

Today's Restaurant

THE FOODSERVICE INDUSTRY AUTHORITY

VOLUME 29

Appetizers

Turn struggling hourly workers into a top team



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What is the solid waste stream & how does it pertain to foodservice?

By **Jamil Bouchareb**

CEO & Founder of Restaurantware

Managing solid waste has become a significant global concern as companies and individuals strive to implement sustainable practices for a cleaner environment. In the foodservice industry, understanding and managing the solid waste stream plays a crucial role in reducing food waste and lowering the sector's environmental impact. This article explores the concept of the solid waste stream, its relevance in foodservice, and the methods employed by industry stakeholders to minimize waste.

Defining the solid waste stream

The solid waste stream refers to the flow of discarded materials and products in various collectives, transportation, processing, recycling, and disposal stages. It encompasses a wide range of waste types, including municipal, industrial, and special categories like electronic waste (e-waste). Solid waste typically comprises food waste, packaging materials, and single-use items in the foodservice sector.



Jamil Bouchareb

The significance of the solid waste stream in foodservice

The foodservice sector contributes significantly to the global solid waste stream, generating pre-consumer and post-consumer waste. Pre-consumer

waste originates from unsold food items and preparation discards, while post-consumer waste refers to leftover food and used packaging from customers. These waste categories present unique challenges and opportunities for adopting waste reduction strategies.

Moreover, it is estimated that one-third of all food produced globally goes to waste, which, beyond the environmental issues, represents a significant economic loss. The consequences of this waste include increased carbon emissions, depletion of natural resources, and rising operational costs for establishments.

As the foodservice sector continues to grow, proper waste disposal and waste reduction practices become crucial to mitigating environmental impacts and conserving resources. By understanding and effectively managing the solid waste stream, restaurants, and other businesses can:

1. Reduce landfill burden: Landfills contribute to greenhouse gas emissions and cause environmental degradation

See **WASTE** page 13

NEW YORK
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CALIFORNIA
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SHOW

FLORIDA
RESTAURANT
SHOW

Restaurant Events plans re-branding for 3 restaurant & foodservice trade shows

New York, NY – Restaurant Events LLC, the trade show management company which owns and operates The [International Restaurant & Foodservice Show of New York](#), the [Western Foodservice & Hospitality Expo](#); and the [Florida Restaurant & Lodging Show](#) and has announced they are rebranding the three events to The New York Restaurant Show, The California Restaurant Show and The Florida Restaurant Show. Restaurant Events also owns the [Pizza Tomorrow Summit](#) which is the largest pizza tradeshow on the east coast and is co-located with the Florida Restaurant Show in Orlando.

“We were excited to acquire the leading regional restaurant events in May and are thrilled to announce

our re-branding to better align with the marketplaces we serve in New York, California, and Florida. The name changes are just one of several steps in our strategy to grow the events with a strong focus on meeting customer needs,” said Glenn Celentano, Partner & CEO of Restaurant Events LLC. “What’s old, is new again! These are actually the original names for the shows from when they were launched decades ago, and we look forward to working with our state restaurant associations to build upon the success and longevity of these events by creating a new brand synergy.”

The official “unveiling” of the new brand names took place on Sunday, March 3, the opening day of the International Restaurant & Foodservice

Show of New York (now the New York Restaurant Show).

Below are future dates

[The New York Restaurant Show](#) (formerly The International Restaurant & Foodservice Show of New York) will take place March 23-25, 2025, at the Javits Center in New York City. The show is sponsored by the New York State Restaurant Association (www.nysra.org) and in partnership with the New York City Hospitality Alliance (<https://www.thencyalliance.org/>). The event will be co-located with [Coffee Fest New York](#).

[The California Restaurant Show](#) (formerly The Western Foodservice & Hospitality Expo) will take place

See **RE-BRAND** page 14

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TR Today's Restaurant
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Appell Pie

20 steps to start building a restaurant

Howard Appell ♦ Today's Restaurant Publisher

Tips on what to consider when opening a restaurant

The Today's Restaurant News Networking Group www.trnusa.com/network-group is comprised of members who are experts in their fields and have hundreds of years of experience collectively.

The question was posed to them "What advice would you give to a close friend or relative that wants to open a restaurant? What should they consider. The answers were recorded and posted on our YouTube Channel Today's Restaurant <https://www.youtube.com/channel/UC8Xj11-qjHSX9xxAEZEHQOQ>

Here are the suggestions, recommendations and tips

- 1. TRN - Write a business plan. Form goals and objectives for your new company. A successful start to any business requires a detailed outline of what you plan to accomplish.
- 2. Darin Gull, TRACI.net - Check phone service to see if it is suitable (before you get the key) Know what bandwidth is available. Don't get stuck on DSL, it's not good enough to run a business, extremely important, for security cameras. Hire experts, lawyer, interior designer, kitchen designer

3. TRN - Obtain start-up capital. Whether you use your own savings or obtain loans, starting a business requires money. The loan process can take months to complete, so start early. Lenders often request a completed business plan prior to approval of funding

4. Chris Kauffman, Restaurant Recruiters of America - build from the menu An Italian restaurant needs different types of equipment than a Chinese restaurant Management by Menu, what type of people you hire, what kind of equipment you buy. The Menu is the governing document for everything that takes place in the restaurant or any establishment

5. John Marenic, Marenic Foodservice Consulting - Can't even get in a door to buy a restaurant if you have no menu and concept in place

6. Chris Rodrigue, Strategic Supply Chain - Better know the concept for what you are going to before anything.

7. Azalea Cristobal, Real Estate Sales Force - Get the key, it's yours. Display a sign on the window for Coming Soon, it's free marketing Take advantage of your own space and give folks something to look forward to.

8. Stephanie Brilliant, Brilliant Computers - Communications/business email in place with phones and

domain along with website.

9. Brian Josselson, Rogue Leasing - Business license and or liquor license or construction loan / If you are taking over an existing location, be sure the previous business has paid all of their taxes because you will be responsible to pay them. Be prepared to pay the prior tenants bills

Smart business owners know where and when to seek advice from other sources.

10. Steve Whitehill, Anchor Business Brokers - Sales Tax runs with the property, if the prior tenant hasn't paid the sales tax, the state can come after you for the sales tax/liability. Steve Whitehill - Hire an Architect / Gen contractor must know how to build a restaurant not just a regular building. Planning in zoning so that licensing is allowed. Liquor license not easy to get, there are many types.

11. Bahia Erol, The Holmes Organization - Have General Liability Insurance in place before you start. Business Interruption Coverage covers loss such as fire income. Extra expense such as expediting shipment or loss of equipment during delivery. Make sure you are covered and have extra money in place. Insurance policy there are exclusions for deadly virus and things you never think will happen. Many people lost out from not having health insurance. Like with COVID.

12. Rick Israel, Anchii Agency - We must take have of insurance prior

to even using the key to open the door. Costs of materials going up and allow for that because insurance goes up as well.

13. Gabi Rolon, Worksite Employee - As soon as you open the door you should have an employee retention program in place.

14. Terry Arke, Creative Business Impressions - Check different costs on advertising/FB. Get your name out there. Get attention prior to opening.

15. Gary Gridley II, SpotOn - Hire a well trained Chef for the cuisine you will have.

16. Chris Rodrigue, Strategic Supply Chain - 90% of things should be done before you open a door/ plans, conceptual plan, then find a space, then kitchen figured out.

17. Ed Guertin, Seacoast Sales - Location, location, location - you have to have a place where there is traffic going through. No traffic can close it before it starts.

18. TRN - Identify where to get help. Smart business owners know where and when to seek advice from other sources. Identify attorneys, accountants and commercial real estate agents in your area who can assist you with specific questions about your business.

19. Get started. Schedule an opening day for your business. Giving yourself a goal helps keep things on track and can increase your productivity.

20. TRN - Set up a legal business structure. Forming a corporation or LLC can protect owners' personal assets from business debts. Additionally, incorporating can provide credibility and tax benefits.

New businesses face many challenges, from planning and licensing to opening bank accounts and creating a company website. Follow each step on the checklist to stay on the right track.

To contact any of our members visit www.trnusa.com/network-group.

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What's Going On

Important new products, corporate news and industry events



Inland Seafood, a prominent supplier of top-quality seafood to the food-service and retail sectors, recently announced its transformation to Inland Foods. This rebranding initiative aligns with the company's long-standing commitment to offering an extensive array of premium products beyond seafood.

Founded on a legacy of excellence in the seafood industry, Inland Seafood has been a trusted partner for culinary professionals for decades. However, recognizing the changing dynamics of the industry landscape and the diverse preferences

of consumers, Inland Foods has gradually expanded its offerings beyond seafood to cater to a wider range of culinary needs. "Inland Foods marks a significant milestone in our company's journey," said Joel Knox, Founder and CEO of Inland Foods. "While seafood



Krystal Restaurants LLC, the original quick-service restaurant chain in the South, announced a strategic expansion into North Carolina, marking a pivotal step in the brand's plans to expand across the United States. The new builds will boast a sleek and contemporary design and cater to consumers' on-the-go dining desires. The location is projected to open in Summer 2024. Wilson, NC will debut the brand's new C-Store design, developed alongside Circle

K. This layout is consistent with maximization of restaurant square footage, increased guest accessibility and a mutually beneficial operations flow between the restaurant and convenience store partners. Headquartered in Atlanta, GA, Krystal Restaurants LLC is the

original quick-service restaurant chain in the South. Krystal hamburgers have been served fresh and hot off the grill on the iconic square bun since 1932.



remains a cornerstone of our business, our new identity better represents the diverse range of products we've been sourcing and providing to foodservice and retail establishments for years." As the largest seafood distributor in the Southeast, Inland Foods has built its strong reputation over 45+ years by providing quality products and service to their customers. They supply over 5,500 restaurants and Retail locations as well. Visit inlandfoods.com.



Winston Foodservice, a leading commercial kitchen equipment manufacturer, recently announced that **First Market Group 14** will represent them in Arkansas, Louisiana, Mississippi, and west Tennessee. "We are excited to welcome Mark and the rest of the team at First Market Group 14 into the Winston family," said Winston's Southeastern Regional Sales Manager Corey Ainsworth. "They have combined dozens of years of experience and a wealth of knowledge in the foodservice industry to create successful partnerships with a host of great companies.

We look forward to many years of mutual success and growing MAFSI Region 14 with First Market Group 14."



Winston Foodservice is a subsidiary of **Winston Industries**, an American manufacturer established in 1969. They build a wide range of products, including commercial ovens, holding cabinets, warming drawers, fryers, and filters.



The South Texas Onion Committee (STOC) is kicking off the harvest for Texas 1015 Sweet Onions (TX1015) and to share news about their upcoming marketing campaign. The promotional activities, funded through a USDA-AMS Specialty Crop Block Grant administered by the Texas Department of Agriculture, aim to boost brand recognition and sales for TX1015s, targeting both retailers and consumers. Throughout the season, the comprehensive campaign will utilize various digital and in-person platforms to increase consumption and drive sales. Building on the success of their record-breaking 2023 campaign, STOC will release a new video series,

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

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Award-winning franchisee Scott Greenberg releases new book:

Stop the Shift Show: Turn your struggling hourly workers into a top-performing team

In his new book [Stop the Shift Show](#), Scott Greenberg provides an inspiring, practical framework for management to explore their biases, habits, and leadership styles while learning how to refine the way they manage so they can more effectively recruit, retain, and motivate their hourly teams. Through approaches such as the “30-Second Leadership” employee coaching methodology, readers will learn how to diagnose the needs of employees for specific situations and

prescribe the best coaching method to boost and preserve employee mindset, skill set, and overall performance.

This book offers practical strategies and techniques for effectively managing and coaching hourly workers, including:

- ◆ Determining your managerial style and avoiding common mistakes
- ◆ Building trust with your team to create a positive work culture

- ◆ Motivating employees to perform at their best and go above and beyond
- ◆ Developing effective coaching techniques to help team members grow and improve
- ◆ Creating a sense of purpose and ownership among employees to foster a high-performing team
- ◆ Overcoming common challenges in managing hourly workers, such as turnover and scheduling issues

Whether you’re new to management or an experienced leader, *Stop the Shift Show* provides valuable insights and actionable advice to help you elevate your team’s performance and drive success for your business. With its engaging writing style and real-world examples, this book is a must-read for anyone looking to build a high-performing team in today’s competitive marketplace.

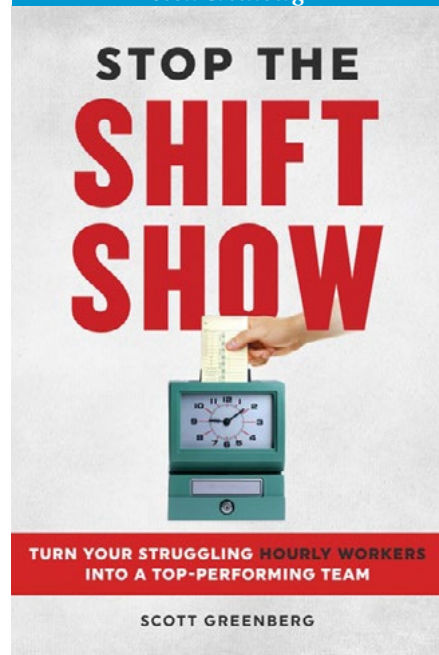
[Scott Greenberg](#) is the go-to expert for organizations aiming to elevate their business and the people behind them. With a unique blend of strategic business acumen and human-focused leadership, Scott is the catalyst for holistic business transformation. Scott dives deep into the human elements that directly impact business performance. He equips leaders with a peak performance mindset, empowering them to lead more effectively and cultivate high-performing teams. His innovative management tool, 30-Second Leadership, has revolutionized the way businesses enhance employee mindset, skillset, and overall performance.

A well-known international speaker, Scott has given presentations in all 50 U.S. states and throughout the world with clients including McDonald’s, the U.S. Air Force, TEDx, Allstate, Great Clips, Wyndham Hotel Group, RE/MAX, Salesforce, Cargill, Columbia Sportswear, Amgen Pharmaceuticals, Nike, Young Presidents Organization, and countless others.

For ten years, Scott was a multi-unit franchisee with Edible Arrangements. In addition to building a top-ranked flagship store in Los Angeles, Scott acquired a second struggling location and made



Scott Greenberg



it profitable within a year. His operation won the Edible Arrangements “Best Customer Service” and “Manager of the Year” awards out of more than 1,000 locations worldwide.

Scott serves as a contributing writer for Entrepreneur.com, Global Franchise Magazine, and is the author of the *The Wealthy Franchisee: Game-Changing Steps to Becoming a Thriving Franchise Superstar* as well as his newest title, *Stop the Shift Show: Turn Your Struggling Hourly Workers Into a Top-Performing Team*. More info at scottgreenberg.com.



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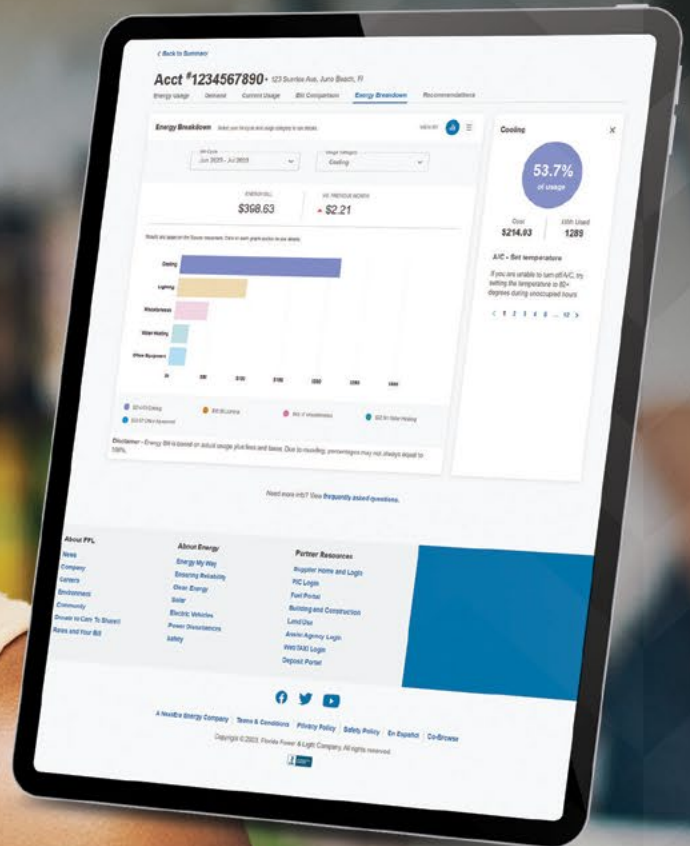
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Woody's Bar-B-Q® Now Open in Wauchula

Southern BBQ chain debuted its first Hardee County location with Prine & Allgood Restaurants LLC at the helm

Jacksonville, FL – Woody's Bar-B-Q – a classic Southern BBQ chain with a 44-year history of success in the Sunshine State – is now open at 902 US Hwy 17 S. Chuck and Charlotte Prine serve as the restaurant's proprietors, while seasoned food service industry veterans Jason and Tamra Allgood tackle the role of owner-operators at Woody's Bar-B-Q of Wauchula. Between their ties to the area, understanding of their customer base, love of their work, and belief in the Woody's Bar-B-Q brand, all four hold out great hope for a bright future for the new Hardee County eatery.

The newly opened restaurant features a drive-thru, patio dining, a full-liquor bar, and an extensive menu. Woody's Bar-B-Q of Wauchula will also host a slew of special events designed to bring the community together, including a weekly Kids Eat Free Night, Trivia Night, and Bingo Night. To show their immediate support of local athletics, the franchisees plan to hold Spirit Nights for Hardee High School's Wildcats and other youth programs, as well as first responder nights and monthly blood drives with the local hospital.

The entrepreneurial spirit is strong in both Chuck and Charlotte Prine – with three businesses to their credit and a fourth one on the way. Included among them is a sandwich shop and a confectionery franchise. The third




enterprise – which they have owned for 36 years – is a highly successful asphalt marking & striping business named Stripe It Rite. When the Prines decided to invest in another restaurant concept, they dined at a number of barbecue franchises to get a feel for the menu, atmosphere, and culture, and found that they were most impressed with Woody's Bar-B-Q. With deep family

roots in Hardee County, when searching for a location, Wauchula seemed like the ideal fit.

"Wauchula matched the demographics of an existing Woody's franchise with a track record of success, and it's a city that really needs a BBQ restaurant," said Chuck. "The word had already gotten out about Woody's Bar-B-Q coming there, and

the citizens were very excited. The town management was really excited, too, and were as helpful as possible to get us up and running."

To partner with them on the venture, the Prines tapped a pair of family friends with a long history of success in food service. Growing up with many of his relatives in the industry, Jason Allgood was rolling silverware at five years old. Once he entered the industry himself in earnest, he quickly rose through the ranks from cook to kitchen manager to general manager of three restaurants (all of which were Woody's Bar-B-Q locations), as well as general manager with a national family sports restaurant chain. His wife of 15 years, Tamra, boasts a quarter of a century of experience as a skilled server who's a favorite among her customers. Nearly all those years were spent at Woody's Bar-B-Q, so to say she is familiar with the concept and the menu would be an understatement. 90% of their friend base is involved in the restaurant industry. 

About Woody's Bar-B-Q®: After opening their first Woody's Bar-B-Q in 1980, partners Woody Mills and Yolanda Mills-Mawman have spent more than four decades setting the "bar" higher for classic Southern barbecue. From the humble beginnings of just one location in Jacksonville, Florida, a shared passion for barbecue, and a dog-eared collection of recipes, Mills and Mawman have grown the Woody's Bar-B-Q brand to locations reaching from the Deep South where barbecue is king to the Northeast.

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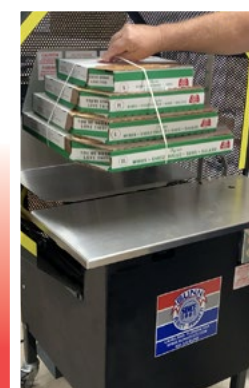
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Ford's garage shifts into high gear in 2024

The service-station-themed restaurant identifies market growth potential in several states

Tampa, FL - Ford's Garage, the home of timeless American comfort food served with a hearty side of nostalgia, is firing on all cylinders this year. The brand has announced plans to open seven new restaurants and is eyeing several new markets for future growth opportunities.

The company plans to open seven new franchised locations in Orlando, Panama City Beach and Viera, Florida; Liberty, Ohio; Smith Haven, New York; Richmond, Virginia; and Avon, Indiana. Corporate-owned restaurant plans are also underway in the Dallas/Fort Worth, Texas market. Additionally, Ford's Garage has identified market growth potential in several states: Illinois, Kentucky, New York, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas and Virginia.



"We look forward to welcoming new franchisees to the Ford's Garage family as we have a very busy and exciting year ahead of us," said Dave Ragosa, Vice President of Franchising and Development at Ford's Garage. "By expanding our reach into key markets, we'll be introducing more and more people to the unique Ford's Garage dining experience."

Ford's Garage is the only restaurant brand exclusively licensed to use Ford Motor Company branding and

memorabilia to evoke the look and feel of a 1920s service station. The décor includes vintage vehicles, fixtures and gas pumps. Servers wear mechanic shirts, blue shop towels are used as napkins, and bathroom sinks are made from tires and fuel pump nozzles. Guests take in the nostalgic setting while fueling up on a menu of popular American comfort food, including burgers made with Black Angus beef and paired with all-natural aged cheeses, fresh toppings and sauces on

artisan buns branded with the restaurant's logo as well as a large selection of craft beer. 

About Ford's Garage: Founded in 2012 and franchising since 2015, Ford's Garage opened its first location in Fort Myers, Florida, less than a mile from Henry Ford's winter home. Today, as an official licensee of the Ford Motor Company, enabling operators to use the company's iconic blue oval logo and other brand imagery, the 1920s garage-themed burger and craft beer restaurant franchise has expanded to include locations across five states. For more information visit fordsgarageusa.com.

Ford's Garage is the only restaurant brand exclusively licensed to use Ford Motor Company branding and memorabilia...

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Head of NB Concepts, Nick Backlund has just debuted a new bagel shop on Greenville Avenue called [Abby's Bagels](#). Named after his wife, the new spot serves 15 kinds of bagels (including gluten-free options), 15 kinds of cream cheese (including three vegan and a few unique choices like salt & vinegar, ranch, and birthday cake), sandwiches, and coffee. The shop only has outdoor seating. Online ordering is also coming soon.



The Wicked Butcher has opened at 1717 Main St in Dallas recently. The location can be reached at 214.444.7740. Embracing the cosmopolitan spirit of the Lone Star state, Wicked Butcher is a modern steakhouse celebrated for its acclaimed dry aging techniques. Along with food they have a specialty cocktail menu and a global wine list. Located inside the iconic Sinclair Hotel in Fort Worth and its sister location within the Comerica Bank Tower in Dallas, they offers a unique dining experience for all who visit the DFW metroplex.



[Kolache Shoppe](#), the iconic Houston bakery known since 1970 for its authentic, scratch-made Texas-Czech pastries and fresh coffee, is now open in Celina,

Texas. Franchise partners Courtney and Jake Poulsen, along with Courtney's parents, Cindy and Gary Mechler of College Station, are thrilled to be the first to bring the beloved bakery brand to the DFW Metroplex. Located in the new Celina Station at 605 S. Preston Road, this latest Kolache Shoppe their Grand Opening in mid Feb. The Kolache Shoppe is committed to sourcing many of its ingredients from local and regional purveyors, including through collaborations for seasonal specials. The Poulsons are working with popular area barbecue joint Tender Smokehouse to offer a brisket, egg and cheddar kolache. They have also partnered with Texas brands GEVA Coffee and Kiolbassa Provision Company.

Hillcrest Village located at [6959 Arapaho Rd](#) in Dallas, which has been pretty vacant for several years is continuing to change and evolve. As such, Ka Thai and Starship Bagel are expected to open places there. Starship Bagel owner is Oren Salomon.

Harwood Hospitality, the group behind Elephant East, Dolce Riviera, Harwood Arms and other concepts, will be opening two new concepts coming to the growing Harwood District later this year. One is themed

TRN FEATURED R DAI



FEATURED DAI

Thunderbird: More th

Thunderbird has been in business for over 38 years. Located in Dallas, TX, they have developed strong relationships with tens of thousands of customers around the world. Through those strong relationships, and an intense desire to develop high quality equipment at affordable prices, Thunderbird Food Machinery is one of the world's leading manufacturers of food service equipment.

Their product line includes...

Planetary Dough Mixers: All come standard with an innovative motor cooling system, safety guard, 3 speeds (6 speeds avail. For 60 & 80qt), motor protector, bowl, whip, flat beater and dough hook. Meat Grinder or vegetable slicer attachment are optional!

Spiral Dough Mixers: All provide top of the line mixing when preparing heavy dough. These machines are

ideal for specialty shops, bakeries, pizzerias and restaurants of all sizes! The ASP-200 model comes standard with a detachable bowl which can be dismounted and wheeled around your shop. Available with this machine is the BL-200 Bowl Lift/Tilt.

Divider/Rounder and Bread

Slicers: Thunderbird has designed a high-speed Divider/Rounder which divides and rounds dough with accurate and steady results which will increase your production level and profitability. Our ARM-608 and Eurocut-007 are specially designed to slice straight through hard crusted breads while model ARM-07 slices soft bread.

Dough sheeters and Pizza

Dough Rollers: Our dough sheeters are perfect for making pastas, cookies and much more and are designed to make setting dough thickness easy and simple. All are reversible and run on a proven synchro drive system. The conveyors may be folded and hinged up for easy storage. Our pizza dough rollers are engineered to make the exact dough thickness of your choice.

Meat Grinders, Tenderizer and

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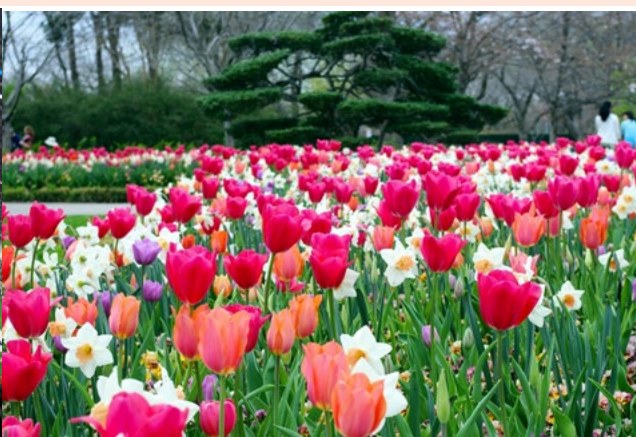
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around secrets and the other will be an upscale Japanese-themed restaurant (to be named). The first, expected to open this spring, is NDA Brasserie. It will be located at the base of an office tower, Harwood No. 14, at 2801 N. Harwood St. in Dallas. The 2nd new Japanese concept is slated for a Summer to Fall opening. Visit harwoodhospitality.com.



"This expansion is a testament to Zaxby's growth and our commitment to providing more opportunities for prospective franchise owners across the country," said Bert Lane, Zaxby's Vice President of Development. "We're thrilled to have the

SIGWELL GROUP join our family and help grow Zaxby's in the greater Dallas metro." The Dallas expansion reflects Zaxby's continued growth trajectory, aiming to reach more than 950 locations nationwide.

Zaxby's, the premium quick-service restaurant known for its Chicken Fingerz™, wings, and signature sauces, announced its expansion into the Dallas metro area with the acquisition of three new territories by the SIGWELL GROUP. The group, formed by part owner Jade Sigler, her brother Derald Powell, and their three siblings, is set to bring Zaxby's to the growing Dallas market. "We're excited to make a significant impact in the city we call home," said Derald Powell. "It's not just about getting to the table



but coming in strong with a brand that has proven successful in other markets. Dallas is ripe for Zaxby's, and we're ready to forge new territory here. This venture is more than an investment for us; it's a family commitment where we'll be involved in the day-to-day operations."

Milkshake Concepts Hospitality Group is preparing to open their new concept this summer. Papparazzi Chophouse. "Our Culinary offerings will feature the highest quality cuts of steaks and chops, stated the company."

"Expect a diverse array of offerings ranging from classic entrees and appetizers to elevated dishes with a southern twist." They will also have live performances and music. Milkshake Concepts is also opening Serious Eats in Grand Prairie, this summer or Fall, which is a spin-off of

Serious Pizza in Deep Ellum. They will have live music. Imran Sheikh, originally from London, co-founded and serves as the CEO of Milkshake Concepts which can be reached at 469.708.9892.

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What's Going On from page 3

titled "Peeling Back the Layers of the TX1015," highlighting the stories of the Texans who cultivate TX1015s, offering consumers a deeper connection to the heritage, hearts, and hands behind each onion. "This year's dynamic campaign is already off to a fantastic start, and we're confident it will reach new audiences and leave an impact statewide and beyond," remarked Galeazzi. "Many consumers are not aware that all US-grown sweet onions were bred from the original TX1015 sweets, and we're on a mission to change that," he concluded.



◆◆◆◆
Hoshizaki American, Inc. has just broken ground on a new warehouse in Peachtree City Georgia. Hoshizaki America, Inc., a leading manufacturer of commercial kitchen equipment, will have its new two-story warehouse, located adjacent to its current manufacturing facility. Located off Ga. Highway 74 South, the new 120,000 2-story warehouse is slated for completion late 2025. Allan Dziwoki is the President of Hoshizaki American. Learn more at hoshizakiamerica.com.

◆◆◆◆
The National Restaurant Association has announced the expansion of its Executive Leadership Team and two

key leadership roles within the organization, reinforcing its commitment to serving its members and advancing the restaurant industry. Sue

Hensley has been named Senior Vice President of Member Engagement for the Association and will be a member of the Association's Executive Leadership Team. Dr. Chad Moutray joins the Association's Research and Knowledge team as Vice President of Research and Knowledge. And Christopher Kenny will serve as Vice President of Marketing for the National Restaurant Association Educational Foundation.

"Our association is strong when our work is driven by the challenges and opportunities our members face in the restaurant industry," said Michelle Korsmo, President & CEO of the National Restaurant Association. "Each of these leaders fortifies our organization's ability to fulfill our mission as a membership trade association. Sue has tremendous passion for people who work in the restaurant industry and is a proven association executive. Chad is an exceptional economist who finds valuable insight on industry-specific

implications of the larger economic landscape. And Chris brings the skills of business and association brand building necessary to tell the stories of the industry, its people, and its positive impact." Founded in 1919, the National Restaurant Association is the leading business association for the restaurant industry, which comprises more than 1 million restaurant and foodservice outlets and a workforce of 15.5 million employees.



Everybody Eats

◆◆◆◆
Slim Chickens has recently signed a franchise deal for three new restaurants in Texas. Joel Garza of TX-SC Ventures LLC will own and operate the units, which will be located in Brazos and Polk County.

Garza previously signed a multi-unit franchise deal with the Fayetteville, Arkansas-based brand in 2020, opening stores in the greater Houston area. The locations of the new restaurants will include College Station and Livingston. Slim Chickens' current portfolio includes more than 255 stores throughout the U.S., with more than 1,200 in development.

◆◆◆◆
Gong cha, the world's premier bubble tea brand with over 2,200 locations across 23 countries, has official launched its direct franchising program, marking the second phase of its expansion strategy in the Americas. Since 2014, Gong cha has opened more than 225 stores across 20 states, including Washington D.C., and has sold approximately 65% of available territory using an innovative master franchise model.



As Gong cha enters its 10th year of franchising in the U.S., the brand will begin offering direct franchising for its remaining U.S. territories, including Hawaii, Arizona, Nevada, Illinois, and Tennessee, amongst others, to further accelerate its rapid growth. The new direct franchising model will complement Gong cha's existing master franchise system

◆◆◆◆
 ◆ Sam Nazarian, The CEO of digital restaurant company C3 and hotel and nightclub group SBE recently stated that he has acquired some of the assets and IP of former ghost kitchen operator Kitchen United after the company [shut down its physical locations](#) late last year to focus solely on software. **Nazarian will use Kitchen United's kitchens and food halls as a foundation for a new digital restaurant company called Everybody Eats.** The group will include Nazarian's digital restaurant holdings, C3 and Nextbite. **Everybody Eats** is a CPG and culinary brands company

See **WHAT'S GOING ON** page 14

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Photo Bites



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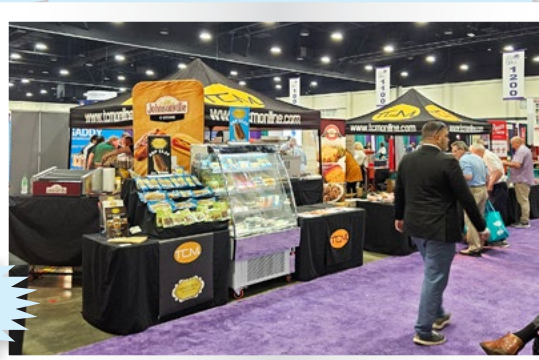
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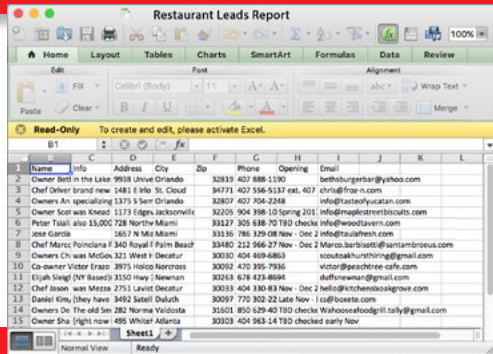


Photos courtesy of Brian Josselson, Rogue Leasing

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Grumpy's looks to expand in Northeast Florida


Beloved Jacksonville diner looks to St. Augustine as part of their regional growth plan



Jacksonville, FL – Amidst rising popularity in Jacksonville, [Grumpy's Restaurant](#), an award-winning full-service Americana breakfast, lunch and brunch diner, is continuing its expansion in Northeast Florida as part of their ongoing growth efforts. With business thriving at their five Jacksonville area locations, Grumpy's Restaurant is looking to continue their growth in the market, setting their sights on St. Augustine as the next home for their delicious food and quality family atmosphere.

[growth of the area since the most recent census](#), Grumpy's Restaurant is confident the coastal and historic city is the perfect place for their expansion efforts.

"We have been honored with the incredible reception from our home community here in Jacksonville," said CEO and President Daniel DeLeon. "We treat our customers like family and we want to bring Grumpy's to areas that reflects those values. When it comes to our expansion, we focus on locations with a strong sense of community that embody what we stand for."

With five locations in Jacksonville, Grumpy's prides itself on made-to-order and always-made-from-scratch comfort food and sweet southern hospitality all at a working-class price. Grumpy's serves breakfast, lunch and brunch along with an array of daily and weekly chalkboard specials which include a variety of waffles, pancakes, omelets, sandwiches, homemade soups, salads, signature coffee, freshly squeezed juices, homemade hot chocolate and desserts. 

Grumpy's prides itself on made-to-order and always-made-from-scratch comfort food and sweet southern hospitality all at a working-class price.

The full-service Americana breakfast diner has been successfully serving the Jacksonville community since 1999 and has been franchising since 2019. With popular locations in Orange Park, Middleburg, St. John's, Neptune Beach and Wildlight (Yulee), the brand is now looking to expand into nearby St. Augustine. With strong [population](#)

About Grumpy's Restaurant: *Grumpy's Restaurant was born out of passion and love for bringing family and friends together over great diner food. Our commitment and mission are to deliver the highest quality dining experience at an affordable price for families everywhere. Grumpy's will never waver on our commitment to excellent home-style cooking, attention-to-detail, sweet southern hospitality and serving a hungry-person's portion at a working-class price. All while closing at 2:00PM, providing the ultimate family, work and life balance.*

Waste from page 1

through land, air, and water pollution. Efficient waste reduction strategies in the foodservice sector can help minimize landfill garbage and curb related environmental damage.

2. Conserve resources and energy: Reducing waste generation and promoting recycling can help conserve resources such as water, raw materials, and energy required to produce new materials and products.

3. Enhance sustainability image: Adopting responsible waste management practices in the foodservice industry can improve a company's reputation among environmentally conscious consumers and foster customer loyalty.

4. Save on operational costs: Efficient waste management practices can reduce disposal fees for establishments and lead to lower food costs by minimizing waste generation.

Waste Reduction Strategies In Foodservice

To effectively minimize the solid waste stream in foodservice, businesses can adopt a range of waste reduction strategies, including the following.

Source reduction

This approach involves reducing waste generation at its origin by modifying production, consumption, and distribution processes. Foodservice businesses can:

- ◆ Optimize inventory management to reduce food spoilage
- ◆ Implement portion control to minimize leftover food waste
- ◆ Offer incentives for customers to bring their containers or utensils
- ◆ Eliminate single-use items and replace them with reusable alternatives
- ◆ Train staff on waste reduction techniques, such as food preparation hacks that minimize waste from trimming or peeling ingredients

Recycling and composting


Recycling involves converting waste materials into new products,

while composting transforms organic waste into nutrient-rich soil amendments. Foodservice establishments can:

- ◆ Establish an on-site or off-site recycling program for materials like paper, plastic, metal, and glass.
- ◆ Partner with local farms or community gardens to repurpose food waste as animal feed or compost.
- ◆ Implement a composting system for food waste using compost bins, capable of transforming organic matter into valuable compost for landscaping or agricultural use.

A Sustainable Future

By understanding the solid waste stream and its relevance to the foodservice sector, companies can strategically implement waste reduction practices that conserve resources, protect the environment, and boost their sustainability image. Combined efforts in source reduction, recycling, composting, and waste-to-energy conversion will minimize waste generation and contribute to a circular economy and a greener future.

By embracing a holistic approach to waste management, the foodservice sector can significantly mitigate solid waste's environmental and economic repercussions. Meaningful engagement with stakeholders and ongoing cooperation will be essential to drive further progress towards a sustainable foodservice industry. 

About Jamil Bouchareb, CEO and Founder of Restaurantware: *Jamil Bouchareb is the founder and CEO of Restaurantware, a foodservice supply company at the forefront of innovation in the industry. Jamil's goal with Restaurantware has always been clear: to create products that chefs and operators could be proud of, emphasizing sustainability and ingenuity.*

About Restaurantware: *Restaurantware is a leading manufacturer and supplier of high-quality, innovative, and environmentally-friendly restaurant supplies and catering equipment. With a focus on utilizing cutting-edge technology and sustainable materials, Restaurantware is continually redefining industry standards, aiming to improve environmental sustainability and minimize the ecological impact of foodservice.*

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There were several Covid relief programs enacted to help businesses operate throughout the pandemic (Paycheck Protection Program, Restaurant Revitalization Fund, Employee Retention Credit, etc.). Initially, PPP loans appeared easier to qualify for but the IRS only allowed businesses to pick either ERC or PPP for relief - not both. Now, the ERC program remains available even if you already got PPP Loans and businesses are also eligible even if they didn't suffer a drop in revenue.

Businesses that meet certain ERC requirements can get up to \$26,000 per employee in fully refundable tax credits. Even businesses that only experienced partial shutdowns or didn't experience a loss in revenue are qualified to receive the credit - which is something that many payroll processing companies are inadvertently giving incorrect advice about.

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Re-Brand from page 1

August 25-27, 2024, at the Los Angeles Convention Center. The trade show is sponsored by the California Restaurant Association (www.calrest.org) and will feature a Pizza Tomorrow Summit Pavilion with exhibits and three full days of US Pizza Team Competitions; and will also be co-located with [Coffee Fest Los Angeles](#).

[The Pizza Tomorrow Summit](#), which was launched in 2022 will once again be co-located with the Florida Restaurant Show. The event offers an extensive range of products from hundreds of vendors, a robust conference program, as well as entertaining and informative pizza competitions and demonstrations by the U.S. Pizza Team. The trade show and conference was recently recognized as one of the fastest growing trade shows in the country by Trade Show Executive magazine. The show will also feature a pavilion and U.S. Pizza Team competitions at the California Restaurant Show in Los Angeles, CA.

[The Florida Restaurant Show](#) (formerly The Florida Restaurant & Lodging Show) will take place November 6-7, 2024, at the Orange County Convention Center in Orlando, FL. The event is sponsored by the Florida Restaurant & Lodging Association (www.frla.org) and will be co-located with the [Pizza Tomorrow Summit](#), which was recently recognized as one of the fastest growing

tradeshows in the country by Trade Show Executive magazine.

The three restaurant trade shows and conferences offer access to the hottest menu trends, state-of-the-art design and decor, the best in business education, and hundreds of the leading vendors and purveyors dedicated to serving the restaurant & foodservice community — all under one roof. The trade show floors feature hundreds of leading vendors demonstrating and sampling the newest food products, technology and equipment for the restaurant, foodservice, specialty beverage and hospitality markets.

Attendees have access to a free education program offering more than fifty complimentary sessions, led by subject matter experts, and are included with show admission. The content, developed in partnership with the State Associations and a Conference Advisory Board, is focused on all segments of the industry from independent restaurant owners to chain operators to commercial and institutional foodservice operations. The events also offer dozens of culinary demonstrations and competitions in the Culinary Innovation Theater. **TR**

About Restaurant Events, LLC: Restaurant Events is a trade show management company in the restaurant and foodservice industries. For information about exhibiting, sponsoring or attending any of the upcoming events, visit [New York Restaurant Show](#); [California Restaurant Show](#); [Florida Restaurant Show](#); and [Pizza Tomorrow Summit](#).

What's Going On from page 10

connecting new audiences through food brands in exclusive arrangements. Everybody Eats aims to disrupt the trillion dollar industry by bringing the best ideas and people together to build and scale their premium QSR and CPG brands through their various different platforms in order to connect with new audiences and most sought-after communities such as Millennials and Gen-Z.



Mike Penn

of Cupbop originally began as a food truck in Salt Lake City. The brand quickly captured the attention of locals and tourists, but has not opened for franchise opportunities until now.



Let's Ask Keith, an upcoming restaurant that will be located at 3309 Elm Street in Dallas, in the Continental Gin Building will be a casual steak

restaurant from UNCO Management. UNCO has several other concepts. UNCO Management's Elias Pope also recently opened [Tina's Continental Bar](#) in the same building. Pope recently acquired the iconic Culpepper Cattle Company, a beloved Rockwall-area steakhouse that has been serving patrons since 1982. It was closing but he stepped in and took it.



Today's Restaurant invites you to submit information for the What's Going On column at any time. Please e-mail your company, product or event information

to terri@trnusa.com and try to keep the word count around 50 to 75 words or

so. Get free publicity for your company, product or service! **TR**



Cupbop, the nation's first fast-casual Korean Barbeque in a cup concept, announced their Vice President of Franchise Development, Mike Penn, has opened his own Cupbop store in **Cedar City, Utah**. Located at 1322 S Providence Center Dr. The new location opened its doors in Q4 of 2023. Prior to this partnership, the brand has only partnered with development groups and multi-unit operators to bring their food to new communities, making Penn the brand's first individual franchisee for the Brand. Founded in 2013 by Junghun Song, the concept



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CHAPTER 1 ♦ VIRTUAL MEETINGS ♦ FRIDAYS 11 AM

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