

THE **STATLER FOUNDATION**
ANNUAL REPORT

2021



A LETTER FROM OUR **CHAIRMAN**



As my final year as Chairman of The Statler Foundation, I extend my thanks to my fellow Trustees for all of the good work which was accomplished in distributing funds in excess of \$1 million on a yearly basis benefiting many in our community and across the country. Ellsworth and Alice Statler would be very proud of how their wishes have been carried out year after year. As I continue as a Trustee of the Foundation, I look forward to the continued work with my colleagues in providing students and institutions scholarships and grants that benefit the hotel industry.

I would like to pay special tribute to our former Chairman and Vice Chairman, Peter J. Fiorella, Jr., who passed away after over 30 years of being a Trustee of the Foundation. Peter was instrumental in moving The Statler Foundation in the direction it has taken to be successful. We had many discussions over the years and his support meant a great deal to me. His leadership of this Foundation will be a part of his legacy.

I look forward to working with Donna Gioia as she begins her time as Chairwoman of the Foundation.

Robert M. Bennett, Chairman

A NOTE FROM **ERIE COUNTY** SURROGATE COURT JUDGE **ACEA M. MOSEY**

As the New York State Surrogate Judge for Erie County, it is my duty to appoint trustees to The Statler Foundation. Through the generosity and vision of Alice and Ellsworth Statler, the well-deserving recipients of scholarships and grants are given the chance to reach their dreams and share their talents. It is through this Foundation that the Statlers' legacy is continued. I am honored to be part of this process.



Surrogate Judge Acea M. Mosey

SMALL SCHOLARSHIPS

Small Scholarships are given to assist students enrolled in a Hotel/Hotel Management program in college.

Buffalo State	\$ 30,000.00
The Culinary Institute of America	\$ 11,000.00
Erie Community College	\$ 25,000.00
Johnson & Wales University	\$ 50,000.00
Monroe Community College	\$ 20,000.00
Niagara County Community College	\$ 15,000.00
Niagara University	\$ 57,000.00
Paul Smith's College	\$ 30,000.00
Small Scholarship Total	\$ 238,000.00

INSTITUTIONAL GRANTS

Institutional Grants are given for capital improvements, specialized training and research to benefit the hotel industry.

Buffalo State	\$ 25,000.00
The Culinary Institute of America	\$ 100,000.00
University of Indiana of PA	\$ 125,000.00
Monroe Community College	\$ 61,600.00
Mercyhurst University	\$ 50,000.00
Michigan State University	\$ 13,400.00
Michigan State University	\$ 10,000.00
Niagara County Community College	\$ 10,627.00
Niagara University	\$ 23,815.00
Paul Smith's College	\$ 100,000.00
University of South Carolina	\$ 75,000.00
Grant Total	\$ 594,442.00

SCHOLARSHIPS OF EXCELLENCE 2021

Scholarships of Excellence of up to \$25,000 are given to juniors and above from colleges around the country, who have made a commitment to the hotel industry.

Buffalo State	\$ 8,490.00
The Culinary Institute of America	\$ 25,000.00
University of Denver	\$ 22,763.00
Florida Institute University	\$ 3,351.00
Indiana University of PA	\$ 9,370.00
Johnson and Wales University	\$ 17,809.00
Mercyhurst University	\$ 18,523.00
Michigan State University	\$ 3,838.00
Niagara University	\$ 11,530.00
Paul Smith's College	\$ 9,550.00
Pennsylvania State University	\$ 25,000.00
Purdue University	\$ 20,226.00
Rochester Institute of Technology	\$ 12,204.00
University of South Carolina	\$ 25,000.00
Scholarship of Excellence Total	\$ 212,654.00

SAY YES TO EDUCATION – \$28,733.00

Say Yes to Education funds are provided to Buffalo Public High School students who move on to attend a Hotel/Hotel Management program in college.

TOTAL FUNDS FOR 2021:
\$1,073,833.00

SCHOLARSHIP OF **EXCELLENCE** RECIPIENTS

The Statler Foundation Scholarship of Excellence, established in 1997, is awarded to third and fourth year students in a college Hotel/Hotel Management program. It is based on academic excellence, character, financial need and commitment to the industry. Each scholarship is worth up to \$25,000 for the academic year and may be used for tuition, fees and books. In 2021, the Foundation awarded scholarships to 14 students attending Buffalo State, The Culinary Institute of America, The University of Denver, Florida International University, Indiana University of Pennsylvania, Johnson & Wales University, Mercyhurst University, Michigan State University, Niagara University, Paul Smith's College, The Pennsylvania State University, Purdue University, Rochester Institute of Technology and The University of South Carolina. We have highlighted two of these students.



DOMINIC ZANGRILLI

Pennsylvania State University

Growing up with a fascination for food and hotels, Dominic knew that hospitality was his calling and that passion led him to pursue a degree in Hospitality Management from Pennsylvania State University.

As a student, Dominic followed leadership and co-curricular learning opportunities, being involved from the start with several clubs within the School of Hospitality Management. For the past three years he has served as a Recruitment Ambassador, serving as a trusted liaison between the school and companies that come to Penn State to recruit interns and graduates. Domenic also served on the board of the Hospitality Asset Managers Association (HAMA), as Treasurer in 2020 and Co-President in 2021.

His education and love for service seemed to lead him back to food and beverage (F&B) segment. Through his hard work, he was able to secure multiple internships such as in 2019, Domenic gained valuable experience as a F&B intern along the New Jersey Shore with The Reeds at Shelter Haven in Stone Harbor, voted 2021 No. 1 World's Best Resort Hotel in the Mid-Atlantic by Travel+Leisure.

As a student who is putting himself through college, this scholarship has helped Dominic alleviate some of the burden that comes with the cost of schooling.

"The Statler Foundation has not only blessed me with their continuous generosity but countless other students that are in similar situations," Zangrilli stated. "Their generosity is helping to build the next generation of great hospitality professionals and curating what the future of hospitality leaders are going to look like. I thank them for everything they have done for me and those like me that want to become leaders within this industry that we have fallen in love with."

In the future, he plans to work within the luxury hotel segment in food and beverage to start his career with hopes to learn, grow and become a better leader and aspires to someday working in the hotel development and asset management space later in his career.



LAUREN MOAK

University of Denver

Lauren Moak had an eye for hospitality at a young age, gaining exposure to the industry through her travels around the U.S. as a gymnast before even entering high school. As she continued her education, her dedication to the field only grew after an intensive summer program in hospitality through her high school. For the last four years, she has been fully immersed in the hospitality industry as a student at the Fritz Knoebel School of Hospitality Management at the University of Denver.

Lauren has been actively involved in the hotel industry in her time at Fritz, working internships at the Four Seasons Hotel Miami and the Westin Riverfront Resort and Spa. She credits these roles as meaningful opportunities to develop further interpersonal, teambuilding, and leadership skills. Fritz itself provides a wealth of opportunities for students to get hands-on experience in the hospitality industry. Beyond classes such as Hotel Management, Managing Human Capital, and Revenue Management, Lauren has been able to help coordinate banquets and events hosted at the school.

With eyes ahead, Lauren hopes to impact the hotel industry as she progresses in her career. She has already accepted a job offer with The Ballantyne, A Luxury Collection Hotel in Charlotte, North Carolina as a Group Rooms Coordinator and is hoping to work towards positions in Revenue Management within hotels. Most importantly, she wants to leave a positive impact on the industry as a whole. Lauren plans to bring a combination of creative and analytical skills to each role she embarks on, helping optimize financial performance and cultivate guest satisfaction.

She is also a strong advocate for sustainability, especially in a field that can generate a great deal of waste. Regarding opportunities for sustainability improvements in the hospitality industry, Lauren says, "I want to be part of the solution through implementation of effective water management and energy systems, which directly boost guest satisfaction and subsequently, occupancy levels."

Lauren is poised for success in the field and has greeted each opportunity so far with dedication and fervor. She is excited to apply her education to her career and bring her positive energy and drive to impact the industry for years to come.

"I want to be part of the solution through implementation of effective water management and energy systems, which directly boost guest satisfaction and subsequently, occupancy levels."

PREVIOUS SCHOLARSHIP OF **EXCELLENCE** RECIPIENTS – **WHERE** ARE THEY **NOW?**



MICHAEL MIDTVEDT

Penn State University
Scholarship of
Excellence winner in
2016-17

I enrolled in the Hospitality Management program at Penn State in 2014 after several years of working my way up through the restaurant industry and obtaining an Associate's degree. I knew the hospitality industry was right for me, but didn't quite yet know which area to focus. While at PSU, I built on my resume with hotel front office and hotel finance internships, and in the summer of 2015, I found out that I was being awarded the Statler Scholarship of Excellence, which not only aided in financial relief for myself and my family in a difficult time, but alleviated some pressure in making the right decisions about my future right away. Ultimately, these college work experiences, along with related course work in finance and analytics at PSU, convinced me that I was a "numbers guy".

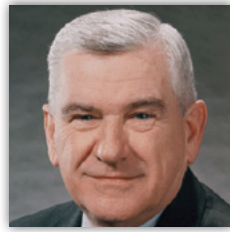
I didn't find a job in revenue management or finance right out of college, so in 2016, ended up at Steamboat Ski Resort in Colorado as a Ski Club/F&B Manager for a winter season. Upon coming back

to the East Coast, with management experience, I found the company I've been with for the last five years; RevROC- Revenue Management for Hotels and Resorts. I started out as a Revenue Analyst and then was quickly promoted to an Area Director role where I managed the revenue strategy for a portfolio of diverse hotels ranging from big-box brands in corporate markets, to independent luxury boutiques at the beach. I've fallen in love with revenue management and the mix of analytical and communication skills it takes to execute a sound strategy and keep our hotel relationships thriving. I've prided myself on achieving and exceeding RevPAR/index goals for my properties. Since October 2019 I've been in my current role of Senior Director of Revenue Strategy where I oversee a team of revenue managers and analysts supporting around 25 hotels. The past two years have been very difficult in our industry, but we have all proven the strength of those in hospitality and that we will always persevere!

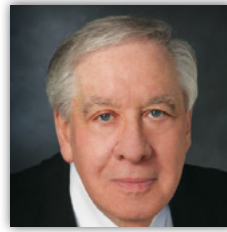
“The past two years have been very difficult in our industry, but we have all proven the strength of those in hospitality and that we will always persevere!”

THE **STATLER FOUNDATION**

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Vice Chairman



Jay C. Bauer
Trustee



Marguerite Collesano
Trustee



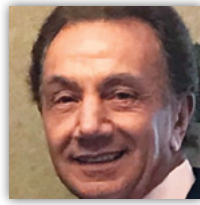
Donna M. Gioia
Trustee



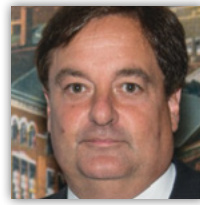
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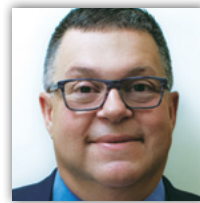
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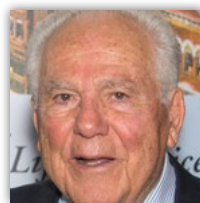
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*Deceased

The Statler Foundation is a private foundation that supports students and programs in the Hospitality industry. It was created in 1934 through the directives contained in the will of Ellsworth M. Statler, one of the most creative and resourceful hoteliers in history. For nearly 40 years, Ellsworth Statler's widow, Alice Seidler Statler, served as Chairman of the foundation trustees.

The Statler Foundation trustees continue Mr. and Mrs. Statler's work by awarding more than \$1,000,000.00 annually in grants and scholarships that support the Hospitality field. The foundation has taken a proactive role in grant making through local and national awards.



“Life is service.

The one who progresses ... gives his fellow human beings a little more, a little better service.”

ELLSWORTH STATLER