HOSPITALITY INSIGHTS

A newsletter for the employees & friends of the Lafrance Hospitality Company

SPRING 2010

PROGRESS IN NEW BEDFORD

Construction is moving right along on the Marriott Fairfield Inn & Suites. We are all hoping for the June 1 opening date, which has been the goal from the beginning. All of New Bedford is excited to have a hotel property in town, after 40 years! Be sure to stay tuned!



TRANSITION FOR FAIRHAVEN & FRANKLIN

As you all know, LHC has been the management company for the Fairhaven and Franklin Hamptons, following their sale to Claremont Corporation of Bridgewater, Ma. This management contract terminated at the end of February and the hotels reverted to the direct management of Claremont Hotels. Many fine employees went with the transition to the new company. We are delighted, however, that we were able to maintain our relationships with Shelly Ferreira, who will manage the new Marriott Fairfield, in New Bedford; and Silvia Muentes-Lopez, who is now the General Manager of the Plymouth Hampton Inn & Suites. We are also delighted that the two sales professionals — Jennifer Dekkers-Mitchell and Elizabeth Valois will assume key roles in the new structure. Although we are saddened by the ending of this period of the company's history, (as LHC built both hotels), we are energized by the future direction, as we forge ahead in New Bedford.

LAFRANCE FAMILY BUSINESS AWARDS

The U.S. Small Business Administration has selected Lafrance Hospitality as its 2010 New England and Massachusetts Jeffrey H. Butland Family-Owned Business of the Year! This is a distinct honor that reflects the hard work and perseverance demonstrated in growing a family-owned business. The Lafrance Family is proud of this accomplishment and proud of the many Hospitality Family Members who have shared the vision and worked to make it real. There will be an awards banquet later in the spring where the family will be honored.

Also, the Family Business Association awarded Lafrance Hospitality the highly prestigious "Community Excellence Award for 2009." This second award came with a \$1,000.00 prize, which could be donated to the not for profit of our choice. The Lafrance Family chose the Westport Middle School P.T.O. **Shown here at the**



dinner are Sean Lafrance, Charlie Fellows and Chris Lafrance.

BRIDAL FAIR & FOOD TASTING



The recent Bridal Fair, held at Rachel's Lakeside, was the most successful, to date! The Brides were royally hosted by LHC. This is an opportunity for the properties to show their versatility and style — and they truly did! Many vendors were on hand to help the Brides and Grooms create the memories that will last a lifetime, plus we booked 6 weddings from the event! Rachel's Lakeside was also the scene of the second

annual Food Tasting for LHC brides and grooms. This is an opportunity for the couples to taste many signature items to be considered for their wedding menus. Several associated bridal vendors were also available for meetings.

ANNUAL STAR DINNER

The STAR Dinner for 2009 awardees was recently held at Bittersweet Farm! This year was 'bittersweet', as we bid adieu to the Fairhaven and Franklin STARs of 2009. The award program honors employees whose work ethic and guest focus are examples to all. We wish everyone the very best in their future endeavors.



Happy 55th Anniversary White's!

White's of Westport will celebrate 55 Years of Hospitality Service, this Easter Sunday. Although White's builds on a solid foundation of a long standing tradition of putting the guest first, the true secret of success it an overriding desire to 'keep it fresh for the guest.' It's important for a successful business to change with the times, while honoring its roots. We pledge to continue to keep those complementary goals in mind as we move forward. And, we thank you for your continued support.

3 AWARD WINNING HOTELS!

We are all extremely proud of the award-winning effort that both the *Comfort Inn & Suites of Wilton and the Comfort Inn & Suites of Dover*, have made since they joined the family. Choice Hotels has recognized each of them with incredible honors. The Dover Comfort is the winner of the highly prestigious Gold Award and the Wilton Comfort is the winner of the very rarified Platinum Award! The standards met to reach these two levels of status are extremely high. We congratulate General Managers, Craig Holmes of Dover and Rick Martin of Wilton — as well as their enthusiastic, hardworking teams on their achievements. The *Dover Homewood Suites* has just been awarded the coveted Connie award, named after Conrad Hilton. General Manager, Shannon Mitchell, says that she is extremely proud of her team for receiving the highest Quality Assurance and satisfaction survey marks of any Homewood in the Northeast and Canada Region. Way to Go, Homewood Team!

GRANDPARENTS RULE!

We are delighted to announce that our Hospitality Family has expanded, yet again. Most recently, on March 1, 2010, baby Griffin Kelley joined his mom, dad, sister Kyla, and his grandmother (and grandad), MaryAnne Lord. MaryAnne is the Accounts Payable Manager, in the Corporate Office. And, baby Nathan James, joined his mom, dad, pepere, and memere, Charlene Jarest, just in time for Christmas! Charlene is the Director of Corporate Services for the company. The corporate office is awash in pictures!

WHAT A YEAR!

Congratulation go out to Rachel's Lakeside Banquet Waiter Matthew Medeiros for leading the Westport Boys Basketball to another outstanding season! The Wildcats finished the season with a record of 21-4, losing to arch rival Cathedral in the semi finals of the state tournament. During the season, Matt scored his 1,000 point, becoming just the 8th player from Westport to accomplish this milestone. Matt was also the recipient of the Dave Cowen's

award, which is awarded to the most outstanding male and female basketball player in the South coast each year (keeping it in the LHC family - Bittersweet Farm Busser Kayla Vincellete was also a finalist for the award). Way to go Matt and Kayla!





Brunch or Dinner

LHC FINDS A NEW WAY TO HELP

White's of Westport has put a new twist on its entertainment events. Most recently, some of the proceeds from ticket sales to a Comedy Show went to the relief efforts in Haiti. White's was able to forward a check for \$500.00 to the American Red Cross, through that effort. In other community support efforts, organizations were given tickets to the Comedy Show and were allowed to keep the monies raised to support their programs. Times are difficult, and so we must be creative in the ways that we can help.



White's 508.675.7185 | Bittersweet Farm 508.636.0085