Rich Products Corp. and former Buffalo Bills player and National Football League Hall of Fame member Joe DeLamielleure were among the honorees at the Niagara University College of Hospitality and Tourism Management’s sixth annual convocation on Oct. 25, 2006, in Alumni Chapel.

Family owned since 1945, Rich Products is a food-service company known around the world as a leading desserts and bakery supplier to the in-store bakery and food-service segments of the food industry. The company is currently doing business in 75 countries and has subsidiary operations in China, Korea, Mexico, Brazil, The United Kingdom, South Africa and India.

Accepting the award were three division presidents who have worked closely with the college: Jean Covelli, The Travel Team; Jon Dandes, Rich Baseball Operations; and Richard Ferranti, Rich International Group.

Joe DeLamielleure is currently a member of the advisory board for the City of the Children of Matamoros A.C., a home for abandoned children in Mexico. He is also the president and CEO of Joe D. Stretch Bands. DeLamielleure played 13 seasons in the NFL, nine of them with the Buffalo Bills. He was named to six Pro Bowls, anchoring the Bills’ famed “Electric Company” offensive line. A member of the 1970’s All-Decade Team, DeLamielleure was inducted into the Pro Football Hall of Fame in 2003.

Convocation honorees gather with the Rev. Joseph Levesque, C.M., NU president, and Dr. Gary Praetzel, dean of the College of Hospitality and Tourism Management, for a photo before the event.

This was another outstanding year for the College of Hospitality and Tourism Management. Enrollment surged from 350 students to over 400 students. The career fair grew from 30 to 40 companies, representing the best of local, regional, national and international employers. The annual alumni Career Day program gets better each year and the mentorship and shadow programs continue to help our students. The annual College of Hospitality and Tourism Management Convocation brings the best industry leaders to campus.

Eddie Friel, an Irishman who led the revitalization of Glasgow, Scotland, through tourism and who is perhaps the world’s foremost expert in destination marketing, is serving as “expert-in-residence” for three years in the college. His character is as great as his competency.

The college was awarded grants totaling over $1 million in the past 12 months due to the ongoing generosity of the Statler and John R. Oishei foundations. Several individual donors and friends continue to support our college as well, making a difference in the lives of our students.

The innovative Lake Como work-abroad and student-exchange program continues to build a closer relationship between our two regions. The Hospitality Training and Research Center provided a training program for managers of the world-renowned Villa d’Este hotel and the three other owned/managed properties of Villa d’Este S.p.A. The hoteliers and Italian exchange students are like family to us — truly special people.

In the 2005-’06 year the college completed its self-study in preparation for a site team visit by the Accreditation Commission for Programs in Hospitality Administration. The college received an extremely favorable report by the team during its November 2006 reaccreditation visit. The college, initially accredited in 1993, was the seventh hospitality and tourism program accredited in the country.

On the negative side, we lost two irreplaceable friends: Robert Blanchard and George Justus. Each of them greatly shaped what our college is today and we owe them so much. The joy we have is in what they have contributed along with our faculty, alumni, advisory members, friends, and industry leaders to bring world-class opportunities to our students. It is exciting and energizing to see the professionalism in our students and the best in the industry career opportunities they are receiving. Being around them is pure joy. It doesn't get any better than this.

Thank you for changing the lives of our students.

Nancy Johnson, executive vice president for full service brands worldwide for Carlson Hotels Worldwide (center), is pictured with Dr. Bonnie Rose, NU’s executive vice president/academic vice president and Dr. Gary D. Praetzel, dean of the College of Hospitality and Tourism Management. Johnson, who is also the founding chair of the Women’s Council of the American Hotel and Lodging Association, spent an entire day on campus in the spring semester speaking in classes. The Carlson Companies has a hospitality partnership agreement with Niagara University. Carlson Hotels Worldwide is the ninth largest hotel company in the world.

**CAREER FAIR ATTENDEES**

| AAA Western and Central New York | Niagara Tourism & Convention Corp. |
| American Airlines | Niagara University — Graduate Admissions |
| Beaver Hollow Conference Center | NU Athletic Marketing Department |
| Buffalo Bills, Inc. | Red Roof Inns |
| Buffalo Bisons / Pettibones Grille | Rolling Rock Club |
| Buffalo Lodging Associates | Scott Enterprises |
| Buffalo Niagara Convention & Visitors Bureau | Seneca Niagara Casino & Hotel |
| Carlson Hotels Worldwide and TGI Fridays | SENTRY Hospitality |
| Carnival Cruise Lines | Sheraton Hotels of New York |
| Chevy Chase Club | Starbucks Coffee Company |
| Delaware North Companies Parks & Resorts | The Carlyle, A Rosewood Hotel |
| Disney Internship College Program /American Hospitality Academy | The Country Club of Rochester |
| Enterprise Rent - A - Car | The Leading Hotels of the World, Ltd. |
| Four Seasons Hotels and Resorts | The Park Country Club of Buffalo |
| Hart Hotels Inc. | The Sagamore |
| Hyatt Hotels & Resorts | The Travel Team Inc. |
| Marriott International | United States Sports Academy |
| Nemacolin Woodlands Resort | Waldorf Astoria |
| New York State Club Managers Association | Watkins Glen International |
| Wyndham Hotel Group |
Other honorees include:
Wolf H. Hengst, president of worldwide hotel operations for Four Seasons Hotels and Resorts, who received the Lifetime Hotelier Achievement Award. Hengst has been with the company since 1978, when he first served as opening general manager of Four Seasons Hotel in Washington, D.C. From 1981 to 1991, while based in Houston, he opened a number of Four Seasons hotels in the state before becoming corporate vice president, hotel operations. He then spent six years in Hong Kong as president of Regent International Hotels, at that time a Four Seasons subsidiary. Four Seasons Hotels and Resorts is consistently ranked as the top lodging brand worldwide in the quality segment of the market. Its hotels traditionally dominate in rankings of hotels and resorts conducted by independent organizations like Conde Nast.

Hengst has strongly supported education wherever he has worked.

Roger J. Dow, president and CEO of Travel Industry Association of America, received the Travel Industry Leadership Award. Dow represents and speaks for all segments of the U.S. travel and tourism industry in promoting and facilitating increased travel to and within the United States. Roger Dow is the face of U.S. tourism to the world. He is relentless and tireless in promoting our country as a destination, demonstrating the impacts of tourism on the economy. At the same time, studies by TIA show that international visitors gain a very favorable impression of the United States and if the country wants to improve its global image, dollars spent on tourism are a wise investment. Roger Dow also had a long and distinguished career at Marriott.

Global Hyatt Corp. also received a Company-of-the-Year Award. Accepting the honor was Jerry B. Lewin, senior vice president – field operations, Eastern region, and a highly respected industry leader who values education. There are 215 Hyatt hotels and resorts in 43 countries around the world, operating under the Hyatt, Hyatt Regency, Grand Hyatt, and Park Hyatt brands. Currently, there are an additional 38 Hyatt hotels and resorts under development, including 13 new hotels in China. Hyatt Corp. (domestic U.S., Canada and Caribbean hotels) and Hyatt International Corp. (international properties) are subsidiaries of Chicago-based Global Hyatt Corp. Global Hyatt Corp. is also the owner of Hyatt Vacation Ownership Inc. (timeshare), Hyatt Equities L.L.C. (hotel ownership), and U.S. Franchise Systems Inc., which franchises Hawthorn Suites, Microtel and America’s Best Inns. Hyatt Hotels and Resorts have been a long and invaluable partner of the college.

When the college was developing its career fair, it turned to Hyatt’s college recruitment division for guidance. The ongoing support provided the college through the Buffalo Hyatt Regency, the Park Hyatt Toronto, and the corporate office is extraordinary.

CRUISIN’ — Kris Bradshaw, assistant to the dean of the College of Hospitality and Tourism Management (front row, second from right) and Pat Navarroli, secretary to the dean (back row, second from left) are pictured on a January cruise with the students who participated in the college’s annual Carnival Cruise Course.

EXPLORING CHINA’S EDUCATIONAL MARKET

On May 1, the College of Hospitality and Tourism Management hosted a delegation from one of the most prestigious universities in China, Xiamen University. The delegation, headed by the associate dean of the College of Business at Xiamen University, included three professors from its hospitality and tourism program. The purpose of the visit was to explore articulation agreements, student and faculty exchanges, study-abroad programs, and research partnerships. A major point of discussion was possible membership in The Leading Hotel Schools of the World, a joint venture of The Leading Hotels of the World, Niagara University, and The Hotel School The Hague that now includes 10 member schools. Dr. Deborah Curtis, director of the college’s Hospitality Training and Research Center and director of the Americas Research Center, discussed membership requirements with the delegation.

This visit is the result of a series of efforts by Dr. Zongqing Zhou, associate professor of hospitality and tourism management, who came originally from China, and continues the college’s long tradition of innovation in international programs. In 1987, it started a major-based study-abroad program in Engelberg, Switzerland, and Strasbourg, France. In the past four years it launched a work-abroad program in Lake Como, Italy, that brings 10 students from the University of Insubria to study at Niagara University; and the Leading Hotel Schools of the World initiative. In 2002, Dr. Gary Praetzel, dean of the college, and Zhou went to China for a fact-finding trip to get a first-hand look at China’s tourism education market. In the following years, Zhou was frequently invited to lecture and conduct seminars in several universities in China, including Xiamen University.

According to the World Tourism Organization, China is going to be the number one tourism destination by 2010. Given the extraordinary economic growth in China and its booming tourism industry, the college will strengthen its program and create greater job opportunities for its graduates through developing programs in China.
A FEW MINUTES WITH EDDIE FRIEL: A WORLDWIDE EXPERT ON DESTINATION MARKETING

Editor’s note: The John R. Oishei Foundation awarded Niagara University a $600,000 grant to implement the Buffalo Niagara Cultural Assets: Research into Action Initiative. As part of the project, Eddie Friel was brought to Niagara University as an “expert-in-residence.” Friel, a native of Londonderry, Northern Ireland, has spent more than 35 years in both the public and private sectors of the tourism industry in the United Kingdom, the United States, and in Canada. He officially joined the College of Hospitality and Tourism Management and its Hospitality Training and Research Center on Jan. 2.

As part of the Oishei Foundation grant, you’ve been invited to be an “expert-in-residence” at Niagara University for the next three years. What does that entail?

The title is somewhat intimidating as it appears to promise much. Having moved 18 times, I would have been more comfortable with “expert-in-residences.” Maybe I should consider being a realtor. My wife, Eleanor, refers to us as professional gypsies! However, I understand that the designation “expert” is a job title and not a job description.

What are your goals for your time here at NU?

To work with the excellent faculty and staff at NU to add value to the efforts of the arts and cultural tourism organizations in the Buffalo/Niagara region, and hopefully to increase awareness of the importance of tourism as an engine of economic recovery.

You once said that your proudest career accomplishments were “being asked back.” What does being asked back to NU mean to you?

Well, I hope it is not to apologize for my last visit! It is not only a great honor, but also a kind of homecoming for me insofar as the values and standards of Niagara University are those my parents instilled in me and those which I continue to aspire to, but consistently fail to achieve. In today’s secular society, Niagara University is providing a foundation for young people that will sustain them throughout their lives. There is no better way to spend the rest of one’s life.

How are tourism issues in America different from those in Europe? How are they similar?

The biggest single difference is one of scale in relation to the internal market in the United States. At present, I understand the percentage of Americans holding a passport is 21 percent, although that is likely to change given the proposed legislation. Americans have an enormous variety of choices about where to travel within the United States 365 days a year. However, we are now living in a global marketplace where every destination is competing for the discretionary dollar.

There are many more destinations adding their voices to the clamor for attention (e.g., China, the Eastern European countries, etc.), proving that no destination has the divine right to be visited, but instead demonstrating that there will be a growing demand for professional place marketing and branding strategies.

The mechanisms for government intervention are different in the United States, where you have political appointees to senior positions rather than professional executives with proven track records in the required disciplines. I suspect such a system is fraught with opportunity! I have always maintained the view that tourism should be apolitical, and although it should not be divorced from the economic strategy of the region it serves, the mechanism for delivery should be free to form the necessary partnerships that are vital to success.

What are those partnerships?

There are instances where the public sector is the best vehicle for delivering objectives, particularly in the area of social policy; on other occasions, the private sector is better equipped to deliver wealth creation. But there are many areas, particularly in tourism and the arts, where a partnership is the ideal way forward, and one must not forget the significant contribution of the voluntary sector, without whom many projects would fail. Building trust is critical, and this means being honest enough to recognize where the real skills and competencies for delivery of particular projects lie, and being prepared to stand back where necessary. There is nothing more destructive to economic regeneration than organizations wasting resources on “turf wars.” Too much concentration on political dogma can be the enemy of progress.

What similarities are there between Western New York and Glasgow? What are the differences?

Both regions have suffered the ravages of deindustrialization and have had to re-examine their strategies to compete effectively in a global “knowledge” economy. Every place is different and must be able to define its unique competitive advantage over others. Places are in the business of marketing the difference, which is their history, heritage and culture. The challenge is to organize the assets commercially into a purchaseable proposition that is easy for customers to buy. My initial impression is of too many organizations getting in each other’s way, and all purporting to do the same thing!

In 1990, Glasgow was named the “cultural capital of Europe.” Can you see WNY earning a comparable designation?

Yes, but there is still a lot that has to be done.

Such as?

Some excellent work has already taken place in renewing the tourism infrastructure in Buffalo, as well as repositioning the city using its design and architectural heritage. But there is an enormous opportunity to develop the...
If talent skipped my generation, it happily passed to the present. Our three sons (Edward, Greg and Eoin, pronounced Owen) have a variety of talents between them, but Greg is a professional musician. He is a singer/songwriter/producer who has written an album for a Scottish “boy band” (Pacific Avenue — www.Pacificavenue.co.uk), and I am reliably informed that they are going to be “big.” The album is scheduled for release soon. He has also written for other artists, and composes soundtracks for TV commercials and videos.

You were recently invested into the Order of the British Empire for your contributions to Scottish tourism. What kind of an event was it?
It was terribly grand and in some ways quite intimidating in that there are certain protocols to follow. I almost made a hash of it, but corrected myself just in time.

What happened?
The master-at-arms explains how you are to approach the queen and also how to take your leave. Having received your award, you are expected to take several steps backward, then bow and exit to your right. Rather than step backward, I almost turned immediately, but happily I recovered and exited correctly! I could almost hear my wife Eleanor’s sharp intake of breath!

And the queen and the Irishman got along well, did they?
Very well! The queen is most gracious, possessing that rare gift of making you feel that you are the only person in the room, and that you are having a quiet fireside chat. It was a most enjoyable experience.

STUDENT MATT KOZEL HELPS BOYS AND GIRLS CLUB
December 4, 2006
Dean Praetzel,
As a graduate of the College of Hospitality and Tourism Management I have grown to appreciate the importance of working with current students. I have gladly presented the past two years during Alumni Weekend and encouraged students to take advantage of establishing relationships with alumni. I am proud to say that one of your current students, Matt Kozel, hospitality and tourism student, ventured outside his area of study to work with me. As a Boys & Girls Club director, I am always looking for different ways to promote what we do to the local community. Matt used his knowledge and skills to develop an effective press release and promoted a special event to all the major news outlets in Buffalo. As a result, we held a successful Community Food Drive on Nov. 18, 2006, and we managed to collect 12 boxes of food for the Black Rock/Riverside Food Pantry. Matt from the beginning has been professional and will continue to assist us on future events this year. I have hope that you can share this letter with all of your current students so that they can realize no matter what kind of relationship you develop with alumni it can only help.

Sincerely,
Mr. Franco Balassone (2002 Graduate)
Director
Black Rock/Assumption Boys & Girls Club

COLLEGE RECEIVES $600,000 GRANT FROM OISHEI FOUNDATION

If a place is great to live in, it will be equally great to visit. Niagara Falls, N.Y., has fabulous potential, which currently appears to be frustrated.

You have been director of marketing and public relations and served as a board member for the Scottish Opera, you’ve been chairman of the Theatre Royal, you are founding director of the Glasgow International Jazz Festival, and you love opera. Does this love of the arts run in the family?
Yes, my mother was an actress and performed in most of Brian Friel’s plays back in Ireland. She also appeared in the BBC “Play for Today” series, in Jennifer Johnson’s “Shadows on our Skin.” My father was a singer with a great operatic baritone voice who was one of the first singers to perform on radio in Ireland. However, he chose not to pursue singing as a career — which was a shame given the quality of his voice — but I benefited from him being available and prepared to sing at home immediately upon request! I am totally without talent, but persuaded a Scottish radio station to allow me to contribute to a live radio program every Sunday evening for four years. I was anxious to promote opera and classical music to a wider audience, and I managed to interview many famous musicians and singers including Tito Gobbi, Mirella Freni, Vladimir Ashkenazy, and Paul Tortelier.

The John R. Oishei Foundation has awarded Niagara University a $600,000 grant to implement the Buffalo Niagara Cultural Assets: Research into Action Initiative. The project will enable the university to provide leadership for cultural tourism research, as well as industry training.

“Countless studies have been done in Erie and Niagara counties,” said Dr. Gary Praetzel, dean of the College of Hospitality and Tourism Management, “but Niagara University will be the leader in actually implementing programs to promote the cultural, historical, and heritage treasures in this region.”

Thomas E. Baker, president of the John R. Oishei Foundation, agreed. “The region has a pretty clear sense of what needs to be done. We have the assets, and we have people. We’ve been preparing for this for some time, and the foundation is pleased to support Niagara University’s excellent plan to help push forward.”

The four-year initiative includes Edward Friel as “expert-in-residence.” Friel, a native of Londonderry, Northern Ireland, has spent more than 35 years in both the public and private sectors of the tourism industry in the United Kingdom, the United States, and in Canada. “The funding provided by the
COLLEGE LOSES TWO GOOD FRIENDS

GEORGE R. JUSTUS
MARCH 9, 1939–AUG. 4, 2006

Much of the success realized by the College of Hospitality and Tourism Management since 1999 can be directly attributed to George Justus. He was our industry expert — the person who guided the college in shaping its focus on practical industry applications. He was the person who opened more doors to industry for this college than anyone else. As a dean new to the hospitality and tourism industry, I relied upon George to make industry contacts for us. George had me appointed to the Industry/Education Council of the American Hotel and Lodging Association and I found myself right away assuming a prime position on this group due to George’s influence.

One of the first things we did was to attend The Lodging Conference, an exclusive conference that includes the who’s who of the industry with the opportunity to speak one-on-one with presidents and CEOs of major lodging companies. George introduced me to conference organizer Morris Lasky who continues to help me today with industry contacts, filling partially the gaping hole left by George’s sudden death.

I can remember George saying at the first Lodging Conference we attended together that we need to establish a relationship with the Carlson Companies as they are such a “quality organization comprised of quality people.” This relationship began at The Lodging Conference with a meeting with Curtis Nelson that then spread quickly to Carlson presidents and vice presidents. In 2005, this relationship culminated in the signing of a hospitality partnership agreement between the Carlson Companies and Niagara University.

George had a sterling reputation in the industry. I can remember speaking to a major executive head hunter at The Lodging Conference who selected George as a finalist for president of a major lodging company. When George left me alone with this executive head hunter, he said to me: “You got the really class guy in the industry.” He was certainly right about that.

The game plan that the college followed for its growth path in 1999 was taken out of the playbook devised by George for Microtel’s growth. George served with Microtel from 1988 to 1995 as senior vice president and ultimately became president. He took the company from a concept to reality and created a buzz about the company by acting as if the company was a national company even though it was just an upstart with a relatively small number of properties open. In short, he positioned the company from the beginning on what he wanted it to be and those expectations became realized. We did the same thing with our college, positioning ourselves as a national and international leader before its time and quickly growing into that role.

Prior to 1988, George served as vice president of development for Cardinal Industries, which, at that time, was the second-largest builder in the United States, developing apartments, retirement villages, as well as the Knight Inn and Arbogate Inn chains.

George simply loved the college and its students. He lectured a number of times on campus and attended student functions, alumni functions, and chaired our Advisory Council. George helped our students develop the student-written Code of Professionalism, the guiding document for our students that helps to separate our program from other hospitality programs. He attended our receptions at the Waldorf-Astoria during the Hotel Show, sometimes attending the show more for this purpose than for conducting business. One time he gave all 30 NU students attending the show $100 to spend on dinner at a top-tier restaurant so that they could experience a true fine-dining experience. He was a recipient of the College’s Porrath Visionary Award, which is reserved for an individual particularly close to the program. His love and passion for the students and his guidance and mentorship are greatly missed. He was the consummate gentleman and a great friend.

ROBERT W. BLANCHARD
MARCH 10, 1934–DEC. 30, 2006

In 1983, Niagara University junior Debbie Curtis was among six students from throughout the United States who won scholarships to travel to Seoul, Korea, to attend the 53rd world conference of the American Society of Travel Agents. It proved to be one of those life-altering experiences, but for reasons other than the obvious. It wasn’t so much the conference as it was meeting Robert W. Blanchard that helped to shape her career.

When their paths crossed again after Blanchard was hired, in 1987, to head NU’s Institute of Travel, Hotel and Restaurant Administration, he exhibited the same qualities that left such an initial impression on the young student.

“It was 1987 or 1988, and I was speaking at an industry meeting,” recalled Curtis, who was then working in the hotel industry. “He sensed that I was nervous, and was very encouraging and helpful. He really made me feel comfortable.”

As the years passed, Blanchard continued to mentor Curtis in her career and in her pursuit of a doctoral degree, telling her at one decision point, “Hold on, I have a D.C. (Debbie Curtis) plan.”

The plan eventually evolved into her replacing him at NU’s Hospitality Training and Research Center, which she now directs. After leaving his post as director of the ITHRA in 1996, Blanchard returned to the university in 2001 for two years to launch the college’s Center for Community Economic Development through Hospitality and Tourism, now the Hospitality Training and Research Center. Before returning to NU, he chaired the hospitality department at Johnson & Wales University’s Charleston, S.C., campus.

“Bob was a very positive man who was interested in everyone else. He was very generous with his time and advice,” Curtis recalled fondly.

Even after he was diagnosed with a brain tumor at Thanksgiving time, Blanchard, 72, remained his usual positive self. “I talked to Bob a couple of weeks before he died, and he asked about my husband and how our four kids were doing. The way he carried his life was very impressive,” she said, adding that she has told her current students about the wonderful example he set for others in life and in death.
Robert Blanchard and Dr. Gary D. Praetzel, dean of the College of Hospitality and Tourism Management, remained close friends from Bob’s first day on campus in fall 1987 until his death on Dec. 30, 2006, at his home in Campobello, S.C. “Bob was not only a mentor to me, he was my best friend. When I was writing the $1.5-million John R. Oishei grant in 2001, which helped transform the College of Hospitality and Tourism Management, I wrote Bob into the grant as the director of college’s newly created center and the person responsible for launching the Leading Hotel Schools of the World initiative. This grant, along with the $1.5-million Statler Foundation grant, marked the turning point for our college. Bob was the person that I leaned on to implement these two key initiatives.”

Praetzel noted that Blanchard opened the world to him, involving him with Schiller International University in 1993, and helping him launch undergraduate and graduate programs in London starting in summer 1994. Praetzel recalls how Blanchard helped a student from the Caribbean launch her own international career. “I can still visualize a very frightened student from Trinidad camped out on the red leather — make that nagahide — couch in the old ITHRA office suite in St. Vincent’s Hall. She came from Trinidad to study hospitality at the graduate level at Niagara. When she left home she thought she had a scholarship. When she arrived at Niagara she found out that she didn’t have one. Without scholarship money it meant returning to Trinidad, living with her mother, and spending her life caring for her. Bob moved mountains and somehow got a scholarship for her. Without scholarship money it meant returning to Trinidad, living with her mother, and spending her life caring for her. Bob moved mountains and somehow got a scholarship for her. The student eventually received her MBA from Niagara and then went on to earn a doctoral degree. She now teaches hospitality and tourism at a major university in the United States. Without Bob she would have ended life the way she started life.”

During his tenure at NU, Blanchard developed the study-abroad program with Schiller International University campuses in Strasbourg, France, and Engleberg, Switzerland. In 1993, he was recognized by Schiller, which awarded him the honorary degree of Doctor of Humane Letters for his leadership in education and community service. That same year, he was honored for his work in hospitality education by the New York State Department of Economic Development. In 1995, he was a gubernatorial appointee to the first White House Conference on Travel and Tourism. He also served for a time as chairman of the Niagara Falls Convention and Visitors Bureau.

“Bob brought respect to ITHRA when he assumed the directorship in 1996,” Praetzel said. “He had a tremendous reputation with industry on a national basis, developed through an outstanding industry career and an academic career that was closely aligned with industry,” Praetzel said. “Bob put us on the track to become a leading national and international program in hospitality and tourism.”

Blanchard was very proud of his work with the Statler Center in Buffalo, where he developed a 13-week curriculum to prepare individuals who are blind, visually impaired, or physically handicapped for work in the hospitality and tourism industry. Blanchard involved both Curtis and Praetzel in the work of the Statler Center at its inception some eight years ago and both have maintained a close working relationship with this organization. He continued this work in South Carolina until his death.

Blanchard is survived by three daughters, two sons, and 12 grandchildren. A memorial service was held Jan. 13 at the United Methodist Church in Landrum, S.C. Expressions of sympathy can be sent to Marianne, his wife of 50 years, at 23 Royal Troon Drive, Campobello, S.C. 29322.

Bob Blanchard and Debbie Curtis at the 2004 Leading Hotels of the World annual convention in Palm Beach, Fla.

Interested in recruiting highly qualified students for full-time, part-time and summer jobs, or internships within your organization? Then plan to exhibit at the annual Hospitality and Tourism Career Fair on Monday, Feb. 11 at Niagara University. Contact gdp@niagara.edu for more information.
When freshman entering into the College of Hospitality and Tourism Management decide on a concentration for their area of focus in hospitality, tourism and sport management, they traditionally think of hotels, commercial restaurants, convention centers, conference planning and professional sport franchises. Until the past two years, few had ever given thought of a career in the private club industry. Because of their exclusive memberships, not-for-profit status, and ability to command substantial initiation fees and monthly dues, private clubs often afford graduating seniors unique and potentially lucrative careers they may not have previously considered.

This is where the Club Managers Association of America comes in. Established in 1927, CMAA is the professional association for managers of membership clubs. With close to 7,000 members across all classifications, CMAA members manage more than 3,000 country, city, athletic, faculty, yacht, town and military clubs. The objectives of CMAA are to promote and advance friendly relations among persons connected with the management of clubs and other associations of similar character; to encourage the education and advancement of its members; and to assist club officers and members, through their managers, to secure the utmost in efficient and successful operations.

Undergraduate and/or graduate hospitality management majors enrolled in four-year accredited colleges or universities are eligible to apply for a CMAA student membership. CMAA recognizes its responsibility to assist students in gaining a better understanding of the club management profession and in selecting a career in this sector of the hospitality industry. There are currently 42 CMAA student chapters and colonies and more than 1,200 student members.

In March 2006, the college petitioned the CMAA national office for permission to start a probationary student chapter. The petition was approved on April 3, 2006, and colony status was granted to the 20 students and to associate professor Dr. Bill Frye, their faculty moderator. Through the ensuing year, the student colony held monthly business and educational meetings, attended educational sessions each month sponsored by the New York State Chapter of CMAA, engaged in fund-raising by selling popcorn and cotton candy at Niagara University home basketball and hockey games, served as hospitality volunteers at the 84 Lumber Classic Golf Tournament in Nemacolin Woods, Pa., and donated over 100 toys for the annual NYS CMAA Toys-for-Tots service project.

In February, 12 of the students accompanied Frye to the 2007 World Conference on Club Management in Anaheim, Calif. Students spent seven days attending educational sessions on all facets of club management, participated in a career and internship fair, engaged in multiple networking functions, interacted with 500 students from other CMAA student chapters, and experienced a unique lifetime opportunity of having Disney’s California Adventure theme park closed to everyone but the Niagara University students and other CMAA managers for five hours at night. It was experiential learning at its finest on The Twilight Zone Tower of Terror, California Screamin’ rollercoaster, and Disney’s Soaring’ Over California panoramic hang glider. Once the screams and dreams were over, it was back to the conference the next day for more educational sessions and networking. In conjunction with the World Conference, students also toured the Golf Industry Showcase, the largest exposition for golf course superintendents and golfing professionals.

In April, the Niagara University CMAA student colony hosted the New York state CMAA chapter’s monthly business meeting and educational session. The educational theme for the event was “Etiquette for Club Managers.” Scott Beahen, director of foodservice operations, and his students prepared a seven-course etiquette luncheon while students from the CMAA colony served veteran club managers. Etiquette expert John Bourdage guided the 50 participants through the nuances of dining with hard-to-handle foods, then gave a seminar on social graces. The student colony concluded the afternoon-long training session by presenting a 15-minute video highlighting their first year’s activities in CMAA. As the feedback from the participants was strong and encouraging, the student colony has been asked to host another educational session next April.

This summer 18 members and graduates of the student colony will head off to private clubs for internships and management opportunities. Some of the prestigious clubs students will be working at include: Chevy Chase Club, Rolling Rock Club, Country Club of Rochester, Country Club of Buffalo, the Rochester Yacht Club, The Park Country Club of Buffalo, Niagara Falls Country Club, and Aronimink Golf Club of Philadelphia.

Given the unequivocal support that the college has received from the manager members of the New York state CMAA chapter, as well as the abundant personally and financially fulfilling opportunities available to graduates in club management, the college is considering expanding the concentration offerings to include an option in club management. As the college’s enrollment has continued to grow, so too has interest in the career field of private club management. This past April, the student colony submitted its petition to CMAA to be recognized as a full-fledged student colony. Approval is expected in August with the charter conferred at the next World Conference on Club Management, scheduled for Feb. 2008 in Orlando, Fla. You can be sure that the college will be well represented at the awards ceremony.
Eighty percent of CMAA members’ clubs are golf and country clubs, while 13 percent are city clubs. Sixty-five percent are IRS classified tax-exempt-501(c)(7) organizations. Gross revenues equaled $14 billion for all clubs in 2007. Food and beverage revenues equal $4.5 billion. The average club gross revenue is $5.18 million. Clubs employ more than 289,821 people. Club payrolls equal $4.19 billion. Clubs raised $367 million for charities and gave a total of $6.4 million in student scholarships in 2007. Most of CMAA’s 50 chapters sponsor scholarship funds. The average club spends $1.05 million in the local community and $1.2 million within the state as a whole. Overall, club operations generate $3.32 billion for state economies around the country. A typical club pays $150,773 in property taxes.

\textit{Source: Club Managers Association of America}

**HOSPITALITY TRAINING AT THE VILLA D’ESTE**

In February, Dr. Deborah T. Curtis, the director of Niagara University’s Hospitality Training and Research Center, traveled to Lake Como, Italy, to provide her expertise training program at the five-star Villa d’Este hotel, one of The Leading Hotels of World and voted the number one spa hotel in Europe in 2006 by Travel and Leisure. The Villa d’Este hotel is also known for providing accommodations for famous musicians and movie stars such as Madonna, Michael Douglas, Paul McCarthy and many more. The training program consisted of management from the Villa d’Este and Villa LaMassa, both five-star hotels, and two other wonderful four-star properties, The Hotel Barchetta Excelsior and Palace Hotel.

Curtis had the opportunity to work with some of the most well-known hospitality people in the world, including the world-famous executive chef Luciano Parolari, who joined the Villa d’Este 40 years ago and is known for his specialty, risotto. Parolari established a cooking school back in the ‘70s which is now internationally acclaimed, and he travels frequently around the world lending his expertise. Curtis also had the opportunity to work with public relations manager Jean Govoni Salvadore of the Villa d’Este, who recently collaborated with Parolari to create the book “Tales of Risotto.”

The training program consisted of customized training for the hotels focusing on leadership and teamwork within the Villa d’Este group to create memorable experiences. It also helped to improve the hotel’s already outstanding levels of guest/employee satisfaction. The participants were impressed with the training and enjoyed working with members of management from other hotels comparing ideas.

Members had a number of wonderful things to say:

- “The workshop was relevant and useful to understand and compare the techniques used to train and coach staff, but also to get new ideas on how to implement ideas and suggestions.”
- “The instructor showed competence and knowledge and was able to involve people in working together.”
- “Everybody was pleased with the training and eager to take further courses.”
- “Keep up the good work! Compliments. Thank you.”

Curtis says she is looking forward to the next training program in Lake Como, again working with owner Jean-Marc Droulers, general manager Danilo Zucchetti, and their outstanding team of people.

Droulers was a key individual in establishing the college’s work-abroad program in Lake Como and the student-exchange program with the University of Insubria in Como. He has been a leader in working to infuse practical industry applications into the higher education classrooms in Italy. He was honored with the college’s Lifetime Hotelier Achievement Award in 2004.

The next stop for The Hospitality Training and Research Center: revenue optimization training in Florida and the Caribbean.

\textit{Alumnus Sue Stafford (back row, middle), pictured here during the November 2006 signing of an articulation agreement between Tompkins Cortland Community College and the College of Hospitality and Tourism Management, will become a full-time faculty member of the college’s hospitality program this fall. Stafford, who served as a consultant to TC3, was awarded the Chancellor’s Medal at TC3’s commencement exercises for outstanding work as an adjunct faculty member.}
Niagara University’s College of Hospitality and Tourism Management, in cooperation with the university’s Office of Continuing and Community Education, hosted a special etiquette dinner with John Bourdage, a member of the Guild of English Butlers, on March 20. The event was held in the Statler Dining Room located on the fourth floor of St. Vincent’s Hall, the university’s main classroom building.

In addition, a special benefit dinner for the Heart and Soul food pantry and kitchen in Niagara Falls took place on April 19. The college received the Partner in Ministry Award for its ongoing support of Heart and Soul.

A five-course food and wine pairing dinner which featured Spanish wines was hosted by Salvatore’s Italian Gardens restaurant on May 3. This fund-raising event for the college was made possible by the generosity of Burt Notarius, president of the Premier Group; Joe Salvatore; Tom Kitson of Southern Wine & Spirits of Upstate New York; and Joe Tacca and Vinnie Ferrone of Shaw-Ross International Importers. Through the generosity of Southern Wine & Spirits and Shaw-Ross, all wine for the event was donated. This event is extremely beneficial to the college because it helps raise money to implement its costly focus on practical industry applications.

This is the sixth year of the college’s interactive dining series, showcasing the culinary skills of guest chefs and student managers. Numerous student-run dinners, all with a different theme, were offered for the community with each of them selling out. “The dinner series is another example of why we are a leading national and international program in hospitality and tourism,” said Dr. Gary Praetzel, dean of the College of Hospitality and Tourism Management. “Our students receive great hands-on experiences and demonstrate their creativity in this dinner series.”

WARMING EXPERIENCE AT HEART AND SOUL SOUP KITCHEN

By Jennifer Filippelli, student

My experience working with the Heart and Soul soup kitchen as part of professor (Scott) Beahen’s advanced food production course was fun and rewarding. It was a pleasure to prepare the food and serve it at this annual fund-raising function held in April because all the people at this event were there for the same reason, and that was to give back to our community. All the staff of Heart and Soul soup kitchen was extremely helpful and welcoming. Working with Heart and Soul soup kitchen was an eye-opening experience to know that just one event, a day’s worth of help, can go a long way in helping many less fortunate people. Through this function I realized how special and essential this soup kitchen and pantry is to the Niagara Falls community. The level of poverty is great in Niagara Falls and that is why we were happy to serve a full house — 175 people — at this fund-raising dinner. We were proud when professor Beahen was honored with the Partner in Ministry Award by Heart and Soul. All seniors registered for professor (Steven) Siegel’s senior seminar class in the fall semester prepare and serve the Thanksgiving banquet dinner for new refugees to America through Journey’s End, a resettlement community in Buffalo. These are wonderful ways available to students in our college to volunteer their time and effort to help those who are less fortunate. As a graduating senior, I felt the Heart and Soul event was a special way to conclude my college experience at Niagara University.

COLLEGE HOSTS DINING EVENTS FOR COMMUNITY

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Adaco Services LLC, headquartered in Williamsville, N.Y., has made a donation of its flagship software and training services through alumnus, co-founder and former president Thomas Metzen, ’71, valued at $50,000, to the Niagara University College of Hospitality and Tourism Management to enhance its foodservice management program.

Adaco Eclipse™, the donated software, provides a complete procurement, materials management, and operational control system for handling food, beverage, and all other hotel items. The software has been installed in the college’s computer lab and will be an integral component of courses in foodservice purchasing, food and beverage cost control, and menu planning and commercial food production, according to Dr. Gary D. Praetzel, dean of the college. Dr. JaeMin Cha, foodservice management faculty member, will teach the courses.

“Adaco’s software gives our students an excellent platform to enable them to have a hands-on, real-world experience in their courses, while developing the skills demanded by the hospitality industry,” Praetzel said. Adaco has been very generous in providing training to Cha through both Patrick Welch, executive vice president of Adaco, and Adaco employee Adam Shine, a 2003 graduate of the college, notes Praetzel. Welch has also lectured extensively at the college in Cha’s classes.

Since 1985, Adaco has managed all aspects of the hospitality industry’s procurement and operations needs. Its procurement software is in use at more than 500 properties in 53 countries. The software and training donation adds an industry-leading technology platform to Niagara’s foodservice program and is one more example of how the nationally ranked college continues to bring the best in practical industry applications to its students, Praetzel said.

Dr. JaeMin Cha (right), foodservice management faculty member, and Dr. Gary Praetzel (left), dean of the College of Hospitality and Tourism Management, are pictured with Patrick Welch, executive VP and CEO of Adaco Services LLC.

OISHEI, CONTINUED FROM PAGE 5

Oishei Foundation provides an excellent platform on which to build for the future,” said Friel. “I am looking forward to working with all stakeholders in helping to create self-sustaining growth for the sector in the coming years.”

Friel is widely considered the person most responsible for the economic revival in Glasgow, Scotland, after the city lost its manufacturing base. He is a worldwide expert in place marketing, and has spent much of his consulting activities in the United Kingdom, Ireland, Eastern Europe, Western Europe, and China, making cities and destinations competitive.

“Eddie Friel has helped revitalize communities around the world, and the same can happen here given the cultural, historical, and heritage treasures in our region and the worldwide name recognition associated with Niagara Falls,” said Praetzel. The Buffalo Niagara Cultural Tourism Initiative responds directly to two serious unmet needs in Western New York and across the nation — high-demand occupation training and workforce retention and capacity building within cultural organizations.

The John R. Oishei Foundation’s mission is to enhance the quality of life for Buffalo-area residents by supporting education, health care, scientific research and the cultural, social, civic and other charitable needs of the community. The foundation was established in 1940 by John R. Oishei, founder of Trico Products Corp. The John R. Oishei Foundation in 2001 provided the college with a $1.5-million grant that helped it develop its focus on practical industry applications. This grant, along with a matching grant from the Statler Foundation, provided the nationally ranked college with the resources to become a leading national and international program in hospitality and tourism.
KEIM WINS $5,000 SCHOLARSHIP

Michelle Keim, Churchville, N.Y., a recent graduate of Monroe Community College, Rochester, who is a junior in NU’s College of Hospitality and Tourism Management, has been awarded one of two $5,000 academic scholarships by the New York State Hospitality & Tourism Association’s Education Foundation.

The goal of the scholarship program is to assist students in continuing their education in the hospitality field. It helps finance the cost of tuition and this is important, says Dr. Gary D. Praetzel, dean of College of Hospitality and Tourism Management, who notes that “95 percent of the students attending Niagara University receive financial aid.”

Keim, who was picked by a panel of judges who reviewed applications from across the state, met the pre-established criteria and the judges thought her to be an exceptional representative of the future of the hospitality industry.

“Ms. Keim was one of two students statewide to receive this hospitality and tourism scholarship,” said Daniel C. Murphy, NYSHTA president. “The judges were impressed with her academic successes and her desire to continue toward a college degree in hospitality and tourism.”

NYSHTA, NU GIVEN EXCELLENCE AWARD BY EMPIRE STATE SOCIETY OF ASSOCIATION EXECUTIVES

The New York State Hospitality and Tourism Association and Niagara University were selected by the Empire State Society of Association Executives as the 2006 ESSAE Association Excellence Award recipients in the meetings/special events category. The NYSHTA’s collaborative partnership with the college was selected because of “its excellence as a benchmark for other associations to model when developing such programs.” The award was given to NYSHTA and Niagara University at ESSAE’s annual meeting and awards banquet in February.

The award recognized the work the two organizations did to develop a new silent auction for the association’s annual conference. The association partnered with a group of NU students on the idea, which was to raise money for the Fred and Gertrude England Hospitality Education Foundation, the educational arm of NYSHTA, for minimal cost.

NU students did all the planning, solicitation, set-up, and operation of the event. Under the students’ direction, the silent auction raised the most money ever for the foundation’s scholarship fund.

NOTARIUS, WINE DISTRIBUTORS AND SALVATORE HELP COLLEGE

Three hundred people completely filled one of the lavish banquet rooms at Salvatore’s Italian Gardens restaurant on May 3 in support of the students of the College of Hospitality and Tourism Management. The Premier Group, through its president Burt Notarius; the College of Hospitality and Tourism Management; and the Office of Continuing and Community Education at Niagara University sponsored, “A Night in Spain,” a food and wine pairing dinner featuring Marques de Riscal wines with a menu specially created by Joe Salvatore to raise funds in support of the college’s practical industry applications focus. This focus, which differentiates the college from other similar programs, is expensive to implement. For example, the college sponsors eight to 10 major industry excursions a year, brings to campus international leaders in the hospitality/tourism industry, offers a cruise course with Carnival Cruise Lines, and makes available each year an industry-acclaimed work-abroad/student exchange program in Lake Como, Italy.

Through the efforts of Notarius the wine for the event was donated by Tom Kitson, Buffalo-area wine manager of Southern Wine and Spirits of Upstate New York; Vincent Ferrone, vice president and Eastern division manager of Shaw-Ross International Importers; and Joe Tacca, New York state regional manager of Shaw-Ross. Mario Vitale, the U.S. sales manager for Marques de Riscal, discussed the wines and why they were paired with particular dishes. Vitale also described the one-of-a-kind destination hotel at the Marques de Riscal winery in Spain designed by world-renowned architect Frank Gehry, who also designed the iconic Guggenheim Museum in Bilbao.

The college is deeply appreciative of the outstanding generosity provided by Vincent Ferrone, Tom Kitson, Burt Notarius, Joe Salvatore, Joe Tacca, and Mario Vitale in helping our students. With Joe Salvatore’s son, Nicholas, completing his first year in the College of Hospitality and Tourism Management, we look forward to our third wine and food pairing dinner on May 1, 2008, at the elegant Salvatore’s Italian Gardens Restaurant. Mark your calendar today and contact the College of Hospitality and Tourism Management for further information about this purely social and fun evening without any speeches.
COLLEGE RECEIVES STATLER GRANT FOR PRACTICAL INDUSTRY APPLICATIONS

Niagara University’s College of Hospitality and Tourism Management received a $202,000 grant from the Statler Foundation in December 2006 to support the college’s focus on practical industry applications.

The grant funds various activities, including support for student attendance at two of the largest annual hospitality industry events: the International Hotel/Motel and Restaurant Show in New York City and the National Restaurant Association Show in Chicago. It also reinforces the college’s practical industry focus through a visiting-experts program, allowing Niagara University to bring top lodging executives to campus to work with students to better prepare them for hospitality careers.

“The hospitality and tourism industry respects our college for understanding and addressing its needs and for providing them with students that are well prepared to assume leadership positions,” said Dr. Gary Praetzel, dean of the College of Hospitality and Tourism Management.

The grant will also help in the creation of student consulting teams, which will work under the direction of high-level lodging executives to analyze projects at particular properties or corporate headquarters.

The grant also allows the college to expand its international offerings to develop joint degree and other cooperative programs with partner schools of The Leading Hotel Schools of the World in Lima, Peru, and Bad Honnef, Germany. The college’s unique work-abroad program in Lake Como, Italy, that includes a student-exchange component, has earned the respect of industry leaders, further establishing the college as an innovator in international education.

Furthermore, the grant allows the college to develop and expand new offerings in educational and training programs for industry through its Hospitality Training and Research Center. Early fruits of this funding have been seen already when, in February 2007, a training program was provided for managers of the world-renowned Villa d’Este in Lake Como and the three other owned/managed properties of Villa d’Este, S.p.A., in Italy.

The Statler Foundation is a Buffalo-based philanthropic organization that supports the training and education of individuals in the hotel industry. The foundation has been a long-standing donor, providing the college with $200,000 in student scholarship funds each year. The Statler Foundation’s $1.525 million grant in 1999 was the largest private foundation grant in Niagara’s history. The foundation has also funded the college’s computer hardware purchases for its dedicated computer lab since 1987. The Statler Foundation is the backbone of the College of Hospitality and Tourism Management.

LODGING CONFERENCE THROUGH THE EYES OF STUDENT SARAH PIKUL

It is billed as the premier conference for the lodging industry. Student Sarah Pikul soon found out why as she was one of five student representatives who attended the conference from Sept. 18-21 for leading decision-makers in the lodging industry. This year Niagara University was designated as one of five schools to send a student representative to The Lodging Conference. All of Pikul’s expenses were paid through the generosity of conference organizers Morris Lasky and Harry Javer, plus a special AH&LA scholarship.

The Lodging Conference was held at the Biltmore Resort and Spa in Phoenix, part of the Waldorf=Astoria Collection.

Pikul attended the power panels which featured major industry leaders and numerous small sessions which addressed specific areas of the industry such as timeshares, resorts, spas, real estate, supply pipeline, and boutique hotels. In addition to the seminars there were evening receptions which provided numerous networking opportunities. On the second night of the conference, Nancy Johnson, executive vice president of full-service hotels for Carlson Hotels Worldwide, hosted the AH&LA Women in Lodging reception. This event enabled all women at the conference to network and share their advice and experiences on how they have become successful in their careers. This was particularly inspiring to me as a student as it allowed all women to see that old boundaries are crumbling and that there are many successful women in the industry to engage as role models. Along with the networking and “think tanks,” 52 companies, including Red Lion Hotels, Marriott International Inc., Global Hyatt, and Hilton Hotels Corp., were exhibitors in the main hall. There were some new lodging brands launched at the conference.

Niagara University values its relationship with The Lodging Conference and AH&LA and appreciates their support of students in the College of Hospitality and Tourism Management. Approximately 85 percent of the attendees are presidents and CEOs of companies.

Pictured (l-r) are scholarship award recipients Jesci Drake, Ashlie Jackson, Sarah Pikul, Staci Ruffinio, and Lacy Watts.
The 2006-'07 academic year has seen an unprecedented expansion in practical opportunities for students within the College of Hospitality and Tourism Management's sport management curriculum. From a crisp fall PGA Tour stop, to the snow-capped mountains of Denver, to the sun of a south Florida spring, students from the college had the opportunity to experience it all and learn from industry and academic leaders.

Nemacolin Woodland Spa and Resort was the site of the first excursion of the year, as a group of nine students from the College of Hospitality and Tourism Management joined a number of other volunteers at the final PGA event of the 2006 tour, the 84 Lumber Classic. These students provided volunteer support in areas of hospitality, food service and merchandising. In addition to performing these duties, students were given the opportunity to tour the resort facilities and get a “behind-the-scenes” look at the production of a nationally televised professional sporting event.

Denver was the next destination for Niagara sport students. The fourth annual Sport Marketing Association conference provided six sport management students the opportunity to learn from both academics and practitioners throughout the four-day event. Students attended academic sessions covering a wide range of sport marketing topics from “Marketing Images of Female Athletes in Print Media” to “Consumer Perceptions of Sport Video Game Values.” One of the highlights of the trip was the opportunity to meet and interact with Dan Mason, general manager of the Rochester Red Wings, after he was awarded the SMA Prism Award as Outstanding Sport Executive of the Year for his contributions to the marketing successes of the Red Wings. Mason was more than gracious in spending time with the students and was overwhelmed by the fact that three of the students call Rochester home and had all been to a Red Wings game in the previous year.

Spring semester started with an incredible opportunity for five students, as they were given the opportunity to travel to sunny South Florida and be a part of one of the world’s most famous sporting events, the Super Bowl. During the week leading up to Super Bowl Sunday, the NFL and some of its largest corporate sponsors (Home Depot, Pepsi, and others) staged “The NFL Experience,” where fans young and old were given the opportunity to participate in a variety of interactive games and activities. Again, the NU students had the opportunity to provide volunteer support for these activities and also to work with members of the Super Bowl organizing committee as support staff at the Media Pre-Super Bowl Press Party. This trip included a number of other opportunities for the students as well. Students toured Roger Dean Stadium, the spring training home of the St. Louis Cardinals and Florida Marlins; the Broward County-Fort Lauderdale Convention Center, managed by Niagara University alumnus Mark Gatley; and the St. Pete Times Forum, home of the NHL’s Tampa Bay Lightening. Gatley provided the students an extended tour of the facility and an opportunity to see the preparation for the NFL’s gala event, “The Taste of the NFL.” Recent Niagara sport management graduate Andrea Khanzadian, premium services coordinator for the Lightening, welcomes students Ryan Virtue, Mike Hobbs, Julie Mose, Erin Andrejcak, and Pat Haggerty to the Times Forum.

Similar to the other excursions, these students had opportunities outside of the primary focus of the trip including a trip to Sunrise, Fla., and the BankAmerica Center to watch the Buffalo Sabres play the Florida Panthers. This trip allowed the students to interact with two recent College of Hospitality and Tourism Management graduates, Ed Grudzniski, community relations specialist for the Sabres, and Renee Goergen, golf sales manager at the PGA National Spa and Resort.

Also included in the activities for the previous year were two other conferences. In February a group of students attended the Georgia Southern University Sport Management Conference and Career Fair. This conference provided the opportunity to learn from executives and recruiters across the sport industry, including representatives from the NBA, NFL, and NASCAR. In March those students enrolled in the Organizational Behavior in Sport Organizations class had the opportunity to attend the Brock University Sport Management Student Research Colloquium. This conference “for students, by students” brought honors students from across Ontario and the Northeastern United States together to share their research. After seeing what some of their peers are doing, a few NU students are determined to submit abstracts for presentation at the 2008 colloquium.

Academic year 2007-'08 looks as exciting as the previous one. Planning and preparation is well underway for an inaugural Sport Management Conference on Niagara's campus Oct. 19 and 20. The target audience includes both collegiate sport management programs across the region and high school students who may be considering sport management as a major and career choice. The list of speakers for the event is not yet final, but it is sure to be an impressive array of executives from across the sport industry. SMA’s annual conference will be in Pittsburgh next fall, allowing for a large contingent of Niagara students to attend at minimal cost, another great opportunity to learn from the best in the industry. Finally, plans are underway to again provide support for that mega event, the Super Bowl, next year being held in Glendale, Ariz., and to attend spring training in Jupiter, Fla., during spring break.
AREA OFFICIALS LAUNCH NIAGARA ERIE REGIONAL COALITION AT NU

Officials from the area’s public, private and nonprofit communities launched the Niagara Erie Regional Coalition at a meeting held on Feb. 2 at Niagara University’s College of Hospitality and Tourism Management to pursue collaborative projects and policy in the fields of economic development, government affairs, tourism and culture, and transportation. The meeting focused on tourism and culture and featured remarks by expert-in-residence Eddie Friel of Niagara University, who explained how he led the transformation of Glasgow, Scotland, from a rust-belt city to a dynamic and proud city once again based upon tourism.

Co-chaired by Niagara County Legislature chairman Clyde Burmaster and Erie County legislator Barry Weinstein, M.D., the regional coalition is already working on major initiatives such as an economic impact analysis of the two counties’ cultural organizations, a regional economic development strategy, outreach to local governments to better include them in the economic development process, and a project to make assistance information more accessible for small businesses.

Also in leadership positions are the coalition’s four subcommittee chairs: economic development, Hector Titus of the Niagara County Building Trades; government affairs, Grand Island supervisor and Erie County Association of Local Governments representative Peter McMahon; tourism and culture, Buffalo Niagara Convention & Visitors Bureau director of tourism David Lacki; and transportation, Peter Wendel, president of The Peter Wendel Group.

The regional coalition is supported through a commitment of time and financial contribution of its member agencies. “It’s important for people and organizations who want to think and act regionally to have a forum for pursuing their initiatives that’s independent of any partisanship or parochialism,” Weinstein said.

“Membership is open to progressive thinkers and doers who want to be leaders in collaborative action,” added Burmaster. “We’re not a group that just sits around and talks about what’s wrong; we act on how to make things better.”

The group is a successor to the Erie-Niagara Regional Partnership, an ad hoc subcommittee of the two counties’ legislatures formed in 1998.

NIAGARA ERIE REGIONAL COALITION’S MEMBER ORGANIZATIONS:

Amherst Chamber of Commerce
Amherst Industrial Development Agency
Arts Council in Buffalo & Erie County
Buffalo Niagara Convention & Visitors Bureau
Buffalo Niagara Medical Campus
Buffalo Niagara Partnership
Canisius College Women’s Business Center (ad hoc)
City of Buffalo
City of Niagara Falls
Empire State Development
Erie County
Erie County Association of Local Governments
Erie County Industrial Development Agency
Erie County Legislature
Greater Buffalo Niagara Regional Transportation Council
National Electrical Contractors Association
Niagara County
Niagara County Building Trades
Niagara County Center for Economic Development
Niagara County Legislature
Niagara County Supervisors Association
Niagara Frontier Transportation Agency
Niagara Tourism & Convention Corp.
NU College of Hospitality & Tourism Management
The Peter Wendel Group
UB Arts Management Program
USA Niagara Development Corp.

REASONS TO ATTEND NU’S COLLEGE OF HOSPITALITY AND TOURISM MANAGEMENT

- Niagara offered the world’s first bachelor’s degree in tourism.
- Our college is a founding member of The Leading Hotel Schools of the World, an association of leading hotel schools worldwide that works with the 430 five-star Leading Hotels of the World.
- The college was the 2002 recipient of the Institutional Achievement Award of the International Society of Travel and Tourism Educators.
- We were the seventh program in the country to be accredited.
- Only three other hospitality and tourism programs have achieved college status.
- We are ranked in the top 20 hospitality and tourism programs in the country.
- Students can work abroad in Lake Como, Italy, and cruise abroad in the Caribbean.
- The college’s alumni association operates a mentoring program for our students, provides career panels, and secures employment and internship opportunities for our students.
- More than 20 leading national and international industry leaders speak to our students each year.
- The college honors national and international industry leaders at its annual convocation.
- Students gain valuable hands-on experience through our 800-hour, approved practical industry experience requirement.
- We have a 100 percent placement rate with 90 percent of our students placed in the hospitality/tourism industry.
- Average class size is 17 students.
- We offer a range of programs in lodging, foodservice management, tourism, recreation and sports management, and entrepreneurship.
The mentor and shadow programs, organized by the College of Hospitality and Tourism Management Alumni Association, have been highly successful. They have increased the professionalism and marketability of our students. If you want to make a difference in a student's life, please apply. For more information, visit our Web site at www.niagara.edu/hospitality.

Mail the application to:
Gary D. Praetzel, Dean
College of Hospitality and Tourism Management
Niagara University, N.Y. 14109
gdp@niagara.edu

Please print
Year Graduated Niagara University: _____________ Major: __________________________________________________________________________________________________________

Current Industry Category: (check one)
☐ Hotel ☐ Group Tours and Attractions ☐ Sports, Incentive and Event Planning
☐ Meeting Planning ☐ Convention Centers/Bureaus/Facilities ☐ Restaurants/Catering
☐ Other

Name: _______________________________________________________________________________________________________

Title: _______________________________________________________________________________________________________

Company: __________________________________________________________________________________________________

Business Address: _____________________________________________________________________________________________

City: __________________________________________ State: _________ Zip: ____________________________

Office Phone: __________________________ Fax: ____________________________

E-mail Address (preferred method of communication): ________________________________________________________________

For committee use only:

Home Address: ________________________________________________________________________________________________

City: __________________________________________ State: _________ Zip: ____________________________

MENTOR APPLICATION
FALL 2007 COLLEGE EVENTS
Please RSVP for all events attending

Alumni Career Day — Friday, Oct. 5, 2007
All people working in the industry, alumnus or not, may participate in any/all of these Alumni Weekend events.
St. Vincent’s Hall, fourth floor
☐ Day begins with 7:30 a.m. registration featuring career panels, networking lunch, and many other events
☐ Attending networking lunch with students

College of Hospitality and Tourism Management Convocation — Thursday, Oct. 25, 2007
Honorees at this showcase event include:
Paul Cohen, president, Partner Concepts — Tourism Industry Leadership Award
Peter Coyne, president, Coyne Associates — Urban Regeneration Leadership Award
Charles S. Cutts, president and CEO, The Corporation of Massey Hall and Roy Thomson Hall — Cultural Management Leadership Award
David Kong, president and CEO, Best Western International — Lifetime Hotelier Achievement Award
Bring guests to this impressive event to strengthen the college’s industry linkages.
☐ 4-5:15 p.m. Alumni Hall, Convocation (awards ceremony)
☐ 5:15-6:30 p.m. Reception, St. Vincent’s Hall, fourth floor

College of Hospitality and Tourism Management Waldorf=Astoria Reception — Sunday, Nov. 11, 2007
☐ 6-8 p.m. Alumni/Industry/Student Reception, Conrad Suite, fourth floor.
Business attire. No charge.

Name: _____________________________
Company: __________________________
Job title: ___________________________
Address: ___________________________
Phone: _____________________________
E-mail: ____________________________

Please return to:
Pat Navaroli, Secretary to the Dean
College of Hospitality and Tourism Management
P.O. Box 2012
St. Vincent’s Hall – Room 416
Niagara University, NY 14109-2012
pan@niagara.edu
Fax: 716-286-8277
COLLEGE OF HOSPITALITY AND TOURISM MANAGEMENT ADVISORY COUNCIL

James Bedard III  
President  
*Buffalo Hotel Supply Co., Inc.*  
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