

MEMBER SPOTLIGHT

TAP TO READ

The Pink Door Tea House Glendale Native Keeps a Tea Tradition Alive

By Matt Beardmore



Lupe Encinas had no intention of getting into the restaurant business, but when the serial entrepreneur had an opportunity to give new life to a long-time tea house, she jumped in with her usual passion to learn as much as possible about the industry. Encinas' decision to join the Glendale Chamber of Commerce last year has also helped her make The Pink Door Tea House a successful venture.

Encinas, a Glendale native, has owned Buckeye, Arizona-based Goodies Glass Inc., a mobile auto glass repair services company, since 2004 and Cactus State Insurance in Glendale since 2009. Two years ago, Mae Collins, the previous owner of Kimberly Ann's Tea Room located right next door to Encinas' insurance company, was struggling to keep the doors open due to Covid and was in the process of selling her space to a private investor when Encinas found out that her neighbor was not ready to retire after 27 years in business.

"I was interested in the building itself," Encinas said. "I never thought about owning a tea house or restaurant. I'm an insurance agent."

Encinas, though, ended up purchasing the building after the deal with the private investor fell through. She remodeled the space after initially being unsure what to do with the property, and Ms. Mae, which is how Encinas refers to the previous owner, joined as a mentor to help Encinas learn the business.

Encinas also signed up for tea conventions and classes to educate herself about teas and the tea culture. "I quickly fell in love with it," she said. "When I think about what the tea house meant for so many people, it's very overwhelming to be a part of that now."

Guests to The Pink Door Tea House are now welcomed to a new-look space that includes a portrait of Encinas and Ms. Mae – a representation of the tea tradition being passed

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on – and can enjoy a nice array of food options (quiche, finger sandwiches, scones, for example) from three different menus as the tea house serves breakfast, lunch and a high tea experience.

The Pink Door Tea House also has a wide variety of teas, from English and seasonal to teas Encinas brings from different parts of the world. The 1,600-square-foot space has three main areas for guests to enjoy, the Queen's Parlor, which seats 20, the Grand Tea Room, which has room for 30, and the Princess Tea Room, which hosts tea parties for children. There is also a side patio and back garden patio that seat a combined 70 guests. The space also hosts birthday parties, bridal showers and other events.

To help spread the word even more about her latest venture, Encinas has been active with the Glendale Chamber of Commerce's networking events.

"It's a brand new industry for me - I had to start all over again with this business," Encinas said. "I've been going to networking events and the chamber will even reach out to me and say, 'you should attend this event.'"

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For more details on The Pink Door Tea House, visit <https://www.thepinkdoorteahouse.com>.