



2026

BUYERS' GUIDE



VIRGINIA
RESTAURANT • LODGING • TRAVEL
ASSOCIATION

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, and if you have a supplier you'd like to share with your fellow members, encourage them to sign up for a Supplier Membership.



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STR



hotel employee rate

HOTEL EMPLOYEE RATE



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BEER/WINE AND SPIRIT DISTRIBUTORS

EJ Gallo Winery
Kimberly Wise
kimberly.wise@ejgallo.com
www.gallo.com

Virginia Winery Distribution Company

 **Staci Saunders**
VRLTA Partner - Silver
102 Governor Street
Richmond, VA 23219
804-225-3662
staci.saunders@vdacs.virginia.gov
www.vwdc.org

Virginia Beer Distribution Company

 **Dakota Rust**
VRLTA Partner - Silver
102 Governor Street
Richmond, VA 23219
804-402-4141
vbdac@vdacs.virginia.gov
www.vbdc.org

CATERING, EVENTS & EVENT SOLUTIONS

 **Cvent**
Sandy Albrecht
VRLTA Partner - Gold
1765 Greensboro Station Place
7th Floor
Tysons Corner, VA 22102
salbrecht@cvent.com
www.cvent.com

Groovin' Gourmet
Scott Halloran
8501 Sanford Drive
Richmond, VA 23228
804-355-1550
scott@trolleyhouseva.com
www.trolleyhouseva.com

Catherine and Co Events
Catherine Bolling
540-330-8481
catherine@catherineandcoevents.com

CLASS ACTION SETTLEMENT CLAIM PROCESSING

 **Class Action Capital**
Joshua Kerstein
VRLTA Partner - Silver
16 East 40th Street, 6th Floor
New York, NY 10016
914-200-0066
josh@classactioncapital.com
www.classactioncapital.com

CREDIT CARD PROCESSING

 **Global Payments Systems**
Jacob Crocker
VRLTA Partner- Platinum
804-539-3335
jacob.crocker@globalpay.com
www.globalpayments.com

 **SpotOn**
Megan Palmer
VRLTA Partner - Bronze
300 California Street
4th Floor
San Francisco, CA 94104
877-559-4225
mpalmer@spoton.com
www.spoton.com

CONSULTING

**ABC Consulting--Licensing
Managed by Experts**
Crystal Stump
1807 S Church Street
Ste 108 PMB 119
Smithfield, VA 23430
800-785-0161
crystal@vaabc.com
www.vaabc.com

Heidi Stone Hospitality
Heidi Stone
PO Box 745
Salem, VA 24153
518-637-8235
heidistone@heidistonehospitality.com
heidistonehospitality.com

Lookbook Menu
Robert Royster
Premier Supplier
5728 Thostleton Lane
Raleigh, NC 27606
robert@lookbookmenu.com
lookbookmenu.com

DATA SOLUTIONS & ANALYTICS

 **STR**
Chris Austin
VRLTA Partner- Silver
735 E Main Street
Hendersonville, TN 37075
caustin@str.com
https://www.costar.com/products/
str-benchmark

DECORATIVE SOLUTIONS

Decorative Glass Solutions
Diana Fairburn
10049 Licking Hole Road
Suite G
Ashland, VA 23005
804-798-8806
Diane@dgsdelivers.com
www.DecorativeGlassSolutions.com

ELEVATOR SERVICE PROVIDER

 **Southern Elevator**
Greg Grady
VRLTA Partner - Silver
130 O'Connor Street
Greensboro, NC 27406
336-370-4756
gregg@southernelevator.com
southernelevator.com

ENERGY SOLUTIONS

 **Dominion Energy's Energy Conservation
Programs (Implemented by Honeywell)**
Chase Wagner
VRLTA Partner - Bronze
855 S Mint Street
Charlotte, NC 28202
980-421-7658
chase.wagner@honeywell.com
www.honeywell.com

ENTERTAINMENT/GAMING

Virginia Lottery
Tom Sawyer
Featured Supplier
600 East Main Street
Richmond, VA 23219
804-692-7000
tsawyer@valottery.com
www.valottery.com

 **J & J Gaming**
Madison Woelfer
VRLTA Partner - Silver
1500 South Raney Street
Effingham, IL 62401
855-921-1030
madison.woelfer@jjgaming.com
www.jjgaming.com

ERTC TAX SERVICE

 **Adesso Capital**
Damon Maletta
VRLTA Partner - Gold
8434 East Shea Blvd
Bldg B Suite 100
Scottsdale, AZ 85260
800-737-3751
damon@adessocapital.com
www.adessocapital.com

FINANCIAL/CREDIT CARD PROCESSING CONSULTING

 **The Cost Guards**
Ian Axford
VRLTA Partner - Silver
754 E Broadway
Boston, MA 02127
508-479-9432
ian@merchantcostconsulting.com
thecostguards.com

FIRE PROTECTION SERVICES

 **Cornet, Inc.**
Shaw Hergenrather
VRLTA Partner - Bronze
230A Airport Road
Winchester, VA 22602
540-667-5078
sherg@cornet-fps.com
www.cornet-fps.com

FITNESS EQUIPMENT

Matrix Fitness
Anthony Barnes
1600 Landmark Drive
Cottage Grove, WI 53527
804-334-7844
anthony.barnes@matrixfitness.com
www.matrixfitness.com

FOOD AND BEVERAGE EQUIPMENT

EMR - Electric Motor Repair Company
Gabrielle Kuhar
9100 Yellow Brick Road
Suite H
Baltimore, MD 21237
240-882-0057
gkuhar@emrco.com
www.emrco.com

Squier Associates Inc
Alan Squier
14650-H Rothgeb Drive
Rockville, MD 20850
301-762-3710
asquier@squierinc.com
www.squierinc.com

Schmid Dewland Associates
Brandon House
8 E Stow Road
Marlton, NJ 08053
856-783-3400
bhouse@schmiddewland.com
www.schmiddewland.com



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FOOD AND BEVERAGE SOLUTIONS SOFTWARE

Agilysys, Inc.
Dan Bell
1000 Winward Concourse
Suite 250
Alpharetta, GA 30005
770-810-6030
dan.bell@agilysys.com
http://www.agilysys.com

Barlytics Inc.
Patrick Wilson
VRLTA Partner - Bronze
14861 Limestone School Road
Leesburg, VA 20176
703-414-9621
patrick@barlytics.ai
barlytics.ai

FOOD DISTRIBUTORS

Keaney Produce & Gourmet
Cassidy Pinzl
3000 Transport Street
Richmond, VA 23234
202-527-4842
Cassidy.pinzl@keanyproduce.com
www.keanyproduce.com

Performance Food Group Virginia
Ashley Chisom
VRLTA Partner- Gold
7420 Ranco Road
PO Box 28010
Richmond, VA 23228
804-237-1001
ashley.chisom@pfgc.com
www.performancefoodservice.com

Sysco Hampton Roads
Jeff Akeroyd
VRLTA Partner- Platinum
7000 Harbour View Blvd
Suffolk, VA 23435
757-673-4000
jeffrey.akeroyd@sysco.com
www.syscohamptonsevice.com

Sysco Virginia
Marcus Powell
VRLTA Partner- Platinum
5081 South Valley Pike
Harrisonburg, VA 22801
540-434-0761
marcus.powell@sysco.com
www.syscovirginiasevice.com

J.J. McDonnell
Stephanie Pazzaglia
Premier Supplier
7010 Brookdale Drive
Elkbridge, MD 21075
443-721-4318
spazzaglia@jjmcdonnell.com
www.jjmcdonnell.com

GLOBAL HOTEL EMPLOYEE DISCOUNT TRAVEL PROGRAM

Hotel Employee Rate
John Lacle
VRLTA Partner- Silver
Olympia 2d, 1213 NT
Hilversum-Holland
jlacle@hotelemployeerate.com
www.hotelemployeerate.com

HOSPITALITY FIRMS

Retro Hospitality
Paul Cooper
23 West Broad Street
Richmond, VA 23220
301.418.5793
pcooper@retrohospitality.com
www.retrohospitality.com

Murphy Asset Management/Reimagined Hospitality
Bob McDonald
270 Sawmill Creek Drive
Nellysford, VA 22958
573-673-3726
bob.mcdonald@murphyassetmanagement.com

HOSPITALITY RECRUITING & WORKFORCE SOLUTIONS

1033 Consulting, LLC
Paul Kirschbaum
Premier Supplier
210-5008-3956
paul@1033consulting.com
www.1033consulting.com

HotelPro
Mitch Bergeson
1950 N. Park Place
Suite 300
Atlanta, GA 30339
770-937-9007
mbergeson@gohotelpro.com
www.gohotelpro.com

Culinary Coach
Duane Brown
804-219-8211
duane@culinarycoach.org
culinarycoach.org/

Five Star Elite Staffing
Karman Rivera
Premier Supplier
11681 N 170th Lane
Surprise, AZ 85388
623-418-7605
karman@fivestarelite.us
fivestarelite.us

masLabor
Julia Smyth-Young
Premier Supplier
915 E High Street
Suite 301
Charlottesville, VA 22902
434-263-4300
jsmyth-young@maslabor.com
maslabor.com

Go Happy Hub
Sharon Rettinger
4820 Lake Brook Drive
Suite 140
Glen Allen, VA 23060
srettinger@gohappyhub.com
www.gohappyhub.com

HOSPITALITY/SERVSAFE TRAINING

RVA Food Safety LLC
Warren Haskell
9018 West Broad Street
Henrico, VA 23294
804-308-3987
info@rvafoodsafety.com
www.rvafoodsafety.com

TSC Associates LLC
Thomas Hallford
PO Box 6718
Dothan, AL 36302
855-857-7233
thomas.hallford@tscassociates.com
www.tscassociates.com

Virginia Wine & Spirits Academy
Tracy Waldron
VRLTA Partner - Bronze
1 E Broad Street
Richmond, VA 23219
804-357-1501
tracy@vawsa.com
vawsa.com

INSURANCE

UnitedHealth Group- Optum
Kaley Krause
VRLTA Partner- Platinum
269-792-1207
healthcarehq@restaurant.org
www.uhc.com

Memberfy
Theresa Dixon
VRLTA Partner - Bronze
9410 Atlee Commons Blvd
Suite 3
Ashland, VA 23005
804-767-1912
tdixon@memberfy.com
www.memberfy.com

AmTrust Financial Services, Inc.
Pat Wiley
VRLTA Partner - Silver
3925 Brookside Parkway
Alpharetta, GA 30022
Pat.Wiley@amtrustgroup.com
www.amtrustfinancial.com

Towne Insurance
Scott Hyman
VRLTA Partner - Silver
4501 Cox Road, 2nd Floor
Glen Allen, VA 23060
804-967-7000
shyman@towneinsurance.com
www.towneinsurance.com

LEGAL/REGULATORY

Cozen O'Connor
Tom Lisk
1021 E Cary Street
Suite 1420
Richmond, VA 23219
804-762-6921
tlisk@cozen.com
www.cozen.com

FordHarrison
Brendan Horgan
6802 Paragon Place, Suite 410
Richmond, VA 23230
804-373-1606
BHorgan@fordharrison.com
www.fordharrison.com

MARKETING

Advance Travel & Tourism
Rebecca Meyers
1731 1st Ave North
Birmingham, AL 35203
334-201-0531
rmeyers@al.com
www.advancedtravelandtourism.com

Certified Travel Media
Michele Delgadillo
11 Largo Drive South
Stamford, CT 06907
mdelgadillo@ctmmedia.com
www.certifiedtravelmedia.com

City Select
Roy Van Doorn
1140 E High Street
Charlottesville, VA 22902
434-220-00200
roy@vawelcome.com
www.cityselect.com



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VistaMedia Inc.

Randy Thompson
1264 Perimeter Parkway
Virginia Beach, VA 23454
757-422-8979
randy@vistamedia.com
www.vistamediainc.com

Waypoint Marketing Collective

Katie Campbell
540-230-8997
Katie@Waypoint-Marketing.com
waypoint-marketing.com/

MUSIC LICENSING**BMI**

Jessica Frost
VRLTA Partner - Silver
10 Music Square East
Nashville, TN 37203
jfrost@bmi.com
www.bmi.com

NATURAL GAS PROVIDERS**Gas South**

Leah Bilz
VRLTA Partner - Bronze
788 Circle 75 Parkway
8th Floor
Atlanta, GA 30339
770-763-4884
leah.bilz@gassouth.com
www.gassouth.com

ONLINE FOOD ORDERING & DELIVERY**DoorDash**

Darrell Davis
VRLTA Partner - Silver
303 2nd Street, Suite 800
San Francisco, CA 94107
darrell.davis@doordash.com
www.doordash.com

PAPER/CHEMICALS/SUPPLIES**Ecolab**

Stacey Hallman
VRLTA Partner - Silver
6709 Mt Olive Cohoke Road
King William, VA 23086
240)210-2073
stacey.hallman@ecolab.com
www.ecolab.com

EnviroCare

Frank Brunetto
PO Box 1805
Ashland, VA 23005
804-651-2709
brunettoft@gmail.com
www.envirocare.com

Ferguson

Michael Hubbell
3224 Barkham Drive
Midlothian, VA 23112
240-344-3388
Michael.Hubbell@Ferguson.com
www.ferguson.com

Imperial Brady

Christi Neal
VRLTA Partner - Silver
7605 Doresey Run Road, Suite C
Jessup, MD 20794
301-404-8353
cneal@imperialbrady.com
www.imperialbrady.com

PARKING MANAGEMENT**Ace Parking Management**

Christopher White
490 L'Enfant Plaza SW
Floor 8, Ste 8216
Washington, DC 20024
202-820-6999
cwhite@aceparking.com
www.aceparking.com

Parking Management Company (PMC)

Billy Cease
Premier Supplier
3713 Charlotte Avenue
Nashville, TN 37209
bcease@parkingmgt.com
www.parkingmgt.com

PAYROLL & HR SERVICES**Kelly Benefits Payroll**

Brian Pfeifer
VRLTA Partner - Silver
1 Kelly Way
Suite 300
Sparks Glencoe, MD 21152
410-458-1273
bpfeifer@kellybenefits.com
kellybenefits.com/payroll

PROFESSIONAL SCENTING SOLUTIONS**SCENTLINGpro**

Mark Bassie
434-426-1785
Mark@scentlingpro.com
scentlingpro.com

RETIREMENT/FINANCIAL PLANNING**RetirePath Virginia**

Selah Depriest
VRLTA Partner - Bronze
9001 Arboretum Parkway
North Chesterfield, VA 23236
sdepriest@virginia529.com
www.retirepathva.com

Commonwealth Savers Plan

Selah Depriest
VRLTA Partner - Bronze
9001 Arboretum Parkway
North Chesterfield, VA 23236
sdepriest@virginia529.com
www.commonwealthsavers.com

SALARY DATA & COMPENSATION**WageTrak**

Joe Donnelly
VRLTA Partner - Silver
1600 West End Tower
Utica Avenue South
St Louis Park, MN 55416
732-616-9010
joe@wagescape.com
wagescape.com/wage-trak

SUPPLY CHAIN MANAGEMENT SOLUTIONS**Hilton Supply Management**

John DiCarlo
7930 Jones Branch Drive
McLean, VA 22102
571-666-0692
john.dicarlo@hilton.com
www.mysupplymanagement.com

Quill

Premier Supplier
20284 Rosedale Court
Ashburn, VA 20147
703-568-5400
www.quill.com

TRADE ASSOCIATIONS**AAHOA**

Deepak Patel
VRLTA Partner - Silver
1100 Abernathy Road
Suite 725
Atlanta, GA 30328
404-816-5759
dpatel@shreemhotels.com
www.aahoa.com

AHLA

Troy Flanagan
VRLTA Partner - Platinum
1250 Eye Street, NW
Suite 1100
Washington, DC 20005
tflanagan@ahla.com
www.aahoa.com

Bed and Breakfast Association of Virginia

Lankford Blair
220 Church Street
Yorktown, VA 23690
info@innvirginia.org
www.bedandbreakfastva.org

National Restaurant Association

Meghan Collins
VRLTA Partner - Platinum
2055 L Street NW
Suite 700
Washington, DC 20036
202-331-5900
mcollins@restaurant.org
www.restaurant.org

Shenandoah Valley Travel Association

Helen Morton
PO Box 261
Luray, VA 22835
800-847-4878
hmorton@delawarenorth.com
visitshenandoah.org

VADMO - Virginia Association of Destination Marketing Organizations

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

Virginia Beach Hotel & Motel Association

Teri Wiley
1060 Laskin Road, Suite Unit 14B
Virginia Beach, VA 23451
757-428-8015
teri.wiley@vbha.net
www.vbha.net

Virginia Beach Restaurant Association

Martha Davenport
1060 Laskin Road, Suite Unit 14B
Virginia Beach, VA 23451
757-567-9304
director@dineinvb.com
www.dineinvb.com

Virginia Campground Association

Susan Motley
4400 Byrd Mill Road
Louisa, VA 23093
susanmotley@gmail.com
virginiacampgrounds.com

Virginia Green Travel Alliance

Tom Griffin
804-986-9119
tom@greenerresults.com
viriniagreen.net

Virginia Pork Council

Roy Lee Lindsey
VRLTA Partner - Silver
PO Box 242
Smithfield, VA 23431
roylee@virginiapork.org
www.virginiapork.org



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Williamsburg Area Restaurant Association

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

Williamsburg Hotel Association & Tourist Information Center

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

TOURISM DEVELOPMENT

Tourism Works

Simon Jones
1040 Quiet Ridge Circle
Raleigh, NC 27614
919) 619-8650
sjones@nature-tourism.com
www.tourismthatworks.com

TRANSPORTATION

Amtrak Virginia

Haley Glynn
VRLTA Partner -Bronze
919 E Main Street, Suite 2400
Richmond, VA 23219
804-303-8700
haley.glynn@vpva.virginia.gov
www.amtrak.com



TRASH/WASTE REMOVAL

Wind River Environmental

Meredith Weston
4235 Tidewater Trail
Jamaica, VA 23079
804-875-1207
mweston@wrenvironmental.com
www.wrenvironmental.com

UNIFORMS & LINENS

Virginia Linen Service, Inc.

Gus Kefalas
PO Box 869
Petersburg, VA 23804
804-732-3312
gkefalas@virginalinen.com
yourlinenservice.com/virginia-linen

Prudential Overall Supply

Ashley Carroll
Premier Supplier
800 South Avenue
Colonial Heights, VA 23834
804-589-4394
AshleyC@prudentialuniforms.com
www.prudentialuniforms.com/location/
va-colonial-heights/

VIRGINIA MOBILE ID

Virginia Department of Motor Vehicles

Katy Lloyd
Premier Supplier
2300 W Broad Street
Richmond, VA 23269
804-241-2865
katy.lloyd@dmv.virginia.gov
www.dmv.virginia.gov

LODGING SLEEP SOLUTIONS

Winndom Mattress

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jfaison@winndom.com
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