



The Bustling Brick



The Brick Hotel On The Circle Newsletter
Volume 8: January 2010



Wow ... what a quick year it has been! We'll be starting off 2010 with a grand New Years Eve Celebration at *The Brick* ... an awesome dinner menu, great music, and

all the other things that go along with bringing in the New Year. There are a few early and later hour spots available for dining, as well as some guest rooms, so if you're still searching for something special to do, give us a call! If you're just interested in joining us for the 9-1 am entertainment and midnight celebration, the cost is \$20 per person, which includes favors, champagne toast, and a very special sweets table. Cash bar available.

INN-SIDE NEWS

Just when I get a bit nervous about my vacancy rate, I get a call from a law firm or two that need my services! The result is that we're starting 2010 with a full house ... *no rooms available at the Inn!* I'm even giving up our room in order to accommodate them, so for the next few days, Ed and I will be packing up and moving home, forcing me to drive to work every day! That's a good thing....this business is very consuming, but only because I make it that way!!!!

2009 in Review

Here's a few numbers that tell us a little bit about *The Brick's* first year in operation.

Average Daily Room Rate - \$142

1,057 rooms booked

692 Guest Names on File

(this doesn't include travelling companions)

At least half of my guests travelled with a companion, so we had over 1,000 people stay with us in 2009, and my gut tells me that at least 75% of these people - *had we not been here* - would have arranged for lodging outside of Georgetown. What this tells me? It means I'm making progress on my goal to help develop Georgetown, Delaware as a destination, not just a pass-thru! *Now that feels good!!*

We continue to have lots of work to do to get ourselves known in both the travel and restaurant world. My goal for 2010 is to double my numbers, and so far, things are looking good! I can't express enough how HUGE personal referrals are ~ your comments and recommendations are truly my best form of advertising!

COMING UP IN 2010

- Soon! Grand Opening Celebration of *The Brick Restaurant & Tavern*
- February: Valentine's Day Extravaganza, 2/27 Oyster Eat Bash with entertainment 8 - Midnight by Salli & Jimi
- Murder Mystery Dinner - Wine Tasting Parties - Rooftop Entertainment & Dining and lots more!

And don't forget our nightly dinner and Happy Hour Specials!!

Welcome...

In last month's newsletter, you "met" my new Restaurant Manager, Mr. Henry Dawson. This month, I'm thrilled to introduce our Executive Chef, Mr. Matthew Cornelius. Matt hails from Lewes, most recently worked at Espuma, and previously worked and trained at, among other places, Le Bec Fin & Striped Bass in Philadelphia. Together with Executive Sous Chef, Mark Lorenz, I have a team that is simply awesome and ready to continue and expand upon great menu offerings!

Ed & I extend to you our best wishes for a great 2010,
and hope to see you at *The Brick* soon!