

SCHEDULE OF EVENTS

Room 152 A/B 8:30 AM Registration/Networking/Continental Breakfast

9:00 AM Welcome by Jacqueline Noisette, SBRC Manager

Remarks by Mayor Vincent C. Gray

Remarks by Rabbiah "Robbie" Sabbakhan, Interim Director, DCRA

9:45 am Break

10:00 AM Breakout Sessions

Room 152 A/B D.C. Government Regulatory Processes (Panel Moderator Eric Rogers, Administrator)

Room 153 Do's and Don'ts of Opening a Food Industry Business In D.C.

Room 154 A Financial Management

Room 154 B New Frontiers in the Restaurant Industry: Commercial Kitchens

Room 155 How to Get Financing to Open a Business

Room 159 A Entering into a Building Lease Agreement

Room 159 B Vending

11:00 AM Breakout Sessions

Room 152 A/B D.C. Government Regulatory Processes (Panel Moderator Eric Rogers, Administrator)

Room 153 Do's and Don'ts of Opening a Food Industry Business In D.C.

Room 154 A Financial Management

Room 154 B New Frontiers in the Restaurant Industry: Commercial Kitchens

Room 155 How to Get Financing to Open a Business

Room 159 A Entering into a Building Lease Agreement

Room 159 B Vending

12:00 PM Break

Room 152 A/B 12:15 PM Panel Discussion: *Market Trends of D.C. Restaurants in the Next Five Years*, Keith Sellars,
Moderator (WDCEP)

1:00 PM Closing Remarks

Description Breakout Sessions

D. C. Government Regulatory Processes (Panel Discussion)

Provided by District Government Agencies: Rabbiah “Robbie” Sabbakhan, Matthew LeGrant, Eric Rogers, & Josef Gasimov, Department of Consumer and Regulatory Affairs (DCRA); Robert Sudler, Department of Health (DOH); Stephen Cordi, Office of the Chief Financial Officer (OTR), Matthew Marcou, District Department of Transportation (DDOT) and William Hager, Alcoholic Beverage Regulation Administration (ABRA). During the panel discussion, subject matter experts from DCRA, DOH, OTR, DDOT and ABRA will provide overviews of the regulatory processes and answer questions about: applying for a business or liquor license; registering an LLC; applying for a certificate of occupancy, or; obtaining a food handlers’ certificate.

Do’s and Don’ts of Opening a Food Industry Business In D.C

Judge Mary Terrell (The High Tea Society), Al Goldberg (Mess Hall Gold), and Aiden Baptiste-Boisdsiere

(Aiden’s Cuisine) will participate on a panel to provide current and aspiring business owners with pertinent information pertaining to opening and maintaining a business in the District of Columbia.

During this session business owners will have an opportunity to hear real-life stories from business owners who have navigated the regulatory processes, managed funding, developed strategies to market a business, and learned from mistakes along the way.

Financial Management

Craig Pascal, Seun Akinboboye, and Ross Macdonald, Branch Banking & Trust (BB&T). The Federal Deposit Insurance Corporation (FDIC) Money Smart for Small Business program consists of topics covering basic concepts and key points that can help small businesses grow. During this session, subject matter experts from BB&T, a partner of FDIC’s Money Smart of Small Business program, will provide an overview of the key essentials of financial management and credit reporting.

New Frontiers in the Restaurant Industry: Commercial Kitchens

Jonas Singer, Owner of BlackStrap Bakery, LLC t/a Union Kitchen. During this session, a small business owner will discuss the pros and cons of entering the restaurant business, unique concepts of catering kitchens, and how to launch, grow, and sustain small businesses in the District.

How to Get Financing to Open a Restaurant

Schuyler Woods, Washington Area Community Investment Fund (WACIF), Robert Summers and David Arriola, Department of Small Local Business Development (DSLBD). During this session, learn what banks are looking for in loan application packages, gain a better understanding of how to obtain access to capital, financial options, and get an overview of DSLBD’s Certified Business Enterprise (CBE) program.

Entering into a Building Lease Agreement

Donald F. Holmes, Jr. and Lyle M. Blanchard, Greenstein DeLorme & Luchs. During this session, learn: how to avoid pitfalls of restaurant lease agreements; the roles of leasing brokers; letter of intent; negotiation; space measurement issues; liquor license contingencies (and ABRA issues); tenant alterations (potential regulatory issues with DCRA and DOH); work

agreements/tenant allowance provisions; delineations of expenses between landlord and tenants (trash removal, utilities, property taxes, etc.); rent escalations and percentage rent provisions; security for tenant performance under the lease (personal guaranties, security deposits, and irrevocable letters of credit); default provisions; tenant’s ability to “go dark”, assignment/sublease and; lease renewal options.

Description Breakout Sessions

Moderators

Eric Rogers, DCRA Business and Professional Licensing Administrator

Keith Sellars, Washington D.C. Economic Partnership, President and CEO

Food Industry Regulatory Panelists

10 am & 11 am

Rabbiah Sabbakhan, DCRA Interim Director

Matthew LeGrant, DCRA Zoning Administrator

Josef Gasimov, DCRA Assistant Superintendent of Corporations

Stephen Cordi, OTR Deputy Chief Financial Officer

Robert Sudler, DOH Food Safety & Hygiene Division Program Manager

Marcou, Matthew, DDOT, Deputy Associate Director/Public Space Regulations

William Hager, ABRA Public Information Officer

12:00 pm

Vincent Parker, DCRA Vending Program Manager

Michele Wright, Office of the Deputy Mayor for Planning & Economic Development, Director of the Great Streets Initiative