

# **BUYERS' GUIDE**

VRLTA's Suppliers are some of the area's best sources for products and services. Whether you're searching for premium local produce or restocking the bar, planning a renovation or just refilling the back office with paper and pens, VRLTA's Suppliers have got you covered. So check out the pages within this Buyers' Guide or try the Online Supplier Search at [VRLTA.org/Suppliers](https://VRLTA.org/Suppliers), and if you have a supplier you'd like to share with your fellow members, encourage them to sign up for a Supplier Membership.

# 2023



# PLATINUM

## Heartland

HEARTLAND.US  
Eric Hardt • 910-944-8108 • Beric.hardt@heartland.us



SYSCO.COM  
Sysco Virginia: Christine Perry • christine.perry@sysco.com  
Sysco Hampton Roads: Frank Schuster • francis.schuster@sysco.com

UHC.COM  
Kaley Krause  
269-792-1207  
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AHLA.COM  
Troy Flanagan  
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# SILVER

CLASSACTIONCAPITAL.COM  
Joshua Kerstein • 914-200-0066  
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STR.COM/DATA-SOLUTIONS/DSTAR  
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GO.HOTELEMPLOYEEERATE.COM/VRLTA  
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SEASONALCONNECT.COM  
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BMI.COM  
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RESTAURANT.ORG  
Joe Wallace • 202-331-5900  
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DOORDASH.COM  
Sarah Locke-Henderson • slh@doordash.com

ECOLAB.COM  
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CIVITASADVISORS.COM  
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ADESSOCAPITAL.COM  
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AAHOA.COM  
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# GOLD



SMARTENERGY.HONEYWELL.COM  
Savannah DiMarco • 980-421-7658  
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PERFORMANCEFOODSERVICE.COM  
Robbie Horton • 804-237-1001 • rhorton@pfgc.com

KEYNOTEEVENTSERVICES.COM  
Spencer Russell • 888-355-6566  
spencer@keynoteeventservices.com

USFOODS.COM  
Michael Binda • 540-387-1151  
Michael.Binda@usfoods.com

# BRONZE



SPOTON.COM  
Aimee Guthinger • aguthinger@spoton.com



Always at your table  
GFS.COM  
Jess Malo • jess.malo@gfs.com



CLOUDKITCHENS.COM  
Chris Carlton • christopher.carlton@cloudkitchens.com



VESTWELL.COM  
Jordan Weiss • jordan.weiss@vestwell.com





# 2023 Buyers' Guide



## AUDIO/VISUAL EVENT MANAGEMENT



### Keynote Event Services

Spencer Russell  
2829 PS Buisness Center Drive, Woodbridge, VA 22192  
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(E) spencer@keynoteeventservices.com  
keynoteeventservices.com

## AUTOMATED ACCOUNTING SOLUTIONS

### Plate IQ

Joe Giarmo  
490 43rd Street, #105, Oakland, CA 94609  
(P) 917-900-3716  
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plateiq.com

## CASHLESS TIPPING SOFTWARE

### Bene Tipping

Anna Skvortsova  
PO Box 143, Great Falls, VA 22066  
(P) 703-346-6363  
(E) askvortsova@benetipping.com  
benetipping.com

## CLASS ACTION SETTLEMENT CLAIM PROCESSING



### Class Action Capital

Joshua Kerstein  
16 East 40th Street, 6th Floor, New York, NY 10016  
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## CLEANING

### EnviroCare

Frank Brunetto  
PO Box 1805, Ashland, VA 23005  
(P) 804-651-2709  
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envirocare.com

## CREDIT CARD PROCESSING/PAYROLL SERVICES



### Heartland Payment Systems

Eric Hardt  
(P) 910-944-8108  
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### SpotOn

Aimee Guthinger  
4th Floor, 300 California Street, San Francisco, CA 94104  
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spoton.com

## CONSULTING

### ABC Consulting - Alcohol Industry Experts

Crystal Stump  
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vaabc.com

## Foodservice Design Solutions Consultants

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## CYBERSECURITY

### Support Functions

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## DATA SOLUTIONS & ANALYTICS



### STR

Chris Austin  
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## ENERGY SOLUTIONS



### Honeywell, Dominion Energy Conservation Program Implementer

Savannah DiMarco  
855 S Mint St, Charlotte, NC 28202  
(P) 980-421-7658  
(E) savannah.dimarco@honeywell.com  
smartenergy.honeywell.com

## ENTERTAINMENT/GAMING

### Virginia Lottery

Tom Sawyer  
600 East Main Street, Richmond, VA 23219  
(P) 804-692-7000  
(E) tsawyer@valottery.com  
valottery.com



## ERTC TAX SERVICE

### Adesso Capital

Damon Maletta  
8434 East Shea Blvd, Bldg B Suite 100,  
Scottsdale, AZ 85260  
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## EVENT VENUES & RENTALS

### Greater Richmond Convention Center

Michael Meyers  
403 N. 3rd Street, Richmond, VA 23219  
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(E) mmeyers@greatchrichmondcc.com  
richmondcenter.com

## FOOD AND BEVERAGE EQUIPMENT

### 1-2-3 Equipment Solutions

Michael Hess  
12642 W Broad St, Suite D, Henrico, VA 23233  
(P) 888-655-3678  
(e) michael@123esnow.com  
123esnow.com

### BSE Mid-Atlantic

Josh Gregory  
116 S. 4th Street, New Hyde Park, NY 11040  
(P) 757-450-7673  
(E) jgregory@bsereps.com  
bsereps.com

### EMR - Electric Motor Repair Company

Emily Martin  
Suite H, 9100 Yellow Brick Road, Baltimore, MD  
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emrco.com

### MDV Interiors

Kathy June  
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### Squier Associates Inc.

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### Taylor Freezer Sales Company

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taylorfreezer.com

## FOOD AND BEVERAGE SOLUTIONS SOFTWARE

### Barmetrix

John Reynolds  
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barmetrix.com

### MarginEdge

Bob McKay  
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marginedge.com

## FOOD DISTRIBUTORS



### Gordon Food Service

Jess Malo  
100 Commerce Drive, Suite 100, Newark, DE 19713  
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## **Keany Produce & Gourmet**

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## **Performance Food Group Virginia**

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## **Sysco Hampton Roads**

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syscohamptonsservice.com



## **Sysco Virginia**

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## **US Foods - Salem**

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usfoodsservice.com

## **GHOST KITCHENS FOR RESTAURANT DELIVERY & PICKUP**



## **Cloud Kitchens**

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cloudkitchens.com

## **GLOBAL HOTEL EMPLOYEE DISCOUNT TRAVEL PROGRAM**



## **Hotel Employee Rate**

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(E) jlacle@hotelemployeerate.com  
hotelemployeerate.com

## **HOSPITALITY FIRMS**

### **Choice Hotels International**

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choicehotels.com

### **Retro Hospitality**

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## **HOSPITALITY RECRUITING & WORKFORCE SOLUTIONS**

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1033consulting.com

### **American Hospitality Talent Acquisition**

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amerianhospitalityta.com

### **GigPro**

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### **HotelPro**

Kathleen Konopik  
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gohotelpro.com

### **Patrice & Associates - Grow Forward Solutions**

George Wooten  
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### **Seasonal Connect**

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seasonalconnect.com

### **ServiceSource Inc**

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servicesource.org

### **Workstream**

Cade Twitty  
521 7th Street, San Francisco, CA 94103  
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workstream.is

## **HOSPITALITY/SERVSAFE TRAINING**

### **ORS Interactive, Inc.**

Douglas Adair  
Suite 200B, 6066 Leesburg Pike, Falls Church, VA 22041  
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### **RVA Food Safety LLC**

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rvafoodsafety.com

### **TSC Associates LLC**

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tscassociates.com

## **INSURANCE**



### **UnitedHealth Group- Optum**

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### **Memberfy**

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memberfy.com

## **LEGAL/REGULATORY**

### **Cozen O'Connor**

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setliffllaw.com

## **MARKETING**

### **Advance Travel & Tourism**

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### **City Select**

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### **DC Design and Media Inc.**

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## LeisureMedia360

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leisuremedia.com

## Mikula-Harris

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## The Reputation Lab

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## VistaGraphics, Inc.

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## MUSIC LICENSING

### BMI

Dan Spears  
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(E) DSpears@BMI.com  
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## ONLINE FOOD ORDERING & DELIVERY

### DoorDash

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doordash.com

### Uber Eats

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ubereats.com

## PAPER/CHEMICALS/SUPPLIES

### Ecolab

Stacey Hallman  
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## Metro Supplies LLC

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metrosuppliesonline.com

## PLUMBING



### 1 Tom Plumber

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1tomplumber.com

## PREFERRED MANUFACTURER REWARDS PROGRAM

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(E) VGrambone@primesourcepurchasing.com  
primesourcepurchasing.com

## RETIREMENT PLANNING

### Human Interest

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humaninterest.com



### Vestwell

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vestwell.com

## SUPPLY CHAIN MANAGEMENT SOLUTIONS

### Hilton Supply Management

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mysupplymanagement.com

## SPIRITS/WINE DISTRIBUTORS

### EJ Gallo Winery

Kimberly Wise  
(E) kimberly.wise@ejgallo.com  
gallo.com

## TAX AND ACCOUNTING FIRMS

### NetTax

Jordan Alley  
PO Box 3001, Martinsville, VA 24115  
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nettaxinc.com

## TRADE ASSOCIATIONS

### AHHA

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### AHLA

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### African American Heritage Assoc of Virginia

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### National Restaurant Association

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### Shenandoah Valley Travel Association

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### Virginia Beach Hotel & Motel Association

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### Virginia Beach Restaurant Association

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### Virginia Campground Association

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### Virginia Green Travel Alliance

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### Virginia Hispanic Chamber of Commerce

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# 2023 Buyers' Guide



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## Williamsburg Hotel Association & Tourist Information Center

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[visitwilliamsburg.com/williamsburg-hotel-motel-association](http://visitwilliamsburg.com/williamsburg-hotel-motel-association)

## TRANSPORTATION

### Amtrak

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(E) [haley.glynn@vpra.virginia.gov](mailto:haley.glynn@vpra.virginia.gov)  
[amtrak.com](http://amtrak.com)

### Hampton Roads Transit

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## UNIFORMS & LINENS

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### Virginia Linen Service, Inc.

Kelly Brookins  
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[yourlinenservice.com/virginia-linen](http://yourlinenservice.com/virginia-linen)

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\$1M Investment	\$30K Investment
25+ Many dedicated to front-of-house	~4 We provide staff to handle all order handoffs and more

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