

2023-2024

CON
NEC
TED



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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**Technology**

- Financial Technology (FinTec) & Payroll
- Telephone & Internet
- Security Services
- Reservation Services
- 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**

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"/> |
| Music/Public Address | | | | <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"/> |

| 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, Safety, 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"/> |

| Task | Target Completion Date | Urgency 1 (Now) - 3 (Soon) | Person/Party Responsible | Completed? |
|--------------------------------|------------------------|-------------------------------|--------------------------|--------------------------|
| Operation Manuals: | | | | |
| Safety Manual | | | | <input type="checkbox"/> |
| Financial Manual | | | | <input type="checkbox"/> |
| 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"/> |
| 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 | 34 | Nashville |
| 28 | Austin | 34 | Orange County |
| 28 | Houston | 35 | New York |
| 29 | Dallas | 35 | Philadelphia |
| 29 | Chicago | 36 | Orlando |
| 30 | Denver | 37 | Phoenix |
| 30 | Jacksonville | 37 | San Antonio |
| 31 | Las Vegas | 38 | San Francisco |
| 31 | Memphis | 38 | Tampa |
| 32 | Los Angeles | 39 | San Diego |
| 33 | Miami | | |
| 33 | Seattle | | |

| Partner | Category | Primary Contact | Phone | Email |
|----------------------------|--|------------------------|--------------|-------------------------------|
| A Head for Profits | Draft Beer Installation & Maintenance | Kat Davis | 336.312.1786 | Kat@aheadforprofits.com |
| ADT | Security Services | Brandis Gossett | 678.471.9781 | bgossett@adt.com |
| Cintas Corporation | Uniforms, Linens | Madeleine Throckmorton | 770.286.2064 | throckmortonm@cintas.com |
| Creative Approach | Printing | Cale Robert Hall | 404.480.8222 | cale@mycreativeapproach.com |
| Doordash | Food Delivery Service | Joshua Ajayi | 855.431.0459 | joshua.ajayi@doordash.com |
| Ecolab | Pest Elimination | Amanda Geery | 770.757.7173 | amanda.geery@ecolab.com |
| Edward Don & Company | Food Service Equipment/Supplies | Scott Peeler | 404.514.0747 | scottpeeler@don.com |
| Encompass Interactive | Audio/Visual | Charles Schuster | 678.576.5611 | charles@encompassinteract.com |
| Georgia Crown Distribution | Beverage Distribution | Jerry McManus | 912.660.6955 | jmcmanus@georgiacrown.com |
| Georgia Vent Works | Hood/Vent Cleaning | Jarod Medbery | 770.474.5510 | office@georgiaventworks.com |
| Kitsy Rose PR | Public Relations | Kitsy Rose | 404.840.4230 | kitsyrosepr@gmail.com |
| KW Commercial | Restaurant/Retail Commercial Real Estate | Bill Davis | 678.298.1600 | billdavis@kwcommercial.com |
| Liquid Recovery Solutions | Grease Trap Recycling | Artem Kamalov | 424.529.3641 | artem@liquidrecover.com |
| Manry Heston | Insurance | Charles Mccollum | 678.923.4060 | cmccollum@manryheston.com |
| Martin Recruiting Partners | Management Staffing/ Recruiting | Heath Campbell | 918.638.5269 | hcampbell@mrpnow.com |
| Morrison Shearer | General Contractor | Collin Sigler | 816.588.7805 | csigler@morrisonshearer.com |



| | | | | |
|-----------------------------|--|------------------|--------------------------|----------------------------------|
| MVO Marketing | Marketing | Mia Van Waganan | 678.427.6458 | mia@mvomarketing.com |
| NuCO2 Inc | Beverage & Beer Carbonation | Kenikie Lassiter | 404.931.3699 | kenikielassiter@gmail.com |
| PMG Consulting | Consulting | Lee Schulman | 770.438.2282 | lee@pmgconsulting.us |
| PopMenu | Digital Menu | Justin Krivanek | 770.881.0668 | justin.krivanek@popmenu.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 | Merchant Services & POS | Josh Carper | 770.630.5584 | jcarper@spoton.com |
| Sysco | Food Distribution | Vincent Moralle | 352.408.5446 | moralle.vince@atl.sysco.com |
| TFH Legal | Law & Liquor Licensing | Taylor Harper | 404.214.1239 | tharper@tfhlegal.com |
| The Joint Chiropractic | Chiropractic | Patrick Greco | 404.797.6088 | dr.greco@thejoint.com |
| TNT Amusements and ATMs | Amusement/ Entertainment/Games/ ATMs | Denise Daw-Brown | 770.294.1427 | denisedawbrown@etcmail.com |

Austin

| Partner | Category | Primary Contact | Phone | Email |
|-----------------------------|---------------------------------|------------------|-----------------------|--------------------------------|
| DoorDash | Food Delivery Service | Merchant Support | 855.431.0459 | |
| Partners Matter | POS Service | Duane Owens | 248.504.6100 | sales@partnersmatter.com |
| Prudential Overall Supplies | Uniforms/Linens | Jerry Martin | 949.250.4855 ext. 275 | jerrym@prudentialuniforms.com |
| TriMark | Food Service Equipment/Supplies | Vince Moralle | 352.408.5446 | vincent.moralle@trimarkusa.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 |
| Liquid Logistics | Draft Beer Install/Maintenance | Scott Hanback | 602.618.1435 | info@liquidlogistics.net |
| Martin Recruiting Partners | Management Staffing/Recruiting | Heath Campbell | 918.638.5269 | hcampbell@mrpnw.com |
| Partners Matter | POS Service | Duane Owens | 248.504.6100 | sales@partnersmatter.com |
| TriMark | Food Service Equipment/Supplies | Vince Moralle | 352.408.5446 | vincent.moralle@trimarkusa.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 |
| Spectrum | Telecommunications Internet | Brian Dobucki | 682.710.2427 | brian.dobucki@charter.com |
| SpotOn | Merchant Services & POS | Travis Lynch | 214.605.9660 | travis@spoton.com |
| Sysco | Food Distribution | Mark Akeroyd | 806.239.7884 | mark.akeroyd@sysco.com |
| TriMark | Food Service Equipment/ Supplies | Vince Moralle | 352.408.5446 | vincent.moralle@trimarkusa.com |

Chicago

| Partner | Category | Primary Contact | Phone | Email |
|----------------------------|-----------------------------------|-------------------|--------------|------------------------------|
| Alternative Strategies | Public Relations | William Lopez | 619.858.0322 | william@altstrategies.com |
| Comcast | Telecomm/Internet | Christina Morris | 312.415.6083 | christina_morris@comcast.com |
| DoorDash | Food Delivery Service | Jared Dorfman | 855.431.0459 | jared.dorman@doordash.com |
| Green Grease | Grease Trap/ Recycling | Rima Paulius | 630.333.3094 | Rima@green-grease.com |
| Martin Recruiting Partners | Management Staffing/Recruiting | Heath Campbell | 918.638.5269 | hcampbell@mrpnw.com |

Denver

| Partner | Category | Primary Contact | Phone | Email |
|-----------------------------|---------------------------------|------------------|-----------------------|--------------------------------|
| B Public Relations | Public Relations | Jordan Blakesley | 303.658.0605 | jordan@wearebpr.com |
| Cresco-Resco | Food Service Equipment/Supplies | Gabriela Mera | 303.343.3333 | gabrielam@cresco-resco.com |
| DoorDash | Food Delivery Service | Alec Brown | 855.431.0459 | alec.brown@doordash.com |
| Global Technologies Group | Audio/Visual | Lucas Lafferty | 719.323.7433 | lucas@dkaudiovideo.com |
| Green CO2 Systems | Beverage & Beer Carbonation | Lance Rainwater | 970.893.0355 | lrainwater@greenco2systems.com |
| Henry & Horne | Accounting | Brian Campbell | 480.839.4900 ext. 270 | BrianC@hhcpa.com |
| Martin Recruiting Partners | Management Staffing/Recruiting | Heath Campbell | 918.638.5269 | hcampbell@mrpnw.com |
| Prudential Overall Supplies | Uniforms/Linens | Jerry Martin | 949.250.4855 ext. 275 | jerrym@prudentialuniforms.com |
| Spot On | Merchant Services & POS | Nick Wilson | 303.547.1799 | nickw@spoton.com |
| Sysco | Food Distribution | Jeremy Padilla | 505.900.4793 | jeremy.padilla@sysco.com |

Jacksonville

| Partner | Category | Primary Contact | Phone | Email |
|-------------------|---------------------------------|----------------------|--------------|--------------------------------|
| Champion Payments | Merchant Services & POS | Ryan Cabrera | 813.451.4218 | ryan@championpayments.com |
| ADT | Security Services | Carl "Chip" Robinson | 904.755.5275 | carlrobinson@adt.com |
| DoorDash | Food Delivery Service | Merchant Support | 855.431.0459 | |
| TriMark | Food Service Equipment/Supplies | Vince Moralle | 352.408.5446 | vincent.moralle@trimarkusa.com |

Las Vegas

| Partner | Category | Primary Contact | Phone | Email |
|--|--|-----------------|-----------------------|--------------------------------|
| Backoffice Ninjas | Accounting | Cynthia Adams | 702.344.7878 | cynthia@backofficeninjas.com |
| Cresco-Resco | Food Service Equipment/Supplies | Mick Steury | 702.387.1977 | micks@cresco-resco.com |
| 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 | Lance Rainwater | 970.893.0355 | lrainwater@greenco2systems.com |
| Heartland Payroll | Payroll | Brian Novoa | 818.261.2578 | brian.novoa@e-hps.com |
| Martin Recruiting Partners | Management Staffing/Recruiting | Heath Campbell | 918.638.5269 | hcampbell@mrpnw.com |
| Patrick's Signs | Signage | Matt Brady | 702.219.9365 | mbrady@patrickssigns.com |
| Prudential Overall Supplies | Uniforms/Linens | Jerry Martin | 949.250.4855 ext. 275 | jerrym@prudentialuniforms.com |
| SpotOn | Merchant Services & POS | Chris LaBonte | 248.965.8073 | clabonte@spoton.com |
| Sysco | Food Distribution | Andrew Roth | 281.928.6531 | Andrew.Roth@sysco.com |
| Tagrisk Insurance Services | Insurance | Larry Anaya | 714.553.9171 | lanaya@tagrisk.com |

Memphis

| Partner | Category | Primary Contact | Phone | Email |
|----------|-----------------------|------------------|--------------|---------------------------|
| DoorDash | Food Delivery Service | Sean Calhoun Jr. | 855.431.0459 | sean.calhoun@doordash.com |

| Partner | Category | Primary Contact | Phone | Email |
|-------------------------------------|---------------------------------------|----------------------|-----------------------|-----------------------------------|
| CBRE | Commercial Real Estate | Cathy Enderwood | 213.613.3257 | cathy.enderwood@cbre.com |
| Creative Approach | Printing | Cale Hall | | cale@mycreativeapproach.com |
| DoorDash | Food Delivery Service | Christopher Lawson | 855.431.0459 | christopher.lawson@doordash.com |
| Glacier Design Systems | Draft Beer Installation & Maintenance | Kat Davis | 336.312.1786 | Kat@glacier-design.com |
| Heartland Payroll | Payroll | Brian Novoa | 818.261.2578 | brian.novoa@e-hps.com |
| Internet Cocktail | Finance Consulting | Debbie Merrick | 480.528.3394 | dmerrickconsults@gmail.com |
| Martin Recruiting Partners | Management Staffing/Recruiting | Heath Campbell | 918.638.5269 | hcampbell@mrpnw.com |
| "Mise En Place Restaurant Services" | Accounting | Elissa Phillips | 310.613.7882 | elissa@miseinc.com |
| Prudential Overall Supplies | Uniforms/Linens | Jerry Martin | 949.250.4855 ext. 275 | jerrym@prudentialuniforms.com |
| RAM Capital | Lending | Ryan Mitchell | 323.686.3688 | r.mitchell@ramcapitalinc.com |
| SeSequential Environmental | Grease Trap/ Recycling | Elise Leritz-Higgins | 503.686.1288 | elise.leritz-higgins@choosesq.com |
| Slique Media | Marketing | Thomas Pham | 408.781.2466 | thomas@sliquemedia.com |
| Spectrum | Telecommunications/ Internet | Nathan Gillingham | 310.367.6009 | nathan.gillingham@charter.com |
| Sound Decision | Audio/Visual | Scott Rousso | 310.246.1061 | scott@sounddecisionav.com |
| SpotOn | Merchant Services & POS | Ronnie Nada | 714.392.4862 | rnada@spoton.com |
| Tagrisk Insurance Services | Insurance | Larry Anaya | 714.553.9171 | lanaya@tagrisk.com |
| Tyko Sign Group | Signage | Lucas Cielak | 323.937.4445 ext. 24 | lcielak@tykosigns.com |
| Vintage Modern Kollektiv | Architecture/Interior Design | Stephanie Ziemer | 323.481.1050 | stephanieziemer@gmail.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 |
| Comcast | Telecommunications/ Internet | Ladyane Lopez | 954.789.1150 | ladyane_lopez@comcast.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 |
| Partners Matter | POS Service | Duane Owens | 248.504.6100 | sales@partnersmatter.com |
| SWIPEBY | Online Ordering Platform | Javier Kitaigorodsky | 786.310.9002 | javier@swipe.by |
| TriMark | Food Service Equipment/Supplies | Vince Moralle | 352.408.5446 | vincent.moralle@trimarkusa.com |
| Tyko Sign Group | Signage | Lucas Cielak | 323.937.4445 ext. 24 | lcielak@tykosigns.com |

Seattle

| Partner | Category | Primary Contact | Phone | Email |
|--------------------------|------------------------|----------------------|--------------|-----------------------------------|
| DoorDash | Food Delivery Service | Jeff Huyen | 855.431.0459 | jeff.huyen@doordash.com |
| SeQuential Environmental | Grease Trap/ Recycling | Elise Leritz-Higgins | 503.686.1288 | elise.leritz-higgins@choosesq.com |

Nashville

| Partner | Category | Primary Contact | Phone | Email |
|-----------------------|---------------------------------------|---------------------|--------------|--------------------------------|
| ADT | Security Services | Richard Smith | 423.308.9330 | richardsmith@adt.com |
| 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 |
| Encompass Interactive | Audio/Visual | Charles Schuster | 678.576.5611 | charles@encompassinteract.com |
| Goliath Consulting | Consulting | Jay Bandy | 404.384.9465 | jaybandy@goliathconsulting.com |
| REED Public Relations | Public Relations | Macey Cleary Binner | 615.645.4326 | macey@reedpublicrelations.com |
| TriMark | Food Service Equipment/Supplies | Vince Moralle | 352.408.5446 | vincent.moralle@trimarkusa.com |

Orange County

| Partner | Category | Primary Contact | Phone | Email |
|-----------------------------|---------------------------------------|----------------------|-----------------------|-----------------------------------|
| Ajenda PR | Public Relations | Jennifer Morris | 949.874.7374 | jen@ajendapr.com |
| Cox | Telecomm/Internet | Jessica Torrico | 949.563.8363 | jessica.torrico@cox.com |
| DoorDash | Food Delivery Service | Hector Acedo | 855.431.0459 | hector.acedo@doordash.com |
| Glacier Design Systems | Draft Beer Installation & Maintenance | Kat Davis | 336.312.1786 | Kat@glacier-design.com |
| Prudential Overall Supplies | Uniforms/Linens | Jerry Martin | 949.250.4855 ext. 275 | jerrym@prudentialuniforms.com |
| RAM Capital | Lending | Ryan Mitchell | 323.686.3688 | r.mitchell@ramcapitalinc.com |
| SeQuential Environmental | Grease Trap/ Recycling | Elise Leritz-Higgins | 503.686.1288 | elise.leritz-higgins@choosesq.com |
| Tagrisk Insurance Services | Insurance | Larry Anaya | 714.553.9171 | lanaya@tagrisk.com |

New York

| Partner | Category | Primary Contact | Phone | Email |
|---------------------------------------|-------------------------------------|-------------------|----------------------|-------------------------------|
| DoorDash | Food Delivery Service | Jeff Edwards | 855.431.0459 | jeffery.edwards@doordash.com |
| Encompass Interactive | Audio/Visual | Charles Schuster | 678.576.5611 | charles@encompassinteract.com |
| Emerson Amusements | Amusement/Entertainments/Games/ATMs | Ken Goldberg | 718.565.1233 | kgold10030@aol.com |
| Martin Recruiting Partners | Management Staffing/Recruiting | Heath Campbell | 918.638.5269 | hcampbell@mrpnw.com |
| New York State Restaurant Association | Insurance | Jennifer Romanski | 518.452.4222 Ext.231 | jenniferr@nysra.org |
| Seated | Customer Acquisition | Alec McGuffey | 615.585.6501 | alec@seatedapp.io |
| Spectrum | Telecommunications/Internet | Jose Perez | 347.533.0649 | Jose.Perez3@charter.com |
| SpotOn | Merchant Services & POS | Jami Servidone | 917.318.4827 | jamis@spoton.com |
| Tyko Sign Group | Signage | Lucas Cielak | 323.937.4445 ext. 24 | lcielak@tykosigns.com |

Philadelphia

| Partner | Category | Primary Contact | Phone | Email |
|----------------------------|--------------------------------|-----------------|--------------|-------------------------|
| DoorDash | Food Delivery Service | Amy Binder | 855.431.0459 | amy.binder@doordash.com |
| Martin Recruiting Partners | Management Staffing/Recruiting | Heath Campbell | 918.638.5269 | hcampbell@mrpnw.com |
| SpotOn | Merchant Services & POS | Rick Curry | 410.306.5251 | richardc@spoton.com |
| Sysco | Food Distribution | Scott Carpel | 610.304.7089 | scott.carpel@sysco.com |

| Partner | Category | Primary Contact | Phone | Email |
|----------------------------|---------------------------------------|--------------------|--------------|--------------------------------|
| ADT | Security Services | Carlos Diaz | 407.718.4850 | cdiaz@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 |
| Crunchy Tech | Audio/Visual | James Bengel | 407.476.2044 | sales@crunchy.co |
| DoorDash | Food Delivery Service | Alex Ojeda | 855.431.0459 | Alex.ojeda@doordash.com |
| Martin Recruiting Partners | Management Staffing/Recruiting | Heath Campbell | 918.638.5269 | hcampbell@mrpnw.com |
| PayChex | Payroll | Stephanie Abramski | 321.271.7045 | sabramski@paychex.com |
| Spectrum Business | Telecommunications/Internet | Tony Ortiz | 321.594.1494 | Tony.Ortiz@Charter.com |
| SpotOn | Merchant Services & POS | Donnie Jones | 601.470.4780 | Djones@spoton.com |
| Sysco | Food Distribution | Vincent Moralle | 352.408.5446 | moralle.vince@atl.sysco.com |
| TriMark | Food Service Equipment/Supplies | Vince Moralle | 352.408.5446 | vincent.moralle@trimarkusa.com |

| Partner | Category | Primary Contact | Phone | Email |
|----------------------------------|--------------------------------|-----------------|-----------------------|---|
| Affordable Quality Hood Cleaning | Hood Cleaning | Jay Casas | 602.654.7279 | affordablequalityhoodcleaning@gmail.com |
| Broadband Holdings | Audio/Visual | Tom Kierstyn | 480.456.4220 | tkierstyn@broadbandholdingsonline.com |
| Cox | Telecommunications Internet | Jessica Torrico | 949.563.8363 | jessica.torrico@cox.com |
| DoorDash | Food Delivery Service | Calvin Habern | 855.431.0459 | calvin.habern@doordash.com |
| Espressions Coffee Roastery | Coffee | Dustin Anderson | 480.341.5599 | dustin@espressions.com |
| Henry & Horne | Accounting | Brian Campbell | 480.839.4900 ext. 270 | BrianC@hhcpa.com |
| Liquid Logistics | Draft Beer Install/Maintenance | Scott Hanback | 602.618.1435 | info@liquidlogistics.net |
| Martin Recruiting Partners | Management Staffing/Recruiting | Heath Campbell | 918.638.5269 | hcampbell@mrpnw.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 |
| SpotOn | Merchant Services & POS | Chris LaBonte | 248.965.8073 | clabonte@spoton.com |

San Antonio

| Partner | Category | Primary Contact | Phone | Email |
|----------|-----------------------|------------------|--------------|-------|
| DoorDash | Food Delivery Service | Merchant Support | 855.431.0459 | |

San Francisco

| Partner | Category | Primary Contact | Phone | Email |
|----------------------------|------------------------------|----------------------|--------------|-----------------------------------|
| ADT | Security Services | Ali Aman | 510.701.4825 | aliaman@adt.com |
| 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 |
| Heartland Payroll | Payroll | Brian Novoa | 818.261.2578 | brian.novoa@e-hps.com |
| SeQuential Environmental | Grease Trap/ Recycling | Elise Leritz-Higgins | 503.686.1288 | elise.leritz-higgins@choosesq.com |
| SpotOn | Merchant Services & POS | "Corey Fine" | 617.645.5592 | cfine@spoton.com |
| Tagrisk Insurance Services | Insurance | Larry Anaya | 714.553.9171 | lanaya@tagrisk.com |
| Troia Foods | Food Distribution | George Logan | 949.244.7244 | george@troiafoods.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 |
| ProStar Hospitality Services | Merchant Services/ POS | Josh Tarter | 941.465.8145 | jtarter@prostarhs.com |
| Spectrum | Telecommunications/ Internet | Patrick Callahan | 863.521.3807 | pjcallahan82@gmail.com |
| TriMark | Food Service Equipment/Supplies | Vince Moralle | 352.408.5446 | vincent.moralle@trimarkusa.com |

| Partner | Category | Primary Contact | Phone | Email |
|-----------------------------|---|-----------------------|--------------------------|--|
| Cox | Telecommunications/ Internet | Jessica Torrico | 949.563.8363 | jessica.torrico@cox.com |
| DoorDash | Food Delivery Service | Brittany Arnold | 855.431.0459 | brittany.arnold@doordash.com |
| Glacier Design Systems | Draft Beer Installation & Maintenance | Kat Davis | 336.312.1786 | Kat@glacier-design.com |
| Heartland Payroll | Payroll | Brian Novoa | 818.261.2578 | brian.novoa@e-hps.com |
| Martin Recruiting Partners | Management Staffing/Recruiting | Heath Campbell | 918.638.5269 | hcampbell@mrpnw.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 |
| Republic Master Chefs | Uniforms/Linens | Danielle Escamilla | 949.508.2799 | danielle.escamilla@ republicmasterchefs.com |
| SpotOn | Merchant Services & POS | Storm Chadwick | 760.607.2438 | storm@spoton.com |
| Tagrisk Insurance Services | Insurance | Larry Anaya | 714.553.9171 | lanaya@tagrisk.com |
| Tyko Sign Group | Signage | Lucas Cielak | 323.937.4445 ext. 24 | lcielak@tykosigns.com |



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