

## NED ALAN SOKOLOFF - BIO

### CEO and Founder of Specialty Group

Ned's career in the Pennsylvania Bar and Restaurant industry has spanned over 37 years; his dedicated commitment and work have led him to a reputation and name synonymous with success in the Hospitality industry. Ned's efforts have created hundreds of new restaurants and bars along with thousands of jobs throughout the region. Specialty Group was created in 1986 as a result of Ned's vision and his ability to identify the need for a specific company designed to help aspiring restaurateurs and bar people achieve their dreams. Ned's vision also included those already in the business offering comprehensive boutique of services exclusively tailored for the industry; financing, liquor license brokerage, Bar & Restaurant Business/Real Estate Brokerage and preparation and filing of all PLCB documentation. In the year's prior to Specialty Group, Ned's father had owned twenty five liquor licensed establishments in the Philadelphia area. Ned grew up in the business and understood what the business challenges are. Ned attended Penn State University and worked under liquor attorney Barry Goldstein. Liquor and later with attorney David Litman who recruited Ned to Pittsburgh in 1975 and he worked until 1986 and opened Specialty Group.

**ACCOMPLISHMENTS:** INSTRUMENTAL IN HANDLING OVER 2,500 LIQUOR LICENSE TRANSFERS AND THE OPENING OF OVER 1300 LICENSED RESTAURANTS SINCE 1970.

**LEADERSHIP:** Board of Directors -Pennsylvania Restaurant Association  
PRA-Government Affairs Committee  
Advisory Committee- Pennsylvania Culinary Foundation  
Hospitality Alliance of Western Pennsylvania  
Big Brothers 1975-1987

**PUBLISHED AUTHOR:** Server Magazine- Monthly Restaurant Paper column -10 Years  
PA Real Estate Journal  
Observer- Pennsylvania Beverage Journal-8 Years  
NJ PA Real Estate Journal  
Restaurant Matters

# SPECIALTY GROUP

Specialty Lenders, Ltd • Specialty Liquor License Brokers • Specialty Bar & Restaurant Brokers  
Specialty Real Estate, Ltd. • Specialty Insurance and Accounting Services

**SEMINARS GIVEN FOR:** Small Business Association  
Pennsylvania Restaurant Association  
Entrepreneurs Day

**LICENSED:** PENNSYLVANIA REAL ESTATE SALESPERSON-31 yrs  
PENNSYLVANIA NOTARY PUBLIC

**INTERVIEWED IN:**  
Pittsburgh Post Gazette  
Small Business News  
Pittsburgh Courier  
Enterprise Journal  
Pittsburgh Business Times  
Observer  
Server  
Nations Restaurant News  
Night Club and Bar Magazine  
Pittsburgh Tribune Review

**SEMINARS GIVEN FOR:** Small Business Association  
Pennsylvania Restaurant Association  
Entrepreneurs Day