## **Registration Information**

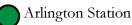
To register or for more information, please visit our website at <u>www.rtseminar.com</u> or contact Anne Heyliger at (617) 426-7600 or aheyliger@cafcoconstruction.com

## Registration fee is \$75

Light refreshments will be served

# **Parking and Transportation**

Tufts Medical Center Station



D<sup>200</sup> Stuart Street Garage 200 Stuart Street, Boston, MA 02116

D Motor Mart Garage 201 Stuart Street, Boston, MA 02116

# **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.

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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