

RESTAURANT FINANCE MONITOR'S RESTAURANT FINANCE & DEVELOPMENT CONFERENCE®

NOVEMBER 14-16, 2016 • BELLAGIO HOTEL • LAS VEGAS



Captain Scott Kelly

Back from his historic record-breaking year in space, NASA astronaut Captain Scott Kelly has laid the groundwork for the future of space travel and exploration.



Hugh Hewitt

A constitutional lawyer and conservative talk show host, Hugh informs and entertains through his political commentary on CNN and the Salem Radio Network.



Juan Williams

A Fox News contributor, considered one of the nation's most reputable political analysts, unflinching in his dedication to informing – and challenging – the American public.



Paul Saginaw

Co-Founder of Zingerman's Delicatessen and the Zingerman Community of Businesses. His take on the restaurant business will have you rethinking yours.

LET'S MAKE A DEAL! ATTEND THE RESTAURANT DEALMAKING EVENT OF THE YEAR!

- Meet the top lenders and investors in the restaurant business
- Buy and sell restaurant businesses and real estate
- Find new expansion opportunities
- Attend expert financial workshops
- Receive continuing education credits
- Make valuable contacts and more
- Register at www.restfinance.com
- Last year's event sold out!



Capital For Growth!

If you are serious about growing your business and maintaining that edge, the restaurant industry's dealmaking event can't be missed.



CAPITAL • CONTACTS • GROWTH

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About the Conference

The **Restaurant Finance Monitor's** annual **Restaurant Finance & Development Conference** is the restaurant industry's premier financial conference with **dealmaking and educational opportunities** available for restaurant company owners, operators and financial executives.

Attendees have the **opportunity to meet with representatives** of banks, finance companies, investment banks, private equity firms, merger and acquisition specialists, private investors, real estate developers, sale-leaseback providers, consultants, business brokers and other financial intermediaries to find financing, buy or sell restaurant businesses and real estate, or locate new concepts or existing business opportunities.

Attendees will also **gain key financial, economic, valuation and operating insights** by attending **expert educational sessions** covering a wide variety of financial, economic, accounting, technology and restaurant business topics.

The **Restaurant Finance & Development Conference** is all about the business side of restaurants and an opportunity to get "up to speed" on what's happening in the capital markets. **The conference allows attendees to accomplish a year's worth of travel and meetings in just three days!** The networking is best in class, and the best in the restaurant industry. Don't miss this year's event!

Who Should Attend?

Restaurant owners, operators, and executives of multi-unit restaurant companies—franchised, non-franchised and independent restaurant groups send multiple representatives to the conference each year.

Attendees include owner operators and their partners, CFOs, controllers, senior executives in finance, operations, development, legal, real estate and franchising. Also invited are private and public equity investors, lenders, brokers, developers, accountants, attorneys, consultants, family offices, and other financial firms with investments or operations in the restaurant industry.

Bring Plenty of Business Cards



The networking at the Restaurant Finance & Development Conference is the absolute best in the restaurant business!



Follow the Money!

No other restaurant industry event is as important to the success of your business than the Restaurant Finance & Development Conference!



Top Financial Workshops

Restaurant finance experts provide vital business and operating intelligence that make the difference between winning and losing.



RFDC Dealmakers Lounge

The Restaurant Finance & Development Conference provides the best venue for one-on-one dealmaking in the industry. The conference networking lounge provides a perfect place to conduct meetings.



Event App

Connect with other attendees; download presentations; find exhibitors and sponsors; set your conference schedule, and much more on the RFDC conference app.



Continuing Education Credits

Our sessions are professionally presented and offer CPE accounting credits for CPAs and franchising credits for ICFE certification. You may also be eligible for real estate credits from your local board.



RFDC CONNECT

Many private one-on-one financial meetings are booked in advance. We'll help you make those important connections!



Bellagio Hotel

Enjoy the luxury of the AAA Five Diamond-awarded hotel with great restaurant options and meeting space to network with other attendees.

2016 Restaurant Finance & Development Conference Agenda

Monday, November 14, 2016

Registration begins at 12:00 p.m.

Opening General Session— 2:00 p.m.

A Look Back at the 2016 Election Campaign

*Hugh Hewitt, Salem Radio Network and Juan Williams, Political Analyst
Fox News*

Meet the Lenders— 3:00 p.m.–4:00 p.m.

The conference kicks off with the opportunity to hear from all of the sponsoring and exhibiting lenders and financial service firms. Find out who you must meet during the conference!

Finance & Development Mall and Dealmaker's Reception

4:00 p.m.–7:00 p.m. Reception begins at 5:30 p.m.

Meet with exhibiting lenders, investors, brokers and other firms in the Finance & Development Mall. This is a great opportunity to secure financing and find valuable growth opportunities for your company.

Tuesday, November 15, 2016

General Session—8:00 a.m.–10:00 a.m.

Specialty Finance Workshops—10:30 a.m.–12:15 p.m.

Luncheon Featuring Astronaut Scott Kelly—12:30 p.m.–2:00 p.m.

Meet up with friends and business acquaintances, catch lunch and listen to a great American hero.

Specialty Finance Workshops—2:30 p.m.–5:30 p.m.

Finance & Development Mall and Dealmakers Reception

2:30 p.m.–7:00 p.m. Reception begins at 5:30 p.m.

Meet with top restaurant lenders, investors and real estate firms in the Finance & Development Mall.

Wednesday, November 16, 2016

Success Breakfast—7:00 a.m.–9:00 a.m.

Guest Speaker: Paul Saginaw, Co-Founder, Zingerman's Deli

Specialty Finance Workshops—9:15 a.m.–12:00 p.m.

The conference will conclude at approximately 12:00 p.m.

**Call (800) 528-3296 to register or
online at www.restfinance.com**



The Finance & Development Mall



Only registered attendees gain access to the Finance & Development Mall, RFDC Dealmakers Lounge and private meetings.

The **Finance & Development Mall** is a one-of-a-kind exhibit hall that offers you an opportunity to meet multiple financing and development sources who can help your company grow. You'll find financing, discover new growth and development opportunities, network with restaurant buyers and sellers looking to make deals, locate important financial services from experts who specialize in restaurants, or simply refine your business strategy or share market intelligence with other attendees.



A Variety of Financing and Deal Sources Are on Hand!

- Acquisition loans
- Bank syndications
- Build-to-suit leases
- Businesses for sale
- Buy-out funds
- Construction loans
- Equipment leases
- Equipment loans
- Franchise financing
- Franchise opportunities
- Hedge fund loans
- Investment banking
- IPOs
- Leasehold loans
- Mezzanine loans
- Property development
- Private placements
- Private equity
- Real estate loans
- Recapitalizations
- Refinancings
- Sale-leasebacks
- SBA 7(a) and 504 loans
- Senior debt
- Valuations
- Venture capital



Make the Most of Your Conference Time

We advise you to **book as many meetings in advance** as possible. Attendees who have paid their registration fee may access the attendee list to set up private meetings.



Conference Mobile App: Use the conference mobile app to connect with other attendees; plan your conference schedule; learn about the sponsors and exhibitors; download all the conference material; and stay up-to-date on conference materials. This service is available both prior to the conference and on site.

RFDC CONNECT RFDC Connect is our service to help attendees maximize their meetings. If you'd like us to help you set up a meeting, or need introductions, simply email your request of who you'd like to meet with during the conference and we will share the request with the other attendee. This service is available both prior to the conference and on site. Contact us at: RFDCconnect@restfinance.com



RFDC Dealmakers Lounge: Attendees have access to the RFDC Dealmakers lounge for meetings throughout the conference. *Fresh coffee served throughout the day.*

Keynote Speakers

LUNCHEON KEYNOTE SPEAKER



Scott Kelly, Astronaut and Navy Captain

Tuesday, November 15, 2016

Back from his historic record-breaking year in space, NASA astronaut Captain Scott Kelly has laid the groundwork for the future of space travel and exploration. The world remains in awe as we celebrate a hero's return to the planet that is home, from an adventure that is extraordinary. With life lessons and personal stories that reveal unique and valuable advice on pushing one's own limits, to insight on the leadership and teamwork required in such demanding conditions, and the challenges—such as long-term deprivation from loved ones. Kelly reflects on the choices and life events that paved his journey's path and brings audiences to the edge of their seats as he delivers a truly one-of-a-kind experience.

THE WILD 2016 ELECTION AND THE FUTURE OF AMERICA

By the time you attend the Restaurant Finance & Development Conference in November, the election will be over and we'll be calling our new leader—him or her—President. We'll need Hugh Hewitt and Juan Williams to help us sort it all out. During a lively give and take, they'll give us some inside information on the campaign and provide us with insight on how the new administration will affect economic policy, labor issues and the like.



Hugh Hewitt

Constitutional Lawyer

Hugh Hewitt is best known as the host of his radio show, which has an audience estimated at more than 2 million listeners. Since its debut in July 2000, Hugh has conducted groundbreaking interviews with government officials from both parties and widely respected analysts, authors and pundits.



Juan Williams

Political Analyst

One of the US's leading political writers and thinkers, Williams has made his career a model of "meeting in the middle" by working as a reporter for NPR and The Washington Post and as a political analyst for Fox News. He has three decades of experience reporting from Washington.

GUEST SPEAKERS



Paul Saginaw **Co-Owner & Founder** **Zingerman's**

Zingerman's started with 1,300 square feet of space, run solely by Paul, Ari Weinzweig and two employees. Now they have 22 partners and generate over \$55 million in annual sales from 10 separate businesses.



Andrew Puzder **CEO** **CKE Restaurants**

Andrew has been CEO since September 2000, and is credited with turning around CKE Restaurants in the late '90s. The company franchises Carl's Jr. and Hardee's restaurants in 44 states in the U.S. and 38 foreign countries.

Workshop Presentations

FINANCE AND ACCOUNTING

The Future of Restaurant Lending: What the Banks (and regulators) Have in Store for Restaurant Companies Intent on Expansion

John Hamburger, *President, Restaurant Finance Monitor*

Nick Cole, *Exec. Vice President, Wells Fargo Restaurant Finance*

Cristin O'Hara, *Managing Dir., Bank of America Merrill Lynch*

Armando Pedroza, *Managing Director, Citizens Bank*



Nick Cole



Cristin O'Hara



Armando Pedroza

Capital Markets and Restaurants: The Outlook for Loan Syndications, IPOs, Private Equity and M&A Deals

Bob Bielski, *Managing Director, AB Private Credit Investors*

Kevin Burke, *Managing Director, Trinity Capital*

Michael Fabian, *Partner, Sentinel Capital Partners*

Michael Phalen, *Managing Director, Wells Fargo Securities*

John Tibe, *Managing Director, Jefferies*

Lender Case Studies: What's Possible in Restaurant Finance in 2017?

Mary Jo Larson, *VP/Publisher, Restaurant Finance Monitor*

Jeff Hoffmann, *Senior Vice President, Fifth Third Bank*

Dan Holland, *Executive Vice President, Cadence Bank*

Bernie Lajeunesse, *Senior Vice President, Element Financial*

James Short, *Executive Vice President, BBVA Compass*

Chad Spaulding, *Managing Director, CapitalSpring*

When the Multiples Are High, Can You Pay Top Dollar Without Overpaying?

Chris Kelleher, *Managing Director, Auspex Capital*

Rahul Aggarwal, *Partner, Brentwood Associates*

Jim Bodendstedt, *President, MUY! Companies (Taco Bell, Pizza Hut and Wendy's franchisee)*

Shoukat Dhanani, *President, Dhanani Group (Burger King & Popeyes franchisee)*

Chris Poppe, *Senior Vice President, City National Bank*

CFO Priorities: Battle for Share, Technology or Cost Control?

Michael Gottlieb, *Partner, Ernst & Young*

Allen Arroyo, *CFO, Blaze Pizza*

Steve Brake, *CFO, Del Taco*

Mike Mravle, *CFO, Wingstop*

Claudia San Pedro, *CFO, Sonic*

Wall Street's Outlook for Restaurant Investment

David Farkas, *Columnist, Restaurant Finance Monitor*

Karen Holthouse, *Investment Research, Goldman Sachs Group*

Roger Lipton, *President, Lipton Financial Services*

Howard Penny, *Managing Director, Hedgeye Risk Management*

Strategies For Financing a Brand's Current Re-Imaging

Glenn Kunofsky, *Managing Partner, STNL Advisors*

Jim Ellis, *Managing Director, CapitalSpring*

Pete Mavoides, *President Realty Capital, Stonebriar Commercial Finance*

Digital is Fundamentally Changing the Restaurant Business: Do You Have What it Takes to Be A Digital CFO/Controller?

Dana Zukofsky, *Director, BDO USA*

Lina O'Connor, *CFO, Tender Greens*

Mark Hutchens, *CFO, Papa Murphy's*

David Robkin, *President & CFO, honeygrow*

Barry Schnur, *Chief Financial Officer, Tropical Smoothie Café*

Tax Tips from the Top CPAs in Restaurants

Gene Baldwin, *Restaurant Finance Consultant*

Kevin Lang, *Partner, Plante & Moran*

Mark Kashgegian, *Partner, Gray, Gray & Gray*

Peter Stathopoulos, *Partner, Bennett Thrasher*

Matthew Talcoff, *Partner, RSM*

BUSINESS STRATEGY

The Future of Delivery and Third-Party Aggregators

Allan Hickok, *Senior Advisor, Boston Consulting Group*

Dylan Bolden, *Senior Partner & Managing Director, Boston Consulting Group*

The Zingerman's Paradox—How Sharing Lavishly Leaves You with More!

Paul Saginaw, *Co-Founder, Zingerman's Deli*

The 3G Capital Perspective And Strategic Options Facing Restaurants Today

David Palmer, *Managing Director, RBC Capital Markets*

Founders Forum: What You Can Learn from Successful Restaurant Entrepreneurs

Beth Ewen, *Editor-in-Chief, Franchise Times*

Stacy Brown, *Founder, Chicken Salad Chick*

Matthew Corrin, *Founder & CEO, Freshii*

Mario Del Pero, *Founder, Mendocino Farms*

Estate and Succession Planning: Best Practices for Family Ownership of a Robust Franchisee Organization

Philip Toffel, *Managing Partner, Sage Hill Family Office*

Jeff Engler, *Chairman, Border Foods (Taco Bell franchisee)*

Meet The Lenders: Find Out Whom You Must Meet During the Conference! Hear from the sponsoring and exhibiting lenders and financial intermediaries.

Workshop Presentations

OPERATIONS

The Top Operators Tackle No-Tipping, Service Charges, Reservation Alternatives and Ever-Changing Food Trends

Gary Levy, Partner, Hospitality Industry Practice, CohnReznick

David Cohn, President, Cohn Restaurant Group

Nick Kokonas, Chef/Owner, Alinea Restaurant

Sabato Sagaria, Chief Restaurant Officer, Union Square Hospitality



Gary
Levy



David
Cohn



Nick
Kokonas



Sabato
Sagaria

The Double Whammy: How Restaurant Companies Can Deal with Wage Increases and New Overtime Rules

Fred LeFranc, Chaos Strategist & CEO, Results thru Strategy

David Cantu, Chief Revenue Officer, HotSchedules

John Maguire, CEO, Friendly's Ice Cream

Ken Pendery, CEO, First Watch - The Daytime Cafe

Abe Ruiz, COO, Famous Dave's

Revenge of the Independents: How Multi-Unit Independents and Chefs Are Shaking Up Legacy Chains

David Farkas, Columnist, Restaurant Finance Monitor

Peter Merriman, Chef/Owner, Merriman's

Mike Simms, Managing Member, Simms Restaurant Group

Rob Wilder, Co-Founder, THINK Food Group

Accelerating International Growth: Adapting Domestic Brands for International Markets

Tom Kaiser, Assistant Editor, Franchise Times

Kevin Bazner, CEO, A&W Restaurants

Daniel del Olmo, President-International, DineEquity

Ned Lyrly, President-International, CKE Restaurants

Multi-Unit Independents—Doubling Down On A Growth Brand

Lou Katz, Esquire, Ruberto, Israel & Weiner

Russ Stein, Attorney, Ruberto, Israel & Weiner

Garrett Harker, Proprietor/Partner, Island Creek Oyster Bar

Austin O'Connor, CEO, The Briar Group

Andy Pforzheimer, CEO, Barcelona Restaurant Group

Belaboring the Point: Alternative Strategies for Coping with Rising Labor Costs

Dean Haskell, Partner, National Retail Concept Partners

Larry DeVries, Partner, National Retail Concept Partners

David Cantu, Chief Revenue Officer, HotSchedules

REAL ESTATE

Valuations, Cap Rates, Master Leases and 1031 Exchanges: What You Need to Know to Get a Sale-Leaseback Deal Done in 2017

John Hamburger, President, Restaurant Finance Monitor

Gary Chou, Vice President & Director, Matthews Retail Advisors

Daniel Herrold, Senior Director, Stan Johnson Company

Bill Lenehan, CEO, Four Corners Property Trust

Josh Lewis, VP of Acquisitions, National Retail Properties

Live! The Negotiators Tangle on a Restaurant Real Estate Lease

Stephen Cohen, Attorney, Stephen Cohen

Tony Gleekel, Shareholder, Siegel Brill

How the Latest Analytic Technology is Impacting Expansion and Marketing Strategies

Stephen Polanski, Senior Vice President, Buxton

Hunter Stanbury, Vice President Real Estate, Wingstop

Jill Szymanski, Director Franchise Development, Bar Louie

AROUND THE INDUSTRY IDEAS YOU CAN PUT TO USE NOW!

The Strategic Buyer Advantage in M&A Deals

Damon Chandik, Managing Director, Piper Jaffray & Co.

What New Concepts Are Appealing to the Consumer and to Investors and Why?

Larry Reinstein, President, LJR Hospitality Ventures

Deflationary Commodities—Lower Food Costs Are Not All Gravy

Andrew Strelzik, Analyst, BMO Capital Markets

Historical Perspective on Valuation

Murray Huneke, Managing Director, Stifel

Creating Positive Employee Engagement to Improve the Customer Experience

Charlie Buchanan, Senior Manager, Deloitte Consulting LLP

Food Halls, Curated Spaces and Other Urban Opportunities

Andrew Moger, President & CEO, BCD

Distribution and Supply Chain Update

Bob Sala, Senior Consultant, CEO Partners

Contract Management: Is it for You?

Mark Bromberg, CEO, Apex Restaurant Group

Soft Drink and Beverage Strategies

George Hiller, CEO, Hiller & Associates

Extracting Value from Your Supply Chain

Srini Kumvar, CEO, Craftworks Restaurant Group

Making Sense of Restaurant Sector Valuations: Separating Hype from Reality

Rober Matthews, Managing Director, Bank of America

Merrill Lynch

Successful Franchise Model

Andy Puzder, CEO, CKE Restaurants

Featured Speakers—Restaurant Operators



Jim Bodenstedt, President MUY! Companies

Jim is the president of MUY!, one of the largest management-owned franchise restaurant companies in the U.S. MUY! Companies operate Taco Bell, Pizza Hut and Wendy's.



Peter Merriman, Chef/Owner Merriman's & Monkeypod Kitchen

Peter has been a culinary pioneer in Hawaii for more than 25 years. His restaurants showcase island-grown and harvested foods through simple preparations that reflect the myriad flavors of Hawaii's multiculturalism.



Stacy Brown, Founder Chicken Salad Chick

Stacy created Chicken Salad Chick based off of her desire to find the "best chicken salad." She opened in 2008 with four staff members and 40 pounds of chicken salad in 12 flavors. Today there are more than 55 locations.



Austin O'Connor, CEO The Briar Group

Austin is CEO of the Briar Group, one of the largest restaurant companies in Greater Boston. He has grown the business from a single restaurant to a multi-million dollar company.



Matthew Corrin, Founder & CEO Freshii

Matthew set a goal to create a restaurant brand that helped people live healthier and longer lives. The mission was clear: to eliminate the excuse that people don't eat well because there's nothing convenient or affordable.



Lina O'Connor, CFO Tender Greens

Lina is CFO of Tender Greens, a privately held company started in June 2006, which provides high-integrity, farm-to-fork food at an affordable price to its guests in a relaxed, eco-friendly space.



Daniel del Olmo, President, Int'l DineEquity Inc.

Daniel leads the international development and operations of both Applebee's Grill and Bar and IHOP Restaurants. Under his leadership, both brands have seen record growth with locations in 19 countries and territories.



Andy Pforzheimer, CEO Barcelona Restaurant Group

Andy is a restaurant professional with more than 35 years experience. He is a co-founder of Barcelona Restaurant Group and oversees overall growth and execution for the group's two concepts; Barcelona Wine Bar and Barteca.



Garrett Harker, Proprietor/Partner Island Creek Oyster Bar

Garrett is a nationally respected restaurateur known for his hands-on approach. He has achieved success while ensuring that every element of his establishments stay true to his personal philosophy of hospitality.



Mike Simms, Managing Member Simms Restaurant Group

Mike is a third generation restaurateur. He has developed and operates multiple concepts in various locations including: Simmzy's, Tin Roof Bistro and M.B. Post.



Mark Hutchens, CFO Papa Murphy's

Mark has served as the chief financial officer for Papa Murphy's since January 2014. His experience includes finance, business development and supply chain management activities.



Rob Wilder, Co-Founder THINKFoodGroup

Rob is co-founder of ThinkFoodGroup, an innovative management company, and is responsible for renowned dining concepts in Washington, DC, Las Vegas, Los Angeles, Miami and Puerto Rico.

TOP EXECUTIVES JOIN THE ANNUAL CFO PANEL

Moderator



Michael Gottlieb
Ernst & Young



Claudia San Pedro
Sonic



Mike Mravle
Wingstop



Steve Brake
Del Taco



Allen Arroyo
Blaze Pizza

Featured Speakers—Finance Experts



**Bob Bielinski, Managing Director
AB Private Credit Investors**

Bob leads middle-market lending to the restaurant, retail and franchising industries. He has more than 26 years of restaurant and retail financial management, investment banking, corporate lending and transaction experience.



**Josh Lewis, VP of Acquisitions
National Retail Properties (NNN)**

Josh joined NNN in 2008, and currently leads NNN's restaurant sale-leaseback and reverse build-to-suit acquisition efforts. Since joining NNN, he has originated and executed over \$1.2 billion in acquisition transactions.



**Dylan Bolden, Partner
Boston Consulting Group**

Dylan is a member of the consumer and marketing, sales and pricing practices at Boston Consulting Group. He heads the firm's Dallas office and also leads the firm's branding and loyalty topics globally.



**Roger Lipton, President
Lipton Financial Services**

Roger has followed the restaurant industry for four decades as an analyst, investment banker, investor and advisor. He manages an investment partnership, with a particular emphasis on restaurants and retailing.



**Damon Chandik, Managing Director
Piper Jaffray & Co.**

Damon has more than 18 years of investment banking experience, including public equity and debt offerings, private capital raising, mergers, acquisitions, leveraged buyouts and recapitalizations.



**David Palmer, Managing Director
RBC Capital Markets**

David covers the food and restaurant sectors. He has more than 17 years of experience and has ranked as a runner-up or higher for the restaurant industry in Institutional Investor's All-America Research Team.



**Gary Chou, Vice President & Director
Matthews Retail Advisors**

Gary and his team specialize in advisory consulting and the disposition and acquisition of retail and restaurant properties nationwide for Matthews Real Estate Investment Services (Matthews Retail Advisors).



**Howard Penney, Managing Director
Hedgeye Risk Management**

Howard's research coverage focuses on the restaurant industry and other consumer staples sectors in the U.S. He has nearly two decades of experience following consumer-related sectors including tobacco and beverage.



**Daniel Herrold, Senior Director
Stan Johnson Company**

Daniel specialty is business development. His team's focus is in the sale leaseback niche of the net lease market, which is a \$10-\$12 billion market segment within the net lease market.



**Stephen Polanski, Sr. Vice President
Buxton**

Stephen leads Buxton's retail and healthcare consulting teams. He has worked to build relationships with retail and restaurant clients to help them get the maximum benefit from customer analytics.



**Karen Holthouse, Investment Research
Goldman Sachs Group**

Karen is Goldman Sachs' lead analyst covering the restaurant industry. She has covered the industry as a sell-side associate or analyst for more than eight years and joined Goldman Sachs in 2014 in her current role.



**John Tibe, Managing Director
Jefferies**

John is a managing director in the consumer & retail investment banking group at Jefferies. He has more than 20 years of experience and leads the firm's foodservice and food retail practice.



**Bill Lenehan, CEO
Four Corners Property Trust**

Bill has been the CEO at Four Corners Property Trust since joining the firm in August 2015. He has extensive experience in real estate and has been active in assembling portfolios of triple-net retail properties.



**Dana Zukofsky, Director
BDO USA**

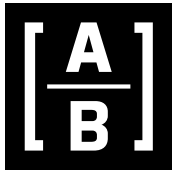
Dana specializes in the restaurant and hospitality industries, providing tax, assurance and financial consulting services. She advises on policies, procedures and growth strategies.

**Register today! Call (800) 528-3296 or
online at www.restfinance.com**

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Finance & Development Mall Exhibitors

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- Checkers
- Del Taco
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- Go Burrito
- Golden Corral
- Huddle House
- Jimmy's Egg
- Johnny's Italian Steakhouse
- Krispy Kreme
- La Madeleine Country French Cafe
- McAlister's Deli
- Moe's Southwest Grill
- Mooyah Burgers Fries Shakes
- Newk's Eatery
- Old Chicago Pizza & Taproom
- Papa John's International
- Papa Murphy's Pizza
- R Taco
- Schlotzsky's Bakery & Cafe
- Shakey's Pizza
- Smashburger
- Smoothie King
- Taco John's
- Village Inn
- Walk-On's Bistreaux & Bar
- Wayback Burgers
- Zaxby's

MULTI-UNIT CONCEPT SPONSORS



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- Duff & Phelps
- Envoy Net Lease Partners
- Excess Space
- Falcon Realty Advisors
- Faris Lee Investments
- General Development Company
- Guggenheim Retail Real Estate
- Harbour Capital Corporation
- Issenberg-Britti National Retail & Sale-Leaseback Group
- M&T Bank
- MarshallMorgan
- N3 Real Estate
- National Retail Properties
- NewQuest Crosswell
- NNN Retail Investment Group
- Orion Real Estate Group
- Paragon Small Business Capital
- Quattro Business Support Services
- ReadyCap Lending
- Realty Dividend
- Realty Income
- Retail Investment Group
- RealtyLink, LLC
- Retail Brokers Network Rest. Council
- Realty Net Lease
- Sands Investment Group
- SRS Real Estate Partners
- Stan Johnson Company
- Stonebriar Commercial Finance

RESTAURANT INDUSTRY SPONSORS



Conference Notes

Pre-Book Your Meetings

We advise you to book as many meetings in advance as possible. Attendees who have paid their registration fee may access the attendee list to set up meetings prior to the conference.

Networking Opportunities:

Conference Mobile App: Use the conference mobile app to connect with other attendees; plan your conference schedule; learn about the sponsors and exhibitors; download all the conference material; and stay up-to-date on conference details.

RFDC Connect is our service to help attendees maximize their meetings. Contact us at: RFDCconnect@restfinance.com

Conference Book: Every attendee is provided a valuable conference manual complete with an attendee list with contact information. Also, in the conference manual are copies of the presentation materials, a finance section with information on the finance companies, a sponsor section and speakers bios. You have your choice to receive the attendee manual via hard copy, jump-drive or online only.



Bring Plenty of Business Cards



The networking at the Restaurant Finance & Development Conference is the absolute best in the restaurant business!

Conference Attire: The Restaurant Finance & Development Conference is business attire.

CPE Credit is Available

ACCOUNTING: 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.

Earn Up to 13.5 CPE Credits

Program Level: Basic

Delivery Method: Group-Live

Prerequisites: None



Learning Objectives:

- Discover the types of lending programs available
- Find accurate financial, economic and operating information
- Network with lenders and dealmakers
- Hear from national restaurant industry speakers
- Recognize the economic forecast

FRANCHISING: The conference is approved by the Institute of Certified Franchise Executives (ICFE) for 300 credits towards the Certified Franchise Executive (CFE) Program.



REAL ESTATE AND LEGAL: CPE credit may be available for real estate and legal licensees. Each attendee is responsible for submitting conference materials to their respective states to obtain credit. Some states require prior-approval.

APPLYING FOR CREDITS:

Attendees will receive credit for each session they attend. Conference staff will provide the workshop code for each session at the conclusion of the presentation. Simply complete the CPE request form in the attendee manual and turn in at the on-site conference registration desk.

Register today! Call (800) 528-3296 or online at www.restfinance.com

Registration Information

Restaurant Operators: The advance conference registration fee is **\$795 per person**. For restaurant operators who register two or more attendees from the same company, at the same time, before the cut-off date, the price per attendee is only \$695 per person.

Non-Operators: The conference registration fee for all other attendees is **\$995 per person before the cutoff date**.

NOTE: All registrations are subject to approval.

The Registration Fee Includes All of the Following:

- **Admittance to all conference sessions and workshops.**
- **Admittance to the Finance & Development Mall.**
- **Access to the Dealmakers Lounge and Private Meeting area.**
- **All conference-related meals**—breakfasts, lunch, breaks and receptions.
- **Advance registration list** online so you can book meetings with other attendees and preserve valuable time at the conference.
- **Valuable conference manual** containing **detailed speaker and lender profiles** and **workshop outlines** in your choice of a hard copy, jump-drive format, mobile app or online.
- **Complete attendee list** for follow-up networking.
- Networking Luncheon on Tuesday, November 15th, featuring **Captain Scott Kelly**, the only NASA astronaut to spend a continuous year in space.
- **Two receptions** in the **Finance & Development Mall** Monday, November 14th, and Tuesday, November 15th.
- Download the **event app** and start networking before the conference!
- **Continuing education credit available** in Accounting (CPE), Real Estate and Franchising (ICFE Credits).
- A one-year paid subscription to the **Restaurant Finance Monitor**. This complimentary subscription represents a \$395 value!

Hotel Information

To reserve a room at the Bellagio:

To reserve a room: Call 888-987-6667. Mention the conference name to receive the contracted rate of \$198 +\$17 resort fee per night. Or register on line at www.restfinance.com/RFDC/. **The block sells out quickly!**



Conference Policies:

With written cancellation notice received by October 28, 2016 you will receive a refund (credit card payments will be subject to a \$50 administrative charge on cancellations). Cancellations after October 28, 2016 are non-refundable. Notices of cancellation must be faxed to the Restaurant Finance Monitor office at (612) 767-3230.

Substitution of enrolled attendees is permitted. No shows will not receive refunds.

For more information regarding administrative policies such as complaint and refund, please contact our offices at (800) 528-3296.

Registration Information:
1-800-528-3296 • www.restfinance.com



About the Monitor

For more than 27 years, the conference host, Restaurant Finance Monitor, has been the restaurant industry's trusted source for finance and deal information. A back issue is available at www.restfinance.com.

Registration Form

Restaurant Finance Monitor

2808 Anthony Lane South

Minneapolis, MN 55418

Phone: (612) 767-3200

Fax: (612) 767-3230

E-mail: info@restfinance.com

Registration Information:
1-800-528-3296 • www.restfinance.com

Name _____

Title _____ Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____ Cell Number _____

E-mail: _____

(Required for pre-conference updates and to receive preliminary agenda.)

☐ No, please do not share my e-mail

☐ Check here if you are a restaurant operator. Concept(s) _____

☐ Check here if you are a lender, financial consultant, advisor, private equity. Please list what type (i.e. debt financing, attorney, etc.):

☐ I would like to receive the conference manual as a ☐ hard copy ☐ Flash Drive ☐ Online Only (Choose one)

☐ Special food requests for Tuesday, November 15th luncheon: (i.e. vegetarian, gluten free, etc.) _____

REGISTRATION FEES:

☐ **RESTAURANT OPERATORS: \$795 per person.** Restaurant operators who register 2 or more attendees at the same time, from the same restaurant company before the cut-off date below, the price per attendee is only \$695 each. (Note that for paid registrations received after October 28, 2016, the fee is \$895 per person.) Fed I.D. 41-1649668

☐ **ALL OTHERS: \$995 per person** (after October 28, 2016, the fee is \$1,195 per person)

***If you are not a restaurant operator, and you are attending with a sponsor or exhibiting company, please call your corporate office to register at a discounted rate of \$895 per person.**

☐ Charge my American Express/MasterCard/VISA/Discover

Number _____ Exp _____

Name of cardholder (if different from above) _____

Signature of cardholder _____

Card billing address (if different from above) _____ 3 or 4-digit security code _____

☐ Please register me and send an invoice.

Only registered attendees will be admitted to the conference sessions, private meeting rooms, meal functions and the Finance & Development Mall. No one will be admitted to any conference session without proper registration credentials.

Restaurant Finance Monitor

2808 Anthony Lane South
Minneapolis, MN 55418

RESTAURANT FINANCE MONITOR'S

RESTAURANT FINANCE & DEVELOPMENT CONFERENCE

Attend the Restaurant Dealmaker's Event!

November 14-16, 2016
Bellagio • Las Vegas

Change Service Requested

Growth • Capital • Contacts



Register today! Call (800) 528-3296 or
online at www.restfinance.com