



VIRGINIA
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2025 *BUYERS' GUIDE*

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kaley.krause@uhc.com



AHLA.COM

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tflanagan@ahla.com



RESTAURANT.ORG

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

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



STR.COM/DATA-SOLUTIONS/DSTAR

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hotel employee rate

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Deepak Patel • dpatel@shreemhotels.com

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Ashley Chisom • 804-237-1001 • Ashley.Chisom@pfgc.com



WWW.POS.TOASTTAB.COM

Morgan Burton • 804-516-3730 • morgan.burton@toasttab.com



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Jack Gorman • 804-788-6899 • director@virginiaspirits.org

BRONZE



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tdixon@memberfy.com



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Megan Palmer
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www.duracell.com

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(P) 540-330-8481
(E) catherine@sterlingcelebrations.com

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Fairfax, VA 22031
(P) 540-598-7331
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Class Action Capital

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(E) mpalmer@spoton.com
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ABC Consulting—Alcohol Industry Experts

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(P) 800-785-0161
(E) crystal@vaabc.com
www.vaabc.com

DATA SOLUTIONS & ANALYTICS

STR

Chris Austin
735 E Main Street
Hendersonville, TN 37075
(E) caustin@str.com

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Decorative Glass Solutions

Diana Fairburn
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(E) Diane@dgsdelivers.com
www.DecorativeGlassSolutions.com

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www.matrixfitness.com



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www.squierinc.com

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www.keanyproduce.com

Performance Food Group Virginia

Ashley Chisom
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PO Box 28010
Richmond, VA 23228
(P) 804-237-1001
(E) ashley.chisom@pfgc.com
www.performancefoodservice.com

Sysco Hampton Roads

Jeff Akeroyd
7000 Harbour View Blvd
Suffolk, VA 23435
(P) 757-673-4000
(E) jeffrey.akeroyd@sysco.com
www.syscohamptonroads.com

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(P) 540-434-0761
(E) marcus.powell@sysco.com
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7010 Brookdale Drive
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Murphy Asset Management/ Reimagined Hospitality

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Nellysford, VA 22958
(P) 573-673-3726
(E) bob.mcdonald@murphyassetmanagement.com

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(E) thomas.hallford@tscassociates.com
www.tscassociates.com

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(E) kelliott@fordharrison.com
www.fordharrison.com

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Stephen Setliff
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(P) 804-377-1260
(E) ssetliff@setliffllaw.com
www.setliffllaw.com

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Norfolk, VA 23513
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www.dcdesignandmedia.com

Eddy Alexander

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(P) 540-404-8152
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www.eddyalexander.com

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www.imaginedc.net

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www.leisuremedia.com

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PARKING MANAGEMENT

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(E) cwhite@aceparking.com
www.aceparking.com

Parking Management Company (PMC)

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3713 Charlotte Avenue
Nashville, TN 37209
(E) bcease@parkingmgt.com
www.parkingmgt.com

PEST CONTROL

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Fulton, MD 20759
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(E) rblackjr@americanpest.net
www.americanpest.net

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North Chesterfield, VA 23236
(E) sdepriest@virginia529.com
www.retirepathva.com

Commonwealth Savers Plan

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North Chesterfield, VA 23236
(E) sdepriest@virginia529.com
www.commonwealthsavers.com

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(E) john.dicarlo@hilton.com
www.mysupplymanagement.com

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20284 Rosedale Court
Ashburn, VA 20147
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(E) joshua.berry@quill.com
www.quill.com

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Martinsville, VA 24115
(P) 800-651-9682
(E) jordan.alley@nettaxinc.com
nettaxinc.com

TRADE ASSOCIATIONS

AAHOA

Deepak Patel
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Atlanta, GA 30328
(P) 404-816-5759
(E) dpatel@shreemhotels.com
www.aahoa.com

AHLA

Troy Flanagan
1250 Eye Street, NW
Suite 1100
Washington, DC 20005
(E) tflanagan@ahla.com
www.aahoa.com

African American Heritage Assoc of Virginia

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Richmond, VA 23220
(E) kent.ruffin@aahava.org
www.aahava.com

Bed and Breakfast Association of Virginia

Lankford Blair
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Yorktown, VA 23690
(E) info@innvirginia.org
www.bedandbreakfastva.org

National Restaurant Association

Meghan Collins
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Suite 700
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(P) 202-331-5900
(E) mcollins@restaurant.org
www.restaurant.org

Newport News Hospitality Association

Ivey Hawkins
PO Box 120406
Newport News, VA 23612
(E) ihawkins@kilncreekgolf.com
www.newportnewshospitality.com

Shenandoah Valley Travel Association

Helen Morton
PO Box 261
Luray, VA 22835
(P) 800-847-4878
(E) hmorton@delawarenorth.com
http://visitshenandoah.org/

VADMO - Virginia Association of Destination Marketing Organizations

Justin Kerns
PO Box 3633
Warrenton, VA 20188
(E) justin.kerns@visitwinchesterva.com

Virginia Beach Hotel & Motel Association

Teri Wiley
1023 Laskin Road, Suite 111
Virginia Beach, VA 23451
(P) 757-428-8015
(E) teri.wiley@vbha.net
www.vbha.net

Virginia Beach Restaurant Association

Martha Davenport
1206 Laskin Road
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Virginia Beach, VA 23451
(P) 757-567-9304
(E) director@dineinva.com
www.dineinva.com

Virginia Campground Association

Susan Motley
4400 Byrd Mill Road
Louisa, VA 23093
(E) susancmotley@gmail.com
virginiacampgrounds.com

Virginia Green Travel Alliance

Tom Griffin
(P) 804-986-9119
(E) tom@greenerresults.com viriniagreen.net

Virginia Hispanic Chamber of Commerce

Michel Zajur
10700 Midlothian Turnpike
Suite 200
Richmond, VA 23235
(P) 804-378-4099
(E) zajur1@aol.com
www.vahcc.com



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Virginia Pork Council

Roy Lee Lindsey
PO Box 242
Smithfield, VA 23431
(E) roylee@virginiapork.org
www.virginiapork.org



Virginia Spirits Board

Jack Gorman
1805 E Broad Street
Richmond, VA 23223
(P) 804-788-6899
(E) director@virginiaspirts.org
www.virginiaspirts.org

Williamsburg Area Restaurant Association

Rachel Sears
PO Box 3072
Williamsburg, VA 23187
(E) admin@wara757.com
www.wara757.com

Williamsburg Hotel Association & Tourist Information

Center
Ron Kirkland
1001A Richmond Road
Suite 2E
Williamsburg, VA 23185
(P) 757-220-3330
(E) ron.kirkland@widomaker.com
visitwilliamsburg.com/williamsburg-hotel-motel-association

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(P) 919-619-8650
(E) sjones@nature-tourism.com
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TRANSPORTATION



Amtrak

Amber Godfrey
919 E Main Street, Suite 2400
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(P) 804-303-8700
(E) agodfrey@siddall.com
www.amtrak.com

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Virginia Linen Service, Inc.

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