We recently received two very favorable editorials supporting our Keep Colorado Working campaign. They both contain all of our important messages. One of them even uses our tag line “It Goes Too Far!”

Check them out:
>> Colorado Springs Gazette   >> Denver Post

It’s great to have two major Colorado newspapers on our side. And there are more editorials which support our position on the way!

Our TV ads are airing frequently now, but we need more donations to keep them on the air through Election Day. Voters will have their ballots in three weeks, so we need to keep the favorable media and messaging going.

We will win this battle with your help! If you have not donated, now is the time! If you already donated, please consider adding to it. You can contribute through the Keep Colorado Working website, or to CRA’s Hospitality Issue PAC.

Momentum to defeat Amendment 70 is clearly on our side. Please make a donation now to keep it moving toward a victory on November 8th!
The November ballot will be long and daunting this year! The Colorado Restaurant Association and some of our local chapters have taken positions on ballot initiatives that will directly impact your business. We hope this will be of some help when you go to cast your vote. Ballots will be mailed in mid-October, and Election Day is November 8.

For a list of the initiatives with our reasoning behind taking those positions, look at our full Ballot Guide.

**STATEWIDE INITIATIVES**

Amendment 69: Government-Run Healthcare

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Amendment 70: Increase to Minimum Wage

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Amendment 71: Raise the Bar

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**LOCAL INITIATIVE: CITY & COUNTY OF DENVER**

Denver Initiated Ordinance 300
Re: Public/Dual Consumption of Marijuana

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**LOCAL INITIATIVE: ADAMS, ARAPAHOE, BOULDER, BROOMFIELD, DENVER, DOUGLAS & JEFFERSON COUNTIES**

SCFD Ballot Issue 4B

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Colorado’s minimum wage is scheduled to increase again on January 1, 2017 even when Amendment 70 fails. Although not final until after a perfunctory public hearing, the minimum wage for non-tipped employees will rise to $8.56 per hour, and the minimum wage for tipped employees will go to $5.54 per hour (the $3.02 tip credit remains the same). These new wage rates are effective at midnight on December 31, 2016. The increase is 3%.

As you may recall, the passage of Amendment 42 in 2006 mandated that the minimum wage be adjusted EVERY year based on the Consumer Price Index (CPI) used for Colorado. The Colorado Department of Labor uses the Denver Boulder-Greeley Consumer Price Index for all urban consumers (CPI-U) to determine cost of living changes for the six month period of January 1 through June 30 to determine the Colorado minimum wage.

Sonia Riggs, Tom Carlson, and Nick Hoover (not pictured) met with Congressman Mike Coffman to deliver a check from the National Restaurant Association’s Restaurant PAC. The CRA team also discussed ADA lawsuits (the Congressman is sponsoring federal legislation to add a “right to cure” requirement when ADA lawsuits are filed), minimum wage, and other campaign issues with Congressman Coffman.
Launched in 2004 by the Colorado Restaurant Foundation and Southern Glazer’s Wine & Spirits of Colorado, this year the Denver Food + Wine Festival attracted more than 5,000 food, wine, and spirit enthusiasts over five days of carefully-crafted events featuring the rich food and beverage offerings in the region. The event, featuring more than 55 restaurants, 700+ wine and spirits, and celebrated national and local chefs, raised more than $70,000 for the DFWF charities. Check out the full 2016 program here.

Thank you to our participating restaurants, wine and spirit vendors, sponsors, and event partners, the Colorado Restaurant Association and Southern Glazer’s Wine & Spirits of Colorado.

PLEASE MARK YOUR CALENDARS FOR NEXT YEAR - SEPTEMBER 5-10, 2017.
New Members

A Côté Bar, Denver | Dominique Falkner
Acorn, Denver | Bryan Dayton
Airius LLC, Longmont | Christian Avedon
Basta, Boulder | Kelly Whitaker
Biker Jim’s Gourmet Dogs, Denver | Jim Pittenger
Blue 32 Sports Grille, Loveland | Marian Cabezas
Brider, Denver | Bryan Dayton
Clyde, Denver | Chris Fehlinger
Cowboys Saloon American Bar & Grill, Denver | Sara Severson
Flip Side, Breckenridge | Terry Barbu
Intrawest Colorado Food and Beverage, Steamboat Springs | Laura Graves
Madison Taylor Marketing, Denver | Aimee Meester
Maria Empanada, Greenwood Village and Stanley Marketplace | Lorena Cantarovici
Menya Noodle Bar, Denver, Greenwood Village, Lakewood | J.W. Lee
Miyo Café, Castle Rock | Donna Stern
NAI Highland, LLC, Colorado Springs | Tiffany Colvert
OAK at fourteenth, Boulder | Bryan Dayton
Osage Café, Denver | Michelle Banish
Pegasus Restaurant, Castle Rock | John De Lay
Pickens Technical College, Aurora | Taylor Cookingham
Red Square Bistro, Denver | Steve Ryan
Roto-Rooter Services Company, Denver | Alex Laddbush
Smedley’s Ice Cream, Silverton | Paul Zimmerman
South Park Saloon, Alma | Anouk Patel
Starboard Group, Greenwood Village | Katie Behnke
The Bookcase and Barber, Durango | Beau Black
The Pickle Barrel, Silverton | Paul Zimmerman
Turn-In BBQ, Henderson | Jimmy Fixari
Xcite Media Group, Denver | Tina Betz
St. Vrain Valley School District, Longmont | Yvonne Justice
CRA MEETS WITH HEALTH DEPARTMENTS AND COUNTY COMMISSIONERS TO DISCUSS HEALTH INSPECTION COMMUNICATION PROGRAMS

The CRA is participating in meetings with the Colorado Department of Public Health and Environment, local health departments, industry partners, and county commissioners to develop a uniform state-wide communication system for health inspection results (the system must be developed by January 1, 2017). These meetings are required by House Bill 16-1401 which passed into law earlier this year. By July 1, 2017, any health department (except Denver) that publishes health inspection information to the public will be required to use this system.

The Colorado Restaurant Association will continue to keep members informed about these conversations as options are being discussed. If you have any questions, please contact Nick Hoover at (303) 830-2972.
Keep Colorado Working is fighting to keep Amendment 70—the proposed 44% minimum wage and 70% tipped wage increase by 2020—out of the Colorado Constitution. The Keep Colorado Working campaign team and CRA have joined forces to reveal the harmful flaws in this proposed minimum wage and tipped wage hike, and educate as many Colorado voters as possible!

In the past month, we have been working diligently to drive the conversation through a targeted digital and social media campaign, airing television ads, debating the proponent campaign on radio and television stations across the state, and publicly speaking out about the harsh realities of this measure. We are presenting a unified front fighting to transition the narrative from arguments used by the national Fight for $15 movement to the real arguments about why Amendment 70 is dangerous for the rural communities and small, family, and independently-owned businesses here in Colorado.

We’ve reached the final month before Election Day on November 8, and only 22 days until ballots are mailed. We need your support now more than ever to keep Amendment 70 out of the Colorado Constitution!

Email, tweet, post, and share all three of our advertisements with your personal, social, and professional networks. Write letters to your elected officials, the governor, and local paper to tell your own story and educate them that it is not the big businesses that would fall victim to Amendment 70 — it’s Colorado’s small businesses that would not survive.

We are still in need of contributions! Contributions can be of an unlimited amount and may come from personal or corporate accounts. We hope that you will consider $20 per restaurant seat or $2,000 per location at a minimum, but we will happily accept a contribution of any amount.

Please contribute online or mail checks to:
Keep Colorado Working
c/o The Starboard Group
7720 East Belleview Ave, #B325
Greenwood Village, CO 80111

If you have any further questions please contact Sonia Riggs at the Colorado Restaurant Association (303) 830-2972.

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Each year, the NRA’s Educational Foundation (NRAEF) honors restaurants for their diversity, outstanding community service and lifetime achievement.

Three restaurants will receive NRAEF Restaurant Neighbor Award recognition, with each winner earning $10,000 to support their favorite charity or non-profit. Through the Faces of Diversity Award, a $2,500 scholarship will be allotted to each of the three winners of the award. As an added bonus, the CRA receives a $5,000 grant for every Restaurant Neighbor Award winner from our state and a $2,500 grant for every Faces of Diversity winner. Applications are now available online and are due by October 15, 2016.

NOMINATE TODAY!
We launched a series of television ads that seek to change the discussion behind the minimum wage issue by showing voters statewide the actual faces and stories of real-life Colorado business owners who would be devastated by this reckless and ill-conceived 44% minimum wage and 70% tipped wage increase.

The first ad features Diane Schwenke, the Grand Junction Chamber President, providing viewers a crucial insight into the severe realities of this dangerous measure.

Click here to listen to Diane tell it in her own words.

The second ad features Alfonso Nunez, the owner of La Cueva Mexican Restaurant in Aurora. Alfonso is concerned that the family-owned restaurant that his parents’ opened more than 40 years ago won’t survive the additional financial burden brought about by Amendment 70.

Click here to listen to Alfonso tell his own story.

The third ad features Janelle Sullivan, the owner of a small ceramic pottery shop called Hot Pots located in downtown Littleton. Janelle doesn’t know how she will be able to retain all of her employees if Amendment 70 were to pass.

Click here to see Janelle’s story.
WHY MORE RESTAURANTS SHOULD PURCHASE CYBERINSURANCE

Brought to you by: Sean Pechan, Colorado Restaurant Insurance • spechan@corestaurant.org • (303) 830-2972

Restaurants face a cybersecurity threat that is pervasive and alarming. Cybercriminals target businesses that have a high volume of credit and debit card transactions, as well as a system that is easily penetrable, such as a point-of-sale system or remote-access desktop service. Restaurants (and especially franchise units) typically fit this description and, therefore, may be particularly vulnerable to cyberattack.

The potential costs of a security breach may be significant and a cyberevent may be a public relations nightmare because the public may lose confidence and trust in the company. There is another aspect of harm that is somewhat unique to merchants given their relationship with the payment card industry. Unlike consumers who may not be liable for credit card data theft, merchants have a duty to protect that data. Entities that process, store or transmit cardholder data are required to comply with the Payment Card Industry Data Security Standards to protect cardholder data, and the failure to do so may result in fines. In the event of a breach, the contract between a credit card processing company and a merchant may permit the processing company to collect and hold back funds from the merchant’s credit card transactions, thereby creating a cash flow deficiency. Given the unexpected cost associated with a security breach, the potential decline in business and a hold-back of funds, a single breach could threaten the future existence of a company.

What should be done to minimize cyber risk? Merchants should, among other things, protect their data infrastructure by patching holes in firewalls and creating unique accounts and passwords for all users. Merchants also should protect the data itself, with encryption or tokenization.

One essential but often overlooked component is insurance. An insurer will not issue a cyber policy unless the applicant establishes a sufficient level of cybersecurity, so, if nothing else, the underwriting process may require a company to become better prepared. But there is something else: if an attack does happen, the insurance payment and the carrier’s cyber incident response services will soften the blow.

CYBERINSURANCE BASICS

The decision to purchase cyber coverage is only the first step. The company must carefully analyze its specific risks to ensure the right coverage is purchased. Cyberinsurance may cover first-party loss and claims brought by third-parties (i.e., liability coverage).

There are many first-party cyber coverages available, which may include:

- Privacy breach notifications – The Ponemon Institute reported the average notification costs in 2014 were $510,000 per breach, but this amount may be higher or lower depending on the severity of the breach and the number of individuals affected.
- Business interruption arising from computer disruptions
- Cyber incident preparation and response
- Cyber extortion – Although this sounds like a fictional movie plot, cyber extortion is a real risk.

continued on page 9
Domino's Pizza in France and Belgium was targeted by hackers who threatened to release stolen details on more than 600,000 customers if the company failed to pay a ransom.

- First-party coverage also may include computer disruptions (introduction of viruses or malware that destroy hardware, software or data) and physical damage arising from computer disruption.

There are a variety of liability coverages, which typically include:

- Privacy liability – loss of personally identifiable information of customers. In litigation arising over the P.F. Chang data breach, plaintiffs alleged “P.F. Chang’s security failures enabled hackers to steal financial data from within P.F. Chang’s systems and ... subsequently make unauthorized purchases on customers’ credit cards and otherwise put class members’ financial information at serious and ongoing risk.”

- Security liability – contribution to loss arising from malware, viruses, hacking, social engineering and employee malfeasance. For example, *The New York Times* reported a case where a petroleum company was electronically infiltrated when its employees inadvertently downloaded malware from a Chinese restaurant’s online menu. The article does not say whether the petroleum company pursued any claims against the restaurant.

- Internet/social media liability – libel, slander and trademark and copyright infringement in those media. Online reviewers can find themselves subject to suit – and found liable – for defamation.

Once a company identifies which coverages it needs, it must carefully analyze the coverage offered under a particular policy and be deliberate in purchasing cyber coverage. Specific risks must be understood and the appropriate coverage identified. Because cyber coverages are so varied and the policy terms, conditions and exclusions often precise, a company that decides to buy cyberinsurance without competent and thorough analysis may discover at an inopportune time – i.e., in the midst of a cyber incident – that its cyber policy does not cover the loss.

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PREVENTING CUTS AND LACERATIONS
By Pinnacol Safety Group | pinnacol.com

Did you know that cuts and lacerations are among the leading causes of workers’ compensation claims in restaurants? In 2015, 125 employees of restaurants that are Safety Group members were injured due to a cut or laceration on the job. The claims for these injuries totaled $93,701 and accounted for 40 percent of all losses in the group. In only the first eight months of 2016, 77 employees of restaurants that are part of the Safety Group were injured due to a cut or laceration, for a total of $99,965 incurred in claims. Again this year, cuts and lacerations account for 39 percent of all losses in the group, and the total incurred in claims for these injuries is growing.

Many companies think that a simple laceration is not a big deal and is just a part of doing business; however, these simple lacerations are a big injury waiting to happen. What if an employee cuts a tendon or cuts off the tip of a finger? None of us want to see someone get hurt, much less have a life-altering injury, so it is up to owners and managers to ensure that employees are safe at work. This can be done by creating policies and procedures covering safe work practices, training and educating employees on these policies and procedures, and enforcing the policies and procedures to ensure that safety is taken seriously.

The following suggestions can help reduce such injuries:

- Implement and enforce a cut-resistant glove program. Cut-resistant gloves should be easily accessible and must fit properly, so carry a variety of sizes.
- Develop policies and train employees on the proper procedures for the use and cleaning of slicers, meat grinders and other sharp blades, such as knives and other food processing equipment.

Slicers:
- Ensure slicers have guards that remain in place when the equipment is in operation.
- Unplug slicers during the cleaning process.
- Post OSHA’s FactSheet covering the prevention of cuts and amputations when using a meat slicer.

Meat grinders and other food processing equipment:
- Ensure that meat grinders and food processors have the proper guards to keep employees’ hands from coming into contact with the blade at the point of operation.
- Always use the proper plunger when feeding product into the meat grinder or food processor.
- Unplug equipment and wear cut-resistant gloves during the cleaning process.

Knives:
- Train employees on proper knife handling and storage.
- Sharpen knives on a regular basis.
- See the following links for guidelines on knife and equipment safety:
  - http://www.ehs.uconn.edu/forms/TTT/SuppMat.pdf

Glassware:
- Use caution when handling glassware. Injuries typically occur when hand-drying or polishing glassware. Educate employees to be aware of this hazard and to not rush when handling glassware.

Pinnacol Resources
Questions? Call Pinnacol’s Safety On Call line at (303) 361-4700 or (888) 501-4752. Our safety services team is ready to answer your questions and help you with all of your safety needs.
Every restaurant should add slip and fall prevention to its menu. In Colorado, a restaurant can be liable for customer injuries occurring at its restaurant if it failed to exercise reasonable care to protect against dangers that it knew of or should have known of. A greasy floor, a buckling mat or uneven flooring could send a guest to the hospital and land your business with an expensive lawsuit and rising insurance premiums. This article will address (1) common causes of slip and fall injuries and (2) prevention measures to ensure there are no dangerous conditions at your restaurant.

What are the Most Common Causes of Slip and Fall Injuries?

- **Wet and Slick Floors** - Spills, rain, snow or ice carried into the building, waxed floors, wet floors from mopping, grease, and other slippery floor conditions are common causes of slip and fall accidents. Be sure to promptly eliminate all those hazards. This includes setting out a sufficient number of cautionary signs to cordon off the slick area.

- **Outside the restaurant** - If you are responsible for maintenance of the parking lot, it is vital you remove or repair any hazardous conditions including potholes and uneven surfaces. If the restaurant is responsible for ice/snow removal, you must have a plan in place to clear ice and snow within a reasonable time. Outside stairs should be in good repair with no cracked or worn treads and should not create a slip and fall hazard when wet.

- **Physical Obstacles** - Poorly placed electrical cords, protruding furniture, floor mats, floor door moldings, door stops, fallen merchandise, and other obstacles must be promptly eliminated or repaired.

- **Congested Walkways** - As a business owner you must ensure the entrances and exits to your business are sufficient to permit entry and exit to/from your business without undue congestion. Heavy flow rates through obstructed areas may cause people, especially young children and the elderly, to lose balance and fall.

- **Inadequate Lighting** - Inadequate lighting can hide a number of hazards inside and outside of your business, including curbs, physical obstructions, steps, and potholes.

How Can My Restaurant Best Prevent Slip and Fall Injuries?

- Restaurants should establish written policies and procedures to help maintain safe premises and employees and managers must be properly trained on those procedures. Frequent and routine inspections of the dining room and restroom floors to ensure that they are clean and dry are a must. Employees should complete an inspection checklist, including the date and time a particular employee inspected the floors. In addition, managers should conduct regular safety meetings to emphasize safety measures and reinforce the safety policies in place and training on how to spot a dangerous condition.

- Clean up spills as soon as they occur and mark wet or slick floors with warning signs.

- Mop or sweep up debris from the floor and remove obstacles from walkways.

- Keep up to date records of maintenance and repair, including specific actions employed to remove and repair hazardous conditions. Be sure all government inspections are passed, and those records are maintained.

- Conduct and keep records of regular maintenance of outdoor areas, including sidewalks, children's play areas, parking lots, and lighting. Regularly monitor and repair potholes, remove snow, ice, and water from property, and remove obstructions.

- Select the proper flooring appropriate for restaurants. Use industry standard cleaning products, instead of cheaper, often less effective products. Make sure that any mats stay flat.

- Install entrance mats to welcome guests to your restaurant, they can also provide an important first line of defense against slips by removing moisture from your guests’ footwear.
Join the CRA Breckenridge Chapter as they participate in this annual fall festival highlighting the talents of local and national specialty craft spirits distillers. The three-day festival includes the STILL ON THE HILL, a Grand Tasting of handcrafted spirits on Saturday, October 22 at 4pm, Riverwalk Center. Admission provides complimentary tasting glass, delicious craft spirits tasting, craft cocktails, people’s choice voting, artisanal snacks and live music!

Other festival activities include:
- The Women of Distilling Workshop
- Seventh Annual Poker Run & Bar Mix-Off
- Historic Saloon Walking Tour
- Breckenridge Distillery Tours
- Gold Pan Saloon after Party
- Hangover Brunch
- Brunch Drink Specials - various participating locations in Breckenridge

For more information and details please visit breckenridgecraftspiritsfestival.com and make plans to attend!

Our 5th Annual Drink Red, Wear Red Party is an exciting walk-around event where guests dress with a Red flare, sample fine Red wines and munch on heavy appetizers from some of Denver’s finest Restaurants, including the Palm, Panzano and Ocean Prime, just to name a few! There will be a great Silent Auction and dancing to the music of Tina Marx and the Millionaires!

$75.00 per person

For Sponsorship Information and Tickets Sales, please contact Sal Siraguse, sal_siraguse@dean-foods.com or Mary Mino, (303) 830-2972, mmino@corestaurant.org.

Sunday, November 13, 2016
6:00 PM - 10:00 PM
Seawell Grand Ballroom
950 13th St
Denver, CO 80202

Proceeds from Drink Red, Wear Red benefit Work Options for Women, CRA Mile High Chapter’s Hardship Fund and the Colorado Restaurant Foundation Colorado ProStart Program.
2016-2017 COLORADO RESTAURANT ASSOCIATION LEADERSHIP

The Colorado Restaurant Association is led by people actively involved in our industry. The men and women serving as directors of the Association have not only successfully run their own businesses, but have volunteered countless hours in effective leadership within the Association.

We are pleased to announce the 2016-2017 Leadership for the Association and we thank them for their dedication. They will officially begin their term at the October Board of Directors Meeting and Orientation.

STATE OFFICERS - EXECUTIVE COMMITTEE

Chair – Steve Kanatzar, The Airplane Restaurant
Vice Chair, Government Affairs/Chair-Elect – Mark Rogers, Cheddar’s Casual Cafe
Vice Chair, Convention & Events – Tom Carlson, McDonald’s, DJTC Corp
Vice Chair, Membership – Megan Gray Stromberg, BARley and Gold Pan Saloon
Vice Chair, Communication – Aileen Reilly, beast + bottle and Coperta
Vice-Chair, Colorado Restaurant Foundation – David Goetz, Service Systems Associates
Controller – KC Gallagher, Little Pub Company
Treasurer – Derek Figueroa, Seattle Fish Company
Secretary – Greg Howard, Garden of the Gods Club & Resort
Immediate Past Chair – TBD

STATE DIRECTORS

Todd Bass, PepsiCo Foodservice
Lee Driscoll, Breckenridge Wynkoop, LLC
Scott Engelman, Truffle Pig Restaurant
John Imbergamo, The Imbergamo Group, Inc.
John Johnstone, The Broadmoor Hotel
Sean Kaiser, Egg & I Restaurant
Wayne Lajoie, Tundra Restaurant Supply
Jackson Lamb, Metropolitan State University of Denver
Gary Mantelli, Tavern Hospitality Group
Kenneth Monfort, Clara Dawn Restaurant Company
Lauren O’Brien, The Palm
Thom Parker, Meadow Gold Dairy
Ted Politte, Uno Pizzeria & Grill
Peter Rauen
Laurence Rua, Centerplate
Emily Schwartz, Bonanno Concepts
Jim Smith, Republic National Distributing Co.
Lam Vongsakoun, Ameristar Black Hawk Casino-Resort-Spa

CRA CHAPTER BOARDS OF DIRECTORS

Each chapter president also serves on the state board.

Boulder County Chapter
Tony Milazzo, Sundown Saloon – President
Alyssa Lundgren, Fate Brewing Company – CO-Vice President
Petey Helm, Walrus Saloon – CO-Vice President
Rebecca Yenny, Z2 Entertainment – Secretary
Belinda Gianfione, Tiger Natural Gas – Treasurer
Dana Faulk Query, Big Red F Restaurant Group
Joe Self, Self-Solutions Food Safety Heroes

Breckenridge Chapter
TJ Messerschmitt, Relish and Twist – President
Anthony Bollin, The Salt Creek Steakhouse – Vice President
Dick Carleton, Mi Casa & Hearthstone
Restaurants (Storm Restaurants) – Secretary/Treasurer
George Connolly, The Canteen Taphouse & Tavern
Ken Nelson, Bilar Rose

Durango Chapter
David Woodruff, El Moro Spirits & Tavern – President
Beau Black, The Bookcase and Barber – Vice President
Mandi Davis, SkyWerx – Secretary
Ed Kileen, Grassburger – Treasurer
Sean Clark, Steamworks
Koert Council, Kosh Solutions
Dave Cuntz, Carver Brewing Company
Seanan Culloty, Ken & Sue’s
Aaron Brandes, Seasons Rotisserie & Grill
McKenzie Miller, Manna Soup Kitchen

Mile High Chapter
Cathy Cooney, Palm Restaurant – President
Mike Garcia, Hurricane Grill & Wings – Vice President
Garrett Ladd, Boul Time Pub Grub – Secretary
Craig Hakes, Sirvo – Treasurer
Dana Chaves, T-Birds Roadhouse
Jeff Coalin, Fresh Fish Company
Becky Creighton, aMenu Restaurant Marketing
Patrick Drouin, EcoLab
Steve Halliday, Zen Asian Bistro and Sushi Bar
Lisa Hives, Arta Tequila
Kelli Housley, Lincoln’s Roadhouse
Wendy Klein, Rialto Café/Concept Restaurants
Monica Korycinski, Ted’s Montana Grill
Brianne Lane, Break Bread Consulting
Thomas Lloyd, Renaissance Denver Downtown
Andrew Managan, Snooze
Heather McCormick, Ocean Prime
Leon McMillan, Restaurant Solutions, Inc.
Ted Politte, Uno Pizzeria & Grill
Dana Faulk Query, Big Red F Restaurant Group
Aileen Reilly, beast + bottle and Coperta
Stephanie Ruckriegle, K-M Concessions, Inc./Service Systems Associates
Robert Schwarz, Fresh Start, LLC DBa First Watch Café
Sal Siraguse, Meadow Gold Dairy
Steve Sundberg, Legends of Aurora Sports Grill
Eileen Walsh, Johnson & Wales University
Michael Westerman, ARF Financial
Tay Wilbanks, The Greedy Hamster

Northern Colorado Chapter
TBD – President
Clay Caldwell, Mo’Beta Gumbo, Inc – Vice President
Greg Halvorson, Heartland Payment Systems – Secretary
Christy Taylor, Candlelight Dinner Playhouse – Treasurer
Skip Bassett, Culver’s
Matt Larson, Kenny’s Steak House

Pikes Peak Chapter
Joe Padilla, Texas T-Bone – President
TBD – Vice President
Kay Williams, Mountain State Chemical – Secretary
TBD – Treasurer
Robert Brunet, Momma Pearls Cajun Kitchen
Warren Epstein, Pikes Peak Community College
Kimberlie Griffis, Colorado Springs Convention & Visitors Bureau
Greg Howard, Garden of the Gods Club & Resort
Steve Kanatzar, The Airplane Restaurant
Tony Leahy, Patty Jewett Bar & Grill
Nina Lee, 503W
Michael Reid, The Broadmoor
James Sams, Front Range Equipment Source
Mark Stanley, Culver’s of Colorado Springs
Jake Topakas, Jake & Telly’s Greek Tavern
Chris Emery, Premier Payment Resources
Mike Nemeth
Franco Pisani, Paravicini’s Italian Bistro

Steamboat Springs Chapter
TBD – Officer Positions
Joe Schuetz, Sheraton Steamboat Resort & Villas
Hannah Hopkins, Mambo Italiano

Summit County Chapter
Jonny Greco, Grecos Pastaria

The CRA board also consists of several non-voting members, these include past chairs, director emeritus, and exchange directors. To see a full list click here.
A small group of chefs and industry professionals gathered at Linger on a Tuesday night in September to explore the possibilities of minimizing food waste. According to the USDA, food loss and waste in the United States accounts for approximately 31 percent, or 133 billion pounds, of overall food supply available to retailers and consumers. This event was an opportunity to showcase ways to think differently when planning menu items, what ingredients can be incorporated into menus made from food that is typically thrown out.

Chef Kevin Grossi of The Regional won the grand prize of $1,500 for his Apple Cobbler with avocado-pit streusel, salted apple core caramel, with potato and apple skin pastry. Funded by Tundra Restaurant Supply and Edible Beats, grand prize was determined by a panel of sustainability experts and government/city officials that acted as official judges. Our host, Justin Cucci of Edible Beats, presented the awards to our winners stating, “it is amazing to see what can be created from what we normally consider kitchen waste. These chefs are all to be congratulated on creating some delicious dishes with unusual ingredients.” Chef Grossi also won an award for “Most Creative Use of an Ingredient” and Spencer Hysell of Root Down, DIA won the “People’s Choice Award.”

PARTICIPATING CHEFS INCLUDED:
Trevor Gaughan of Russell’s Smokehouse, created Smoked Salmon Belly Ceviche, with Pork Belly Consommé, spiced pepper seed, scallion relish.

Burton Koelliker of Osteria Marco, created Tuscan Ribollita Zuppa with Ricotta, Prosciutto di Parma, San Marzano Tomato, Grilled Ciabatta.

Aloy Modern Thai, created Spicy Chicken Pops, a combination of food left over from the day’s menu made into a meatball, always with an added kick! The chefs eat this all the time.

The Sheraton Denver Downtown Hotel, created Wagyu Ranch Steak with rosemary parsnip puree with Jumpin Goat Farms Blue Cheese, and crispy tobacco onions.

Jason Ganahl of GQue BBQ, created Cutting Board Scraps made from beef brisket, pork shoulder and roast turkey chopped together and served on a lettuce cup with pickled red onion.

Laurent Mechin of Jill’s Restaurant & Bistro, St Julien, created salmon belly tamale with corn and pepper salsa smoked with corn silk and onion peels.
Spencer Hy sell of Root Down DIA, created Seared Cobia with root vegetable peel and old Bay Beurre Blanc.

Mike Tortorello of Ophelia’s Electric Soapbox created Corn Cob Parmesan broth with smoked catfish tail, fennel fronds, pickled watermelon and cilantro stem oil.

Kevin Grossi of The Regional created Apple Cobbler with avocado-pit streusel, salted apple core caramel, potato and apple skin pastry.

The challenge for the chefs was to create a dish using 50% (or more) components derived from products on their respective menus that would otherwise have been tossed out. They each had a copy of their restaurant menus highlighting where the ingredients for the competition dish came from.

The Colorado Restaurant Association and Certifiably Green Denver hosted the “Taste the Waste Food Challenge” in order to create a platform for restaurants to share ways to reduce, recover and recycle food waste. CRA President and CEO Sonia Riggs stated, “We hope this event creates an opportunity to develop and promote innovative approaches for reducing food loss and waste. This is also a great way to reduce costs in an environment when restaurants are getting squeezed from every angle.”
THANK YOU TO OUR ENDORSED PROVIDERS AND SPONSORS

2016 ENDORSED PROVIDERS:

2016 CORPORATE PROVIDERS:
WED NOV 2 & THURS NOV 3 | 2016
Crown Plaza Denver Airport Convention Center

THE PREMIER RESTAURANT AND FOOD SERVICE CONFERENCE
IN THE ROCKY MOUNTAIN REGION
Presented by the Colorado Restaurant Association, the Colorado Restaurant Show is the premier networking and learning event for restaurateurs, chefs and restaurant and bar managers in the Rocky Mountain region.

Over the course of the two-day event, the leading restaurant suppliers in Colorado and the nation will meet with industry leaders and tastemakers at the Crowne Plaza Denver Airport Convention Center, to discover the newest trends, ideas and products in the business. A selection of panels led by industry experts aim to inspire professionals, and spark collaboration between sponsors, exhibitors and attendees.

Attendees of the show on Nov. 2 and 3 will also have access to special, FREE pre-conference workshops on Nov. 1. All workshops are available first-come, first-serve until they are full.

Questions?

Visit corestaurantshow.com or call the Colorado Restaurant Association at 303.830.2972.
SHOW DETAILS

Wednesday, November 2 and Thursday, November 3
9 a.m.—5 p.m.

$25 for each attendee

Crowne Plaza Denver Airport Convention Center

***FREE Pre-Conference workshops on November 1
2016 Sponsors

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Keynote Presenters

Hugh Acheson
Chef, Restaurateur, Author
Five & Ten, The National, Empire State South and The Florence

Erin Moran
Chief Culture Officer
Union Square Hospitality Group

Bret Thorn
Senior Food Editor
Nation’s Restaurant News

Jose Garces
Chef, Restaurateur
Garces Group, Luna Farm, Garces Events
Sponsorship or Exhibiting at the Colorado Restaurant Show is the best way this year to increase brand awareness in front of 3,000+ attendees.

WANT TO EXPLORE AVAILABLE SPONSORSHIP OR EXHIBITING OPPORTUNITIES?

Contact Nicolle Thompson, Director of Sponsorship & Event Strategy, at nthompson@corestaurant.org or call 303.830.2972 x147.

*THERE ARE STILL SPONSORSHIP AND EXHIBIT OPPORTUNITIES AVAILABLE
Session 1: Food and Drink Smartphone Camera Photography Workshop  
**Speaker:** Ron Stern, Daily Camera  
If you own an iPhone, then you have a powerful tool for taking amazing food photos. Learn nine picture taking secrets of your phone, how to properly compose, take beautiful panoramas (even indoors), action shots without blur, time lapse videos, how to easily edit your shots in seconds and the most useful apps. Ron Stern aka, The Global Gumshoe is a 20-year photojournalist and Denver City Guide Editor for The Daily Meal, the #1 culinary-focused site in the world. Visit Ron’s site at globalgumshoe.com or his YouTube Channel at youtube.com/globalgumshoe.2

Session 2: Who is My Customer? How to Create and Manage your Google Analytics Page  
**Speaker:** Mark Torres, Vertivine Digital Marketing  
This workshop will cover the how to of setting up a Google Analytics page for your restaurant website. Laptops are encouraged and attendees will learn the ins and outs of the setup, as well as guidance on what to track once you are all set up.

Session 3: Elevating the Coffee Experience  
**Speaker:** Luna Gourmet Coffee and Tea  
This workshop will showcase the most on-trend brewing devices and great coffee to go with it! Learn about the latest trends and be able to sample and ask questions to help refine your restaurant’s coffee program.

Session 4: Craft Chocolate and the Fine Dining Menu  
**Speaker:** Sienna Trapp-Bowie, Fortuna Chocolate  
The workshop will consist of four components: An education component that will cover chocolate making starting from the cacao bean, the different varietals of cacao, and the difference between single-origin and single-estate chocolate. A tasting component where participants can enjoy a blind tasting of various chocolates and learn to identify specific flavor components and the difference between different production results. A case study component where we will outline the trend setters in the industry who are championing craft chocolate on fine dining menus across the country. And finally a Q&A component where the audience will have a chance to ask questions about chocolate in general, questions about how to work with craft chocolate or about the process.

Session 1: Branding with a Bite  
**Speaker:** Rob Terranova, Brand Iron  
How are the world’s most powerful brands created, maintained, and immortalized? Brand Iron’s Chief Operating Officer and Chief Marketing Officer, Rob Terranova, will discuss the foundational elements that make up an iconic restaurant brand, how strategic marketing can elevate your brand status, and which industry best practices are the most effective and cost-efficient.
**Session 2: Eats Good Enough to Tweet: A Social Media Workshop for Restaurants**

**Speaker:** Brandi Koskie, Clover Partners

Few industries lend themselves so effortlessly to the benefits of a social media strategy as restaurants do. With an entire body of consumers who eat with their eyes, Twitter, Instagram, Snapchat, and the like provide the perfect way to show off your goods and lure foodies into your open seats. Clover Partners is a digital studio in Denver and OKC with a strong background in food and restaurant marketing. In this two-hour workshop, you’ll learn how to get started with social, or even serve a better social experience.

**Session 3: To Handbook or Not to Handbook: Employee Handbook 101**

**Speaker:** Todd Fredrickson, Fisher & Phillips, LLP

Join us for this not to be missed workshop covering the design and drafting of an employee handbook for your restaurant. Attendees will work from an actual handbook sample to learn the benefits of having a handbook and how to draft one that protects your unique business from liability. This workshop is designed for both those who are thinking about developing one as well as for those who already have one in place and want to make sure it is up to date to mitigate risk.

**Session 4: Sustainable Seafood Workshop**

**Speaker:** Seattle Fish Company

An interactive presentation and seafood tasting that will teach attendees what is new in sustainable seafood.

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**3:00–5:00PM**

**Session 1: Meet the Makers**

**Speakers:** Zyr Vodka / Steward’s Bourbon Whiskey / Peach Street Distillers

Meet the Makers! An educational and fun workshop on craft spirits and the makers that produce them. Attendees will be able to learn about the craft process and sample spirits from the makers themselves.

**Session 2: Unscrambling the Claims Puzzle / Making Return-to-Work Work for You**

**Speaker:** Pinnacol Assurance

Claims Puzzle Description: Understanding your rights and responsibilities after an employee is injured is a key component to managing claims costs. This course provides information about workers’ compensation benefits and rules while connecting the pieces involved in handling claims. Return to Work Description: This course is designed to help employers return injured workers safely to work by offering modified duty. You’ll learn when and how to contact Pinnacol’s return-to-work consultants and what resources are available to you. You’ll also discover how offering modified duty can help your organization better manage your claims and save money.

**Session 3: Menu Labeling and Nutrition Workshop**

**Speaker:** Healthy Dining

Join us for the latest on today’s top menu trends – from menu labeling to healthy kids’ choices, from calories and sodium to gluten- and allergen-free, from “clean plate” to the newest technological tools available to meet the expanding nutrition and health needs of your guests. Restaurants of all types and sizes can benefit from and capitalize on emerging opportunities in today’s health-focused environment.

**Session 4: A Tasting Tour of American Artisan Cheese**

**Speaker:** Steve Duty, Cheese + Provisions Workshop

Twenty years ago, world class cheese meant European cheese. Not anymore. Today there are hundreds of American artisanal and farmstead cheesemakers who easily compete with their counterparts in Europe and routinely win top international competitions. Increase your cheese sales by leveraging this “craft market” that taps into your guests’ desires to eat small-batch, handmade foods made domestically, regionally, and even locally. Join us as Steve Duty, owner of Cheese+Provisions and a chef himself, takes us on a tasting tour of some of America’s most award-winning cheeses. We’ll explore the various styles of cheese, hear the stories behind them and learn why it’s no longer necessary to look to Europe to have show-stopping cheese on your menus and in your recipes.
COLORADO RESTAURANT SHOW SCHEDULE

NOVEMBER 2: CONFERENCE DAY 1

8:45–10:00AM Opening Keynote Presentation: Hugh Acheson, Chef, Restaurateur, Author

9:00–5:00PM Exhibit Floor Open

10–10:10AM Break

10:10–11:10AM Breakout Sessions

Session 1: Leavin’ On A Jet Plane: Expanding your Operation to an Airport
Panel Discussion
Opening new restaurant units in the dynamic airport environment can offer real growth opportunities, sound profits, and brand exposure to an international clientele, but there are also challenges to consider. Learn from experts on how to get your brand started in the airport concessions space, advice on how to thrive in this environment and how to avoid potential pitfalls.

Session 2: Cyber Liability and What it Means for your Business
Panel Discussion
Restaurants are one of the most targeted businesses when it comes to cyber attacks and data breaches. Learn how to better anticipate and manage cyber risk and what protections exist for restaurant owners.

Session 3: Lawsuit?! But we did nothing wrong?
Speaker: Peter Middleton, Hall & Evans
Liquor liability can wreak havoc on insurance premiums, cause major business disruption and stress you out. In this panel, we will do our best to demystify the “Dram Shop” Act, suggest ways to minimize the chances of getting sued, and discuss what to do and what to expect if your establishment is facing a claim or lawsuit.

Session 4: You Only Get One Chance to Make a First Impression: Crafting Your Restaurant Design
Panel Discussion: Moderated by Brandon Anderson, LIVstudio
This panel discussion will feature insight into how to best create an identity for a new restaurant concept or a concept in need of refreshing using the latest design principles. The panel will also provide insight into choosing a restaurant space that accommodates the needs of the business, what to consider in the real estate, design and construction process and what the latest design trends are for restaurants.

11:10AM–3:00PM Dedicated Expo Floor time – No Sessions

3:00–4:00PM Breakout Sessions

Session 1: PR & Crisis Management
Speaker: Steven Silvers, Silvers Jacobson, LLC
Every business, at one point or another, will face a public relations crisis. In the restaurant industry this can range from bad press/PR to a food safety crisis. This session will provide insight to help restaurant owners and managers master the skills and strategy needed to ensure that whenever a crisis hits, you and your brand will be prepared.

Session 2: Sustainable Strategies for Restaurants
Panel Discussion
Need help with sustainability? Quickly learn how to implement simple, cost effective sustainability efforts that improve your business. Start with easy best practices and save money, energy and water. Then graduate to more in-depth, inspiring efforts.
Session 3: Future of Human Capital: Hiring and Retaining Great Employees for your Restaurant

Panel Discussion: Moderated by Stephanie Maxwell, Sirvo
How do you attract, manage and develop employees for your restaurant operations? In this session, you’ll gain insights into best practices, as well as the learning from industry leaders on what works best for them and what they have learned as the hiring landscape has changed in recent years.

Session 4: Sex, Drugs & Tip Pooling (Max 250)
Speaker: Todd Fredrickson, Fisher & Phillips, LLP
This always popular presentation focuses on updates on Labor Law violations and regulations for restaurant owners and is presented by Todd Fredrickson, the Regional Managing Partner of Fisher and Phillips LLP.

4:00-4:10PM Break

4:10-5:30PM Keynote Presentation 2: Erin Moran, Chief Culture Officer, Union Square Hospitality Group

November 3: Conference Day 2

8:00AM Breakfast with Legislators

9:00-5:00PM Exhibit Floor Open

9:00-10:00AM Keynote Presentation 3: Bret Thorn, Senior Food Editor, Nation’s Restaurant News

10:00-10:10AM Break

10:10-11:10AM Breakout Sessions

Session 1: Virtual Insanity: Digital Marketing Strategies for Restaurants
Speaker: Mark Torres, Vertivine Digital Marketing
Drive customers to your restaurant and retain those customers as loyal patrons! Learn strategies for digital marketing, including websites, social media and search engines.

Session 2: Creating a Safety Culture In Your Restaurant
Panel Discussion: Moderated by Sean Pechan, Colorado Restaurant Insurance
When hospitality operators practice safety in the workplace, everyone wins! This panel discussion will cover strategies for creating and maintaining a culture of safety in your restaurant and will feature examples of business owners that have seen an improvement in their business by adopting a safety culture.

Session 3: Hot off the Presses! Working with Media
Panel Discussion: Moderated by B Public Relations
Our panel of media experts will discuss the relationship between food media and individual restaurateurs, the evolution of food journalism in Denver and the nation from the perspective of weekly print publications, monthly glossy magazines and the blogosphere. Attendees will leave with a clearer understanding of how and what to communicate with various journalists, what makes a good story, how to react to a negative review, and the creative ways to employ media relations in marketing their restaurants.

Session 4: Local Sourcing Challenges and Opportunities
Panel Discussion
This session will feature restaurant owners that source locally for their menus or have adopted their own farming practices. Learn about the challenges and opportunities that they have faced in launching and maintaining a menu based on locally sourced ingredients and how to incorporate these same strategies in your restaurant.

11:10AM-3:00PM Dedicated Expo Floor time – No Sessions
Session 1: #EatingfortheInsta: Nontraditional Marketing For Restaurants
Panel Discussion: Moderated by B Public Relations
In today's ever-changing world of technology, endless amounts of content and rising competition, it is increasingly difficult for restaurant brands to connect with and hold the attention of consumers. To remain relevant, businesses need to find a more meaningful way to interact with audiences. In many cases, that means a varied marketing strategy that includes nontraditional platforms such as working with social media influencers, paid social media strategies and more. Learn the ins and outs of building a successful marketing plan that incorporates nontraditional sources and what expectations you can have when working with these sources.

Session 2: How To Not Get Burned in the Kitchen: Successful Withdrawals From Restaurant Partnerships and LLCs (Max 250)
Speaker: David Kaplan, ESQ, LL.M., Brown Kaplan & Associates
This session will discuss the common reasons for member/partner resignation or withdrawal, the common questions regarding withdrawal and the best practices for drafting exit mechanisms in LLC agreements. This session will answer questions such as, “What are good reasons for withdrawal?” and “What is the effect of the withdrawal on the LLC/Partnership and the withdrawing member/partner?” along with a host of other questions.

Session 3: Everyone’s a Critic: How to Manage your Online Reputation
Panel Discussion: Moderated by Xcite Media Group
Paying attention to your brand’s listings management, reviews and mentions, competition, and social media is a critical starting point in managing your restaurant’s reputation. Every day customers are talking about your business on Yelp, TripAdvisor, Google+, Facebook, blogs and elsewhere. This chatter has a direct impact on your revenue and this session will define these points and introduce strategies for how to manage them.

Session 4: The Future of Food – A Dialogue
Panel Discussion
Join chefs and restaurateurs to discuss the changing landscape of food and sustainability, what they see as the trends for the industry as we head into 2017 and what the challenges and opportunities are for restaurateurs in this ever-changing landscape.

4–4:10PM Break

4:10–5:30PM Closing Keynote Presentation: Jose Garces, Chef, Restaurateur
Who Should Attend?

- CATERERS
- BAKERIES
- BARS
- TAVERNS
- LOUNGES
- HOTELS
- RESORTS & CASINOS
- INSTITUTIONAL FOODSERVICE
- FAST CASUAL RESTAURANTS
- FULL SERVICE RESTAURANTS
- HEALTH CARE FOODSERVICE

DO NOT MISS THIS CONFERENCE!

Multiple attendees from the same business are welcome and encouraged. Make the most of the best show in the region!

Visit corestaurantshow.com for details about the show, parking, transportation options and to register in advance. Registration will also be available onsite beginning on November 1 at the Crowne Plaza Convention Center.