





Registration Information

To register or for more information, please visit our website at www.rtseminar.com or contact Anne Heyliger at (617) 426-7600 or aheylinger@cafcoconstruction.com

Registration fee is \$75

Light refreshments will be served

Parking and Transportation

-  Tufts Medical Center Station
-  Arlington Station
-  200 Stuart Street Garage
200 Stuart Street, Boston, MA 02116
-  Motor Mart Garage
201 Stuart Street, Boston, MA 02116

Post-Seminar Networking

Please join us after the program for networking and socializing in The Foyer.

Net proceeds will be donated to:

**Future Chefs: Fueling Pathways
for Boston Teens**

RESTAURANT TRENDS



The purpose of our seminars is to provide programs of substantive issues that enhance the professionalism of the industry and provide meaningful information. Our primary goal is to help restaurant owners and operators succeed in a very competitive market. We hope you enjoy the program.

Presented and Sponsored by:

THE BOSTON
RESTAURANT
GROUP, INC.

cafco

CONSTRUCTION MANAGEMENT

 **RIW**
RUBERTO, ISRAEL & WEINER

Sponsored by:

 **USI**
OFFICIAL INSURANCE BROKER

The 21st Annual

RESTAURANT TRENDS SEMINAR



Ingredients for Success

*There's work to be done...
but plenty to celebrate*

Tuesday, May 7, 2013
1:30 p.m. - 5:00 p.m.
Registration 1:00 p.m.

The Revere, Theatre 1
200 Stuart Street
Boston, MA 02116

Current Restaurant Trends

Charlie Perkins, The Boston Restaurant Group, Inc.

Charlie Perkins is the owner of The Boston Restaurant Group, Inc., a commercial real estate firm that specializes in selling restaurants, leasing restaurant space and restaurant appraisals.

- **Current Restaurant Trends**
- **Boston Fast Facts**
- **Industry Benchmarks**
- **Making the numbers work**
- **Base rent vs. rent per square foot**

Update on Current Licensing and Permitting Issues and Challenges

Steve Miller, Esq., Managing Partner, McDermott, Quilty and Miller, LLP

- **What's going on with the ABCC**
- **Scarcity of liquor licenses in Boston and other communities**
- **Disclosures of restaurant owners, investors and landlords on public transfer filings**
- **Management arrangements with Landlords and others**
- **Fair Compromises to keep liquor licenses associated with locations rather than owned by Landlords**

Real Estate Opportunities

Moderator: Ed McCabe, President, Cafco Construction Management Inc.

President of Cafco Construction Management, Inc., a general contractor & construction management firm specializing in restaurant & entertainment venues. Cafco's comprehensive understanding of restaurant operations, along with their extensive construction experience, allows them to provide restaurants with unparalleled customer service.

Panelists

Jesse Baerkahn, CityRetail

Jonathan Dutch, Boston Urban Partners

Pat Mulvihill, Boston Properties

- **Fenway Corridor**
- **North Station**
- **Prudential Center/Back Bay areas**
- **Fort Point Channel**
- **Downtown**
- **Innovation District/Seaport**
- **East Cambridge markets of Central and Kendall Squares and surrounding areas**

Financing Your Restaurant's Growth through Friends, Families, and Supporters as Investors

Moderator: Lou Katz, Esq., Ruberto Israel & Weiner, P.C.

Founder & chairman of the firm's Retail, Food, and Hospitality group. This group represents restaurants and retailers in all legal aspects of their business, including mergers and acquisitions, leases, employment, financing, trademarks and branding, organization of operating entities and partnership arrangements.

Panelists

David Badeau, Research Analyst, The Lynch Foundation and Family Office

Brian Lesser, CEO, Storyville, Tavern Road

Andy Pforzheimer, CEO, Barcelona Wine Bar

- **Who are these Investors? How do you find them?**
- **What do they want from your Restaurant Company?**
- **Structuring the Investment**
- **Equity versus Bank Financing**
- **Traps for the Unwary and Lessons Learned Along the Way.**