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## BJ's Restaurants, Inc Q2 2009 Earnings Call Transcript

### Question-and-Answer Session

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#### Operator

(Operator Instructions). Our first question comes from Matt Difrisco with Oppenheimer. Please go ahead.

#### Unidentified Analyst

Hi. This is (inaudible) for Matt Difrisco. Just a quick question. Has the percentage of takeout sales increased at all with the delivery and growth side initiative that you rolled out, and in terms of same-store sales like day part, specifically launch, have you seen any change as a result of your marketing trend?

#### Greg Levin

In regards to the takeout and delivery side of our business, we have continued to see that number grow, specifically the takeout is grown probably about 1% or so since we started the initiatives really in the end of the first half of 2008. Second part, in regards to the marketing, have we seen any major changes in our day part? We really haven't. Lot of our marketing last year and earlier this year was to talk about our lunch menu, the value portion side of thing. We've seen people gravitate to that. It's now about a third of our lunch menu overall. So when we look at the overall shift, overall part of our business between lunch and dinner, it remained pretty consistent from period-to-period.

#### Operator

Our next question comes from the line of Tony Brenner with Roth Capital Partners. Please go ahead, sir.

#### Tony Brenner - Roth Capital Partners

As I recall, a major reason that your new store expansion rate slowed from 20% plus to about 15% for this year was the lack of new commercial development in the tour market areas. Given the current state of the commercial real estate profit, is it reasonable to conclude that your expansion rates will remain at 15% or less for a while?

#### Jerry Deitchle

We're in the process of putting together our pipeline for next year. I think we previously mentioned on our last conference call, and perhaps some other investor meetings that we've had over the last quarter, that we have as many as 50 to 55 different sites that are in various stages of evaluation in

our real estate pipeline today. All of these sites meet our general requirements for new restaurant development in terms of demographics, income levels, co-tenancies and so for.

The real challenge is, is to get the various developers that we are in conversations with on a lot of these particular sites that really come up with firm commitments as to when these sites could be made available to us for our development. That's really been the big change over the past year or two.

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