



# Top 10 Takeaways from the 2022 Restaurant MasterClass Seminar

01

## Dustin Minton, GBQ

*"Don't wait to implement ASC 842 Leases until year-end as it could delay your financial statement issuance and meeting your debt covenant requirements."*

02

## Tod Bowen, ORA

*"In a business, regulatory and legislative world that moves very fast and where threats and opportunities we may not have even imagined in the past come at you very quickly, being connected to an organization that follows and impacts public policy from Washington DC to courthouses throughout Ohio, and not just at the Ohio Statehouse, but what might be coming our way from other states, is more important now than ever."*

03

## Roy Getz, EOS Worldwide

*"The Entrepreneurial Operating System (EOS) is a set of tools and operating principles that will allow owners and their leadership teams to gain control of their businesses. The entire organization will become crystal clear on its vision the team will become much more disciplined and accountable, executing well, gaining consistent traction, and advancing as a healthy, functional, cohesive, engaged team."*

04

## Mike Wiedower, Food Service Advantage

*"The only certainty about commodity markets is that they will continue to be volatile and unknown. Therefore, hope is not a strategy as you navigate your restaurant business. Only with awareness, education, and a well-intentioned purchasing strategy can you decrease your cost of goods and improve your P&L statement!"*

05

## Jared Hill, Huntington

*"In uncertain operating environments, where macroeconomic headwinds combine with typical restaurant-level operating challenges, one timeless principle remains: cash (liquidity) is still king! Understanding that financial covenants will inevitably cycle over time, the primary financial measure for restaurant leaders is ensuring adequate cash flow and liquidity."*

06

## Kaz Unalan, GBQ

*"Continue to plan and monitor tax law changes. Through 2022 eligible fixed asset additions are 100% tax deductible through bonus depreciation. Bonus depreciation starts to phase down in 2023 to 80% and reduced another 20% each year thereafter, so plan accordingly with your fixed asset purchases. Review state law changes that now allow pass-through entities (partnerships, S-Corps) to fully deduct state income taxes at the entity level. This may be a big benefit as a work around to the individual state and local tax deduction limitation of \$10,000."*

07

## Brad Saltz, West End Restaurants

*"Rather than spending time on annual budgets which are quickly outdated, focus your efforts on (1) where you are now (current financial position), (2) where you are going (projections), and (3) where you should be (benchmarks)."*

08

## Alicia Zambelli and Ryan Spitzer, Isaac Wiles

*"Consistency is key for employers during unionization. Employees are given significant latitude to discuss concerted activities as long as they concern employee's interests as employees. Employers should be cognizant that the NLRB may issue a bargaining order that ultimately stops the election process, streamlines the organizing of the union, and directs the employer into negotiations if it finds that an employer has interfered with the election process. Proper application of the tip credit requires detailed tracking of employees' time and tasks performed by employers."*

09

## Vince Stasiulewicz, Hylant

*"Keep in mind the five puzzle pieces for a cyber renewal (1) evaluate: fact finding and risk profiling, (2) quantify: exposure understanding, (3) transfer: insurance procurement, (4) prepare: cyber risk readiness and (5) test: tabletop exercises and training."*

10

## Brent Elsass, C Squared Advisors LLC

*"Stay relevant with the latest restaurant industry mergers and acquisitions, the impact of increased commodity costs and rising interest rates."*

## Relevant Brand Experience

GBQ's industry experience has led numerous restaurants to choose our firm as their advisor. The following is a select listing of restaurant clients served by GBQ team members:



**CONDADO**  
TACOS • TEQUILA • MARGARITAS



TASTE OF  
BELGIUM



QUALITY RESTAURANT  
GROUP, LLC

a Sonic, Pizza Hut, Arby's and  
Moe's Southwest Grill Franchisee



**DONATOS** PIZZA

Every piece is important.



a Wendy's and Buffalo  
Wild Wings Franchisee

**DELIGHT**  
RESTAURANT  
group

a Wendy's and Taco Bell  
Franchisee



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## Who is GBQ?



**200+**

ASSOCIATES



**100+**

CPAs

CLIENTS IN  
**50** + **25**  
STATES COUNTRIES



**4**

OFFICE LOCATIONS



Cincinnati



Columbus



Indianapolis



Toledo