

LIVE WEBINAR

STRATEGIES FOR RESTAURANT OWNERS TO SURVIVE IN THE NEW NORMAL

WEDNESDAY, JUNE 17, 2020 | 10:00 - 11:15 AM PDT



**Stephen Horowitz
& Associates**
Food Service Consultants

As cities reopen around the nation, restaurants continue to face numerous issues with their day-to-day operations. Restaurant owners are pivoting and adapting as quickly as possible, however each day brings new challenges. Join our panel of legal, financial and operational experts as they explore various strategies for restaurant owners to survive in this new normal.

This 75-minute webinar will address these key questions:

- How to manage company culture, safety and health of employees, as well as the customer experience?
- How to deal with vendor and landlord obligations?
- What are some debt, equity and business combination alternatives for restaurants?
- What restructuring alternatives are available during financial distress?

Attendees are welcome to submit questions prior to and during the webinar.

Don't miss our lively discussion!

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SPEAKERS



Denyelle Bruno
CEO & President
Tender Greens



Brian L. Davidoff
Restructuring Partner
Greenberg Glusker LLP



Stephen C. Horowitz
President
Stephen Horowitz & Associates



Duane Stullich
Managing Director
Focal Point Partners

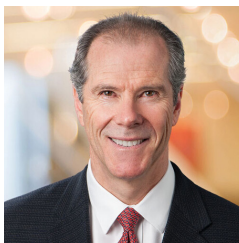


Joel Weinstein
Corporate Law Partner
Greenberg Glusker LLP

GET TO KNOW THE SPEAKERS



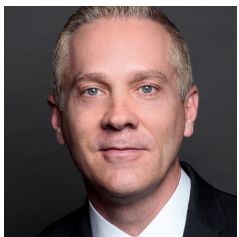
Denyelle Bruno is the President and CEO of Tender Greens, a fine-casual West Coast restaurant concept founded in 2006. Prior to joining Tender Greens, Denyelle spent 20 years in retail leadership roles, most recently as President of Retail Operations at Drybar. A Los Angeles native, she has worked with some of the most renowned brands including Apple, Peet's Coffee & Tea and Macy's to name a few. Denyelle is known for taking brands that are already iconic to best-in-class household names that simply cannot be ignored. Under her stewardship, not only is Tender Greens positioned to grow successfully nationwide but poised to reach the brand's higher purpose of transforming lives both within the company and its communities, as well as set the tone for gender diversity in the restaurant space and beyond.



Brian Davidoff is Chair of Greenberg Glusker's Bankruptcy, Reorganization & Capital Recovery Group. Brian helps middle-market companies and their principals navigate difficult financial waters. Brian also guides lenders, creditors, and vendors seeking to maximize their recoveries, and represents buyers and sellers of distressed assets. His early experience as a corporate attorney allows him to address both insolvency and business needs of his clients. Frequently, he acts as general counsel to both distressed and thriving businesses, advising them on their business growth, financings, and M&A activity. Brian is a frequent writer, speaker and source for the media. Brian edited, wrote and compiled the book *Reviving the Financially Distressed Business*.



Stephen Horowitz, of Stephen Horowitz and Associates, was the president of a food service manufacturing and distribution company serving Southern California. It was the 26th largest distributor in the country, even though it only operated out of one market. He sold the company to what is now U.S. Foodservice in 1985. He stayed as an executive for three and half years, until he started his own company in 1989. The company does consulting and M&A for food and food-related companies. Over the years, the company has completed 98 projects for 38 manufacturers, 276 contracts for 82 distributors, and 89 assignments for 42 different restaurant chains. SH&A has also done projects for food importers, brokers, wineries, restaurant design firms and equipment companies.



Duane Stullich is a co-founder of FocalPoint and has approximately 25 years of experience advising owners and stakeholders of middle-market companies on mergers and acquisitions, private placements of debt and/or equity capital, and special situations, including corporate bankruptcies. In 2018 and 2019 Mr. Stullich was profiled in the Los Angeles Business Journal's "LA 500", a list published annually to recognize Angelenos who have impacted the community with business accomplishments and civic and philanthropic leadership. Moreover, he has served on various boards, is a frequent speaker to business groups, and is currently chairman emeritus of the International Association of Investment Bankers.



Joel Weinstein is a member of Greenberg Glusker's Corporate practice and chairs the firm's Restaurant, Food & Beverage industry group. Joel's hands-on experience and legal expertise enable him to handle the increasing complexities of today's transactions, including mergers and acquisitions, asset and stock sales, private debt and equity financings, license and distribution arrangements, and strategic alliances. He advises entrepreneurs and boards on business entity structures, corporate governance, director and manager responsibilities, and investor agreements. Joel has wide experience representing restaurants in the quick service, fast casual and white linen sectors, as well as celebrity chefs.