



# ***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

UnitedHealthcare®

UHC.COM

Kaley Krause  
269-792-1207  
kaley.krause@uhc.com

AHLA.COM

Troy Flanagan  
tflanagan@ahla.com

## SILVER



CLASSACTIONCAPITAL.COM

Joshua Kerstein • 914-200-0066  
josh@classactioncapital.com

STR.COM/DATA-SOLUTIONS/DSTAR

Chris Austin • caustin@str.com



hotel employee rate

GO.HOTELEMPLOYEEERATE.COM/VRLTA

John Lacle • 310-787-8043 • jlacle@hotelemployeeerate.com



SEASONALCONNECT.COM

Carly Eglin • carly.eglin@seasonalconnect.com

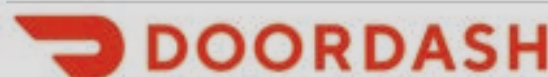


BMI.COM

Dan Spears • DSpears@BMI.com



RESTAURANT.ORG

Joe Wallace • 202-331-5900  
jwallace@restaurant.org

DOORDASH.COM

Sarah Locke-Henderson • slh@doordash.com



ECOLAB.COM

Stacey Hallman • stacey.hallman@ecolab.com



CIVITASADVISORS.COM

Tiffany Gallagher  
tgallagher@civitasadvisors.com

ADESSOCAPITAL.COM

Damon Maletta • 800-737-3751  
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Vittoria Grambone • VGrambone@primesourcepurchasing.com



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Dean Heyl • 404-816-5759 • dean@aahoa.com

## GOLD



SMARTENERGY.HONEYWELL.COM

Savannah DiMarco • 980-421-7658  
savannah.dimarco@honeywell.com

FOODSERVICE - Virginia

PERFORMANCEFOODSERVICE.COM

Robbie Horton • 804-237-1001 • rhorton@pfgc.com

KEYNOTE  
event services

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



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CloudKitchens®

CLOUDKITCHENS.COM

Chris Carlton • christopher.carlton@cloudkitchens.com



Vestwell

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  
(P) 888-355-6566  
(E) spencer@keynoteeventservices.com  
keynoteeventservices.com

## AUTOMATED ACCOUNTING SOLUTIONS

### Plate IQ

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

## CASHLESS TIPPING SOFTWARE

### Bene Tipping

Anna Skvortsova  
PO Box 143, Great Falls, VA 22066  
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(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  
(P) 914-200-0066  
(E) josh@classactioncapital.com  
classactioncapital.com

## CLEANING

### EnviroCare

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

## CREDIT CARD PROCESSING/PAYROLL SERVICES



### Heartland Payment Systems

Eric Hardt  
(P) 910-944-8108  
(E) eric.hardt@heartland.us  
heartland.us



### 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  
Ste 108, PMB 119, 1807 S Church St, Smithfield, VA 23430  
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vaabc.com

## Foodservice Design Solutions Consultants

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fsdesignconsultants.com

## CYBERSECURITY

### Support Functions

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digitecsolutions.com

## DATA SOLUTIONS & ANALYTICS



### STR

Chris Austin  
735 E Main St., Hendersonville, TN 37075  
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## ENERGY SOLUTIONS



### Honeywell, Dominion Energy Conservation Program Implementer

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

## ENTERTAINMENT/GAMING

### Virginia Lottery

Tom Sawyer  
600 East Main Street, Richmond, VA 23219  
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(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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adessocapital.com

## EVENT VENUES & RENTALS

### Greater Richmond Convention Center

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

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### Squier Associates Inc.

Alan Squier  
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### Taylor Freezer Sales Company

Tony Campo  
2032 Atlantic Ave, Chesapeake, VA 23324  
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taylorfreezer.com

## FOOD AND BEVERAGE SOLUTIONS SOFTWARE

### Barmetrix

John Reynolds  
10124 Berrymeade Hills Terrace, Glen Allen, VA 23060  
(P) 443-439-9899  
(E) jhreynoldsv@gmail.com  
barmetrix.com

### MarginEdge

Bob McKay  
Suite 501, 8315 Lee Highway, Fairfax, VA 22031  
(P) 888-488-9612  
(E) bob@marginedge.com  
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

Frank Schuster  
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## Sysco Virginia

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## US Foods - Salem

Michael Binda  
40 Fort Lewis Blvd., Salem, VA 24153  
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usfoodsservice.com

## GHOST KITCHENS FOR RESTAURANT DELIVERY & PICKUP



## Cloud Kitchens

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777 Figueroa Street, Los Angeles, CA 90017  
(P) 800-666-8781  
(E) christopher.carlton@cloudkitchens.com  
cloudkitchens.com

## GLOBAL HOTEL EMPLOYEE DISCOUNT TRAVEL PROGRAM



## Hotel Employee Rate

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Olympia 2d, 1213 NT, Hilversum-Holland  
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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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Paul Kirschbaum  
305 Windyknigh Road, Montpelier, VA 23192  
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1033consulting.com

### American Hospitality Talent Acquisition

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americanhospitalityta.com

### GigPro

Rachael Rose  
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gigpro.com

### HotelPro

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gohotelpro.com

### Patrice & Associates - Grow Forward Solutions

George Wooten  
107 S. Main St., Harrisonburg, VA 22801  
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growforwardsolutions.com



### Seasonal Connect

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seasonalconnect.com

### ServiceSource Inc

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servicesource.org

### Workstream

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

## HOSPITALITY/SERVSAFE TRAINING

### ORS Interactive, Inc.

Douglas Adair  
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orsinteractive.com

### RVA Food Safety LLC

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rvafoodsafety.com

### TSC Associates LLC

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tscassociates.com

## INSURANCE



### UnitedHealth Group- Optum

Kaley Krause  
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### Memberfy

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9410 Atlee Commons Blvd, Suite 3, Ashland, VA 23005  
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memberfy.com

## LEGAL/REGULATORY

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(E) tlisk@cozen.com  
cozen.com

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setliffllaw.com

## MARKETING

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(E) JBlackwell@al.com  
advancedtravelandtourism.com

### City Select

Roy Van Doorn  
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### DC Design and Media Inc.

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## LeisureMedia360

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(E) nwichmann@leisuremedia360.com  
leisuremedia.com

## Mikula-Harris

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dmikula@mikulaharris.com  
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## The Reputation Lab

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thereputationlab.com

## VistaGraphics, Inc.

Randy Thompson  
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(P) 757-422-8979  
(E) randy@vgnet.com  
vgnet.com

## MUSIC LICENSING



### BMI

Dan Spears  
10 Music Square East, Nashville, TN 37203  
(E) DSpears@BMI.com  
bmi.com

## ONLINE FOOD ORDERING & DELIVERY



### DoorDash

Sarah Locke-Henderson  
303 2nd Street Suite 800, San Francisco, CA 94107  
(E) slh@doordash.com  
doordash.com

### Uber Eats

Darrian Freeman  
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(P) 202-304-9088  
(E) darrian@uber.com  
ubereats.com

## PAPER/CHEMICALS/SUPPLIES



### Ecolab

Stacey Hallman  
6709 Mt Olive Cohoke Rd., King William, VA 23086  
(P) 240-210-2073  
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ecolab.com

## Metro Supplies LLC

MC Carter  
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(P) 804-739-5220  
(E) jc@metrosuppliesonline.com  
metrosuppliesonline.com

## PLUMBING

### 1 Tom Plumber

Jamie Johnson  
1760 Bickerstaff Road, Henrico, VA 23231  
(P) 804-699-1670  
(E) richmond@1tomplumber.com  
1tomplumber.com

## PREFERRED MANUFACTURER REWARDS PROGRAM



### Prime Source Purchasing

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Rochelle Park, NJ 7662  
(E) VGrambone@primesourcepurchasing.com  
primesourcepurchasing.com

## RETIREMENT PLANNING

### Human Interest

Blake Hearn  
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humaninterest.com



### Vestwell

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vestwell.com

## SUPPLY CHAIN MANAGEMENT SOLUTIONS

### Hilton Supply Management

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7930 Jones Branch Drive, McLean, VA, 22102  
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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  
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nettaxinc.com

## TRADE ASSOCIATIONS



### Aahoa

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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 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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### Hampton Roads Transit

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[gohrt.com](http://gohrt.com)

## UNIFORMS & LINENS

### AlSCO Inc.

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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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