

## HOSPITALITY

= CLIENT ENTERTAINING



— DINNER —

# Dinner means showing the best Boston has to offer

By Keith Regan | Special to the Journal

Sometimes, business dinners are completely business-free, an opportunity to meet a client in a relaxed atmosphere and nurture the underlying relationship.

Other times, a good meal is but a backdrop to hammering out deal details or landing a contract.

Whatever the approach, and whatever the client's personal tastes in food and atmosphere, the Greater Boston area offers executives a host of choices for power dining at the end of a long workday.

As president of Suzanne B. Lowell Lighting Design, Suzanne Lowell is in the business of setting the mood. She knows the importance of having the right atmosphere for whatever the goal is.

As a result, some of her favorite restaurants to dine with clients and potential clients have eclectic and memorable settings.

Among her favorites is Bokx 109 in Newton, which she said possesses a "cool vibe" that is "groovy and easy." Chef Jarrod Moiles' restaurant, located inside Hotel Indigo, emphasizes grilled meats and seafood.

"In the summer the restaurant opens onto the pool patio with fabulous fire pits so it's a flexible space for client entertaining," Lowell said.

Lowell can also be found at Michael Schlow's Tico on

Berkeley Street in Boston, which she describes as having a "great lively space and vibe" and a menu varied enough to accommodate a range of tastes.

Another go-to spot is Il Capriccio in Waltham, which Lowell said offers a "fantastic wine list and incredible food and atmosphere," both in the main restaurant and the more casual bar area. "The attentive and friendly staff are the clincher for me at this restaurant."

As CEO of Cervello, a 2-year-old technology startup based in Boston's Financial District, Scot MacGillivray chooses restaurants that minimize the time spent out of the office for himself, his employees and his clients — be they local businesses or out of town prospects.

"Many of our entertaining decisions are based on proximity to our office (Financial District) and the airport," said MacGillivray, whose business provides analytics and planning products through a software-as-a-service platform model.

With an office in the Prudential Building, Al DeNapoli doesn't have to look too far to find a great restaurant to entertain clients and those he hopes will become his clients. In fact, all he has to do it look right above his head.

"If it's a nice day and you're bringing in people who may not come into the city often or who may be referral sources, it's always a great choice to bring them to

the Top of the Hub," said DeNapoli, a member at law firm Tarlow, Breed, Hart & Rodgers. "They get a nice elegant meal and a tremendous view of Boston that you can't get anywhere else. It's something different than they'll usually see and they can get a taste of the whole city."

On weekends, DeNapoli sometimes chooses to treat clients to a different taste of the city, meeting them at the Boston Winery, where they can take part in the weekly wine tastings.

"If I happen to be meeting someone on a Saturday and I know they like wine I'll suggest it," he said. "It's only 10 minutes from downtown and if someone is from out of town or even if they're from in town and don't know about the place, it's a great place to show them a different side of Boston."

Richard Mulligan often hears the same request when arranging a dinner in the city for out-of-market clients of Mint Cars On-Demand, a car-sharing company that specializes in fuel-efficient vehicles that are available in as little as an hour. Mint currently serves the Boston and New York markets.

His go-to North End spot is Nebo, which he called "authentic and contemporary."

Nebo is "consistent in quality of food and service," he added. "The location is also great — at the recently renovated Bulfinch Triangle."