



**Nadine Silnutzer and Carl Glassman run the 1870 Wedgwood Collection of Historic Inns of New Hope.** The three B&Bs include one that's in their home. Carl trains others through an innkeeper apprenticeship program, which he says is the oldest in the country. He also teaches innkeeping at U/Del, BCCC and NYU. He's written two books on the subject as well. – Bill Fraser/Staff Photographer

## A labor of love

By GARY WECKSELBLATT, staff writer

**A husband-wife team have run the historic Wedgwood Inn in New Hope for nearly three decades.**

Ask Carl Glassman and Nadine Silnutzer what it takes to successfully own and operate a historic bed and breakfast, and you're struck not only by their words but by their personalities.

"You need to make strangers feel comfortable," Glassman said. "You're not going to be the person sitting in the back of a library behind a stack of books."

"Honest and genuine" was Silnutzer's response. "You

should be outgoing, and enjoy people and their idiosyncrasies."

For nearly three decades, the married couple has lived by their words as owners and operators of the historic Wedgwood Inn in New Hope. Their business has grown from one to three properties and the title Wedgwood Collection of Historic Inns.

Besides the Wedgwood House, where the couple lives with teenage daughter Jessica, the Aaron Burr House and Umpleby are part of an organization that has 10 employees.

While Glassman handles the business and insurance aspects for the husband-wife team, Silnutzer tends to the menu, managing the staff and setting the tone for meeting and greeting the guests.

"Inns are run by couples - two people - whether or not they're married," Glassman said. "It definitely takes two - the first one up and the last one goes to sleep. It's hard to run the candle at both ends.

"Dinie (Silnutzer's nickname) is the decorator and I'm the schlepper," Glassman joked.

"We respect each other's judgment," she said.

And they seem to have the respect of the New Hope community.

"They genuinely love what they do and they love the town," said Sharyn Keiser, president of the New Hope Borough Council. "The combination of both makes it a very welcome and warm environment for everyone."

As the area is prone to floods, Keiser said Glassman and Silnutzer have "opened their doors free of charge to people in need and gave them breakfast and accommodations. They are just wonderful people who are very involved in the community."

Some may think the couple needs help with spelling. Isn't there a missing "e" in Wedgwood?

Not so, Glassman said. Their spelling isn't the same as the famous china. In fact, if you see Wedgwood china without the second "e," he suggests you "don't buy it."

Back in the early 1980s, the two had help as aspiring businesspeople. Carl Lutz and Arthur Sanders, owners of the Logan Inn, were their mentors and sent referrals their way.

"Our name got out there through them," Glassman said. "Now, we help other people."

Glassman also operates what he describes as the oldest innkeeper apprentice program of its kind in the U.S., where the two are shadowed by future proprietors. He is an adjunct professor of hospitality programs at New York University, the University of Delaware and Bucks County Community College. And he also co-wrote a book titled "How to Start & Run Your Own Bed & Breakfast Inn."

For Glassman and Silnutzer, their livelihood is made by performing a labor of love in a community they love.

As students of history, they live in a small, historic village. Glassman said the original portion of his inn once served as a campsite for Gen. George Washington and his Continental Army soldiers just prior to the famous Christmas Eve crossing of the Delaware River.

They enjoy the river and the outdoor activities on the towpath, hiking and biking. And, of course, there's New Hope's treasure trove of art.

"We give an insider's perspective," Glassman said. "The great thing is that while we live here, we relive it through the eyes of our guests."

Their client base ranges from a medical resident to the chairman of the medical department at the University of Pennsylvania, he said.

"We always wanted to have that mix of people here," Glassman said. "That has served us well in different economies."

Businesspeople who have visited often return with their spouse while those on romantic getaways suggest Wedgwood to their corporate peers. "Word of mouth," Glassman said, is their best advertisement.

Their guests have included the likes of politicians Ralph Nader and Geraldine Ferraro and entertainers Loretta Swit, Meredith Baxter, William Shatner and Petula Clark.

Asked if they've ever run into uncomfortable situations with guests, Glassman said there have been very few. There was the call from the wife of a former guest who said her credit card was billed by Wedgwood on a day her husband was in Colorado. Hmmm.

"Someone in an illicit affair is probably not going to call us." he said.

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