

New B&B Owner In Milford Researches House's History

By Ken Baugel

MILFORD — Harrington House Bed and Breakfast (B&B) Owner Adriane Wendell and the Pike Chamber of Commerce last week celebrated the grand opening of the B&B located on West Harford Street in Milford Borough.

Wendell bought the building, rich in local history, and the B&B business, formerly the Hattree Inn, from Al and Jeanne Crosby, who retired after the sale earlier this year. The Crosbys said last year that they were seeking just the right buyer.

Wendell said that she must have been the right buyer because she and the Crosbys hit it off right away. She said that acquiring the business happened by chance.

Wendell planned to buy a B&B this fall, but had not seen the Crosbys' ad or even knew the business and building were for sale. While visiting relatives in Milford Borough and Fishkill, New York, Wendell attended a re-tag sale in Milford Borough this spring, where she met a Roy B. Hull Century 21 agent. When the agent found out that Wendell sought a B&B, the agent took Wendell to Hattree Inn and introduced Wendell to the Crosbys.

Said Wendell, "It was love at first sight. Two weeks later, I bought it. I opened in September. My fantasy of opening a B&B became a reality. Initially, we used the Hattree website until we got ours ready (www.harringtonhousemilford.com).

Now with her own website up, her marketing campaign is kicking in. She is already developing a new customer base, despite the slow economy. One of her marketing goals

is to show potential clients Milford's commutable proximity to major metro centers within 75 miles, but her first customers came from Australia. Wendell understands Milford's appeal has no boundaries. So, she is showing off Milford's amenities and charm. The last phrase on her rack card is "Milford, Pennsylvania, the prettiest county seat in America."

Regarding her priorities, Wendell began by defining her own interior design style. She loved the original plank floors and fireplaces. She said, "I've made some changes. I hired Fran Wood of Patina Antiques (in Milford Borough) to do the interior decoration and Tom Quaglieri of Pillar Home Builders of Middletown, New York to do the renovations. We repainted everything, replaced the doors and hardware, decorated the rooms, and added fireplaces in every room. We added an office for guests."

Part of her marketing campaign required defining Harrington's interior decorating style, which is highlighted by design details, such as the wallpaper, which she uses prominently on her website. Wood said "the wallpaper is expensive, but it is Wendell's calling card."

To help focus her marketing and branding, Wendell asked the Crosbys a lot of questions and she looked up the Harringtons, who owned the building previous to the Crosbys. The Harringtons used the property as their family home and office.

Wendell said that she appreciated the work the Crosbys did in restoring the property and researching previous building owners. The Crosby found the following: in 1840 attorney Charles DeKay Townsend sited a home there. The next owners, John and Sarah Williamson, in 1863 deeded the property to Henry Wells, who in turn deeded the property to Henry Graves.

The Crosbys found a reference to Graves and some of the owners in back issues of the Pike County Dispatch. They found other information from public sources and archives.

Further research gave details on Graves' major historical contribution to the Forest Service. Graves succeeded Gifford Pinchot as the second United States Forest Service chief and served from 1910 to 1920. A former



(Photo by Kewn Baugel)

Harrington House, a bed and breakfast (B&B) located on West Harford Street in Milford Borough and the Pike Chamber of Commerce celebrated a grand opening last week. B&B Owner Adriane Wendell, with help from Patina Antiques' Owner/Interior Decorator Fran Woods and a builder, transformed the former Hattree Inn to reflect Wendell's personality. Wood used photos from Wendell's family album, furnishings and accessories meaningful to Wendell, and a color palette suited to Wendell's taste. "The rooms blend modern and traditional styles, not typical of most B&B's," said Wood, who expects Wendell to decorate or accessorize some rooms seasonally or fine tune the decorating to adjust to client feedback. The photo is a panoramic view of Wendell in an upstairs guest room where the team installed a fireplace.

Yale University forestry professor, Graves lived in the Harford Street building during his tenure with the Forest Service.

The Crosbys found information about Graves through Gerald Williams, a Forest Service historian, who stayed at the Hattree Inn. Graves helped launch the United States national forest policy. He forged a working relationship with developers, allowing public recreational access, allowing states access for fire control and fire prevention, purchased additional lands dedicated for forestry use, and like Pinchot, helped pioneer resource preservation policies.

Graves sold the house to Leonie and Cheble Macksouds in 1920.

The Macksouds sold the house to Charles and Ida Quinn in 1937, who then sold the house to Lillian Diehl in 1945. Diehl deeded the house to Dr. Joseph and Ellen Harrington in 1963. Joseph Harrington used part of the house for his office. The Crosbys published a Hattree marketing brochure using the Graves connection and other building occupants. The Crosbys relocated to southern Pennsylvania to be near their grandchildren.

Wendell also is using the historic building as part of her marketing initiative. For more information about Harrington House, call (570) 296-2661 or go to www.harrington-housemilford.com.



(Photo by Ken Baugel)

Harrington House Bed and Breakfast in Milford Borough celebrated a Pike Chamber of Commerce Grand Opening ceremony last week. From the left were Bill Cohen, Niki J. Jones, Eileen Harrington, Fran Wood, Joseph Harrington, Owner Adriane Wendell, Tom Quaglieri, Cookie Astringer, Arnold Green, Carol Markwalter, and Peggy Calabrese.