



RESTAURANT FINANCE WEEK 2020

NOVEMBER 9-13 • A DIGITAL FORUM

Stay Informed, Stay Connected, Stay Inspired
Join Us Online

**Register for a
Complimentary Ticket
www.restfinance.com**

RESTAURANT
FINANCE

MONITOR®

Franchise Times®



ABOUT THE DIGITAL FORUM

RESTAURANT FINANCE WEEK is a virtual event like no other in the restaurant industry. It features the latest information in restaurant financing, M&A, accounting, tax, operations, real estate and technology. Plus, you can connect with lenders, investment banks, financial advisors attorneys, accountants, real estate professionals, franchisors and more.

The impact of the pandemic on the restaurant industry has been considerable, and that's why it is more important than ever to be informed and stay connected in the finance community.

EVENT DETAILS

- The event is Monday–Friday, November 9-13, 2020. Each day there will be multiple presentations to choose from beginning at 11:00 am Eastern.
- An easy to navigate digital portal will be available to allow you access to all presentations, materials and sponsors.
- Each session can be viewed live, or after the presentation date at your leisure until December 31, 2020.
- Multi-unit restaurant operators can connect with lenders, investment bankers, financial advisors, franchisors, attorneys, real estate professionals and more. Use this event to reach out to our sponsors to set up a meeting.
- 2021 will offer opportunities aplenty. November is the perfect time to make those connections.

REGISTER FOR A COMPLIMENTARY TICKET

- The conference is complimentary to all who wish to attend. All you have to do is fill out a registration form, and you can attend all of the sessions and connect with the many financial sponsors that have designated Restaurant Finance Week as their way to connect with you.

LET'S MAKE A DEAL...ONLINE

- Each of our financial, vendor and franchise sponsors have their own Landing Page on the digital portal with details and contact information.
- Learn about each company and pre-set appointments with them! Simply send an email request with your contact information and details.

CPE CREDITS ARE AVAILABLE

ACCOUNTING: Up to 25 credits available.

The conference producer is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN, 37219-2417. Web site: www.nasba.org.

The cost to obtain CPE during Restaurant Finance Week is \$195. Contact info@restfinance.com for details on how to receive credits for attending Restaurant Finance Week.

Join us for **Restaurant Finance Week** to stay informed and make connections so you can prosper in the New Year!





STAY INFORMED



REDESIGNING THE RESTAURANT OF THE FUTURE

Thursday, November 12

MICHIGAN STATE UNIVERSITY

UNLV

FIU FLORIDA INTERNATIONAL UNIVERSITY

The University of Texas Rio Grande Valley

Faculty members from leading university hospitality programs have assembled four student teams to compete at this year's **Restaurant Finance Week**. After months of student research and input from university faculty, the teams will present their best ideas for redesigning the restaurant of the future. Teams will present to the conference audience and questions will be asked from a panel of expert judges. Find out what the next generation of restaurants will look like!

Sponsored by:



Keynote Speakers

Tuesday, November 10th

The Wall Street Journal's Jason Riley Breaks Down the Election

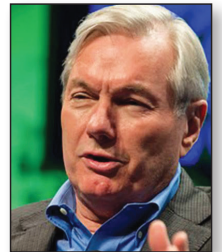
Jason Riley is an American journalist, a member of The Wall Street Journal editorial board, a senior fellow at the Manhattan Institute and a pundit on Fox News, PBS, NPR and C-SPAN. He'll join Restaurant Finance Week attendees and break down the results of the presidential election and what it means for politics, economics, immigration and race.



Monday, November 9th

Covid-19 Business Intelligence with Dr. Michael Osterholm, Director, Center for Infectious Disease Research and Policy (CIDRAP)

Dr. Osterholm is an internationally recognized expert in infectious disease epidemiology and is an expert on the public health impact of Covid-19. Hailed by CNN as "the infectious disease expert who has been warning us for a decade and a half that the world will face a pandemic," Dr. Osterholm will update Restaurant Finance Week attendees with the latest health information on the pandemic and vaccine.



Tuesday, November 10th

A View from the C-Suite: Piper Sandler Analyst Nicole Miller Regan Interviews Dunkin' Brands CEO David Hoffmann

Dave Hoffmann joined Dunkin' Brands in October 2016 as president, overseeing all operations, marketing and development for the brand domestically. He was appointed to CEO in July 2018, where his responsibilities expanded to include Baskin-Robbins, as well as the international businesses of both Dunkin' and Baskin-Robbins. Dave spent 22 years with McDonald's Corporation. Join us for an all-encompassing look at Dunkin's operations and what this restaurant operations expert sees on tap for the industry in 2021.



Student Competition Judges



Brian Geraghty
MUFG Union Bank



Keith Foster
BKD CPAs & Advisors



Anand Gala
Gala Capital Partners



Boris Ochsenius
BSBC Chicken
(Zaxby's franchisee)



Sanjiv Razdan
GLEAM Network





THE PROGRAM

Around the Industry in 60 Minutes

John Hamburger, Restaurant Finance Monitor
Larry Reinstein, CEO, LJR Hospitality Ventures
Dave Bennett, CEO, Mirus Restaurant Solutions
Bill McClave, Managing Partner, Birchwood Resultants

What the Restaurant Finance World Will Look Like in 2021

John Hamburger, Restaurant Finance Monitor
Carty Davis, Partner, C Squared Advisors
Craig Wolf, Managing Director, Fifth Third Bank
Derek Ladgenski, Partner, Katten Muchin Rosenman
Tim Morris, Chief Credit Officer, Pinnacle Commercial Capital
Gary Chou, EVP, Matthews Real Estate Investment Services

DIY Delivery: What It Takes to Do Native Delivery Right

Nicholas Upton, Restaurant Editor, Franchise Times
Scott Absher, CEO, ShiftPixy
Nicholas Scarpino, SVP Marketing and Off-Premises Dining, Portillo's Hot Dogs
Sean Kennedy, CEO, Cowboy Chicken

Everything You Wanted to Know About Bankruptcy and Distressed Investing, but Were Afraid to Ask

Moderator: Navin Nagrani, EVP, Hilco Global
Jonathan Tibus, Managing Director, Alvarez & Marsal
Jeffrey Crivello, CEO, BBQ Holdings (Famous Dave's)
Teri Stratton, Managing Director, Piper Sandler
Jeff Dutson, Attorney, King & Spalding

Front Line Report-Casual Dining

Alice Elliot, CEO, The Elliot Group
David Deno, CEO, Bloomin' Brands
Cheryl Henry, CEO, Ruth's Hospitality Group
Tim McEnery, CEO, Cooper's Hawk Winery & Rest.
David Birzon, CEO, Snooze, an A.M. Eatery

PPP Loan Knowns, Unknowns, and Ambiguities—An Update

Michael Cullom, National Director of Restaurants and Hospitality, Moss Adams
Justine Hunter, Rest. Practice Leader, Moss Adams
Matt Haller, SVP Government Affairs, International Franchise Association
Alan Thomes, EVP, Managing Director, Cadence Bank

Top CFO's Discuss How They Pivoted Towards Tech Proficiency

Mike Vichich, CEO, Wisely
Jon Howie, CFO, Chuy's Holdings
Paul Potvin, CFO, California Fish Grill

Post-Election Tax Policy

John Nicolopoulos, National Retail and Restaurant Sector Leader, RSM
Mathew Talcoff, Tax Partner, RSM
James Alex, Washington National Tax, RSM
Kevin Depew, RSM Deputy Economist, RSM

Restaurant CFOs Tackle the Covid-19 Challenges—What's Next for 2021?

Dana Zukofsky, Director, BDO
Kate Jaspon, CFO, Dunkin' Brands
Steve Brake, CFO, Del Taco
Matthew McGuinness, CFO, WKS Restaurant Group
David Oden, President, InfoSync

Sustaining Restaurants Through New Collaborative Relationships

Rick Gibson, Shareholder, Monroe Moxness Berg
Dennis Monroe, Chair, Monroe Moxness Berg
John Berg, Shareholder, Monroe Moxness Berg
Tim Ring, Shareholder, Monroe Moxness Berg

The Future of Financial Management: Using Technology to Better Navigate Challenges and Opportunities

Susan Casella, Principal, Sage Intacct





THE PROGRAM

The Outlook for Restaurant M&A in 2021

David Farkas, Columnist, Restaurant Finance Monitor
Glen Kunofsky, Founder & President, STNL Advisors
Roger Matthews, Managing Director, Bank of America
Merrill Lynch
Susan Miller, Managing Director, Morgan Kingston
Advisors
Chad Spaulding, Managing Director, CapitalSpring

The Post Covid New Normal of Franchise Development

Ryan Palmer, Partner, Lathrop GPM
Joe Sieve, VP Franchise Development, Inspire Brands
Madison Jobe, Chief Development Officer, Wingstop
Tray Doster, Director of Franchise Sales, Zaxby's

What the Banks and Capital Markets Are Saying About Restaurants

Mary Jo Larson, VP/Publisher, Franchise Times
Thomas Hung, Managing Director, First Horizon
Restaurant Finance
Cristin O'Hara, Managing Director, Bank of America,
N.A., BofA Securities
Nick Cole, Executive Vice President, Wells Fargo
Restaurant Finance
Armando Pedroza, Managing Director, Citizens Bank

What Do Special Purpose Acquisition Companies (SPACs) Mean for the Restaurant Business

John Hamburger, President, Restaurant Finance Monitor
Cindy McLoughlin, Managing Partner, CohnReznick
Andy Pforzheimer, Chairman, Barcelona Restaurants
Sandy Beall, Co-Founder, Fast Acquisition Corp.
Doug Jacob, Co-Founder, Fast Acquisition Corp.

Tax Planning in an Uncertain World

Keith Foster, Director, BKD CPAs & Advisors
Mike McDevitt, Director, BKD CPAs & Advisors

Automatic Gratuities: Should You Implement Them?

Nancy Weingartner Monroe, Editor, Foodservice News
Ismail Karabas, Ph.D, Assistant Professor of Marketing,
Murray State University

The Economics of Virtual Restaurants

Tom Kaiser, Editor, Food On Demand
Kristen Adamowski, Head of Operations for Virtual
Restaurants, Uber
Aziz Hashim, CEO, Franklin Junction
André Vener, Founding Partner, Dog Haus
Andrew Charles, Analyst, Cowen and Company
Ken Chong, CEO, Co-Founder, Virtual Kitchen

What the Covid-Era Consumer Wants From the Dining Experience

Nancy Weingartner Monroe, Editor, Foodservice News
Allison Page, Co-Founder, SevenRooms

And more to be announced



Take advantage of our digital portal to set up meetings prior to the kickoff of the event! You'll be able to email the sponsors directly to set up meetings in advance!





THE PROGRAM

View a full list of speakers at www.restfinance.com



David Deno
Bloomin' Brands



Cheryl Henry
Ruth's Hospitality Group



Jeff Crivello
BBQ Holdings



David Birzon
Snooze, an A.M. Eatery



Tim McEnery
Cooper's Hawk Winery & Restaurants



Kate Jaspon
Dunkin' Brands



Steve Brake
Del Taco



Matt McGuinness
WKS Restaurant Group



Jon Howie
Chuy's Holdings



Paul Potvin
California Fish Grill



André Vener
Dog Haus



Joe Sieve
Inspire Brands



Madison Jobe
Wingstop



Nicholas Scarpino
Portillo's Hot Dogs



Chad Spaulding
CapialSpring



Nick Cole
Wells Fargo
Restaurant Finance



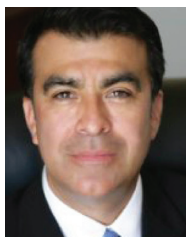
Craig Wolf
Fifth Third Bank



Cristin O'Hara
Bank of America



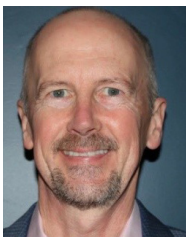
Tom Hung
First Horizon
Restaurant Finance



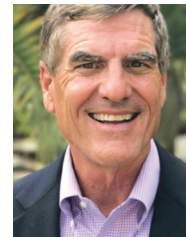
Armando Pedroza
Citizens Bank



Alan Thomes
Cadence Bank



Tim Morris
Pinnacle Commercial
Capital



Carty Davis
C Squared Advisors



Teri Stratton
Piper Sandler



Roger Matthews
Bank of America
Merrilly Lynch



Dennis Monroe
Monroe Moxness
Berg



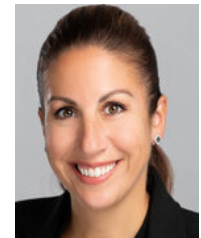
Dana Zukofsky
BDO USA



Navin Nagrani
Hilco Global



Glen Kunofsky
STNL Advisors



Susan Miller
Morgan Kingston
Advisors





THE PROGRAM

View a full list of speakers at www.restfinance.com



Alice Elliot
The Elliot Group



Scott Absher
ShiftPixy



Derek Ladgenski
Katten Muchin
Rosenman



Cindy McLoughlin
CohnReznick



Larry Reinstein
LJR Hospitality
Ventures



Matt Haller
International
Franchise Assoc.



John Berg
Monroe Moxness
Berg



John Nicolopoulos
RSM



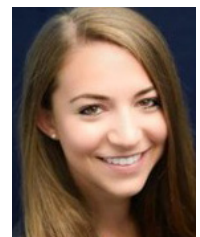
Dave Bennett
Mirus Restaurant
Solutions



Ryan Palmer
Lathrop GPM



Mike Vichich
Wisely



Kristen Adamowski
Uber



Nicole Regan
Piper Sandler



Tim Ring
Monroe Moxness Berg



Rick Gibson
Monroe Moxness Berg



Nicholas Upton
Franchise Times



Michael Cullom
Moss Adams



Justine Hunter
Moss Adams



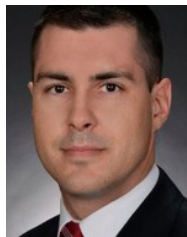
Jonathan Tibus
Alvarez & Marsal



David Oden
InfoSync



Bill McClave
Brookwood
Resultants



Keith Foster
BKD CPAs



Michael McDevitt
BKD CPAs



Tom Kaiser
Food On Demand



Nancy Monroe
Foodservice News



**Ismail Karabas
Ph.D.**
Murray State Univ.



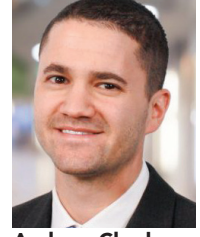
Aziz Hashim
Franklin Junction



Jeff Dutton
King & Spalding



David Farkas
Franchise Times



Andrew Charles
Cowen and Company





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Restaurant Finance Monitor

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E-mail: info@restfinance.com

Name _____

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Address _____

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Phone _____ Cell Number _____

E-mail: _____

I am a **Restaurant Operator**. Franchisor Franchisee Independent

Concept(s) _____

If you are working remotely, please also include your remote address for sending pre-event materials

Remote Address _____

Other (non-restaurant operator) please check below:

- | | | | |
|---|--|--|--|
| <input type="checkbox"/> Lender | <input type="checkbox"/> General Vender | <input type="checkbox"/> Press/PR | <input type="checkbox"/> Tech |
| <input type="checkbox"/> Accountant | <input type="checkbox"/> Insurance | <input type="checkbox"/> Private Equity | <input type="checkbox"/> Wealth Management |
| <input type="checkbox"/> Acct/HR/Payroll | <input type="checkbox"/> Investor | <input type="checkbox"/> Real Estate Broker | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Appraisal | <input type="checkbox"/> Lawyer | <input type="checkbox"/> Real Estate Developer | |
| <input type="checkbox"/> Consulting | <input type="checkbox"/> M&A Investment Banker | <input type="checkbox"/> Real Estate Sales Leaseback | |
| <input type="checkbox"/> Design | <input type="checkbox"/> Other | <input type="checkbox"/> Restaurant Equipment | |
| <input type="checkbox"/> Executive Search | <input type="checkbox"/> Packaging | <input type="checkbox"/> Supply Chain | |

Agree By checking "Agree," and in return for a complimentary registration to Restaurant Finance Week, you agree to receive email updates from the Restaurant Finance Monitor and its sponsors who support your opportunity to view, hear, or download this event.

All registrations are subject to approval

