

RESTAURANT FINANCE MONITOR'S

# RESTAURANT FINANCE & DEVELOPMENT CONFERENCE

NOVEMBER 14 - 16, 2022 • WYNN HOTEL • LAS VEGAS



## CAPITAL • CONTACTS • GROWTH

- ✓ Network with Top Lenders and Investors
  - ✓ Hear Expert Financial Speakers
- ✓ Turn Key Economic Information Into Winning Strategies
  - ✓ Receive Continuing Education Credits
  - ✓ Make Valuable Contacts and More!

**REGISTER NOW! SPACE IS LIMITED**

[www.restfinance.com](http://www.restfinance.com) • 800-528-3296

# ABOUT THE CONFERENCE

## About RFDC

The **Restaurant Finance Monitor's** annual **Restaurant Finance & Development Conference** is the restaurant industry's premier event for company owners, operators and financial executives.

**RFDC** is all about the business side of the restaurant business and an opportunity to get "up to speed" with what's happening in the restaurant business and capital markets. Attendees **gain key insight** by attending **expert educational sessions and boot camps** covering a wide variety of financial, economic, accounting, technology, strategy, real estate and restaurant operations topics.

In addition to an excellent educational forum, attendees **have the opportunity to meet with a wide variety of financial sources during the conference.**

## Who Should Attend?

Restaurant owners, operators, executives and board members of multi-unit restaurant companies—public, private, franchised, non-franchised and independent restaurant groups send multiple representatives to the conference each year. Attendees include owner-operators and their partners, board members, CFOs, controllers, senior executives in finance, operations, development, legal, real estate and franchising.

Also invited are lenders, investment bankers, real estate developers, accountants, attorneys, private and public equity investors, consultants, family offices, and other firms with investments in the restaurant industry.

## Finance & Development Mall

Attendees to RFDC can **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. A variety of financing and deal sources are on hand.

## Time is Money

Meetings are typically arranged in advance or by visiting the **Finance & Development Mall** during the conference. If you prefer, we'll help with introductions or set up one-on-one meetings for you. **Consider RFDC a most efficient use of your time!** The conference allows attendees to accomplish a year's worth of travel and financial meetings in just three days!



**Register Today at [www.restfinance.com](http://www.restfinance.com)**

We look forward to hosting you at this year's  
**Restaurant Finance & Development Conference!**

# AGENDA AT-A-GLANCE

## SUNDAY, NOVEMBER 13, 2022

5:00 p.m.–7:00 p.m. **Pre-Conference Reception**

Attend our meet and greet reception for those who arrive the night before.

## MONDAY, NOVEMBER 14, 2022

12:15 p.m.–1:45 p.m. **Pre-Conference Workshops**

2:00 p.m.– **Opening General Session** with **Austan Goolsbee** and Heisman Trophy winner and former NFL player **Tim Tebow**

4:00 p.m.–7:00 p.m. **Finance & Development Mall & Dealmakers Reception**

## TUESDAY, NOVEMBER 15, 2022

7:00 a.m.–8:00 a.m. **Opening Breakfast**

8:00 a.m.–10:00 a.m. **General Session**

- Inside Jersey Mike's rapid growth with Founder & CEO **Peter Cancro**
- A Conversation with **Wolfgang Puck**

10:30 a.m.–12:30 p.m. **Specialty Workshops**

12:30 p.m.–1:30 p.m. **Networking Luncheon**

1:30 p.m.–4:30 p.m. **Specialty Workshops**

2:30 p.m.–7:00 p.m. **Finance & Development Mall & Dealmakers Reception**

## WEDNESDAY, NOVEMBER 16, 2022

7:30 a.m.–9:00 a.m. **Success Breakfast**

- Guest Speaker: **John Coleman**, Author, HBR Guide to Crafting Your Purpose

9:10 a.m.—12:00 p.m. Attend either the **Real Estate Boot Camp** or **Technology Boot Camp** and become a restaurant master!

**RFDC concludes at 12:00 p.m.**

## Keynote Speakers



### **Tim Tebow**

A two-time national champion, Heisman Trophy winner, first-round NFL draft pick, and a former professional baseball player and best-selling author



### **Austan Goolsbee**

Chairman, President Obama's Council of Economic Advisers (2010-2011) and Professor of Economics, University of Chicago Booth School of Business



### **Wolfgang Puck**

Famed chef, restaurateur, whose name is synonymous with the best of restaurant hospitality



### **Peter Cancro**

Founder & CEO of Jersey Mike's Franchise Systems, a brand with now over 2200 locations



### **John Coleman**

Managing Partner Sovereign's Capital and Author of the Harvard Business Review Guide to Crafting Your Purpose

# ABOUT THE CONFERENCE



## Follow the Money!

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



## Top Financial Workshops

Leading industry experts provide crucial financial and development information, and attendees will hear from restaurant operators candidly discussing their approach to opportunities and challenges in their businesses.



## 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. Coffee and treats are served throughout the day. Think of it as your RFDC conference room!



## RFDC Mobile App

Connect with other attendees via the attendee list; track agenda times, download detailed workshop presentations, find conference 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 credits in accounting for CPAs. You may also be eligible for real estate credits from your local board.



## RFDC Connect

RFDC thrives on one-on-one appointments which can be set up in advance before you arrive on site. You can make your own appointments or our RFDC staff can assist you. Email [rfdcconnect@restfinance.com](mailto:rfdcconnect@restfinance.com) and we'll get to work setting up appointments for you.



## Let's Make a Deal

We guarantee the contacts you make at RFDC will be some of the most important ones in your business career. Restaurant dealmaking has never been more important. Don't miss this year's conference!

# CONFERENCE PRESENTATIONS

## **Economic Briefing: 2023 Outlook for Inflation, Interest Rates, Fed Policy, Labor Markets and More!**

**Austan Goolsbee**, Former Chairman, President's Council of Economic Advisers (2010-2011) and Professor of Economics, University of Chicago Booth School of Business

## **Finish Strong**

**Tim Tebow**, Two-Time National Champion, Heisman Trophy Winner, First Round NFL Draft Pick, Best Selling Author and Clean Juice Brand Ambassador  
Interviewed by **Mary Jo Larson**, Franchise Times and **Landon and Kat Eckles**, Founders, Clean Juice

## **Inside Jersey Mike's Impressive Growth with Founder & CEO Peter Cancro**

**Peter Cancro**, Founder & CEO, Jersey Mike's Subs  
Interviewed by **Michael Eagen**, Senior Director Originations, Synovus

## **A Conversation With Wolfgang Puck**

**Wolfgang Puck**, Famed Chef, Restaurateur  
Interviewed by **Nicole Miller Regan**, Sr. Research Analyst, Piper Sandler

## **The ABCs of Series A, B and C: How to Best Position Your Concept for a Successful Fund Raise and Future Growth**

**Janice Meyer and Jessica Kates**, Co-Founders and Managing Partners, Rellevant Partners  
**Nicholas Stone**, Founder & CEO, Bluestone Lane  
**Peter Newlin**, CEO, Birdcall  
**Kim Malek**, President & CEO, Salt & Straw

## **Issues Vexing the Capital Markets—How to Think about Valuation in the Current Inflationary Environment**

**Nick Cole**, Managing Director, MUFG  
**Armando Pedroza**, Managing Partner, Citizens Bank  
**Scott Roehr**, Principal, Restaurant.Biz Valuation & Forensics  
**Rick Ormsby**, Managing Director, Unbridled Capital  
**Mike Drum**, Managing Partner, Atticus Franchise Capital

## **Financing in a Post Covid Economy: Innovative Deal Structures Are on the Table**

**Bob Bielinski**, AB Private Credit Investors  
**Thomas Hung**, EVP & Head of Restaurant Finance, First Horizon Bank  
**Brett Bishov**, Managing Partner, Capital Insight  
**Glen Kunofsky**, President, STNL Advisors  
**Erik Herrmann**, Partner, CapitalSpring

## **Next Generation Pricing and Personalization**

**Allan Hickok**, Sr. Advisor, Boston Consulting  
**Dylan Bolden**, Senior Partner, Boston Consulting  
**Mary Martin**, Partner, Boston Consulting

## **What Scale Means to Large Multi-Unit Franchisees**

**Cristin O'Hara**, Managing Director & Group Head of the Restaurant Group, Bank of America  
**Greg Flynn**, CEO, Flynn Restaurant Group (*Applebee's, Arby's Panera, Pizza Hut, Taco Bell, Wendy's*)  
**David Beshay**, Franchisee, Beshay Enterprises (*Jack in the Box*)  
**SG Ellison**, President, Diversified Restaurant Group (*Arby's, Taco Bell*)

## **RFDC's Annual Restaurant CFO Forum**

**Dana Zukofsky**, Restaurant, Franchise, and Hospitality Practice Leader | Advisory Director, Aprio  
**Seth Jensen**, CFO, Slim Chickens  
**Bill Valentas**, CFO, Freddy's Frozen Custard & Steakburgers  
**Mike Dixon**, CFO, FOCUS Brands  
**Ann Gugino**, CFO, Papa John's

## **Inside the Credit Box—What You Need to Know About Getting a Credit Deal Done in 2023**

**John Hamburger**, Restaurant Finance Monitor  
**Jeff Poe**, Managing Director, Fifth Third Bank  
**Dru Garcia-Richardson**, EVP, Manufacturers Bank  
**Brian Frank**, Exec. Vice President, Texas Capital Bank  
**Todd Maldonado**, Managing Director, BMO Harris Bank

## **An Emerging Brand's Path to Prosperity**

**Larry Reinstein**, CEO, LRJ Hospitality Ventures  
**Chris Gannon**, CEO, Bolay  
**Jason Morgan**, CEO, Original ChopShop  
**Shauna Smith**, CEO, Savory Fund

## **Mergers & Acquisition Trends, Valuations, Financing Hurdles and What You Need to Know to Close More Deals in 2023**

**John Gordon**, Principal, Pacific Management Consulting  
**Meghan Hinds**, Division Executive, Wells Fargo Restaurant Finance  
**Susan Miller**, Partner, Morgan Kingston Advisors  
**Ashish Seth**, Managing Director, Restaurant & Consumer Services, Arlington Capital  
**Ross Vozar**, Partner, BDO USA, LLP

## **How the Strategic Buyer Appetite is Influencing Restaurant Deals**

**Anish Gandhi**, Managing Dir., Brookwood Associates  
**Jeff Crivello**, CEO, BBQ Holdings  
**Kelly Roddy**, CEO, WOWorks

## **Is My Legal Structure the Right One to Grow?**

**Dennis Monroe**, Founder, Monroe Moxness Berg  
**Rick Gibson**, Shareholder, Monroe Moxness Berg  
**John Berg**, Shareholder, Monroe Moxness Berg  
**Jeb Ball**, Managing Director, Guideboat Advisors

# CONFERENCE PRESENTATIONS

## Dynamic Pricing Comes to Restaurants

Tom Kaiser, Editor, Food On Demand

Faizan Khan, Franchisee, Dog Haus

Colin Webb, CEO, Sauce Pricing

Ashwin Kamlani, Co-Founder/CEO, Juicer

## Multi-Unit Operators—What to Look for in Second, Third and Fourth Brands

Laura Michaels, Editor, Franchise Times

Shamsu Charania, CEO, The Falcons Group

*(Baskin-Robbins, Checkers, Dunkin', Rally's, TGI Friday's)*

Eddie Nieves, Partner & Operator, WarnerFoods *(Black Bear Diner, Jack in the Box, Noodles, Panera, Popeyes)*

Raj Patel, President, The Hari Group *(Baskin-Robbins, Dave's Hot Chicken, Dunkin', McAlister's)*

## The Good Jobs Strategy: Investing in Your People and Making Operational Changes to Reduce Turnover and Raise Productivity

Sarah Kalloch, Exec. Director, Good Jobs Institute

Dario Wolos, Founder & CEO, Tacombi

John Rigos, CEO, Aurify Brands

## Full Spectrum Automation from the Consumer to the Back of the House

Andrew Peskoe, Partner, Golenbock Eiseman Assor Bell & Peskoe

Bob Baker, CFO, Checkers & Rally's Restaurants

Anand Gala, Managing Partner, Gala Capital Partners

## The Transformational Journey: Key Milestones to a Strategic Transaction

Michael Gottlieb, CPA

Cindy McLoughlin, Managing Partner, CohnReznick

Sarah Gill Campbell, Managing Director, Stephens

## Where is the Industry Headed? Spoiler Alert: Technology and Data Utilization are on the Forefront

Chris Banse, National Franchise Leader, RSM USA

Louie Psallidas, CFO, Tijuana Flats

## AROUND THE INDUSTRY IN 60 MINUTES

### Journey Back to Joy: Consumer Insights That Will Get Us Back to the Business Of Joy

Lisa Miller, President, Lisa W. Miller & Associates

### The Next Wave of Off-Premise

Tom Kaiser, Editor, Food On Demand

### The Great Balancing Act—Employee Retention, Labor Costs and Productivity

Luke Fryer, CEO, Harri

### Inflation: How Do You Measure Real Growth?

Dave Bennett, CEO, Mirus

### The Soft Drink Landscape—Post Pandemic

George Hiller, Founder & CEO, Hiller & Associates

## RFDC ACCOUNTING MODULES

### Expansion Check-List—Lessons from the Trenches

Davy Parsons, Sr. Manager and Keith Foster, Tax Partner, Forvis

### Improving the Credit Worthiness of Your Financial Statements

Karen Blacik, Principal, CLA

### Understanding the ROI of Finance & Accounting Automation

Andy Lester, CEO, Tablespoon

### Playing Your Cards Right: How to Transfer Wealth and Reduce Your Tax Liability

Michael Lum, Director of Tax, Baker Tilly

### Getting a Better Return on Marketing Investments

Kevin O'Connell, Managing Director, Grant Thornton

### These Dollars Belong to You: Significant Tax Opportunities with Cost Segregation and ERTC – Not Dead Yet!

Moss Adams

## Hospitality Students Provide Advice on How Restaurants Can Attract and Retain Workers

Faculty members from leading university hospitality programs have assembled hospitality students to present at this year's **Restaurant Finance & Development Conference**. After months of student research and input from university faculty, the students will present their best ideas on how restaurant operators can attract and retain top employees. They will present to the conference audience, with a panel of experts following up with pertinent questions. **Take away ideas you can use in your business!**

MICHIGAN STATE  
UNIVERSITY

The University of Texas  
Rio Grande Valley

FIU  
FLORIDA  
INTERNATIONAL  
UNIVERSITY

NAU  
NORTHERN ARIZONA  
UNIVERSITY

SPONSORED BY

**MIRUS**  
Restaurant Solutions

**BURR  
FORMAN** LLP  
*results matter*

**harri**

# WEDNESDAY BOOT CAMPS

RFDC attendees are invited to attend the Boot Camp of their choice on Wednesday, November 16th from 9:10 am–12:00 pm noon.

## Real Estate **BOOT CAMP**

**Facilitator:** **Lew Gelmon**, President, LG Enterprises  
**Stephen Cohen**, Attorney, Stephen Cohen, Esq.  
**Debbie Ravelle**, Principal, DR Lease Consulting  
**Hannibal Baldwin**, Co-Founder & CEO, SiteZeus

As part of this year's RFDC, attendees can participate in the first-ever, half-day Real Estate Boot Camp for restaurant operators. Attendees will learn how to develop a world-class real estate department of their own to accelerate growth, lower risk and gain a competitive edge.

The RFDC's 2022 Real Estate Boot Camp will be a fast-paced, info-packed program presented by nationally acclaimed experts teaching you how to benefit from becoming a real estate-driven restaurant chain (for both franchised and corporate operators).

Core topics covered will be: how to think strategically and use data for site selection; how to negotiate leases like an expert and the best practices on how to work with landlords for your success.

If you recognize the importance of upping your real estate game to deal with today's environment and prepare for tomorrow's economic challenges, don't miss the Real Estate Boot Camp!

## Technology **BOOT CAMP**

**Facilitator:** **Rob Grimes**, CEO, IFBTA  
**Zerrick Pearson**, CIO, Five Guys  
**Galen Collins**, Professor, Northern Arizona University  
**Skip Kimpel**, Principal Consultant, ConStrata

RFDC's Technology Boot Camp, offered in conjunction with the International Food and Beverage Technology Association, is an ideal program for independent and small- to medium-sized restaurant operations with limited resources to focus on technology.

Those attending RFDC's Technology Boot Camp will come away with a keen understanding of restaurant technology as they make decisions that impact all areas of their operations, finance and management.

The Boot Camp will be presented by industry experts representing leading operators, educators and consultants. The Technology Boot Camp is presented in three-sections, covering systems and applications that are "Guest Facing," used "Behind-the-Scenes," and required by "Management."

Over 20 subjects will be covered including, POS, Online Ordering/Delivery, Back-Office, Loyalty, Drive-Thru, Payments, Digital Signage & Menu Boards, Labor, Production, HRIS, Data Security, and many others. If you want to get up to speed on what's happening in restaurant technology, make time to attend the Technology Boot Camp.

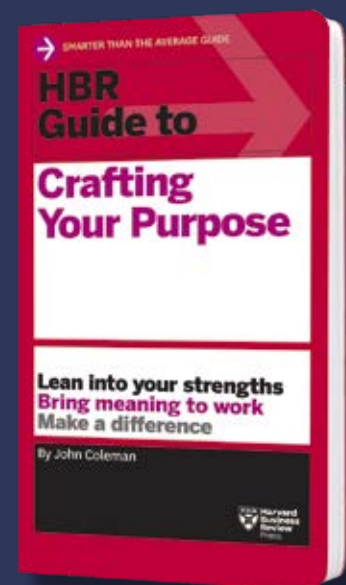
Wednesday, November 16, 2022, 7:00 am

## Success Breakfast

Sponsored by Monroe Moxness Berg

### GUEST SPEAKER: John Coleman, Investment Professional and Author

Surveys indicate that people are feeling less connected to the meaning of their work, asking, "How do I find my purpose?" Join John Coleman as he debunks the common myths about purpose: that purpose is found, that you have only one, and that it stays the same over time. During this session you'll learn how to find the reason behind your work; identify what makes you feel happy and fulfilled; use job crafting to transform your role; build positive, fulfilling relationships and connect your work to service. Each attendee at this session will receive John's book, the *HBR Guide to Crafting Your Purpose*.



# FEATURED SPEAKERS



**Greg Flynn**  
CEO  
Flynn Restaurant Group



**Dario Wolos**  
Founder & CEO  
Tacombi



**Shamsu Charania**  
CEO  
The Falcons Group



**Kat Eckles**  
Co-Founder  
Clean Juice



**Landon Eckles**  
Co-Founder  
Clean Juice



**Chris Gannon**  
CEO  
Bolay



**Ann Gugino**  
CFO  
Papa John's



**Raj Patel**  
President  
The Hari Group



**Seth Jensen**  
CFO  
Slim Chickens



**Bill Valentas**  
CFO  
Freddy's Frozen Custard



**Nicole Miller Regan**  
Managing Director  
Piper Sandler



**Dru Garcia Richardson**  
Executive Vice President  
Manufacturers Bank



**Kelly Roddy**  
CEO  
WOWorks



**Jason Morgan**  
CEO  
Original ChopShop



**Jeffery Crivello**  
CEO  
BBQ Holdings



**Dana Zukofsky**  
Advisory Director  
Aprio



**Sarah Gill Campbell**  
Managing Director  
Stephens



**Mike Dixon**  
CFO  
FOCUS Brands



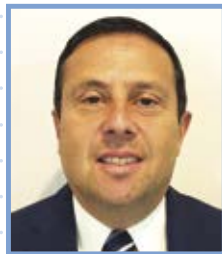
**SG Ellison**  
President  
Diversified Restaurant Group



**Sarah Kalloch**  
Executive Director  
Good Jobs Institute



**David Beshay**  
Owner  
Beshay Enterprises



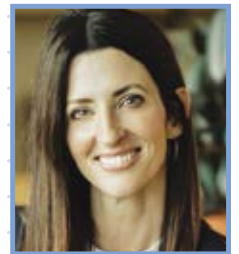
**Eddie Nieves**  
Partner/Operator  
WarnerFoods



**Colin Webb**  
CEO  
Sauce



**Ashwin Kamlani**  
Co-Founder/CEO  
Juicer



**Shauna Smith**  
CEO  
Savory Fund



# FEATURED SPEAKERS



**Kim Malek**  
President & CEO  
Salt & Straw



**Bob Baker**  
CFO  
Checkers & Rally's



**Erik Herrmann**  
Partner  
CapitalSpring



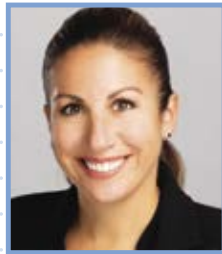
**Cristin O'Hara**  
MD & Group Head  
Bank of America



**Glen Kunofsky**  
President  
STNL



**Thomas Hung**  
EVP & Head of Rest. Fin.  
First Horizon Bank



**Susan Miller**  
Partner  
Morgan Kingston Advisors



**Meghan Hinds**  
Division Executive  
Wells Fargo



**Ashish Seth**  
Managing Director  
Arlington Capital



**Dennis Monroe**  
Founder  
Monroe Moxness Berg



**Peter Newlin**  
CEO  
Birdcall



**Lisa Miller**  
President  
Lisa W. Miller & Assoc.



**Nicholas Stone**  
Founder & CEO  
Bluestone Lane



**John Rigos**  
Co-CEO  
Aurify Brands



**Anand Gala**  
Managing Partner  
Gala Capital Partners



**Faizan Khan**  
Franchisee/Operator  
Dog Haus



**Armando Pedroza**  
Managing Director  
Citizens Bank



**Anish Gandhi**  
Managing Director  
Brookwood Associates



**Janice Meyer**  
Co-Founder  
Rellevant Partners



**Nick Cole**  
Managing Director  
MUFF



**Larry Reinstein**  
CEO  
LJR Hospitality Ventures



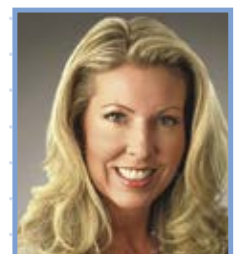
**Rick Ormsby**  
Managing Director  
Unbridled Capital



**Brett Bishov**  
Managing Partner  
Capital Insight



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



**Cindy McLoughlin**  
Managing Partner  
CohnReznick

GOLD SPONSORS

BANK OF AMERICA



WELLS FARGO



Citizens™

FIRST HORIZON<sup>SM</sup>

PREMIER SPONSORS



BMO Harris Bank



CADENCE Bank

MONROE MOXNESS BERG  
MORE THAN A LAW FIRM



FIFTH THIRD BANK



Northern Bank

SAVORY  
RESTAURANT FUND

capital spring  
Dedicated Restaurant Investors

MASTODON VENTURES, INC

WINTRUST  
FRANCHISE FINANCE

M&T Bank  
Understanding what's important®

midcap FINANCIAL TRUST

Western Alliance Bank®  
Member FDIC

Marcus & Millichap

BERKELEY CAPITAL ADVISORS



PACIFIC PREMIER BANK®  
FRANCHISE CAPITAL

## FINANCE & REAL ESTATE SPONSORS



## FINANCE & REAL ESTATE EXHIBITORS



- Advanced Restaurant Sales
- Alpha Real Estate Advisors
- Ascentium Capital
- Balboa Capital
- Bank of Hope
- Broadstone Net Lease
- Capital Connect/Exp Commercial
- CRE Companies
- Essential Properties
- Eastern Bank
- FranBiz Network
- Franchise Capital Solutions
- Incommercial Property Group
- InSite Real Estate
- Live Oak Bank
- Orion Real Estate
- Pegasus Investments
- Realty Income
- Retail Brokers Network
- Sands Investment Group
- Stan Johnson Company
- Star Hill Financial
- Streetlight Ventures
- United Community Bank

# RESTAURANT INDUSTRY SPONSORS



Evergreen Trading



## FRANCHISE PLATINUM SPONSOR

# INSPIRE



## NETWORKING EVENTS



## OPENING RECEPTION SPONSORS



## FRANCHISE INDUSTRY CO-SPONSORS



## FRANCHISE GENERAL SPONSORS



# REGISTRATION AND HOTEL INFO

## HOTEL INFORMATION

### Wynn/Encore Las Vegas

3131 S Las Vegas Blvd, Las Vegas NV 89109.

Wynn Hotel: the conference rate is \$229 + \$35 resort fee (before October 20, 2022 cut-off date).  
Encore Hotel: the conference rate is \$224 + \$35 resort fee (before the cut-off date). To reserve a room at the hotel you need to be registered and paid for the conference. Paid registrants will be given a conference code to make hotel reservations at the Wynn/Encore Hotel. **Be aware of hotel solicitation calls and the purported sale of conference attendee lists. Neither the Wynn nor conference personnel will contact you directly to sell you a room for the conference. It is up to you to book directly.**

## CPE CREDITS FOR ACCOUNTANTS:

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](http://www.nasba.org).

### Earn Up to 13 CPE Credits

**Program Level:** Basic; **Delivery Method:** Group-Live

**Prerequisites:** None

**Learning Objectives:** 1. Discover the types of lending programs available; 2. Find accurate financial, economic and operating information; 3. Network with lenders and dealmakers; 4. Hear from national restaurant industry speakers; 5. Recognize the economic forecast.

**Applying for Credits:** Within the RFDC Mobile App, you will simply scan the QR code for each session you attend. When the conference is completed you will receive a certificate of participation with your CPE credits.

## CONFERENCE POLICIES

With written cancellation notice received by November 1, 2022, you will receive a refund (credit card payments are subject to a \$50 administrative charge). Cancellations after this date are non-refundable. Substitution of attendees is permitted. No shows will not receive refunds. For more information regarding administrative policies such as complaint and refund, please email our offices at [info@restfinance.com](mailto:info@restfinance.com).

## REGISTRATION INFORMATION

### Restaurant Operators: \$795

Additional attendees from the same restaurant company, who register at the same time, before the cut-off date below, may register at a discounted registration fee of \$695 each. (Note: all registrations received after November 1, 2022, the fee is \$895 per person.)

### All Others: \$1,395

The conference registration fee for all other attendees is \$1,395 per person, before the cut-off date. \$1,495 after the November 1st cut-off date.

**All registrations are subject to approval. Attendees that register under the restaurant operator category must either own, be employed by, or serve as a board member of a restaurant company and must be registered under that restaurant company's name.**

## REGISTRATION INCLUDES:

- Admittance to all conference sessions and financial workshops.
- All conference sponsored meals—breakfasts, lunches, breaks and receptions—are included.
- Access to the Finance & Development Mall, Dealmakers Lounge and Private Meeting areas.
- Valuable conference materials containing speaker and lender profiles and workshop outlines.
- Conference mobile app – download and start networking before the conference begins!
- A one-year paid subscription to the Restaurant Finance Monitor. The Monitor is a monthly publication which highlights key financial and investment trends in the restaurant business. This represents a \$495 value and includes back issues going back to 2019. Registration also includes a subscription to Franchise Times magazine.

## CONFERENCE ATTIRE:

The conference is business professional attire.

# RESTAURANT FINANCE & DEVELOPMENT CONFERENCE

## REGISTRATION

### Restaurant Finance Monitor

2808 Anthony Lane S., Minneapolis, MN 55418  
Phone: (612) 767-3200 • Fax: (612) 767-3230  
E-mail: info@restfinance.com



Register Online:  
[www.restfinance.com](http://www.restfinance.com)

Name \_\_\_\_\_

Title \_\_\_\_\_ Company \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Cell Number \_\_\_\_\_

\*E-mail: \_\_\_\_\_

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

## REGISTRATION FEES

### RESTAURANT OPERATORS: \$795 per person

Restaurant operators who register two or more attendees, from the same company, at the same time, before the November 1st cut-off date, the price per additional attendee is \$695 each. (Note: all registrations received after November 1, 2022, the fee is \$895 per person.) Fed I.D. 41-1649668

*Attendees that register under the restaurant operator category must own, be employed, or serve as a board member of a restaurant company and must be registered under the name of such restaurant company.*

Franchisor  Franchisee  Independent Restaurant(s) Concept(s): \_\_\_\_\_

### ALL OTHERS: \$1,395 per person

Registrations after November 1, 2022 the fee is \$1,495 per person

List what type of firm you work for (ie. lender, financial consultant, advisor, lawyer, accountant, M&A, real estate, private equity firm, etc.

Please list what type: \_\_\_\_\_

- If you are attending with a sponsor or exhibiting company, please call your corporate office to register at their contract rate.

CPE Credit (please send me details to apply for credits)

Please do not share my e-mail

Special Dietary needs: \_\_\_\_\_

## PAYMENT

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 \_\_\_\_\_

NOTE: Restaurant Finance Monitor reserves the right to approve all registrations. Only registered attendees will be admitted to the conference sessions, private meeting rooms, networking areas, meal functions and the Finance & Development Mall.

RESTAURANT FINANCE MONITOR'S  
**RESTAURANT FINANCE & DEVELOPMENT CONFERENCE**

**Restaurant Finance Monitor**  
2808 Anthony Lane South  
Minneapolis, MN 55418

Attend the Restaurant Dealmaker's Event!

November 14-16, 2022  
Wynn/Encore, Las Vegas

Change Service Requested

**CAPITAL • CONTACTS • GROWTH**