

**ACCOMMODATION CONNECTION TEAM  
1999 YEAR-TO-DATE UPDATE**

**TEXAS**

Coalition Update

- The Texas Restaurant Association (TRA), Texas Hotel & Motel Association (TH&MA) and Texas Licensed Beverage Association (TLBA) have joined together to form *Clearing the Air: The Texas Hospitality Coalition on Indoor Air Quality*. The Coalition is incorporated and has elected officers. Coalition kits are available and an 800 number has been established.
  
- The Coalition hosted a meeting with select members of the heating, ventilation and air-conditioning (HVAC) industry (associations and manufacturers) to begin a dialogue on how they can work together. The outcome of the meeting has been significant:
  - ◊ The two industries are forming a task force to develop a set of best practices/voluntary standards.
  - ◊ Commitments for technical presentations and a Coalition overview are scheduled to be given at the San Antonio Air Conditioning Contractors of America (ACCA) Chapter meeting (October 6<sup>th</sup>) and at the Texas Air Conditioning Contractors of America (TACCA) statewide conference (October 15<sup>th</sup>).
  - ◊ TACCA is beginning to include editorial on the hospitality industry/coalition in *Air-conditioning Today*, its newsletter which reaches over 20,000 contractors throughout Texas.
  
- Associations who have expressed an interest in working with the Coalition include: Austin ACCA, the Mechanical Contractors of Texas, the Dallas Mechanical Contractors Association, and the Texas ASHRAE Chapter.
  
- Editorial on the Coalition ran in *Foodservice News*, the TRA's monthly newsletter. The September issue is scheduled to run a feature on various ventilation technologies.

atmospherePLUS Update

- The TLBA conducted an **atmospherePLUS** mailing to member and non-member bars/taverns in Dallas/Ft. Worth, Austin, and Houston.

Site Assessments conducted to-date

- The Chili Parlor (Austin); model development to occur in the 4<sup>th</sup> quarter.

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**FLORIDA**

Coalition Update

- Based on numerous top-to-top meetings between the Florida Restaurant Association (FRA), the Florida Beverage Law Consultants (FBLC), the Florida Hotel & Motel Association (FH&MA), the Bowling Centers Association of Florida (BCAF), and the Florida Mechanical Contractors (MCA), representatives from the respective associations are scheduled to meet (September 28) to formalize their plans for forming a coalition on Indoor Air Quality.
- An article regarding the FRA's initiative will appear in the upcoming issue of its September newsletter.

New PM Allies

- FBLC; the Miami Dade County Chapter of the FRA; the Florida MCA.

Seminars/Roundtables/Tradeshows

- Hospitality/HVAC Roundtable Discussion: This upcoming forum (September 10) will focus on the impact of smoking bans and the role of indoor air quality. Participants include:
  - ◇ Shannon McAlvey, Darden Restaurants, Inc.
  - ◇ Bill Kalfas, owner of the Silver Slipper
  - ◇ Jim Greer, FBLC
  - ◇ Eric Kennedy, MCA Executive Director
  - ◇ Scott Roberts, Honeywell
  - ◇ Todd Hunter, Semco, Inc.
  - ◇ Wayne Masur, MCA
- Florida MCA Presentation: Jim Greer and Chip Bone (FRA) discussed the hospitality industry's needs regarding HVAC assistance. In addition, a Chelsea Group representative addressed trends on the accommodation frontier between hospitality and HVAC professionals in other parts of the U.S.
- "Ventilation 101" to the Hospitality Industry:
  - ◇ FBLC: Hosted at membership meeting.
  - ◇ Miami Dade County Chapter of the FRA: Hosted at membership meeting.
  - ◇ BCAF: Hosted at quarterly membership meeting; secured a broader reaching seminar scheduled for October 12<sup>th</sup> tradeshow.
- Training to Technical Professionals: The Florida Hotel & Motel Association has requested technical training on accommodation issues for engineers of its members' existing hotel/motel properties; training is being scheduled for the 4th quarter 1999.
- "Ask the HVAC Expert Live"/Computerized Ventilation Assessments: Commitment from the FH&MA, the FRA, and the BCAF to feature a representative from the Chelsea Group in their association's respective booth at upcoming trade shows (September 1-2, September 10-12, and October 12, respectively).

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**FLORIDA (cont.)**

**atmospherePLUS Update**

- The FBLC conducted an **atmospherePLUS** mailing to member and non-member bars/taverns in Miami and Tallahassee. The Florida Beer Wholesaler Association and the Wine & Spirits Distributors of Florida have agreed to support **atmospherePLUS** in Florida

**Site Assessments conducted to-date**

- Silver Slipper (Tallahassee); Tobacco Road (Miami); model development to occur in the 4<sup>th</sup> quarter.

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**OHIO**

Coalition Update

- The Ohio Restaurant Association (ORA), Ohio Hotel & Lodging Association (OH&LA) Ohio Licensed Beverage Association (OLBA) and the Ohio Bowling Proprietors' Association (OBPA) have joined together to form *Clearing the Air: Ventilation Options for the Ohio Hospitality Industry*". Coalition kits are available and an 800 number has been established.
  
- The coalition hosted a reception with select members of the HVAC community including:
  - ◊ Ohio Air-Conditioning Contractors (ACCO)
  - ◊ Central Ohio ACCO
  - ◊ Honeywell
  - ◊ Cafco
  - ◊ Hospitality Air Management
  - ◊ Dayton Area MCA and Sheet Metal and Air-Conditioning Contractors Association (SMACNA)
  
- The meeting was extremely successful and plans are being made to follow-up and set joint program goals.
  
- Coverage on the Coalition ran in the OLBA's monthly magazine, along with a feature on the negative impact of the California bar ban.
  
- "Ventilation 101" seminars were conducted to membership of the Coalition's respective organizations in Cleveland, Cincinnati, and Columbus.

atmospherePLUS Update

- The OLBA conducted an **atmospherePLUS** mailing to member and non-member bars/taverns in Cleveland, Cincinnati, and Columbus.
  
- The OLBA is in discussion with Honeywell regarding the implementation of a program offering discounted equipment to OLBA members.
  
- The Ohio Beer Wholesalers Association Executives has committed to supporting **atmospherePLUS**.

Seminar/ Roundtables/Tradeshows

- "Ask the HVAC Expert Live"/Computerized Ventilation Assessments: Commitment from the OH&LA to feature a representative from the Chelsea Group in its association's booth at the upcoming trade show (November, 1999).

New Allies

- Bill Streetman, owner of Hospitality Air Management (an Indoor Air Quality/ventilation contracting firm) who recently re-positioned his firm to work exclusively with the Hospitality Industry.

Site Assessments conducted to-date

- TeeJaye's (Columbus); model development occur in the 4<sup>th</sup> quarter

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**NEW YORK**

Coalition Update

- The Empire State Restaurant and Tavern Association (ESRTA) and the NYS Bowling Proprietors' Association (NYS BPA) have joined together to form the *New York State Hospitality Industry Coalition on Indoor Air Quality*. The New York State Restaurant Association (NYSRA) and the New York State Hospitality & Tourism Association (NYSH&TA) have preliminarily agreed to join the coalition; presentations to their respective boards of directors are planned for September 1999.
  
- The ESRTA met with the Sheet Metal and Air-Conditioning Contractors Association (SMACNA). Result of meetings was significant as SMACNA has requested that it become the technical advisor to the coalition; further discussions are underway.

Top-to-Top Meeting

- Scott Wexler, Executive Director of the ESRTA, hosted a leadership dinner between leadership of Dutchess County Hospitality community, a local HVAC supplier, and a representative of the Chelsea Group. The discussion focused on ventilation options for the Hospitality community.
  
- The ESRTA brought in a local architect to provide an HVAC overview to its board of directors.

Media Coverage

- The ESRTA ran one of PM USA's "Ask the HVAC Expert Columns" in its newsletter.

Site assessments conducted to-date

- Greenbaum & Gilhooley's (Albany); Ogden's (Albany); Circa Tabac (NYC) and Cibar (NYC); model development to occur in the 4<sup>th</sup> quarter.

atmospherePLUS

- The ESRTA conducted an **atmospherePLUS** mailing to select members.

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**OREGON**

Association Update

- The Oregon Restaurant Association (ORA) and its Educational Foundation have established their ventilation education program called "The ABC's of Ventilation".
- The Oregon Bowling Proprietors' Association (OBPA) established its own ventilation education program called "Vent the Issue".
- The Oregon Lodging Association has committed to educating its members on ventilation and its benefits; the association has committed to attending a meeting with the Oregon ACCA chapter on September 9<sup>th</sup>.
- Numerous meetings have been held with HVAC associations and individual contractors/engineers; follow-up plans are being solidified.

Seminars/Roundtables/Tradeshows

- "Ventilation 101" to Hospitality Industry:
  - ◇ ORA: Scheduled for upcoming tradeshow (October).
  - ◇ OLA: Scheduled for upcoming tradeshow (October).
  - ◇ OBPA: Hosted at membership meeting; included address by Jason Altman, Executive Director of the Southern California Bowling Proprietors' Association who spoke from personal experience on the negative impact of the California smoking ban (May).
- Upcoming presentation to Oregon ACCA chapter (September 8<sup>th</sup>) will provide a forum to educate ACCA members on the issues related to smoke from tobacco products as well as provide an opportunity for ACCA and the hospitality leadership to meet and begin a dialogue.

Media Coverage

- ORA & OBPA Newsletters: Editorial covered the initiatives and/or the negative impact of the California smoking ban.

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**MASSACHUSETTS**

Association Update

- The Massachusetts Lodging Association has committed to a ventilation education program for its members; top-to-top meetings are being scheduled for September in:

- ◇ Berkshires
- ◇ Worcester
- ◇ Springfield
- ◇ Boston
- ◇ South Shore

atmospherePLUS

- The Massachusetts Licensed Beverage Association is willing to begin work now that **atmospherePLUS** has been launched nationally.
- Presentation to Northeast ACCA chapter by National Licensed Beverage Association (accompanied by the state affiliate) on the needs of the hospitality industry and the corresponding business opportunity for the HVAC community.

Site assessments conducted to-date

- Small Planet (Boston); model development to occur in the 4<sup>th</sup> quarter.

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