

PARTNER + BENEFITS PROGRAMS



Platinum Partner

Heartland Payment Systems

is an endorsed partner of VRLTA and the NRA.

Heartland offers a complete suite of services, including card processing, payroll services, tip & check management, and gift marketing. With Heartland, restaurants and hotels can reduce expenses, enhance & improve operations, and increase profitability.



Prime Source Purchasing, Inc.

— WE MAKE PARTNERSHIPS REWARDING —

VRLTA has teamed up with Prime Source Purchasing (PSP) to maximize your cost savings, in the form of a quarterly rebate, while minimizing your time. PSP offers restaurant operators a customized approach to evaluate need, negotiate manufacturer programs, track and analyze purchasing data, and provide ongoing communication to ensure maximum cost savings.

VRLTA has teamed up with Prime Source Purchasing (PSP) to maximize your cost



Platinum Partner

Along with top quality ingredients, all of Sysco's products are proudly backed by the highest

quality assurance demanded by Sysco. Our dedicated associates and foodservice experts can explain how easy it is to do business with Sysco.



Gold Partner

Performance

Foodservice delivers more than 125,000 food and food-related products to 85,000 customer locations on a daily basis. PFG serves the people on the front lines of foodservice. This means helping you to find the best products and services featuring custom-cut meat, produce, and local seafood. It also means bringing you technology innovations, to keep you on top of your operation wherever you go.



payment within 30 days.

BMI offers you up to 20% off music licensing fees — 5% off just for being a member of VRLTA, another 5% for paying online, and 10% if you return



SESAC offers a 10% discount on your music licensing fees, simply for being a restaurant member of VRLTA.



Silver Partner

Around the world

businesses in foodservice, food processing and hospitality choose Ecolab products and services to keep their environment clean and safe, operate efficiently and achieve sustainability goals.



BOLLINGER ENERGY CORPORATION

Silver Partner

Bollinger Energy has partnered

with VRLTA to bring Savings and Service to Members on your Natural Gas purchases. Our personalized approach to energy supply combines expertise, competitive prices and exceptional customer service. Contact us for your Preferred Pricing!



Silver Partner

SIL Insurance offers you expert advice, leveraged pricing, fast service, & flexible solutions for workers compensation insurance and

more. Members can often save up to 25% on workers compensation premiums.



Class Action Capital is a provider of class action settlement claim management to the global corporate community.

VRLTA has partnered with Class Action Capital to offer our members information related to over \$6 billion in possible refunds.

HOTELHelp, Inc.

Silver Partner

HOTELHelp

understands how important a quality crew is to any hotel operation. That is why they provide only the best hospitality labor in the industry. HOTELHelp partners with some of the most innovative leaders in the arena developing partnerships that take these already flourishing operations to new levels of profitability and popularity. HOTELHelp is a smart choice for any hotel operation.



Gold Partner

With more than 75 million registered hourly workers and 300,000 employer locations, Snagajob is America's #1 hourly marketplace. Snagajob is now proud to partner with the Virginia Restaurant, Lodging & Travel Association to bring their full suite of hiring software and solutions to **VRLTA members at special member pricing including a 10% discount.**



Office Depot and OfficeMax offer you up to 80% off office supplies, both in-store & online. You'll receive next day

delivery on orders over \$50. Plus, you can get an additional 15% off your first online order using coupons. To get these benefits and more, register online (www.vrlta.org/officedepot) using **Company Tracking Code 0337.**



UPS is pleased to help VRLTA members save time and money through special services and shipping discounts. We put the power of logistics to work for you every day by providing speed, outstanding

reliability and technology tools so you can focus on your business - not your shipping.



Fishbowl is the leading online marketing

solution for the restaurant industry, and a great option for small and independent hotels. If you need email marketing, social media management, and reputation monitoring Fishbowl has it covered. As a VRLTA member, you're eligible for a free local email marketing account with 500 free monthly messages, 10% off list price thereafter, and more.



Silver Partner

FPIS is the southeast's premier brochure distribution service. They can help you build an audience and awareness

without spending the time and energy doing it yourself, and popularity.

LEARN MORE ABOUT VRLTA'S PARTNERS + PROGRAMS AT VRLTA.ORG/PARTNERS OR CALL JEN LAWS, MEMBERSHIP DIRECTOR AT 804.288.3065

VRLTA EVENTS

Norfolk Region Chapter Mixer

– June 13, 2017 | Blue Moon TapHouse –

Fairfax-Dulles Chapter Mixer

– June 22, 2017 | Glory Days Grill, Reston –

Cornhole for Colleges Series

– Fall 2017 TBA –

Fall Member Meeting + VRLTA Ordinary Awards

– October 2, 2017 –

VA-1 Tourism Summit

– November 12-14, 2017 –

VRLTA Legislative Day + Taste of VRLTA Reception

– January 2018 –

Virginia ProStart Student Invitational

– March 9, 2018 –

Annual Membership Meeting

– April/May 2018 –

Webinars

– TBA –

2017 TOP 3 LEGISLATIVE WINS

– FIND MORE WINS ON VRLTA.ORG –

1

SHORT-TERM ONLINE RENTALS (AIRBNB)

Senate Bill 1578 (Norment): Short-term rental of property; registration of persons offering property for rental.

VRLTA successfully worked with members of the General Assembly to introduce and pass Legislation that grants Virginia Localities the right to create host registries, charge a nominal fee to join the registry, and appropriately tax this home-based business.

RESULT: **Passed.** Governor McAuliffe signed the bill on March 24, 2017

2

LABOR DAY

House Bill 1983 (Greason): School calendar; opening day of the school year.

This bill would give local school boards the responsibility for setting their school calendars and determining the opening day of the school year. It also would have eliminated the current law that mandates that schools start post-Labor Day or have a “good cause” waiver to start prior.

Senate Bill 1111 (Edwards): School calendar; adds to “good cause” circumstances for waiver of school opening.

This bill would have added another “good cause” requirement for which school divisions may be granted a waiver from the regular post-Labor Day school opening schedule. The waiver may be granted for any school division that had entered into a dual enrollment agreement with a comprehensive community college. In effect, this would have made almost every school division in Virginia eligible to apply for a waiver.

RESULT: All Labor Day Bills were **Defeated** for 2017

3

ABC LICENSES

House Bill 1987 (Greason) + Senate Bill 1391 (DeSteph): New license for certain commercial lifestyle centers.

These identical bills create a new ABC license for the consumption, but not the sale, of alcoholic beverages at any “commercial lifestyle center” (outdoor town center). Alcoholic beverages must be purchased from licensed restaurants located within the commercial lifestyle center.

RESULT: All Labor Day Bills were **Defeated** for 2017

House Bill 2220 (Landes): Alcoholic beverage control; limited mixed beverage license for retail cigar shops.

This bill would have created a new limited mixed beverage license to allow retail cigar shops to give free alcoholic beverages to store patrons, limited to two drinks per patron, with a requirement that at least 60 percent of the cigar shops annual gross revenue be from the sale of premium tobacco products.

RESULT: After passing the House of Delegates 84-11, the bill was **Defeated** in the Senate 10-30.