



Liberty Bell *Patron*

Special Philadelphia Hospitality Trade Show Edition

Maintaining the Mission

On Monday, March 13th, vendors had the opportunity to showcase their products and services by speaking directly to decision makers from PVCMA member clubs at the Philadelphia Hospitality Trade Show, designed to directly advance the mission of Philadelphia Club Foundation. Please thank our generous patrons by allowing them the opportunity to earn your business. You may reference this publication or visit our online sponsor directory at any time at www.pvcma.org/sponsordirectory to find their contact information.

A special thanks goes out to the trade show committee for their hard work in preparing for this event: Mark Litrenta, CCM (Chairman), Dick Naumann, CCM, CCE, Rachel Frankwich, Rick Winland, Joel Inman, Jason Feller, Greg D'Alonzo, Justin Muir, Ryan Gunn and Carolyn Muessle. Greg and the staff at Aronimink Golf Club shared their beautiful facilities and, as always, made the execution of this event seamless.

Philadelphia Club Foundation (PCF) was created in 2003. PCF was the collaboration of several club managers, most notably Jeff McFadden, Alan Gamble and Chet Gratkowski. The purpose of the foundation was to enhance educational opportunities for existing Club Managers and students pursuing a degree in Club Management, as well as to contribute to the community through charitable giving.

The foundation began with some seed money, graciously donated by The Union League of Philadelphia,

(Continued on page 10)

Iron Chef Announced



Tavistock Country Club's Iron Chefs - Greg Pfeffer, Executive Chef Kelly Morrow and Rich Phillips

The winner of the 2017 Philadelphia Iron Chef competition is Executive Chef Kelly Morrow from Tavistock Country Club! Chef Kelly and his team prepared Cider BBQ glazed pork belly with pink peppercorn and apple grits.

Thanks to the other generous clubs who also shared delightful small plates with attendees: Aronimink Golf Club, Berkshire Country Club, Merion Golf Club, Philadelphia Country Club, Philadelphia Cricket Club, Saucon Valley Country Club and Waynesborough Country Club.

Thank You to Our Generous Sponsors!

Philadelphia and Vicinity Club Managers Association and Philadelphia Club Foundation wish to thank the many generous sponsors who participated in the trade show. They are valued partners in our outreach efforts as well as leaders in the business of club management. When shopping for goods and services in the industry, we hope you will thank them by giving them the opportunity to earn your business. PVCMA members may find these and other generous patrons at www.pvcma.org/sponsordirectory.

(Continued on page 6)

TITLE SPONSORS:			
Karen Towsey	Breakthru Beverage	ktowsey@breakthrubev.com	(215) 872-7000
Michael Davis	Club & Culinary, LLC (consultant to Avendra)	mpd@ccnnetwork.com	(610) 831-1463
Danielle Merighi	US Foods	danielle.merighi@usfoods.com	(800) 336-3313 x4171

GOLD SPONSORS:			
John Harvey	EA Photography	john@eaclubs.com	(800) 653-5766
Larry Feldman	Exceptional Foods	larry@exfoods.com	(215) 739-8450
Andrew Beauchamp	Singer Equipment Co.	abeauchamp@singerequipment.com	(610) 387-6412
Brendan McGovern	Sysco Philadelphia	mcgovern.brendan@philly.sysco.com	(267) 879-9117

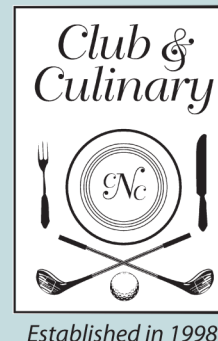
SILVER SPONSORS:			
Bob Melikian	Delaware Valley Suppliers Assoc.	r.melikian@abcdusa.com	(610) 828-6000
Roy Daleo	Aveniu Brands	roydaleo@gmail.com	(516) 885-7223
Michele Barricelli	Baldor Specialty Foods	mbarricelli@baldorfood.com	(718) 304-4558
Timothy Chase	Chase Franklin	tim@chasefranklin.net	(856) 206-0808
Robert Darnell	Domino Sugar - ASR Group	robert.darnell@asr-group.com	(215) 766-0632
Peter Cafaro	Judd Brown Designs/Jefferson Group Architecture	pcafaro@jbd.cc	(401) 365-1166
Stuart Cohen	PJP	scohen@pjponline.com	(609) 381-5451
Lance Ernst	Turf Equipment and Supply Company	lanceernst@turf-equipment.com	(410) 799-3985



BREAKTHRU
BEVERAGE
PENNSYLVANIA



**Strategic procurement
partners serving the
hospitality industry**



- More than \$4 Billion in annual customer spend
- Working with over 7,000 customers
- Contracted pricing with over 800 suppliers
- Increased savings through concentrated US Foods orders
- Systematic price audits of suppliers
- Advanced reporting via myAvendra.com and dedicated Avendra account manager
- Customer service available at 866-AVENDRA, plus direct personal support

For more information contact:

Michael P. Davis, President
Consultant to Avendra
Club & Culinary, LLC
Office: 610-831-1463
Cell: 610-299-3723
Email: mpd@ccnnetwork.com

avendra.com

Meaningful Interactions

In response to feedback from vendors who said they wanted more than simply to share a sample or brochure with our managers, the Trade Show Committee introduced an initiative in 2014 to create more meaningful interactions at the Philadelphia Hospitality Trade Show. The tradition continued this year with improved engagement and lots of fun. In advance of the show, vendors were asked to define what a meaningful interaction would be for them. A sign was placed at each booth telling club managers how the vendors wanted them to participate. There were demos, conversation starters, taste tests, guessing games, etc. The activities were fun but, more

importantly, they began an interaction that resulted in a more meaningful experience for all involved.

In exchange for participation, vendors gave attendees raffle tickets for a chance to win one of two \$500 Best Buy gift cards. The winners of the raffle were Carpiu "C" Chereches of Rehoboth Beach Country Club and Harry Ginther of Green Valley Country Club.

The committee would like to thank all members who came out in support of Philadelphia Club Foundation and its vendor sponsors, especially volunteers assigned as ambassadors: Eric Beck, Aaron Grant, Paula Kelly, Joe Mendez, Jack Merget, James Nolan and Ralph Richardson.



Committee Chairman, Mark Litrenta, CCM and Best Buy Gift Card Raffle Winner, Carpiu "C" Chereches of Rehoboth Beach Country Club



Committee Chairman, Mark Litrenta, CCM and Best Buy Gift Card Raffle Winner, Harry Ginther of Green Valley Country Club



**WE HELP YOU
MAKE IT**

**FOOD
FANATICS
LIVE™**

04.04.17

**HARRAH'S ATLANTIC CITY
ATLANTIC CITY, NJ**

PRESENTED BY

**US.
FOODS™**

TO REGISTER, GO TO

**<http://events.foodfanatics.com/events>
or Download our Food Fanatics Live™ App.**

© 2017 US Foods, Inc. 02-2017 FOF-2016120606

Thank You to Our Generous Sponsors!

(Continued from page 2)

BOOTH SPONSORS:			
Eric Nelson	Acosta Cornerstone	ericnelson03@comcast.net	(215) 435-7684
Louis DiDonato	Arway Linen & Uniform Rental Service	service@arwaylinen.com	(215) 535-1313
Gerry Donnelly	Barnell, Inc.	gerry@barnellinc.com	(215) 535-2101
Richard Hewitt	Bermar America Wine Preservation Systems	richardh@bermaramerica.com	(610) 889-4900
Andrew Lengel	Blackney Hayes Architects	alengel@blackneyhayes.com	(215) 829-0922
Zsuzsa Palotas	Boardroom Spirits	info@boardroomspirits.com	(312) 919-1613
Bill McCue	BVTLive!	bill@bvtlive.com	(610) 496-0891
Jim Spaulding	Cardiac Care & Safety, Inc.	jim@cardiaccareinc.com	(215) 886-9280
Don McNeill	CateringStone	donmcneill@cateringstone.com	(302) 353-8839
Michelle Harris	Choice Party Linens, Inc.	michelle@choicepartylinens.com	(610) 532-3140
Steve Flick	Condon, O'Meara, McGinty and Donnelly, LLP	sflick@comdcpa.com	(610) 783-5772
Michael Dirks	Dirks Pest Management Specialist	ken@dirkspms.com	(610) 813-2200
Frank Leone	Donnelly Construction	fleone@donnellyind.com	(862) 579-9122
Stephen Troutman	entegra - ICS	stroutman@intlclubsuppliers.com	(215) 272-2527
Guy Brown	Espresso Services	espressoservices1@gmail.com	(302) 598-2000
Haley Klinghoffer	FarmArt Produce	haleyklinghoffer@farmartproduce.com	(215) 336-1466
Bill Nixon	Frankford Umbrellas	bnixon@frankfordumbrellas.com	(856) 222-4134
Jeff Gruber	Fran's Wicker, Teakwood and Cast Aluminum	jeff@franswicker.com	(973) 584-2230
Jim Hahn	Gasser Chair	jwhahn@att.net	(215) 968-5596
Philip Nestler	Gourmet Kitchen Inc.	pnestler@gourmetkitcheninc.com	(201) 400-2260
Carol Powell	Great Philadelphia Chapter of HFTP	cpowell@aronimink.org	(610) 356-8004
Rob Gretz	Gretz Beer Company	rgretz@gretzbeer.com	(610) 275-0285
Adam Wheeler	Halperns' Steak & Seafood	adam.wheeler@halperns.com	(610) 996-0856
Ed Hutchinson	Hutchinson Plumbing Heating Cooling	laurenkirsch@hutchbiz.com	(856) 429-5828
Jim Pastore	J. Ambrogi Foods	jpastore@ambrogifoods.com	(609) 743-2833
Sharm Imran	Jonas Software/CSG	sharm@gjonas.com	(905) 470-4630
David Heckman	Kevin Smith Transportation Group	dheckman@kevinsmithgroup.com	(610) 574-5232
Dean Laskaris	Laskaris & Laskaris	cpa.laskaris@comcast.net	(610) 687-7888
Matthew McKenney	Maxwell-McKenney	matt@maxmck.com	(215) 514-8310
Sean Bleyl	MembersFirst	sbleyl@membersfirst.com	(508) 737-1118
Charlie Hanna	Mini Melts Ice Cream	charlie@minimelts.com	(215) 378-2808
Bruce Heins	MTS Seating	bruce@heinsmarketing.com	(610) 496-3688
Garret Boos	Northstar Technologies, Inc.	garret.boos@globalnorthstar.com	(215) 622-8707
Ethan Peiffer	Origlio Beverage	epeiffer@origlio.com	(215) 698-9500
Ralph Rood	Ralph Rood Events	info@ralphroodevents.com	(908) 876-4600
Kimmel Schaefer, Jr.	Schaefer Pyrotechnics	schpyro@aol.com	(717) 687-0647

BOOTH SPONSORS: (cont.)			
Donald O'Grady	Southern Company Pool Furniture	don@thesouthernco.com	(215) 659-8929
Dave Seaman	The Wasserstrom Company	daveseaman@wasserstrom.com	(614) 519-9653
Kevin Kerns	Tri-State Training & Safety Consulting	info@tristatetraining.com	(866) 503-3430
Tony Cuffari	U.S. Food Equipment Company	sales@usfoodequipmentcompany.com	(215) 229-6601
Joseph Inguagiato	Unox, Inc.	joseph.inguagiato@unox.com	(732) 258-3689
Keaton Juergens	VGM Club	keaton.juergens@vgm.com	(563) 880-5916
Lindsay Irvine	W.S. Cumby Builders & Construction Managers	Llrvine@cumby.com	(610) 328-5353
Charlene Delia	Western Pest Services	jmolloy@westernpest.com	(973) 515-5824
Kevin Ritter	Zenith Energy	kritter@zenith.energy	(312) 478-5462





Singer Equipment Co.

Foodservice Equipment & Supplies

Equipment • Kitchen Supplies • Janitorials • Tabletop • Disposables



Come to our Trade Show!

Latest Trends • New Products
Special Buys • Cooking Demos
300 Manufacturers • Factory Reps
Sun, 4/23 Noon to 4:00
Mon, 4/24 10:00 to 4:00
at our Elverson Headquarters
Pre-register at
www.singerequipment.com

Headquarters & Distribution Center
150 S. Twin Valley Road, Elverson, PA
800-422-8126
www.singerequipment.com

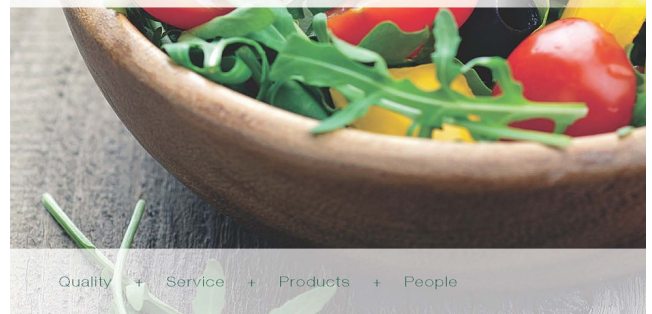
Bellmawr Superstore
180 Heller Place, Bellmawr, NJ
800-443-2212



Partnering with Sysco:

**A recipe
for success.**

Good things
come from
Sysco



Quality + Service + Products + People

**Sysco Philadelphia
Proudly Supports**



**Philadelphia and Vicinity
Club Managers Association**



Photography

#1 PROVIDER OF MEMBER IMAGES FOR CLUB USE

OUR STUDIO PROVIDES THE FOLLOWING AT NO COST TO THE CLUB:

- A CUSTOM MEMBER PICTORIAL ALBUM FOR YOUR LOBBY
- DIGITAL IMAGES FOR YOUR POS SYSTEM AND WEBSITE
- UPPER MANAGEMENT WALL DISPLAY
- A DIGITAL CD ALBUM FOR EVERY MEMBER

Successfully serving more than 800 private clubs throughout the U.S. since 1945.

JOHN@EACLUBS.COM OR DAVID@EACLUBS.COM
800-653-5766



THE BOARDROOM MAGAZINE'S
WINNER OF EXCELLENCE IN ACHIEVEMENT AWARD FOR 5 YEARS IN A ROW



**CONDON O'MEARA McGINTY
& DONNELLY LLP**

Best wishes on the
2017 Philadelphia Hospitality Trade Show

CONDON O'MEARA McGINTY & DONNELLY LLP

One Battery Park Plaza
7th Floor
New York, NY 10004
212-661-7777
212-661-4010 (fax)

11 Davis Rd, Suite 300
PO Box 524
Valley Forge, PA 19481-0524
610-783-5772
610-783-6453 (fax)

The firm provides Accounting, Tax and Management
Services to more than 300 private clubs in the Northeast



JGIA
ARCHITECTURAL
DESIGN

Peter Cafaro
401.721.0977
pcafar@jbd.cc
www.jbd.cc

INTERIOR DESIGN
CLUB CONSULTING

JBD



Domino Foods, Inc.
Foodservice

**Delaware
Valley
Suppliers
Association**



The Restaurant Source

Automatic Brewers and Coffee Devices 610-828-6000x117
Robert Melikian

Bassetts Ice Cream 215-864-2771
Brian Bebee

Indian Ridge Provisions 800-564-3300
Shawn Padgett

Main Line Insurance 800-486-6546x137
Chris Oidtman

Philadelphia Extract Co. 215-548-5225
Nate Katz

Termac Corporation 215-498-8032
Tom Jordan



Baldor Specialty Foods



Liberty Bell Patron

Newsletter of Philadelphia Club Foundation

Officers:

Janine M. Budzius, CCM, CCE
President

Paula L. Kelly, CCM, CCE
Vice President

Linda M. Cozzi
Secretary/Treasurer

Directors:

Rob Anen, CCM
Kimberly Brady
Dr. Joy Dickerson
Jeffrey P. McFadden, CCM, CCE
Joseph A. Mendez, CCM, CCE
Dr. Ali Poorani
Jon Schneider
Karen Towsey

Trade Show Committee:

Mark Litrenta, CCM, Chairman
Greg D'Alonzo
Jason Feller
Rachel Frankwich
Ryan Gunn
Joel Inman
Justin Muir
Dick Naumann, CCM, CCE
Rick Winland
Carolyn Muessle

Copyright © 2017 Philadelphia Club Foundation. All rights reserved.

Maintaining the Mission

(Continued from page 1)

and grew quickly from humble beginnings. At first, PCF committed to granting the Daniel Layman Scholarship (awarded to a student from Widener University) as well as tuition for CMAA's Business Management Institute (BMI) I, II or III and the CCM review course for managers pursuing their CCM designation. The foundation has recently achieved and exceeded its

original funding goal of \$500,000, enabling the foundation to grant three student scholarships and tuition for most BMI courses. PCF also covers expenses for monthly education sessions hosted by PVCMA.

PCF continues to evolve and grow its funding and will continue to look for more ways to achieve the two core missions: to support education and to donate to local charities. PVCMA members are encouraged to get involved in continuing to develop this program and to take advantage of the opportunities the scholarships present.



Thanks to Choice Party Linens, Inc. for supplying the linens for the show!

July 2017

Sun Mon Tue Wed Thu Fri Sat

30 31 1

2 3 4 5 6 7 8

9 10 11 12 13 14 15

16 17 18 19 20 21 22

23 24 25 26 27 28 29

*Make-A-Wish
Golf Classic*