

VOLUME 27, ISSUE 5, DECEMBER 2009

Hospitality

SHHA

Saskatchewan



Season Greetings from the SHHA Board of Directors & Staff

Conrad Bendig, North; Warren Nerby, Marketing Coordinator; Wayne Folk, Brew Pubs; Claude Bellefleur, South; Tom Mullin, President & CEO; Denis McKnight, Central, Greg Lowe, Central; Michael Billard, Restaurants/lounges, Jasmine Deblois, South; Larry Bozek, Central; Lance Grosco, Chair of the Board; Lorane Gray, Membership Coordinator; Sean Choo-Foo, South; Don Urzada, Regina Hotel Association; Dale Grant, Saskatoon Hotels Association

Lorane Gray Retiring after 27 years with the SHHA

The special night honouring Lorane at the Chairman's Dinner in March seemed so far away from the actual day that she would leave the Association office for the last time. But that day has crept up on us and on January 31st, Lorane will officially retire.

To lose someone with the knowledge and history of the organization and the rapport she has with the members could be considered as irreplaceable – so we're not.

Effective January 25th, Warren Nerby will be the Marketing and Membership Coordinator, responsible for membership, Canada Select, HOST Saskatchewan exhibit and sponsorship sales, Golf Fore Hospitality sponsorship and Hospitality Saskatchewan newsletter and roster.

In late January you will receive the first edition of Hospitality Saskatchewan which will double as the SHHA roster and resource book. You'll also receive a new style membership card and we're working on value added benefits for the card which we hope to announce later.

On behalf of the Board and all members past and present
THANKS LORANE for your huge contribution to our success!

Sask. Party Government got it Right on Tobacco Legislation Changes

The Saskatchewan Hotel & Hospitality Association applauds Health Minister Don McMorris's decision not to expand the ban of smoking on bar, tavern and restaurant outdoor patios and decks.

The Association responded to the Government's proposed changes to the legislation by indicating that following the outright ban of smoking in bars, taverns and restaurants, the Association directed owners and operators to construct decks in order to comply with the legislation and to service their patrons who choose to smoke.

At considerable expense to the industry, decks and patios were constructed to comply with the legislation and this strategy was endorsed by the former NDP government, who brought in the initial legislation, the Canadian Cancer Society and the Lung Association.

Since 2005, the year the ban was introduced, 62 hotels, mainly in rural areas, have closed their doors and the majority of these closures can be attributed to the smoking ban. The ban shifted acceptable profit margins of on table sales to the considerably less profitable off sale market causing an overall drop in profits of between 20 and 25%.

The Association believes the government has taken the common sense approach to this issue by not expanding the ban to the outdoors. We will continue to work with the government in developing an acceptable model of liquor retailing to the home consumption market to neutralize the losses that have occurred during the past four years.

For more information please contact:
Tom Mullin, President & CEO
Saskatchewan Hotel & Hospitality Association
306 790-1044 or email shha@sasktel.net

SAMA Commercial Advisory Committee Reviews Hotel Statistics

President & CEO Tom Mullin presented the findings of a hotel member assessment survey to the quarterly meeting of the Saskatchewan Assessment Management Agency in late November. The SHHA had asked members to get in touch with their local town administrator or similar city authority and get information on how the local hotel assessment compared to the rest of the commercial businesses in the town/city and to the entire assessment of the town/city.

To say the information caught the attention of the entire SAMA executive and members of the advisory committee would be an understatement. This is the first time the assessors and appraisers throughout the province saw the extreme discrepancies in assessment when the Income Approach was applied to hotels and all other commercial properties remained on the Cost or Market Approach.

From the 64 properties that sent in the survey information here are the results:

	hotel	town	commercial
2008	7,645,230	1,202,447,308	311,817,475
2009	17,407,840	1,399,570,911	345,091,499
Difference	9,762,610	197,123,603	33,274,024
% change	56%	14%	9%

There was no argument from anyone on the committee that the distortion in the assessments is blatant and undisputable and calls into question the fairness of assessing hotels and motels using one approach and all other commercial enterprise on another.

Of the 64 reported on the survey, town administrators were asked if they used the tax tools provided to them by the

Ministry of Municipal Affairs to create a separate sub class for hotels/motels. 36 administrators used the tax tools but 28 did

not. Of the ones that replied negatively, the general reason given was that the provincial government created this problem and now they are off loading the problem on RM's and towns to provide the remedy.

Based on this information and the overall rejection of the formula by the commercial appraisal community, the SHHA will be meeting with the SAMA executive to press for a complete review of the process and to recommend the required changes to the SAMA Board of Directors and the Ministry of Municipal Affairs.

How to Market Your Restaurant without Costing you anything

- choose to be a leader in your restaurant and take responsibility for it's success.
- choose three referral sources you want to develop relationships with
- visit 5 businesses and hand out promotions
- set shift targets for your staff.
- start tracking birthdays and anniversaries – creates loyalty
- implement a family and friends night or give employee discounts when you dine with a staff member
- train staff on exactly how to up-sell

Canada Granted Approved Destination Status (ADS) by Chinese Gov't

Prime Minister Stephen Harper announced in Beijing, China last week that the Government of China has granted Canada Approved Destination Status, a designation that makes it easier for Chinese nationals to visit Canada.

"ADS marks a significant moment in the history of our relations with China, indicating not only our mutual commitment to strengthening our diplomatic and commercial partnerships, but also our people to people ties" said the PM.

ADS allows Chinese travel agents to advertise and organize group tours to countries with the designation. As a result, this should encourage more people from China to travel to Canada, which will have a positive impact on the Canadian and Saskatchewan economy.

The Hotel Association of Canada has been lobbying the government for ADS with China and now those efforts are being realized.

Regina Hotel Association commits \$10 million to new stadium

The Regina Hotel Association announced its support for the construction of a new, enclosed stadium and multi-purpose facility in the City of Regina.

Through its Destination Marketing Fund, the RHA committed \$10 million over 15 years to develop the facility. The DMF was created in 2006 to strengthen marketing efforts of Regina as a tourism destination. A new facility with increased capacity would be a boon for the Saskatchewan Roughriders and enable Regina to compete on a national level with other major cities in the event, convention and cultural level all year round.

Retirements Open Up Seats on the SHHA Board of Directors

Four serving directors will have served the maximum 4 terms (eight years) on the Board as of the Annual General Meeting to be held during the HOST Saskatchewan Conference and Trade Show at Saskatoon March 14 & 15, 2010

One board seat in the Northern Zone, two in the Central Zone and one in the Southern Zone will be open for nominations by interested members over the next couple of months with a nomination deadline of February 15th, 2010.

To learn more about being a Saskatchewan Hotel & Hospitality Association Director please call Nomination Committee Chair Denis McKnight at 306 286-3271 or 365-7552

Golf Fore Hospitality - Big Success

The first Golf Fore Hospitality tournament took place at Dakota Dunes Golf Links south of Saskatoon. The partnership with Tourism Saskatchewan delivered 126 golfers, the largest entry of any SHHA tournament to date and all proceeds will go to the Hospitality Scholarship Program.

Hon. Dustin Duncan, Minister of Tourism, Parks, Culture and Sport addressed the participants on Sunday night at the barbeque. Then the side-splitting comedy of Andrew Gross took over and left the golfers howling for more.

After breakfast at the Parktown Hotel it was out to Dakota Dunes. What a fantastic golf course! The rain that threatened at tee off stayed away until the last two holes and after beef on a bun the prizes were handed out. There were no losers on this day, just winners - the students. Mark your calendars now

August 30th, 2010 Deer Valley Golf Estates Regina



From left: Neale Beuttner, Western Producer Publications; Joe Chad, Tourism Saskatchewan; Sherry & Mark Werner, Red Lion Inn, Kindersley.



Above Left: Golf Fore Hospitality chairman Greg Lowe lines up a putt under the watchful eye of son, Ryan
Above Right: Hon. Dustin Duncan and Director Dale Grant had a great day on the Dunes. Thanks for the Minister's support.

Hotel Discounts/Classified Ads

DISCOUNTS

Listed below are members that are prepared to offer special discounts to S.H.H.A. members. These discounts apply to members only and are for their personal use. They are subject to availability & occupancy not over 80%.

Cabri Inn, Cabri	50%
Ship's Lantern Chalets, Candle Lake (Sept.-May)	50%
Pilgrim Inn, Caronport	\$60.00
Cypress Hotel, Eastend (Single)	\$30.00
Wander Inn Motel, Esterhazy Single/double	\$59.00
Derrick Motor Hotel, Estevan	(s)\$54.95 (dbl)\$ 65.95
Coach House Motor Inn, Eston	50%
Fife Lake Hotel, Fife Lake	N/C
Katepwa Beach Hotel, Katepwa Beach	\$50.00
Kelvington/Canwood Hotels	50%
Kindersley Inn, Kindersley	Rack \$115/Single \$85.00
Manitou Springs Hotel (Sun. thru Thurs.)	\$79.95
Adobe Inn, Martensville	25% off
Empire Motor Hotel, Meadow Lk.	\$40.00
Nor'Wester Motor Inn, Meadow Lk.	\$40.00
Heritage Inn, Moose Jaw...(Sun - Thurs. only)	50%
Temple Gardens, Moose Jaw	\$115 & up (Not available in peak season, June 30 - Sept. 4/06)
Gasthaus, Neudorf (non-smoking rooms)	\$40.00
Gold Eagle Lodge, North Battleford (Sun-Thurs)	\$96.00
Kozy Kountry Hotel, Paddockwood	\$40.00
Prince Albert Inn	25% off
Comfort Inn, Regina email cn351@whg.com for rate	\$97.99
Delta Regina Hotel (Standard room)	\$120.00
Ramada Hotel, Regina not combined with other offers	25%
Hotel Sask. Radisson Plaza, Regina (Fri/Sat. only)	\$129.00
Regina Inn (blackout Nov. 22-29/09)	\$116.00
Regina Travelodge (spec.event blackout dates apply)	\$86.00
Howard Johnson Inn, Regina (subject to availability)	\$59.00
Best Western Seven Oaks, Regina (excludes blackout dates)	\$75.00
Wingate by Wyndham, Regina	\$129.00
Best Western Harvest Inn, Saskatoon (standard room)	\$98.00
Boston Pizza North, Saskatoon	20% off Discount on food
Delta Bessborough, Saskatoon	0% off best available rate
Colonial Inn & Suites, Saskatoon (except exec. suites)	\$94.00
Heritage Inn Saskatoon	\$89.00
Hilton Garden Inn, Saskatoon	10% off best avail. rate
Radisson Hotel Saskatoon (standard only)	\$109.00
Ramada Hotel, Saskatoon	50%
Saskatoon Inn, Saskatoon	50%
Senator Hotel, Saskatoon (upon availability)	25%
Sheraton Cavalier Hotel, Saskatoon standard	\$139.00
Travelodge, Saskatoon (standard rooms)	\$89.95
Kings Hotel, Shaunavon	50%
Shellbrook Motel, Shellbrook (reservations in advance)	\$35.00
Buck's Bar & Grill, St. Gregor	\$50.00
Wadena Hotel & Motel	\$30.00
Warman Hotel 2 adults	\$55.00
King George, Weyburn - Members, N/C, Allied	\$20.00
Weyburn Inn, Weyburn	\$50.00
Southshore Motor Lodge, Wynyard	\$30.00

MISCELLANEOUS

HOTEL FOR SALE: In Rama, SK serving a large area. Seating capacity 79, with patio, 96. Includes Steak Pit, Restaurant & 6 Rooms for rent. Call for more details (306) 593-6048.

WANTED: Couple to work 2 weeks every 2 months managing a modern motel in medium-sized town. Excellent accommodation provided. Prefer semi-retired people with appropriate experience. Call (306) 862-4681 or 862-2271.

WANTED: Used chairs & tall Chairs. Call (306) 365-4255.

HOTEL FOR SALE: Health issues force the sale of Splitters' Bar & Grill in Ponteix, SK. Seating Capacity is 150 in bar and 80 in Dining Room. Full kitchen including Pizza Oven, 2 Deep Fryers, Henny Penny Chicken machine, 4 VLTs, ATM and much more. An Excellent business. Call (306) 625-3897.

HOTEL FOR SALE BY OWNER: Loon Lake Hotel, in Northern Sask. High volume hotel with 165 seat Beverage Room & patio, 3 suites, 2 rentable rooms & 3 bedroom Private Living Quarters with detached garage. Liquor franchise onsite. Five Minutes from Makwa Prov. Park and a large chain of lakes. Serious enquiries only. Contact loonlakehotel@sasktel.net

ITEMS FOR SALE: Days Inn, Yorkton is renovating and has 74 rooms of case goods, plus many more items for sale. Call John at (306) 783-3297 or email john@daysinyorkton.ca

WANTED: Used Glass Washer, bar stools, VLT stools and a Popcorn Machine. Call Mike or Greg (306) 662-2212.

BEDS FOR SALE: 4 year old Simmons Innkeeper beds in good condition, 20 doubles, 2 queens. Call Larry at the Wander Inn, Esterhazy (306) 745-6647

HOTEL FOR SALE: \$1.2 M. Rigid Rooster Hotel (formerly Avenue) in Nipawin with Tavern, Offsale Store, 12 VLTs, ATM, Restaurant, Rooms, Living quarters/suite. For information, Contact Linda Swehla at Remax Nipawin (306) 862-4800.

HOTEL FOR SALE: Middle Lake Hotel. Town borders Lucien Lake Prov. Park. Bar seats 88, restaurant 29. New Kitchen equipment & restaurant furniture in 2007, nine rentable rooms. \$185,000 OBO. Call Al at (306) 960-5886.

WELCOME NEW MEMBERS

Balgonie Hotel, Balgonie - Marla Minchuk

Double T Motor Inn, Eston - Gurjit Dhaliwal

Mossbank Hotel, Mossbank - Gina & Gerald Meacher

Tobin Lake Motel, Nipawin - Jim Evasiuk

Prairie Moon Inn & Suites, Unity - Moon Chung

Our Place Restaurant, Mildon - Carol Breland

Manitou Hotel, Watrous - Lane Manson/Jean Isherwood

The Pitts Bar & Grill, Neilburg

- Bob/Donna/Lisa Gregoire, Shelley Bates, Mgr.

Three Lakes Camp, Jan Lk - Jasmine Hughes/Ryan Cherney

Sutherland Hotel - Trevor Mawson/Sam Hormis, Mgr.

Craven Country Restaurant & Suites

- Gary & Starla Matlock/Jim Kissack, Mgr.

Moosomin Motel - Richard Park

Big River Hotel - Conrad Bendig/Kevin Bendig, Mgr.

Ituna Motel, Ituna - Bill & Wanda Ross

WELCOME ALLIED MEMBERS

Bento Media Inc. - Ryan Haynee, Regina