

2023-2024

CON
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PARTNER GUIDE

**The right partners.
Every step of the way.**

RESTAURANTS + RETAIL + REAL ESTATE

**WHAT
NOW**

MEDIA GROUP



FORWARD

Ask any seasoned, successful business owner the key to leading the market and you are sure to hear, “It takes a tribe of strategic partners to position your concept for success.”

What Now Media Group spends each and every day interviewing, meeting with, and working directly with the partners that make great concepts successful.

We see all the good and unfortunately all of the bad.

Our Preferred Partners represent what we feel to be the very best at what they do, representing expertise, integrity, honesty, high-quality services and products, and simply all-around good people.

We are confident that these partners will help you be the best you can be.

Sincerely,

Caleb F. Spivak

Founder, What Now Media Group, Inc.

**WHAT
NOW**

MEDIA GROUP

Financing

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|---------------------------------------|------------------------|-------------------------------|--------------------------|--------------------------|
| Accounting: | | | | |
| Register with All Government Agencies | | | | <input type="checkbox"/> |
| Obtain Federal Tax ID Number | | | | <input type="checkbox"/> |
| Bank Reconciliations | | | | <input type="checkbox"/> |
| Payroll System | | | | <input type="checkbox"/> |
| Banking: | | | | |
| Selection of Bank | | | | <input type="checkbox"/> |
| Construction Account | | | | <input type="checkbox"/> |
| Operational Account | | | | <input type="checkbox"/> |
| Payroll Account | | | | <input type="checkbox"/> |
| Lines of Credit | | | | <input type="checkbox"/> |
| Deposit Bags | | | | <input type="checkbox"/> |

Site Selection, Concept & Brand

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|--|------------------------|-------------------------------|--------------------------|--------------------------|
| Site Selection | | | | <input type="checkbox"/> |
| Concept & Brand | | | | <input type="checkbox"/> |
| Architecture: | | | | |
| Contract Design Documents | | | | <input type="checkbox"/> |
| Specification Book | | | | <input type="checkbox"/> |
| Digital Renderings | | | | <input type="checkbox"/> |
| Procurement and facilitating FF&E and Millwork Installations | | | | <input type="checkbox"/> |
| Consultations During Operations | | | | <input type="checkbox"/> |

Utilities

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|---------------------|------------------------|-------------------------------|--------------------------|--------------------------|
| Sewer: | | | | <input type="checkbox"/> |
| Procedures | | | | <input type="checkbox"/> |
| Drawings/Plans | | | | <input type="checkbox"/> |
| Inspection | | | | <input type="checkbox"/> |
| Permit Requirements | | | | <input type="checkbox"/> |
| Installation | | | | <input type="checkbox"/> |
| Gas | | | | <input type="checkbox"/> |
| Water | | | | <input type="checkbox"/> |
| Electric | | | | <input type="checkbox"/> |

Suppliers & Supplies

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|-----------------------------|------------------------|-------------------------------|--------------------------|--------------------------|
| Vendor List for: | | | | |
| Food | | | | <input type="checkbox"/> |
| Coffee | | | | <input type="checkbox"/> |
| Liquor | | | | <input type="checkbox"/> |
| Supplies | | | | <input type="checkbox"/> |
| Contact Salesperson | | | | <input type="checkbox"/> |
| Credit Applications on File | | | | <input type="checkbox"/> |
| List of References | | | | <input type="checkbox"/> |
| Inventory | | | | <input type="checkbox"/> |
| — Initial/Pre-opening | | | | <input type="checkbox"/> |
| — Replacement | | | | <input type="checkbox"/> |
| Par Stock & Ordering Forms | | | | <input type="checkbox"/> |

Insurance

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|-------------------------------------|------------------------|-------------------------------|--------------------------|--------------------------|
| Insurance: | | | | |
| Pre/During Construction, Operations | | | | <input type="checkbox"/> |
| Liquor Bond | | | | <input type="checkbox"/> |
| Liability | | | | <input type="checkbox"/> |
| Workman's Comp | | | | <input type="checkbox"/> |

Suppliers

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|--|------------------------|-------------------------------|--------------------------|--------------------------|
| Equipment, Software & Supplies: | | | | |
| Collect all warranties for new equipment & send in cards | | | | <input type="checkbox"/> |
| Place all equipment information & Service Agents in a notebook for reference | | | | <input type="checkbox"/> |
| Food Inventory | | | | <input type="checkbox"/> |
| Bar Inventory | | | | <input type="checkbox"/> |
| Supplies Inventory | | | | <input type="checkbox"/> |
| Hood/HVAC Equipment | | | | <input type="checkbox"/> |
| Kitchen Design & Equipment List | | | | <input type="checkbox"/> |
| Contractor | | | | <input type="checkbox"/> |
| Subcontractors | | | | <input type="checkbox"/> |
| Out-side Contractors | | | | <input type="checkbox"/> |
| Hand Wash Stations: | | | | |
| Soap/Sanitizer | | | | <input type="checkbox"/> |
| Towel Dispensers | | | | <input type="checkbox"/> |
| Hand Wash Signs | | | | <input type="checkbox"/> |

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|--|------------------------|-------------------------------|--------------------------|--------------------------|
| Equipment Checkout (burn-in/calibration): | | | | |
| Ice Machines | | | | <input type="checkbox"/> |
| Cooking Equipment | | | | <input type="checkbox"/> |
| Refrigeration Equipment | | | | <input type="checkbox"/> |
| Kitchen Clock | | | | <input type="checkbox"/> |
| Anti-fatigue Mats | | | | <input type="checkbox"/> |
| Set Up Dish Machine Services | | | | <input type="checkbox"/> |
| Clean, Organize & Label All Shelving: | | | | |
| Dry Storage | | | | <input type="checkbox"/> |
| Walk-In | | | | <input type="checkbox"/> |
| Freezers | | | | <input type="checkbox"/> |
| Supply Area | | | | <input type="checkbox"/> |
| Service Area | | | | <input type="checkbox"/> |
| Chemical Storage | | | | <input type="checkbox"/> |
| Bar Storage | | | | <input type="checkbox"/> |
| Kitchen Utensils: | | | | |
| Produce List | | | | <input type="checkbox"/> |
| Obtain Bids | | | | <input type="checkbox"/> |
| Place Order | | | | <input type="checkbox"/> |
| Receive Order | | | | <input type="checkbox"/> |
| Small Wares Order: | | | | |
| Produce List | | | | <input type="checkbox"/> |
| Obtain Bids | | | | <input type="checkbox"/> |
| Place Order | | | | <input type="checkbox"/> |
| Receive Order | | | | <input type="checkbox"/> |

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|-------------------------------|------------------------|-------------------------------|--------------------------|--------------------------|
| Tabletop Selection: | | | | |
| Plateware | | | | <input type="checkbox"/> |
| Flatware | | | | <input type="checkbox"/> |
| Glassware | | | | <input type="checkbox"/> |
| Select Wall Covering: | | | | |
| Obtain Bids | | | | <input type="checkbox"/> |
| Order | | | | <input type="checkbox"/> |
| Arrange Delivery | | | | <input type="checkbox"/> |
| Accept per Order | | | | <input type="checkbox"/> |
| Select Tables: | | | | |
| Obtain Bids | | | | <input type="checkbox"/> |
| Order | | | | <input type="checkbox"/> |
| Arrange Delivery | | | | <input type="checkbox"/> |
| Select Chairs: | | | | |
| Obtain Bids | | | | <input type="checkbox"/> |
| Order | | | | <input type="checkbox"/> |
| Arrange Delivery | | | | <input type="checkbox"/> |
| Apply Scotchguard Protection | | | | <input type="checkbox"/> |
| Hair Charis & Boosters | | | | <input type="checkbox"/> |
| Arrange Delivery | | | | <input type="checkbox"/> |
| Select Floor Covering: | | | | |
| Obtain Bids | | | | <input type="checkbox"/> |
| Order | | | | <input type="checkbox"/> |
| Arrange Installation | | | | <input type="checkbox"/> |

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|--|------------------------|-------------------------------|--------------------------|--------------------------|
| Beverage Station: | | | | |
| Cups | | | | <input type="checkbox"/> |
| Lids | | | | <input type="checkbox"/> |
| Holders | | | | <input type="checkbox"/> |
| Sodas | | | | <input type="checkbox"/> |
| Dairy | | | | <input type="checkbox"/> |
| Canned Juices | | | | <input type="checkbox"/> |
| Beverage Napkins | | | | <input type="checkbox"/> |
| Straws | | | | <input type="checkbox"/> |
| Soda System | | | | <input type="checkbox"/> |
| Liquor Selection: | | | | |
| Well Liquor Selection | | | | <input type="checkbox"/> |
| Call Liquor Selection | | | | <input type="checkbox"/> |
| Premium Liquor Selection | | | | <input type="checkbox"/> |
| Beer Selection | | | | <input type="checkbox"/> |
| Draft System | | | | <input type="checkbox"/> |
| Wine Selection: | | | | |
| Supplier Wine Training Program | | | | <input type="checkbox"/> |
| Wine List Design | | | | <input type="checkbox"/> |
| Wine List Publication | | | | <input type="checkbox"/> |
| Wine Openers | | | | <input type="checkbox"/> |
| Wine Buckets and Stands | | | | <input type="checkbox"/> |
| Beverage & Liquor Distributor | | | | <input type="checkbox"/> |
| Food Distributor | | | | <input type="checkbox"/> |

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|---------------------------------------|------------------------|-------------------------------|--------------------------|--------------------------|
| Paper Products: | | | | |
| Guest Checks | | | | <input type="checkbox"/> |
| POS Supplies | | | | <input type="checkbox"/> |
| Take Out | | | | <input type="checkbox"/> |
| Bathroom | | | | <input type="checkbox"/> |
| Office Furniture: | | | | |
| Desk | | | | <input type="checkbox"/> |
| Chair | | | | <input type="checkbox"/> |
| Filing Cabinets | | | | <input type="checkbox"/> |
| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
| Security Services: | | | | |
| Robbery Prevention | | | | <input type="checkbox"/> |
| Control of Access During Operations | | | | <input type="checkbox"/> |
| Control of Access During Construction | | | | <input type="checkbox"/> |
| Double Door Safe | | | | <input type="checkbox"/> |
| Night Drop | | | | <input type="checkbox"/> |
| Reservation Services | | | | <input type="checkbox"/> |
| Telephones: | | | | |
| Office Line | | | | <input type="checkbox"/> |
| Fax Line | | | | <input type="checkbox"/> |
| Catering Line | | | | <input type="checkbox"/> |
| Kitchen Line | | | | <input type="checkbox"/> |
| Reservations Line | | | | <input type="checkbox"/> |
| Pay Phone | | | | <input type="checkbox"/> |

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|---|------------------------|-------------------------------|--------------------------|--------------------------|
| Telephone Equipment: | | | | |
| Obtain Bids | | | | <input type="checkbox"/> |
| Order | | | | <input type="checkbox"/> |
| Arrange Delivery | | | | <input type="checkbox"/> |
| Accept per Order | | | | <input type="checkbox"/> |
| Telephone Service: | | | | |
| Procedures | | | | <input type="checkbox"/> |
| Drawing/Plans | | | | <input type="checkbox"/> |
| Inspection | | | | <input type="checkbox"/> |
| Permit Requirement | | | | <input type="checkbox"/> |
| Installation | | | | <input type="checkbox"/> |
| Cables & Wiring: | | | | |
| Burglar/Fire Alarm | | | | <input type="checkbox"/> |
| Licensed Business Music Streaming Service | | | | <input type="checkbox"/> |
| Telephone Lines (Internal) | | | | <input type="checkbox"/> |
| POS & Computer Lines | | | | <input type="checkbox"/> |
| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
| Payroll: | | | | |
| Pre Opening | | | | <input type="checkbox"/> |
| Management | | | | <input type="checkbox"/> |
| Hourly | | | | <input type="checkbox"/> |
| POS System: | | | | |
| Wiring | | | | <input type="checkbox"/> |
| Installation | | | | <input type="checkbox"/> |
| Training | | | | <input type="checkbox"/> |

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|--|------------------------|-------------------------------|--------------------------|--------------------------|
| Computer System: | | | | |
| Monitor | | | | <input type="checkbox"/> |
| Printer | | | | <input type="checkbox"/> |
| Internet Service | | | | <input type="checkbox"/> |
| Software: | | | | |
| Food Ordering (from primary supplier) | | | | <input type="checkbox"/> |
| Office Suite Software | | | | <input type="checkbox"/> |
| Word Processor | | | | <input type="checkbox"/> |
| Spreadsheet | | | | <input type="checkbox"/> |
| Presentation | | | | <input type="checkbox"/> |
| Publisher Software | | | | <input type="checkbox"/> |
| Scheduling — Use for Employee Time Management, Management Schedules, and Catering Events | | | | <input type="checkbox"/> |
| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
| Keys: | | | | |
| Make a List of Keys Needed in Store | | | | <input type="checkbox"/> |
| Collect All Keys Upon Installation | | | | <input type="checkbox"/> |
| Re-Key Just Before Opening | | | | <input type="checkbox"/> |

Maintenance & Outside Services

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|---|------------------------|-------------------------------|--------------------------|--------------------------|
| Outside Services: | | | | |
| Maintenance | | | | <input type="checkbox"/> |
| Janitorial | | | | <input type="checkbox"/> |
| Valet Parking | | | | <input type="checkbox"/> |
| Pest Control | | | | <input type="checkbox"/> |
| Plant Service | | | | <input type="checkbox"/> |
| Linen Service | | | | <input type="checkbox"/> |
| Hood/Flue Cleaning | | | | <input type="checkbox"/> |
| Carpet Cleaning | | | | <input type="checkbox"/> |
| Window Washing | | | | <input type="checkbox"/> |
| Primary Vendor Selection / Approved Vendor List: | | | | |
| Local Contact with Name/Number | | | | <input type="checkbox"/> |
| Establish Credit, Delivery Schedule | | | | <input type="checkbox"/> |
| Waste Removal: | | | | |
| Solid Waste | | | | <input type="checkbox"/> |
| Dumpster | | | | <input type="checkbox"/> |
| Compactor | | | | <input type="checkbox"/> |
| Janitorial: | | | | |
| Floor Cleaner | | | | <input type="checkbox"/> |
| Spot Remover | | | | <input type="checkbox"/> |
| Gum Solvent | | | | <input type="checkbox"/> |
| Liquid Hand Soap | | | | <input type="checkbox"/> |
| Hand Towel Dispensers | | | | <input type="checkbox"/> |
| Paper Towels | | | | <input type="checkbox"/> |
| Windex | | | | <input type="checkbox"/> |
| Squeegees | | | | <input type="checkbox"/> |

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|-------------------------------|------------------------|-------------------------------|--------------------------|--------------------------|
| Janitorial Equipment: | | | | |
| Wet Floor Signs | | | | <input type="checkbox"/> |
| Mops | | | | <input type="checkbox"/> |
| Buckets | | | | <input type="checkbox"/> |
| Vacuum | | | | <input type="checkbox"/> |
| Trash Cans | | | | <input type="checkbox"/> |
| Dust Pans | | | | <input type="checkbox"/> |
| Sewer Service: | | | | |
| Procedures | | | | <input type="checkbox"/> |
| Drawings/Plans | | | | <input type="checkbox"/> |
| Inspection | | | | <input type="checkbox"/> |
| Permit Requirements | | | | <input type="checkbox"/> |
| Installation | | | | <input type="checkbox"/> |
| Linen Service | | | | <input type="checkbox"/> |
| Hood/Flue Cleaning | | | | <input type="checkbox"/> |
| Carpet Cleaning | | | | <input type="checkbox"/> |
| Window Washing | | | | <input type="checkbox"/> |
| Parking Lot and Valet: | | | | |
| Number of Spaces | | | | <input type="checkbox"/> |
| Resurfacing | | | | <input type="checkbox"/> |
| Entrance/Exits | | | | <input type="checkbox"/> |
| Lighting for Parking Lot | | | | <input type="checkbox"/> |
| Control for Pre-Construction | | | | <input type="checkbox"/> |
| Control During Construction | | | | <input type="checkbox"/> |
| Valet Stand/Key Control | | | | <input type="checkbox"/> |

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|---------------------------------------|------------------------|-------------------------------|--------------------------|--------------------------|
| Parking Lot and Valet (Cont.): | | | | |
| Parking Lot Signage | | | | <input type="checkbox"/> |
| Handicap | | | | <input type="checkbox"/> |
| Reserved | | | | <input type="checkbox"/> |
| Valet | | | | <input type="checkbox"/> |
| Valet Services | | | | <input type="checkbox"/> |
| Linen Service: | | | | |
| Table Top Laundry (Rental) | | | | <input type="checkbox"/> |
| Uniforms: | | | | |
| Uniform Laundry (Rental) | | | | <input type="checkbox"/> |
| Uniform Order | | | | <input type="checkbox"/> |
| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
| Landscaping: | | | | |
| Pre-Construction | | | | <input type="checkbox"/> |
| During Construction | | | | <input type="checkbox"/> |
| Maintenance | | | | <input type="checkbox"/> |
| Construction Timetable | | | | <input type="checkbox"/> |
| Estimate Time for Each Phase | | | | <input type="checkbox"/> |
| Estimated Completion Date | | | | <input type="checkbox"/> |
| Critical Path | | | | <input type="checkbox"/> |
| Construction Budget | | | | <input type="checkbox"/> |
| Sign Requirements/Restrictions | | | | <input type="checkbox"/> |

Staffing

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|--|------------------------|-------------------------------|--------------------------|--------------------------|
| Front and Back of House Staffing: | | | | |
| Projected List of Employees Needed for Each Area of Operation | | | | <input type="checkbox"/> |
| Sources for Recruiting | | | | <input type="checkbox"/> |
| Develop Pay Scales for All Crew Work Groups | | | | <input type="checkbox"/> |
| Front Desk | | | | <input type="checkbox"/> |
| Servers | | | | <input type="checkbox"/> |
| Wait Assistants | | | | <input type="checkbox"/> |
| Bartenders | | | | <input type="checkbox"/> |
| Cooks | | | | <input type="checkbox"/> |
| Prep Cooks | | | | <input type="checkbox"/> |
| Dishwashers | | | | <input type="checkbox"/> |
| Supervisors | | | | <input type="checkbox"/> |
| Managers | | | | <input type="checkbox"/> |
| Place Employment Ads in Newspapers & Schedule Recruiting Missions | | | | <input type="checkbox"/> |
| Review Staffing Manual for Interviewing/Hiring Procedures. Establish Target Question List. | | | | <input type="checkbox"/> |
| Employee Applications & Employee New Hire Kits: | | | | |
| English/Spanish | | | | <input type="checkbox"/> |
| I-9 Tax Forms | | | | <input type="checkbox"/> |
| Health Cards | | | | <input type="checkbox"/> |
| Server/Bartender/Entertainment Permits | | | | <input type="checkbox"/> |
| Orientation | | | | <input type="checkbox"/> |
| Pre-Opening/Training Schedule | | | | <input type="checkbox"/> |
| Operational Schedule | | | | <input type="checkbox"/> |
| ServSafe Training | | | | <input type="checkbox"/> |
| Uniform | | | | <input type="checkbox"/> |

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|--|------------------------|-------------------------------|--------------------------|--------------------------|
| Establish Work Schedules: | | | | |
| Reports | | | | <input type="checkbox"/> |
| Food/Beverage/Covers/Average Check/ Sales Mix | | | | <input type="checkbox"/> |
| Comparisons to Budget | | | | <input type="checkbox"/> |
| Organizational Charts by Department | | | | <input type="checkbox"/> |
| Dining Room | | | | <input type="checkbox"/> |
| Bar | | | | <input type="checkbox"/> |
| Kitchen | | | | <input type="checkbox"/> |
| Administration | | | | <input type="checkbox"/> |
| Employee Applications | | | | <input type="checkbox"/> |

Training

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|--|------------------------|-------------------------------|--------------------------|--------------------------|
| Training: | | | | |
| Identify Dates Of Training Allowing For “Dry Run” Or “Soft Opening” Time | | | | <input type="checkbox"/> |
| Validate Service Sequences | | | | <input type="checkbox"/> |
| Develop Bar Opening Checklist | | | | <input type="checkbox"/> |
| Develop Kitchen-Opening Checklist & For All Departments: Open, Close & Managers | | | | <input type="checkbox"/> |
| Document & Train Management/Staff | | | | <input type="checkbox"/> |
| Organize Orientation Materials | | | | <input type="checkbox"/> |
| Develop Sidework Schedules For All FOH | | | | <input type="checkbox"/> |
| Set Up POS Training For Management & Crew | | | | <input type="checkbox"/> |
| Wine & Beer Seminars For Sales Knowledge & Over-Consumption Policy | | | | <input type="checkbox"/> |
| FOH Menu Descriptions For All Items | | | | <input type="checkbox"/> |
| Plating & Garnish Guide For All Items | | | | <input type="checkbox"/> |

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|--|------------------------|-------------------------------|--------------------------|--------------------------|
| Training (Cont.): | | | | |
| Set Up Training Recipe Manuals | | | | <input type="checkbox"/> |
| Select Training Team | | | | <input type="checkbox"/> |
| Set Date For Training Team Arrival | | | | <input type="checkbox"/> |
| Prepare Master Training Calendar | | | | <input type="checkbox"/> |
| Set Up Training Manuals & Opening Materials | | | | <input type="checkbox"/> |
| Set Up General Meeting & Training Session | | | | <input type="checkbox"/> |
| Organize Any Necessary Management Training Such As: | | | | |
| MSDS Location | | | | <input type="checkbox"/> |
| Interviewing & Hiring (Legal vs. Illegal Questions, ADA, etc.) | | | | <input type="checkbox"/> |
| Restaurant Standards & Systems | | | | <input type="checkbox"/> |
| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
| Human Resources: | | | | |
| Selection of Manager | | | | <input type="checkbox"/> |
| Selection of Pre-Opening Staff | | | | <input type="checkbox"/> |
| Organizational Chart | | | | <input type="checkbox"/> |
| Evaluation of Available Managers | | | | <input type="checkbox"/> |
| Define Manager Job Duties | | | | <input type="checkbox"/> |
| Interview of Managers | | | | <input type="checkbox"/> |
| Interview of Pre-Opening Staff | | | | <input type="checkbox"/> |
| Create Management Reports | | | | <input type="checkbox"/> |
| Evaluation of Available Chefs | | | | <input type="checkbox"/> |
| Evaluation of Kitchen Manager | | | | <input type="checkbox"/> |
| Employee Performance Evaluation | | | | <input type="checkbox"/> |
| Training Program for Employees | | | | <input type="checkbox"/> |
| Uniforms | | | | <input type="checkbox"/> |
| Dress Code | | | | <input type="checkbox"/> |

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|--|------------------------|-------------------------------|--------------------------|--------------------------|
| Employee Bulletin Board: | | | | |
| Required Postings — OSHA, Saftey, Minimum Wage, etc. | | | | <input type="checkbox"/> |
| Wage & Hour | | | | <input type="checkbox"/> |
| Workman's Comp | | | | <input type="checkbox"/> |
| Emergency Hospital & Doctor | | | | <input type="checkbox"/> |

Operations

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|---|------------------------|-------------------------------|--------------------------|--------------------------|
| Kitchen Operations / Service Operations: | | | | |
| Set-up sheets with pars | | | | <input type="checkbox"/> |
| Opening checklists | | | | <input type="checkbox"/> |
| Closing Checklists | | | | <input type="checkbox"/> |
| Prep Lists with Pars | | | | <input type="checkbox"/> |
| Standardizes Recipe Book | | | | <input type="checkbox"/> |
| Freezer Pull Sheets | | | | <input type="checkbox"/> |
| Inventory Forms | | | | <input type="checkbox"/> |
| Hours of Operation: | | | | |
| Estimated Hours of Operation | | | | <input type="checkbox"/> |
| Bar | | | | <input type="checkbox"/> |
| Restaurant | | | | <input type="checkbox"/> |
| Entertainment | | | | <input type="checkbox"/> |
| Opening | | | | <input type="checkbox"/> |
| Ongoing | | | | <input type="checkbox"/> |
| Operation Manuals: | | | | |
| Safety Manual | | | | <input type="checkbox"/> |
| Financial Manual | | | | <input type="checkbox"/> |

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|---|------------------------|-------------------------------|--------------------------|--------------------------|
| Catering Manual | | | | <input type="checkbox"/> |
| Kitchen Manual | | | | <input type="checkbox"/> |
| Exhibition Cooking Manual | | | | <input type="checkbox"/> |
| Guest Music: | | | | |
| ASCAP/BMI Arrangements | | | | <input type="checkbox"/> |
| Satellite Music System | | | | <input type="checkbox"/> |
| Licensed Business Music Streaming Service | | | | <input type="checkbox"/> |
| ASCAP / BMI / GMR / SECAS Licenses | | | | <input type="checkbox"/> |
| Code Book: | | | | |
| Handicap Regulations | | | | <input type="checkbox"/> |
| Ansul Fire System Requirements | | | | <input type="checkbox"/> |
| Exits | | | | <input type="checkbox"/> |
| Emergency Lighting | | | | <input type="checkbox"/> |
| Security During Operation | | | | <input type="checkbox"/> |
| Panic Hardware Requirements | | | | <input type="checkbox"/> |
| Fire Inspector Approval | | | | <input type="checkbox"/> |
| Sprinkler System Requirements | | | | <input type="checkbox"/> |
| Smoke Detectors/Smoke Eaters | | | | <input type="checkbox"/> |
| Signage: | | | | |
| Order Storefront Signage | | | | <input type="checkbox"/> |
| Sign Permitting & Installation | | | | <input type="checkbox"/> |
| On-Site Survey Analysis | | | | <input type="checkbox"/> |
| Public Relations (PR): | | | | |
| Announcement Release | | | | <input type="checkbox"/> |
| Media Sneak Peek | | | | <input type="checkbox"/> |
| Ongoing PR Activities | | | | <input type="checkbox"/> |

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|--|------------------------|-------------------------------|--------------------------|--------------------------|
| Graphic Design & Print Services: | | | | |
| Logo | | | | <input type="checkbox"/> |
| Type/Font Style | | | | <input type="checkbox"/> |
| Colors | | | | <input type="checkbox"/> |
| Other Branding Guidelines | | | | <input type="checkbox"/> |
| Business Cards | | | | <input type="checkbox"/> |
| Menu Design | | | | <input type="checkbox"/> |
| Brochures, Rack Cards, & Folders | | | | <input type="checkbox"/> |
| Printed Gift Certificates | | | | <input type="checkbox"/> |
| Signs | | | | <input type="checkbox"/> |
| Stationery | | | | <input type="checkbox"/> |
| Letterhead | | | | <input type="checkbox"/> |
| Promotional Materials | | | | <input type="checkbox"/> |
| Banners | | | | <input type="checkbox"/> |
| Sign/Banner Installation | | | | <input type="checkbox"/> |
| Bulk Mailing | | | | <input type="checkbox"/> |
| Photography | | | | <input type="checkbox"/> |
| Digital & Promotional Marketing: | | | | |
| Website | | | | <input type="checkbox"/> |
| Social Media Accounts (Facebook, Twitter, Instagram, TikTok, etc.) | | | | <input type="checkbox"/> |
| Optimize website for local SEO | | | | <input type="checkbox"/> |
| Monitor Review Sites | | | | <input type="checkbox"/> |
| Contest & Promotions Schedule | | | | <input type="checkbox"/> |
| Build Restaurant Customer Database | | | | <input type="checkbox"/> |
| Email Marketing Tool | | | | <input type="checkbox"/> |

Menu

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|--|------------------------|-------------------------------|--------------------------|--------------------------|
| Preliminary Menu Creation: | | | | |
| Children's Menus | | | | <input type="checkbox"/> |
| Birthday Favors | | | | <input type="checkbox"/> |
| Lunch | | | | <input type="checkbox"/> |
| Dinner | | | | <input type="checkbox"/> |
| Catering | | | | <input type="checkbox"/> |
| Brunch | | | | <input type="checkbox"/> |
| Banquet | | | | <input type="checkbox"/> |
| Pricing & Cost: | | | | |
| Menu Pricing Range | | | | <input type="checkbox"/> |
| Menu Cost & Portion Guide | | | | <input type="checkbox"/> |
| Standard Recipe Binder | | | | <input type="checkbox"/> |
| Table Arrangement: | | | | |
| Section Maps for Host Station | | | | <input type="checkbox"/> |
| Opening & Closing Sidework Assignments | | | | <input type="checkbox"/> |

Finals

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|--|------------------------|-------------------------------|--------------------------|--------------------------|
| Place Initial Food Order | | | | <input type="checkbox"/> |
| Place Initial Chemical Supplies Order | | | | <input type="checkbox"/> |
| Place Initial Paper Goods Order | | | | <input type="checkbox"/> |



| | | | |
|----|--------------|----|---------------|
| 26 | Atlanta | 40 | Orlando |
| 27 | Austin | 41 | Detroit |
| 28 | Houston | 42 | Phoenix |
| 29 | Dallas | 42 | San Antonio |
| 30 | Chicago | 43 | San Francisco |
| 31 | Denver | 44 | San Diego |
| 32 | Jacksonville | 45 | Portland |
| 33 | Las Vegas | 46 | Orange County |
| 33 | Memphis | 46 | Boston |
| 34 | Los Angeles | 47 | Charleston |
| 35 | Miami | 48 | Charlotte |
| 36 | Seattle | 48 | Columbus |
| 37 | Nashville | 49 | New Orleans |
| 38 | Tampa | 49 | Washington DC |
| 38 | New York | 50 | Sacramento |
| 39 | Philadelphia | | |



| Partner | Category | Primary Contact | Phone | Email |
|-----------------------------|---------------------------------|------------------|-----------------------|----------------------------------|
| Doordash | Food Delivery Service | Joshua Ajayi | 855.431.0459 | joshua.ajayi@doordash.com |
| Ecolab | Pest Elimination | Scott Henderson | 503.756.3066 | scott.henderson@ecolab.com |
| Encompass Interactive | Audio/Visual | Charles Schuster | 678.576.5611 | charles@encompassinteract.com |
| Georgia Crown Distribution | Beverage Distribution | Jerry McManus | 912.660.6955 | jmcmamus@georgiacrown.com |
| Kitsy Rose PR | Public Relations | Kitsy Rose | 404.840.4230 | kitsyrosepr@gmail.com |
| Liquid Recovery Solutions | Grease Trap Recycling | Artem Kamalov | 424.529.3641 | artem@liquidrecover.com |
| Martin Recruiting Partners | Management Staffing/ Recruiting | Heath Campbell | 918.638.5269 | hcampbell@mrpnow.com |
| Prudential Overall Supplies | Uniforms/Linens | Jerry Martin | 949.250.4855 ext. 275 | jerrym@prudentialuniforms.com |
| Refined Parking Solutions | Valet | Dilshan Singh | 706.386.7664 | dilshansingh@refinedparking.com |
| Signal Signs | Signage | Marcia Jones | 770.941.9900 | marcia.jones@signalsignscorp.com |
| Spot On | POS & Merchant Services | Kai Mirchev | | kmirchev@spoton.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| ADT | Security Services | Erica Ponce | 678-571-3884 | ericaponce@adt.com |
| ADT - Retail | Security Services | Timothy Penick | 678-899-1024 | tpenick@adt.com |
| Easy Ice | Ice Machine Rental / Repair | Ryan Kelly | | rkelly@easyice.com |
| AlphaGraphics Marietta | Printing | Curtis Gropman | | cgropman@alphagraphics.com |

Atlanta

| Partner | Category | Primary Contact | Phone | Email |
|-----------------------|------------------------|-------------------|----------------|-------------------------------------|
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Gusto | HR / Payroll | Sonya Jamula | | sonya.jamula@gusto.com |
| JLL | Commercial Real Estate | Gary Woodward | | gary.woodward@jll.com |
| US Foods | Food Distribution | Dionna Houston | | dionna.houston@usfoods.com |
| Homegrown | Lending | Michael Chen | (626) 726-1802 | michael.chen@joinhomegrown.com |
| Soundtrack Your Brand | Music Licensing | Lisa Farris | 310.500.6476 | lisa.farris@soundtrackyourbrand.com |
| Gas South | Natural Gas | Topher Jensen | 352-219-6015 | topher.jensen@gassouth.com |
| Via Failla Marketing | Marketing | Garrett Heaberlin | 770.820.4887 | garrett@viafailla.com |
| Savor Training | Safety and Training | Reese Jackson | (678) 777-6367 | reese@savortraining.com |
| Via Failla Marketing | Marketing | Garrett Heaberlin | 770.820.4887 | garrett@viafailla.com |

Austin

| Partner | Category | Primary Contact | Phone | Email |
|-----------------------------|-----------------------|------------------|-----------------------|-------------------------------|
| DoorDash | Food Delivery Service | Merchant Support | 855.431.0459 | |
| Prudential Overall Supplies | Uniforms/Linens | Jerry Martin | 949.250.4855 ext. 275 | jerrym@prudentialuniforms.com |
| Resplendent Hospitality | Public Relations | Ali Slutsky | 815.210.7454 | ali@resplendent.agency |

Austin

| Partner | Category | Primary Contact | Phone | Email |
|----------------------------|---------------------------------------|------------------|--------------|-------------------------------------|
| Soundtrack Your Brand | Music Licensing | Lisa Farris | 310.500.6476 | lisa.farris@soundtrackyourbrand.com |
| Trinity Constructors, Inc. | General Contractor | Justin Blackburn | | justin@trinityconstructors.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Complete Signs | Signage | Justin Holland | 334.797.1201 | justin@completesigns.net |
| A Head for Profits | Draft Beer Installation & Maintenance | Kat Davis | 336-312-1786 | Kat@aheadforprofits.com |
| Offline Media Inc. | Advertising | Hannah Sobhan | | hannah@letsgetoffline.com |
| WinStar Insurance Group | Insurance | Stephanie Dew | | sdew@winstarins.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Emily Ratcliff | | emily.ratcliff@e-hps.com |
| Wine-Haul | Beverage Distribution - Alcohol | Liam Matthes | | liam@wine-haul.com |
| AlphaGraphics | Printing | Jane Harvey | 512.922.4505 | jane@alphagraphics.com |

Houston

| Partner | Category | Primary Contact | Phone | Email |
|--------------------------|-----------------------|-------------------|--------------|------------------------------------|
| Contreras Building Group | General Contractor | Crystal Contreras | 281.223.6990 | crystal@contrerasbuildinggroup.com |
| Complete Signs | Signage | Justin Holland | 334-797-1201 | justin@completesigns.net |
| DoorDash | Food Delivery Service | Khai Nguyen | 855.431.0459 | khai.nguyen@doordash.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |

Houston

| Partner | Category | Primary Contact | Phone | Email |
|------------------------------|--------------------------------|-----------------|-----------------------|------------------------------|
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Slique Media | Marketing | Thomas Pham | 408.781.2466 | thomas@sliquemedia.com |
| RSP Designs LLC | Architecture / Interior Design | Steve Pena | 832-419-7363 ext. 703 | rspdesignsllc@gmail.com |
| A.D. Solutions | Pre-development and Permitting | Autumn Downing | | autumn@a-d-solutions.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| TWC Services | HVAC & Refridgeration | Todd Wilbert | | todd.wilbert@twcservices.com |
| Dimensional AVL Tech Experts | Audio Visual | Robert Butler | | dbutler@dimensionalavl.com |

Dallas

| Partner | Category | Primary Contact | Phone | Email |
|----------------------------|---------------------------------|------------------|--------------|-------------------------------|
| ADT | Security Services | Kenneth Jolly | 972.880.0769 | kjolly@adt.com |
| Complete Signs | Signage | Justin Holland | 334.797.1201 | justin@completesigns.net |
| DoorDash | Food Delivery Service | Natalie Eshelman | 855.431.0459 | natalie.eshelman@doordash.com |
| Martin Recruiting Partners | Management Staffing/ Recruiting | Heath Campbell | 918.638.5269 | hcampbell@mrpnw.com |
| Matthews | Commercial Real Estate | William Carr | 214.692.2152 | william.carr@matthews.com |
| OpenTable | Reservations | James Lao | 214.704.1865 | jlao@opentable.com |
| Spectrum | Telecommunications/ Internet | Brian Dobucki | 682.710.2427 | brian.dobucki@charter.com |
| Spot On | POS & Merchant Services | Kai Mirchev | | kmirchev@spoton.com |
| Sysco | Food Distribution | Ryan Layne | 214.707.2076 | ryan.layne@sysco.com |

Dallas

| Partner | Category | Primary Contact | Phone | Email |
|--------------------------------|---------------------------|----------------------|--------------|---------------------------------------|
| Liquid Environmental Solutions | Grease Trap/ Recycling | Michelle Besterfeldt | 214.524.6045 | michelle.besterfeldt@liquidenviro.com |
| JGX Group | Printing Services | Scott Watson | 214-597-2557 | scott@jgxgroup.com |
| Contreras Building Group | General Contractor | Crystal Contreras | 281.223.6990 | crystal@contrerasbuildinggroup.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Emily Ratcliff | | emily.ratcliff@e-hps.com |
| Not Rocket Science Trivia | Amusement / Entertainment | Zach Perry | 901-297-9458 | sales@notrocketsciencetrivia.com |
| Takkt Foodservice | Food Equipment & Supplies | Jennifer Simek | | jennifer.simek@takktfoodservices.com |

Chicago

| Partner | Category | Primary Contact | Phone | Email |
|--------------------|---------------------------------------|-----------------|-------------------------|---------------------------|
| DoorDash | Food Delivery Service | Jared Dorfman | 855.431.0459 | jared.dorman@doordash.com |
| Spot On | POS & Merchant Services | Kai Mirchev | | kmirchev@spoton.com |
| Stuever & Sons | Draft Beer Installation & Maintenance | Kat Davis | 336.312.1786 | Kat@aheadforprofits.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| ALO Property Group | Commercial Real Estate | Gary Perel | | gary@alopg.com |
| WineBow | Wine & Spirits Beverage Distribution | Dustin Ryan | | dustin.ryan@winebow.com |
| IGS Construction | General Contractor | Iraim Salgado | 847-770-6463 Ext:303 | iraim@igscs.org |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |

Chicago

| Partner | Category | Primary Contact | Phone | Email |
|-------------|------------------|-----------------|-------|----------------------------|
| Heartland | HR / Payroll | Jonathan Lamar | | jonathan.lamar@e-hps.com |
| Ecolab | Pest Elimination | Mike Troupe | | mike.troupe@ecolab.com |
| Nsee Photo | Food Photography | Neal Corman | | ncorman@nseephoto.com |
| BentoBox | Website Design | Samantha Taube | | samanthataube@getbento.com |
| Maitre-D AI | Reception AI | Randall Hom | | randall@maitre-d.ai |

Denver

| Partner | Category | Primary Contact | Phone | Email |
|-----------------------------|-----------------------------|-----------------|-----------------------|-------------------------------|
| DoorDash | Food Delivery Service | Alec Brown | 855.431.0459 | alec.brown@doordash.com |
| Green CO2 Systems | Beverage & Beer Carbonation | Brett Schutte | | bschutte@greenco2systems.com |
| Prudential Overall Supplies | Uniforms/Linens | Jerry Martin | 949.250.4855 ext. 275 | jerrym@prudentialuniforms.com |
| Spot On | POS & Merchant Services | Kai Mirchev | | kmirchev@spoton.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| CRS Insurance | Insurance | Lori Ashley | 303.548.4499 | lashley@crsdenver.com |
| Tagrisk Insurance Services | Insurance | Larry Anaya | 714.553.9171 | lanaya@tagrisk.com |
| Easy Ice | Ice Machine Rental / Repair | Ryan Kelly | | rkelly@easyice.com |
| Offline Media Inc. | Advertising | Hannah Sobhan | | hannah@letsgetoffline.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |

Denver

| Partner | Category | Primary Contact | Phone | Email |
|--------------|---------------------------|-----------------|--------------|---------------------------|
| Cresco-Resco | Food Equipment & Supplies | Michael Grubb | 559-519-3915 | michaelg@cresco-resco.com |
| Royal Signs | Signage | Kristin Manning | 646-957-7603 | kristin@royalsigns.com |

Jacksonville

| Partner | Category | Primary Contact | Phone | Email |
|----------------------|--|----------------------|----------------|--------------------------------|
| ADT | Security Services | Carl "Chip" Robinson | 904.755.5275 | carlrobinson@adt.com |
| Complete Signs | Signage | Justin Holland | 334.797.1201 | justin@completesigns.net |
| DoorDash | Food Delivery Service | Merchant Support | 855.431.0459 | |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Chris Bazemore | | christopher.bazemore@e-hps.com |
| Easy Ice | Ice Machine Rental / Repair | Ryan Kelly | | rkelly@easyice.com |
| Visual Installations | Environmental Branding and Visual Displays | Austin Park | (352) 222-8813 | austin@visualinstallers.com |
| Spot On | POS & Merchant Services | Kai Mirchev | | kmirchev@spoton.com |
| Gas South | Natural Gas | Topher Jensen | 352-219-6015 | topher.jensen@gassouth.com |

Las Vegas

| Partner | Category | Primary Contact | Phone | Email |
|--|--|-----------------|-----------------------|---------------------------------|
| Cushman Wakefield Commercial Real Estate | Restaurant/Retail Commercial Real Estate | Dan Hubbard | 702.688.6934 | Dan.Hubbard@cushwake.com |
| DoorDash | Food Delivery Service | Leanne Monahan | 855.431.0459 | leanne.monahan@doordash.com |
| Green CO2 Systems | Beverage & Beer Carbonation | Brett Schutte | | bschutte@greenco2systems.com |
| Prudential Overall Supplies | Uniforms/Linens | Jerry Martin | 949.250.4855 ext. 275 | jerrym@prudentialuniforms.com |
| Spot On | POS & Merchant Services | Kai Mirchev | | kmirchev@spoton.com |
| Tagrisk Insurance Services | Insurance | Larry Anaya | 714.553.9171 | lanaya@tagrisk.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Boulder City Beverage | Draft Beer Equipment & Service | Scott Behnke | 702 -267-8844 | scott@bcbev.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Jenny Ryppa | | jenny.ryppa-rodriguez@e-hps.com |
| Cresco-Resco | Food Equipment & Supplies | Michael Grubb | 559-519-3915 | michaelg@cresco-resco.com |

Memphis

| Partner | Category | Primary Contact | Phone | Email |
|------------------|-----------------------|------------------|--------------|---------------------------|
| DoorDash | Food Delivery Service | Sean Calhoun Jr. | 855.431.0459 | sean.calhoun@doordash.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Charlie Payne | | charlie.payne@e-hps.com |

Memphis

| Partner | Category | Primary Contact | Phone | Email |
|---------|-------------------------|-----------------|-------|----------------------------|
| Clover | POS & Merchant Services | Samantha Taube | | samanthataube@getbento.com |

Los Angeles

| Partner | Category | Primary Contact | Phone | Email |
|-----------------------------|-----------------------------|--------------------|-----------------------|-------------------------------------|
| DoorDash | Food Delivery Service | Christopher Lawson | 855.431.0459 | christopher.lawson@doordash.com |
| GSA Pension | Retirement Pension Savings | Mark Swedelson | 818.501.2900 ext. 214 | mds@gsapension.com |
| Prudential Overall Supplies | Uniforms/Linens | Jerry Martin | 949.250.4855 ext. 275 | jerrym@prudentialuniforms.com |
| Slique Media | Marketing | Thomas Pham | 408.781.2466 | thomas@sliquemedia.com |
| Spot On | POS & Merchant Services | Kai Mirchev | | kmirchev@spoton.com |
| Soundtrack Your Brand | Music Licensing | Lisa Farris | 310.500.6476 | lisa.farris@soundtrackyourbrand.com |
| Tagrisk Insurance Services | Insurance | Larry Anaya | 714.553.9171 | lanaya@tagrisk.com |
| NuCO2 | Beverage & Beer Carbonation | Antonio Myers | 8181.201.5297 | antonio.myers@nuco2.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Fixe | Accounting | Bart McPhail | | bart@getmyfixe.com |
| Jenny Flack Murals | Murals & Business Art | Jenny Flack | | jenny@jennyflack.com |
| Easy Ice | Ice Machine Rental / Repair | Ryan Kelly | | rkelly@easyice.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Steve Tawill | | steven.tawil@e-hps.com |

Los Angeles

| Partner | Category | Primary Contact | Phone | Email |
|-------------|-----------------------------------|-----------------|-------|-----------------------------|
| TriMark USA | Food Equipment Service / Supplies | Chris Orloff | | Chris.orloff@trimarkusa.com |

Miami

| Partner | Category | Primary Contact | Phone | Email |
|-----------------------|---------------------------------------|----------------------|--------------|-------------------------------------|
| ADT | Security Services | Veronika Burshenka | 305.915.0670 | vbushenka@adt.com |
| A Head for Profits | Draft Beer Installation & Maintenance | Kat Davis | 336.312.1786 | Kat@aheadforprofits.com |
| Broward Nelson | Beverage Carbonation | Brandon Spencer | 954.675.3476 | bspencer@browardnelson.com |
| DoorDash | Food Delivery Service | Alex Ojeda | 855.431.0459 | Alex.ojeda@doordash.com |
| Eazy Grease | Grease Trap Recycling | Russell Kamalov | 786.536.2411 | russell@eazygrease.com |
| SwipeBy | Online Ordering Platform | Javier Kitaigorodsky | 786.310.9002 | hello@swipe.by |
| Soundtrack Your Brand | Music Licensing | Lisa Farris | 310.500.6476 | lisa.farris@soundtrackyourbrand.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Vestis | Uniforms & Linens | Caleb Hinton | 407-619-9361 | caleb.hinton@vestis.com |
| Spot On | POS & Merchant Services | Kai Mirchev | | kmirchev@spoton.com |
| Wander PR | Public Relations | Adriana Sol | | adriana@wanderpr.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Chris Bazemore | | christopher.bazemore@e-hps.com |
| Art Sign | Signage | Tina Mastandrea | 305-812-2803 | tina@artsignfl.com |

Miami

| Partner | Category | Primary Contact | Phone | Email |
|----------------|-----------------------------|------------------|----------------|----------------------------------|
| Bluedrop | Water Purification Systems | David Kellaway | (877) 662-7875 | david.kellaway@bluedropwater.com |
| Easy Ice | Ice Machine Rental / Repair | Ryan Kelly | | rkelly@easyice.com |
| La Vela Coffee | Coffee | Marc Sznaptjaler | (954) 249-4334 | marc@lavelacoffee.com |
| Gas South | Natural Gas | Topher Jensen | 352-219-6015 | topher.jensen@gassouth.com |

Seattle

| Partner | Category | Primary Contact | Phone | Email |
|--------------------|-----------------------------|------------------|--------------|-----------------------------|
| DoorDash | Food Delivery Service | Jeff Huyen | 855.431.0459 | jeff.huyen@doordash.com |
| Spot On | POS & Merchant Services | Kai Mirchev | | kmirchev@spoton.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| ECOLAB | Pest Elimination | Doug Dennett | 218-779-8897 | douglass.dennett@ecolab.com |
| Passport Unlimited | Loyalty Program | Lori Strankowski | | loris@passportunlimited.com |
| Green Air Supply | Beverage & Beer Carbonation | Tom Hoare | | tom@greenairsupply.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Gredigan Wade | | gredigan.wade@e-hps.com |

| Partner | Category | Primary Contact | Phone | Email |
|----------------------------|---------------------------------------|---------------------|--------------|--------------------------------------|
| A Head for Profits | Draft Beer Installation & Maintenance | Kat Davis | 336.312.1786 | Kat@aheadforprofits.com |
| DoorDash | Food Delivery Service | Sean Calhoun Jr. | 855.431.0459 | sean.calhoun@doordash.com |
| Ecolab | Pest Elimination | Ryan Hutton | 317.518.3956 | ryan.hutton@ecolab.com |
| Liquid Recovery Solutions | Grease Trap Recycling | Artem Kamalov | 424.529.3641 | artem@liquidrecover.com |
| REED Public Relations | Public Relations | Macey Cleary Binner | 615.645.4326 | macey@reedpublicrelations.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Offline Media Inc. | Advertising | Hannah Sobhan | | hannah@letsgetoffline.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Spot On | POS & Merchant Services | Kai Mirchev | | kmirchev@spoton.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Trinity Constructors, Inc. | General Contractor | Justin Blackburn | | justin@trinityconstructors.com |
| Heartland | HR / Payroll | Charlie Payne | | charles.payne@e-hps.com |
| US Foods | Food Distribution | Todd Wright | | todd.wright@usfoods.com |
| Hogan Linen Supply | Linens & Uniforms | Roger Hogan | | rp@hogantextile.com |
| Ortale Kelley Law Firm | Liquor Licensing | Vicki Schmidy | 615-780-7529 | vschmidt@dortalekelley.com |
| Takkt Foodservice | Food Equipment & Supplies | Jennifer Simek | | jennifer.simek@takktfoodservices.com |

Tampa

| Partner | Category | Primary Contact | Phone | Email |
|--------------------------------|-----------------------------|------------------|----------------|--------------------------------|
| ADT | Security Services | Tiffany Letendre | 727.642.8271 | tclaudio@adt.com |
| DoorDash | Food Delivery Service | Merchant Support | 855.431.0459 | |
| Liquid Environmental Solutions | Grease Trap Recycling | Austin Israel | 407.405.2385 | austin.israel@liquidenviro.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Offline Media Inc. | Advertising | Hannah Sobhan | | hannah@letsgetoffline.com |
| Gas South | Natural Gas | Topher Jensen | 352-219-6015 | topher.jensen@gassouth.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Easy Ice | Ice Machine Rental / Repair | Ryan Kelly | | rkelly@easyice.com |
| Heartland | HR / Payroll | Tyler Hayes | | Tyler.Hayes@e-hps.com |
| Spot On | POS & Merchant Services | Kai Mirchev | | kmirchev@spoton.com |
| Sea Breeze Coffee & Tea | Coffee & Tea Distribution | Susan Kopstad | (941) 915-3517 | susan@seabreezecoffee.com |
| Spectrum Business | Internet & Telecom | Rafael Ogura | (407) 618-6153 | rafael.ogura@charter.com |

New York

| Partner | Category | Primary Contact | Phone | Email |
|-----------|-------------------------|-----------------|--------------|------------------------------|
| DoorDash | Food Delivery Service | Jeff Edwards | 855.431.0459 | jeffery.edwards@doordash.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Spot On | POS & Merchant Services | Kai Mirchev | | kmirchev@spoton.com |

New York

| Partner | Category | Primary Contact | Phone | Email |
|---------------------|--|-----------------|--------------------------|------------------------------|
| Sign Expo | Signage | Offer Sharaby | 213.925.8585 Ext. 106 | offer@signexpo.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Ecolab | Pest Elimination | Michael Woodka | 516.637.4731 | michael.woodka@ecolab.com |
| Broward Nelson | Beverage Carbonation | Brandon Spencer | 954.675.3476 | bspencer@browardnelson.com |
| NYC Clean Air Group | Grease Trap/Recycling | John Almazar | | gianpietroa@nyccag.com |
| Paylocity | HR / Payroll | Jen Crispino | | jcrispino@paylocity.com |
| A+ Towels & Linen | Uniforms & Linen | Jhonathan Diaz | 914-804-3195 | jdiaz@aplustowels.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| BentoBox | Website Design | Samantha Taube | | samanthataube@getbento.com |
| Perfect Pour Draft | Beverage Draft Systems | Kristen Albert | (914) 447-4926 | contact@perfectpourdraft.com |
| Wi-Fi Spotlight | Audio Visual & Telecommunications / Internet | Jose Perez | 917-997-8164 | jose@wi-fi-spotlight.com |

Philadelphia

| Partner | Category | Primary Contact | Phone | Email |
|-----------|-------------------------|-----------------|--------------|-------------------------|
| DoorDash | Food Delivery Service | Amy Binder | 855.431.0459 | amy.binder@doordash.com |
| Spot On | POS & Merchant Services | Kai Mirchev | | kmirchev@spoton.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Logic LC | IT Consulting | Tim Walsh | 215-292-8232 | twalsh@logiclc.com |

Philadelphia

| Partner | Category | Primary Contact | Phone | Email |
|-------------------------------|-------------------|-----------------|-------|---------------------------|
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Rich Adams | | richard.adams@e-hps.com |
| Gemini Linen & Uniform Rental | Uniforms & Linens | Gary Bogardus | | gary@geminilinen.com |

Orlando

| Partner | Category | Primary Contact | Phone | Email |
|--------------------------------|---------------------------------------|-----------------|--------------|--------------------------------|
| ADT | Security Services | Javier Godoy | 321.246.5201 | agodoy@adt.com |
| A Head for Profits | Draft Beer Installation & Maintenance | Kat Davis | 336.312.1786 | Kat@aheadforprofits.com |
| Broward Nelson | Beverage Carbonation | Brandon Spencer | 954.675.3476 | bspencer@browardnelson.com |
| DoorDash | Food Delivery Service | Alex Ojeda | 855.431.0459 | Alex.ojeda@doordash.com |
| Spot On | POS & Merchant Services | Kai Mirchev | | kmirchev@spoton.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Liquid Environmental Solutions | Grease Trap/ Recycling | Austin Israel | 407.405.2385 | austin.israel@liquidenviro.com |
| Offline Media Inc. | Advertising | Hannah Sobhan | | hannah@letsgetoffline.com |
| Gas South | Natural Gas | Topher Jensen | 352-219-6014 | topher.jensen@gassouth.com |
| Spectrum Business | Internet & Telecommunications | Rafael Ogura | 407-618-6153 | rafael.ogura@charter.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Tyler Hayes | | Tyler.Hayes@e-hps.com |

Orlando

| Partner | Category | Primary Contact | Phone | Email |
|-----------------------|--|-----------------|----------------|--------------------------------------|
| Easy Ice | Ice Machine Rental / Repair | Ryan Kelly | | rkelly@easyice.com |
| Visual Installations | Environmental Branding and Visual Displays | Austin Park | (352) 222-8814 | austin@visualinstallers.com |
| BrightView Landscapes | Landscape | Austin Israel | 407-222-1339 | Austin.israel@brightview.com |
| Takkt Foodservice | Food Equipment & Supplies | Jennifer Simek | | jennifer.simek@takktfoodservices.com |

Detroit

| Partner | Category | Primary Contact | Phone | Email |
|-----------------------------|-----------------------------|--------------------------------|--------------|---|
| DoorDash | Food Delivery Service | Eric Quandt | 855.431.0459 | eric.quandt@doordash.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Allied Insurance Group | Insurance | Chris Beardslee | 248-243-5831 | cbeardsless@alliedinsmgr.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Philip Garbacz | | philip.garbacz@e-hps.com |
| Clover | POS & Merchant Services | Samantha Taube | | samanthataube@getbento.com |
| NuCO2 | Beverage & Beer Carbonation | Steven Krause Jared Theisen | | steve.krause@nuco2.com jared.theisen@nuco2.com |
| Great Lakes Hotel Supply Co | Food Equipment and Supplies | Jim Bologna | 248-721-3635 | jim@glhsco.com |

| Partner | Category | Primary Contact | Phone | Email |
|-------------------------------------|---------------------------------|-------------------------|--------------------------|---|
| Cox | Telecommunications/ Internet | | 623-328-6702 | colleen.salk@cox.com |
| DoorDash | Food Delivery Service | Calvin Habern | 855.431.0459 | calvin.habern@doordash.com |
| Our Town | Advertising | David Cox | 310.701.1004 | coxd@ourtown.net |
| Prudential Overall Supplies | Uniforms/Linens | Jerry Martin | 949.250.4855 ext. 275 | jerrym@prudentialuniforms.com |
| Spot On | POS & Merchant Services | Kai Mirchev | | kmirchev@spoton.com |
| Tagrisk Insurance Services | Insurance | Larry Anaya | 714.553.9171 | lanaya@tagrisk.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Liquid Environmental Solutions | Grease Trap/ Recycling | Michelle Besterfeldt | 214.524.6045 | michelle.besterfeldt@ liquidenviro.com |
| Affordable Quality Hood Cleaning | Hood Cleaning & Service | Jay Casas | | Affordablequalityhoodcleaning@ gmail.com |
| Easy Ice | Ice Machine Rental / Repair | Ryan Kelly | | rkelly@easyice.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Rowland Harris | | rowland.harris@e-hps.com |

San Antonio

| Partner | Category | Primary Contact | Phone | Email |
|--------------------------------|-----------------------|---------------------|--------------------------|-------------------------------|
| DoorDash | Food Delivery Service | Merchant Support | 855.431.0459 | |
| Prudential Overall Supplies | Uniforms/Linens | Jerry Martin | 949.250.4855 ext. 275 | jerrym@prudentialuniforms.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |

San Antonio

| Partner | Category | Primary Contact | Phone | Email |
|--------------------------|---------------------------------|-------------------|----------------|------------------------------------|
| Contreras Building Group | General Contractor | Crystal Contreras | 281.223.6990 | crystal@contrerasbuildinggroup.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Emily Ratcliff | | emily.ratcliff@e-hps.com |
| Humble Sign Co. | Signage | Jess Polo | (917) 767-8047 | jp@humblesignco.com |
| TWC Services | HVAC & Refridgeration | Todd Wilbert | | todd.wilbert@twcservices.com |
| Wine-Haul | Beverage Distribution - Alcohol | Liam Matthes | | liam@wine-haul.com |
| AlphaGraphics | Printing | Jane Harvey | 512.922.4505 | jane@alphagraphics.com |

San Francisco

| Partner | Category | Primary Contact | Phone | Email |
|-----------------------------|------------------------------|-------------------|-----------------------|-------------------------------|
| Carbonic Services | Beverage & Beer Carbonation | Al Shull | 408.355.0909 | al.shull@carbonicservice.com |
| Comcast | Telecommunications/ Internet | Jeffrey Trasmonte | 415.317.5368 | jeffrey_trasmonte@comcast.com |
| DoorDash | Food Delivery Service | Tatiana Azmanova | 855.431.0459 | Tatiana@doordash.com |
| Prudential Overall Supplies | Uniforms/Linens | Jerry Martin | 949.250.4855 ext. 275 | jerrym@prudentialuniforms.com |
| Spot On | POS & Merchant Services | Kai Mirchev | | kmirchev@spoton.com |
| Tagrisk Insurance Services | Insurance | Larry Anaya | 714.553.9171 | lanaya@tagrisk.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Slique Media | Marketing | Thomas Pham | 408.781.2466 | thomas@sliquemedia.com |

San Francisco

| Partner | Category | Primary Contact | Phone | Email |
|-----------------------------|-------------------|------------------|----------------|--------------------------------------|
| Passport Unlimited | Loyalty Program | Lori Strankowski | | loris@passportunlimited.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Pete Daley | | pete.daley@e-hps.com |
| US Foods | Food Distribution | Kelly Ishak | | kelly.ishak@usfoods.com |
| ADT | Security Services | Juan Coras | (925) 812-2597 | juancoras@adt.com |
| Maitre-D AI | Reception AI | Randall Hom | | randall@maitre-d.ai |
| Back Office by Buyer's Edge | | Heather Raich | (415) 624-6164 | heather.raich@buyersedgeplatform.com |

San Diego

| Partner | Category | Primary Contact | Phone | Email |
|-----------------------------|---------------------------------|-----------------|--------------------------|-------------------------------|
| Cox | Telecommunications/ Internet | | 623-328-6702 | colleen.salk@cox.com |
| DoorDash | Food Delivery Service | Brittany Arnold | 855.431.0459 | brittany.arnold@doordash.com |
| Our Town | Advertising | David Cox | 310.701.1004 | coxd@ourtown.net |
| Prudential Overall Supplies | Uniforms/Linens | Jerry Martin | 949.250.4855 ext. 275 | jerrym@prudentialuniforms.com |
| Spot On | POS & Merchant Services | Kai Mirchev | | kmirchev@spoton.com |
| Tagrisk Insurance Services | Insurance | Larry Anaya | 714.553.9171 | lanaya@tagrisk.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Slique Media | Marketing | Thomas Pham | 408.781.2466 | thomas@sliquemedia.com |

San Diego

| Partner | Category | Primary Contact | Phone | Email |
|--------------------|---|------------------|----------------|-----------------------------|
| Passport Unlimited | Loyalty Program | Lori Strankowski | | loris@passportunlimited.com |
| Fixe | Accounting | Bart McPhail | | bart@getmyfixe.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Steve Evans | | steve.evans@e-hps.com |
| Raaves | Experiential Marketing and Customer Referral Platform | Craig Woods | (858) 342-7592 | craig@raaves.com |

Portland

| Partner | Category | Primary Contact | Phone | Email |
|-----------------------------|---------------------------------|--------------------|-----------------------|--------------------------------|
| Comcast | Telecommunications/ Internet/IT | Brittany Greatwood | 253.345.9023 | brittany_greatwood@comcast.com |
| DoorDash | Food Delivery Service | Phillip Skillern | 855.431.0459 | phillip.skillern@doordash.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Spot On | POS & Merchant Services | Kai Mirchev | | kmirchev@spoton.com |
| Prudential Overall Supplies | Uniforms/Linens | Jerry Martin | 949.250.4855 ext. 275 | jerrym@prudentialuniforms.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Gredigan Wade | | gredigan.wade@e-hps.com |

Orange County

| Partner | Category | Primary Contact | Phone | Email |
|-----------------------------|---------------------------------|-----------------|--------------------------|-------------------------------|
| Cox | Telecommunications/ Internet | | 623-328-6702 | colleen.salk@cox.com |
| DoorDash | Food Delivery Service | Hector Acedo | 855.431.0459 | hector.acedo@doordash.com |
| Prudential Overall Supplies | Uniforms/Linens | Jerry Martin | 949.250.4855 ext. 275 | jerrym@prudentialuniforms.com |
| Tagrisk Insurance Services | Insurance | Larry Anaya | 714.553.9171 | lanaya@tagrisk.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Slique Media | Marketing | Thomas Pham | 408.781.2466 | thomas@sliquemedia.com |
| Easy Ice | Ice Machine Rental / Repair | Ryan Kelly | | rkelly@easyice.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Steve Evans | | steve.evans@e-hps.com |
| PURE Restaurant Solutions | Accounting | Michael Viola | | michael@go-pure.com |

Boston

| Partner | Category | Primary Contact | Phone | Email |
|-----------------------------|-------------------------|------------------|--------------------------|-------------------------------|
| Spot On | POS & Merchant Services | Kai Mirchev | | kmirchev@spoton.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| DoorDash | Food Delivery Service | Merchant Support | 855.431.0459 | |
| Ecolab | Pest Elinimation | Mark Bergeron | (518) 810-8767 | mark.bergeron@ecolab.com |
| Prudential Overall Supplies | Uniforms/Linens | Jerry Martin | 949.250.4855 ext. 275 | jerrym@prudentialuniforms.com |

Boston

| Partner | Category | Primary Contact | Phone | Email |
|------------------------|----------------------------|-----------------|----------------|----------------------------------|
| Mark Manne Photography | photography | Mark Manne | | mark@markmannephoto.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Brian Murray | | brian.murray@e-hps.com |
| Bluedrop | Water Purification Systems | David Kellaway | (877) 662-7873 | david.kellaway@bluedropwater.com |

Charleston

| Partner | Category | Primary Contact | Phone | Email |
|-----------------------|-----------------------------|-------------------|----------------|---------------------------------|
| DoorDash | Food Delivery Service | Merchant Support | 855.431.0459 | |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Ecolab | Pest Elimination | Andrew Liedberg | 770.773.0040 | andrew.liedberg@ecolab.com |
| Spot On | POS & Merchant Services | Kai Mirchev | | kmirchev@spoton.com |
| Easy Ice | Ice Machine Rental / Repair | Ryan Kelly | | rkelly@easyice.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Kathleen Zicari | | kathleen.zicari@e-hps.com |
| Dressler Construction | General Contracting | Mark Coats | (828) 963-3083 | mcoats@dresslerconstruction.com |
| JLL | Commercial Real Estate | Reeves Major | 864-608-8960 | Reeves.Major@jll.com |
| Via Failla Marketing | Marketing | Garrett Heaberlin | 770.820.4887 | garrett@viafailla.com |

Charlotte

| Partner | Category | Primary Contact | Phone | Email |
|---------------------------|-------------------------|------------------|-------------------------|---------------------------------|
| Complete Signs | Signage | Justin Holland | 334-797-1201 | justin@completesigns.net |
| DoorDash | Food Delivery Service | Merchant Support | 855.431.0459 | |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Offline Media Inc. | Advertising | Hannah Sobhan | | hannah@letsgetoffline.com |
| 7th Peak Marketing | Marketing | Kelly Pasour | 704-803-5946 | kelly@7thpeakmarketing.com |
| Spot On | POS & Merchant Services | Kai Mirchev | | kmirchev@spoton.com |
| US Foods | Food Distribution | Doug Jefferson | 804-513-8659 | douglas.jefferson@usfoods.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Kathleen Zicari | | kathleen.zicari@e-hps.com |
| Liquid Recovery Solutions | Grease Recycling | Artem Kamalov | (888) 204-2006 ext. 101 | artem@liquidrecover.com |
| Dressler Construction | General Contracting | Mark Coats | (828) 963-3083 | mcoats@dresslerconstruction.com |

Columbus

| Partner | Category | Primary Contact | Phone | Email |
|--------------------|-----------------------|------------------|--------------|------------------------------|
| DoorDash | Food Delivery Service | Merchant Support | 855.431.0459 | |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Offline Media Inc. | Advertising | Hannah Sobhan | | hannah@letsgetoffline.com |
| Unifirst Corp | Uniforms & Linen | Michael Farnham | | michael_farnham@unifirst.com |

Columbus

| Partner | Category | Primary Contact | Phone | Email |
|------------------|--------------------|-----------------|-------------------------|---------------------------|
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Justin Scott | | justin.scott@e-hps.com |
| IGS Construction | General Contractor | Iraim Salgado | 847-770-6463 Ext:303 | iraim@igscs.org |
| Famous Feast | Videography | Michael James | (614) 929-1737 | mike@thefamousfeast.com |

New Orleans

| Partner | Category | Primary Contact | Phone | Email |
|------------------|---------------------------------|------------------|--------------|----------------------------|
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| DoorDash | Food Delivery Service | Merchant Support | 855.431.0459 | |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Charlie Payne | | charles.payne@e-hps.com |
| Clover | POS & Merchant Services | Samantha Taube | | samanthataube@getbento.com |
| Cox Business | Telecommunications/ Internet | Colleen Salk | 623-328-6702 | colleen.salk@cox.com |

Washington DC

| Partner | Category | Primary Contact | Phone | Email |
|-----------------------|-----------------------|------------------|--------------|-------------------------------|
| DoorDash | Food Delivery Service | Merchant Support | 855.431.0459 | |
| Encompass Interactive | Audio/Visual | Charles Schuster | 678.576.5611 | charles@encompassinteract.com |
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |

Washington DC

| Partner | Category | Primary Contact | Phone | Email |
|--------------------|---------------------------------------|------------------|----------------|----------------------------------|
| A Head for Profits | Draft Beer Installation & Maintenance | Kat Davis | 336.312.1786 | Kat@aheadforprofits.com |
| Spot On | POS & Merchant Services | Kai Mirchev | | kmirchev@spoton.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Evan Perdikouris | | evan.perdikouris@e-hps.com |
| Bluedrop | Water Purification Systems | David Kellaway | (877) 662-7874 | david.kellaway@bluedropwater.com |

Sacramento

| Partner | Category | Primary Contact | Phone | Email |
|----------------------------|------------------------------|-----------------|----------------|-------------------------------|
| OpenTable | Reservations | Judy Quintana | | jquintana@opentable.com |
| Slique Media | Marketing | Thomas Pham | 408.781.2466 | thomas@sliquemedia.com |
| Prudential Overall Supply | Uniforms/Linens | Jerry Martin | 949.250.4855 | jerrym@prudentialuniforms.com |
| Near U CO2 | Beverage & Beer Carbonation | Ken Nacey | | Uniforms/Linens |
| Tagrisk Insurance Services | Insurance | Larry Anaya | 714.553.9171 | lanaya@tagrisk.com |
| Our Town America | Direct Mail | Brian Curro | | bcurro@ourtownamerica.com |
| Heartland | HR / Payroll | Freddy Santos | | freddy.santos@e-hps.com |
| Cresco-Resco | Food Equipment & Supplies | Michael Grubb | 559-519-3915 | michaelg@cresco-resco.com |
| Liquid Cheers | Beverage Systems & Equipment | Andy Kulchickyj | (214) 548-2730 | andyk@liquidcheers.com |

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MEDIA GROUP



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