



CFESA REGION 6 VIRTUAL MEETING

CO-HOSTED BY JOE WARREN & SONS, AND DAVISWARE, INC.

JUNE 10TH, 2020 - PART ONE

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| 11:00AM | WELCOME - JENN DAVIS, CHRIS WARREN (5 MINUTES)
ANTITRUST (5 MINUTES) |
| 11:10AM | JIMMY COON - SENIOR DIRECTOR, CONSTRUCTION SERVICES TRIMARK UNITED EAST <ul style="list-style-type: none">• OFFERS OPPORTUNITY TO PAUSE AND REFLECT<ul style="list-style-type: none">○ REALIGN PRIORITIES○ INDIVIDUAL AND EMOTIONAL CONNECTIVITY○ IMPACTFUL CUSTOMER STATEMENT• RETURN TO THE BASICS<ul style="list-style-type: none">○ HOSPITALITY AND SERVICE WITH A SMILE○ REENERGIZE AND REACTIVATE CUSTOMER SPACE○ IMPACTFUL CUSTOMER STATEMENT• HOW WE HELP<ul style="list-style-type: none">○ BEING MINDFUL OF NEW SOCIAL DISTANCING ETIQUETTE○ HOW THIS INFLUENCES BEHAVIOR AND INTERACTIONS○ IMPACTFUL CUSTOMER STATEMENT |
| 11:40AM | LIVE BREAK, COMMITTEE ANNOUNCEMENTS (2-3) & POLL QUESTION |
| 11:50AM | PAT DUFFY - PRESIDENT DUFFY'S/AIS <ul style="list-style-type: none">• FROM THRIVING TO SURVIVING<ul style="list-style-type: none">○ INTRODUCTION○ WHAT IS HAPPENING○ SURVIVAL MODE• REACTIONS AND ADJUSTMENTS FOR SURVIVAL<ul style="list-style-type: none">○ STAFF AND SCHEDULE REDUCTIONS○ EXPANSION OF SERVICES, REDUCING EXPENSES AND MAXIMIZING STAFF○ EXECUTION CHALLENGES• WHAT DO WE NEED TO DO IN THE NEW NORM TO BE PROFITABLE?<ul style="list-style-type: none">○ DIVERSIFY○ CREATIVITY○ REMOTE |
| 12:20PM | Q&A WITH JIMMY & PAT LIVE |
| 12:55PM | DAY 1 WRAP UP - CHRIS WARREN & JENNIFER DAVIS |

JUNE 11TH, 2020 - PART TWO

- 11:00AM WELCOME - JENN DAVIS, CHRIS WARREN (5 MINUTES)
ANTITRUST (5 MINUTES)
- 11:10AM VIDEO - ALLIED PARTNERS (2 MINUTES EACH)
EFFECT ON OUR ALLIED ASSOCIATIONS
- CFESA (COMMERCIAL FOOD EQUIPMENT SERVICE ASSOCIATION)
 - NAFEM (NORTH AMERICAN ASSOCIATION OF FOOD EQUIPMENT MANUFACTURERS)
 - MAFSI (MANUFACTURERS' AGENTS ASSOCIATION FOR THE FOOD SERVICE INDUSTRY)
 - FCSI (FOODSERVICE CONSULTANTS SOCIETY INTERNATIONAL)
- 11:20AM **JOHN MEGAN - SALES REPRESENTATIVE** [HATCH JENNINGS](#)
- COVID 19 IMPACT ON:
 - HATCH JENNINGS
 - MFG REP NETWORK
 - RELATIONSHIPS - OUR ABILITY TO BOND AND NETWORK
- 11:50AM LIVE BREAK, COMMITTEE ANNOUNCEMENTS (2-3) & POLL QUESTION
- 12:00PM **STEVE SNOWER - CEO** [PARTSTOWN](#)
- COVID – INDUSTRY IMPACT, RECOVERY OUTLOOK, AND THOUGHTS ON WHAT COMES AFTER
- 12:30PM Q&A WITH JOHN AND STEVE
- 12:55PM DAY 2 WRAP UP - CHRIS WARREN & JENNIFER DAVIS