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#foodservicestrong
Agenda

• Update on PPP – Additional Funding Coming
• How to leverage tech to support your business’s commitment to health and safety
• How Sysco Can Help
Attention Restaurants!
Additional Financial Relief Is Coming.

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Restaurants Act of 2020

• Formally known as the Real Economic Support That Acknowledges Unique Restaurant Assistance Needed To Survive Act of 2020

• $120 billion fund to be administered by the U.S. Treasury (the “Treasury”) for structured relief to foodservice or drinking establishments through year-end
Eligible Businesses

• Restaurants, food stands, food trucks, food carts, caterers, saloons, inns, taverns, bars, lounges, and other similar places of business in which the public or patrons assemble for the primary purpose of being served food or drink, with annual revenues of less than $1.5 million, that as of March 13, 2020, were not:

  • part of a chain or franchise with more than 20 locations doing business under the same name, regardless of the type of ownership of the locations
  
  • publicly traded, including a subsidiary or affiliate thereof, or
  
  • part of a state or local government facility other than an airport. An eligible business may receive only one grant.
Permitted Use of Grant Proceeds

• From February 15 to December 31, 2020 (the “Covered Period”), eligible businesses can receive a grant for proceeds to be used for the following:
  • payroll costs
  • payments of principal or interest on any mortgage obligation
  • rent payments, including rent under a lease agreement
  • utilities
  • maintenance, including construction to accommodate outdoor seating
  • supplies, including protective equipment and cleaning materials
  • food and beverage
  • debt obligations to suppliers that were incurred before the covered period, and
  • any other expenses that Treasury determines to be essential to maintaining the eligible entity.
Determining Grant Amount

The amount of a grant will be determined by the difference in revenues or estimated revenues of the eligible business during a calendar quarter in 2020, selected by the business, as compared with the same calendar quarter in 2019. An eligible entity shall submit to Treasury such revenue verification documentation and additional documentation as Treasury may require.
Reduction Based on Economic Injury Disaster Loan or Paycheck Protection Program Forgiveness

If an eligible business has received an Economic Injury Disaster Loan (“EIDL”) or Paycheck Protection Program (“PPP”) loan forgiveness duplicative of the expenses incurred during the Covered Period, the maximum amount of a grant awarded to the eligible entity will be reduced by the amount of funds expended by or forgiven for the eligible entity for those duplicative expenses.

An eligible business should be able to avoid any reduction by demonstrating that the grant will not cover those expenses already addressed by an EIDL or PPP. In that way, the grant can pick up where the EIDL or PPP ended.
Repayment of Grant

Any grant amount not used during the Covered Period will be converted into a loan. In addition, should the estimated revenue for the selected 2020 quarter for which the grant amount was determined exceed the actual revenue for such quarter, the excess will be converted into a loan.

Loan will have:
- an interest rate of 1 percent, and
- a maturity date of 10 years, beginning on January 1, 2021.

Should a grant recipient permanently go out of business on or before December 31, 2020, it must return any funds not used for permitted uses.
Taxability of Grant

The amount of a grant awarded to an eligible entity is *excluded from the gross income* of the eligible entity.

The exclusion from gross income will *not result in the reduction of any tax deduction*, tax attribute or any basis increase.
PPP Developments

• There remains $150 billion available for PPP loans, as of July 24.

• Qualified businesses must apply for PPP no later than August 8.

LOAN FORGIVENESS

• PPP loans received before June 5 consider whether to use 8-week or 24-week covered period (balance more time to spend but more time to manage work force)
How to Leverage Tech to Support Your Business’s Commitment to Health and Safety

Agenda: Using Technology Post Covid-19

• How to promote health and safety to customers
• How to communicate new policies with staff
• How to enforce new procedures
• How to automate tasks to ensure daily/weekly items are being completed
How to Promote Health and Safety to Customers

- Online Ordering: Delivery and Curbside Pickup

- Contactless Menus: QR Code

- Online Reservations

- Social Media

Want to do it yourself? Login in at syscostudio.com or ask your Sysco Sales Consultant for more information.
Communicate New Policies with Staff

- Staff Messaging with Ability to Archive
- Shift-to-Shift Log to Communicate and Track Issues
- Log Daily Employee Wellness Checks: Temperature, Symptoms, Recent Contacts or Diagnosed in Last 14-Days
How to Enforce New Procedures

- Create Checklists to Ensure Tasks are Completed in Real Time
- Document New Policies and Have Employees Sign
Use Technology to Automate Tasks

- Leverage technology to automate task reminders
- Digitally track activities to help limit liability
Concierge Service

Our Concierge Service available to any customer

- Contactless Menus, Pop Up Shop/Marketplace, Social Media, Thank you cards and other restaurant marketing materials to ensure continuity
- Provide guidance on what you could be doing to promote your business
- Provide guidance and facilitate our iCare Partnerships available to our customers
  - Websites to facilitate Online ordering
  - Delivery
  - Gift cards, etc.

For Marketing Services Help:
- Call: -1-800-380-6348 or
- Email: info@syscomenuservices.com

Sysco Marketing Services is here to help you reimagine your business with the steps for a successful Snap-Back!

As you move forward with reopening or expanding your services, it’s important that you strategize your snap-back plan. This includes current safety and social standards, the power of an online and social media presence, and the creativity and resilience of your team!

Our team of associates is available to assist you:
- Understand your local, state, and federal guidelines
- Communicate with your customers
- Streamline your business – smarter, faster, better!
- Rethink your business and expand your services
- Reconfigure your space and implement social distancing measures
- Connect with our service partners to set up a website, online ordering, and delivery services
- Gain access to helpful tools, such as Sysco | Studio

Let’s partner to create your menus and marketing:
- Limited menus for dine-in, carryout, and delivery
- Pop Up Shop menus and marketing
- Banners and signage to promote your safety and sanitation protocol
- Customer promotions and social media messaging

For our concierge service, call 1-800-380-6348 or email info@syscomenuservices.com

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