reported by [Google.com/Analytics](http://Google.com/Analytics)

## What's Inside

Page 2 - President's Column  
Page 2 - Hospitality Forum  
Page 2 - Trivia Night  
Page 3 - Tourism Training  
Page 3 - KDHE Regulations  
Page 3 - Missouri Tourism Budget

## Hoist the Jolly Roger

It's confirmed. Captain Sharkey's pirate ship "Deadly Deliverance" will join us pier-side, and gold doubloons will be plentiful for everyone at the 20th Annual Recognition Dinner at the Hyatt Regency Crown Center on Feb. 8.



The recognition dinner committee reached deep into the briny depths of the Caribbean to bring up our theme of "A Pirate's Life", thereby ensuring an enjoyable experience for everyone that attends. Capt. Morgan, connoisseur of fine spiced rum, will attend the President's Reception prior to dinner to discuss his exploits while you sample his Barbados Punch. Buccaneers and other notables are invited. Feel like a pirate? Then dress appropriately. The saltiest sea dog amongst us will be rewarded! Arg!



Don't be late, me hearties, for there is treasure to be had. The evening begins at 6:00 pm with the cash bar President's Reception. Then cast off for Smuggler's Cove and the awards program/dinner at 7:00 pm. Fox4 Morning Show news anchor Mark Alford will emcee the awards program, and Sito Colon will provide the dance music later in the evening.

Flashes Photography will take individual portraits of our members and guests during the reception and program.

During the awards program, we will present the Hotelier of the Year award to George Katz, General Manager of the Hilton Kansas City Airport Hotel; the Hotel Supplier of the Year award to John Kirby, Team Leader for Swank Audio Visuals; and the prestigious Hospitality Leadership award to Carl DiCapo, long-time Kansas City restaurateur and civic ambassador.

DON'T MISS the association's social event of the year. Make your reservations now if you plan to attend. Single tickets are \$65 and a table of 10 is \$650. Some dinner sponsorships are still available--call the office for details. To book a room at the Hyatt that night at a special rate, call the Hyatt before Jan. 31 and ask for room block code "HLAGKC".

## GMs Breakfast Series

The board of directors decided to continue the association's breakfast program for hotel GMs in 2008. As good as our membership luncheons are, they leave little time for hotel general managers to build friendships and get to know one another. These breakfasts correct that situation. In short, it's all about you, the general manager. There is no set program, no pressure! It is your opportunity to meet other GMs and share ideas.

Three breakfasts are scheduled this year, one in each month that does not have a membership luncheon. The first will be Feb. 13 at 7:30 am at the Doubletree Overland Park Hotel. It will last approximately 1 hour. Set time aside and plan to join your colleagues. Fax in the reservation form on the last page of this newsletter.



## The President's Corner

by: Joe Andrick

I had the pleasure of attending the GKCRA's Inaugural Ball, and I want to congratulate their new president, John Cassell, Dir. of Operations at the Sheraton Overland Park Hotel. It was a great event, and I was impressed with John's emphasis on member involvement. That is important for us to emphasize as well. We have a wealth of talent within our organization; and, with a shared commitment from our members, we can easily accomplish anything.

Thanks to outstanding member participation, our Mid-American Hospitality Forum was a great success. Information provided by Lindsay Culbreath of Smith Travel Research was exceptionally valuable, and her analysis of the hotel industry should be of help to everyone. In light of economic fears for the coming year, her forecast of modest growth in our area was welcome news. It was also an honor to have Joe McNerney, President/CEO of the American Hotel & Lodging Assn., as our luncheon keynote speaker. Having the leader of the largest lodging industry trade association with us was a real plus for our members. I also want to thank John Evans and his staff at the Westin Crown Center for hosting this event.

In February, we will honor our own industry leaders at the 20th Annual Recognition Dinner. As innkeepers we all take pride in what we do for our community and guests. It is only fitting, therefore, that we should celebrate our industry and the men and women that make it great. I hope to see all of you at this special dinner.

## What's New?

The recent Mid-America Hospitality Forum attracted more than 100 association members to its half-day professional development program at the Westin Crown Center. Members from 22 hotels, 2 management companies, 2 universities, and 4 allied companies took advantage of this unique educational program to learn what's new. They received the latest information on the state of the hotel industry, learned new customer service techniques, and were introduced to a new customer analytics marketing program.

The cornerstone of the Forum was the Smith Travel Research "State of the Hotel Industry" presentation. This valuable briefing, sponsored by American Express, included an analysis of markets at the national, regional, and local levels. The presentation included a discussion of new products in the pipeline for the KC metro and a 2008 industry forecast.

At the Forum luncheon, Joseph McNerney, President of the American Hotel & Lodging Assn., delivered the Pistilli Lecture Series. McNerney talked about the growth of the industry and provided his economic outlook for 2008. He also touched on several legislative issues that could affect the hotel industry. He said there is a need to extend and increase the number of H2B visas to alleviate employment shortfalls, and he highlighted the labor-backed legislation that would dramatically change the National Labor Relations Board's "card-check" system, thereby making it easier for labor unions to organize.

The Hospitality Forum is made possible by our sponsors: American Express, Raphael Hotel Group, True North Hotel Group, Davidson Hotels, Westin Crown Center, Visual Aids Electronics, and AGENDA: USA.

## Hotel Tradeshow

The Heartland Hospitality Expo, is scheduled for Thurs., April 10, at the Kansas City Marriott Downtown. The Expo provides unique opportunities for hoteliers and suppliers alike. Hotel decision makers attending the show will learn about new products and cost effective services that can enhance hotel operations and improve the bottom line. Allied members are afforded the opportunity to display products and build relationships with hoteliers and members of their staff.

Each allied member receives a complimentary booth space at the Expo with their membership and ONLY our allied members can participate. If you haven't renewed your membership, please do so. This is a valuable allied member benefit that puts you in front of potential customers.

## Trivia Night V

Trivia buffs get ready! The association's next trivia night is scheduled for March 27 at 7:00 pm at Paddy O'Quigley's Crossroads (100 E. 20th Street). Johnson County Community College Hospitality Club students provide the program for this very popular event, and they promise to challenge your knowledge on a variety of topics. Between each round of questions, attendees have a chance to win valuable door prizes.

The winning trivia team receives a cash prize. The winning team also has bragging rights as the best and brightest in the metro area.

Participants will enjoy complimentary soft drinks and malt beverages, along with light snacks. So don't sit home with nothing to do—join in the fun with colleagues and friends. Sign up with your own team or join a team that needs another person that night. The cost is only \$200 for a team of 8 or \$25 for an individual.

Trivia Night proceeds are used to offset travel expenses for hospitality students attending the annual New York Hotel Show in November.

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## Heartland Tourism Ambassador

The 2008 Heartland Tourism Ambassador training schedule appears below. This important training gives your employees the knowledge to assist with visitor needs by turning every guest encounter into a positive experience. The cost of this training remains at \$25. For more information, go to [www.visitkc.com](http://www.visitkc.com) or email Susan Blanco at [sblanco@visitkc.com](mailto:sblanco@visitkc.com).

### 2008 HTA Training Schedule

Thurs., Feb. 28, 2008, 1:00-5:00 pm, 319B, Commons Bldg., JCCC

Thurs., Mar. 27, 2008, 1:00 - 5:00 pm, 319B, Commons Bldg., JCCC

Thurs., Apr. 24, 2008, 1:00 - 5:00 pm, Helzberg Auditorium, Central Library, Downtown KC

Thurs., May 15, 2008 - 1:00 - 5:00 pm, Lens 2, Bloch Bldg., Nelson-Atkins Museum of Art

Thurs., June 19, 2008, - 1:00 - 5:00 pm, Truman Center, Plaza Br. Library

## Kansas Lodging Inspection Regulation

The Joint Committee on Administrative Rules and Regulations held a public hearing on Dec. 19 to address industry concerns over the Kansas Dept. of Health & Environmental Services' proposed Lodging Inspection Regulations. Industry representatives took advantage of the hearing to suggest changes to specific items that were detrimental to the industry. Two areas of concern were "deep cleaning" after a pet has been in a guest room and the location of the coffeepot in the guest room. KDHE listened to these suggestions and incorporated changes to make the proposed regulations more effective. They added new language that gives hoteliers an alternative method for handling both these concerns.

The new changes have been approved by the Dept. of Administration and the AG's office. Permanent regulations will be published Jan. 17, 2008, and posted on the KDHE website ([www.kdheks.gov](http://www.kdheks.gov)) for 15 days. The new regulations become effective Feb. 5. The next KDHE meeting will discuss the proposed lodging establishment fee changes.

## More Tourism \$ Missouri Budget

The proposed 2008/9 state budget will include a \$4 million increase for the Div. of Tourism. Governor Blunt recommended a \$24.67 million division budget for the next fiscal year beginning July 1. That compares with a current division budget of \$20.6 million.

A portion of the proposed budget increase (up to \$1 million) may be used for other purposes, including assisting with the next Tour of Missouri bike race, according to legislative budget officials. The State budget office estimated the 2007 bike race generated \$26.2 million in spectator spending. Both House and Senate appropriation committees are expected to begin work drafting a new state budget.

### **New Hotel Member**

**Homewood Suites** • Scott Mills, G.M.  
10556 Marty • Overland Park, KS 66212 • 913.341.5576

### **New University Member**

**University of Phoenix** • Brian McHenry, Corporate Education Liaison  
8345 Lenexa Drive • Lenexa, KS 66214 • 816.204.2142



## *Inn-Sight*

1600 Genessee, Suite 603  
Kansas City, Missouri 64102  
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KAREN HEBBERGER



## UPCOMING EVENTS

Feb. 8, 2008

### Recognition Dinner

Location: Hyatt Regency Crown Center

Reception: 6:00 pm

Awards Dinner/Program: 7:00 pm

Feb. 13, 2008

### Hotel GMs Breakfast

Location: Doubletree - Overland Park

Breakfast: 7:30 am

March 12, 2008

### Membership Luncheon

Location: Residence Inn - KCI

Registration: 11:30 am

Lunch: Noon

## Hotel GMs Breakfast

**Location: Doubletree Overland Park**

Wednesday, Feb. 13, 2008

Time: 7:30 am

**Member=Free**

*No reservations or cancellations honored after Feb. 8*

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Company: \_\_\_\_\_

For reservations FAX this form to HLAGKC at 816.421.4089

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Displayed Ice Class  
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KANSAS CITY, MO 64102