2018 MA RESTAURANT DAY FOR NO KID HUNGRY RAISES NEARLY $150,000

MRA Board Member Andy Husbands first partnered with the charitable organization Share Our Strength/No Kid Hungry over 20 years ago. He shuttered his restaurant Tremont 647 on a Monday evening, invited in some of Boston’s Best Chefs and prepared a five course dinner with wine pairings to a private seating of his restaurant. All proceeds from this dinner went to Share Our Strength/No Kid Hungry. This year was Andy’s 21st Anniversary of his Share Our Strength/No Kid Hungry Event.

The MRA is in its third year of aligning forces with Andy in support of ending childhood hunger. In 2016, we began Massachusetts Restaurant Day in support of Share Our Strength No Kid Hungry’s Cooking Matters Program where along with Tremont 647 (Andy Husbands), MRA Member Restaurants; 111 Chop House (Robb Ahlquist), Cobblestones (Scott Plath), Pinehills Country Club (Paul Barbato) and The Quarterdeck (Bobby Jarvis) led incredible dinners that in that single day raised over $60,000 for Share Our Strength/No Kid Hungry.

Based on the success of our 2016 Massachusetts Restaurant Day, we determined to enhance the number of MRA Member Restaurants participating in 2017 to eight, with the additions of Turner’s Seafood in Salem, The Hotel Northampton, and Davio’s Northern Italian Steak House at Patriots Place. Last year working alongside supporting local restaurants and chefs, these eight locations conducted Massachusetts Restaurant Day Dinners in Support of No Kid Hungry and raised over $100,000!

Which bring us to this year’s MRA Massachusetts Restaurant Day, where on March 12th nine of our MRA member restaurants raised just under $150,000 in a single day in support of ending childhood hunger. All of these funds will be dedicated to Share Our Strength No Kid Hungry Programs right here in Massachusetts.

A Huge Hat’s Off to the outstanding sacrifice, commitment and success to the following participating MRA Member Restaurants: **Tremont 647** (Andy Husbands), **111 Chop House** (Robb Ahlquist), **Cobblestones** (Scott Plath), **Bucatino** (Bobby Jarvis), **Turner’s Seafood**, **East Bay Grille** (Paul Barbato), **Hotel Northampton** (Mansour Ghalibaf), **110 Grille of Leominster and 110 Grill of Braintree** (Ryan Dion).

Another very special thanks to the chefs and supporting restaurants who collaborated with the nine restaurants to make this a tremendously successful day: Craigie on Main (Tony Maws), Prezza (Anthony Caturano), Outlook Kitchen and Bar (Tatiana Rosana), Row 34 (Jeremy Sewall), Grill 23 (Brian Kevorkian), Buttermilk & Bourbon (Jason Santos), Deuxave and Boston Chops (Chris Coombs), Dante (Dante de Magistris), La Morra and Heritage of Sherborne (Josh Ziskin), Whaling in Oklahoma (Tim Maslow), Niche Hospitality (Mike Covino), Sonoma Restaurant (Bill Brady), Romaine’s and Smokestack Urban BBQ (Richard and Erin Romaine), Burtons Grill (Dan Greenough), The Bancroft (Diego Mota), Island Creek Oyster Bar (Matthew Celeste), The Casual Gourmet (Olive Chase and Richard Goudreau), Finz Seafood and Grill (George Carey), Adriatic Restaurant & Bar (Vini Kurti), Sea Crest Beach Hotel (Glenn MacNayr), Quahog Republic (Erik Martinez), Eat Your Heart Out Catering (Sean Dailey), and Bucatino Restaurant and Wine Bar (Troy Patterson).
Dear Members,

Well it has been a busy last 45 days indeed! The MRA had what I believe was our most successful New England Food Show in history, and we had a terrific Annual Awards Dinner at the Seaport Hotel on that Monday evening. We then followed it up with our ProStart Invitational at Mechanic’s Hall in Worcester, and I would like to congratulate the Carver team (Management) as well as the Taunton team (Culinary), and wish them both great luck at the national competition in Providence RI, April 27-29.

And then of course, we all battled multiple major winter storms, three of which hit directly, one of which totally missed but led to a major disruption of business nonetheless. Some restaurants were heavily damaged and without power for days, while others that had power actually had very strong sales as many of their surrounding neighborhoods were without power and unable to cook meals. Through it all however, our great industry once again found a way to prevail.

As the calendar turns to April, we have another storm brewing, one that involves forces from outside our industry trying to force legislative action either on Beacon Hill or at the ballot box. They purport to represent the best interest of our employees, yet our employees have not asked for their assistance. There are a number of major bills and referendum questions that must be addressed, and the MRA has joined forces with other associations to bring the discussion to our elected officials. I hope you consider joining us on April 10th for Small Business Day on Beacon Hill. We will assemble with all the groups in the morning to prepare, and Governor Baker will keynote before we break away for individual discussions with our elected officials in the afternoon. Hearing messages directly from you, their constituents and jobs creators in their districts is very important, and will make a very big difference.

This is a very important day for our industry, so PLEASE JOIN US, bring your managers, and help us be heard and understood. As we like to say, #TogetherWeWin.

Pat Lee
MRA Chairman
plee@themassrest.org
CURRENT ECONOMIC INDICATORS - MASSACHUSETTS MEALS TAX COLLECTIONS

Jan 2018: $99,195,985  
Jan 2017: $93,667,948  
5.8% INCREASE

Feb 2018: $80,495,629  
Dec 2017: $78,749,403  
2.2% INCREASE

YTD 2018: $803,024,458  
YTD 2017: $768,369,920  
4.5% INCREASE

CONSUMER CONFIDENCE  
(0-150 scale)

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<tr>
<td>FEB</td>
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<td>119.3</td>
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<tr>
<td>JAN</td>
<td>124.3</td>
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<tr>
<td>DEC</td>
<td>122.1</td>
<td>112.7</td>
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<tr>
<td>NOV</td>
<td>129.5</td>
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UNEMPLOYMENT  
as of April 4, 2018

Massachusetts: 3.1%  
United States: 4.1%

PRICES (YR OVER YR)

Wholesale Food Prices:  
UP 1.6%

Menu prices:  
UP 2.6%

CONTACT YOUR LEGISLATORS ON THE MINIMUM WAGE AND THE TIP WAGE!

Activists are circumventing the legislative process and using the ballot to advance their own union driven agenda. Raise up Massachusetts, which is funded mostly by out-of-state labor PACs, has collected signatures to move to the next stage of the 2018 ballot process.

The proposed ballot question would increase minimum wage by 36% and an even more costly 140% increase for tipped employees in only 4 years!

Beacon Hill needs to hear from you. All owners and their managers should write, call or email their state reps and senators. Your elected officials live in your communities and they visit your restaurants.

To the right are two different email options. The first is for establishments that have tipped employees, the second is for operations that have no tipped employees.

Just enter your name, address and email. The email will be populated to automatically send to your Representative and Senator. Make sure to reach out to legislators that represent where you live and where you work.

Ballot Proposal:

<table>
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<tr>
<th>Year</th>
<th>Minimum</th>
<th>Tip Wage</th>
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<tr>
<td>2019</td>
<td>$12.00</td>
<td>$5.05</td>
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<tr>
<td>2020</td>
<td>$13.00</td>
<td>$6.35</td>
</tr>
<tr>
<td>2021</td>
<td>$14.00</td>
<td>$7.65</td>
</tr>
<tr>
<td>2022</td>
<td>$15.00</td>
<td>$9.00</td>
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After 2012, future increases to the minimum wage and tip wage would be tied to inflation.

Wage laws should be determined by the legislature and not at the whims of the voting public who may spend a minute reading the title of a ballot question and certainly not by the big unions who spend unlimited money to get what they want.

Click here if you have tipped employees.  
Click here if you have NO tipped employees.

The MRA  
Massachusetts Restaurant Association  
Access • Influence • Protection

MRA MINIMUM WAGE  
ADVOCACY KIT  
Tools to Help You Educate Your Legislators
2018 SMALL BUSINESS DAY ON BEACON HILL

Join Us on April 10th for 2018 Small Business Day on Beacon Hill

We are pleased to announce that Governor Charlie Baker will be joining us for Small Business Day on Tuesday, April 10th. Don’t miss this great opportunity to hear from our governor and ask him about the issues most important to your business. Learn vital information, meet key legislators, and make your voice heard on Small Business Day on Beacon Hill!

Just Confirmed - Governor Charlie Baker will be Speaking!

To join us, click here.

GET INVOLVED IN THE MRA COMMUNITY - BECOME AN MRA BOARD MEMBER

If you would like to be involved with the MRA community and contribute to the restaurant industry, consider applying to the MRA Board. The deadline is May 11, 2018.

- Learn what affects your business and the entire food industry in Massachusetts.
- Meet and interact with others who share your values and passions.
- Be part of the MRA Board of Directors to help work on protecting, improving and enhancing the restaurant industry.

Apply now! Click here for the application.
As Spring starts to (slowly) move into Boston, it is hard to believe that in 2 months I will, once again, be joining more than 200 of the top culinary and hospitality professionals from across the country to End Childhood Hunger. How will we do that? It is a simple, 2-Step process. First, we commit ourselves to riding 300 miles in California May 15-17. Second, we ask you to commit to supporting our team from Boston to reach our target of raising $100,000. Can we count you in?

Donate Here!

Chef Cycle is a fundraising endurance event featuring award-winning chefs and members of the hospitality community fighting hunger outside the kitchen. All the money raised goes to support No Kid Hungry, a national campaign run by Share Our Strength, a nonprofit working to solve problems of hunger and poverty in the United States and around the world. This will be my third year participating. The event has grown every year so, this year, Team RealFood has 15 committed Boston-based chefs heading to Santa Rosa in May and to Virginia in September. Chefs like Matt Jennings, Jody Adams, Andy Husbands, Tony Maws, and many more are making the time to train for this serious ride to end the preventable tragedy of childhood hunger.

I know there are many opportunities for your charitable giving but your dollars can really make an impact with No Kid Hungry. For just $50, five hundred meals are provided to kids in need. I would only support a charity that delivers on its promise. Any amount makes a difference, but of course a larger amount makes a larger difference. Please, take a moment now to Click Here and support me and our team’s efforts.

I, and the entire RealFood team, thank you for your support and look forward to updating you on our Chef Cycle journey as we all do our part to end childhood hunger. 

Help Us Help Hungry Kids!

Ed Doyle, RealFood Consulting
MEMBERSHIP NEWS

MRA NETWORKING SPRING FLING: TUESDAY, APRIL 24TH (RESCHEDULED DATE)

Please join us on April 24th at 4:30pm for our Spring Fling Networking Event at The Verve - Crowne Plaza in Natick. This is a great opportunity to mingle with other Food & Beverage Operators and Business Partners. You won’t want to miss it!

The cost of this event is $20 inclusive of food, non-alcoholic beverages, tax and gratuity.

Tuesday, April 24, 2018 • 4:30 - 7:00 PM
The Verve - Crowne Plaza: 1360 Worcester Road (Rt. 9 Eastbound)
Natick, MA
REGISTER HERE.

ATTENDING THE NATIONAL RESTAURANT SHOW? GET YOUR SHOW PASSES

Dual SRA/National Restaurant Association members are eligible to receive one complimentary badge to the NRA Show. Members are required to use their National Restaurant Association member ID and last name to access this complimentary badge. Members were sent an email from the Convention Office with personalized instructions on how to redeem their complimentary badge. For assistance, please contact Alleeshia Williams at (312) 580-5403 or the NRA Show registration office at (312) 853-2525.
RESTAURANT: Sonoma Restaurant at the Beechwood Hotel
LOCATION: Worcester
YEAR FOUNDED: 1996
MRA MEMBER SINCE: 1996
WEBSITE: sonomaatthebeechwood.com

WHAT IS YOUR RESTAURANT SPECIALTY?
Sonoma’s award-winning menu is continuously evolving with the seasons to combine fresh ingredients from local farms with imaginative preparation and presentation. The result is memorable global cuisine, with exquisite taste, served in an elegant and tranquil setting. We recommend our signature Roasted Rack of Lamb Persillade, a well-loved dish that has been on our menu since the restaurant’s inception.

WHY IS THE MRA IMPORTANT TO YOU & YOUR BUSINESS?
The Massachusetts Restaurant Association is an excellent resource for the restaurant industry, providing advocacy, numerous programs of value to its membership, and a wide range of educational programs to ensure best practice knowledge and implementation to help restaurants deliver their best in service and quality to their patrons. I have been a proud member of its Board of Directors for many years and appreciate many of the organization’s outreach efforts on behalf of its member restaurants.

Fun Facts about Sonoma Restaurant at the Beechwood Hotel

1. In 2003, Sonoma received the DiRōNA Award for excellence, presented by Distinguished Restaurants of North America.
2. Sonoma has been named one of OpenTable’s Top 100 Most Romantic Restaurants in America.
3. Our restaurant has garnered attention from several industry publications, including Travel Magazine, which recognized Sonoma as one of the “Best Places to Eat in New England.”
4. Sonoma was also recognized as “Best Farm-to-Table Restaurant in New England” by Yankee Magazine.
5. We’re passionate about West Coast wine, and offer a fine wine selection with more than 80 choices.
6. For decades, we’ve enjoyed celebrating special occasions and milestones with families throughout the region. Our new location features two distinguished rooms to gather, including the secluded Wine Room, which features an incredible floor to ceiling glass display of top rated bottles, and The Club Room, which has private access to our outdoor patio. We’re excited to offer these exclusive spaces for our guest’s most important events.
7. Sonoma is very fortunate to have a leadership team committed to paying it forward by participating in community outreach. In 2009, Sonoma was the National Restaurant Association’s “Good Neighbor Award” Massachusetts state finalist winner for community involvement, and the spirit of giving back has continued throughout the years.
8. I was honored to be named Chef of the Year 2012 by the Massachusetts Restaurant Association and have enjoyed serving on its Educational Foundation board. I have also served as vice concealer culinary to the Colonial New England Chapter of Chained des Rôtisseurs, which is the oldest international gastronomic society in the world.
9. We have a team committed to the advancement of culinary arts. I’ve been gratified to work with generations of future chefs at Montachusett Regional Vocational Technical School in Fitchburg, and at Worcester Technical High School in Worcester. In 2013, I was an Excite Teacher award recipient from the Lemelson Foundation at MIT.
10. Under our new ownership and convenient location at the Beechwood Hotel in Worcester, we are even more committed to bringing Sonoma to the highest level to provide our valued patrons with beautifully manicured outdoor patio space, ideal for leisurely al fresco dining, a private art collection to view, and numerous other wonderful features. We look forward to welcoming old and new friends to Sonoma in the springtime.
Name: Leah Tringale  
High School: Winchester High School, Class of 2014  
Culinary School: Boston University School of Hospitality, Boston, MA

How long have you been interested in culinary arts?  
I have always loved cooking ever since I was a little kid; however, I have discovered a love for the food and beverage business when I was 18 years old, working for Donato Frattaroli.

How did you hear about the MRA Ed Foundation Scholarship and what made you apply?  
I actually did not hear of the scholarship program until my junior year of college. I was dining at one of Donato Frattaroli’s restaurant and he told me to apply!

From your experience in culinary school so far, what is the most important thing you’ve learned?  
Because I am a graduating student of the School of Hospitality at Boston University, I am technically not a culinary student; however, we are required to take culinary and food and beverage related classes (my favorite classes) I have learned so many important skills that it is hard to place one as the most important!

Below, are my top three subjects I have studied:  
Hospitality finance—without it, a business does not exist.  
Hospitality real estate—if starting/purchasing a business, classes involving real estate classes help you understand the processes more concisely.  
Leadership—be fair, lead by example and be humble.

Do you have any advice for students thinking about getting involved in culinary arts?  
Do it!! There are so many components of the culinary/hospitality industry — front of house operations, back of house operations, finance, revenue management, real estate development, hospitality marketing, etc. There are also many ways to advance your career or to be your own boss in this never dying business. You will work very hard but the satisfaction of a positive guest reaction is priceless. As Jon Taffer says, “We are in the business of reactions.”
### 2018 SERVSAFE TRAINING SCHEDULE

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<th>LOCATION</th>
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<td>May 7th &amp; 21st</td>
<td>Cape Codder</td>
<td>4:30-8:30pm</td>
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<tr>
<td>May 14th &amp; 21st</td>
<td>MRA – Westborough</td>
<td>3-7pm</td>
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<tr>
<td>May 1st</td>
<td>Cape Codder</td>
<td>4:30-8:30pm</td>
</tr>
<tr>
<td>June 18th</td>
<td>MRA – Westborough</td>
<td>4-8pm</td>
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<tr>
<td>June 12th</td>
<td>MRA – Westborough</td>
<td>3-7pm</td>
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To schedule classes call (508) 573-4180.

**CLASS LOCATIONS:**
- **MRA:** 160 East Main St, Ste 2, Westborough
- **CAPE CODDER:** 1225 Iyannough Rd, Ste 1, Hyannis

### NEW ENGLAND RESTAURANT NETWORKING TO BENEFIT MRA ED FOUNDATION

Please join fellow restaurateurs, chefs, franchisees and industry associates for a fun night out while giving back to a very deserving culinary student.

**Monday, April 9th, 6-9 PM**
Burton’s Grill
43 Middlesex Turnpike, Burlington, MA 01803

**CLICK HERE FOR MORE DETAILS AND TO SIGN UP**
## WELCOME NEW MRA MEMBERS!

### FOOD & BEVERAGE OPERATORS

<table>
<thead>
<tr>
<th>Name</th>
<th>Address</th>
<th>Phone</th>
<th>Contact Person</th>
</tr>
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<tbody>
<tr>
<td>Cape Cod Coffee</td>
<td>348 Main St. Mashpee, MA 02649</td>
<td>(508) 477 2400</td>
<td>Jan Aggerbeck</td>
</tr>
<tr>
<td>Cultivar</td>
<td>1 Court St. Boston, MA 02108</td>
<td>(617) 979-8203</td>
<td>Mary Dumont</td>
</tr>
<tr>
<td>L Street Tavern</td>
<td>195 L Street Boston, MA 02127</td>
<td>(617) 212-5067</td>
<td>Jack Woods</td>
</tr>
<tr>
<td>Mooncusser Fish House</td>
<td>304 Stuart St Boston, MA 02116</td>
<td>(617) 917-5193</td>
<td>Chef Carolyn Johnson</td>
</tr>
<tr>
<td>Parish Café South End</td>
<td>493 Massachusetts Ave Boston, MA 02118</td>
<td>(617) 391-0501</td>
<td>Brian Poe</td>
</tr>
<tr>
<td>Sarma</td>
<td>249 Pearl St Somerville, MA 02145</td>
<td>(617) 764-4464</td>
<td>Cassie Piuma</td>
</tr>
<tr>
<td>Terry O’Reilly’s</td>
<td>45 Union St. Newton, MA 02459</td>
<td>(617) 964-9275</td>
<td>Timothy Smillie</td>
</tr>
<tr>
<td>The Corner Tavern</td>
<td>421 Marlborough St Boston, MA 02115</td>
<td>(617) 262-5555</td>
<td>Doug Bacon</td>
</tr>
<tr>
<td>The Pour Farm Tavern</td>
<td>780 Purchase St. New Bedford, MA 02740</td>
<td>(508) 991-1123</td>
<td>Elizabeth Oliver</td>
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### BUSINESS PARTNERS

<table>
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<tr>
<td>Insurance Marketing Agencies, Inc.</td>
<td>306 Main Street Worcester, MA 01608 1550</td>
<td>(508) 753-7233</td>
<td>Amy Van Minos</td>
</tr>
<tr>
<td>Credit Card Processing</td>
<td>24 Chickadee Lane Braintree, MA 02184</td>
<td>(781) 964-2737</td>
<td>Stephen Spadorcia</td>
</tr>
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</table>

## THANK YOU TO OUR 2018 ANNUAL SPONSORS

![Thank you to our 2018 annual sponsors](image)

Massachusetts Restaurant Association
160 East Main Street, Suite 2, Westborough, MA 01581
Phone: (508) 303-9905  www.themassrest.org

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