

SUMMER 2023

# catersource®

## Orlando Gerves Up the Trends



The Life of Luxury {20}

Pricing Theory and Practice for Caterers {54}

CS+TSE Puts a Spotlight on Top Event Trends {68}

EDUCATION, NEWS, PRODUCTS & IDEAS FOR PROFESSIONAL CATERERS





Chris Taylor presented Soul Foodusion with Chef Chris.

# Speaker Salute!

We at Catersource + The Special Event 2023, as well as Art of Catering Food, want to offer a big thank you to our outstanding speakers and DICED competitors.

We could not offer our attendees the unforgettable educational experience we do without the support of our generous speakers and their time, talent, and wise words. **We salute them here:**

**Alan Berg**, Wedding Business Solutions LLC

**Alan Katz**, Great Officials

**Alexandra Schrecengost**, Culture with Us

**Alexis Amato**, Manifest with Alexis

**Alice Conway**, CSEP Emeritus, AC Event & Hospitality Institute

**Alicia Falango**, California Events Coalition

**Alicia Smith**, CRU Catering

**Alyssa J. Habchi**, Habchi Inc.

**Amanda Mora**, Event Group Houston

**Amber Anderson**, Refine for Wedding Planners

**Amber Gehring**, Elegant Affairs Caterers

**Amy Iserman**, Forte Belanger

**Andrea Correale**, Elegant Affairs Caterers

**Andreina Morales**, Instawork

**Andy Krause**, Frederik Meijer Gardens & Sculpture Park

**Angie Senter**, Washington State University

**Anna Coats**, Marry Me Tampa Bay

**Annette Naif**, Naif Productions LLC

**Anthony Lambatos**, Footers Catering

**Anthony Vade**, CED+, Encore Global

**April Lambatos**, Footers Catering

**Art Smith**, Blue Door Kitchen & Garden | Southern Art & Bourbon Bar | Art & Soul | Art Bird & Whiskey Bar | Chef Art Smith's Homecoming Florida Kitchen & Southern Shine Bar

**Ashleigh Morriss**, Peace Arch Hospital Foundation

**Becky Basile**, CMM, HMCC, DES, Logiplan Global Meetings & Events

**Beverly Jones**, PBJJ LLC

**Bill Hansen**, Bill Hansen Hospitality Group

**Bobbi Brinkman**, Bobbi Brinkman Photography/Consulting

**Bobby Braun**, Shelter Event Equipment

**Boris Seymore**, ACF, BDS Catering and Productions LLC

**Brian Arliss**, Partyman Catering

**Brian Green**, By BrianGreen

**Brian Stumph**, Fred's Tents

**Bryan Neuschaefer**, Saz's Hospitality Group

**Bryce Cherven**, Footers Catering

**Carl Sacks**, Leading Caterers of America

**Carolyn Ent**, Elon University

**Charessa Sawyer**, SC Visionary Planning and Production

**Charlene Liu**, Higher Education User Group

**Charlie Schaffer**, Schaffer LA

**Chris Ilias**, Groovin' Gourmets

**Chris Towne**, Partyman Catering

**Christi Carey**, Your Destination Connect

**Christie Osborne**, Mountainside Media

**Christopher Salem**, SUNY Westchester Community College Suny

**Christopher Shelley**, Illuminating Ceremonies

**Christopher Taylor**, Chris Evans Events and Catering

**Christopher Warnack**, Continental

**Christy Foley**, E-Mediation Services

**Cindy Novotny**, Master Connection Associates

**Claudia Koehler**, VOK DAMS Events & Live-Marketing Worldwide

**Clint Elkins**, SB Value

**Clint Upchurch**, Tres La Catering

**Colbert Callen**, Footers Catering

**Colja Dams**, VOK DAMS Events & Live-Marketing Worldwide

**Colleen Hartigan**, Footers Catering

**Colleen Hauk**, The Corporate Refinery

**Conner Black**, Footers Catering

**Courtney Hopper**, Hustle + Gather

**Craig Howard**, The Ballroom at Bayou Place

**Cristian Hernandez**, Rosendale Events

**Dana Buchanan**, Primal Alchemy

**Dana Kadwell**, Hustle + Gather

**Danny Bergold**, About Entertainment



Justin Pasha and Jeffrey Selden co-presented Cocktail Trends with Pasha and Jeff.



The always fabulous Terrica participated in a panel discussion and presented two individual sessions during this year's conference.



Anthony Lambatos presented two sessions this year: *Right Person, Wrong Position: Putting People in the Right Seats on the Bus*; and *State of the Industry - Workplace Culture*.

All photos courtesy WASIO Faces



## Speaker Salute!



Alan Berg delivered the following sessions during this year's conference: *Is Your Website Past its Shelf Life?; Perfection is the Enemy of Profitability; Stop Selling Food & Start Selling the Experience; and Your Brand is More Than Your Logo.*



Karen O'Connor (along with Joanne Purnell) presented *Designing Allergy Friendly Menus Everyone Will Love.* O'Connor also presented during *Art of Catering Food with her session Top That!*



David Porto inspired audiences with his session *Treat Your Clients Like Gold, Treat Your Team Even Better.*

**Darin Bahl**, Tailored Twig

**Darrin Roberts**, Club 33 Membership Experience & Administration, Disney

**Dave McCandless**, Sodexo at Hobart & William Smith Colleges

**David Hanscom**, Y? Entertainment

**David Kelty**, Polar Leasing

**David Kenyon**, LEO Events

**David Kinney**, Catering Creations

**David Merrell**, AOO Events

**David Porto**, Blue Plate Catering

**Dean Mistretta**, Johnson & Wales University

**Deborah Elias**, Elias Events

**Deborah Thomas**, CDP, CSEP Emeritus, School for the Service Arts LLC

**Delores Crum**, Premiere Events; Home-Tech Industries, Inc.

**Elizabeth Nutting**, TK Events Inc

**Emily Zientek**, Sodexo Live! At OCCC

**Erin Rooney**, Allseated

**Fausto Pifferrer**, Blue Elephant Events and Catering

**Francisco Christian**, Taylored Hospitality Solutions, LLC

**Gabriela Siebach**, Cesco Linguistic Services

**Geoffrey Barker**, Simply Fresh Events

**Grace Odogbili**, Dining with Grace Inc

**Gwendolyn McNutt**, CSEP, International Live Events Association

**Heather Mason**, Caspian Agency

**Heather Pilcher**, CSEP, CMP, MS, Blue Spark Event Design

**Heather Rogers**, Curated Entertainment

**Heidi Brice**, Puff 'n Stuff Catering

**Holly Sheppard**, Fig & Pig Catering

**Hugh Groman**, The Hugh Groman Group

**Ian Ramirez**, Madera Estates

**Ijaz Jamal**, George Brown College

**J. Vladimir**, J.Vladimir Commercial Advertising, Fashion Photography

**Jackie Cerna**, Zeta Event Productions

**Jaclyn Watson**, Jaclyn Watson Events

**Jaka Jaiteh**, AOO Events

**Jamie Adams**, Paisley & Jade

**Jamie Lee Quickert**, Cvent

**Jason King**, Pej Events

**Jason Sutton**, Footers Catering

**Jay Klein**, M-Plus Global Events

**Jay Varga**, The JDK Group

**JC York**, Classic Entertainment / Wise Guys Interactive

**Jean Claude Etienne**, Rosendale Events

**Jeffrey Schlissel**, ACF, The Bacon Cartel

**Jeffrey Selden**, Marcia Selden Catering

**Jen Salerno**, CMP, DES, JTS Connect, LLC | The Room Block Podcast

**Jeniffer Bello**, CMB, JB Experiences

**Jennifer Best**, All American Entertainment

**Jennifer Perna**, Fulton Market Consulting

**Jennifer Trotter**, Lip Service Makeup

**Jim Rand**, CaterStrat

**Joann Roth-Oseary**, Someone's in the Kitchen

**Joanne Purnell**, Good Gracious! Events

**Joelle Paleologou**, Peace Arch Hospital Foundation

**John McLallen**, The Chef's Table

**Jonathan Jennings**, CT Wedding Group

**Jordan Heller**, Suncoast Wedding & Event Leaders (SWEL)

**Joshua House**, The JDK Group

**Julia Kendrick Conway**, Assaggiare Mendocino, Inc.

**Julie Ellis**, The Chef's Table

**Justin Ball**, CMP, Bespoke Event Group LLC

**Justin Pasha**, The Cup Bearer

**Karen O'Connor**, Daniel Et Daniel

**Kate Berris**, Forte Belanger

**Katerina Chagoya**, Orange County Convention Center

**Katie Mast**, Rock Paper Coin

**Katie Sparks**, Pier Sixty

**Kawania Wooten**, Howerton+Wooten Events and the Enlightened Creative

**Keith Krzeminski**, Shelter Structures America

**Keith Sarasin**, ACF, The Farmers Dinner; Aatma

**Kelly Hunt**, LEO Events

**Kevin Dennis**, Fantasy Sound Event Services / WeddingIQ

**Keyon Hammond**, Get Plated

**Kristin Banta**, Kristin Banta Events Inc

**Kristina Johnson**, LEO Events

**La'Zendra Danforth**, CGMP, University of Central Florida College of Pharmacy

**Laura Cardo**, Kristin Banta Events Inc

**Laurie Andrews**, Laurie Andrews Design

**Leah Weinberg**, Color Pop Events

**Lee Anderson**, Sugar Beach Events

**Lenn Millbower**, Mouse Man Consulting

**Lindsey Leichthammer**, Lindsey Leichthammer Events

**Lisa Ware**, Catering by Michaels

**Liza Roeser**, FiftyFlowers

**Marcie Booth**, Avasant

**Marcy Blum**, Marcy Blum Associates

**Margaret Brower**, Rainmaker Sales + Marketing

**Maria Phillips**, The Chef's Table

**Mark Catuogno**, MC Event Consulting LLC

**Mark Ellis**, The Chef's Table

**Mark Williams**, Event Guru Software

**Marti Winer**, MGM Resorts International

**Matt Logan**, Mangia Catering

**Matthew Regan**, Boston University Questrom School of Business

**Max Chapman**, Nowsta

**Meg Umlas**, Boston University

**Meghan Ely**, OFD Consulting

**Meghan Kates**, The Chef's Table

**Melissa Tibben**, Total Party Planner

**Meredith Commender**, CSEP, Significant Events of Texas

**Meredith Ryncarz**, The Restart Specialist

**Meryl Snow**, Snowstorm Solutions

**Michael Cerbelli**, Cerbelli Creative

**Michael Israel**, Michael Israel Inc

**Michael Stavros**, M Culinary Concepts

**Michelle Bueno**, The Cup Bearer

**Michelle Howard**, Flora Couture

**Mike Bicocchi**, Elegant Affairs Caterers

**Miro Diamanté**, Accent Indy, A DMC Network Company



Speaker Salute!



**Rich Rosendale** and his team from Rosendale Events presented *Embracing the Future: Food, Inspiration & Adventure*.



**Roy Porter** delivered the following sessions this year: *Catering Shark Tank: To Taste or Not To Taste?*; *Hands-on: Plates from the Pass to Tables*; *How to Create Better Standard Operating Procedures*; and *Lean Catering: Eliminating the Nine Wastes of Catering!*

- Mollianne Hubbs**, All Occasion Catering
- Molly Crouch**, Sodexo Live!
- Morgan Connacher**, CSEP, Haute.
- Mylo Lopez**, MyloFleur
- Natalie Lowe**, Celebrate Niagara; The Sustainable Events Forum (TSEF)
- Nettie Frank**, Silver Whisk
- Norma Jean Charette**, Sodexo University Division
- Oniki Hardtman**, Oh Niki Occasions
- Paige Mejia**, Pyrotex
- Pam Smith**, RDN, PamSmith.com
- Paul Buchanan**, Primal Alchemy

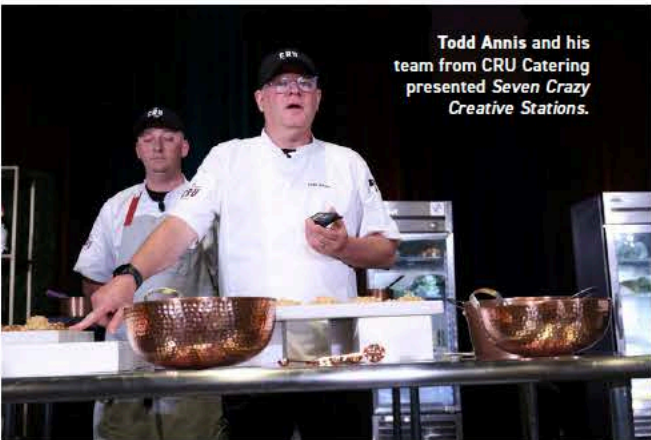
- Paul Seaman**, PBJJ LLC
- Paulina Corvi**, Events by Paulina
- Peter Lentz**, Elegant Affairs Caterers
- Peter McCaffrey**, Leading Caterers of America
- Phuoc Vo**, CBK Catering & Events
- Rajan Mistry**, District Events & Catering
- Rayven Crisafulli**, CMP, CMP-HC, White Magnolia Weddings; University of Florida
- Rebecca Salem**, Allseated
- Renee Adams**, R.Collective
- Renee Dalo**, Moxie Bright Events

- Resham Shirsat**, Evolution Sustainability Group
- Reuben Bell**, Blue Elephant Events and Catering
- Rich Rosendale**, Master Chef, Rosendale Collective
- Rob Barber**, Atomic
- Rob Pausmith**, Tres LA
- Robert Turner Jr**, MJM Innovations
- Robin Selden**, Marcia Selden Catering
- Rolando Espinoza**, Champagne Creative Group
- Ross Bock**, CRU Catering
- Roxy Quevedo**, Zeta Event Productions

- Roy Porter**, Engage Works, Inc.
- Ryan Corvaia**, Dish Food & Events LLC
- Ryan Hanson**, CSEP, CED, DES, BeEvents
- Ryan Manning**, ACF, Chef Consultant
- Sarah Gabel**, Green Girl Events
- Sarah Hall**, Joel's Catering
- Sarah Roshan**, Sarah Roshan Collective
- Scott Frankel**, Animatic Media
- Sébastien David**, Sénik, The Event Agency
- Selina Mullenax**, CMP, CPCE, CORT Events

- Shannon Tarrant**, Wedding Venue Map
- Shaun Gray**, Shaun Gray Events, LLC
- Shaunelle Murphy**, SC Visionary Planning and Production
- Sierra Reed**, SC Visionary Planning and Production
- Steve Moore**, Fox Theatre
- Steve Sanchez**, The JDK Group
- Steve Whyte**, University of the Pacific
- Susie Perelman**, Mosaic
- Suzanne Morrell**, Creating Environments
- Suzi McMerty Shands**, Mintahoe Catering & Events
- Syd Sexton**, Catering by Design/Colorado
- Sylvain Grégoire**, Sénik, The Event Agency
- Talley Moore**, Ciena
- Tamara Gibson**, Tamara Gibson Photography
- Tammy (Weiting) Hsu**, CMP, SEPC, S&P Global Market Intelligence
- Terrica**, Cocktails & Details® / Terrica Inc.
- Terry Matthews-Lombardo**, CMP, TML Services Group, LLC
- Thomas Pardo**, The Chef's Table

- Tiffany Rose Goodyear**, Scentex
- Tim Mitchell**, Mangia Catering
- Todd Annis**, CRU Catering
- Tony Conway**, Legendary Events
- Tracey Fricke**, CSEP, MWP, CMP, Occasion Designed
- Tracy Stuckrath**, CSEP, CMM, CHC, CVPM, thrive! meetings & events
- Trish Simitakos**, Trish Star Events
- Tyler McQueen**, Kenect
- Velia Amarasingham**, Curated Entertainment
- Vicki Brydon**, Peace Arch Hospital Foundation
- Victoria Machin**, Victoria Machin Photography
- Vijay Goel**, Bite Catering Couture
- Winston Williams**, Catering CC
- Yia Vang**, Union Hmong Kitchen
- Zohe Felici**, Felici Events; Zohe Felici



**Miro Diamanté** presented *Drag Queens, Taylor Swift, & House of the Dragon, OH MY! A Pop-Centric Approach to Relationship Building & Sales*.