



2812 Grande Pkwy. #114, Palm Beach Gardens, Florida 33410, USA +1 561 312 2220
123 Pall Mall, London, England SW1Y 5ED +44 07817 215132

SPOTLIGHT ON
MIAMI, FLORIDA
Pg. 1



WORLD'S BEST
BARS AWARDS
Pg. 2

WORLD'S
SMALLEST
RESTAURANT
Pg. 3

YANG'S BRAISED
CHICKEN RICE
Pg. 4

RECOMMENDED
READING
Pg. 4

SPOTLIGHT ON: MIAMI, FLORIDA - "THE MAGIC CITY" ... AND CITY OF SUPERLATIVES!

Miami and its metropolitan area grew from just over 1,000 residents to nearly 5.25 million in just 110 years (1896 – 2006). The city's nickname came from this rapid growth. Indeed, there are restaurants in London open longer than Miami has been a city!

Miami is a city of superlatives:

- Port of Miami is the cruise capital of the world; home to the world's leading cruise lines and with over 4 million annual passengers.
- Miami International Airport is 2nd in the US for international arrivals.
- Major league teams in baseball, basketball, football, hockey and soon soccer.
- Downtown Miami has largest concentration of international banks in the US.
- Fourth -largest urban area in the US.
- Forbes Magazine – "Miami's # 1 Happiest Place To Work" in America.
- Euromonitor 2017 placed Miami as 2nd most visited city in all the America's and 20th most visited city worldwide.
- Finance web site, Smart Asset ranked Miami as # 1 city for foodies in America, thanks to the large number of restaurants and grocers.
- In a UBS study of 72 world cities, Miami ranked richest city in the US and world's seventh richest city in terms of purchasing power.

(Please turn to page 5)

POTPOURRI: *Caterer Magazine's* prestigious Catey Award was just presented to renown chef, Wolfgang Puck, for International Outstanding Achievement ** In addition, British restaurateur Raymond Blanc was recently presented the

Lifetime Achievement Award at the 2018 Estrella Damm National Restaurant Awards ** **Cheesecake Factory** has created a new Pan-Asian fast casual concept – **Social Monk Asian Kitchen**. This is their 2nd Asian concept. **Rock Sugar Southeast Asian Kitchen** was their first and currently has two locations **Its rumored **Krispy Kreme Doughnuts** is close to purchasing **Insomnia Cookies** – a 135- site chain that stays open until 3am selling and delivering cookies and milk ... usually near college campuses **

WORLD'S BEST BARS AWARDS. The recent 12th annual Tales of The Cocktail Conference was held in New Orleans. Among the Spirited Awards given were to the London-based **Savoy American Bar** for both *World's Best Bar* and *Best International Hotel Bar*. The top American bar award went to Chicago's **Lost Lake**.

QUOTABLE QUOTES. "People who think they know everything are a great annoyance to those of us who do." Isaac Asimov, American writer.

PLANNING INTERNATIONAL EXPANSION. James Beard Award-winner, Nancy Silverton, is considering taking a branch of her **Los Angeles** restaurant, **Mozza**, to **London** in the very near future ** Montreal, **Canada**-based vegan eatery, **Copper Branch**, has announced plans to add 60 locations in the near future across Canada, as well as **France** and the **US**.

TAKING THE FIRST STEPS. Well known, London-based steakhouse and cocktail bar chain, **Hawksmoor**, has announced their recent opening in Edinburg, **Scotland** – their first restaurant to be launched outside of England ** Iconic Naples, **Italy** pizza maker **Pizzeria 50 Kalo de Ciro Salvo** will be opening soon in central **London** ** Famed Venezuelan chef Carlos Garcia has recently opened his first international restaurant in **Miami** ** **Milan's Camilo Benso** restaurant will be opening its first international location in **London** this summer ** Italian gelato restaurant **Bio Bio Gelato** has opened its first franchised restaurant in **Miami** ** The iconic, 130 year-old Brooklyn, New York restaurant **Peter Luger's Steakhouse** will be opening in **Tokyo** in 2020 ** With 140 locations and several brands throughout **Vietnam**, **Red SunRTI** has entered into an agreement with an Australian partner to open their first international location in **Melbourne** ** Dallas-based **Studio Grill**, with 30 locations in the US, has announced signing license agreements for locations in **South Africa** and **Saudi Arabia** ** **Chick-fil-A** is opening next year in Toronto, **Canada**, with plans to open at least 15 restaurants within the next 5 years **

ON THE MOVE – PART 1:

- **JOLLIBEES.** The Philippines' largest fast-food chain and operating over 3,000 restaurants worldwide – will be opening this October their first UK restaurant in **London**.
- **IHOP.** Already operating in 13 countries, they have signed a franchise agreement with Percapitals S.A.C. to open 25 restaurants in **Peru** over the next decade.
- **LEON.** This English healthy fast food chain – with its franchise partner, Cibus Concepts, Ltd, - will be opening its first Irish restaurant in **Dublin** ... with plans to do 20 units across Ireland by 2023.
- **SAN MARTIN BAKERY.** This bakery-café from **Guatemala**, with 40 locations in Guatemala and El Salvador, is opening their first US location in **Dallas** late this summer.
- **AUNTIE ANNE'S.** Featuring their pretzels and 20 unique tea offerings, they have recently opened with their partner, the Ga Ga Group, in Shenzhen, **China**. This is their first store in the country.
- **WAGAMAMA.** This British chain has opened its first restaurant in **Norway**, at the Oslo airport.
- **DOMINO'S PIZZA.** In partnership with Anatron and ISCG, they have opened their first store in **Kosovo** at its capital in Pristina.

INTERNATIONAL TRIVIA. What was the first country to ban plastic plates and cutlery? Ans. In 2016, France passed a law – to become effective in 2020 – banning plastic dinnerware, to transition the country to embracing renewable energy sources.

KUAPPI – THE WORLD’S SMALLEST RESTAURANT. Situated in a small



yellow wooden cabin by the water in Iisalmi, Finland - it has been acknowledged as the Guinness World Record holder as world’s smallest restaurant. Within its 86 square feet there is a kitchen, table, two chairs, bathroom and full bar (all



alcohol kept in small bottles). It serves traditional dishes and reservations are a necessity.

ON THE MOVE – PART 2:

- **RAMEN NAGI.** Tokyo-based, this 35-unit chain has just opened its first US location in Palo Alto, California.
- **TIM HORTON’S.** This Canadian coffee chain has signed a master franchise agreement with private equity firm Cartesian Capital Group to open 1,500 branches in China over the next decade.
- **HESTON BLUMENTHAL.** This British Michelin star chef will be opening his Dinner by Heston Blumenthal in the Royal Atlantic Resort in Dubai in 2019.
- **TEXAS CHICKEN.** With local franchisee Envictus International Holdings Limited - they have recently opened in Johor, Malaysia. This is their 48th restaurant in Malaysia.
- **P.F. CHANG’S.** With over 300 restaurants in 25 countries, this casual dining Asian bistro has opened in the Ramstein Air Base in Germany.
- **SALAD BOX.** From their start in Romania, they are now in 12 countries. They have opened their first Irish restaurant in Cork, Ireland, with plans to open 20 locations in Ireland over the next 3 years.
- **PAPA JOHN’S.** With their franchisee Drake Enterprises, AG, they have opened their 50th restaurant in Spain.
- **SLOAN’S ICE CREAM.** Based in West Palm Beach, Florida, this is a unique luxury ice cream and toy chain. They have just opened their 2nd store in Kuwait, with plans for three more franchise locations in Saudi Arabia.

THE MANDATORY MENU CALORIE COUNT BATTLE COMES TO THE UK. After a long battle, American restaurants with over 20 locations are now required to not only have calorie information on their menus and menu boards but also have available in the restaurant and in writing additional nutritional information. The UK is now attempting to follow suit ... at least to an extent. Their Department of Health and Social Care is consulting on introducing “clear, consistent” labeling of dishes. The Health Secretary has indicated that independent businesses would be exempt, but all large restaurant chains would need to list calories. As expected, certain of the trade organizations are battling the ruling.

YANG'S BRAISED CHICKEN RICE. They opened their first restaurant in China in 2011. What makes them unique is they serve – in their 6,000 plus locations across **China, Australia, Japan, Singapore** – only one dish! This is braised chicken thigh meat in ginger, mushrooms and chiles and served in a clay pot with rice. The guests can request various levels of spice. They recently opened their first US location in **California** and expect to franchise others in the state.



INTERNATIONAL TRIVIA. How many miles long is The Great Wall of China? Ans: It is 13,170 miles long and the longest structure ever built by humans.

ON THE MOVE – PART 3.

- **HAI DI LAO.** Operating 310 restaurants worldwide, this hot pot restaurant chain from **China** will make its European debut soon with a 10,000 sf location at the Trocadero in **London**.
- **JAMIE'S DELI.** A part of London-based Jamie Oliver Restaurant Group and in association with travel catering company SSP – they will be opening at the **Bahrain** International Airport in 2019.
- **WINGSTOP.** Now operating 1,100 locations globally, they have signed a franchise agreement with Operadora de Restaurantes Orna to open 10 locations across **Panama** over the next five years. Their first unit just opened in Panama City.
- **LEON.** This UK-based, 54 unit, healthy fast food chain will make its U.S. debut at a site in **Washington D.C** this summer.
- **SHAKE SHACK.** Together with their licensee, SSI Group, they will be opening in Manila, **Philippines** in 2019.
- **TEXAS CHICKEN.** They have signed an 80-location deal with franchisee PT Quick Service Restaurant to open throughout **Indonesia**. They are the sister brand to Church's Chicken.
- **SHAKE SHACK.** They have opened their first location in **Hong Kong**. They expect to open 14 restaurants in Hong Kong and **Macau** over the next decade.
- **STARBUCKS.** They will be opening their first Italian restaurant in **Milan** this September.

RECOMMENDED READING. A bit different from our typical recommendations, but well worth the read. Written by the late Anthony Bourdain and published by Ecco/HarperCollins, it is currently a best seller. *Kitchen Confidential : Adventures in the Culinary Underbelly* is an hilarious expose' of the Manhattan, New York restaurant business.

QUOTABLE QUOTES. "I learned more from the one restaurant that didn't work than from all the ones that were successful." Wolfgang Puck

(Continued from page 1)

SPOTLIGHT ON: MIAMI, FLORIDA - "THE MAGIC CITY" ... AND CITY OF SUPERLATIVES!

Miami is the youngest major city in America. However, it has evolved into a major center and leader in finance, commerce, culture, media entertainment, the arts and international trade. Whether you are already expanding domestically or considering the US for your international expansion - Miami should be on your radar. As an aside, remember this: many foreign-based restaurants have chosen Miami as their initial US opening ... over New York and other major US cities due to lower occupancy, labor and construction costs. One of many examples is famed London-based **ZUMA**, who chose Miami first and now operates one of the city's largest volume restaurants.

Lest we forget (shy folks we are): our parent group, *The Lackey Companies*, is the premier (35 years) restaurant real estate brokerage firm in the Miami market ... and we would be honored to assist you with your real estate plans for this area. **Lackeycompanies.com**

