



## A MESSAGE FROM THE AIHP BOARD CHAIR

### Message from the Chair, Board of Directors, AIHP

Greetings Fellow Innkeepers, Aspiring Innkeepers and Allied Partner Members!

It is my distinct honor, on behalf of a wonderful and dedicated Board of Directors, to wish you and family a Happy New Year! Looking back at 2018, and under the excellent direction of Rob Fulton, CEO, we finished the year strong financially and with a very positive outlook for the future. We were busy working on providing more value for your membership dollars, and putting in place more effective ways to communicate important industry information. Your Board has spent countless hours working with Rob and his talented staff and volunteers to deliver on the promise we made when we started AIHP 4 years ago – to bring relevant educational value, advocacy on critical issues, and networking opportunities to the membership and industry. We accomplished a great deal in 2018, from putting on the best conference and Knowledge Sharing Summit & Marketplace in the country this past February in Norfolk, to launching our non-dues partnerships with Office Max, Travel Guard, ADP and others, including new ones in the healthcare space. You can expect more from Rob and his team in partnership areas early this year, so you get real value in savings to you personally and to your B&B or Inn. We also strengthened our allied partner relationships by partnering with Select Registry to bring you the upcoming [2019 Knowledge Sharing Summit & Marketplace](#) March 25-28 in Cincinnati, OH. We hope you will attend and experience why AIHP leads the industry with the most relevant educational content, the top vendors/allied partners, and the most helpful networking opportunities. If you have already registered, thank you! If not, please do so from the AIHP website. We would love to see you!

You should also know our commitment to being the “Voice of Innkeeping” also means being the voice of “Hospitality”. With the advent of vacation rentals and home sharing, and the influence of OTAs, AIHP is at the forefront of our industry in advocating for you, whether leading from the front or working with our allied partners and other associations to challenge unfair pricing or illegal regulatory practices. We are working with all the major players to ensure your concerns are addressed, and, at the same time, explore and act on any opportunities to reach new groups of travelers looking for independent B&B and Inn lodging. Our inclusive approach to always partnering if, when and where it makes sense will continue to be part of the Board’s and AIHP’s ongoing mission. In addition, Rob and his team will be launching a new AIHP website in the coming months, with online tools for us to better manage membership, more effectively communicate “hospitality related” news, share important educational content, and provide new benefits to members. We will also be implementing ways to reach new members through the website and through other marketing channels, so we continue to grow. With prosperity will come the delivery of more and more value to you!

Lastly, I want to thank each and every one of you for your loyalty and commitment to AIHP. Together with our members and valued allied partners, we continue to prosper as the leading national innkeeping association in

our industry. As always, please feel free to reach out to Rob or any Board member. Our contact information is on the AIHP website – we welcome any and all feedback on how we are doing, and how we can better serve you.

Best Wishes for Success in 2019 & See You in March in Cincinnati!

Jim Leitch

Chair, Board of Directors

Association of Independent Hospitality Professionals (AIHP)