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Broad Vision

Porcelanosa's deep understanding of the hospitality market drives its evolution





GUEST PERSPECTIVE Your new hospitality design partners: Employees

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CONFERENCE ROUNDUP BDNY's Women Leaders in Hospitality Breakfast and Panel

HAVE YOU SEEN? Highlighting new products including furniture, textiles, lighting, and bath

SCHOLARSHIPS Celebrating NEWH Inc.'s scholarship recipients

SUSTAINABILITY Green Voice sessions at BDNY

Q&A: Gretchen Gilbertson Getting to know the NEWH Ambassador



On the cover: Andrew Pennington, national sales director, Porcelanosa USA; and Maria Jose Soriano, president, Porcelanosa Group. Photo courtesy of Porcelanosa.



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NEW MEMBERS



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Your New Hospitality Design Partners: Employees

BY ELIZABETH O. LOWREY— Principal, Elkus Manfredi Architects



Elizabeth O. Lowrey

otel developers juggle daunting design challenges: How can they build spaces and amenities that delight a wide range of guests today and tomorrow, create memorable experiences, and also embody a unique brand? Can design overcome the fickleness of today's consumer and leverage the influence of websites where consumers compare experiences? At Elkus Manfredi Architects, we've developed a design process that manages this juggling act. We call it co-creation, and lately we've discovered a wealth of wisdom hiding in plain sight: Some of the best design ideas come from employees.

How co-creation works

Co-creation begins traditionally as the developer, management, and other leading stakeholders set high-level guidelines with the design team. Then the process opens up. Designers hold open-ended conversations with customer-facing hotel employees—desk staff, concierges, restaurant workers, operations people, doormen, valets, and others. Designers solicit stories, asking, "Can you tell me about a time that a guest was surprised and delighted by a feature of a hotel? When, where, and why do guests get frustrated or impatient? Imagine you could do one thing to make check-in easier—what would that be?"

Next, designers translate these comments into fresh and innovative solutions using their whole toolkit—from subtle shifts in traffic patterns to reimagining whole spaces. For example, the redesigned LINQ hotel in Las Vegas wanted its target millennial audience to feel an energetic, hip vibe from the moment they entered. Employees noted that the check-in process was slow and sterile. We blended the areas so that checking in also previewed a feeling of hanging out. In the newly designed lobby, undulating stadium seating doubles as stairs across from an open check-in area. Nearby, we placed niche bar banquettes, bold lighting transitions, eclectic seating, and tables in wood, metal, leather, textiles, and stone. When you enter LINQ, you know there's a party going on, and you're already part of it.

Co-creation means engagement

In addition to inspiring designs that will delight guests, the co-creation process itself shows employees that they matter. When you tell employees, "We're asking you to help design your future," they react with greater engagement in their jobs. Engaged employees are more motivated to delight guests, and employee engagement is key to customer loyalty. How often do frontline employees actually get to participate in a creative process that makes their workplace better?

Elizabeth O. Lowrey is a principal of Elkus Manfredi Architects, a full-service design firm providing architecture, master planning, urban design, interior architecture, and workplace consulting. She has directed the firm's interior design practice since its founding. Her work includes a wide array of transformational projects for internationally celebrated clients, including Caesars Entertainment, Walt Disney Imagineering, the Peninsula Hotels, and Starwood Hotels & Resorts, now part of Marriott International. In addition, she has directed the design for a number of higher education, residential, and workplace interiors projects. Admired for her sophisticated design eye, business acumen, and skillful management, Elizabeth attributes her success to her collaborative approach with her clients, a prime feature of Elkus Manfredi's innovative co-creation process.

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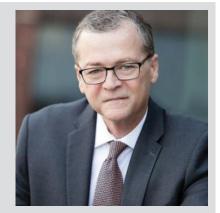


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Remembering Jay Schultz

ICD Publications announces the passing of James (Jay) Schultz, senior vice president of the Hospitality Group, which includes the Hotel Business and InspireDesign media brands. Schultz had been battling complications from a long illness, and passed away in August at age 54. He is survived by his wife, Mary Jo, and his son, Jamie, among other beloved family members. "Jay was not only my professional mentor, but a personal friend," says publisher Allen Rolleri. "His leadership and salesmanship—and his ability to forge strong, lifelong relationships within our industry—were unparalleled, and qualities that made him not only a role model to me, but to so many lives he touched in our company and the hotel industry."

Schultz began his Hotel Business career in 1992 when he joined ICD Publications as a sales manager, eventually becoming publisher. After taking a position as publisher of Hospitality Design in 2006, Schultz returned to ICD in 2007 to lead the Hotel Group as senior vice president. Schultz is a graduate of the State University of New York at Albany.



1. NEWH wishes Lauren Brady-Russell a great retirement. Lauren has been a member for 28 years, since the chapter's inception. Thank you, Lauren!

2. Frederick & Associates has hired part-time sales associate, Aiden Kossick.

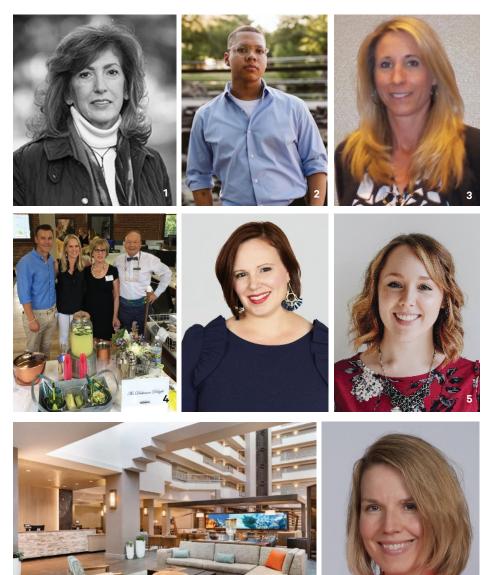
3. Diane Recker has joined Startex Industries as regional vice president of business development – West.

4. Dickinson Contract won the Craft Drink competition at the recent NEWH Cincinnati Regional meeting at the Luminaut Architecture offices in Cincinnati, with a basil infused cucumber martini created by Ginny Dorn.

5. ForrestPerkins welcomes Brooke Tumsaroch back to its practice as an Associate Principal leading the firm's new studio in Chicago. Amanda Corbett has also been promoted to associate in the firm's Dallas office.

6. AXIS/GFA Architecture + Design and Design Atelier recently completed the renovation of the Embassy Suites by Hilton Monterey Bay Seaside hotel.

7. Kristine Sallee has joined Durkan as an account executive for Minnesota and North Dakota.





Pattern: Wicker





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A Farewell to Helen Marcus

Helen Marcus was born in New York in 1922. She was married to the love of her life, Jim Marcus, for 50 years. Upon their arrival in Los Angeles in the early 1980s-together with business partners and friends Al Deitsch, and Lyle and Andrew Thomson-they formed CHI, supplying custom carpet to the hospitality industry. They enjoyed a thriving business for many years until Jim's passing. In 1996 she founded Zenith International, where she was joined by Jan Baron-Shames as a sales representative in 2000, and as a partner in 2008, helping her to grow the business to one of the top rug manufacturers in the hospitality industry.

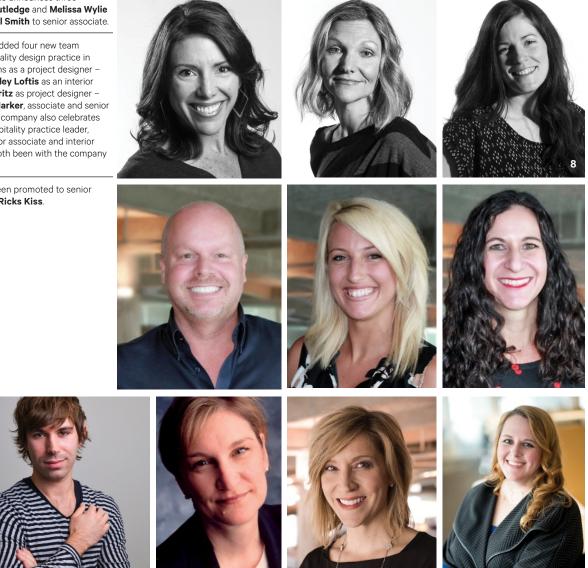
Helen was part of NEWH's Los Angeles Founding Chapter, holding many roles, including as part of the public relations team, and as executive vice president and president. Helen was also heavily involved with the community service program and in programming, and she helped create and edit the NEWH Newsletter and cookbook. In 1992, Helen was honored with the prestigious NEWH Woman of the Year award, and she also traveled to a number of cities to help charter new chapters. Helen was a trail blazer, and dedicated throughout her career to empowering women in the industry. She mentored and inspired so many in our community over the years and was loved by all that had the fortune of knowing her. Her love of our industry and her legacy will live on.



8. Sims Patrick Studio announces three promotions: Jenny Rutledge and Melissa Wylie to principal, and Soleil Smith to senior associate.

9. LEO A DALY has added four new team members to its hospitality design practice in Dallas. Tod Booze joins as a project designer interior designer; Ashley Loftis as an interior designer; Christina Fritz as project designer interiors; and Frank Harker, associate and senior interior designer. The company also celebrates Pat Miller, global hospitality practice leader, and Lara Rimes, senior associate and interior designer, who have both been with the company for 20 years.

10. Jodi Davis has been promoted to senior associate at Looney Ricks Kiss.



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11. Floss Barber, Joe Alteari, and Meghan

Duval of Floss Barber traveled to Capri, Italy, in August for the International Hotel & Property Awards ceremony—held at the Quisisana Hotel—where the Inn at Swarthmore won for Best Hotel Under 50 Rooms – Global. The firm also recently designed Giada DeLaurentiis' first East Coast restaurant, GDL Italian, in Caesars Horseshoe Casino Baltimore.

12. Bernhardt Hospitality welcomes Kathleen Bottalico-Strand of Symmetry Furnishings as its new New England sales representative, covering Massachusetts, Maine, New Hampshire, Rhode Island, and Vermont.

13. Cooper Carry has appointed **Alexandra "Alex" Lopatynsky** to associate principal and managing director of its New York office.

14. Patrick H. Ford—chairman, CEO, and founder of Lodging Econometrics and New England Hotel Realty—received the 2018 Lifetime Achievement Award at the Lodging Conference in September.

15. Lynda Welte, Blueprints for GREEN Design, now represents Bryan Ashley in Michigan, Ohio, Maryland, DC, and Virginia. She will be supported by newly appointed vice president of sales and marketing, Robert Duban.

16. OW Hospitality announces three new team members: Wendy Liss, responsible for the Indiana and Illinois territory; senior field designer Paul Lawrence Andino; and Sean Beckemeyer as a sales associate with CLA in Southern California.

17. Indiewalls welcomes **Hillary Kent** as its senior sales representative for the West Coast.

18. Chris Berenfeld joins **DLR Group** as a senior designer.

19. MTI Baths, led by CEO **Kathy Adams**, recently celebrated its 30th anniversary.





















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20. Leslie Dixon with Studio 1010 joins Fabricut Contract, representing its brands Fabricut Contract, S. Harris, and FR-One in Arizona and New Mexico. The company also congratulates two of its sales agents on milestone anniversaries: Kathy Hughs (Kathleen Hughs, Inc.), celebrating 30 years, and Heather McCarty (HM Marketing), celebrating 15 years in February.

21. Larry, Shelly, and **Mike Bress** (pictured) of the **Best Collection** now represent guestroom casegoods for **American Atelier** in Illinois, Wisconsin, and Northern Indiana.

22. Jeanne McCrea has joined Williams-Sonoma, Inc. (WSI), responsible for the contract and trade industry for all WSI brands across the South Central U.S.

23. Katie and **Kacey** of **Kester & Company** introduce their newest edition, Margaret J. Kester.

24. Ryan Rawlinson, RR Contract, and Kara Rawlinson announce the birth of their son, Maxwell "Max" Graham Rawlinson.

25. TileBar announces its partnership with Ron McDaniel and Roger Mathis of Paravars as its Texas representatives.

26. Sekers celebrates its 80th anniversary, and announces a management buyout by the current managing directors, **Ian Tatnell** and **Ian Worf**.

27. In-Room Plus celebrates its 30th anniversary.

28. EoA Group took home the award for Best Hospitality Amenities at the IIDA Bragg Awards for its work at the Shore Club Turks & Caicos.

























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29. Tina Hobbs joins **Reid Witlin** as a sales agent for Maryland, DC, and Virginia.

30. Kathy Irish, KI Design Resource, joins **Peerless Contract**, covering Washington, Oregon, Idaho, and Hawaii.

31. Studio Partnership announces its new COO, Janet Harrington.

32. Valley Forge Fabrics' Give Back Day occurs annually on September 11th, and this year the company partnered with Feeding the Children Everywhere, packaging more than 100,000 meals and raising \$27,000. The company was also named the winner of a Gold Stevie Award in the Company of the Year category at the 16th Annual American Business Awards.

33. Shelby Williams announces new representation in three key markets: Zack King in New York, Leonardo and Tabatha Luciano in Chicago, and Holly Trump of the HB Collection in Los Angeles

34. Will Michael joins **MDC Wallcoverings** as an account executive for Greater Pittsburgh, Pennsylvania West, and West Virginia.

35. Innovative Carpets has promoted **Kathy Heron-Duff** to design director, and has added sales representative **Katrina Goldberg** for New York and the East Coast.

36. Ann McIntyre's monotype "Hot Raspberry" was chosen to be in "Color," a national competition at the Brooklyn Waterfront Artists Coalition, curated by Marcela Guerrero of the Whitney Museum of American Art.

37. Stickley Contract has hired **Bob Dillon** as vice president of business development, and **Jeff Sladick** as director of contract sales (pictured with company president **Edward Audi**).

38. Carolyn Quigley joins **Fil Doux Textiles** as a sales representative for Eastern Canada, covering Toronto and Montreal.







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39. Haley Balzano and her team at **Bar Napkin Productions** designed the Arizona Cardinals' new Club Level upgrades at University of Phoenix Stadium.

40. Cuningham Group Architecture announces the recent appointment of interior design principal **Michele Espeland** to its board of directors.

41. The River's Edge Hotel in Portland, Oregon, has been renovated by **SERA Architects** for HRI Properties.

42. AmericasMart has opened a new Commercial Design floor, housed on Floor 5 in AmericasMart Building 1 in Atlanta.

43. Yellow Goat Design has launched its office in New York, led by **Cat Gilbert**, who represents New York City and surrounding areas.

44. Jack Bradley joins **Noble House Hotels & Resorts** as purchasing coordinator.

The company unveiled the refresh of its BALEENkitchen restaurant in the Portofino Hotel & Marina in Redondo Beach, California, and launched an additional restaurant location at Sole, an Ocean Resort in Miami. Noble House also added 33 rooms, eight suites, and the Paloma pool and bar to its Kona Kai Resort & Spa in San Diego.

45. Degen & Degen architecture and interior design recently completed the Sage Lodge in Pray, Montana, and the Embassy Suites Seattle Downtown. The firm has also promoted **Allie Leaf** to associate.























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Chart Your Course at the 2019 Leadership Conference







he hospitality industry will gather early next year in Miami for the biennial NEWH Leadership Conference. Themed Chart Your Course, the 2019 event will take place at the JW Marriott Marquis on February 7–9th. Keynote speakers include father-son duo David and Jonah Stillman—who will introduce Gen Z and share insights about navigating the generational divide—and award-winning filmmaker Nirvan Mullick, who will discuss storytelling for impact.

"As a Floridian, I am thrilled the conference will take place in South Florida during our winter season filled with sunshine and beautiful weather," says Cindy Guthrie, NEWH president and principal of Guthrie & Associates. That coupled with an impressive slate of speakers, inspirational and educational conference sessions, and our trademark Product Showcase, makes the NEWH Leadership Conference the best place to be if you're in the hospitality industry."

"Every other year excitement builds within NEWH as the Leadership Conference approaches," adds Leigh Mitchell, NEWH vice president of development. "Each conference has grown in size and content—I look forward to seeing everyone in Miami as we chart our course for the coming year." Participate in illuminating breakout sessions on topics such as cruise ship design, growing brands and lifestyle hotels, culinary influences in hospitality, and emerging brand trends. The event will also include the NEWH/Hospitality Design Owners' Roundtable, as well as NEWH TopID firms sharing case studies of their recent projects, toolbox sessions to help attendees up their strategic and social-media games, and NEWH BrandED sessions led by InterContinental Hotels Group and Marriott.

There will be plenty of opportunity for networking and fun as well during cocktail receptions, numerous Saturday Adventures where attendees can explore some of Miami's amazing cultural offerings, and the South Florida Social closing event. "I take great pride with the efforts put forth by our 2019 Leadership Conference committee to ensure Chart Your Course will be engaging, educational, and thought provoking," says NEWH conference chair Ron McDaniel, "all while bringing our entire A&D community together."

To register and for a complete list of sessions, events, and activities, both onand offsite, visit newh.org/2019-leadership-conference.

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BDNY

Design firm principals, C-Suite executives to converse on industry challenges and opportunities at BDNY's Women Leaders in Hospitality Breakfast and Panel Discussion

Thought leaders in hospitality design, operations, investment, and manufacturing will come together for a strategic discussion on the challenges, opportunities, and trends shaping the industry at the Boutique Design Power Players: Women Leaders in Hospitality Breakfast and Panel Discussion on Monday, November 12th, at New York's Jacob K. Javits Convention Center during BDNY. Presented each year in partnership with NEWH, the Women Leaders panelists give designers insider advice on how they can make the current hotel development and investments climate work to their advantage.

In addition, NEWH will award the \$5,000 NEWH Women Leaders scholarship, sponsored by HMG, to Beth Wi, hotel administration major from the University of Nevada Las Vegas. NEWH will also award the \$3,000 NEWH Design scholarship sponsored by Séura to Kelsea Stickelmaier, interior design major from Interior Designers Institute. Kelsea is awarded in honor of the Séura Studio Series Design Competition winner, to be announced at BDNY.

2018 Panelists include:

MODERATOR: Mary Scoviak, executive editor, *Boutique Design* magazine

PANELISTS:

Glyn Aeppel, president and chief executive officer, Glencove Capital

Cindy Andrews, president, Sunbrite Outdoor Furniture

Julia Monk, director of hospitality, HOK

Rachel Rangelov, senior vice president of design and construction, Longview Senior Housing Advisors

Teri Urovsky, vice president, design and project management, Marriott International

Tickets for the Boutique Design Power Players: Women Leaders in Hospitality Breakfast and Panel Discussion are \$100 per person. Advance registration is required; availability is limited. Attendee registration, event tickets, and trade fair details are available at bdny.com.



2017 Boutique Design Power Players panel: Tracey Sawyer, Krause Sawyer; Patti Murray, MGroup; Kajsa Krause, Krause Sawyer; Matoula Karagiannis, Sydell Group; Ellen Bettridge, Uniworld Boutique River Cruise Collection/U by Uniworld; Floss Barber, Floss Barber; Kate Ashton, Wyndham, TRYP, and Dolce, Wyndham Hotel Group; Clodagh, Clodagh Design; and Mary Scoviak, Boutique Design



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1. Garrett Leather, in collaboration with Wrapped fine art studio, combines art, technology, and luxury in the Denizen collection of 30 designs specifically for leather furniture and leather wallcovering applications. Core pieces are handpainted or hand drawn, then converted to digital files and printed onto center-cut leather pieces. garrettleather.com

2. Pairing geometric inspiration and transitional design, the Royce pendant from **Arteriors** features two linear squares of steel encasing a demi-globe of opal glass, which casts a warm glow. arteriorshome.com/contract

3. The Bel Air collection from **James Martin Vanities** pays homage to Old Hollywood's regency style. Vanity bases are fashioned from heavygauge stainless steel and finished with a bright chrome finish and solidsurface integrated sinks. Square chrome knobs inlaid with white shell provide the finishing touch. jamesmartinfurniture.com

4. Part of the 2018 Organic Farmhouse series, the tiles in the Korc collection from **Atlas Concorde** exemplify the organic trend with a sustainable, robust, bold look. atlasconcorde.com

 5. Capturing history in an elegant fashion, this vintage print of a geisha has been revitalized by PI Fine Art. Each frame holds a printed acrylic panel and behind it a mirror; the panels contain areas free of ink, exposing the mirrors. The observer's reflection and surroundings become part of the piece, adding dynamic textures and colors.
 pifineart.com









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HAVE YOU SEEN?





6. An innovative laser-cutting technique creates Lacebark from Innovations' memorable texture, an all-over organic pattern, modeled after exfoliating trees and available in five colorways. When cut at various depths, the silky textile surface reacts with a proprietary pigment, bonding to its non-woven substrate and revealing shades of color. innovationsusa.com

7. Crafted from walnut, plainsawn white oak, and rift and quartered white oak, and finished with a base of 60 percent vegetable oil, **Nydree Flooring**'s Pristine collection of 18 running line colors offers durability through a signature acrylic-infusion technology. nydreeflooring.com

8. Kanju Interiors' new range of sculptural planters consists of six collections with original designs generated in collaboration with designers, architects, and artists—including Tuber, made from African teak. kaniuinteriors.com

9. GRAFF's 24-karat brushed gold is the newest in the brand's range of finish offerings, joining a roster of 11 other signature options developed to enhance both the traditional and contemporary silhouettes of the company's fixture collections. graff-faucets.com



10. Lily Jack's Amethyst collection cocktail table includes a polished brass base and a Carrera inset quartz top. lilyjack.com

11. "Buddha Wall" from **RFA Decor** is a set of five giclees on plexi by artist Robert Robinson. The piece measures 65-by-192 inches; custom sizes are also available. rfadecor.com



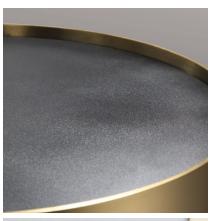






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12. The 12 patterns in Fil Doux Textiles' Coast to Coast collection are inspired by coasts around the world and named for the cities they emulate. The collection consists of woven textiles from the company's proprietary Experience Blend. fildoux.com





13. The Tub chair from Samuelson Furniture boasts a sophisticated minimalist design with subtle double stitch seams, 1-inch recessed walnut base, and small footprint. samuelsonfurniture.com

14. The Collette end table by **D'Style by Kimball Hospitality** features a neat design that balances its mixed materials. The ring and base are finished in brass powdercoat on brushed stainless steel, with chalk white on its Ash top. dstyleinc.com

15. Artefact from **Patcraft** features four 12-by-48-inch carpet tile products inspired by the exploration of natural phenomena. The collection is constructed with Eco Solution Q nylon and EcoWorx backing, and is Cradle to Cradle Certified Silver. patcraft.com

16. Imagine Tile introduces Ply, a multi-striped ceramic tile collection using high-resolution imagery of reclaimed skateboard decks from Art of Board's digital library. Specific colorways can be used alone, mixed and matched, manipulated to run horizontal or vertical creating a random or varied design, or used as an accent to add a vibrant pop of color. imaginetile.com

17. Basel, a new terrazzo and brass collection from **Statements Tile + Stone**, marries classic and contemporary design in six patterns and three colorways. statementstile.com

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18. Beaufurn introduces the Monterey table. The stainlesssteel frame comes in six powdercoat finishes, and its all-weather HPL heat-, scratch-, and UV-resistant seat and tabletop are available in 12 colors and patterns. The seating unit comes in both dining and bar heights and is suitable for indoor and outdoor use. beaufurn.com





19. Cabbage roses are woven into the double-beam construction of **Architex**'s Charted, which mimics the look and feel of needlepoint embroidery and is named for the craft's line drawing guides. architex-ljh.com





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Supporting the hospitality industry's new talent

NEWH Fabric Innovations Legacy \$10,000 scholarship

Raquel Raney

Florida International University Interior Architecture



It's incredible to celebrate and deliver new talent to the hospitality industry. Since 2013, Deborah Herman, president and CEO of Fabric Innovations, has graciously sponsored an annual \$10,000 NEWH Fabric Innovations Legacy scholarship. This year's recipient, Raquel Raney, will be honored during Hospitality Design's Platinum Circle Gala in New York. Raney attends Florida International University as an interior architecture major. "I am thrilled and beyond grateful to have been

selected as the recipient of the NEWH Fabric Innovations Legacy Scholarship," Raney says. "I am in my final year of school and will be able to breathe a little easier with one less student loan. Through my internship at EoA Group, I have been directly encouraged and supported by our director of operations Jennifer Delmas, who also happens to be our NEWH South Florida chapter president. We have a remarkably active local chapter, which hosts both fun and educational monthly events. NEWH has afforded me many opportunities including networking and job opportunities, as well as countless memorable moments."



Brianna Hunter Florida State University Interior Design



in my life, both financially and socially. Being able to network with leading professionals in the hospitality industry is truly an invaluable experience. NEWH's dedication to the academic community gives us a second chance to change our destinies and for that I am eternally grateful." Hunter will be honored alongside other NEWH scholarship recipients during the Hospitality Design Platinum Circle Gala.



The \$5,000 NEWH Ken Schindler Memorial scholarship is awarded through a fund established in 2016 honoring Ken Schindler, former president of WALTERS. This year's winner, Brianna Hunter—an interior design major from Florida State University—is no stranger to NEWH. In 2017 Brianna was awarded the \$7,500 NEWH ICON of Industry scholarship and a \$4,000 NEWH South Florida chapter scholarship and has kept a strong tie to NEWH. Hunter says, "It is truly an honor to receive this scholarship on behalf of such a generous philanthropic industry leader, Ken Schindler. It has been a lifelong dream of mine to find a career path that would reinforce my natural talents and passions. Thankfully I found that with interior design and I have high hopes of taking the industry by storm. It is with my deepest gratitude and appreciation to NEWH for showing such generosity and making this dream come to fruition. I have been an active member of NEWH for two years and I can honestly say this

organization has made such a tremendous impact



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NEWH Women Leaders \$5,000 scholarship

Beth Wi

University of Nevada Las Vegas Hotel Administration





Hospitality Media Group (HMG) generously sponsors two annual scholarships that are awarded at BDwest and at BDNY during the Boutique Design Power Players Breakfast and Panel Discussion. This year's \$5,000 winner, Beth Wi, is a hotel administration major from University of Nevada Las Vegas and will be honored at BDNY in November. Beth was also awarded a \$6,000 NEWH Las Vegas Chapter scholarship this year.

What's been your involvement with NEWH?

As a student member, NEWH has offered me resources and opportunities to build and expand professional networks across the nation. I attended a NEWH Las Vegas chapter scholarship ceremony last June and will be volunteering to help with door registration for the 14th Annual HOSPY Awards.

What does it mean to be awarded with a NEWH scholarship?

It is a great honor to be the recipient of two NEWH scholarships. NEWH has given me support and faith

that I could succeed, which led me to believe that I can do much more. Leadership has always been critical to business success; I will continue to strive to be a strong leader who can inspire and empower others.

How will the scholarship assist in obtaining your degree?

The NEWH scholarships will help settle my financial concerns as an international student, allow me to focus on my academic studies, and give me an opportunity to network with hospitality industry leaders. I can establish educational goals to help reach my professional aspirations.

Last words, future plans...

It's an honor to be the recipient of the NEWH Women Leaders Scholarship sponsored by HMG. My ultimate academic goal is to earn a Ph.D. in hospitality with a strong business background, utilizing quantitative skills. I have chosen a field—hospitality—in which I know I can excel, principally as a result of my education and experiences. As far as long-term plans, I hope to get a position at a university where I can indulge my primary impulse, which is to be involved in research, and also pass on my passion to students.



Hotel Zachary, Chicago Interior Design: Studio K Creative Architecture: Stantec Purchasing: Bray Whaler Denver

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NEWH Green Voice Sessions at BDNY

On Sunday, November 11th, NEWH presents four fast-paced Green Voice sessions—every 30 minutes beginning at 11am—at Boutique Design New York (BDNY), a Boutique Design Trade Fair held at New York's Jacob K. Javits Center in

NEWH booth #2245.

As the NEWH innovator who programs, curates, and champions Green Voice sessions, Stacey Olson, Southwest regional design resilience leader at Gensler, comments on the demand for sustainably driven design solutions: "In the past two years, we've seen a marked increase in requests, specifically by our hospitality clients, for enhanced wellbeing and sustainable design integration." She adds: "The drivers are consistently In keeping with NEWH's core mission of education, I am thrilled to lead NEWH's Green Voice Sessions through the support of our generous sponsors: JLF Lone Meadow, Valley Forge Fabrics, Florida Seating, and Tarkett."

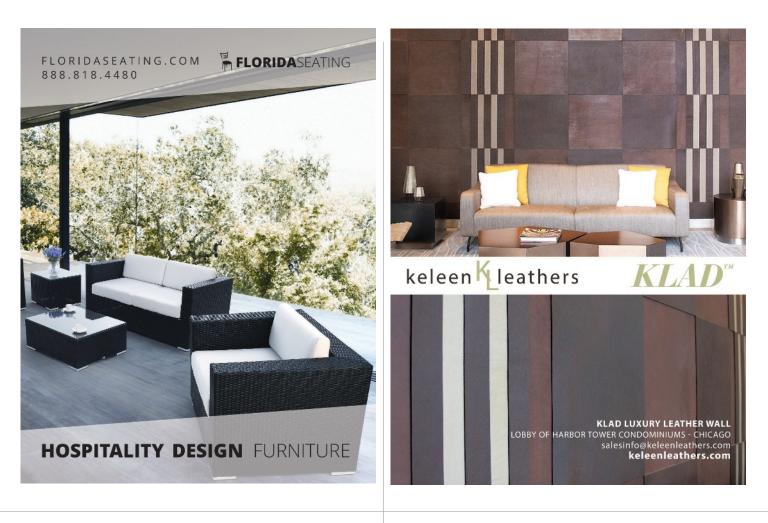
66 -

marketability and brand messaging, balanced with return on investment strategies and a dedication to improving the individual experience."

"In keeping with NEWH's core mission of education, I

am thrilled to lead NEWH's Green Voice Sessions through the support of our generous sponsors: JLF Lone Meadow, Valley Forge Fabrics, Florida Seating, and Tarkett." Each year, NEWH seeks out new and relevant content which enhances the conference experience through free sustainable education, ranging from case studies and new technology to emerging trends, research, and innovation. November's lineup is no exception.











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NEWH Green Voice sessions include:

11 – 11:30 am | NEWH booth #2245

Adaptive Reuse in Hospitality: The Kimpton Gray Hotel Moderator: Rachel Long, director of user development, Material Bank and Sample Loop Speaker: Matt Wolfe, associate, project architect, Gensler

Go behind the scenes as a 120-year-old Chicago high-rise one of the first by the "father of the American skyscraper," architect William Le Baron Jenney—undergoes a full gut renovation. Gain insights into innovative adaptive reuse solutions that emphasize effective ways to save, salvage, and restore centenarian spaces. Discover strategies for melding modern interiors into historic backdrops and greening the interior environment with energy-efficient building systems, lighting and materials, and smart controls, without disturbing the architectural patina.

11:30 am - Noon | NEWH booth #2245

Fitwel: Building Social Sustainability Moderator: Kristen Fulmer, Fitwel ambassador, project management, Powered by We, WeWork Speaker: Nadine Rachid, senior associate client relationship manager, Center for Active Design Explore opportunities for social sustainability within the hospitality marketplace in a conversation with WeWork and the Center for Active Design.

Noon – 12:30 pm | NEWH booth #2245

The Science Behind Health and Wellbeing

Moderator: Mallory Taub, sustainability specialist, Gensler **Speaker:** Alan Hedge, Ph.D., Director of Human Factors and Ergonomics, Cornell University

Cornell University's Alan Hedge, Ph.D., Director of Human Factors and Ergonomics, shares his approach for a resilient future through research on the evolution of space and the effects of sedentary lifestyles on human anatomy.

12:30 pm - 1 pm | NEWH booth #2245

One Green Deed Spawns Another and Other Sustainable Stories from the Road

Moderator: Lynda Sullivan, executive consultant – marketing

Speaker: David Mahood, author, One Green Deed Spawns Another; Olive Hospitality Consulting

For the past four years, David Mahood has been reconnecting with some of the original sources of his environmental passion, asking them what one green deed they would most like to see heeded, adopted, and passed on—and why. Hear his tales from two decades of environmental advocacy and empower yourself to be a better citizen of the planet.

"We plan on delving into some of the more poignant moments from my book, *One Green Deed Spawns Another*, and putting them into context for the audience," he says. "Much of the inspiration we need to ensure the planet's long-term wellbeing comes from life's experiences. I was fortunate to meet some exceptional people along this 20-year journey, chronicled in the book, and I will share my story and theirs."

For more information on BDNY and registration, visit bdny.com.





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Gretchen Gilbertson



NEWH Ambassador and CEO, Séura

Why did you become involved with NEWH?

It's a fabulous place to network and align myself with other professionals whose expertise broadens and enriches my industry perspective. It's hard not to love an organization supported by many forward-thinking, well-accomplished individuals. I also firmly support the NEWH educational opportunities that will arm future hospitality leaders with a highly skilled arsenal to continually improve our industry.

What has NEWH done for you, both personally and professionally?

My focus is often centered solely on growing the business. NEWH provides me a more expansive view of the hospitality industry. Interaction with other hospitality professionals helps me to more keenly recognize new ideas and trends. This allows me to make better decisions in my own business. And, truly, I enjoy the high caliber of the professionals I've met through the organization.

Tell us a bit about your company and what's new. Any recent initiatives/new launches?

Séura's newest addition is our Alexa voice-enabled mirror with sophisticated concierge capabilities. We are a company that prides itself on our ability to create the perfect balance of design and technology. The Alexa mirror delivers voice technology to the hotel experience, providing concierge services, room automation, and personalization to guests.

What is your business outlook for the next year or two?

The horizon is bright for Séura, and we have a lot of exciting new ideas in development. We are continuously innovating as we look for ways to bring smart technology into the hotel while leveraging our expertise in technology within the home.

Latest (personal) travel highlight or plan?

Our family recently returned from a perfect trip to the Big Island of Hawaii. With an enormous playground of outdoor adventure to explore, we couldn't get enough of the gorgeous gifts of God's good nature. We can't wait to return someday!

Trend/movement you are paying attention to in the industry?

I marvel at the growing trend for boutique hospitality. This trend speaks to the customization and personalization of the guest experience. I love that the industry is tailoring the hotel stay to become something much more personal and experiential. For good or ill, social media is a huge trend, both for the guest's amenities but also for lodging providers. Woe to those hospitality entities who are not agile or aware enough of the powerful public voice reviewing your guest services on social media. Hopefully, this will keep us on our toes and always striving to provide the most exemplary service.

When you aren't working or at an NEWH event, where can we find you?

The business will always demand my attention but my young family keeps me grounded. The summer is our time to camp, bike, relax, and play together. This, to me, is a muchneeded balance from the demands of business and industry, so [I spent the season] soaking up the sun and savoring the summer.



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Jana Joplin Johnson



Steering chair of the Memphis/ Mid-South region and senior tenant services manager, Poag Shopping Centers

How did you become involved in NEWH?

I was approached by a local design rep who was wanting to get a group started. Memphis needed a hospitality-focused networking group, and having been involved in the past with IIDA, CSI, and AIA, I knew we needed to get something going and build momentum. We had a great group of people who were all ready to pitch in to get our regional group started. The support and volunteers have been outstanding!

What has NEWH done for you, both personally and professionally?

NEWH has helped me get back into networking with hospitality professionals. In my previous role, I worked for the U.S. Navy building their worldwide lodging program and I traveled extensively, so I felt a bit isolated. This opportunity has given me a chance to get back in touch with my local contacts.

What are you most looking forward to in your role with NEWH?

We have already had three great events in Memphis thus far and I have been so impressed with the energy and enthusiasm. I am really looking forward to planning our end-of-the-year event and seeing what kind of creative ideas we get.

Tell us a bit about your company and what's new.

We develop and manage Lifestyle Centers, which are a more modern version of a shopping mall. We integrate retail, restaurants, hotels, apartments, and other facilities into one community. We have recently gotten more involved with the development of more hotels adjacent to the retail/restaurant facilities.

What is your business outlook for the next year or two?

We are starting to see a growing trend with more service-related entities moving into our centers. Hospitality and apartment development within retail centers is on the rise as well. We are also developing properties with outdoor activities such as fountains, splash parks, outdoor firepits, outdoor movie screens etc., to make our lifestyle centers more of a destination rather than just a simple shopping outing.

Latest (personal) travel highlight or plan?

When I worked with the U.S. Navy I had the opportunity to travel the world. My favorite trip was to Singapore (although the flight is almost unbearable). The energy levels are just amazing. The food type is universal—a little bit of everything—as is the design. It is like a true melting pot.

When you aren't working or at an NEWH event, where can we find you?

I love kayaking, fishing, and spending as much time as possible on the water or at the beach. I am also an artist and, on bad weather days, you will find me in front of a canvas ready to paint my next piece. Finding time to truly relax is the key to keeping yourself balanced.

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ONE-ON-ONE WITH

Jennifer Delmas



President of the South Florida chapter and director of operations, EoA

How did you become involved in NEWH?

Having joined the hospitality industry after 11 years as a law firm administrator, I felt that joining NEWH would be the best way to immerse myself in hospitality by surrounding myself with industry professionals at all levels. At the time, the NEWH South Florida board was looking to fill some positions so I thought, "What better way to learn about this amazing industry then by diving right into THE Hospitality Industry Network?"

What has NEWH done for you, both personally and professionally?

NEWH has provided me with a network of people that are not only experts in their field, but eager to assist in the NEWH mission of providing scholarship and education, as well as leadership development and recognition of excellence. NEWH has shown me that when likeminded people band together, we can achieve any goal, and do it with finesse and creativity.

What do you have planned in your NEWH role for 2018/2019?

We are still looking forward to our biggest fundraiser of the year—our annual Golden Palm Masquerade. During this event, we are able to recognize design excellence and award our annual scholarships to deserving hospitality students. Since it is a masquerade theme, our guests have a blast sporting some unique and eclectic masks for the evening. We are also looking forward to the 2019 Leadership Conference in February as we are the host chapter.

Tell us a bit about your company and what's new. Any recent initiatives/new launches?

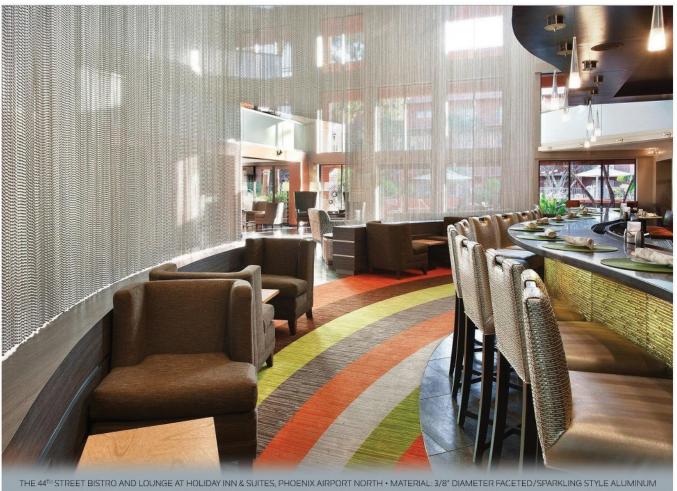
EoA is a growing company, not only in size but also in reach—and especially in quality and substance. We challenge ourselves daily to embrace our most current project as our most important project. We are always looking for ways to better ourselves.

What is your business outlook for the next year or two?

We are busier than ever working on every facet of the hospitality industry. Hospitality is an extremely sophisticated and discriminating field, and one that requires tight collaborations. We have been fortunate to work with fantastic clients and partners. This has led to a steady growth in our practice which, barring major economic curveballs, should continue.

When you aren't working or at an NEWH event, where can we find you?

Definitely look for me at the gym—EPIC Hybrid Training—or at the beach. I enjoy being able to get a great workout in and then enjoy the beautiful natural beach ambiance that South Florida has to offer. And of course, as a mother of two teenagers, you can find me trying to keep them organized and entertained in their developing years!





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Broad Vision

Porcelanosa's deep understanding of the hospitality market drives its evolution

By Alia Akkam Photography courtesy of Porcelanosa

Amid the orange groves that populate Villarreal, in Spain's Valencia region, is the headquarters of Porcelanosa Grupo, which first started producing durable ceramic tiles in 1973.

Porcelanosa now comprises eight different companies that span bathroom equipment and architectural solutions, but it's the brand's flagship wall and floor tiles that first resonated with hospitality designers for their fresh, modern look, a contrast to the bland beige and "harsh and industrial" products saturating the supply chain, points out national sales director Andy Pennington.

"I'm thinking back to the lines we had as far back as the 1980s, their evolution in the '90s, and how the formats changed dramatically in the last 15 years. We made tile that was the mainstay of the multifamily and track-home builder in the UK and U.S. so we knew what was working in the model homes of the large builders and it wasn't the same approach for the hotel business in either the guestrooms or public areas," he explains. "I think credit must be given to the designers who work in the hospitality field. I don't know the reason or the source of their advocacy for the contemporary aesthetic, but their demand for it was a key driver and certainly a differentiator."

Pennington remembers moving to New York 12 years ago,

from the earliest properties launched by Spanish entrepreneur Antonio Catalán of AC Hotels—now part of the Marriott portfolio as well as Kempinski, NH, Accor, Hilton, and InterContinental. Porcelanosa is also a hit in the boutique and lifestyle sphere, partnering with such brands as Kimpton, Joie de Vivre, and 21c.

Balancing design with longevity and wellness, Porcelanosa products include Linkfloor Hotel Air, an easy-to-install (and care for) luxury vinyl tile iteration resembling hardwood; the burgeoning collection of Seedwood wood-look porcelain tiles thoughtfully mimicking intricate knotting; KRION Solid Surface Material, quietly eliminating bacteria; and COLD-ON technology for Forma and NK concept faucets, which by not automatically dispensing hot water, helps hotels save 5,000 gallons of it per year.

"We—the design industry and suppliers—are more aware that we're the servants of operational efficiency; not only does a product have to wow its intended space but it has to be easy to maintain, clean, and look great over the whole of the cost lifecycle," says Pennington. "The housekeeping staff have the job of refreshing a room between guests so every product innovation that can assist this process is key. It's a numbers game, and multiplied by hundreds of rooms it's the tale of small details

when "it seemed that all the market required was an 8-inch square Tuscan-style ochre, and meanwhile we were promoting tile that was 4 feet long and bright orange." The hospitality community immediately gravitated towards this boldness. "We found an appreciative customer base that wrapped their arms around our brand."

Such a positive response has led to numerous collaborations,



making big differences. If we consider that the hotel industry as a real estate investment play that gets to resell its inventory room by room, day by day, then our products have to make financial sense."

Environmental responsibility is one way of expanding this vision. Indeed, it's the right thing to do, says Pennington, but it also makes ROI sense for a business with long-





Clockwise from top:

Porcelanosa's easy-to-install Linkfloor Hotel Air luxury vinyl tile line has a hardwood appearance; Seedwood is a wood-look porcelain tile that has four complementary accent wall tile options; and the Forma faucet features an opening mechanism that limits hot-water dispensing, saving thousands of gallons per year.

Opposite page: When it comes into contact with light, the K-LIFE solid-surface material is able to purify the air and expel bacteria.



term plans. Porcelanosa was awarded ISO 14001 20 years ago for its ecological stewardship, and the company's policies have garnered certifications and awards since. Customers who visit Porcelanosa facilities, he adds, are more likely to comment about these initiatives than even the products.

Ultimately, Porcelanosa places a premium on dialogue—with hotel owners as well as designers. This is reflected, for example, in the company's decision to sponsor the new Hotel Design Podcast, featuring host Glenn Haussmann and interviews with personalities including Larry Traxler, senior vice president global design for Hilton, and Raul Leal, CEO of Virgin Hotels.

"We see our relationship with the design community as an extension of our family and take nothing for granted. The reality is that those who work in the hospitality design business are in an incredibly competitive market; they are always under the gun and the pressure to perform must be intense," says Pennington. "If in some small way we as a supplier are helping our design clients look great in front of their developer, then we're doing our job."





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Coffee Break

Hager Design International brings clever design solutions to a downtown Vancouver café

By Alia Akkam Photography by Reuben Krabbe

Sourcing directly from hardworking farmers in Central America, East Africa, and the southern hemisphere is the cornerstone of Burnaby, British Columbia-based 49th Parallel Coffee Roasters. That passion for single-origin espresso and fresh crop filter coffee is on full display at the roastery's newest café—courtesy of local firm Hager Design International—within downtown Vancouver's FortisBC office building. According to senior interior designer Karl Travis, this location embraces a "slightly higher-end approach" than the rustic, beachy feel at the brand's Kitsilano outpost, or the industrial vibe at the Main Street one.

From the get-go the client had a clear design vision, providing Hager with inspirational imagery showcasing warm wood, patterned marble, and black metal-framed display cases. Elements like leather bench-style seating and planter boxes "that provide texture, color, and some acoustic dampening," adds Travis, are consistent with the 49th Parallel identity found in all three establishments. "We have maintained the relaxed, casual atmosphere reflective of the brand."

Travis' colleague, senior interior designer Janine Anderson, points out that there were specific technical and code-related challenges that required the kitchen be built as a fully contained box within a box, so "we took the idea of a surprise as a jumpingoff point and decided to conceptually wrap the box like a present with a bold graphic stripe." Ducting also presented structural and aesthetic obstacles, which the team alleviated with a grid-like wooden ceiling feature that both conceals and conjures intimacy within the larger volume of the space.

"We used a combination of veneers and solid woods, as the solid wood offers a bit more richness in character that the client desired," explains Travis. "For the back wall we mixed a great-







Above: 49th Parallel's black-and-white menu boards are complemented by oversized black pendant lights.

Right and opposite page: Designers addressed code requirements for a fully contained kitchen by creating a "box within a box" concept, wrapping the space in a graphic stripe to add visual interest.

looking faux Carrara tile with slightly gray-toned oak veneer panels. Considering we were covering large areas of walls, this kept the costs down." In place of the wood striping, as they reached the lower countertop area "we switched the wall finish to bronze metallic mosaic tile that has a similar tone to the oak," points out Anderson. "This adds another layer of interest and a strong and durable finish."

Large-scale menu boards, complemented by oversized black pendants, call to mind a homey bakery, reinforcing the café's roster of cooked-to-order egg sandwiches and justmade Lucky's Doughnuts.

continued on page 50







This page: A grid-like ceiling feature made of wood conceals ductwork and creates a sense of intimacy in the voluminous space, while leather bench seats and planter boxes offer color and texture.

49thcoffee.com; hagerinc.com

Owner

Vince Piccolo

Architecture and Interior Design Firm Hager Design International Inc.

Interior Design Project Team Doris Hager, Karl Travis, and Janine Anderson Contractor Conex Projects

Consultants PATRN Production Fluid Mechanical, London Mah & Associates, Opal Engineering, MGBA, and GHL Consultants

Purchasing Vince Piccolo and Conex Projects Fabrics CTL Leather

Lighting Ian Marsh and LBL Lighting

Wall Tile Julian Tile

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Making History

DLR Group marries rich heritage and modern sensibility in a new Fort Collins hotel

By JoAnn Greco Photography by Andrew Bordwin

When they think of Fort Collins, Colorado, design buffs often envision its premier collection of historic Queen Anne houses. Others, though, might salivate over its potent college-town brew of beer, bikes, and bands. Bringing those two disparate elements—a seemingly unbreachable dichotomy—together in the new Elizabeth Hotel presented an irresistible opportunity for the team at DLR Group. "Our ethos was to capture that rich heritage feel and infuse it throughout with modern sensibilities," says principal Staci Patton. "We pushed ourselves to discover more about the locale through an approach that required many conversations and personal experiences hanging out in town."

DLR Group provided interior design for the common spaces and 164 guestrooms and served as interior architect of record for the F&B outlets, which include the Magic Rat, a live music venue and bar crafted with Long Island City, New York-based dash design. That room's opulent touches of jewel-toned velvet, gilded mirrors, and crystal chandeliers—"reminiscent of movie palaces," says Patton—contrast with more natural tones and finishes that suggest an elevated rusticity in the lobby and guestrooms. In those spaces, old world touches such as aged wood, filigreed patina metal, cast-plaster ornamentation, and warm leather furniture, harken to the town's history, says Patton, adding that a palette "inspired by peonies and spring willow branch buds and colors like sky blue, aubergine, and peach" nods to the hotel's western setting.

Always, though, the hotel remains firmly rooted in the now, which is most evident in the three signature suites DLR created. The Beer & Bike suite is a witty assemblage of finishes inspired by both bicycle and brewing gear, while the Music suite calls on subtle motifs like the black-and-white of a piano and the curvy outlines of guitar bodies, and the Rams suite turns to collegiate plaids and Colorado State University's green and gold colors. Patton's favorite room in the hotel, however, is one that best sums up its youthful spirit: a lending library that allows guests to check out musical instruments and vinyl records. The space, along with a premium placed on state-of-the-art acoustic design, "signifies how important music and the arts are to the hotel and to Fort Collins," she says. "I love the idea that guests can engage in impromptu jam sessions and make connections through music."







This page: The Elizabeth Hotel's aged wood, filigreed metal, cast-plaster ornamentation, and warm-toned leather lend a touch of history to the new hotel.

Opposite page: A nature-inspired painting graces the wall behind the check-in desk, while a sweeping marble staircase leads to upper floors.



PROJECT | THE ELIZABETH HOTEL, AUTOGRAPH COLLECTION



This page: Rich ornamentation adorns some spaces, which juxtapose other, more airy, areas; the Music suite comes complete with a grand piano and music-inspired artwork; guestrooms feature more neutral tones with accents of color; and the Beer & Bike suite includes a beer pong table, stocked fridge, and irreverent neon sign.







theelizabethcolorado.com; dlrgroup.com

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Midtown Style

Ink + Oro goes for understated elegance in a new Dallas AC Hotels outpost

By Alia Akkam Photography by John Woodcock

Ritzy shopping center the Galleria Dallas opened in 1982, and it remains a coveted retail experience. Steps from this beloved fashion and dining hub, the AC Hotel by Marriott Dallas by the Galleria maintains the mall's luxe narrative, but recasts it in a fresher, subtler form.

Situated in the old Mercantile Commerce Building, the 140-room AC comprises one half of a dual-branded Marriott property that, along with a Residence Inn, anchors the new \$3.5-billion Midtown mixed-use development project in the works. The interiors were handled by local design firm Ink + Oro Creatives (formerly 5G Interiors), and Geoffrey Woodrum, partner and founder, says they reflect the significant shifts Dallas has undergone over the last 15 years. The city's identity used to be 'the land of bigger and better,'' he points out, but that longstanding predilection has now paved the way to such different design priorities as comfort, elegance, and understated beauty. Set back from the LBJ Freeway and the Dallas North Tollway, "the hotel needed to be compelling. The design needed to make a statement of its own and become a conversation piece for Dallas," explains lnk + Oro designer Patricia Tram.

Upholding the AC Hotels brand ethos of modern and minimalist European design, the Galleria outpost flaunts natural materials "used in an honest way throughout," says Tram. Neutral-hued guestrooms, walnut veneers, and stone-toned flooring, for example, instill a sense of "balance and ease," complemented by such focal points as a lobby lounge installation flaunting illuminated, gallery-like shelves of books and design objects. White onyx and sliding glass doors lend the bar area both calming and glamorous touches.

Classic-style furniture and contemporary local artwork are harmoniously layered into the muted backdrop, but the lighting is "what pulls everything together," adds Tram, "by taking advantage







This and opposite page: The modern, minimalist AC aesthetic manifests in walnut wood and stone-toned flooring, while the voluminous lobby is anchored by a dramatic shelving installation and soft, luxe fabrics that create a sense of warmth.

of the beautiful natural light that creates an inviting and lively atmosphere in the daytime hours, with the artificial lighting setting an expansive yet intimate mood in the evening."

AC Hotel by Marriott Dallas by the Galleria is a way, says Woodrum, "to set the tone and build momentum for all that is ahead in Dallas—particularly in Midtown as it is revitalized."

PROJECT | AC HOTEL BY MARRIOTT DALLAS BY THE GALLERIA





Above: White onyx and glass panels lend a sense of glamour to the bar area.

Left: Neutral-hued guestrooms continue the hotel's subtle, European-inspired vibe.

achotels.marriott.com; inkandoro.com

Owner

DG Hotels Ventures, LLC Management Company Marriott International Architecture and Interior Design Firm 5G Studio Collaborative and Ink + Oro Contractor Clark Contractors Consultants DV8 Food and Service and La Terra Purchasing Firm Marriott International

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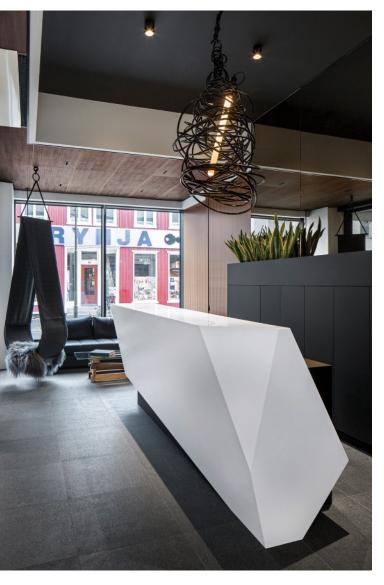
Iceland Inspired

Minarc draws on local elements and landscape in an urban ION hotel

By JoAnn Greco Photography by Art Gray

With nods to fire and ice throughout and brilliant accents that call to mind those primal elements, Reykjavik's ION City Hotel is a study in contrasts—and a spot-on reflection of both Iceland's hip capital city and the rugged, moonlike landscape that surrounds it.

The aura starts with a gleaming white reception desk that resembles an icecap and rests on and against black slabs suggestive of basalt. It continues in the upstairs corridors where



nubby black carpeting is offset by moody lighting installations. "The hallways are inspired by the countryside's rough terrain," says Erla Dögg Ingjaldsdóttir, the Icelandic-born principal of Santa Monica, California-based Minarc, the design firm also responsible for a companion ION set on the slopes of Mt. Hengill. "The cuts of light play with perspective and create a memorable experience, like walking through infinite lava fields."

The 18 rooms and suites are clad in warm oak and walnut paneling—lending the effect of a Scandinavian sauna—and outfitted with custom mohair blankets reminiscent of traditional lcelandic sweaters. The only color in the rooms comes from the window seats, where scarlet upholstery in the south-facing rooms picks up the warm tones of city roofs, and bright blue sofas in the north-facing ones echo the cool tones of the North Atlantic sea that stretches ahead. Baths feature geothermal hot water sourced from nearby hot springs and bold, textural accent walls designed by Ingjaldsdóttir. One of the designer's favorite touches, they're fashioned from obsidian rock and sand and intended as a homage to Iceland's glacial plateaus.

But although the beauty and mystery of the country's natural splendors served as a wellspring for the hotel, Ingjaldsdóttir also found room to include more whimsical pieces, such as the firm's own Dropi chair, an Insta-ready guest favorite in the lobby. Made of molded metal and suspended from the ceiling, the chair—whose name means "drop" in Icelandic—"represents life and where we come from," Ingjaldsdóttir says.

This page: ION City's reception is marked by an icecapinspired reception desk and Minarc's custom, guest-favorite hanging chair.

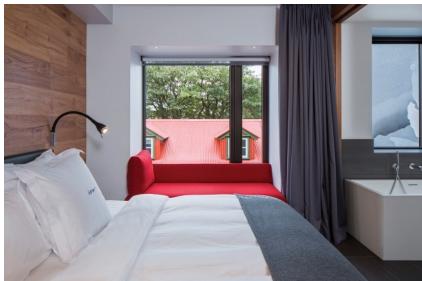
Opposite page: Black carpeting and geometric lighting installations create a moody vibe in corridors.

continued on page 62

PROJECT | ION CITY HOTEL



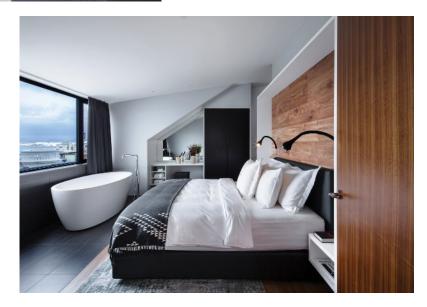


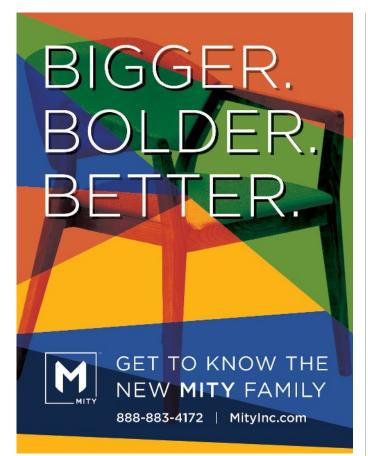


This page: The Scandinavian-esqe guestrooms feature city or sea views, warm oak and walnut paneling, patterned mohair blankets, and pops of color reminiscent of Iceland's fire and ice moniker.

ioncity.ioniceland.is; minarc.com

Owner, Management, and Purchasing Company ION Hotels Architecture and Interior Design Firm Minarc Casegoods and Furniture Casa, B&B Italia, RB Rúm, HBH Innréttingar/Fenix, GÁ Húsgögn, and Indel B Chairs Sveinn Kjarval, GÁ Húsgögn, and Norr11 Lighting Rafkaup, Henna H. Braanan, and Flos/Lumex Tubs and Sinks/Fixtures Wetstyle, Hans Grohe, Wetstyle, and Duravit





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New York

Last year, the chapter awarded \$40,000 in scholarships; this year it will award \$52,000, and next year, thanks to the financial support of vendors paired with affiliated New York design firms, it hopes to award another \$55,000 in scholarships to hospitality students in need. To help the chapter reach its goal, it will build an outfit for this year's Product Runway on November 11th during the BDNY and IHMRS shows. The event will be held at RUMI Event Space in New York with approximately 350 industry leaders, designers, and vendors showcasing their outfits for the judges' review.

More than 255 people attended the chapter's NEWH Owners' Roundtable with *Hospitality Design* magazine in June, including 21 table hosts who spoke to designers and vendors. The event raised more than \$40,000.

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2. Cory Brian Ingram, Dream Hotel Group; and Robert Pullen and Audrey Pincus, Fil Doux Textiles

3. Karin Harrington, Studio Partnership; Erica Coursey, Arnold Hospitality; Krista LoRusso, Cinchskirt; and Sally Reis, Liquid Elements



Chicago

The chapter's 2018 NEWH TopID honorees and the 2017 NEWH Chicago scholarship recipients were honored at the first annual NEWH Chicago Masquerade Ball. The event was held at Chez event space and raised approximately \$12,000. Thanks to Wendover Art Group, Miceli Drapery, Daltile Tile & Stone Gallery, Charter Furniture, Alger-Triton, Beaufurn,

Kravet, the Best Collections, M.A. + Associates, and Aristech Surfaces for their sponsorship.

1. Representatives from the chapter's TopID firms: Fabiola Troncoso, Simeone Deary Design Group; Ben Nicholas, the Gettys Group; and Nina Grondin, Curioso

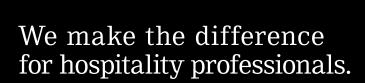






- 2. Scholarship recipients Madison Cummings, Michigan State University; Trevor Cole, Robert Morris College; Adelita Navarre, Ive Tech Community College; Anastasiya Skoropad, Kendall College; Angela Campos, Columbia College; and Teela Williams, Roosevelt University
- Ciarra Celiano and Samantha Salomone, the Gettys Group
 Ali Bacon, the Gettys Group; Mollie Burdette and Kris Mathes, DL Couch; and Molly O'Keefe, the Gettys Group
- 5. Jackie Griggs, Slate Procurement, and Lisa Homan, Contract Alliance





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San Francisco

In June, chapter members and guests joined at Monroe bar for a State of Hospitality presentation by Andrea Grigg from Jones Lang LaSalle. Leading industry members then hosted breakout roundtable discussions to share insights on trends and recent projects. Thank you to the sponsors: Crossley Axminster, Room360, Lewis Mittman Hospitality, HF-Collection, and MTS Seating. In July, the chapter hosted its Happiest Hour at the Daltile/Mohawk showroom and design center, where members experienced the latest in virtual reality technology. In August, the chapter visited China Live, where AVROKO's Andrew Lieberman shared stories behind the design and vignettes in each part of the building, and members were treated to a private tour of the exclusive Eight Tables restaurant and Cold Drinks bar.





 Carol Welch, Angela Brabec, Nanette Oquendo, and Shonda Dawson, Daltile, at the Happiest Hour

2. Andrew Lieberman, AVROKO, at the China Live event

3. From AVROKO: Greg Bradshaw, Mariangel Talamas, Fiona Rupert, Mira Asher, Eric Chu, and Stefanie Sadowsky at the China Live event



CHAPTER HIGHLIGHTS

...continued

San Francisco

4. Barbara Best-Santos, ForrestPerkins; Eileen Slora, Fairmont Hotels and Resorts; and Terri Metzger, Mandy Li Collection. at the State of Hospitality event

5. Christine Grant, Waterworks; Deb Calkins, Verne Yett Associates; Leigh Mitchell, MZA; Jeremy Bitter, JBD Interiors; and Johanna Malen, Malen Concepts, at the State of Hospitality event

6. Samantha Mason, Puccini Group; scholarship director Jennifer Lee; Christine Grant, Waterworks; and Rachel Wilson, A. McKenzie Collection, at the State of Hospitality event

7. Terri Shearer, Filament Hospitality; Nick Domitrovich,

Puccini Group; Sandra Law, Gensler; Meghann Day, HBA; Julie Coyle, Julie Coyle Art Associates; Jennifer Ramsey, Ramsey & Associates; Eileen Slora, Fairmont Hotels and Resorts; Kiko Singh, Brayton Hughes Design Studios; Barbara Best-Santos, ForrestPerkins; and Adam Winig, Arcsine, at the State of Hospitality event









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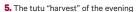
The chapter's Community Service committee (Christine Lakso, Jennifer Butler, Rebecca Coles, and Jessica Kendrick) organized a Tapas & Tutus event to benefit Tutu Capers, an organization that delivers tutus and superhero capes to children in local hospitals. Held at the new Mannington Commercial showroom, more than 70 industry participants gathered to create over 80 designer tutus. The evening was full of fun, creativity, and networking for a great cause.







 Christine Lakso, Soft dB, and Joyce Fownes, Corgan
 Matt Fasick, Gio Tile
 Courtney Swaim and Megan May, Fusion AI; and Megan Markham, Marietta Drapery
 Opposite page:
 Marla Lang, HBA, and Tony Lopez, Duralee

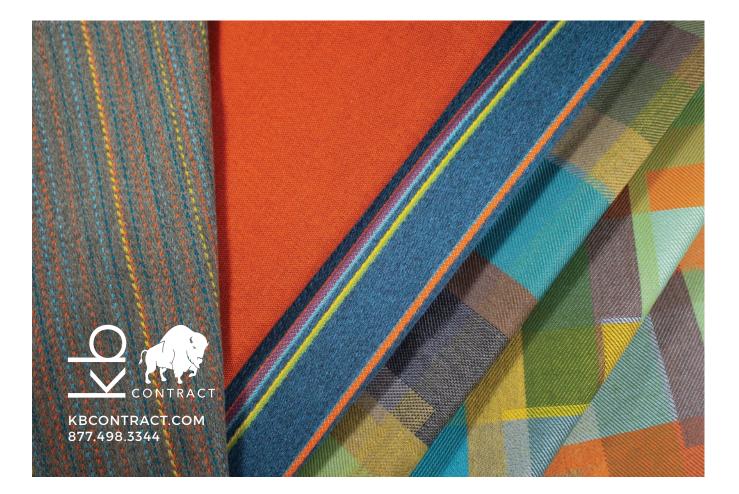




CHAPTER HIGHLIGHTS

...continued





Washington, DC

In July, the chapter participated in the second in a series of Small Talks salons, which brings people of different generations and multiple disciplines together to present ideas and exchange thoughts about new business opportunities. The event took place at the Penthouse Pool and Lounge atop VIDA Fitness The Yards. Sean Burch, extreme fitness guru and adventurer, challenged attendees to consider the health and wellness and what it means to the marketplace.

 Michelle Madison, Verve Collaborative; Debra Centurion, Wonderlys; and Jennifer Farris, Verve Collaborative
 Emily August, P3 Design Collective; Jonathan Edwards, Atlantic Emergency Solutions; Michael Bowles, Lidl US; and Cassandra Glass-Royal and Kristine Svedberg, P3 Design Collective

3. Isaac Brown, Extended Hospitality Group; event speaker Sean Burch; Donald Griner, DgDplus; and Small Talks creator Lynda Welte, Blueprints for GREEN Design





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United Kingdom

The chapter hosted its inaugural roundtable event at Marriott County Hall in London where seven industry experts—Elizabeth Lane, RPW Design; Maria Ashton, Hyatt; Daniel Englender, Benjamin West; Libby Bull, GA Design; David McCarthy, AD Associates; Caroline Cundall, IHG; and Laurie Woliung, Marriott International—each hosted a table where they led the discussion on topics including what luxury means in the industry today, and how we can better use green initiatives.

With a focus on craft and color, the chapter's latest event was a graffiti workshop led by Zinc Styles and held under the arches in the heart of East London. From portraits to Pollock, and cats to Caramels, the final masterpieces were a stunningly colorful array. And to top the success of the year so far, the chapter has reached the 100-member milestone with Monika

Moser, regional managing director for Wilson Associates, Europe.









- 1. The graffiti artists at work
- 2. NEWH board member Caroline Cundall, IHG, hosting one of the roundtables
- 3. Monika Moser, Wilson Associates, at the roundtable event
- 4. Graffiti workshop attendees



CHAPTER HIGHLIGHTS

Dallas

The chapter participated in the METROCON Expo & Conference in early August, where it collaborated with other industry groups and welcomed new members at its booth. A big thank you to all the volunteers.





 Bruce McClure, Omni Hotels; Lindsey Klein-Montgomery, Royal Thai; Shaeffer Hill, Hill & Associates; Louise Ross, Louise Ross & Associates; Bryan Adcock, Adcock & Co; and Kate Alison-Grubb, Alison & Company

2. Heather Scott, Studio Proof Collection, and Alex Knodel, ForrestPerkins



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CHAPTER HIGHLIGHTS

Rocky Mountain

The chapter board spent a day trail building for Volunteer Outdoor Colorado (VOC), helping to clear a trail in Floyd Hill, Colorado with 75-plus other volunteers and crew leaders. The group built 150 feet of trail from start to finish.



 Morgan Steffens, Architex; Kelly Almus, Havenly; Christine Anjard, GE Johnson Construction Company; Sharon Anderson, Bray Whaler; and Nicole Brindle, Skye Design Collectiv
 A view from the trail





South Florida

As winter arrives, the chapter reflects upon its summer events and planning efforts for its Golden Palm Awards. In the midst of Florida's heat wave, the board hosted Monthly Mingles including a new venue collaboration with the Miami Marlins—Take Me Out to the Ballgame—and its unique Wine & Design event that highlights the love of culinary arts throughout hospitality.

 Dominique Carey, VStarr; Cherline Shea St. Jean, designer; David DelGrosso, Koroseal; Melissa Kennedy, iDDi; Enith Lam, Koroseal; Dianna Boytel, designer; and Tatiana Rengifo, the Related Group, at the Wine & Design event at the Real Food Academy in June
 Vera Fernandez-Villegas and Gabe Rodriguez, Gensler; Amy Zboralski, Kohler;



Irene Abreu, EoA Group; Christie Ramos, CallisonRTKL; Cary Fernandez, and Claudia Gastoldo, Cary Fernandez Designs; Laura Cortes, EoA Group; and Chance Parag, Moore & Giles at the Wine & Design event

3. Fernando X. Romero, Elements Design Group; Jason Schleich, J. Source Hospitality; Elieser Duran, Stantec; and Claire Lardner, Frameworks at the Miami Marlins game

4. Monica Fuentes, EoA Group; Keith Stibler, KM Associates; and Leslie Chimelis, EoA Group at the Miami Marlins game

5. Left side: Stacey Davis, Mermet; Carolina Coelho, Caesarstone; Jeanette Naranjo, Coast to Coast; Maria Cachonegrete, Daltile Keys Granite Design Studio; and Julie Rodriguez, Emser Tile; right side: Elieser Duran, Stantec; Candace Tejidor, Design Within Reach; and Christian Triana and Jennifer Delmas, EoA Group during the board meeting at the Rusty Pelican planning the Golden Palm Awards





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CHAPTER HIGHLIGHTS

Arizona

In July, the chapter had a Summer Sundowner at Mora Italian in Phoenix—the venue that won NEWHonors 2017 Best Outdoor Dining Space. New and existing members packed the bar for appetizers and networking.

 Erin Yi, RSP Architects, and Kelli Caster, Van Ess Group
 Jonathan Kaler, J.L. Kaler Design Solutions, and Milt Elliott, FEKR Architects

3. Mackenzie Haehl, Horizon Art; and Nancy Nease and Leslie Dixon, Studio 1010

4. Denise Bowser, Daltile; Maija Johnson, 3form; Meegan Berner, Daltile; Jonathan Kaler, J.L. Kaler Design Solutions; and Natalie Schuetz, RSP Architects

5. Scott Thomas, LightArt; Mary Blanchard, the Material Collective; Joe and Patti Cruse, Tandus Centiva; and Leanne O'Brien and Tyler Wennet, Source Direct Imports

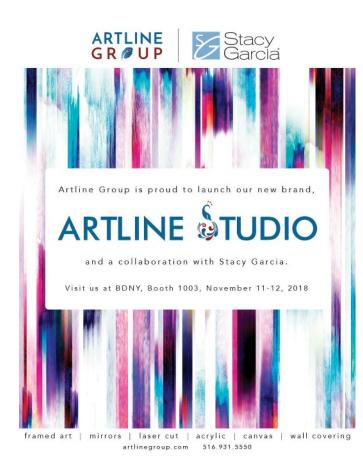


















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Northwest

In July, the chapter hosted its annual fundraiser, Savor Uncorked, at the Foundry in Seattle. It awarded a total of \$35,000 in scholarships to four amazing winners. Guests enjoyed cocktails, gournet meals and wine pairings, and a photo booth throughout the night. Congratulations to the chapter's TopID firms, who were also honored: Degen & Degen architecture and interior design, Wyndham Destinations, and B+H Architects.



1. A Savor 2018 tablescape

- 2. Nix Kinney and Laura Sievers, Restoration Hardware; and Erin Weiner, Noble House Hotels
- 3. Sophia Nguyen and Dena Yamaguchi, Noble House Hotels; Joslyn Balzarini, B+H Architects; and Anita Degen and Katy Clark, Degen & Degen
- 4. Kerrie Lane, Wyndham Destinations; Katie Zuidema, Durkan; Jenna Park, Wyndham Destinations; and Pilar Alfaro, Architex

5. Scholarship recipients Priscilla Duong and Ashtyn Perlatti, Washington State University; and Megan Cosdon, University of Idaho. Not present, Sarah Rosenthal, Washington State University



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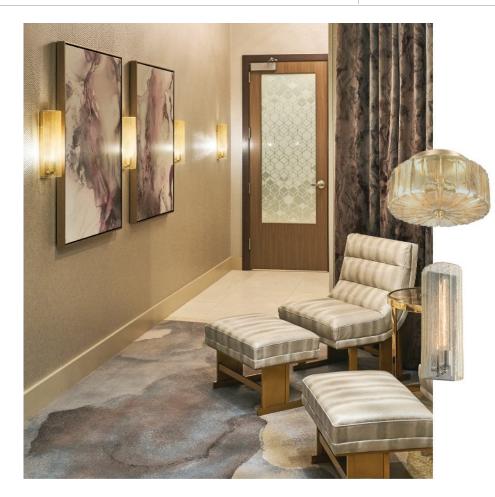
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NOVEMBER

1

NEWH/Atlantic City-Philly Thirsty Thursday

NEWH/Los Angeles Founding Board Meeting

NEWH/South Carolina Region Annual Turkey Bowl

3

NEWH/Las Vegas Community Service Event

NEWH/Washington DC Metro Heart Walk

5

NEWH/San Francisco Bay Area Board Meeting

6

NEWH/Atlantic City-Philly Board Meeting

NEWH/Dallas E3 Charrette

NEWH/New York Board Meeting

NEWH/North Central Board Meeting

7

NEWH/Hawaii Region Scholarship Awards and Hotel Tour

NEWH/Sunshine Board Meeting and Sundowner

8

NEWH/Arizona Honors Fundraising Event

NEWH/Rocky Mountain Student Speed Mentoring

NEWH/South Florida Board Meeting/Strategic Planning

10

NEWH International Board of Directors Meeting New York

11

NEWH/New York Product Runway Fundraising Event

11-12

BDNY – Boutique Design Trade Fair New York bdny.com

12

Gold Key Awards for Excellence in Hospitality Design New York bdny.com/goldkey

15

NEWH/Atlantic City-Philly Community Service Event

NEWH/Houston Fundraiser/Scholarship Gala

NEWH/Vancouver Region Scholarship and TopID Awards Night

20

NEWH/Houston Community Service Event NEWH/Toronto Tour

29 NEWH/Las Vegas Tour and Mixer

NEWH/Northwest Member Appreciation Event – Seattle

DECEMBER

4 NEWH/North Central In the Spirit Event

NEWH/San Francisco Bay Area Holiday Event

5

NEWH/Houston Networking Event and Toy Drive

NEWH/Rocky Mountain Bowling Event

NEWH/Sunshine Board Meeting and Toy Drive Sundowner

6

NEWH/Atlanta Gala Fundraiser NEWH/Atlantic City-Philly Thirsty Thursday

NEWH/Los Angeles Founding Board Meeting

NEWH/Northwest Member Appreciation Event – Portland

11

NEWH/Dallas Holiday Tour

NEWH/New York Board Meeting

NEWH/North Central Board Meeting

13 NEW/

NEWH/Las Vegas Holiday Soiree

NEWH/Memphis Mid-South Region Holiday Event

18 NEWH/Atlantic City-Philly Board Meeting

NEWH/New York Toasty Tuesday

JANUARY

11–13 DOMOTEX Hanover, Germany domotex.de/home

20-22

BITAC F&B Nassau, Bahamas bitac.net

23-25

SURFACES Las Vegas 10times.com/surfaces

27–31 Winter Las Vegas Market Las Vegas lasvegasmarket.com

28-30

ALIS Los Angeles alisconference.com

FEBRUARY 2019

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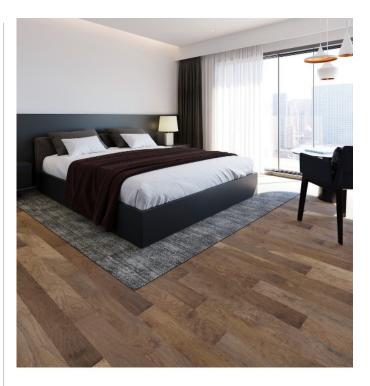
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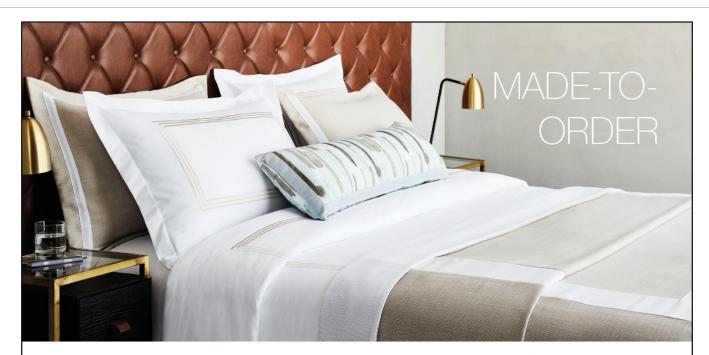
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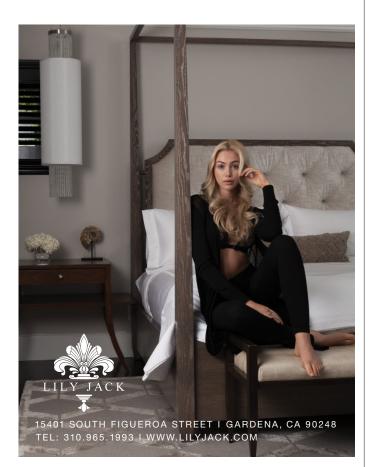
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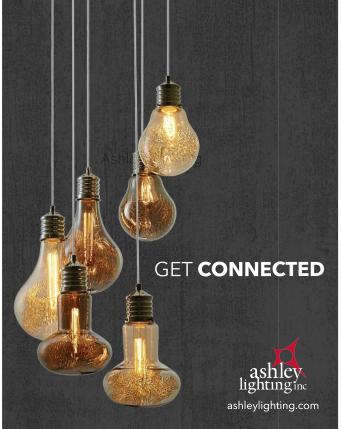
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THURSDAY, FEBRUARY 7		SATURDAY, FEBRUARY 9	
Noon – 6:00 pm	NEWH Product Showcase	9:00 – 9:15 am	Welcome
3:00 – 4:00 pm	Students Mix & Mingle	9:15 – 10:00 am	Keynote: Nirvan Mullick
6:00 – 8:00 pm	Opening Reception	10:00 – 11:00 am	NEWH TopID: Stories Behind
FRIDAY, FEBRUARY 8			Their Projects
8:45 – 9:00 am	Welcome	11:15 am – noon	Breakout Sessions
9:00 – 9:45 am	Keynote: David and Jonah Stillman	12:30 – 1:45 pm	Lunch & Closing Remarks:
9:45 –10:30 am	Discussion by International Hospitality Leaders		Culinary Influences in Hospitality, a panel discussion
10:45 – 11:30 am	Breakout Sessions	2:00–3:30 pm	Social Media Toolbox II with
12:00 –1:45 pm	Scholars & Awards Luncheon		Beth Becker
2:00 – 5:15 pm	Breakout Sessions	2:00 – 5:00 pm	Saturday Adventures
3:45 – 5:15 pm	HD/NEWH Owners' Roundtable	6:00 pm	South Florida Social
5:30 – 6:30 pm	VIP Cocktail Reception		

See full details at newh.org/2019-leadership-conference

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6:30 – 8:00 pm **Open Cocktail Reception**

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Ulster Carpets is delighted to have worked with Duncan Miller Ullmann to bring their exciting creative vision alive at BDNY.

Experience it for yourself at the Rooftop Garden Party, Booth 1757

<u>FABRICUT</u>[®] ONTRA

In 2018, Fabricut focused on performance fabrics. It introduced its Sunbrella Contract Performance collection and new collections with FibreGuard and Inside Out performance technologies; and collaborated with designer, author, and blogger Justina Blakeney on Jungalow, a performance collection for interior and exterior applications. Fabricut is also dedicated to philanthropic work, with longstanding commitments to the American Cancer Society, American Heart Association, American Diabetes Association, and the Community Food Bank of Eastern Oklahoma.

As a key corporate partner of NEWH, and continuing the legacy of the late Harvey Nudelman, the company provides support and participation at the national and local chapter levels. Through consistent networking and opportunities to engage with industry professionals nationwide, it has built meaningful connections at regional trade shows and chapter events that have resulted in project specs and orders.



PKaufmann Contract plans to close the year out with a bang with the introduction of its Roller Shades at BDNY, which will offer antimony- and phthalate-free options. The company is also proud to be a founding member of material sampling platform Material Bank, which launched this fall, making its products and solutions more accessible than ever. As an NEWH partner, PKaufmann gains invaluable insight and perspective from its events and resources, and its sales associates especially benefit from the relationships and sense of connection to the industry and local communities

fostered through the programming. It is honored to support NEWH's work nurturing the next generation of designers through scholarships.

THE ROBERT ALLEN DURALE GROUP

It's been a transformative year at Robert Allen Duralee Group (RADG)—between groundbreaking new collection launches to a major merger, the brand has seen many exciting changes. "As we settle into our expanded roles here at RADG, our fresh brand identity presents a plethora of creative opportunities to bring new product to market," explains Kerry Galloway, president of RADG contract business. Debuting earlier this year was one such contract collection, Common Roots. Winner of the IIDA Award at HD Expo, the comprehensive textile line is highly curated, both through color palette and pattern play finding inspiration through raw materials. The exclusive collection tips its hat toward the Bauhaus movement and Scandinavia's sweeping sensibility. "We have been given a chance to reshape and redefine how our clients experience new product collections," says Galloway. "It's our goal to continue to wow them."



This year marked Séura's 15th anniversary. Over the years, the vision of founders Tim and Gretchen Gilbertson has remained the same: bridging the gap between design and technology. The company's Alexa mirror, which it introduced this year, does just that. From the convenience of their hotel rooms, guests are able to ask Alexa questions they would typically ask a hotel operator. Alexa answers with responses personalized by the hotel and routes requests to the staff as necessary.

Séura's commitment to quality comes with the ongoing challenge of offering low prices and finding ways to reduce costs without compromising on design, quality, or service. In response, Séura launched its Select line of lighted mirrors, a valueengineered, opening pricepoint product line that is still manufactured in Séura's Green Bay, Wisconsin facility. The company has successfully avoided Chinese tariffs by sourcing majority of materials domestically and manufacturing products in Green Bay.

shaw hospitality™

collaboration with Rockwell Group.

Shaw Hospitality has had an eventful year, launching Canvas, a custom dye-injection technology that allows designers to create hi-res broadloom flooring; Synchronize, a collection made from Canvas broadloom, colorpoint, and carpet tile; and Natural Choreography, its first hard-surface product for hospitality, in

Shaw's parent company, Shaw Industries, recently announced its global carpet manufacturing is now carbon neutral—an accomplishment achieved first by reducing energy consumption, then switching to cleaner fuels, producing renewable energy at its own facilities, and incentivizing additional renewable energy and usage through the purchase of renewable energy credits.



Summer Classics Contract recently completed an installation for the Grand Hotel Resort & Spa, Autograph Collection, in Point Clear, Alabama. Additional project highlights include Great Wolf Lodge in Texas and Stanwich Country Club. It also announced an exclusive furnishings agreement with Pursell Farms, a 3,200-acre destination resort in Sylacauga, Alabama.

The company also recently made the switch to a new solar panel energy system at its corporate office in Birmingham. The newly installed solar panels will produce up to 70 percent of the electricity usage for the 500,000-square foot building, housing 220 employees, the company's cushion production facility, retail showroom, and warehouse.

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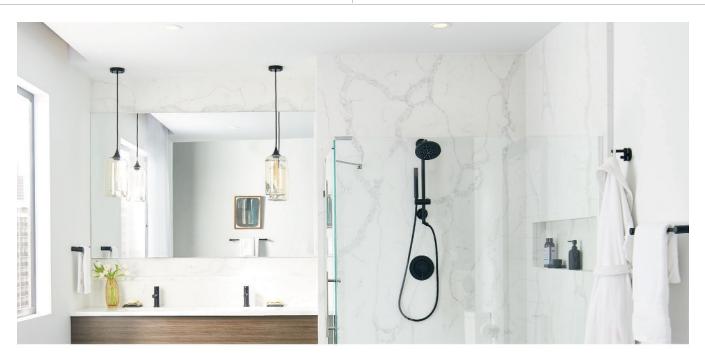


Learn how your NEWH Chapter/Regional Group can sponsor a BrandED event. Debbie McKelvey, NEWH BrandEd Chair: <u>DebbieMcKelvey@bernhardt.com</u> or Jena Seibel: jena.seibel@newh.org | 800.593.NEWH (6394)





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