

business plan restaurant opening

business plan restaurant opening is a crucial step for anyone looking to enter the dynamic and competitive world of the restaurant industry. A well-structured business plan not only provides a roadmap for the entrepreneurial journey but also serves as an essential tool for securing financing and guiding day-to-day operations. This article will delve into the key components of a successful business plan, the importance of market research, financial planning, and operational strategies. By understanding these elements, aspiring restaurant owners will be better equipped to navigate the complexities of opening their own establishment.

In this comprehensive guide, we will cover the following topics:

- Understanding the Importance of a Business Plan
- Conducting Market Research
- Defining Your Restaurant Concept
- Crafting a Financial Plan
- Outlining Operations and Management
- Marketing Strategies for Your Restaurant
- Finalizing Your Business Plan

Understanding the Importance of a Business Plan

A business plan is a vital document that outlines the vision, mission, and strategy of a restaurant. It serves several purposes, including attracting investors, guiding the management team, and providing a framework for evaluating progress. A well-written business plan can significantly increase the likelihood of success for a new restaurant.

Firstly, a business plan helps entrepreneurs clarify their business objectives and strategies. By detailing specific goals and outlining the steps needed to achieve them, restaurant owners can maintain focus and direction. This clarity is essential in a fast-paced industry where circumstances can change rapidly.

Secondly, a comprehensive business plan is a crucial tool for securing funding. Investors and lenders require detailed information about the business model, projected revenues, and market analysis. A compelling

business plan can instill confidence in potential backers, increasing the chances of obtaining necessary capital.

Lastly, a business plan acts as a management tool, allowing owners to track performance against their goals. Regularly reviewing the plan can help identify areas for improvement and adjust strategies as needed.

Conducting Market Research

Market research is a fundamental aspect of developing a business plan for a restaurant. It involves gathering and analyzing data about the target market, competitors, and industry trends. This information is essential for making informed decisions and crafting effective strategies.

Identifying Your Target Audience

Understanding your target audience is critical for creating a restaurant that meets their needs and preferences. Factors to consider include:

- Demographics: Age, income level, and lifestyle choices.
- Dining Preferences: Types of cuisine, dining styles (casual, fine dining), and dietary restrictions.
- Behavioral Trends: Frequency of dining out, spending habits, and loyalty to certain brands.

By identifying these characteristics, restaurant owners can tailor their offerings to better serve their customers.

Analyzing Competitors

Competitor analysis involves studying existing restaurants in the area and understanding their strengths and weaknesses. Key areas to evaluate include:

- Menu offerings and pricing.
- Customer reviews and feedback.
- Marketing strategies and brand positioning.

This analysis helps in identifying gaps in the market that your restaurant could fill, as well as potential challenges to anticipate.

Defining Your Restaurant Concept

The restaurant concept is the foundation of your business plan. It encompasses the theme, cuisine, and overall dining experience you aim to provide.

Choosing a Cuisine

The type of cuisine you choose will significantly impact your menu, target audience, and marketing strategies. Consider:

- Local demand for specific cuisines.
- Your passion and expertise in certain types of cooking.
- Trends within the food industry, such as plant-based options or ethnic cuisines.

A well-defined cuisine will help in positioning your restaurant in the marketplace.

Establishing the Ambiance

The atmosphere of your restaurant plays a crucial role in attracting customers. Factors to consider include:

- Interior design and layout.
- Lighting and music.
- Service style (fast-casual, full service, etc.).

Creating a unique and appealing ambiance can enhance the dining experience and encourage repeat business.

Crafting a Financial Plan

A detailed financial plan is essential for understanding the economic viability of your restaurant. This section should include initial startup costs, projected revenues, and financial forecasts.

Estimating Startup Costs

Startup costs can vary widely depending on the concept and location of your restaurant. Common expenses include:

- Leasing or purchasing property.
- Renovations and interior design.
- Equipment and inventory.
- Licensing and permits.

Accurate estimations of these costs will help in securing financing and planning for cash flow.

Creating Financial Projections

Financial projections should include:

- Sales forecasts based on market research.
- Break-even analysis to determine when the restaurant will become profitable.
- Forecasted income statements and cash flow statements for at least three years.

These projections provide a roadmap for financial success and help in identifying potential financial challenges.

Outlining Operations and Management

A robust operational plan outlines the day-to-day operations of your restaurant, including staffing, procurement, and service standards.

Staffing Requirements

Detailing staffing needs is crucial for ensuring smooth operations. Consider:

- The number of employees required (chefs, servers, managers).
- Hiring criteria and training programs.
- Employee retention strategies.

Effective staffing can significantly impact the quality of service and customer satisfaction.

Procurement and Inventory Management

Establishing strong relationships with suppliers and implementing an effective inventory management system is vital. Consider:

- Choosing suppliers that align with your restaurant's values (local, organic, etc.).
- Strategies for minimizing food waste.
- Inventory tracking systems to prevent shortages or overstocking.

Proper procurement processes are essential for maintaining quality and controlling costs.

Marketing Strategies for Your Restaurant

An effective marketing strategy is crucial for attracting customers and building brand awareness. This section should outline both online and offline marketing tactics.

Online Marketing Strategies

In today's digital age, online presence is essential. Consider:

- Creating a user-friendly website with essential information (menu, location, hours).
- Utilizing social media platforms to engage with customers and promote specials.
- Implementing email marketing to keep customers informed about events and promotions.

A strong online marketing strategy can significantly enhance visibility and customer engagement.

Offline Marketing Strategies

While online marketing is vital, traditional marketing methods should not be overlooked. Consider:

- Local advertising in newspapers or magazines.
- Participating in community events and food festivals.
- Collaborating with local businesses for cross-promotions.

These strategies can help build a loyal customer base and strengthen community ties.

Finalizing Your Business Plan

Once all sections are complete, it is important to review and finalize your business plan. This process involves:

- Ensuring all information is accurate and up-to-date.
- Seeking feedback from trusted advisors or mentors.
- Preparing a presentation for potential investors, including key

highlights from the plan.

A polished business plan is essential for launching your restaurant with confidence and clarity.

FAQs

Q: What is the first step in creating a business plan for a restaurant?

A: The first step is to conduct thorough market research to understand your target audience, competitors, and industry trends. This research will inform your restaurant concept and overall strategy.

Q: How long should a business plan be?

A: A business plan typically ranges from 20 to 40 pages, depending on the complexity of the restaurant. However, it should be concise enough to communicate your vision clearly while providing enough detail to demonstrate viability.

Q: Do I need a business plan if I'm opening a small restaurant?

A: Yes, a business plan is essential regardless of the restaurant size. It helps clarify your vision, secure funding, and guide operations, which are crucial for success.

Q: How much does it cost to create a business plan for a restaurant?

A: The cost can vary widely. If you hire a consultant, it may range from a few hundred to several thousand dollars. Alternatively, if you create it yourself, the costs may primarily involve research and time.

Q: What financial projections should I include in my business plan?

A: You should include sales forecasts, break-even analysis, and projected income statements and cash flow statements for at least three years. These projections help assess the financial viability of your restaurant.

Q: How can I make my restaurant stand out in a competitive market?

A: To stand out, focus on a unique restaurant concept, exceptional customer service, and effective marketing strategies. Building a strong brand identity and engaging with the community can also enhance visibility.

Q: What are some common mistakes to avoid when opening a restaurant?

A: Common mistakes include inadequate market research, underestimating startup costs, poor location choice, and lack of a clear marketing strategy. Thorough planning and preparation can help mitigate these risks.

Q: How can I ensure my restaurant remains profitable?

A: To ensure profitability, regularly review your financial performance, adjust your menu based on customer preferences, optimize operational efficiency, and maintain strong relationships with suppliers.

Q: What role does marketing play in the success of a new restaurant?

A: Marketing is crucial for attracting customers, building brand awareness, and establishing a loyal customer base. A well-executed marketing strategy helps differentiate your restaurant in a competitive landscape.

Q: What should I include in my restaurant's operational plan?

A: Your operational plan should include staffing requirements, procurement processes, inventory management, service standards, and day-to-day operational procedures to ensure smooth restaurant functioning.

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business plan restaurant opening: Opening a Restaurant Or Other Food Business Starter Kit Sharon L. Fullen, 2005 Book & CD-ROM. Restaurants are one of the most frequently started small businesses, yet have one of the highest failure rates. A business plan precisely defines your business, identifies your goals, and serves as your firm's resume. The basic components include a current and proforma balance sheet, an income statement, and a cash flow analysis. It helps you allocate resources properly, handle unforeseen complications, and make good business decisions. Because it provides specific and organised information about your company and how you will repay borrowed money, a good business plan is a crucial part of any loan application. Additionally, it informs personnel, suppliers, and others about your operations and goals. Despite the critical importance of a business plan, many entrepreneurs drag their feet when it comes to preparing a written document. They argue that their marketplace changes too fast for a business plan to be useful or that they just don't have enough time. But just as a builder won't begin construction without a blueprint, eager business owners shouldn't rush into new ventures without a business plan. The CD-ROM will cover the following subjects: Elements of a Business Plan, Cover sheet, Statement of purpose, The Business, Description of The Restaurant, Marketing, Competition, Operating procedures, Personnel, Business insurance, Financial Data, Loan applications, Capital equipment and supply list, Balance sheet, Breakeven analysis, Pro-forma income projections (profit & loss statements), Three-year summary, Detail by month, first year, Detail by quarters, second and third years, Assumptions upon which projections were based, Pro-forma cash flow, Supporting Documents, For franchised businesses, a copy of franchise contract and all, supporting documents provided by the franchisor, Copy of proposed lease or purchase agreement for building space, Copy of licenses and other legal documents, Copy of resumes of all principals, Copies of letters of intent from suppliers, etc. A new study from The Ohio State University has found the restaurant industry failure rate between 1996 and 1999 to be between 57-61 percent over three years. Don't be a statistic on the wrong side, plan now for success with this new book and CD-Rom package.

business plan restaurant opening: Restaurant Business Plan Cory Sutherland, 2015-02-13 Starting a business is always tough - especially in the food industry, and particularly for restaurant businesses. Among other things, you'll have to please a discerning clientele (who will post reviews online before they could finish their meals), deal with fresh produce and other perishables (that have shelf-lives always too short), and keep in line a likely-diverse kitchen staff (whose attitudes tend to clash). Another proof that the restaurant business is tough: around half of all restaurant ventures fold-up in losses. This is, of course, due to varying reasons - although the complications that restaurant owners face are more or less the same. So is starting a restaurant even a viable prospect these days? Or are restaurant start-ups doomed to fail? The answer: Restaurant businesses are not all doomed to fail, and starting one can be a worthwhile endeavor. After all, every man and woman alive still need to eat. This means there will always be potential clientele that your restaurant can feed and profit from. The important question then is, how can you successfully start a restaurant and produce a steady (and healthy) profit? That's exactly what this book will show you how to do. I'm going to guide you through all the preparation and steps you need to take to launch a restaurant business and get positive returns within the year. I'll walk you through the essentials of starting a business including how to get funding, how to hire the right people, how to develop a menu, as well as what traps to avoid to make sure your restaurant remains successful. Let's get started!

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business plan restaurant opening: How to Write a Restaurant Business Plan in Ten Steps Paul Borosky Mba, 2019-08-17 As a doctoral candidate, professional business consultant, and business plan writer, I am often asked by aspiring and seasoned entrepreneurs alike, What is the first step for starting a restaurant business or expanding a current restaurant operation?. When I first started out as a business consultant, I would explain to my client their place in the

entrepreneurial process. I then support this analysis with proven academic and practicing business theory, along with recommending specific steps to take to start or expand their restaurant operations. After going through this process time and time again with restaurant entrepreneurs, it dawned on me that the first step I ALWAYS recommend is writing a business plan. Unfortunately, most restaurant entrepreneurs do not know how to write a professionally polished and structured restaurant business plan. Hell, most owners don't know how to write any type of business plan at all. From this issue, I decided to write this book focused on a ten-step process to writing a well-structured restaurant business plan. The restaurant business plan writing steps include all aspects of the business plan writing process, beginning with developing the executive summary through constructing a professional and polished funding request. In each step, I introduce you to a different restaurant business plan section. I then explain in layman's terms what the section means, offer a restaurant-specific business plan sample, and analyze the sample to help you understand the component. The objective of this detailed process is to ensure full understanding of each section and segment, with the goal of you being able to write a professional restaurant business plan for yourself, by yourself! IF you still need help writing your restaurant business plan, at the end of the book, I ALSO supply you with a professionally written sample restaurant business plan AND a restaurant business plan template for you to use. On a final note, to put the cherry on top, I have conducted and included preliminary restaurant market research for you to use in your personalized plans! In the end, I am supremely confident that this book, with the numerous tools and tips for restaurant business plan writing, will help you develop your coveted restaurant business plan in a timely fashion.

business plan restaurant opening: *SUSHI RESTAURANT BUSINESS PLAN - GET FUNDED!*
nextiq.com, 2015-03-03 The perfect package for Entrepreneurs and Business owners looking to obtain Bank, Investor Funding or a Solid path to Succeed in Business. If you plan to Start your own company or you are already running one, NextIQ Business Planning is The Answer to Get Funded and Expand your business! We will provide you with a Complete Business Plan in Microsoft Word and Excel format...the kind that investors and banks want to see. Follow a widely accepted and expected format & flow including all relevant financial terminology collated by professionals with more than 25 years of experience in the Business Planning Consulting Service industry. Why plan your business today?: A comprehensive and sustainable business plan IS A MUST for your business to succeed. Much depends on it: outside funding, credit from suppliers, management & personal operation/finances, promotion & marketing of your business, strategy to achieve goals and objectives. NO software: Simply replace the generic business name, locations, and dates with your own specific plan details. All the information is in Word and Excel, in a professional format for easy and clear printing. Our packages offer Simple walk-through steps to outline the major issues that you need to know to complete a sustainable and solid business plan to successfully get funded including: How much will the start-up cost of my project? How much Inventory should be necessary? What will it cost to launch the business? How much will the website for my business? How much will the additional services cost? How much will be spent on marketing? What's the best time to launch? How profitable will I be, and when? Which key financial indicators should I include? And several others... You can create a winning business plan with no major knowledge in financial writing and business terminology, in less than 5 Hours! Documented research adds credibility to your plan... The included analysis is written based upon current sources in your industry. Use your computer's word processor to turn this business plan into your own. Once you have finished editing, print your plan and insert it into the three ring binder for a professional presentation Financial Pro Forma Spreadsheet (Microsoft Excel) Your investor will love it! The Financial Statement Template is a tremendous time-saver for business plan writers. The Template is an Excel file that includes 4 years of monthly Income Statement, Balance Sheet, and Cash Flow projections. Each group of monthly statements includes an annual summary formatted with presentation quality so that they can be appended directly to your plan or copied and pasted into it. The plan Financial Statement Template is not just a nice format - it's much more. All of the formulas and calculations have been set up for

you so that you have to enter only a small number of variables to generate a complete set of financial projections. In addition to the Financial Statements, the Template offers you 10 individual worksheets you can use to work out the details of your financial plan. There are separate worksheets for Sales, Cost of Goods Sold, Staffing, Depreciation, and Loan Payments. Why choose our Business Plan? Running or starting a business is a complex process and involves different tasks that need to be accomplished in a suitable time and manner to get the success desired. We propose you absorb the knowledge of our top consultants to create a professional and realistic business plan to present to your future partner or investor. We are 100% confident that we can help you and your new business for 10 simple reasons:

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- We've been in your shoes:** Our team of consultants have successfully started and run their own businesses using these methods. We know what works and can help you to develop a successful path for your business.
- Complete roadmap:** Everything you need to make informed decisions about your new business venture is covered.
- Proven methodology:** We relentlessly split test new applications to find out what works and what doesn't. Other firms' methodologies are based on theory, while ours is based on real-life business - we've tested and proved it in the trenches.
- Ready to print:** Our plan is formatted in letter size and ready to print with a fully professional look and feel.
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- 4.2 Business Analysis
 - 4.2.1 Business Participants
 - 4.2.2 Industry Overview /Marketing Overview.
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- 5.1 Marketing Strategy
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- 5.23 Sales Strategy
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- 5.5 Sales Programs
- 5.36 Milestones
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- 6.1 Organizational Structure
- 6.2 Management Team
- 6.3 Management Team Gaps
- 6.4 Personnel Plan /Personnel
- 7.0 Financial Plan
- 7.1 Important Assumptions
- 7.2 Key Financial Indicators
- 7.3 Break-even Analysis
- 7.4 Projected Profit and Loss
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- Learn about everything that is involved in running a restaurant. •

Revealed five restaurant myths. • Find out the truth about the restaurant myths. • Uncover the exact reasons why some restaurants fail. • Get the scoop on how to design your restaurant one from scratch. • Find out the pros and cons of both the franchise and the independent restaurants. • Discover how to get your franchise restaurant off to a running start. • Learn about the costs involved in buying a franchise, and the hidden fees. • Learn about the different kinds of restaurants, from cafés to fine dining. After Reading Our Restaurant Start-Up Guide, You Would Be Well On Your Way To Avoiding the 80% failure rate that haunts all Start up restaurants!!! This incredible how to start a restaurant guide will empower you to: • Understand what it really takes to start a restaurant! • Finally found a place in the sun with the launch of your own restaurant! • Make your restaurant business so successful that you'll be raking in the money! • Save hundreds of dollars that you waste in trying to start a restaurant without knowing what it take to start one! • Save time that otherwise would be wasted in failed "trial and error" attempts! • And much, much more! There is not one book on Kindle that covers the following: • Learn about the realities of running your restaurant business smoothly. • Get a detailed overview of the restaurant jobs that must be filled, from the dishwasher to the chef. • Get tips on hiring the perfect staff for the front of the house and the back of the house. • Learn about equipping your restaurant. • Discover the secret ways to save when outfitting your business. • Find out the necessity of having a point of sale (POS) system in place before you open for business. • Insider knowledge on why it is wise to lease your equipment instead of buying it. • Get a detailed look at what is involved in a restaurant owner's life. • Get bonus materials and a lot off extra resources. If you order this guide and apply the techniques presented inside, you will start your own restaurant within 60 days and save Thousands of dollars of Costly Restaurant Start-up mistakes. Here's what you will discover inside this guide: • Get clear definitions on what people expect from certain types of restaurant. • Learn the steps of choosing a location and researching the population. • Discover how to determine population base. • Learn how to negotiate a lease. • Find out how to analyze the competition in your area. • Learn the basic business plan format and how to write a perfect one. • Learn how to make more or less accurate financial projections. • Learn about making a realistic budget for your restaurant. • Learn how to write a balanced and intriguing menu. • Discover how to effectively pricing your menu and designing its appearance. • Find out the pitfalls in menu designing that you should avoid.

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how much money it will take? When do you know you're succeeding - or failing? If you're succeeding, how do you successfully expand? Focusing on these kinds of business questions, this book takes a practical approach, giving the readers the nuts and bolts from deciding on a table layout to taking inventory of their bar.

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- Introduction to basic requirements of starting a restaurant such as time management, recognizing your competition, choosing your restaurant concept, and making it legal.
- Information on building a solid business foundation such as a solid business plan, a perfect location, where to find investors, and securing loans.
- Suggestions on how to compose the perfect menu, laying out the front and back of house and bar, and choosing the must-have necessities such as security alarms and fire prevention.
- Techniques on how to hire and train your staff, purchasing or renting supplies, understanding costs and setting up your financial office, and using social media as a marketing tool.
- Secrets for keeping your customers returning, running a safe restaurant, managing employees, and building your PR sales plan.
- Pre-opening checklists to ensure everything is ready by opening day.

Operational checklists and forms a successful restaurateur will need to manage their restaurant.

business plan restaurant opening: *Start Your Own Restaurant and More* The Staff of Entrepreneur Media, Rich Mintzer, 2016-10-17 Americans spend more than \$600 billion a year eating out. Busy consumers don't have the time or inclination to cook - they want tasty, nutritious meals without dishes to wash. Singles, working parents and seniors are demanding greater convenience and are turning to restaurants to fill that need. With so much dining and taking out, there's plenty of room for more food businesses, but for a successful startup you need more than just good recipes. You also need to know about planning, capitalization, inventory control, and payroll management. Entrepreneur has compiled everything you need including how to evaluate the competition, how to research potential customers, the basics of setting up a kitchen, how to find a great location, how to leap over regulatory hurdles in the industry, and how to select the best people to staff your particular style of business.

business plan restaurant opening: *How to Open a Financially Successful Pizza & Sub Restaurant* Shri L. Henkel, Douglas Robert Brown, 2007 The explosive growth of the pizza and sub shops across the country has been phenomenal. Take a look at these stats: Americans eat approximately 100 acres of pizza each day, or about 350 slices per second. Pizza is a \$32+ billion per year industry. Pizza restaurant growth continues to outpace overall restaurant growth. Pizzerias represent 17 percent of all restaurants. Pizza accounts for more than 10 percent of all food service sales. Here is the manual you need to cash in on this highly profitable segment of the food service industry. This new book is a comprehensive and detailed study of the business side of the restaurant. This superb manual should be studied by anyone investigating the opportunities of opening a pizza or sub restaurant. It will arm you with everything you need including sample business forms, leases, and contracts; worksheets and checklists for planning, opening, and running day-to-day operations; sample menus; inventory lists; plans and layouts; and dozens of other valuable, time-saving tools of the trade that no restaurant entrepreneur should be without. While providing detailed instruction and examples, the author leads you through finding a location that will bring success, learn how to

draw up a winning business plan (The companion CD-ROM has the actual pizza restaurant business plan that you can use in MS Word), basic cost-control systems, profitable menu planning, successful kitchen management, equipment layout and planning, food safety and HACCP, successful beverage management, legal concerns, sales and marketing techniques, pricing formulas, learn how to set up computer systems to save time and money, learn how to hire and keep a qualified professional staff, new IRS tip-reporting requirements, managing and training employees, generate high-profile public relations and publicity, learn low-cost internal marketing ideas, low and no-cost ways to satisfy customers and build sales, and learn how to keep bringing customers back, accounting & bookkeeping procedures, auditing, successful budgeting and profit planning development, as well as thousands of great tips and useful guidelines. The manual delivers literally hundreds of innovative ways demonstrated to streamline your business. Learn new ways to make your operation run smoother and increase performance. Shut down waste, reduce costs, and increase profits. In addition operators will appreciate this valuable resource and reference in their daily activities and as a source of ready-to-use forms, web sites, operating and cost cutting ideas, and mathematical formulas that can be easily applied to their operations. The Companion CD Rom contains all the forms in the book as well as a sample business plan you can adapt for your business. The companion CD-ROM is included with the print version of this book; however is not available for download with the electronic version. It may be obtained separately by contacting Atlantic Publishing Group at sales@atlantic-pub.com Atlantic Publishing is a small, independent publishing company based in Ocala, Florida. Founded over twenty years ago in the company president's garage, Atlantic Publishing has grown to become a renowned resource for non-fiction books. Today, over 450 titles are in print covering subjects such as small business, healthy living, management, finance, careers, and real estate. Atlantic Publishing prides itself on producing award winning, high-quality manuals that give readers up-to-date, pertinent information, real-world examples, and case studies with expert advice. Every book has resources, contact information, and web sites of the products or companies discussed.

business plan restaurant opening: How to Open a Restaurant: Due Diligence Frank Stocco, Debbi Stocco, 2011-01-24 In this book, *How to Open a Restaurant: Due Diligence*, you will find out the “first things first”—the expertise needed to open a restaurant, the steps you need to take early on, and a guide to help you complete the steps. This manual is designed to properly prepare you to open your restaurant within a required and realistic pre-opening budget, starting with defining your concept and vision. The goal is to save you literally thousands of dollars, and even help you gain financial advantage by using this chronological comprehensive guide. There are 13 instructional chapters and each one is a true workbook style manual with space for notes and vital information that pertains to the respective Instruction. New entrepreneurs, seasoned foodservice veterans, equipment companies as well as architects will benefit from reading the information presented. The book will serve as an invaluable resource and journal for future endeavors as well.

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