

Today's Restaurant

GEORGIA'S FOODSERVICE INDUSTRY NEWSPAPER ◆ \$3

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Today's Special:



Appetizers:

A tale of two cities



Cinnaholic enters Georgia market



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Huddle House signs millennial owner to multi-unit agreement



Atlanta, GA – At just 22 years of age, Shameet Desai is not letting youth stand in the way of his dream to own his own business. Desai recently signed a multi-unit franchise agreement with Huddle House, becoming one of the chain's youngest franchisees.

Desai, who is partnering in the business with his uncle and aunt, Dr. Ravin Talati and Sameera Gujarathi, plans to open restaurants in Gainesville, Athens and Braselton, Ga., over the next three years.

A recent graduate of the C. T. Bauer College of Business at The University of Houston in Houston, Texas, with a major

in finance and minors in accounting and marketing, Desai said it was his uncle who inspired him to pursue business ownership. Dr. Talati is a Family Practice doctor who started his own business — a family and immediate care center — in 2012 in Demorest, Ga.


“My uncle has always been an inspiration to me,” Desai said. “His life is proof that hard work gets you far.”

Desai spent much of his winter break researching various franchise opportunities before approaching his uncle about becoming his business partner. Together they decided Huddle House was the perfect opportunity for a family business.

“Shameet and Ravin have a strong community focus and family values that parallel the values of Huddle House,” said Vice President of Franchise Development Christina Chambers. “We are excited to have them as part of the Huddle House family and we know their restaurants will become special destinations in each of the communities.”

Desai joins Huddle House as the iconic breakfast-focused franchise known for serving “Any Meal, Any Time” has more than 400 restaurants open or under development and has announced plans to significantly accelerate its unit growth over the next three to five years.

Typically open 24 hours, Huddle House serves breakfast, lunch and dinner all day. This unique offering recently placed Huddle House on Small Business Trends’ list of 20 Unique Restaurant Opportunities for Foodie Business Operators. The menu offers a mix of Southern inspired comfort food, including signature Big House breakfasts, crispy hash browns, creamy grits, golden waffles and fluffy omelets, all made to order. Other favorites include Big Bold Burgers, Big House sandwich platters, country fried steak with green beans and marinated grilled chicken with sweet potato fries.

The core values on which Huddle House was founded – serving freshly prepared, quality home-style food in a warm friendly environment that brings the community together – are as true today as they were more than 50 years ago. 

How do Georgia's newly-enacted laws impact restaurants in Georgia?

By Karen Bremer

CEO of the Georgia Restaurant Association

Business regulations for small businesses are constantly multiplying and changing. As someone that owns and operates a restaurant, complying with all rules and regulations is a top priority to ensure its doors remain open. The Georgia Restaurant Association, (GRA), actively informs over 17,000 restaurants in Georgia on regulatory matters at a local, state and federal level. The Georgia Restaurant Association serves as the watchdog of the restaurant industry, staying vigilant on issues that can hurt or benefit the industry.

The GRA informs restaurants of ways to protect their bottom line and keeps restaurants alert of any changes that could affect their business. The

GRA protects the industry from harmful legislation and alerts restaurants of the changes that could impact the way they conduct business.

During the 2016 legislative session, many pieces of legislation were ultimately signed into law by Governor Nathan Deal. One of the key laws now in place is House Bill 951, which creates tax exemptions for ticket sales of major sporting events. Due to the large-scale sporting events coming to the state, tax breaks can increase ticket sales, boost tourism and ultimately, drive more people to dine out before going to cheer on their team.


Other important laws signed by Governor Deal are House Bill 763, which provides a permanent tax exemption to food donated to food banks and House Bill 206, which makes the original owner of the property pay an existing water lien



Karen Bremer

rather than the new tenant. Senate Bill 255 makes garnishment laws constitutional and Senate Bill 277 defines the relationship of a franchisor and a franchisee. Finally, House Bill 818 updates worker's compensation to meet

federal standards, and the Fulton County Health Department falls under the Georgia Department of Health's jurisdiction under House Bill 885.

All of these laws and others create a direct impact on the restaurant industry and the GRA was on the front lines, protecting and advocating for the restaurant industry in these matters. The GRA actively fights against or in support of key legislation that impacts the restaurant industry, all while keeping restaurants informed of the latest developments. This is how the GRA ensures that restaurants have access to information that helps their business comply with the ever-changing regulatory landscape. To learn more about the GRA and its dedication to the restaurant industry, visit www.garestaurants.org or call 404.467.9000. 

What's Going On



Important new products, corporate news and industry events.

AUGUST 2016

GEORGIA

Construction is officially underway on **Oglethorpe Square**, HUTTON's newest shopping center development. Members of HUTTON's Shopping

Center Team took part in the ground breaking ceremony in May 2016 in Hinesville. The Shopping Center is located on 24 acres of land on Oglethorpe Highway and features over 171,000 square feet of retail and restaurant space anchored by Dick's Sporting Goods, Longhorn Steakhouse, and many other major national retailers. A Panda Express and Chick-fil-A are also on the agenda. Oglethorpe Square will be open for business in March 2017. This is HUTTON's third development in Hinesville, GA.



One of the fastest growing restaurant chains in the country will soon open cafes spanning the coast from South Carolina to Georgia. The husband and wife team of Turan and Sheryll Strange will open **Another Broken Egg Café to three new markets**. The first will be Hilton Head, scheduled to open in June 2017. The second market is Savannah, and a third market will be announced at a later date.

Founded by Ron E. Green in 1996, the Miramar Beach, Florida based Another Broken Egg of America, Inc. concept is an upscale breakfast, brunch and lunch restaurant. There are 56 Another Broken Egg Cafe locations throughout the United States with more than 100 in development. For more information about Another Broken Egg Cafe, visit anotherbrokenegg.com.

Carolina Ale House. Clean Design will provide brand strategy, creative, and public relations support to the regional sports bar chain as it looks to expand into new markets. Carolina Ale House currently has 31 locations across seven states in the South—North Carolina, South Carolina, Florida, Georgia, Tennessee, Texas, and Virginia. The Triangle area alone is home to eight restaurants. Carolina Ale House has expanded significantly since its first location opened in Raleigh in 1999, and an additional 2 locations are planned in the next 6 months.



Clean Design, an award-winning branding + advertising agency, announced it has been named agency of record for LM Restaurants Inc.'s

service and hospitality industry. Leveraging more than two centuries worth of manufacturing knowledge between the two brands, the new line of specialty footwear delivers outstanding stability, adherence, and slip resistance with dependable comfort and long lasting durability. For more information visit dickiesr.com

Vulcan, a leading provider of commercial cooking equipment, announced the launch of its VC5G gas convection oven. Independently certified by ENERGY STAR® with a 56% cooking efficiency rating, the new VC5G



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has the highest ENERGY STAR rating ever awarded to a full-size gas convection oven. Packed with innovative features and designed to meet the needs of high-volume foodservice customers, the VC5G is the only convection oven to have doors that are removable and dishwasher safe, leading to greatly simplified routine cleaning for kitchen staff. The unique "lift-off" door feature allows operators to clean the doors more efficiently and to help preserve

See **WHAT'S GOING ON** page 8



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Appell Pie

A tale of two cities

Howard Appell ♦ Today's Restaurant Publisher



Being in the Hospitality industry we all realize that service and people skills are uppermost on the list of qualities we need from our employees and our customers expect nothing less. When you travel and visit different cities in the United States there are different styles of food and different expectations from the local clientele that you have to go along with, but service and a smile are universally expected.

Savannah Georgia was our destination on a summer weekend with temperatures hitting 106 and the humidity feeling like 100%. The restaurants along the river at dinner time resemble the old Atlantic City with their street hawks trying to entice you in for dinner. Most had their front doors open. I guess the hawks felt it was easier to get you in through the doorway or allow you to see the inside without actually going in. The problem with this practice is that the A/C is less effective and runs constantly but I'm not in my backyard so when in Rome... Walking the riverside looking for a suitable restaurant led us to Rocks Modern Grill. We told the hostess we were looking for a cool place to eat (temperature cool) and she ushered us to a room in the back under an A/C duct, perfect. She handed us our menus and left us to enjoy the cool air and cold water. Every restaurant on the river has two things on their menus, fried shrimp and shrimp and grits. I was happy to see the shrimp and grits on the menu at Rocks and to finally begin feeling comfortable when my wife declared that "They don't have fried shrimp, that's what I wanted all day" Oh no, prepare for another trek in the heat looking for cold air and hot fried shrimp.


As we tried to leave the back room very quietly our waiter, Cody (Vaughan) spotted us and asked if there was a problem and we told him about the fried shrimp dilemma. He assured us that he would make us happy and have the kitchen make us exactly what we wanted. He was charming, friendly and assuring. We appreciated it. When the meal was delivered it was just as Cody had promised and we had a great din-

ing experience with great service and conversation. Cody saved our evening and just as importantly he saved the sale for the restaurant and made customers happy.



Cody Vaughn

We really enjoyed ourselves at Rocks and when we were leaving we realized it was located on the ground floor of the Bohemian Hotel and the staff was very well trained and friendly. We will certainly go back when in Savannah again hopefully in the winter.

I have to add this little part of the tale of two cities. My old friend Mike W. from NY lives in Montreal and we stay in touch on Facebook. He posted about a dining experience so opposite of ours it had to be mentioned. Getting right to the point his food was cold, delayed and not tasty and when he approached the manager the manager said, "I don't have time to listen to this." Hey Cody, I'll get you their address and you can teach them how it's done. 

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St. Simons Island

FOOD & SPIRITS FESTIVAL

St. Simons Island Food + Spirits Festival takes place in October

St. Simons Island, GA The 5th annual, St. Simons Island Food + Spirits Festival, a five-day tribute to the finest in coastal cuisine, wine, beer, spirits and entertainment will take place this year October 5-9. The festival takes place in several beautiful, historic venues throughout St. Simons Island in Georgia's Golden Isles. The festival is a non-profit organization that gives back to the community in many ways, specifically raising funds and awareness for its charity of choice, Hospice of the Golden Isles.

More than 50 of the Southeast's most popular award-winning chefs, beverage experts and culinary personalities are scheduled to appear. Other high-profile participants in the festival line-up include event co-founders Griffin Bufkin and Harrison Sapp, of Southern Soul Barbeque; Dave Snyder of Halyards Restaurant Group; 21-time PGA Tour winner and Golden Isles resident Davis Love III and surprise appearances from a host of PGA Tour professionals throughout the week.

New events and schedule:

♦ NEW this year! Friends of Hospice VIP Member Package for Two (\$1,500 - VIP Ticket Package for Two with \$500 from every package donated directly to Hospice of the Golden Isles) includes two tickets to these events:

♦ Thursday, October 6, "BBQ Pro-Am" - special 5:30 Celebrity Meet & Greet

♦ Friday, October 7, "Learning Experience" - all six classes

♦ Friday, October 7, "Friday Festival Feast" including 6 pm VIP Meet & Greet/Champagne Reception

♦ Saturday, October 8, "VIP Lounge, Tastings Under the Oaks" with exclusive and intimate celebrity/talent Meet & Greet

♦ Saturday, October 8, "Oyster Fest After Party"

♦ Sunday, October 9, "SPIRITual Sunday Brunch" - Preferred brunch seating times

*Friends of Hospice VIP Members receive special celebrity Meet & Greet Reception access and opportunities for sponsor named listings recognition on website and at events.

♦ Wednesday, October 5, 2016: "Southern Soul Barbeque & Beer Pairing" - Beginning at 7:30 pm, invitation only - Pitmasters Harrison Sapp, Griffin Bufkin and John Helfrich of Southern Soul Barbeque will prepare a gourmet and authentic spread paired with several choices of the finest craft beers and mouthwatering selections.

♦ Thursday, October 6, 2016:

"BBQ Pro-Am at Sea Island Resort" - presented by Bulleit Bourbon and Georgia Crown, from 6 - 9 pm, at Sea Island Resort's Rainbow Island. Star PGA Tour professionals, including local island resident and 21-time PGA Tour winning professional, Davis Love III, will join celebrity Pitmasters for this lively night of competition.

♦ Friday, October 7, 2016: "Expert Learning Experiences" - A series of six educational classes and demonstrations with guest celebrity chefs and beverage experts.

♦ Friday, October 7, 2016: "Pier Crawl & Village Stroll" - presented by Rich's and SeaPak in St. Simons Island's historic Pier Village. A waterfront night of strolling - drinks, sweet and savory tasting bites, music and more, highlighting the local Pier Village shops and restaurants.

♦ Friday, October 7, 2016: "Friday Festival Feast" - The King and Prince Beach & Golf Resort hosts one of the festival's most-memorable food experiences. This exclusive event starts at 7 pm and includes a six-course feast complete with phenomenal wines and oceanfront views. Six chefs and six courses will be prepared by five of the Golden Isles' most-regarded local chefs and a celebrity guest chef.

♦ Saturday, October 8, 2016: "Tastings Under the Oaks" 12 - 3 pm at Gascoigne Bluff. A brand NEW VIP Member Lounge provides early access at 11 am with music, VIP celebrity meet & greets, SEC game headquarters, private bar and tasting stations!

♦ Saturday, October 8, 2016: Oyster Fest & "After Party" - 7 - 10 pm, Gascoigne Bluff will transform into the quintessential coastal fall celebration. Attendees sip on great varieties of beverages and enjoy delicious local oysters and more. The event will take place in the Golden Isles' beautiful marshes while listening to an all-star jam by some of southeast Georgia's finest musicians.

♦ Sunday, October 9, 2016: "SPIRITual Sunday Brunch" - 12:30 - 3:30 pm. Scheduled seating times are available at 12:30, 1:30, 2:00 & 2:30 pm for this event, presented by The King and Prince Beach & Golf Resort. The festival finale is a brunch of delightful culinary stations from the new ECHO restaurant inside the recently renovated King and Prince Resort.

The most up to date festival information is available on the website: ssifoodandspirits.com or Instagram: <https://www.instagram.com/ssifoodandspirits>. The Facebook page is: www.facebook.com/ssifoodandspirits. TR

When you have to say, "You're fired"

John Tschohl ♦ Today's Restaurant Contributor



Firing someone can seem heartless at times, but in actuality, continuing to employ people who routinely fail is a disservice to them as well as your organization. **Constant failure breeds more disappointment and rubs off on everyone else.** You can't let a non-performing employee's attitude or actions infect the rest of your team. The other members of your team notice when you give a pass to someone else. They will start to question your ability to make decisions. They will resent you for relying on them to pick up the slack. Non-performers will infect other members of your team. They will impact other departments and can potentially leave you without a job. Just remember that you are responsible for your employees, and if they are failing, so will you.

Give advanced warning. In some cases, it's necessary (perhaps because of company policies) and or desirable to let someone know well in advance that the writing's on the wall and that they'll be terminated if they don't make needed improvements. Unless the performance/behavior at issue is especially offensive—sexual harassment, for instance, is grounds for immediate termination—sometimes the employee can realize the error of their ways and turn things around.

You can set up an initial meeting to lay out the fact that things aren't looking good for them, and to let them know the situation can be turned around with some measurable goals being met within a certain timeframe, generally 30-90 days. There is a standard action plan for this called a Performance Improvement Plan. Once the "probation" period is up, if the employee still isn't up to snuff, they know what's coming, and are fired. This also gives the employee the chance to resign and exit

gracefully themselves within that timeframe should they choose to. When this type of performance plan is put in place, it's common for that to happen.

The phrase "I should have fired them a long time ago" should not be uttered from your lips. Just do it as soon as a decision has been made.

Firing an employee will be awkward and uncomfortable no matter what, but there are a few things you can keep in mind to make it a little less painful for everyone involved. You also want to protect your legal and financial interests, which can easily be forgotten in this process. Below you'll find tips to think about that will help guide you through the process:

- 1. Get to it swiftly...**act quickly once the decision is made, It's better for everyone involved.
- 2. Tell them the truth...**this isn't a time for idle chitchat. Get right down to business.
- 3. Say they are "terminated"...** It's as simple as "I have some bad news for you. Today is your last day here." Then state the reason for termination in one simple sentence. It seems cold and impersonal, but frankly, it needs to be.
- 4. Explain the details of leaving...** i.e. benefits, IT security, Company property etc.
- 5. Offer to help...**pass along a job lead for something he or she is better suited to do.
- 6. Be prepared for anger...** Give them as much understanding as possible. There are studies that show that people who are told why it's necessary to let them go are less stressed about it.
- 7. Keep it professional...**try firing at the end of the day once some employees have left.
- 8. Don't take it personally...** If you're having trouble mustering the courage to act, think about your team.

After all, they're the ones who are picking up the slack because the person you need to fire is not doing his job correctly. Demonstrating respect and compassion are important for morale. How you treat people on their way out the door is noticed by the rest of your employees.

Employee termination is undoubtedly one of the most disliked requirements of being a manager. But the termination of a marginal employee, if handled compassionately and maturely, will only generate relief from those who have had to put up with deadwood, slackers and jerks, without being able to take action.

"Remember -- it's not the people you fire who make your life miserable. It's the ones you don't."

—John Tschohl

John Tschohl is an international service strategist and speaker. He is the founder and president of the Service Quality Institute in Minneapolis, Minnesota. Described by Time and Entrepreneur magazines as a customer service guru, he has written several books on customer service. The Service Quality Institute (<http://www.customer-service.com>) has developed more than 26 customer service training programs that have been distributed and presented throughout the world. He just released his new program called Coaching for Success, Motivating and Managing and Even Firing for Improved Employee Performance. John's monthly strategic newsletter is available online at no charge. He can also be reached on Facebook, LinkedIn and Twitter.



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Cinnaholic gourmet Cinnamon Rolls enter Georgia market

Atlanta, GA - Shannon and Florian Radke pitched their California-based vegan gourmet cinnamon roll shop to the sharks on the ABC show "Shark Tank" in 2014. Since then the business that entices the customer to create their own custom cinnamon roll from a selection of 30 different flavors and toppings, has become an American success story.

The concept that Shannon together with her husband Florian created in Berkeley, California, has been a local favorite since 2010 and has won several awards before getting international attention.

Cinnaholic has sold over 40 franchises since airing on Shark Tank and has just opened its first Atlanta location. Atlanta franchisee Jarrod Nackley has opened a location at 1230 Caroline Street this month, in the Edgewood Retail District in Atlanta - the very first location in

Georgia. Another location is slated to open in Athens this summer with 8 more following in Atlanta over the next two years.

"I am beyond thrilled to be working with Jarrod on bringing our ooey gooey cinnamon rolls to the Little Five Points community," says co-founder Shannon Radke. "We both believe that Atlanta is the perfect City to be welcoming the first Cinnaholic in Georgia."

There are several more franchise locations slated to open this year including Las Vegas, Orange County, San Diego and Charlotte.

Cinnaholic is the only custom gourmet cinnamon roll bakery in the world. In addition to all products being vegan, Cinnaholic offers more than just the average 'Old Fashioned' roll with over 30 different frosting flavors and a variety of different toppings. **TR**

New Openings

Foodservice sales opportunities



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- ◆ **TOUCH INDIAN CUISINE - REST & CATERING**, 420 14th St NW Ste 100A, Atlanta 30318, 404 500-5623, restauranttouch@gmail.com
- ◆ **EDEN BAR AND HOOKAH LOUNGE**, Owner Eden M., 3364 Chamblee Tucker Road, Atlanta 30341, 404 664-3582, info@edenloungeatl.com
- ◆ **KS BUFFALO WINGS** (2nd), 828 Broad St, Augusta
- ◆ **GATE CITY BREWING CO.** (founded in 2010), 43 Magnolia St, Roswell
- ◆ **FUMI HIBACHI AND SUSHI BAR**, 3050 Mall Blvd, Duluth
- ◆ **MARCO'S PIZZA + BEER/WINE**, 4855 Floyd Rd SW Suite 108, Mableton
- ◆ **UNDER THE CORK TREE/REST/BAR/PRIVATE ROOMS/UPSCALE**, 5600 Roswell Rd Ste 2, Sandy Springs
- ◆ **DAD'S GARAGE/THEATRE WITH BAR**, 569 Ezzard St SE/Mail: PO Box 5867, Atlanta
- ◆ **CHATTANOOGA-BASED REVEL PASTRY COMPANY** 1046 North Highland Ave NE, Atlanta
- ◆ **CHICKEN SALAD CHICK**, 1003 Peachtree Pkwy, Peachtree City
- ◆ **BEARFOOT TAVERN AND GRASTOPUB + BEER GARDEN**, 468 2nd St, Macon
- ◆ **SHANE'S RIB SHACK**, 5340 GA Hwy 20 South, Covington
- ◆ **CAPTAIN D'S SEAFOOD RESTAURANT**, 111 Crowne Pointe Parkway, Kingsland

- ◆ **TROPICAL SMOOTHIE CAFÉ**, 3320 Lawrenceville Suwanee Rd Ste 1-A, Suwanee
- ◆ **MAMA TIGER RAMEN RESTAURANT**, 605 Asbury Circle, Atlanta
- ◆ **BILTONG BAR** - South African Jerky & Cocktails, 675 Ponce de Leon Ave NE, Atlanta
- ◆ **BHOJANIC MARKET**, 569 Asbury Circle, Atlanta
- ◆ **WICH WHICH SUPERIOR SANDWICHES** (Atlanta's 6th), 1801 Howell Mill Road, Atlanta
- ◆ **BA BELLIES - ASIAN GASTROPUB**, 6025 Peachtree Pkwy, Peachtree Corners

Under Construction

- ◆ **GUSTO! WOOD-FIRE GRILL** (2nd), from former NFL quarterback Nate Hybl, 782 Ponce De Leon Ave NE, Atlanta 30306, 404 352-4157 - 1st, Opening in the of Summer 2016, info@gustowoodfiregrill.com
- ◆ **MARIETTA-BASED OTTER'S CHICKEN** (2nd), Stuart Ottinger and brother Talbott /Cristy Pak/GM, Cumberland Pointe/former Doc Green's, 3155 Cobb Pkwy SE Ste 140, 770 428-8333 - 1st, wpeterson@otterschicken.com, Opening Spring 2016
- ◆ **VGÈ CAFÉ PA-BASED HEALTH KOSHER EATERY** (1st in GA), Owner Fernando Peralta, Colony Square, 1175 Peachtree St NE Ste 518, Atlanta 30361, 610 527-3091 - Home
- ◆ **GREEN LINE BREWERY & BAR**, 192 East Main St, Canton, Spring 2016
- ◆ **LAKE COUNTRY BREWING**, 202 West Street, Greensboro, Summer 2016

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much-needed visibility when cooking top-quality food. The customer-driven innovation provides a solution for inconvenient cleaning and a new method to reduce oven door grease buildup. For foodservice professionals, window transparency is crucial in limiting the frequency of oven doors being opened for food monitoring, as higher frequencies lead to inconsistent oven cooking temperatures, overcooked/undercooked food, food loss and diner dissatisfaction. For more than 150 years, Vulcan has been recognized by chefs and operators throughout the world for top-quality, energy efficient commercial cooking equipment. For more information visit www.vulcanequipment.com.



Expera is serving up fresh products with grease resistance known as **Servera® FluoroFree™ papers**. These papers offer the highest kit level for a paper free of fluorochemicals, while being cost effective, recyclable, and eco-friendly, and are available in bleached and natural papers. Expera's natural pulp integration offers our customers the product solutions they desire to address end-user sustainability needs in the QSR market. "Our Servera® FluoroFree™ papers offer great printability and are compatible

with multiple converting processes, in addition to the strength and grease-resistance they provide," stated Robyn Buss, Vice President of Sales and Marketing for Expera Specialty Solutions. "Expera's extensive history of providing food packaging papers to the Quick Service Restaurant market combined with our vast portfolio of sustainable packaging options makes Expera's Servera® papers the best QSR solution in the marketplace." In addition to a full range of grease resistant capabilities, additional product benefits include wet strength (temporary to permanent), food release capabilities to eliminate sticking, and heat and char resistance for baking, microwave, and rapid cook ovens. Expera Specialty Solutions – expera.com - is the leading North American manufacturer of specialty paper products for use in the tape, pressure-sensitive release liner, industrial and food packaging segments. Expera Specialty Solutions' manufacturing platform includes machines at four mills located in Rhinelander, WI, Mosinee, WI, Kaukauna, WI and De Pere, WI.



Nor-Lake, designer and manufacturer of refrigeration equipment for foodservice, scientific and industrial markets, has introduced the enhanced

Chill Smart Blast Chiller Freezer Line. **Nor-Lake's Chill Smart Line** offers self-contained refrigeration cabinets with a system designed to rapidly and uniformly decrease the temperature of hot foods to either a chilled or frozen state in order to provide enhanced food safety and longer storage life. The enhanced Chill Smart Blast Chillers rapidly reduce food temperatures to below 40°F, eliminating the threat of bacterial contamination and ensuring food safety. The Nor-Lake Chill Smart Blast Chiller Freezer Line is capable of chilling product from +194°F to +37°F in 90 minutes in a cycle. The freezing process will take product from +194°F to 0°F in 240 minutes. This chilling process not only minimizes microbial activity in food, improving food safety, but also increases food productivity by allowing partially cooked items to be completed in a fraction of the time. Nor-Lake, a member of the Standex Food Service Equipment Group and has been in business since 1947. For more information on Nor-Lake's full product line or literature visit www.norlake.com.

Sass Stools offers old fashioned soda fountain stools and bar stools.

Designed like the old days of the corner drug store, they offer many styles and color options to enhance any decor. Manufactured of cast aluminum and steel with true 50's sizing of 13" tops and 2.5" pedestals to present a slim and more petite look.



Constructed with hand machined swivels, these stools are as durable as they are beautiful. For all information visit sassstool.com or call 800. 841-2233. The company is located in Springfield, Oregon.



According to the 2016 annual U.S. Food & Beverage Industry Study, released recently by WeiserMazars LLP, a leading accounting, tax and advisory services firm; most Food and Beverage companies anticipate a significant increase in sales this year. Survey participants – which were drawn from over 200 companies across the food and beverage industry – are confident sales will increase 14% compared to 2015 and project net profits will rise by 10%. Respondents attributed this growth prediction to secular industry trends currently favoring both private label and healthy/nutritious foods. However, these gains are weighed against the rising costs in labor and healthcare, which are anticipated to rise by 5% and 11%, respectively. Both large and small companies also identified new regulations related to The FDA Food Safety

Modernization Act as a top external concern. "The dynamic nature of the food & beverage industry continues

to challenge organizations looking for growth," said Louis J. Biscotti, Partner, who leads the Food & Beverage Practice. "Through this survey, we're

See **WHAT'S GOING ON** page 10

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Dunkin' Donuts Bakes and Baskin-Robbins makes Atlanta Sweeter

Canton, MA - Dunkin' Donuts, America's all-day, everyday stop for coffee and baked goods, recently announced the signing of a multi-unit store development agreement with three franchise groups to develop 13 Dunkin' Donuts restaurants and four multi-brand units with Baskin-Robbins, the world's largest chain of ice cream specialty shops throughout Atlanta, Georgia over the next several years.

The three franchise groups and their development plans include:

- ◆ Existing franchisee Bluemont Group, LLC, plans to develop 11 new Dunkin' Donuts restaurants in the greater Atlanta area within Calhoun, Cartersville, Marietta, Rockmart and Smyrna. Led by Dave Baumgartner, this group currently operates 22 restaurants throughout Tennessee in Knoxville, Chattanooga and Nashville. The team's first Atlanta location is planned to open before year-end.


- ◆ Existing franchisees, Sandip Patel and his partner Ronak Patel, plan to develop one Dunkin' Donuts restaurant and three multi-brand units with sister brand Baskin-Robbins in Atlanta. Patel and his group currently own three Dunkin' Donuts and six Dunkin' Donuts & Baskin-Robbins multi-brand units located in the Atlantic Metro and Columbus areas. Their first restaurant under this agreement is planned to open in 2017.

- ◆ Existing franchise group, West Georgia Café, Inc., plans to develop one Dunkin' Donuts restaurant and one multi-brand unit with sister brand Baskin-Robbins in Atlanta. Led by Chin Hsieh, Hwei Hsieh and Hui Yin Shih, this team currently operates one Dunkin' Donuts restaurant in the Atlanta market. Their next restaurant is planned to open in 2017.

- ◆ "Our enthusiastic and dedicated franchisees contribute to both of our brands' growth, which has helped solid-

ify our position as one of the fastest growing companies by unit count in the quick service restaurant industry," said Grant Benson, CFE, vice president of global franchising and business development, Dunkin' Brands. "We are thrilled that these existing franchisees have chosen to expand Dunkin' Donuts and Baskin-Robbins' presence in Georgia. We know these new restaurants will satisfy a growing consumer demand in the local communities they serve."

In an effort to keep the brand fresh and competitive, Dunkin' Donuts offers flexible concepts for any real estate format including free-standing restaurants, end caps, in-line sites, gas and convenience, travel plazas, universities, as well as other retail environments. Additionally, multi-brand restaurants that combine Dunkin' Donuts with Baskin-Robbins under one roof offer even more opportunity to drive traffic during various day parts – from early morning breakfast and coffee all the way to after-dinner ice cream treats.

Dunkin' Donuts offerings include hot coffee, iced coffee, flavored coffees, lattes, macchiato, espresso, cappuccino, Dunkin' Donuts K-Cup® pods, Coolatta® frozen drinks, donuts, muffins, bagels, breakfast and bakery sandwiches, and a DDSMART® menu featuring better-for-you items. Baskin-Robbins offers guests a delicious range of creative ice cream flavors, custom ice cream cakes, ice cream sundaes, frozen beverages and take-home frozen treats. 

About Dunkin' Brands Group, Inc.

With more than 19,000 points of distribution in more than 60 countries worldwide, Dunkin' Brands Group, Inc., is one of the world's leading franchisors of quick service restaurants (QSR) serving hot and cold coffee and baked goods, as well as hard-serve ice cream. At the end of the first quarter 2016, Dunkin' Brands' nearly 100 percent franchised business model included more than 11,800 Dunkin' Donuts restaurants and more than 7,600 Baskin-Robbins restaurants. Dunkin' Brands Group, Inc. is headquartered in Canton, Mass.



Salata sprouts up all over Atlanta & Texas

Houston-based Salata is meeting the healthy eating demand by opening 200 new locations over the next few years. Since early 2016, Salata has signed more than 50 restaurants, expanding Salata's footprint to reach customers in new markets, including Oklahoma City, Tulsa, Lubbock, Atlanta and Beaumont, and responding to the interest and growing demand in existing markets, including Houston, San Antonio and Dallas-Fort Worth.

As one of the fastest-growing custom salad and wrap brands in the United States, this accelerated growth is a result of Salata's successful opening of its franchise program, its proven ability to capture consumers' demands for fast, fresh and healthy food options and its commitment to consistently deliver to consumers fresh, healthy, plant-based foods, house-made dressings, quality lean proteins, and signature teas and lemonades.


"Consumers today are looking for fresh and healthy dining options that are also convenient. The fresh, fast-casual market is expanding at a fast pace with many concepts capitalizing on the opportunity," said Salata Founder and CEO Berge Simonian. "We are entering a very strong growth phase, and our goal at the end of the day is to be most sought after healthy restaurant of choice."

All of the locations will include Salata's updated renovations, which include all-natural building materials, a revolutionary tea tap beverage

station, prep-line efficiencies, dark mango-stained wood paneling, sleek subway tiles behind the meal preparation line and restructured sneeze guards to maximize sanitation and enhance customer appeal, and more.

...Salata is the only salad concept that is gluten-free certified and completely customizable.

About Salata:

Founded in 2005, Houston-based Salata – salata.com- is a fast-growing salad chain with more than 50 corporate-owned and franchise locations in Texas, Illinois and Southern California. Serving fully customizable salad and salad wraps made from a selection of more than 50 fresh, pure ingredients, Salata is the only salad concept that is gluten-free certified and completely customizable. Guests choose from an array of lettuces, vegetables, fruits, cheeses, seeds, nuts, chicken, seafood and vegan proteins, and all of Salata's dressings, soups and sauces are house-made and preservative-free. Freshly made soups, breads, desserts and signature teas and lemonades round out the menu. 



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Numberous top chefs to participate at Savannah Food & Wine Festival

Savannah, GA - The Savannah Food & Wine Festival's premier event, the Celebrity Chef Tour, presented by the James Beard Foundation features a record seven James Beard Foundation award-winning and/or nominated guest celebrity chefs participating this year. Four of the nationally acclaimed chefs were either born and raised in New Orleans or began their culinary careers there. The festival is also excited to announce its brand new location at Cohen's Retreat for the Wednesday, November 9, 2016 Celebrity Chef Tour Dinner. In addition to an unbelievable line-up of culinary talent, several renowned winemakers, Master Sommeliers and more will be participating and announced soon.

Cohen's Retreat is both an intimate and exquisite venue for the 2016 Celebrity Chef Tour in Savannah. It's a haven for creativity, where artists fill the historic halls with coastal treasures and the dining experience features inspired cuisine, in beautifully themed artisan private dining rooms and alcoves.

Celebrity Chef Tour tickets can be purchased at www.savannahfoodandwinefestival.com. For more information on sponsor Chef's Tables tickets call 912.232.1223.

The seven guest celebrity chefs (all James Beard Foundation award-winning or nominated) chefs include:

- ♦ **John Currence** - City Grocery Restaurant Group, Oxford, MS
- ♦ **Sue Zemanick** - Ivy Restaurant and Gautreau's Restaurant, New Orleans, LA
- ♦ **Ryan Prewitt** - Pêche Seafood Grill, New Orleans, LA
- ♦ **Kelly English** - Restaurant Iris and The Second Line, Memphis, TN
- ♦ **Michael Ginor** - Hudson Valley Foie Gras, Ferndale, NY
- ♦ **Michael Sullivan** - formerly with Blackberry Farm, Walland, TN
- ♦ **Lionel Vatinet** - La Farm Bakery, Cary, NC

The four local chefs are:

- ♦ **Rob Britton**, Host Chef - Cohen's Retreat, Savannah, GA
- ♦ **Lauren Teague** - Atlantic, Savannah, GA (opening in October 2016)
- ♦ **Jean-Yves Vendeville** - Culinary Institute at Savannah Technical College, Savannah, GA
- ♦ **Dusty Grove** - PACCI Italian Kitchen + Bar, Savannah, GA

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pleased to provide executives with comprehensive insight into potential industry drivers and best practices to stay ahead of the competition." The WeiserMazars - WeiserMazars.com - Annual U.S. Food & Beverage Industry Study illuminates the ways that companies remain competitive and approach challenges, providing a valuable resource for all members of the industry.



Scala creates intelligent digital signage solutions that move products, consumers, and sales metrics. Scala solutions improve brand loyalty, optimize customer experience, and reinforce business objectives. With Scala menu board software, making nationwide menu and price adjustments allows for constant and instant display board updates. "We offer the flexibility to modify the digital menu board display, customizing for certain hours, or catering to local tastes - maximizing targeted sales. Showcase the products that are pertinent to each target market. Operation can be done in-house or remotely. Scala software will eliminate the need to print and distribute static signs each time your menu changes to save you those costly printing and distribution fees." For all information visit scala.com.



Eco-Products announced recently that it has become a Certified B Corporation, earning the coveted distinction for meeting "the highest standards of social and environmental

performance, public transparency, and legal accountability." Eco-Products, the leading brand of food service packaging made with renewable resources and recycled content, joins a growing community of B Corp companies working to solve environmental and social problems. These companies are not competing just to be the best in the world, but to be the best for the world. "We're excited and proud to announce our certification as a B Corporation because it represents everything we stand for as a change agent in our industry," said Ian Jacobson, president of Eco-Products. "At Eco-Products, our mission is to advance the cause of Zero Waste - specifically keeping wasted food, and the packaging that frequently accompanies it, out of landfills - while helping our customers to be better stewards of the environment. "We want to be a driver for positive change in the world, and becoming a Certified B Corp validates our progress on that goal," Jacobson added. B Corporations - the "B" stands for "Benefit" -- are companies certified by the nonprofit B Lab as working toward a better world. Eco-Products sells a variety of single-use cups, plates, napkins, trays, straws and take-out containers, all made from renewable resources and post-consumer recycled content. Some customers include hospitals, corporate campuses, convention centers, and a wide array of independent food service operators. For more information visit the company website online at www.ecoproducts.com. 



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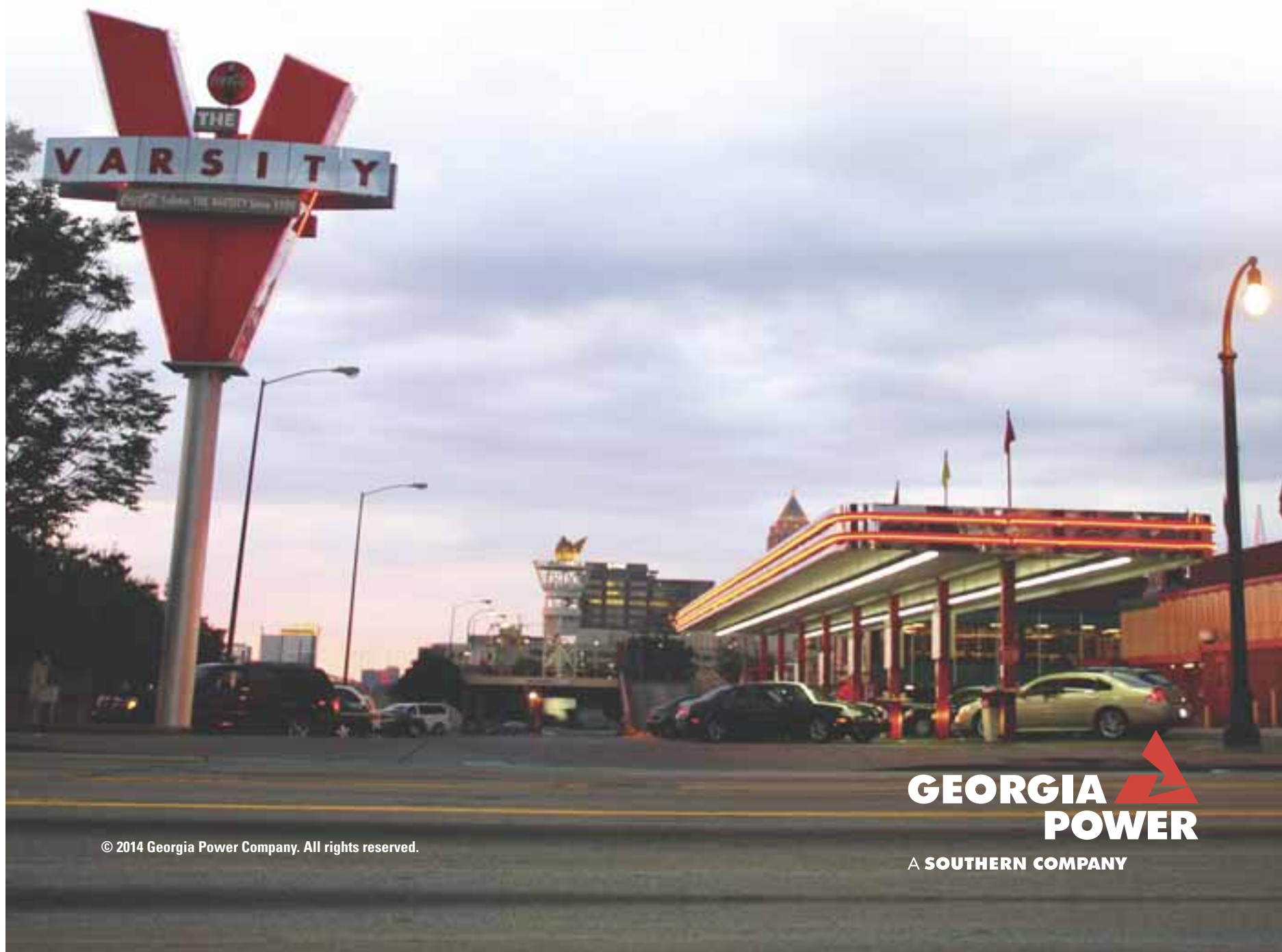
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