

Annual Leadership Conference

*Our Values,
Our Future*

LENOX HOTEL | BOSTON | MARCH 19-21, 2023
61 EXETER STREET, BOSTON, MA | 617-536-5300



PRESENTED BY:



PPX HOSPITALITY BRANDS



SMITH & WOLLENSKY
AMERICA'S STEAKHOUSE | Est. 1977

Strega
ITALIAN



Dear Attendees, Sponsors and PPX Partners

Welcome to PPX Hospitality Brands' second Annual Leadership Conference.

The Theme of our Conference - Our Values, Our Future - reflects our desire to continue to grow our brands by investing in you, your wellbeing, and the wellbeing of the businesses you run. As always, this is an opportunity to both look back and ahead, celebrating our successes and learning from some of the goals that we were unable to reach this past year.

Our format of both general and breakout sessions is broadly similar but weighted more towards group participation as we exchange ideas and learn from each other. This year, reflecting our global business platform, I am pleased to say that not only are we joined by our friends from London as usual but also for the first time by our friends from Taiwan. We must also acknowledge generosity of our owners, our investors, and our hospitality partners, all of whom are represented here and throughout the conference, without whom this conference would not be possible.

We have a unique collection of brands powered by all of you, the dedicated team members that show our guests how important they are to us each and every day. Thank you all.

Sincerely,

OLIVER

PPX Hospitality Brands. It's all about the people.

Thank you to our Presenting and Preferred Sponsors



Thank you to our Showcase and General Sponsors

**CAMPARI
GROUP**


Chef Works

J. LOHR
VINEYARDS & WINES


O'Neill
— VINTNERS & DISTILLERS —


OPICI
WINES & SPIRITS

PAUL W. MARKS CO., INC.
QUALITY MARKS SERVICE


**PRODUCE
ALLIANCE**

Established 1933

Ruby Wines, Inc.


steelite
INTERNATIONAL

UNCLE NEAREST
— ✦ —
PREMIUM WHISKEY

William Grant & Sons


WINEBOW
FINE WINE + SPIRITS



Quality wholesale fruit, produce & specialty
Katsiroubas Bros.
BOSTON MA • SINCE 1914


allied global marketing


**CATANIA
OILS**


dinova™

ECOLAB®

Natalie's
ORCHID ISLAND JUICE CO.


Piantedosi
HEARTH BAKING SINCE 1916


**Unilever
Food
Solutions**

VWE
VINTAGE WINE ESTATES


tripleseat




Sundell
& ASSOCIATES


THE MWG
Great Wine. True Stories


**TAUB FAMILY
SELECTIONS**

Agenda

SUNDAY, MARCH 19 | OUT-OF-TOWN ARRIVALS

- 6:30^{pm}–9:00^{pm}: Welcome Reception – Smith & Wollensky-Atlantic Wharf  E&J Gallo Winery
(Bus departs Lenox @ 6:00^{pm} / then return from S&W @ 9:00^{pm})
- 9:30^{pm}–11:30^{pm}: Hospitality Suite - Solas @ Lenox Hotel, 2nd floor 

MONDAY, MARCH 20 LENOX HOTEL

- 7:30^{am}–8:00^{am}: Attendee Check-In, Lenox Hotel, 2nd floor
- 8:00^{am}–9:00^{am}: Welcome Breakfast – Patriots & Dome Room, 2nd Floor
- 9:00^{am}–9:30^{am}: Welcome & Kickoff – Dome Room, 2nd Floor
(Oliver Munday)
- 9:30^{am}–10:15^{am}: Team Ice Breaker – Dome Room, 2nd Floor
(Kim Dinsmoore)
- 10:30^{am}–11:00^{am}: Key Note Speaker
(Dan Donohue)
- 11:00^{am}–11:30^{am}: Break
- 11:30^{am}–12:15^{pm}: Year-to-Date Review / FY2023 / Business Plan FY2024
Dome Room, 2nd Floor
(Nigel Brennan)
- 12:30^{pm}–1:30^{pm}: Lunch - City Table, 1st Floor 
- 1:45^{pm}–2:45^{pm}: Looking Ahead / FY 2023 – Dome Room, 2nd Floor
- New Development (Oliver Munday & Elias Salem)
 - International (John Hardyment)
 - S&W, LSF, & STREGA – (Nathan Evans, Matt King, Kim Dinsmoore)
 - eCommerce (Kim Lapine)
 - Annual Awards Overview (Oliver Munday)
- 3:00^{pm}–3:30^{pm}: Facilities-Service Channel- Dome Room, 2nd Floor
(Pat Scully)
- 3:50^{pm}–4:20^{pm}: Human Resources Dome Room, 2nd Floor
(Leanne Smith)
- 4:30^{pm}–5:00^{pm}: Beverage Outlook – Dome Room, 2nd Floor
(Christian Gianaris)
- 5:00^{pm}–7:00^{pm}: Supplier / Sponsor Showcase – 2nd Floor (Heritage/Copley/Back Bay)
- 7:00^{pm}–9:30^{pm}: Dinner - City Table, 1st Floor  E&J Gallo Winery
- 9:30^{pm}–12:00^{am}: Hospitality Suite - City Table, 1st Floor



Agenda

TUESDAY, MARCH 8 LENOX HOTEL

8:00^{am}–9:00^{am}: Breakfast – Patriots & Dome Room, 2nd Floor – Hot Breakfast

AM Rotating workshops: (Please refer to your group # 1, 2 or 3 for rotation assignment)

9:00^{am}–9:45^{am}: Problem Solving– Heritage Room, 2nd Floor

Instructor: Nigel, Steve E, and Patrick Snow

10:00^{am}–10:45^{am}: The Guest Experience - Dome Room, 2nd floor

Instructor: Matt King & Nathan Evans

11:15^{am}–12:00^{pm}: Creating the Culture -Bench Building – City Bar, 1st Floor

Instructor: Kim Dinsmoore and Leanne Smith

12:00^{pm}–12:30^{pm}: Break

12:30^{pm}–1:30^{pm}: Lunch - City Table, 1st Floor



PM Rotating workshops: (Please refer to your group letter A or B for rotation assignment)

1:45^{pm}–2:30^{pm}: LSM – Dome Room, 2nd Floor

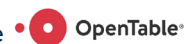
Instructor: Kim Lapine

2:45^{pm}–3:30^{pm}: Partner Session-Gordons & OpenTable --Heritage Room, 2nd floor

Instructor: Gordons: Matt Geoghegan



Instructors: Open Table: Chad Kozlek & Melissa Rinke



All back together in the Dome Room

3:45^{pm}–4:30^{pm}: Culinary Outlook: Supply / Sustainability / Chefs & Trends

Dome Room, 2nd Floor

Instructors: Brian Doyle and Pat Keefe

4:30^{pm}–5:15^{pm}: Awards Ceremony – Dome Room, 2nd Floor

Oliver Munday

5:30^{pm}–6:30^{pm}: Celebration / Farewell Refreshments – Patriots & Dome Room, 2nd Floor



7:00^{pm}–9:30^{pm}: Dinner Reception - Legal Sea Foods Harborside, 2nd Floor



(Bus departs Lenox @ 6:45^{pm} / Harborside @ 9:30^{pm})

10:00^{pm}–1:30^{am}: Hospitality Suite - Solas, 2nd Floor



M-S WALKER
SINCE 1933

Our brands

SMITH & WOLLENSKY

AMERICA'S STEAKHOUSE

A collection of iconic steakhouses here in the US and now internationally in London and Taipei – This famously celebrated America's Steakhouse, where USDA Prime steaks are still hand-butchered and dry-aged in-house was founded in New York City and known throughout the world. If steak were a religion, Smith & Wollensky would be its cathedral! An over-the-top steakhouse experience built on quality, integrity and genuine hospitality!



A collection of Italian restaurants and cafés throughout greater Boston. At Strega Italiano, we believe in food with heart, made with love from recipes handed down from generations past. Homemade pastas, secret-recipe sauces, fresh focaccia and house-baked desserts. Much like life...it's messy, generous and heartfelt, with the warmth of home. Welcome to our home, where everyone is family and "Things could get messy!"



If it isn't fresh, it isn't Legal!®

Seventy years ago, Legal Sea Foods opened as a fish market in Cambridge, MA and has since cast a wider net – now operating restaurants along the east coast as well as its own Quality Control Center on Boston Harbor. Legal Sea Foods' iconic tagline, "If it isn't fresh, it isn't Legal!" speaks to its legendary fanaticism for seafood quality and safety. The restaurants serve over 40 varieties of fresh fish and shellfish throughout the year; the menu highlights quintessential New England fare, including its famous New England Clam Chowder that has been served at every Presidential Inauguration since 1981.

Special welcome to our distinguished guests



Leonard Ryan, Danu Partners & PPX Hospitality Brands

Mark O'Meara, Danu Partners & PPX Hospitality Brands



Michael O'Rourke, Danu Partners & PPX Hospitality Brands



Phillip Cunningham, Danu Partners & PPX Hospitality Brands



Tommy Hart, Partner & Board Advisor | PPX Hospitality Brands



Elias Salem, Director of International Development | PPX Hospitality Brands



John Hardymont, Bayshore Pacific Group | S&W Taipei Brands



Meet our presenters



Oliver Munday
Chief Executive Officer/President
PPX Hospitality Brands



Ann Marie Escobar
Executive Advisor
PPX Hospitality Brands



Kim Dinsmoore
EVP Restaurant Ops
PPX Hospitality Brands



Dan Donohue
President, Saunders Hotel Group
Lenox Hotel



Nigel Brennan
Chief Financial Officer
PPX Hospitality Brands



Elias Salem
Overseas Development
PPX Hospitality Brands



Nathan Evans
President - SWRG
PPX Hospitality Brands



Matt King
President & COO - LSF
PPX Hospitality Brands



Kim Lapine
Chief Marketing Officer
PPX Hospitality Brands

Meet our presenters



Pat Scully
VP of Facilities, Maintenance & Construction
PPX Hospitality Brands



Leanne Smith
VP of HR
PPX Hospitality Brands



Christian Gianaris
National Beverage Director
PPX Hospitality Brands



Steve Ernst
Director of Inventory Systems
PPX Hospitality Brands



Patrick Snow
Assistant Director of Training & Development
PPX Hospitality Brands



Brian Doyle
Director of Culinary Development
PPX Hospitality Brands



Patrick Keefe
Senior Director of Culinary Operations
Legal Sea Foods



Dave Welch
Director of Ecommerce
Legal Sea Foods

A special thank you to our marketing and concierge team

For any questions, emergencies, or event information during the conference, our concierge team will be available by phone, text or email.



Nancy Barrett
VP of Marketing & Event Sales
PPX Hospitality Brands
978.973.9060



Christine Cocce
Director of Marketing
PPX Hospitality Brands
508.561.0743



Lauren MacDonald
Marketing
PPX Hospitality Brands
978.766.5195



Colleen Onorato
Marketing
PPX Hospitality Brands
617.645.0311



Olivia Fusegni
Marketing
PPX Hospitality Brands
781.630.2361



Taylor Johnson
Marketing
PPX Hospitality Brands



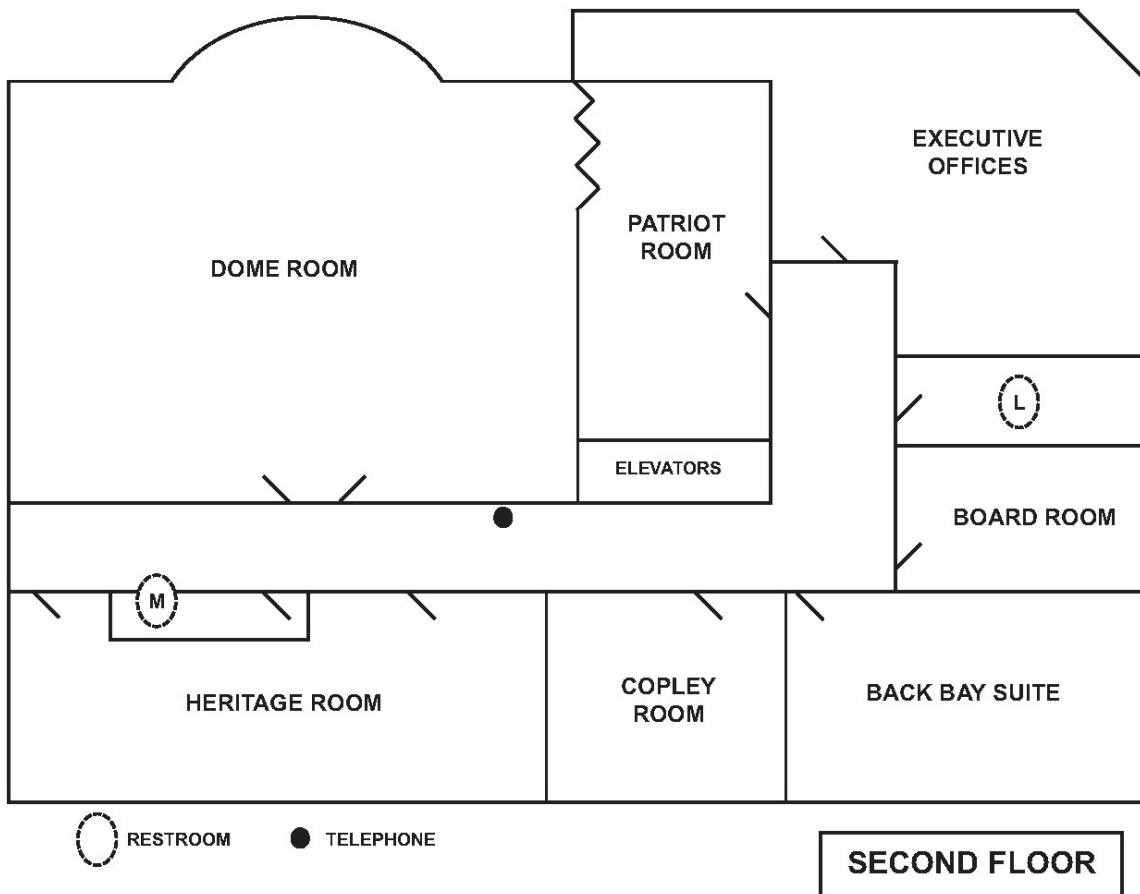
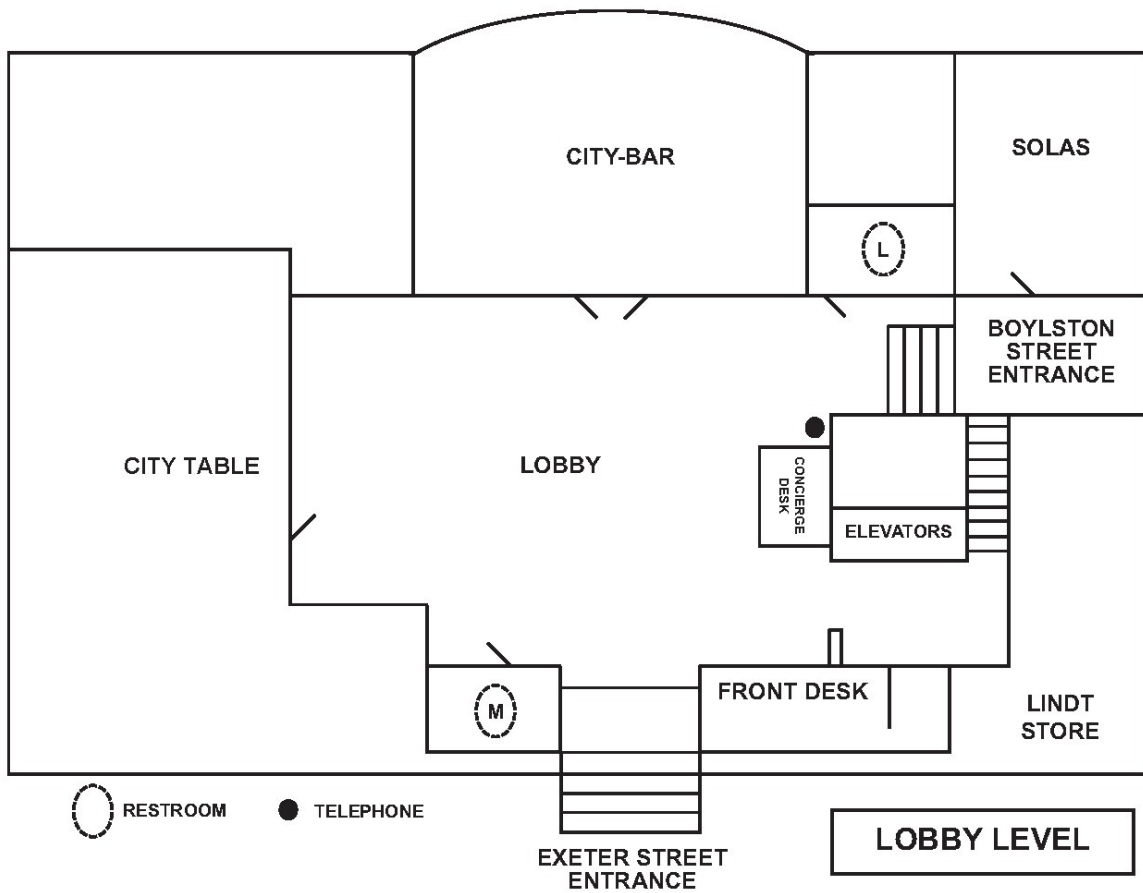
@ppxhospitalitybrands



@PPXHospitalityBrands



@ppxhospitalitybrands



Welcome & Thank you to our Supplier Partners for this year's Workshop Sessions!



- **Chad Kozlek** – Senior Enterprise Accounts Manager
- **Melissa Rinke** - Head of Enterprise

Our story

We love what can happen around the restaurant table. And since 1998 we've been committed to empowering that experience. From helping restaurants of all sizes thrive, to enabling diners to find and book the perfect table for every occasion, our story is one of human connection—among diners and restaurants, and between restaurants and their communities.

Now, we're growing globally like never before, and continuing to lead the conversation in the tech and restaurant spaces with products that anticipate the ever-evolving needs of both restaurants and diners.

With our passion for hospitality, we take pride in bringing together people and the restaurants they love in the moments that matter. Pull up a chair and join us.



- **Matt Geoghegan** – Commercial Regional Chain Manager

The Team Behind Great Meals

Respect. Responsibility. Reliability. That's what you deserve. That's what we deliver.

At Gordon Food Service, we believe that great meals create great memories. We stand behind the teams delivering great meals everyday. That's why we're with you at every step. From delivering great products to solving the turbulence of the supply chain, you have a team that helps you continue to succeed, evolve, and grow.

Notes



In partnership with our Presenting Sponsors



A special thank you to our partners at the Lenox Hotel

