**HEYHA MEETING**

**THURSDAY 14th MARCH 2024 @ 7.30am – Mercure Grange Park Hotel**

**Attendees**

David Cooke, Dale Needham, Louise Thompson, Andrew Smith, Maurizio de Martino, Paul Vinsen, Kathryn Shillito and Jane Smallwood (Hull BID), and Clare Chaffe (Hull College).

**Apologies**

Received from representatives from the Village Hotel and Doubletree Hilton

**Welcome**

David gave a warm welcome to us all.

**Minutes**

**Introduction & Welcome from David Cooke**

**Market Report**

Mercure Grange Park Hotel –

New secret garden almost complete which will allow 3 weddings to take place. Looks great and everyone welcome to take a look. Slow in bedrooms in Q1 – roadworks may have affected this. Events strong, and Leisure Club also doing well. Meeting business also strong. Looking ahead in the year, looking good. 80’s experience day being planned, aiming for 600 people to attend, lots of fun activities arranged for the day – a new concept they are hoping will go well. Target market for these mid 30’s – 60.

Cave Castle Hotel – Started the year well, events every weekend in Jan. February steady, however, March looking poor (going to finish down on accomm in March), Thursdays are extremely quiet.

Lots of private event enquiries, think this may be due to events not happening during covid. Themed events have always done well at Cave Castle, but the Murder Mystery is now struggling with numbers. April is traditionally when their business starts to build, especially with golf and leisure, they are finding the older generations are not playing as much golf due to the weather and can’t wheel their buggies around! Weddings aren’t as good as previous years but have had a wedding fair and have picked up a wedding from Skidby Mill due to a fire there.

Ashbourne Hotel – Jan and Feb a struggle, but March looking good already (already beat budget in March). Meetings going well. Weddings picking up now, and still taking bookings for this year. Lunchtime trades a struggle as well, not as many office lunches due to WFH/cost of living. No development plans at present. There is talk of a new hotel opening in Grimsby (160 beds and event space).

Holiday Inn Hull Marina – Louise gave an update (Operations Manager at H.I.) Great start to the year, strong corporate business. Leisure also good. Very short lead for accommodation on a Thursday evening, which they call a mystery night! Closed for weddings this year. Definitely going to be a ‘vovo’ brand when they relaunch after the roadworks, so will be taking weddings again then. Christmas unsure due to the continuous works. M&E going well, focussing on higher rates rather than volume. Christmas selling well. Nicola back on a phased return to work following maternity.

Tickton Grange – Behind on budget year to date. Weak Q1, but ahead on budget for Q2. Ahead of pace on Weddings. Decided not to go ahead with themed events in the future. Recruitment is better, especially with chefs which is a refreshing change (offering a better work life balance has helped). January was good due to a couple of good events, and they opened earlier than normal.

Village Hotel – Not present

Hampton by Hilton – Not present

Royal Hotel – Not present

Forest Pines - Not present

**Guest Speakers**

Kathryn Shillito & Jane Smallwood from Hull BID

Kathryn introduced herself and explained she had worked for the BID for 15 years. Businesses are struggling with cost of living and utility bills. They are seeing businesses reducing their hours and making redundancies. They are seeing some positive shoots though especially in hospitality businesses. Footfall is down due to cost of living. Levelling up fund has benefitted some key businesses – Whitefriargate for example is shabby and has lots of unused properties – however Wykeland have now purchased 9 of these buildings and developing this area. Trinity House also own one end of this area and in the past have not worked with Wykeland, but they are now. King William House apartments are now all occupied. Prospect centre has just been sold, met with new owners and they sense the owners want to do something for the community, so local outlets. Top floor to be a soft play area. Princes Quay still some empty units, but don’t want it to be just retail, so renting units to charities and leisure businesses. A63 works are challenging, but as a BID the issues have been the slip road closures and timings, but Emma Hardy and Kathryn went to see the contractor’s and asked for more notice. Still challenging but want to work together. Queens Gardens really starting to come together and is exciting. The Maritime Museum is under refurbished and looks fabulous, due to open early 2025. Hull BID awards were recently held and was a really successful event. Council have employed a new person for Arts & Culture, and she is breath of fresh air, lots of exciting plans from her and the aim is to make Hull a cultural destination, rather than retail.

Jane Smallwood has recently joined Hull BID and gave an update on the Hull BID events: -

* Superhero Day in Queen Victoria Square – 31st May 2024 (aimed at families)
* Street Food Nights – Zebedee’s Yard – starting in June 2024 (aimed at all, to entice footfall)
* Dino Day – Queen Victora Square/King Edward Street (lots of stalls, face painting, all free) – 9th August 2024 (aimed at families and children too)
* Being given some funding from the levelling up food to put on 4 x Trinity Rebooted Evenings – next one is 30th March 2024
* Also, Trinity Live – every Thursday in Trinity Indoor Market – starts at 5pm – 4/5 local acts playing.
* Hull BID are supporting Hull Pride – 27th July 2024 – they have a new board/fresh injection – Saville Street is becoming an LGBT+ quarter which is great.
* Humber Street Sesh - 23rd August 2024
* Freedom Festival - 30th August – 1st September 2024

Claire Shaffe (Assistant Principal) from Hull College

Claire asked for feedback on skills gaps, what is needed ready for their curriculum planning. They currently offer Level 1 - 3 in Catering (full and part-time courses), hoping to have a Level 4 in Hospitality and Event Management in the future. Want to bring students in at level 1 to work up to level 4 and taking them on a journey. It is not always about being academic. Work placements are crucial, so need help with this, giving them exposure to the world of work and upskilling. They also ask students to take on projects, so if any members have an event/conference then they can support you.

Have fantastic facilities, including a new training kitchen reopening in April.

T Levels are remaining, but they are not right for all learners.

Claire here today to ask for feedback from employers on what they need in terms of skills and how they can support with work experience.

Lots of really positive changes at Hull College and there is a real desire to support their students to be the best they can be.

Looking at further funding to allow students to go on work experience in a foreign country, giving them even more opportunities and experience.

The best contact for members would be Claire initially and she will direct your enquiry to the relevant person.

Applications to Hull College for Catering/Hospitality courses are on the up. In September they had 200 catering students join.

Maurizio suggested HEYHA held a meeting at Hull College, so members can have a show round of the college. David to follow up.

Members were keen to collaborate with Hull College and Claire really showed us that it is really exciting times at Hull College with some very positive messages coming across.

**Feedback from Survey to Members**

See separate attachment with details of the feedback.

Meeting time – we discussed changing to 9am, 10am, 3pm or leave at 8am. It was agreed we would move to 10am (arrival from 9.30am) for the forthcoming meetings as a trial and see if attendance improves. Agreed that we won’t offer a Teams meeting at this stage.

HEYHA having a stand at larger hospitality events – agreed to ‘park’ this until a suitable event comes up and then at that point we discuss if we want to take a stand and who should attend.

Opening up to other hospitality businesses – work in progress. David to reach out to Tiger events and the Connexin Arena and invite to a meeting.

Speakers – good suggestions and again the committee will work on this and attracting relevant speakers. Callum to make some suggestions.

**VHEY Update**

Not present – see report which Amanda sent through.

**Financial Report & Memberships**

David proposes re starting the membership from the 1st January 2025, so there will be no further membership fee to pay for current members until then.

**Change of Signatories on Association Bank Account**

It was agreed that Mr Paul Vinsen will be removed from the association bank account and will no longer be a signatory. Mr Maurizio de Martino will remain, and Mr Dale Needham and Mr David Cooke will be added as signatories. Martin Jorgensen will also be removed as a signatory, as he is no longer a member of the association.

The HEYHA name will also be updated on the bank account to Hull, Humber and East Yorkshire Hospitality Association.

All of the above was agreed with members in attendance (see above for member names).

**Any Other Business**

None

**Next Meetings** – The next meeting is on Thursday 2nd May 2024 at Cave Castle Hotel (9.30am arrival, for a 10am start).

**2024 Dates**

**May 2nd -** Cave Castle Hotel

**June 20th** Village Hotel

**August 1st** TBA

**September 12th** Holiday Inn

**October 18th -** Tickton Grange

**November 21st**  Hull College

Please let Rachel know if you would like to host a meeting and which date – thank you.

**Thank you to David and Maurizio for hosting the meeting today.**