Registration Information

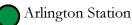
To register or for more information, please visit our website at <u>www.rtseminar.com</u> or contact Anne Heyliger at (617) 426-7600 or aheyliger@cafcoconstruction.com

Registration fee is \$75

Light refreshments will be served

Parking and Transportation

Tufts Medical Center Station



D²⁰⁰ Stuart Street Garage 200 Stuart Street, Boston, MA 02116

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Post-Seminar Networking

Please join us after the program for networking and socializing in the Emerald Lounge at The Revere.

Net proceeds will be donated to The Greater Boston Food Bank.

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.



The 20th Annual RESTAURANT TRENDS SEMINAR



Ingredients for Success

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

Tuesday, May 15, 2012 1:30 p.m. - 5:00 p.m. The Revere *(tormerly Radisson Hotel)* 200 Stuart Street Boston, MA 02116

Boston's Development and Economic Growth

Peter Meade Director, Boston Redevelopment Authority

Peter Meade is the Chief Economic Development Officer for the City of Boston. The BRA is responsible for Boston's planning and economic development agenda.

- Boston's development and economic growth
- Activity in the Fenway and the Innovation District
- Revitalization of Downtown Crossing and Dudley Square

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
- Will the suburbs ever recover?
- Where is the next Legacy Place?

The Developer's Perspective -Restaurant Deals

Moderator: Louisa Kasdon Freelance Writer and Editor

Specializing in food, lifestyle, travel and health for regional, national, and international publications including Boston Globe, Boston Magazine, Ladies' Home Journal, Town & Country, Boston Phoenix, the Boston Globe Magazines, among others.

Panelists

Mark Roberts, WS Development Senior Vice President of Leasing

Young Park, Berkeley Investments President & Principal

- Developments/tenant opportunities
- Selecting independent operators vs. chains
- The pros, cons and challenges of selecting independent operators
- Mixed use vs. retail developments
- Typical lease deal business points

Lessons Learned in Operating Your Restaurant Business

Moderator: Dave Andelman CEO, Phantom Gourmet

Dave Andelman serves as CEO of Phantom Gourmet, a food-related television and radio program with reviews of New England area restaurants from an anonymous critic. Dave is also the President of the Restaurant and Business Alliance.

Panelists

Anthony Ackil, b.good CEO and Cofounder

Chris Schlesinger, East Coast Grill CEO, past James Beard Award Winner

Steve Silverstein, Not Your Average Joe's CEO and Founder

- How to resolve the growth versus no-growth debate within your organization
- Financing strategy for a growing restaurant company
- Impact of social media on your business
- Operating in the city vs. suburbs
- What are you looking for in new lease deals
- Current restaurant consumer trends