

2023-2024

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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 J. Spivak*

Founder, What Now Media Group, Inc.

**WHAT  
NOW**

**MEDIA GROUP**

# Master Opening Checklist

**Site Selection, Concept & Brand**

- Location
- Branding, Architecture, Design
- Construction

**Financing**

- Accounting
- Banking

**Insurance**

**Utilities**

- Electric
- Gas
- Water
- Sewer

**Suppliers**

- Equipment
- Flooring
- Beverage & Liquor Distributor
- Food Distributor
- Menu & Operations

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MEDIA GROUP



**Technology**

- Financial Technology (FinTec) & Payroll
- Telephone & Internet
- Security Services
- Reservation Services
- Event Management
- Software

**Maintenance & Outside Services**

- Hood Cleaning, Oil Recycling & Grease Trap
- Waste Removal
- Janitorial
- Pest Services
- Valet
- Linen Service
- Landscaping

**Staffing**

**Training**

**Operations**

**Promotion**

- Print Services & Signage
- Photography
- Marketing
- Public Relations

**Menu**

**Finals**

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# Financing

Task	Target Completion Date	Urgency 1 (Now) - 3 (Soon)	Person/Party Responsible	Completed?
<b>Accounting:</b>				
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"/>
<b>Banking:</b>				
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?
<b>Site Selection</b>				<input type="checkbox"/>
<b>Concept &amp; Brand</b>				<input type="checkbox"/>
<b>Architecture:</b>				
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?
<b>Sewer:</b>				<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"/>
<b>Gas</b>				<input type="checkbox"/>
<b>Water</b>				<input type="checkbox"/>
<b>Electric</b>				<input type="checkbox"/>

# Suppliers & Supplies

Task	Target Completion Date	Urgency 1 (Now) - 3 (Soon)	Person/Party Responsible	Completed?
<b>Vendor List for:</b>				
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?
<b>Insurance:</b>				
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?
<b>Equipment, Software &amp; Supplies:</b>				
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"/>
<b>Hood/HVAC Equipment</b>				<input type="checkbox"/>
<b>Kitchen Design &amp; Equipment List</b>				<input type="checkbox"/>
Contractor				<input type="checkbox"/>
Subcontractors				<input type="checkbox"/>
Out-side Contractors				<input type="checkbox"/>
<b>Hand Wash Stations:</b>				
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?
<b>Equipment Checkout (burn-in/calibration):</b>				
Ice Machines				<input type="checkbox"/>
Cooking Equipment				<input type="checkbox"/>
Refrigeration Equipment				<input type="checkbox"/>
<b>Kitchen Clock</b>				<input type="checkbox"/>
<b>Anti-fatigue Mats</b>				<input type="checkbox"/>
<b>Set Up Dish Machine Services</b>				<input type="checkbox"/>
<b>Clean, Organize &amp; Label All Shelving:</b>				
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"/>
<b>Kitchen Utensils:</b>				
Produce List				<input type="checkbox"/>
Obtain Bids				<input type="checkbox"/>
Place Order				<input type="checkbox"/>
Receive Order				<input type="checkbox"/>
<b>Small Wares Order:</b>				
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?
<b>Tabletop Selection:</b>				
Plateware				<input type="checkbox"/>
Flatware				<input type="checkbox"/>
Glassware				<input type="checkbox"/>
<b>Select Wall Covering:</b>				
Obtain Bids				<input type="checkbox"/>
Order				<input type="checkbox"/>
Arrange Delivery				<input type="checkbox"/>
Accept per Order				<input type="checkbox"/>
<b>Select Tables:</b>				
Obtain Bids				<input type="checkbox"/>
Order				<input type="checkbox"/>
Arrange Delivery				<input type="checkbox"/>
<b>Select Chairs:</b>				
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"/>
<b>Select Floor Covering:</b>				
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?
<b>Beverage Station:</b>				
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"/>
<b>Soda System</b>				<input type="checkbox"/>
<b>Liquor Selection:</b>				
Well Liquor Selection				<input type="checkbox"/>
Call Liquor Selection				<input type="checkbox"/>
Premium Liquor Selection				<input type="checkbox"/>
<b>Beer Selection</b>				<input type="checkbox"/>
Draft System				<input type="checkbox"/>
<b>Wine Selection:</b>				
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"/>
<b>Beverage &amp; Liquor Distributor</b>				<input type="checkbox"/>
<b>Food Distributor</b>				<input type="checkbox"/>

Task	Target Completion Date	Urgency 1 (Now) - 3 (Soon)	Person/Party Responsible	Completed?
<b>Paper Products:</b>				
Guest Checks				<input type="checkbox"/>
POS Supplies				<input type="checkbox"/>
Take Out				<input type="checkbox"/>
Bathroom				<input type="checkbox"/>
<b>Office Furniture:</b>				
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?
<b>Security Services:</b>				
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"/>
<b>Reservation Services</b>				<input type="checkbox"/>
<b>Telephones:</b>				
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?
<b>Telephone Equipment:</b>				
Obtain Bids				<input type="checkbox"/>
Order				<input type="checkbox"/>
Arrange Delivery				<input type="checkbox"/>
Accept per Order				<input type="checkbox"/>
<b>Telephone Service:</b>				
Procedures				<input type="checkbox"/>
Drawing/Plans				<input type="checkbox"/>
Inspection				<input type="checkbox"/>
Permit Requirement				<input type="checkbox"/>
Installation				<input type="checkbox"/>
<b>Cables &amp; Wiring:</b>				
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?
<b>Payroll:</b>				
Pre Opening				<input type="checkbox"/>
Management				<input type="checkbox"/>
Hourly				<input type="checkbox"/>
<b>POS System:</b>				
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?
<b>Computer System:</b>				
Monitor				<input type="checkbox"/>
Printer				<input type="checkbox"/>
Internet Service				<input type="checkbox"/>
<b>Software:</b>				
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?
<b>Keys:</b>				
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?
<b>Outside Services:</b>				
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"/>
<b>Primary Vendor Selection / Approved Vendor List:</b>				
Local Contact with Name/Number				<input type="checkbox"/>
Establish Credit, Delivery Schedule				<input type="checkbox"/>
<b>Waste Removal:</b>				
Solid Waste				<input type="checkbox"/>
Dumpster				<input type="checkbox"/>
Compactor				<input type="checkbox"/>
<b>Janitorial:</b>				
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?
<b>Janitorial Equipment:</b>				
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"/>
<b>Sewer Service:</b>				
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"/>
<b>Parking Lot and Valet:</b>				
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?
<b>Parking Lot and Valet (Cont.):</b>				
Parking Lot Signage				<input type="checkbox"/>
Handicap				<input type="checkbox"/>
Reserved				<input type="checkbox"/>
Valet				<input type="checkbox"/>
<b>Valet Services</b>				<input type="checkbox"/>
<b>Linen Service:</b>				
Table Top Laundry (Rental)				<input type="checkbox"/>
<b>Uniforms:</b>				
Uniform Laundry (Rental)				<input type="checkbox"/>
Uniform Order				<input type="checkbox"/>
Task	Target Completion Date	Urgency 1 (Now) - 3 (Soon)	Person/Party Responsible	Completed?
<b>Landscaping:</b>				
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?
<b>Front and Back of House Staffing:</b>				
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"/>
<b>Employee Applications &amp; Employee New Hire Kits:</b>				
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?
<b>Establish Work Schedules:</b>				
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?
<b>Training:</b>				
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?
<b>Training (Cont.):</b>				
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"/>
<b>Organize Any Necessary Management Training Such As:</b>				
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?
<b>Human Resources:</b>				
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?
<b>Employee Bulletin Board:</b>				
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?
<b>Kitchen Operations / Service Operations:</b>				
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"/>
<b>Hours of Operation:</b>				
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"/>
<b>Operation Manuals:</b>				
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"/>
<b>Guest Music:</b>				
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"/>
<b>Code Book:</b>				
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"/>
<b>Signage:</b>				
Order Storefront Signage				<input type="checkbox"/>
Sign Permitting & Installation				<input type="checkbox"/>
On-Site Survey Analysis				<input type="checkbox"/>
<b>Public Relations (PR):</b>				
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?
<b>Graphic Design &amp; Print Services:</b>				
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"/>
<b>Photography</b>				<input type="checkbox"/>
<b>Digital &amp; Promotional Marketing:</b>				
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?
<b>Preliminary Menu Creation:</b>				
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"/>
<b>Pricing &amp; Cost:</b>				
Menu Pricing Range				<input type="checkbox"/>
Menu Cost & Portion Guide				<input type="checkbox"/>
Standard Recipe Binder				<input type="checkbox"/>
<b>Table Arrangement:</b>				
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?
<b>Place Initial Food Order</b>				<input type="checkbox"/>
<b>Place Initial Chemical Supplies Order</b>				<input type="checkbox"/>
<b>Place Initial Paper Goods Order</b>				<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@mrpnow.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 Sznajstjaler	(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@glhsc.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@markmannephotography.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

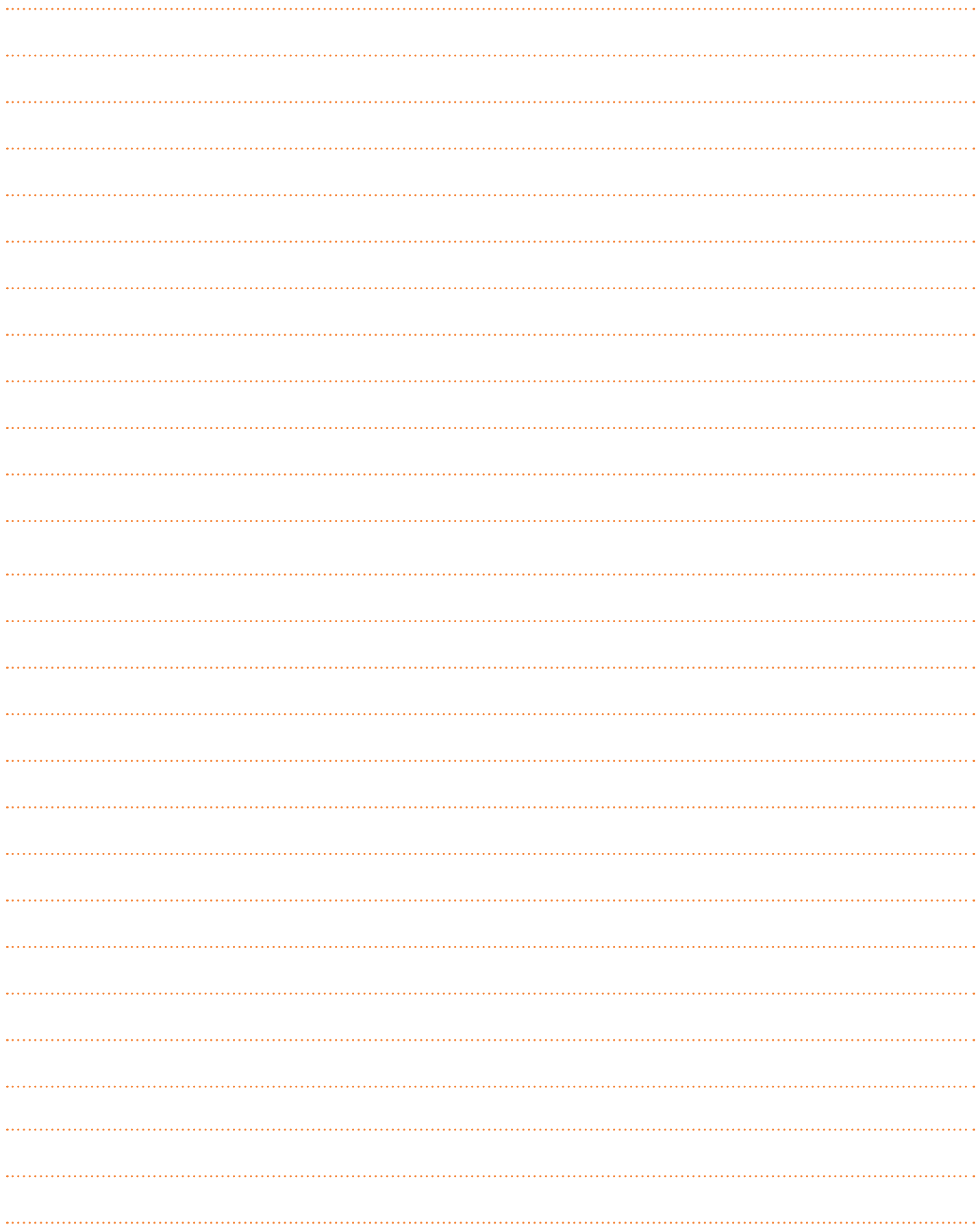
Partner	Category	Primary Contact	Phone	Email
A Head for Profits	Draft Beer Installation & Maintenance	Kat Davis	336.312.1786	Kat@aheadforprofits.com
Spot On	POS & Merchant Services	Kai Mirchev		kmirchev@spoton.com
Our Town America	Direct Mail	Brian Curro		bcurro@ourtownamerica.com
Heartland	HR / Payroll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

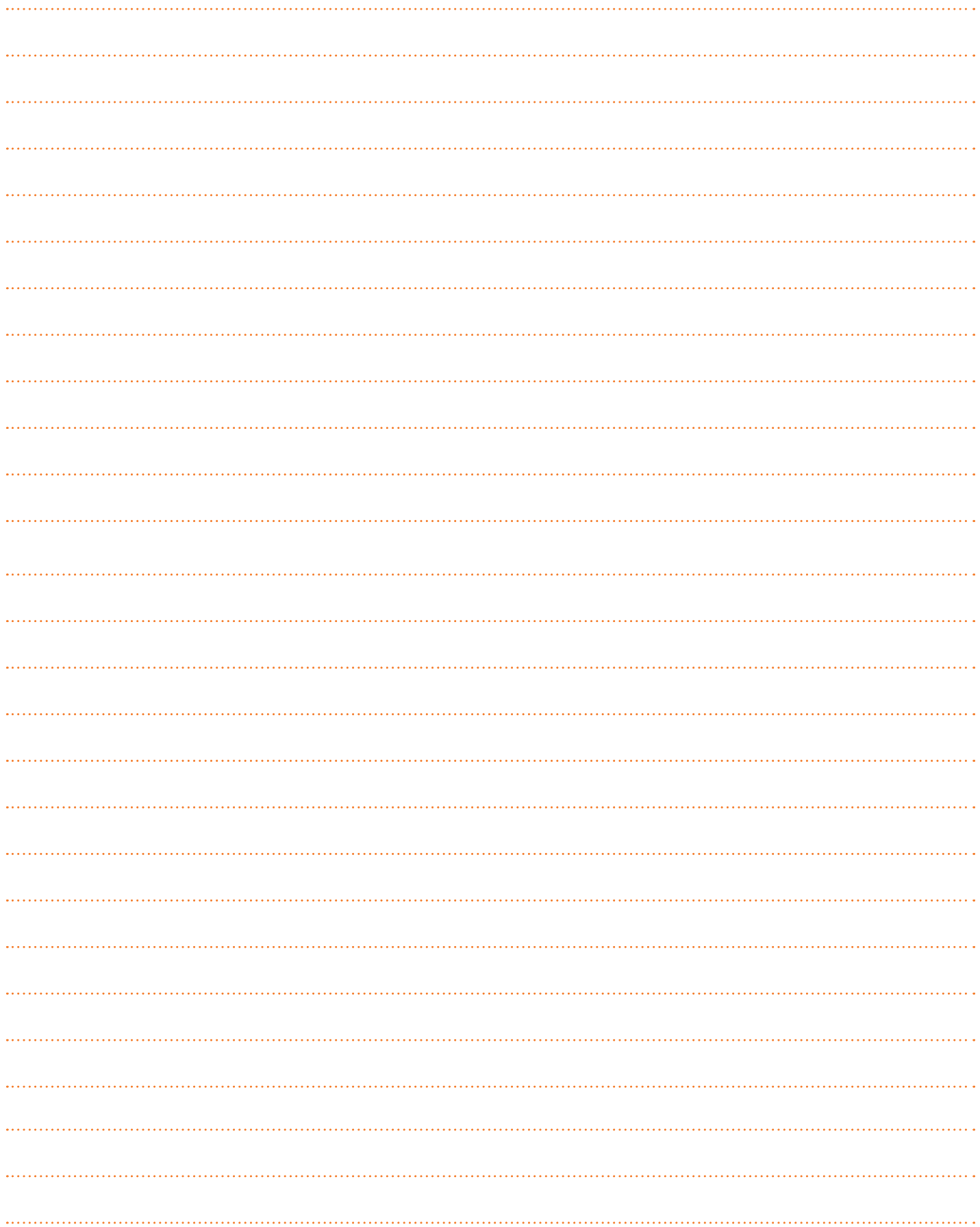
# Sacramento

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 Kulchycky	(214) 548-2730	andyk@liquidcheers.com

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