







PATRICK'S CORNER

reams do come true. When I graduated from high school, I wanted more than anything to go to the University of Houston, but my grades were so poor, I ended up instead at South Texas Jr. College. After one year, I dropped out and took on various jobs: convenience store clerk, railroad messenger driver, hotel security officer at a Ramada Inn, restaurant server, and finally working in sales for a liquior distributor. Not exactly the life I was hoping for in my 20s. Although I wasn't considered book smart, friends always told me I was creative and suggested I try my skills in the hospitality industry. As a result, for years I did promotions for nightclubs, restaurants and bars.

Fast forward to 1987. I started PHCP with little business sense and less money, and somehow, with incredible support from family and friends, by the grace of God I made it.

I mentioned that dreams do come true, and here's how I know. This past Spring I had the honor of being named to the Dean's Advisory Board at the University of Houston Conrad N. Hilton College of Global Hospitality Leadership. I was nominated by a wonderful friend whom many of you know: Former President, CEO & Chairman of the Board of Brinker International, Doug Brooks. Among the Advisory Board Members are also executives from Hilton and The Venetian, Chris Pappas, CEO of Pappas Restaurants, and John Rydman, President & Owner of Spec's.

When the Dean of the school asked me if I had gone to U of H, I said, "No, but I've been trying for 50 years." He laughed and said, "Congratulations, you've finally made it."



CONTRIBUTORS:

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More Info

COVER PHOTO

Mary Cate explores the wonders of the Metaverse.

Photo credit: Linda Alvarado



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TIPS AND TRENDS Written by: Mary Cate Opela THE OF BRANDING IS "The metaverse is here, and it's not only transforming how we see the world but how we participate in it." --- SATYA NADELLA, CHIEF EXECUTIVE AT MICROSOFT





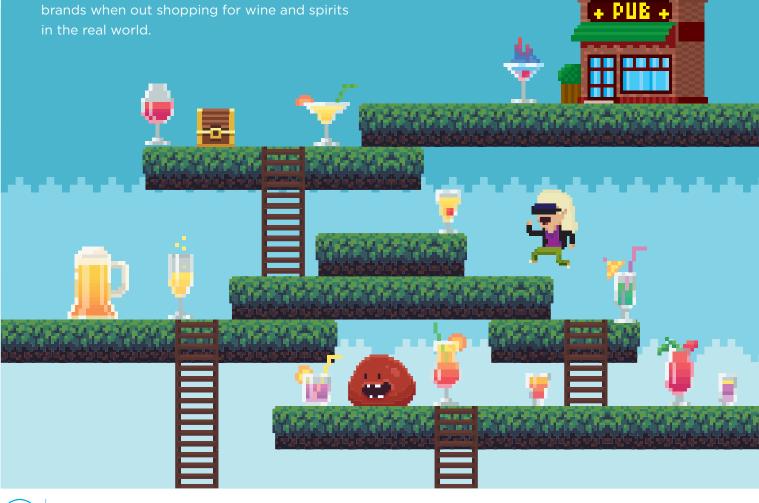


NEW FRONTIER FOR BRANDING

Cutting edge alcohol brands are diving into this new world of virtual reality, marketing, and technology in many ways including AR product labels and VR experiences, such as distillery or winery tours. Many brands are also bringing their wines and spirits to life through interactive apps. By simply pointing your phone at the label, the bottle artwork "comes to life," engaging customers and telling the story of the brand in a new and exciting way.⁶ Brands can also host virtual "tastings" or virtual "bar nights" in the metaverse, allowing avatars to meet, socialize, or network over a glass of wine or cocktail. This becomes a great space to introduce and educate users to new products. Virtual experiences can also result in actual sales as the consumer can then easily recognize these Overall, metaverse marketing allows brands to maximize their creativity to reach their target audience⁷ and leverage this new virtual space as a platform to launch and market their new innovations. A new outlet, beyond the traditional press release and enthusiast or influencer invites, allowing potential consumers to experience the brand's look and feel before even tasting the product!⁸



As trailblazers in the beverage industry, PHCP is actively researching and making plans to dive headfirst into this innovative and unique digital world. Let our creative services team help you design and create your own NFT and brand's digital platform!



WORD BANK

METAVERSE: A universal and immersive virtual world that is facilitated by the use of VR (*Virtual Reality*) or AR (*Augmented Reality*) headsets and promotes social connection.

NFT: A non-fungible token (or NFT) is a financial security consisting of digital data stored in a blockchain, a form of distributed ledger.

AR: Augmented reality (or AR) is an interactive experience of a real-world environment where the objects that reside in the real world are enhanced by computergenerated perceptual information often on a smartphone or camera.

VR: Virtual reality (or VR) is the computer-generated simulation of a three-dimensional image or environment that can be interacted with in a seemingly real or physical way by a person using special electronic equipment, such as a helmet with a screen inside or gloves fitted with sensors.

CRYPTOCURRENCY: Cryptocurrency or "crypto" is an encrypted data string such as Ethereum or Bitcoin that denotes a unit of currency.

AVATAR: A digital figure that represents a person in video games and other digital platforms such as the metaverse.

MINTING: Converting digital data into crypto collections or digital assets recorded on the blockchain.

BLOCKCHAIN: A system of recording information in a way that makes it difficult or impossible to change, hack, or cheat the system. A blockchain is essentially a digital ledger of transactions that is duplicated and distributed across the entire network of computer systems on the blockchain.

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RFPs need some TLC?

LET US HELP YOU
WITH BRAND STRATEGY
& OUSTOM IDEATION!

STRATEGY DEVELOPMENT

MENU GAP ANALYSIS

PROGRAMMING + PLATFORM DEVELOPMENT

CONSUMER ENGAGEMENT OPPORTUNITIES

STAFF TRAINING RESOURCES

DRINK IDEATION & DEVELOPMENT

PRESENTATION + SPEC ART DESIGN

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Written by: Grace Marlin Layout Design: Amy Schraub

COFFEE COCKTAILS & MOCKTAILS:

All Day, Every Day!

We're having deja brew when it comes to the espresso martini trend.
Studies show that the rate of mentions for 'Espresso Martini' online is up nearly 300%!¹ With the spotlight being on Espresso Martinis, this opens the door for other coffee cocktails. Below are some to consider when working on drink ideation:

- CARAJILLO Licor 43 and a shot of espresso*
- COLD BREW NEGRONI
 Cold brew, gin, sweet
 vermouth, and an
 orange twist
- THE CASTAWAY

 Dark rum, coffee liqueur,
 pineapple juice

*The Carajillo is a Mexico City inspired cocktail that shows to be picking up speed in the United States.² Give it a try during your next visit to restaurants such as:
Fogo de Chao,
Vic & Anthony's, and
Del Frisco's Double Eagle!

The beauty of coffee is it can be enjoyed by itself, in a cocktail, or even a mocktail. Research shows non-alcoholic beverages have spiked 33% since 2021.³ Consider expanding your beverage menu by including coffee-based drinks like:

01

GOLD FASHIONED

Cold brew, simple syrup, orange bitters, ice

02

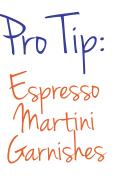
COFFEE ORANGE

Orange, honey, drip coffee (or espresso)

03

COFFEE MINT JULEP

Cold brew, fresh mint leaves, simple syrup



Looking to plus up your Espresso Martini or other coffee-based cocktails? Go above and beyond by featuring unique, Instagrammable garnishes like a chocolate-covered strawberry, toasted marshmallow, or even dehydrated raspberries!









One key ingredient that can save time, money, and make a tasty cocktail is cold brew. Cold brew is extremely versatile and offers a fun way to explore innovative mocktails! Reach out to your local distributors to see what cold brew they offer.

Research and trends show no sign of the coffee craze slowing down. With that being said, we believe it'll continue making its way onto beverage programs, even penetrating new dining segments like casual and fast casual, due to the increased demand and accessibility. We highly encourage being innovative and adventurous when it comes to coffee applications – don't forget, coffee can be enjoyed all day, every day!

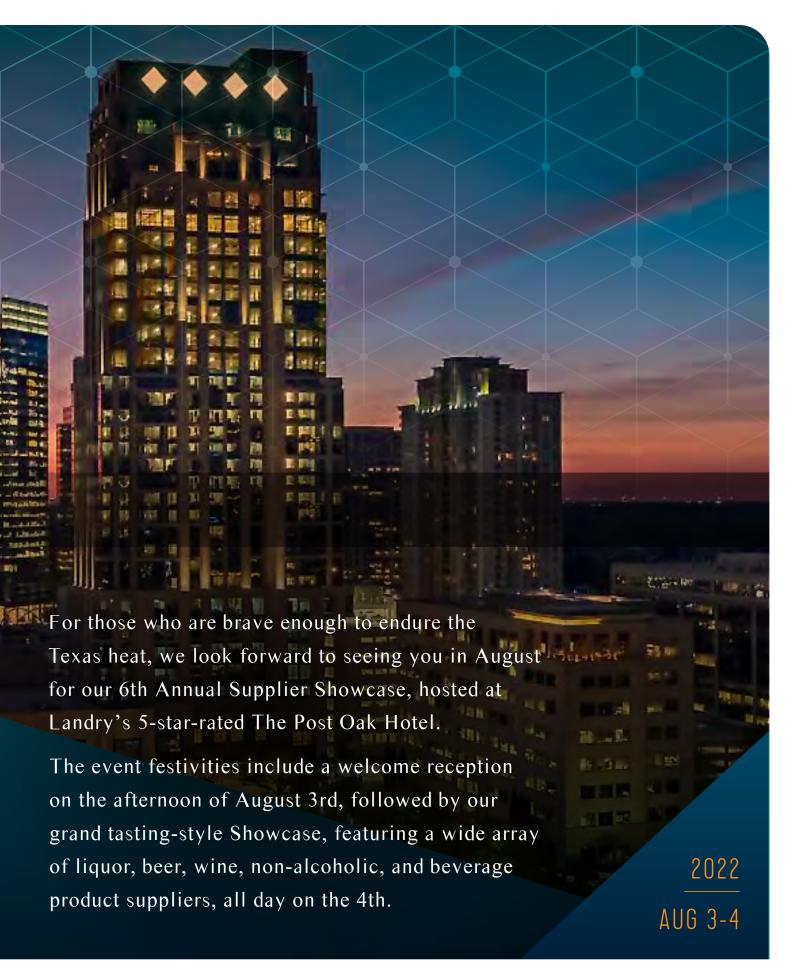
SOURCES:

- "How the Espresso Martini Took Over...", InsideHook, February 14, 2022
- Jessica Sulima, "Forget the Espresso Martini and Choose...", Thrillist, Thrillist, November 16, 2021
- 8. Amanda Little, "Mocktails are 100 Proof Millennial Focused...", Washington Post, *January 21, 2022*











HOTEL+RESORT

BE A PART OF THE DISCUSSION





Devin BurnsOMNI HOTELS & RESORTS
Vice President, Rooms, Food & Beverage



Richard Garcia
REMINGTON HOTELS
Senior Vice President of Food &Beverage



Allison Kafalas
AMERICAS at HILTON
Director, Beverage



Scott Marshall
LANDRY'S SIGNATURE GROUP +
GOLDEN NUGGET FOOD & BEVERAGE
Senior Vice President & Chief Operating Officer

WED, AUG 3

3PM-4PMHOTEL INDUSTRY INSIGHTS
PANEL DISCUSSION
The Post Oak Ballroom, 2nd Floor

5:30PM-7:30PMWELCOME RECEPTION
The Post Oak Hotel Grand Ballroom Foyer



Bradley Moore
AIMBRIDGE HOSPITALITY
Vice President, Food & Beverage Operations

If you have any questions that you would like to submit for consideration and potential discussion during either panel, please submit to hello@phcp.com.

RESTAURANT



Becky Boyd

BLOOMIN' BRANDS, INC.

Outback, Carrabba's, Bonefish

Director, Food & Beverage Innovation



Tylor Field, III
LANDRY'S, INC.
Divisional Vice President, Wine & Spirits



Patrick KirkAPPLEBEE'S
Vice President of Beverage Innovation



Bruce SkalaHOA BRANDS/HOOTERS
Chief Marketing Officer

THUR, AUG 4

8:30AM-9:30AM
RESTAURANT INDUSTRY INSIGHTS
PANEL DISCUSSION
The Post Oak Ballroom, 2nd Floor

9:45AM-12PMGRAND TASTING I, Grand Ballroom

12PM-1PMNETWORKING LUNCH,
The Post Oak Ballroom, 2nd floor

1PM-4PM
GRAND TASTING II, Grand Ballroom









MOVIES:

Batman Returns

Basic Instinct

Home Alone 2: Lost in New York

Sister Act

Aladdin

The Bodyguard

BORN THIS YEAR:

KEVIN COSTNER

RODYGUARD

Miley Cyrus

Demi Lovato

Nick Jonas

Odell Beckham Jr.

Cardi B.



BODYGUARD

HISTORICAL EVENTS:

The first SMS text message ever sent was on December that message simply read "Merry Christmas"

Compact discs surpass cassette tapes as the preferred medium for recorded music.

President George H. W. Bush and Russian President Boris Yeltsin jointly announced

the end of the Cold War.

The Maastricht Treaty is signed, founding the European Union.

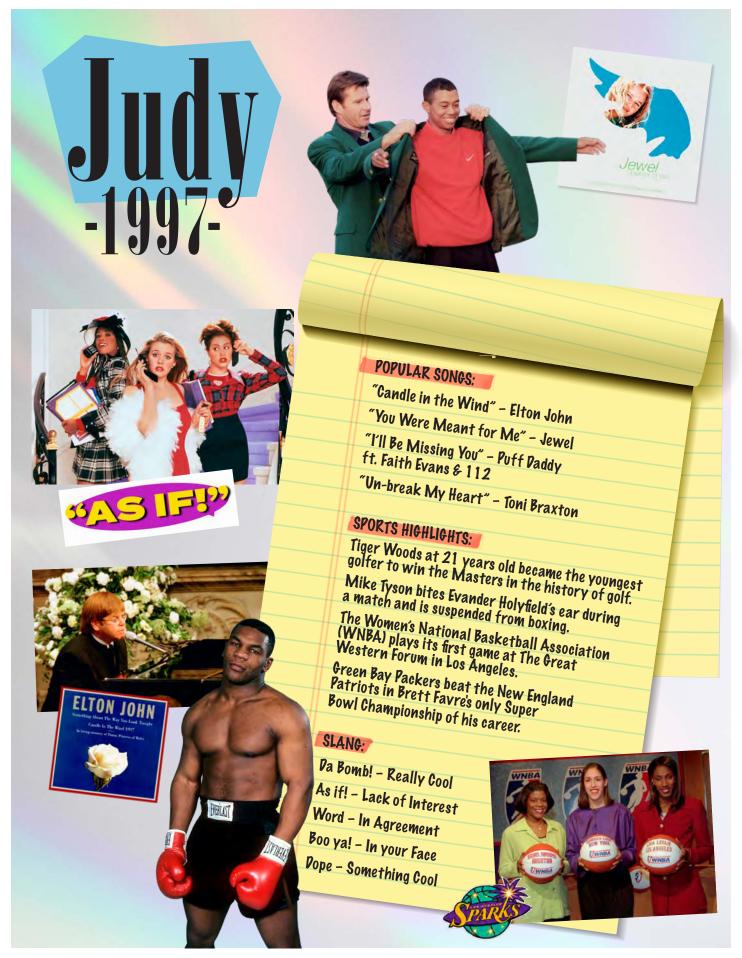
CARTOON NETWORK

Turner Broadcasting System launches Cartoon Network, the first all-animation television channel,



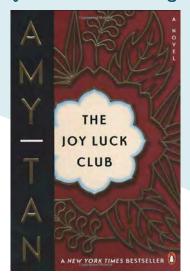






PHCP Book Club Picks

join us in reading:



The Joy Luck Club: A Novel

Author: Āmy Tan

"The Joy Luck Club is one of my favorite books. From the moment I first started reading it, I knew it was going to be incredible. For me, it was one of those once-in-a-lifetime reading experiences that you cherish forever. It inspired me as a writer and still remains hugely inspirational." —Kevin Kwan, author of Crazy Rich Asians

Four mothers, four daughters, four families whose histories shift with the four winds depending on who's "saying" the stories. In 1949 four Chinese women, recent immigrants to San Francisco, begin meeting to eat dim sum, play mahjong, and talk. United in shared unspeakable loss and hope, they call themselves the Joy Luck Club. Rather than sink into tragedy, they choose to gather to raise their spirits and money. "To despair was to wish back for something already lost. Or to prolong what was already unbearable." Forty years later the stories and history continue.

From Amazon.com. Available in print, e-book and audio book.

THOUGHTS ON



The Last Thing He Told Me

Author: Laura Dave

Although the author made a clear attempt to show how the characters developed over time, most of us felt this development felt a little forced, and their choices and relationships rather unbelievable. Since much of the book was set in Austin, it was fun to reminisce about familiar settings in between the, "They did WHAT?!" moments.

Pairs well with companions you trust and brown butter pasta.



PHCP WOULD LIKE TO WELCOME

PHCP is growing, and we are so excited to introduce our newest superstar team members!

Our Account Services team welcomes two amazing Account Executives: *Angelica Batard* and *Brandon Phelps.* Angelica comes to us from Club Corp and Brandon most recently hails from Orlando, Florida, where he spent time in Food and Beverage at Walt Disney World Resorts. Both are graduates of the University of Houston.

Michelle Custer eagerly joins our Events team and came to us from Kansas City, Missouri. Her optimism and enthusiasm are unmatched! We are thrilled to have her with us.

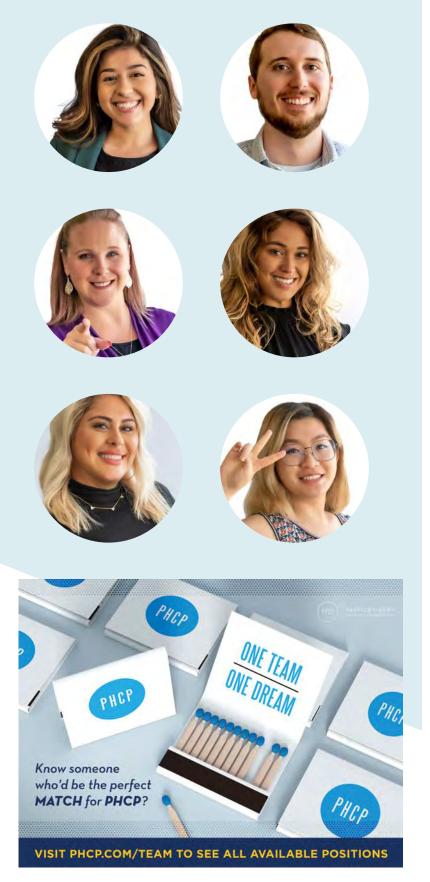
Jax Laverde was recruited by PHCP from her position as GM of Hard Rock - Chicago. She is stepping in as one of our key trainers and has already been exceeding all expectations in travelling for Delaware North and the new Hudson concept in Minnesota.

Shannon Pritchard has been a "friend of the family" over the years and is a great new addition to our Mixology team. You may recognize her behind the bar!

Our Creative team is happy to welcome *Trang Le,* who comes to us from Farouk Systems.

We hope you have the opportunity to meet all of our new team members and know they will have an immediate and lasting impact on our business!

— Patrick







MIXOLOGY ASTROLOGY

* Your Astrological Ambrosia *

TAURUS

April 20 - May 20

Loyal, affectionate, determined, patient

Classic Martini

This sign values all things luxury. With their impeccable taste, they appreciate the finer things in life such as a classic dry gin martini.

Sazerac

Powerful and sometimes stubborn, these Earth signs are determined, loyal, and want a cocktail they can trust head-on like a Sazerac.

CEMINI

May 21 - June 20

Sociable, communicative, lively, intellectual

Mint Julep

Known as the life of the party, this social sign needs a social drink to keep up with them. This bourbon-based cocktail is light, refreshing, and lively just like this Air sign.

Whiskey Sour

Just like Gemini, this cocktail is the perfect balance of sour and sweet.

CANCER

June 21 - July 22

Intuitive, imaginative, protective, romantic

Last Word

Hard shelled, like their spirit animal the crab, Cancers are ready to reveal their gentle nature and tender side to those they love. Romantic and nurturing, this gin-based, Prohibition era cocktail is the perfect beverage for Water sign Cancer.

Brandy Alexander

Rich in taste and history, imaginative and intuitive Cancer will appreciate this shaken, brandy-based dessert cocktail.







EMPLOYEES OF THE MONTH!



NICK YEAGER

Controller

A little known fact: Nick has been *almost* voted Employee of the Month more than any other PHCP'er! "Tireless," "dedicated," and intensely "accurate," Nick has been referred to as a "treasure" by his collegues. His cool, calm demeanor keep him from getting flustered even during the most harried times, and if his performance in the escape rooms is any indication, he is definitely someone you would want in your corner when the going gets tough!

FAVE AIRPLANE SEAT?

"Aisle seat for the extra room since the window seat is always taken by my son"

FICTIONAL DOPPELGANGER (IN SPIRIT)?

"I love fantasy series so it's definitely a tough choice! Attending Hogwarts would definitely be high on the list."

POTENTIAL ALIAS?

"I have been told I look like a Chris by many people over the years, and during my wedding vows the Pastor called me Chris on accident, so to correct my parents apparent mistake I have to go with Chris."

WHAT WOULD YOU ADD TO THE PHCP PLAYLIST?

"Since We are the Champions is already our company anthem, I will go with **Bohemian Rhapsody."**

Want more?

Every quarter new songs get added to our PHCP Playlist on **Spotify**. Click the yellow note above to feel the PHCP vibe!

Have questions or interested in seeing how these stellar individuals can assist with your next project?

Reach out to **hello@phcp.com**



Photo credits: Amy Schraub

AMY PARHAM

Senior Account Executive/Client Relations

How often do you meet someone about whom it can be said that their love of their job shows through every day? Well, meet Amy. She has also been described as a valuable resource to the PHCP team, and the number of exclamation points used in her accolades definitely backs this up! She nurtures her smile like she nurtures her garden, so it's no wonder a forté is client relations. Amy is a stalwart member of the PHCP book club, so when you have a minute, ask her about what we're reading next!

FAVORITE AIRPLANE SEAT?

"Window most of the time! I have room to lean away from the person next to me, especially if they failed to shower that morning or they take off their shoes, and of course not to get hit by the cart."

FICTIONAL DOPPELGANGER (IN SPIRIT)?

"Elizabeth Bennet in Pride & Prejudice"

AGE INDUCTED INTO THE HOSPITALITY INDUSTRY? "15"

WHAT WOULD YOU ADD TO THE PHCP PLAYLIST?

"I Gotta Feeling - The Black Eyed Peas"













- Reunited in breathtaking Aspen
 Megan Herman (Marketing
 Manager of Out West Restaurant
 Group) with PHCP Director Donna
 James and Colleen O'Connell
 Soto (Vice President of National
 Accounts for Q Mixers).
- 2. Dr. John Busi and Cindy Busi (VP of Darden Enterprise Beverage & Innovation) pictured with industry veteran Matt Borgard, enjoying our featured Hangover Brunch cocktails.
- 3. Matt Wells (Taco Mac), Michelle Fossett, and Colleen O'Connell Soto (Q Mixers) enjoying a Patrón Margarita at VIBE's opening night Spring Sips and Samples reception.
- 4. PHCP Aspen Team dressed to impress in their space cowboy best for Aspen After Dark. Pictured (left to right): Patrick Henry, Michelle Fossett, Kevin Pehlman, Alison Bowie, Kevin Barber, Erica Poole, Rebecca Dowda.
- 5. Campari America Team letting loose at Aspen After Dark. Pictured (left to right): Sherrie Berdecia (Channel & Customer Marketing Manager, National Accounts), Patricia Murphy (Sr. National Account Manager), Carley Dunavant (Regional Accounts Sales Manager) TJ Green (State Manager for Colorado), Todd Schuessler (Director, On-Premise National Accounts), Alyson Anderson (Strategic Accounts Manager Hotels & Resorts), Rick Monkarsh (General Sales Manager National and Regional Accounts).
- 6. PHCP's Alison Bowie and Patrick Henry pictured with Red Bull's Jonathan Smith (On Premise National Account Manager) and Brooke Loebl (National Account Manager - Hotels & Entertainment).











- 7. Patrick Henry and Scarlett, Pearland Hooters Girl/Miss Congeniality/Top 10 Finalist, enjoying the beautiful weather and views in Lake Tahoe at the 2022 Miss Hooters International Pageant & Conference.
- 8. Congratulating Jeffery Bartfield on his Spirit Supplier of the Year Award at the Smokey Bones 2022 General Manager Conference at the Hard Rock Seminole Hotel & Casino in Hollywood, FL (left to right) Britney Smith (PHCP Sr Account Executive), Jeffrey Bartfield (Proximo VP NAOP), Nicole Milnthorpe (Smokey Bones CFO), Patrick Henry (PHCP CEO/Chairman).
- 9. Remington Hotel's Rich Garcia (Senior Vice President of Food & Beverage) and his beautiful wife Marina alongside PHCP's Kurt Moody (Director of Beverage Operations), watching the Chicago Cubs at our Wrigley Rooftops Baseball Event during National Restaurant Association.
- 10. Patrick Henry and Rebecca Dowda pictured with The Modern Mixologist and 2022 Millennium Advisory Board Icon Honoree, Tony Abou-Ganim at the MAB Reception during VIBE.
- 11. Choctaw Casinos & Resorts Team enjoying cold brews and unbeatable views of Wrigley Field during NRA. From left to right: Chris Weller (Corporate F&B Operations Director), Brent Hinz (Executive Director F&B), Leonel Ducharme (Corporate Executive Chef), David Dell (Corporate F&B Operations Director), Fernando Lopez (Supply Chain Director), Scott Hall (Director Pricebook/POS), Brian Owenby (Corporate Executive Chef).







Photo credits: Laura Nepveux, Gigi's Playhouse