

# JOIN US FOR 2019 MASSACHUSETTS RESTAURANT DAY



Registration links coming soon!





Massachusetts Restaurant Day focuses on helping eradicate childhood hunger in MA. Please join us at one of the locations below on APRIL 29TH! All event proceeds will benefit Cooking Matters. Click here for more event details.

### **COMING TO A RESTAURANT NEAR YOU...**

East Bay Grille - Plymouth\*
Bucatino Restaurant & Wine Bar - Falmouth\*
Bocado Tapas Wine Bar - Wellesley
Bocado Tapas Wine Bar - Worcester
The Fix Burger Bar - Worcester
The Horseshoe Grille - North Reading
Mescal Tequila Cantina - Leominster
Mescal Tequila Cantina - Worcester
Nonna's Pizza + Pasta - Worcester
Railers Sports Tavern - Worcester
Rye & Thyme American Tavern - Leominster
\*Chef driven locations - registration required

The Sole Proprietor - Worcester
Sonoma Restaurant - Worcester
Turner's Seafood Grill and Market - Melrose
Turner's Seafood at Lyceum Hall - Salem
Via Italian Table - Worcester
111 Chop House - Worcester
110 Grill - Athol
110 Grill - Berlin
110 Grill - Braintree
110 Grill - Chelmsford
110 Grill - Fall River

110 Grill - Haverhill
110 Grill - Holyoke
110 Grill - Hopkinton
110 Grill - Leominster
110 Grill - Marlborough
110 Grill - Saugus
110 Grill - Wayland
110 Grill - Worcester
110 Grill - Woburn
Evviva Trattoria - Westford
Evviva Trattoria - Marlborough

# REGISTRATION NOW OPEN FOR SOMETHING'S BREWING ON CAPE COD



Included are tastings from Cape Cod's top chefs and craft brew from Cape Cod Beer.

To benefit



### PARTICIPATING RESTAURANTS

SAM DIEGO'S - Hyannis

THE CASUAL GOURMET - Centerville

**BUCATINO** - North Falmouth

**CAPTAIN PARKER'S PUB** - West Yarmouth

**ALBERTO'S** - Hyannis

WIANNO CLUB - Osterville

THE BLACK DOG TAVERN - Vineyard Haven

MAY 13, 2019 6:30-9:30PM

**VENUE:** CAPE COD BEER - 1336 PHINNEYS LANE, HYANNIS, MA \$35 - Non-members | \$30 - Members (use code MRACCC)

CLICK **HERE** TO REGISTER!

THIS EVENT IS SPONSORED BY

















### LETTER FROM THE CHAIRMAN



Dear Members,

Very shortly flowers will begin to bloom through the softening ground, the world champion Boston Red Sox have begun their quest to repeat, and the relatively mild winter is in the rearview mirror! Spring always invigorates me and I believe brings our guests out and happier than at any time during the calendar year. As they say, hope springs eternal!

Spring menus and drink offerings will be appearing soon offering all of what makes our region of the country special. Spring vacation week is always

a tremendous sales week for our restaurants, and that is when we showcase the seasonal offerings, open our patios and let the fresh air in!

Another right of spring was last month's very successful New England Food Show, and less than 30 days later I am still hearing a buzz and positive feedback about the show. I saw some great new products to feature this year. It was so refreshing to see so many food and beverage operators and business partners reestablishing face-toface communication, as well as forging new and what I believe will be long lasting and mutually beneficial relationships. Getting literally thousands upon thousands of our industry's best people together over three days really is an exhilarating experience.

Soon enough we will be selecting new board of directors for the association. We are facing challenging times for our industry and we need the best and brightest to work together to take on these challenges and continue to make the MRA the voice of this wonderful business. Please consider becoming a board member or assist us in identifying operators or business partners to help move our association ahead.

I want to take a moment and inform you about some important upcoming spring events. In conjunction with other small business owners, the MRA will be hosting our second annual Small Business Day on May 9th. The day will begin with presentations to inform and inspire us at the Omni Parker House Hotel, starting at 9:00 AM. Then we will break in the afternoon to visit individual legislators and let them know how challenging running our restaurants is becoming, Also, we need to let them know how upcoming legislative bills will affect you, your business and your employees. Please hold that date, and contact Steve Clark, our VP Government Affairs, at sclark@themassrest.org so that he can help you coordinate your visits. #Togetherwewin.

Second, on April 29<sup>th</sup> we will be celebrating Massachusetts Restaurant Day for Cooking Matters to help eradicate childhood hunger in our state. Thank you to those restaurants participating. If you have the chance please support these operations in their fundraising efforts and help us blow by last year's \$150,000 raised.

None of that has anything to do with what we really want to spend time on, which is meeting and exceeding our guest's expectations in terms of food, beverage and service. So, as they venture back out from hibernation, let's give them the experience that reinforces going out to dine in MA is worth way more than what they actually pay!

Pat Lee

MRA Chairman

plee@themassrest.org

The best leaders have a high consideration factor. They really care about their people." -Unknown

### **MRA STAFF**

### **Bob Luz**

President & Chief Executive Officer bluz@themassrest.org

### **MEMBERSHIP TEAM**

### **Kerry Miller**

Vice President, Operations kmiller@themassrest.org

### **Bob Brammer**

Member Services Manager - Central & North, Cape and Islands bbrammer@themassrest.org

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**Director of Communications** cjohnson@themassrest.org

### Renée Serafino

Director of HR & Business Operations rserafino@themassrest.org

### **Tracy Zibell**

**Educational Foundation Program Assistant** tzibell@themassrest.org

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### **CURRENT ECONOMIC INDICATORS - MASSACHUSETTS MEALS TAX COLLECTIONS**

JAN 2019: \$104,880,524 JAN 2018: \$100,620,953

4.2% **INCREASE** 



FEB 2019: \$95,266,337 FEB 2018: \$90,032,953

6.8% **INCREASE** 



YTD 2019: \$846,010,049 YTD 2018: \$803,024,458

5.3% **INCREASE** 

FY: JUL-JUN



# **CONSUMER CONFIDENCE**

(0-150 scale)

	United States	New England
MAR	124.1	113.2
FEB	131.4	118.5
JAN	121.7	108.1
DEC	126.6	111.0

### UNEMPLOYMENT as of April 4, 2019

Massachusetts:

**United States:** 

3.8%

## PRICES (YR OVER YR)

Wholesale food prices in Feb 2019:

UP 1.3%

Menu prices:

UP 2.9%

# THE BAKER ADMINISTRATION WANTS TO CHANGE THE SALES & MEALS TAX **REMITTANCE PROCESS & DEADLINE**

Gov. Charlie Baker's FY20 state budget proposal proposes changes to the state's sales and meals tax collection and remittance process. Currently, vendors collect and remit MA sales tax by the 20<sup>th</sup> day of the following month. The Governor has proposed changes directing the Department of Revenue (DOR) to - by regulation - require a preliminary remittance prior to the due date of the sales tax return, for vendors who annually remit in excess of \$100,000 in sales tax. And this includes sales tax on meals, and the local option meals tax.

Under the proposal, it is not known when the "preliminary remittance of tax" would be due.

The MRA is strongly opposed to making any changes in the current sales tax remittance process, and we are extremely concerned with this proposal to simply give the DOR the ability to dictate by regulation any early remittance timing that they choose. The current process, including the requirement to remit by the 20th of every month, is spelled out in state law, as adopted by the Legislature. With this proposal, the Administration is continuing to pursue a path back to the "Real Time" discussions of the previous two years - despite the vast opposition against it.

The DOR also would be deciding who the early remittance applies to. If they choose to go to the \$100,000 annual threshold that would mean all retailers and restaurants with more than \$1.6 million in taxable sales would be impacted.

This proposal is anti-small business and would negatively impact restaurants across Massachusetts, who are already struggling under the burdens of soaring rents, high health insurance costs, the EMAC tax, the increasing minimum wage and the forthcoming mandatory paid family and medical leave program.

There is no reason to make this change, it does not increase any revenue. The Administration says that this would provide a one-time increase during the initial month of implementation, a one-time revenue grab estimated at \$306 million.

The Governor's budget is now before the House, which will release and debate its own version in mid-April. All members are encouraged to contact your legislators and urge them to reject the Governor's proposed changes to the state's sales and meals tax remittance process.

Find my legislator: <a href="https://malegislature.gov/Search/FindMyLegislator">https://malegislature.gov/Search/FindMyLegislator</a>

### **PUBLIC AFFAIRS CONFERENCE 2019**

Last month, the MRA ventured down to Washington D.C. as part of the National Restaurant Association's Public Affairs Conference. The MRA joined together with more than 500 industry professionals to visit legislators on Capitol Hill.

Attendees heard from senior Administration officials, lawmakers, and journalists, including U.S. Secretary of Labor Alexander Acosta, Senator Cory Gardner (R-CO), Representative Jimmy Panetta (D-CA-20), Representative Kevin Hern (R-OK-O1), and former Democratic National Committee (DNC) Chairwoman Donna Brazile.

Additionally, the Small Business Administration (SBA) office of advocacy was present to offer attendees the opportunity to provide direct feedback on the Department of Labor (DOL) Notice of Proposed Rulemaking (NPRM) to revise overtime salary thresholds.

The Conference also featured a "kitchen table discussion" that resembled one of the Sunday political talk shows, where attendees heard from:

- Moderator: Margaret Brennan, the host of the CBS Sunday talk show, Face the Nation.
- Democratic Panelist: Stephanie Cutter, previously a Senior Advisor to then-President Barack Obama and 2012 Deputy Campaign Manager. She has also been a regular commentator for ABC News and CNN.
- Republican Panelist: Alex Castellanos, who worked as a top consultant for former President George W. Bush, former Senate Majority Leader Bob Dole, as well as former governors Mitt Romney and Jeb Bush.

The following day attendees headed to Capitol Hill to meet with some of the Massachusetts delegation focusing on investment, wages and immigration. Specifically,

1. Pass the Restoring Investments in Improvements Act: This bipartisan and bicameral measure would clarify the depreciation rule around business improvements, known as qualified improvement property (QIP), and was introduced by Senators Pat Toomey (R-PA) and Doug Jones (D-AL), and Representatives Jimmy Panetta (D-CA-20) and Jackie Walorski (R-IN-02). The Restoring Investments in Improvements Act would correct a drafting error in the 2017 Tax Cuts and Jobs Act that inadvertently caused qualified improvement property and leasehold improvements to depreciate over 39-years instead of the intended 15-year period, in addition to not qualifying for bonus depreciation. This technical error has forced many restaurant operators to delay investing in much-needed renovations, inhibited growth within the industry, and has harmed small business owners' ability to further invest in their employees.



From left: Patrick Renna, Bill Brady, Bob Luz, Congressman Bill Keating, Olive Chase, Daryl Settles, John Carlino, Steve Clark, Pat Lee, Dan Doherty, and Jeff Gates



From left: Jeff Gates, Olive Chase, Patrick Renna, Daryl Settles, Pat Lee, Congresswoman Ayanna Pressley, Steve Clark, Bob Luz, Bill Brady, John Carlino, and Dan Doherty



From left: John Carlino, Congressman Jim McGovern, and Bill Brady

- 2. Wages: Earlier this year, House Labor Committee Chairman Bobby Scott (D-VA-03) and Senator Bernie Sanders (I-VT) introduced the *Raise the Wage Act*, which would increase the federal minimum wage to \$15 per hour and eliminate the tip-credit. While Massachusetts is a high minimum wage state, we focused our efforts on protecting the tip wage.
- 3. Immigration Reform: Over the next decade, restaurants are projected to create more jobs than the current workforce can fill. As such, the industry supports commonsense immigration reforms that expand U.S. employers' ability to hire a legal workforce. Our principles for reform also include: supporting a permanent solution for Deferred Action for Childhood Arrivals (DACA) and Temporary Protected Status (TPS) that will provide recipients with a pathway to legalization; securing the border and promote legitimate travel and tourism; Creating a viable essential worker program, and; Implementing a reliable and efficient federal employment verification program.

The National Restaurant Association Public Affairs Conference provides an opportunity for state restaurant associations to come together and talk about the issues and concerns that restaurateurs are facing across the country. The MRA looks forward to returning to Washington D.C. next year.

### 2019 SMALL BUSINESS DAY ON BEACON HILL

SAVE THE DATE Share Stories with Your Lawmakers on Issues that are Important to You as Small Business Owners

**EVENT DETAILS** 

Thursday, May 9, 2019 9:30 am

LOCATION

Omni Parker House 60 School Street Boston, MA 02108

Last year at Small Business Day, business owners from across Massachusetts sent a strong message to Beacon Hill legislators that their concerns matter too. Join us again this year, where many of the state's leading business organizations will gather to help educate policymakers on the issues most important to your small business. Don't miss your opportunity to be part of this important conversation in 2019!

### **AGENDA AND PANELS**

9:00 am Registration / Refreshments

9:30 am Introductions and Legislative Briefing

10:00 am Everything You Need to Know About Paid Family Medical Leave

Panelists: David Robinson Esq., Ruberto, Israel& Weiner; William Alpine, Esq., Department of Family and Medical Leave; Mike Doheny, Undersecretary of Labor and General Counsel, Executive Office of

Labor and Workforce Development

10:45 am Making Healthcare Insurance Affordable For Small Business

11:30 am **Keynote Speaker (Stay Tuned!)** 

12:00 pm Legislator Visits

#### PARTICIPATING ORGANIZATIONS INCLUDE

THANK YOU TO OUR SPONSOR



















# DEPARTMENT OF PAID FAMILY AND MEDICAL LEAVE INTRODUCES TOOL KIT TO HELP EMPLOYERS AND EMPLOYEES

These tools contain resources for businesses and individuals to navigate the latest information regarding the Department of Family and Medical Leave. The tool kits include contribution rate calculators, informative videos, workplace posters, and other useful information designed to assist people with planning for the implementation of the Commonwealth's Paid Family and Medical leave law.

The Tool Kit can be found here.

The Paid Family and Medical Leave Contribution Calculator can be found <a href="https://example.com/here">here</a>.

The Paid Family and Medical Leave contribution calculator is meant to help employers estimate Paid Family and Medical Leave contributions.

The Guide for Employers can be found here.

The Draft DFML Regulations have been updated and posted <a href="here">here</a>.

As the state moves forward through the Secretary of State's formal regulation process, the Department will hold at least two public hearings, in the coming months. There will also be a period for written comments. The state expects to promulgate the final regulations ahead of the statute's July 1<sup>st</sup> deadline.

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# WE ARE THE MRA

MEMBER PROFILE

NAME: BOSTON HARBOR DISTILLERY

**CITY:** Boston

**FOUNDED: 2012** 

**MEMBER SINCE: 2017** 

SPECIALTY: Whiskey, rum, liqueurs and

distilled beer.

WEBSITE: www.bostonharbordistillery.com

WHY IS THE MRA IMPORTANT TO YOU

AND YOUR BUSINESS?

When Massachusetts restaurants thrive, so do our spirits.

# Fun Facts about Boston Harbor Distillery

- 1. Located in a repurposed pre-civil war era building.
- 2. Located in Neponset section of Dorchester.
- 3. 40-foot ceilings and original brick & beam.
- 4. "Refined grittiness" ambiance.
- 5. Highlight of the room is the copper still used to make our spirit.
- 6. Brands inspired by entrepreneurs that had commerce in the same building since 1850s.
- 7. Putnam New England Whiskey inspired by Putnam Nail Factory (made horseshoe nails for Civil War).
- 8. Lawley's Small Batch Rum inspired by Lawley Shipyard (made mine sweepers for WWII there).
- 9. Boston Harbor Maple Cream & Coffee Liqueurs (inspired by Seymours ice cream).
- 10. Private events up to 140 people.

# MRA MEMBERSHIP SERVICE MANAGERS - TWINBROOK COLLABORATION



As most MRA members know, over the past four years the MRA has transitioned the membership position from a membership sales call center position, into a boots on the ground, value add Member Services Manager position. The three Member Services Managers now spend two to three of their workweek days in "All Your Insurance Needs ... Under One Roof" the field meeting with both MRA members and potential members. All have been selected due to their experience and expertise in the restaurant field and their

ability to serve membership while showing MRA value to potential members.

In 2019, we will expand the mission with the addition of subject matter experts traveling with MRA Member Services Managers. First, the Membership Team will be traveling with members of our endorsed insurance broker, Twinbrook Insurance Brokerage, Inc. The Twinbrook Team will be available to specifically answer any questions regarding insurance. With the dynamic climate with insurance regulations, this will be a valuable resource to our membership and to those who are potential MRA Members.

Be on the lookout for this collaborative effort and please feel free to reach out and schedule a time to meet with the team.

### THE TWINBROOK TEAM

Richard Mazzarella Office: 781-843-7000 rmazzarella@twinbrook.com

Courtney Wolinsky Sales Executive Office: 781-817-6832

Cell: 857-526-3943 cwolinsky@twinbrook.com

Cam Hanley Sales Executive Office: 781-817-6848 Cell: 508-801-2518

chanley@twinbrook.com

Fabio Martini Sales Executive

Office: 781-817-6847 Cell: 781-724-3941 fmartini@twinbrook.com

### THE MRA TEAM

Kerry Miller Vice President of Operations kmiller@themassrest.org Cell 508-330-7864

Sharon Driscoll Member Services Manager - Boston and South sdriscoll@themassrest.org Cell 617-529-1726

Lynne Johnston Member Services Manager - West and Central ljohnston@themassrest.org Cell 774-312-1507

**Bob Brammer** Member Services Manager - Central, North, Cape and Islands bbrammer@themassrest.org Cell 202-270-7985

# **ACCEPTING 2019 MRA BOARD OF DIRECTORS APPLICATIONS**



The MRA Board of Directors consists of 33 Directors and 8 Officers. We meet quarterly at various locations around the state. The Board of Directors sets the policies for the Association, and it decides "what" needs to be done in order to protect, improve, and enhance our industry.

Have you ever wondered how you can get involved? Have you ever thought about giving back? Do you see some things that could be done that are not being addressed by the MRA at this time?

If you have answered "Yes" to any of these questions, we invite you to apply for consideration for Board service. Our Nominating Committee will be meeting soon to suggest a slate of officers and directors for the upcoming Annual Meeting in June.

Board service is rewarding in many ways. Not only will you learn about the many things that affect your business and the entire foodservice industry in Massachusetts, but you will have the opportunity to meet and interact with others who share your values and passions. It is also very rewarding to see ideas become policy and to witness the impact of your efforts on the entire industry.

We hope that you will consider applying for Board service. Thank you, in advance, for your willingness to help your Association. We appreciate your

continued support. In order to be considered, your application needs to be received at the MRA office no later than **May 10, 2019**. Click <u>here</u> for the application.

# WHAT'S HOT FOR 2019 - MENU TRENDS HEATING UP ACROSS THE COUNTRY

(Source: National Restaurant Association)







### **TOP TRENDS FOR 2019**

File a completed application by the May 10, 2019

- 1. Cannabis/CBD-infused drinks
- 2. Cannabis/CBD-infused foods
- Zero-waste cooking (elevated cuisine using food scraps
- 4. Globally inspired breakfast dishes
- 5. Global flavors in kids' meals
- 6. Hyper-local (e.g. restaurant gardens, onsite beer brewing, house-made items)
- 7. New cuts of meat (e.g. shoulder tender, oyster steak, Vegas Strip Steak, Merlot Cut)
- 8. Veggie-centric/vegetable-forward cuisine
- Chef-driven fast-casual concepts
- 10. Craft/artisan/locally spirits

### **RESTAURANT CONCEPTS**

- 1. Chef-driven fast casual concepts
- 2. Pop-up temporary restaurants
- 3. Commissaries (e.g. shared commercial kitchen space)
- 4. Small-plate menus/restaurant concepts
- 5. Food halls

### **CULINARY CONCEPTS**

- 1. Cannabis/CBD-infused food
- Zero-waste cooking (elevated cuisine using food scraps)
- 3. Hyper-local (e.g. restaurant gardens, house-made items)
- 4. Veggie-centric/vegetable-forward cuisine
- 5. Natural ingredients/clean menus

# MRA ED FOUNDATION SCHOLARSHIPS DEADLINE EXTENDED! ATTENTION CULINARY & HOSPITALITY STUDENTS



Go to www.themassrest.org/mraef-scholarship-app.html

# 2019 SERVSAFE TRAINING SCHEDULE

### **SERVSAFE MANAGER**

 DATE
 LOCATION
 TIME

 May 13th & 20th
 Cape Codder
 10am-2pm

 May 15th & 29th
 MRA
 4-8pm

 August 14th & 28th
 MRA
 4-8pm

### **SERVSAFE ALCOHOL**

DATELOCATIONTIMEApril 8thMRA3-7pmJune 18thMRA3-7pmJuly 30thMRA4-8pm

### SERVSAFE RECERTIFICATION

DATELOCATIONTIMEApril 23rdMRA4-8pmMay 14thMRA3-7pmJune 10thKowloon4-8pm



To sign up for training, call (508) 573-4180

### **CLASS LOCATIONS:**

### **CAPE CODDER:**

1225 Iyannough Rd., Suite 1 Hyannis, MA

#### MRA:

160 East Main St., Suite 2 Westborough, MA

### **KOWLOON:**

948 Broadway, Saugus, MA

### **CHOKE SAVING COURSES AVAILABLE AT THE MRA**



### **UPCOMING CLASSES FOR 2019:**

Thursday, April 11, 2019 Thursday, May 9, 2019 All classes are 10-11am.

### **CLASS LOCATION:**

Massachusetts Restaurant Association 160 East Main Street, Suite 2 Westborough, MA 01581

# **WELCOME NEW MRA MEMBERS!**

### **FOOD & BEVERAGE OPERATORS**

Casa Tequila 300 Derby S. Salem, MA 01970 (603) 233-2407 Gilberto Reyes

**Encore Boston Harbor** 

101 Station Landing, Ste 2200 Medford, MA 02155 (857) 770-3401 Warren Richards

The Gavel Public House

36 South St. Wrentham, MA 02451 (508) 394-0888 Jon Cox

J Pizle Kitchen

536 Centre St. Jamaica Plain Boston, MA 02130 (857) 756-2667 Anthony Figueroa

Ryan's Pub and Billiards

500 Hathaway Rd. New Bedford, MA 02740 (401) 662-5485 Satish Sharma

Vicki Lee's

105 Trapelo Rd. Belmont, MA 02478 (617) 489-5007 Vicki Boyajian

Leena's Kitchen

63 Long Pond Rd. Plymouth, MA 02360 (774) 404-7470 Fred Casinelli

### **BUSINESS PARTNERS**

AVD Inc.

150R Lexington St. Waltham, MA 02452 (781) 894-8900 Peter Marszalek Sr. Telephone Systems

**Paperchase** 

19 W 36 St, 7th Floor New York, NY 10026 (646) 288-9375 Nish Patel Accounting

Party Rental Ltd.

186 South St. Floor 2 Boston, MA 02111 (603) 707-6452 Hollie Herrick Party Rental

PinOn, Inc.

665 East 6th St., Apt. 1 Boston, MA 02127 (410) 812-5557 Pete Wolfinger Menu App

**Spark Business Consulting** 

164 Washington St. Ste 106 Norwell, MA 02061 (781) 871-1003 Kasey Anton **Business Consulting** 

**Superior Kitchen Service** 

3 Ajootian Way, Unit D10 Middleton, MA 01949 2490 (978) 539-8095 Brenda Rosa Equipment Sales/Service

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