

# David T. Denney

## Founder, Denney Law Group - a **Nose-to-Tail Law Practice**®

President, Greater Dallas Restaurant Assn

Board Member, Texas Restaurant Assn

Frequent speaker & writer on  
Restaurant, Bar & Hospitality Law  
issues



VIRTUAL



JUNE 30, 2020

**The Mother of Invention  
How F&B Companies Successfully Altered Their Business Models to Deal  
With COVID-19 (and beyond)**

# Pivots & Innovations





kyleneonan • Following



kyleneonan KYLE'S KITCHEN

Cedar Plank Salmon, Spiked Pomegranate Lemonade, and a special performance by @ebtheyounger !!  
#kyleskitchen @therusticdal @therusticsa @therustichou @therusticpost oak

5w



hippiehickchick

5w 1 like Reply



ss\_fawcett Got me on the lime in the coconut!

5w 1 like Reply

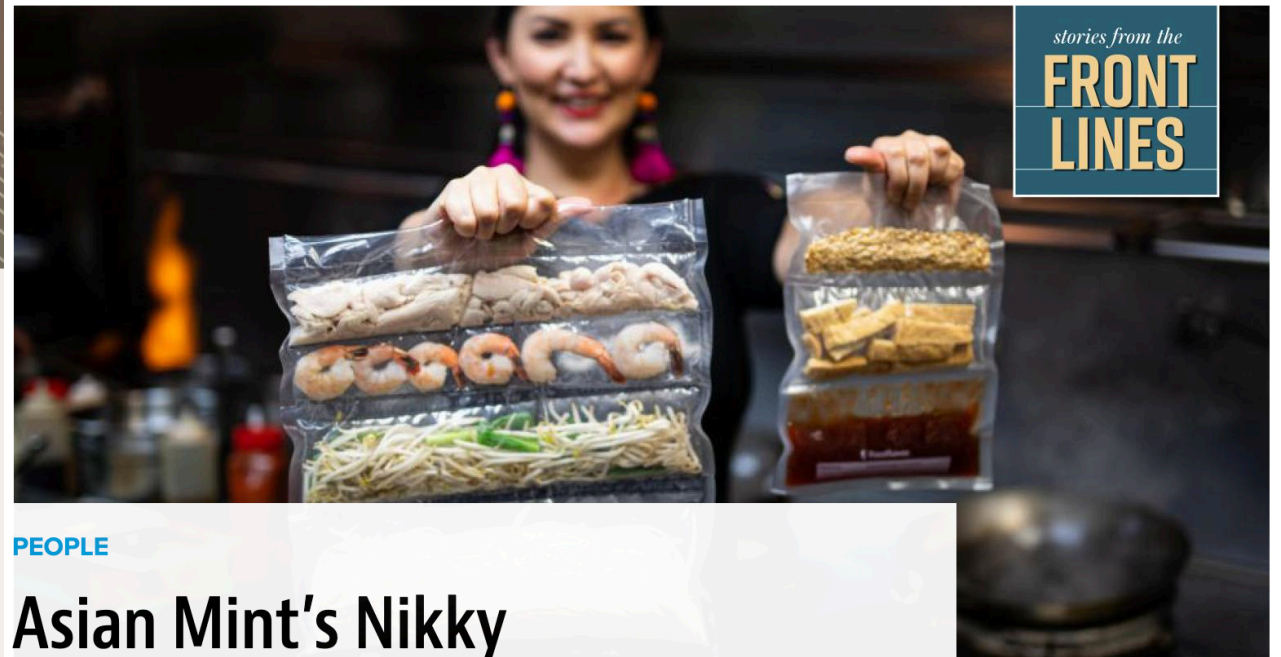


5,398 views

MAY 18

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Post



PEOPLE

# Asian Mint's Nikky Phinyawatana on how restaurant meal kits can feed people's souls during coronavirus closures

Packaging ingredients to cook at home offer joy and connection for cooped up customers, says the chef-owner of the Texas-based brand

Asian Mint's Nikky Phinyawatana on feeding people's souls during hard times.





**enospizzatavern** • Following  
PIZZA PARTY



**enospizzatavern** Your kids' faces when they realize you still haven't run out of fun activities to do at home 😊

But hey ... your secret's safe with us. We know it's not always easy to keep the kiddos entertained day after day, especially when you're trying to do all 🍕the 🍕things!

We created our At Home Pizza Kits with you in mind. This is the way to Stay Home, Have Fun, and Make Dinner all in one!

Great for any and everyone, but especially great for curious kiddos and parents who may or may not be running out of ideas 🙄



👍 Liked by **melticecreams** and **53 others**

MAY 14

Add a comment...

Post



# To-Go Booze



residenttaqueria • Following

Resident Taqueria



residenttaqueria It's HOT! What better way to cool off then picking up Resident Margarita Mix to be served at home! Oh, while you stop on by have either our Resident Margarita or our Frozen on our open patio! Reserve yours now by ordering online !! Happy Friday.

2w



lhchamber1 Juneco de Mayo? 🍷🍷

2w 1 like Reply



joesarsenal My wife's on the way! @andijoystockton

2w 2 likes Reply



Liked by bradpeveto and 85 others

JUNE 5

Add a comment...

Post

# Nonprofit Ventures





**OUR MISSION: TO SERVE THE CITY OF DALLAS**  
By providing financial support to restaurants and low-cost, high quality meals to frontline workers in our community who need it most.

## FEEDING DALLAS

Inexpensive meals from your friends here at Pecan Lodge and other local restaurants. Place an order for a station, support agency or healthcare team of heroes through our online form.

◆ OUR MEALS ◆



## DONATE NOW

Funds will be used to provide meals for frontline workers and distributed among our restaurant partners to cover the cost of food and staff paychecks.

◆ SUPPORT US ◆

# FURLOUGH KITCHEN

#FK  JUST MISSING U

In the News

The Food

Donations

FAQ

GIVE A MEAL





## Here to serve Dallas Restaurant Workers In Need.

### What is being provided?

Staff Meal is providing a 4-portion dinner and 4-portion breakfast in a convenient to-go pack with reheat instructions to members of the restaurant community that are in-need during the COVID-19 pandemic.

### Where do I get a meal pack? – UPDATED April 27, 2020

NEW LOCATION STARTING MAY 2nd! Meals will be distributed from the Irving Convention Center 500 West Las Colinas Boulevard Irving, TX 75039. Distribution will be on the back side of the building at the loading dock area.

### When are meals being distributed?

Meals will be distributed on Saturday mornings, starting on Saturdays from 10:00 – 1:00. Select a 30 minute window for pick up when you reserve your meal pack.

### How do I qualify to get a meal pack?

Meals will be provided to those with reservations through Eventbrite complimentary tickets. [Click here.](#)

### Is there a cost?

No. Meals are being provided at no charge to the recipients.



# Third-Party Delivery

# March 30th



**Jay Jerrier**

March 30 · 🌐



For those that don't know...Uber is war time profiteering off of restaurants under the guise of giving the customers "free delivery". While we are very happy to have ANY order, we'd love to just deliver it personally to your car in our parking lots.

Just think of it as a way to get out of the house for a minute!



**Michael Beveridge** ✓

@mickyb273



What feels very good right now is using UberEats as a menu to find what food you want and then googling the restaurant and calling them direct to order and not giving that 30% to uber who are gauging restaurants in their literal darkest hour 🥰

# May 8th



**Jay Jerrier** ▶ Support Frisco Restaurants

May 8 · 🌐



Cane Rosso is not quite open to the public yet - so you can still get a sweet deal from our nemesis, UberEats. We'd love to see your masked face picking up an order - but we're desperate enough to do deals with UberEats!

Get something good and plate it fancy and tag us! If anyone needs me I'll be emptying the dishwasher for the 5000th time.



Spend \$20, Save \$5



# May 18th

Uber will require all of its drivers and riders worldwide to wear masks over their faces for the foreseeable future, Chief Executive Dara Khosrowshahi said Wednesday.

The mask-wearing requirements will also be applied to Uber Eats delivery drivers, and will go into effect on Monday, May 18. All drivers will have to take a picture of themselves with their mask on before they begin driving, and also verify that they aren't showing any COVID-19 symptoms. Drivers will also have to confirm they have sanitized their cars and agree to drive with their windows down.

# Food Safety

- No 3PD company requires food handler certification for drivers (and all are 1099 ICs);
- Unless you negotiate it out, liability for food safety issues is on you...
- How do you prove chain of custody in the event of a claim?
- Consider tamper-proof stickers on packaging.


# Seals, Stickers, Staples ...

- **Are tamper-resistant and tamper-evident labels and seals the same?**
- No, they are not.
- A tamper-resistant label is designed to deter tampering with a product. However, it does not necessarily provide visual evidence that a product has been tampered with.
- A tamper-evident label, on the other hand, as described by the FDA, does provide visible evidence that a product has been tampered with if the seal is broken in any way.



## Hidden Costs ...

- Total purchase is rung up at restaurant.
- Total purchase is included in the gross sales number for the day.
- Delivery company fee is billed to restaurant separately.
- Restaurant pays **PERCENTAGE RENT** on the total gross sales number, but never received all that money!

- 
- Have you negotiated these fees out of the calculation of gross sales in your lease?
  - If so, are you reporting sales net of those fees to the landlord? (and, heaven forbid, for sales tax purposes)
  - (most 3PD software backs out the sales tax, but you need to know how it works)

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# Questions!

[David@foodbevlaw.com](mailto:David@foodbevlaw.com)

214-739-2900