



## DIRECTOR'S MESSAGE



This last week was the annual UH&LA Legislative Dinner. It was a tremendous success. We had many hoteliers and industry partners come and mingle with members of the Legislature. Very few groups are able to have the access to law makers that we had that night with over 30 legislators attending including many members of leadership.

I have to thank Mark Mundel at the Red Lion for all of his assistance in making the event successful. As president of the association he took the lead to make the event fun and interesting. Our theme was Utah's Own and we used food from many of the great growers and producers here in Utah. I also want to thank our outgoing president, Leila Neilson for the work that she and her staff put into the event, particularly Kendra McKenna. Leila has been very helpful to the association since passing the gavel and I could not be more grateful.

At the board meeting this week we also elected several new board members. I am so excited to have each of them and their experience and energy. I think that they will be great contributions to our growth. Unfortunately we will be losing one of our great board members as well. Dave Nelson has accepted a position in South Carolina and we will miss him on our board and throughout the state. *...continued on page 2*

## UH&LA SPRING FLING

Mark your calendars for **April 12th-13th, 2010**. UH&LA's Spring Fling will be held in St. George, UT.

This year the conference will include a trade show and great workshops on issues such as:

- Preparing for/appealing property appraisals
- Social Media/Email Marketing
- Wellness programs for employees
- Going Green in your hotel
- Bed bugs and new pest eradication technology
- And Much More...

Vendors who participated in our Fall Conference and Tradeshow will receive a free booth at our Spring Fling.



## IN THIS ISSUE

DIRECTOR'S MESSAGE »1

SAVE THE DATE FOR SPRING FLING 2010 »1

NEW MEMBERS »2

PARTNER HIGHLIGHT »2



### **DIRECTOR'S MESSAGE** *continued...*

There are a lot of exciting things going on with the association right now. I hope you will continue to read our legislative updates and feel free to send feedback on any bills that you think we should look at as an association. So far we have been able to defeat HB 48 that would have removed the TRCC money that is collected from a tax on restaurant patrons and used to build tourism, recreation and cultural facilities and to promote those facilities.

We have also been able to convince Senator Hillyard to take a year to study the ramifications of SB 27 which would have created new taxes on carpet installation and repairs. With your help we hope to continue being active in the legislative process, ensuring that hotels are protected and treated fairly.

Thank you all for your continued support and your membership. It is only through your membership that we are able to support this important legislative effort.

**Michael Johnson**  
Executive Director  
Utah Hotel & Lodging Association

### **NEW MEMBERS:**

UH&LA is excited to announce the newest additions to the association.

#### **Member Properties:**

- The Grand Lodge at Brian Head
- Fairfield Inn, St. George
- Holiday Inn Express, Kanab
- Rodeway Inn, Caineville
- Hampton Inn, Murray

#### **Allied Members:**

- The Mahoney Group
- GBS Benefits
- Safari Property Management

## **PARTNER HIGHLIGHT: Wells Fargo Merchant Services**

I hope that each of you have had a chance to speak with one of the great representatives from Wells Fargo Merchant Services. This year UH&LA has partnered with Wells Fargo to provide unique association credit card processing rates. Because these rates take into account the entire association they are some of the most competitive that you will find. Wells Fargo has even agreed to pay any cancellation fees that you may have to pay to leave your current contract.

With the association rate being offered to members UH&LA members are receiving thousands in savings. Whether you process \$100,000 per year or \$10,000,000 this program could save you money. Please contact Ashley Palmer for further information. You can reach her at 801-573-2650 or [ashley.n.palmer@wellsfargo.com](mailto:ashley.n.palmer@wellsfargo.com).