

CONNECTICUT LODGING ASSOCIATION

# 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

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New Haven, CT 06506

T - 860-635-5600

[info@ctlodging.org](mailto:info@ctlodging.org)

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

[www.ctbandbs.com](http://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](mailto: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](mailto:mmaclaren@AHLA.com) | 202-289-3115  
[www.ahla.com](http://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](mailto:brandon@aahoa.com)  
[www.aahoa.com](http://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](http://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](mailto:cpappas@ishae.org) | 617-536-0590  
[www.ishae.org](http://www.ishae.org)

## SERVICES



### Advanced Alarms Security Systems

Furnish and install: Security Cameras, Door Access Systems, Fire Alarms/Intrusion Alarms, Audio/Video Intercoms, Panic Buttons, LED Lighting, Generators, Electrical Contracting, Energy Incentives

Contact Charlie Dammling

[Charlie@advancedalarms.com](mailto:Charlie@advancedalarms.com) | 203-234-2166  
[www.advancedalarm.com](http://www.advancedalarm.com)



Allied Communications has been serving the Lodging and Institution marketplace for over 20 years, **delivering communications solutions**. Allowing our clients to both SAVE money and deliver the best service available.

Allied Communications contact Steffania Volto  
[sales@alliedphone.com](mailto:sales@alliedphone.com) | 203-672-0124  
[alliedphone.com](http://alliedphone.com)



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 Brian Diglio  
[bdiglio@bluewavepoolspa.com](mailto:bdiglio@bluewavepoolspa.com)  
203-248-0429 | [www.bluewavepoolspa.com](http://www.bluewavepoolspa.com)



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**C&C Janitorial Supplies**, a one source distributor of janitorial, safty, food service, matts, mattress equipment.

C&C Janitorial Supplies, Joseph Schaefer  
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[www.ccsupplies.com](http://www.ccsupplies.com)

## SERVICES



CONNECTING YOUR WORLD

Since 2002, DIGITAL MEDIA has provided customizable **telecommunication services** to the Multi-Family Industry. With over 15,000 Television, Internet and Telephone Subscribers, DIGITAL MEDIA is proud to be strategic

Digital Media contact Tim Donnelly  
[tdonnelly@digitalmediallc.com](mailto:tdonnelly@digitalmediallc.com) | 203-256-5861  
[digitalmediallc.com](http://digitalmediallc.com)



Founded in 1923, Ecolab is the leading global developer and marketer of **premium cleaning, sanitizing, and maintenance chemicals** for the hospitality, restaurant and institutional service industries.

EcoLab contact John Cullen  
[john.cullen@ecolab.com](mailto:john.cullen@ecolab.com) | 203-258-4698  
[www.ecolab.com](http://www.ecolab.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](mailto:kim.trella@ct.gov) | 860-424-3234  
[www.ct.gov/deep](http://www.ct.gov/deep)



Responding to online reviews plays an important role in increasing revenues. iResponze **partners with hotels by responding to online reviews** on their behalf. This collaboration allows staff to focus on what they do best- deliver exceptional guest experiences.

iResponze contact Susan Wardzala  
[suew@iresponze.com](mailto:suew@iresponze.com) | 1-800-528-3135  
[iresponze.com](http://iresponze.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](mailto:in@omarcoffee.com) | 860-667-8889  
[www.omarcoffee.com](http://www.omarcoffee.com)



Operates Connecticut's Bye Bye Mattress program established by Public Act 13-42. Visit [www.ByeByeMattress.com](http://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 or drop-off today.

Mattress Recycling Council contact Kate Caddy  
[kcaddy@mattressrecyclingcouncil.org](mailto:kcaddy@mattressrecyclingcouncil.org)  
[mattressrecyclingcouncil.org](http://mattressrecyclingcouncil.org)



**Sure Stride  
Non-Slip, LLC**

A CT Sure Step Distributor, Tour Solution to ... Slippery When Wet! **Non-slip floor treatment** for ceramic and porcelain tile, marble, granite, cement, terrazzo, brick, and for porcelain enamel **and** fiberglass tubs.

Sure Stride Non-Slip contact Thomas Pettinicchi  
860-417-7041 | [TP.SureStride@gmail.com](mailto:TP.SureStride@gmail.com)



**TOOHER-FERRARIS  
INSURANCE GROUP**

A Trusted Choice **Independent Insurance Agency**: Private and family owned since 1931, Tooher-Ferraris Insurance Group designs insurance and risk management programs to meet the unique needs of each family, business and individual we insure.

Tooher-Ferraris Insurance Group  
[toofcr.com](http://toofcr.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](mailto:info@ahlei.org) | [www.ahlei.org](http://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](mailto:Chris.jones@ct.gov) | 860-441-0340  
[grasso.cttech.org](http://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](mailto:mholm@str.com) | 615-824-8664 x3468  
[www.strglobal.com](http://www.strglobal.com)

## FINANCIAL SERVICES



CT Green Bank is the nations first green bank. We're creating a thriving marketplace to accelerate green energy adoption in CT by making green energy financing accessible and affordable. Take control of your building's energy costs. Save money. Lower your energy bills. Be a better business.

CT Green Bank contact Mackey Dykes  
VP, Commercial & Industrial Programs  
[mackey.dykes@ctgreenbank.com](mailto:mackey.dykes@ctgreenbank.com)  
860-257-2175 | [ctgreenbank.com](http://ctgreenbank.com)

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From payment card processing to enterprise-quality solutions in security, payroll, lending and more. Heartland founded The Merchant Bill of Rights, a public advocacy initiative that promotes fair credit/debit card processing practices, and is a leader in the development of end-to-end encryption and payment card security. We're proud of the work we do and committed to your company's success.

Contact Kelly Jackson, Territory Manager  
[Kelly.Jackson@e-hps.com](mailto:Kelly.Jackson@e-hps.com) | 860-490-6148  
[www.heartlandpaymentsystems.com](http://www.heartlandpaymentsystems.com)

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## LEGAL / HR SERVICES

Hire right  
the first time.

**BestHire**

Our Company has provided pre-employment background checks and drug testing with a specialty in compliance. Completion time is paramount. Quality control is prevention.

BestHire LLC. contact Carl Slicer  
[cslider@besthire.com](mailto:cslider@besthire.com) | 860-872-0055  
[www.besthire.com](http://www.besthire.com)



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@siegeoloconnor.com](mailto:eodonnell@siegeoloconnor.com)  
860-257-2175 | [www.siegeoloconnor.com](http://www.siegeoloconnor.com)

**CLASS  
ACTION  
Capital**

*Partnered through ISHAE membership:*  
We help our clients monitor and identify settlements in which they are eligible and perform the necessary work to recover their share. Our service allows our corporate clients the ability to meet fiduciary duties to shareholders, public and private, as well as manage class action claim assets. Our fee is simply a percentage of the money we recover for our clients.

Class Action Capital  
800-407-4422 | [classactioncapital.com/cla.html](http://classactioncapital.com/cla.html)

**TriNet**  
Ambitions Realized®

Our **full-service HR solution** helps businesses contain HR costs, minimize employer-related risks, and reduce the administrative burden of HR. With TriNet as your strategic HR partner, you can focus on developing your products, services and employees, instead of HR. Because we're a Professional Employer Organization (PEO), we're a co-employer of your people and can handle the burdens of

TriNet, contact Scott Chung  
[Scott.Chung@trinet.com](mailto:Scott.Chung@trinet.com)  
718-489-9744 | [www.trinet.com](http://www.trinet.com)

## PROPERTY MANAGEMENT



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](mailto:wsmith@thedelamar.com)  
[thedelamar.com](http://thedelamar.com)

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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](mailto:gchase@newcastlehotels.com)  
[newcastlehotels.com](http://newcastlehotels.com)

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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 Robert Winchester, President  
[rwinchester@waterfordhotelgroup.com](mailto:rwinchester@waterfordhotelgroup.com)  
860-442-4559  
[www.waterfordhotelgroup.com](http://www.waterfordhotelgroup.com)

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## 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](mailto:scottp@ctcsb.org) | 860-882-1102  
[www.ctmeetings.org](http://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](http://VisitNewEngland.com) contact Jonathan Howe  
[jonathan@visitnewengland.com](mailto: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](http://www.visitnewhaven.com); group & event planning, familiarization tours; and collaborates with CLA on tourism advocacy.

[info@visitnewhaven.com](mailto:info@visitnewhaven.com)  
203-777-8550  
[www.visitnewhaven.com](http://www.visitnewhaven.com)