





Registration Information

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

Registration fee is \$75

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:



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.

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The 24th Annual

RESTAURANT TRENDS SEMINAR



Guess Who's Coming To Dinner... Setting the Table for A Winning Concept

Monday, June 6, 2016
2:00 p.m. - 5:00 p.m.
Registration 1:30 p.m.
Networking Reception 5:00 p.m.

Revere Hotel Boston Common
Theatre 1
200 Stuart Street
Boston, MA 02116

The Greater Boston/Cambridge Restaurant Scene



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. Mr. Perkins was a regional manager with Friendly Ice Cream Corporation and a multi-unit Franchise owner with Dunkin Donuts. In 1990, he founded The Boston Restaurant Group, Inc. Since that time the company has negotiated the sale of over 550 restaurants and has performed over 250 business appraisals. Mr. Perkins has been qualified as an expert witness and is a frequent speaker on such topics as selling restaurants, appraising restaurants and restaurant industry trends. He is often interviewed by such publications as The Boston Globe, the Boston Herald and the Boston Business Journal and he was the contributing author on the subject of restaurant valuations in the Handbook of Business Valuations, published by John Wiley & Sons, Inc. Over the years The Boston Restaurant Group has had the privilege of representing such clients as Not Your Average Joe's, The Briar Group, The East Coast Grill, Hamersley's Bistro, The Olive Group, Tavern in the Square, the Lenox Hotel and Ruth's Chris Steakhouse.

- **Charlie's presentation will highlight current issues and events that have an impact upon the restaurant industry, in the Greater Boston market. Representative topics: restaurant openings and closings, escalating rents, restaurants valuations, what's hot and what's not, who is doing what, the changing demographics, government regulations, the new South End and industry benchmarks.**

Current Restaurant Trends - National Outlook



Melissa Wilson, Principal at Technomic Inc.

Melissa Wilson, a Principal at Technomic, is responsible for developing, managing and conducting consulting and research engagements for the firm's foodservice operator clients as well as suppliers and private-equity firms with interests in the foodservice industry. Primary practice areas include: consumer and operator research, growth and expansion strategy, concept evaluation and competitive positioning. Melissa also directs the firm's multi-client Catering Insights programs.

The Lettuce Entertain You Story - Corporate Culture Matters



John Buchanan, President/Founding Partner, Lettuce Consulting Group

John Buchanan is the President and a founding partner of the Lettuce Consulting Group. In addition to leading the strategic growth and client services of the group, John provides oversight management to all operator and manufacturer engagements. He has particular responsibilities in operational troubleshooting, operating systems Implementation, new concept development and menu services as well as training programs for both management and staff.

- **Lettuce Entertain You, headquartered in Chicago, Illinois currently owns and operates over 100 restaurants, with over 55 different concepts in several cities around the country. John will be sharing some of the secrets which have made LEY one of the most successful restaurant groups in the U.S. and a model for independent restaurant operators everywhere.**

Entertainment



Tony V, Comedian

Tony V started his stand-up comedy career in 1982 after attending several shows at Boston's prestigious Comedy Connection. He wandered in one night, quite by accident, looking for a little stress relief from a high pressure job as a case worker at the Somerville Mental Health Center. Tony was working his way toward a Masters degree in social work having graduated from the University of Massachusetts with a B. S. in Psychology. It was not long after that he took to the stage himself. Tony's street wise humor tempered with a genuine feel for the human condition quickly propelled him to headliner status on the national comedy club circuit.

- **Tony's uniquely funny take on the world... with a special salute to the Hospitality Industry**

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