

Vendor Membership Overview

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The **Secret Ingredient** to help the restaurant industry thrive

ARIZONA RESTAURANT ASSOCIATION

3333 E. Camelback Rd., Suite 285, Phoenix, AZ 85018 | 602.307.9134 | AZRestaurant.org

Why We Exist



The Arizona Restaurant Association and Industry Partners exists to position our members to become leaders in their communities through legislative advocacy, best practice collaboration and real time industry education. Our combined efforts produce a climbing workforce, safe eating environments, healthy living and increasing financial success.

QUICK REFERENCE

WHY YOU'LL LOVE US

See all the ways we can help get you in front of our large, diverse industry audience. Check out page **05-06** for specifics about events and advertising opportunities

MEMBERSHIP

There are two membership categories: restaurant and vendor members.

It's easy to join!

BOARD OF DIRECTORS

The Arizona Restaurant Association is led by people actively involved in our industry. The men and women who serve as directors of the ARA represent the food service industry in Arizona and we thank them for their dedication.

ARA IS THE *Voice of the industry*



The restaurant industry continues to be threatened by state and federal laws and regulations. Since 1939, the ARA has been on the front line at the Capitol, educating legislators about the industry and protecting your bottom line. New ordinances, regulations and fees at every level of government can alter the way you do business. Therefore, it is crucial that a voice for the restaurant and hospitality industry be heard when decision makers pass laws.

The ARA's government affairs team is that voice for you, and your connection to communities, health departments, cities, and state elected officials. Our legislative advocacy is

The more members we have, the stronger and louder our voice will be.

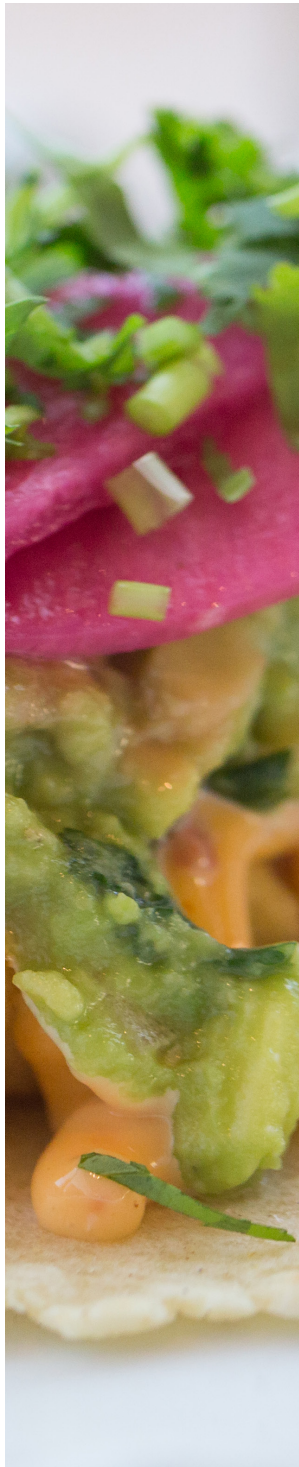
Why the Arizona Restaurant Association?

Vendor members enjoy exclusive opportunities to promote their services and gain visibility within the Association's network. As a member, you gain access to a community of trusted thought leaders committed to advancing the restaurant and bar industry in the State of Arizona. Your involvement becomes instrumental in shaping local and state politics that directly impact your business. Join us today to harness the full potential of our industry and enhance your professional network.

Who We Serve

Operator members include establishments specializing in: fast casual, chef driven concepts, fine dining, on-site food service, caterers, bars and other categories. Product and service suppliers include industry suppliers, distributors and consultants.

KEEP UP WITH INDUSTRY *Trends and Practices*



The restaurant industry is changing at a fast pace. The ARA provides you with the information you need, when you need it. All members receive free subscriptions to Arizona Restaurant News, our monthly, in-depth e-newsletter and On the Menu, our weekly industry e-newsletter and an electronic version of the Restaurant Operation Matters (ROM), a comprehensive regulatory guidebook.

These publications, plus our website azrestaurant.org, keep you up-to-date on industry and association news, trends, events and legislative and regulatory issues.



COLLABORATE WITH THE *Best in the Business*



Throughout the year, the ARA produces an array of events for members, prospective members, and industry leaders, encouraging collaboration, networking and sharing of ideas to further the industry we all love.

Exclusive Events

Arizona Restaurant Weeks

It's no secret that Arizona Restaurant Week (ARW) is Arizona's most edible time of the year, sending diners on a 10-day tasting tour throughout the state in both spring and fall of each year. ARW is produced with the primary goal of increasing consumption, fostering innovation and inspiring consumer confidence in our restaurant members. It gives locals and visitors the chance to channel their inner foodie and finally try that restaurant on their wish list.

Foodist Awards

Every year, the Arizona Restaurant Association invites industry and foodie fanatics to have a seat at our table as we celebrate the culinary minds that have helped shape Arizona's culinary landscape. The Foodist Awards recognize the most amazing tastes, faces and places in Arizona food and beverage. This prestigious honor is open to non-members and members of the association, with all segments of our industry invited to attend.

Other Networking Events

Board meetings, member mixers, educational seminars and PAC events present additional year-round occasions to engage with colleagues and industry leaders. You can email at Jamie Stone at Jamie@azrestaurant.org for more details.

ARA's Annual Golf Classics

The Association's Annual Golf Classics are strategically played twice a year, giving our attendees opportunities to hit the links in both the Spring and Fall. These tournaments are designed with socializing in mind, with restaurateurs, chefs, operators, and vendors of the association chipping away during the tournament. A portion of the proceeds from this tournament will benefit the ARA's Education Foundation directly. Throughout the day, several ProStart Culinary Students will be showcasing their talents. These tournaments are a great opportunity to mix and mingle, enjoying food and beverages throughout the day, and seeing these kids in action.

Annual Educational Seminar

As the foodservice industry continues to change, so does our educational programming. We are committed to providing education that addresses the issues that are the most important to our members and their business, so we are offering a day of expert-led seminars and panels that will provide high-value education on today's biggest topics. This day of learning will dive deep into strategies, solutions, and resources, allow you to network directly with experts and industry peers to solve restaurants' biggest challenges and provide powerful ideas that can immediately be implemented in restaurant operations.

You have the opportunity to sponsor these events!

Why You'll Love Us

New Member Highlight

Introduces your business in our weekly "On the Menu" e-newsletter sent to all members.

Complimentary Listing on ARA's Online Buyer's Guide (OBG)

Launching in Q3 of 2025, members will have 24/7 access to vendor resources by category which shows any discounts/offers you extend to ARA Members. We will promote utilization of the OBG to our Members.

Complimentary Feature Announcing Your Joining (\$200 Value)

In our "On The Menu" e-newsletter with additional advertising discounts for: On the Menu, our weekly e-newsletter and Arizona Restaurant News, our monthly in-depth newsletter. Sponsored E-blasts are available to our database for \$500 (\$750 value).

The ARA's e-newsletters and digital magazine provide vital information about current industry news, innovative business ideas, legislative updates and vendor resources.

Free Subscription and Advertising Discounts in ARA Publications

In our On the Menu, ARA Weekly News, and Arizona Restaurant News. New Vendor Members may advertise at a discounted rate. *Frequency discounts are available.

Networking with Industry Leaders

Vendor members are given the avenues to build and enhance relationships with customers. Vendors are put in direct contact with restaurant decision makers.

These opportunities include:

- Foodist Awards
- ARA Member Mixers
- ARA Annual Golf Classic
- ARA's Education Series Seminars

*Please inquire if interested in sponsorship or speaking opportunities

Opportunity to Become an ARA Endorsed Vendor Member

A valuable distinction, ARA Endorsed Vendor Members are listed first in the OBG, are featured in ARA publications and on AZRestaurant.org.

Access to ARA Member List & use of ARA logo

ARA's Member list is available ONLY to Vendor Members - an invaluable direct marketing tool to effectively reach across the industry and promote your business. There are currently over 1,900 ARA Members.

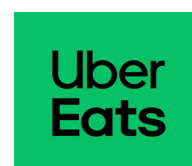
Membership Dues

Based on number of Arizona employees.

# of Employees	Annual Dues
100+	\$600
25-99	\$500
6-24	\$400
1-5	\$300

Thank you

ARIZONA RESTAURANT ASSOCIATION
INDUSTRY PARTNERS



2025 Executive Committee

Chairwoman

Lorrie Glaeser
Streets of New York

Immediate Past Chairman & Education Foundation Chairman

Justin Cohen
Riot Hospitality Group

Vice Chairwoman

Kristen Briede

Treasurer

Grant Krueger
Union Hospitality Group

Secretary

TBD

Arizona Restaurant Association Staff

President & CEO

Steve Chucri
Steve@azrestaurant.org

Chief Operating Officer

Dan Bogert
Dan@azrestaurant.org

VP of Administration

Jana Shelton
Jana@azrestaurant.org

Director of Marketing & Events

Jamie Stone
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ARA Education Foundation, ProStart State Coordinator

Ryan Mattheis
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Public Relations Advisor

Susie Timm
Susie@knifeandforkmedia.com

2025 Board of Directors

Raveen Arora

The Dhaba

Kevin Heinonen

THAT Place Projects

Berch Melancon

Uber Eats

Beth Cochran

Snooze A.M Eatery

Ryan Hibbert

Riot Hospitality Group

Michael Merendino

Crust Restaurants

Matt Derr

Southwest Gas

John Homan

ECOLAB

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FocusonWIN Consulting

Matt Jacobson

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Danny Piacquadro

Harold's Cave Creek Corral

Michelle Fonda

Shamrock Foods

John Junker

St. Vincent de Paul

Tyler Vasquez

Heartland Business Solutions

Brandy Grubaugh

Eegee's

Michelle King

US Foods

Michele Woods

Aunt Chilada's

Derek Gurney

Outback Steakhouse

Dean McDonald

Swire Coca-Cola, USA

Ian Yonushonis

Crescent Crown Distributing