

CULINARY OPTIONS is rooted in **Concept, Recipe and Product Development** and so while many of our clients are to be found in the restaurant or non-commercial foodservice communities a growing number are to be found in hybrid venues. The segments of the food industry are cross-pollinating - restaurant food is available in grocery and specialty food shops, manufacturers are producing products specifically for restaurant or grocery customers, institutions are concerned with nutrition, B&I , as well as Colleges, Universities and health Care, are in the midst of completely redefining themselves. Even public venues such as sporting complexes are realizing their constituents no longer want just a "dog."

Within each of these segments are to be found the same core dynamics - **Visioning, Product & Menu Development, Marketing and Positioning**. And so, these clients may seem to be wide ranging, but the tasks needed to be performed for success for each fall within a common spectrum.

That's the good news! It means that we been able to hone our own skill set in order to offer counsel to one-off restaurants, to multiple outlet complexes, to non-commercial operations. Which means we just might be quite effective at helping you all hone yours.

### **B&I & Clubs**

- Amazon (Seattle, WA)
- Novartis Pharmaceuticals (East Hanover, NJ)
- Pine Barn Inn at Geisinger Health Center (Danville, PA)
- Seattle Yacht Club Seattle (Seattle, WA)
- Sentry Insurance (Stevens Point, MI)

## Multiple Units & Restaurants

- Applebee's International (Lenexa, KA) Capitol Theatre (Yakima, WA)
- Desrcschang Restaurant Group (Seattle, WA)
- Diablos Rojos Restaurant Group (Milwaukee, WI) [Trocadero Café-Bar, Café Hollander, Café Central]
- Hey Man! Chicken Fingers & Burgers (Shreveport, LA)
- Inferno (Rapid City, ND) (under development)
- McMahan Restaurant Group (Dallas, TX)
- Restaurant Services Inc (Seattle area) [Jake O'Shaughnessey, FX McRory's, Kirkland Roaster, New Jake's, Leschi Lake Cafe, Lake Washington Grill House]
- S'Wiched (Seattle, WA) (under development)
- Starbucks (Seattle WA)
- Winner's and Crazy Bird (Seattle, WA)

## Pizzerias

- Fat Pie (Bellingham, WA)
- Firo Pizzeria (Lawton, OK)
- La Fiamma Woodfire Pizza (Bellingham, WA)
- Neo Pizza (Tacoma WA)
- Republic Pie (Spokane, WA)
- The Flying Goat (Spokane, WA)
- Tutta Bella Neapolitan Pizzeria (Seattle, WA) - (**Hot New Concepts** winner)
- UFO Pizza Company (Lufkin, TX)
- World Pies (Issaquah, WA)

## Cafes, Diners & Coffee Bars

- Bako Modern Cantonese (Seattle, WA)
- Capital Cider (Seattle, WA)
- Farestart (Seattle, WA)
- Fiamma Burger (Bellingham, WA)
- Geo's Modern Vietnamese (Seattle, WA)
- Geraldine's Counter (Seattle, WA)
- Jeepney Asian Grill (Cerritos, CA)
- Mangiamo Pronto (Santa Fe, NM)

- Nexus Brewery & Pub (Albuquerque, NM)
- Nine Bar Espresso (Issaquah, WA )
- ReViVer Restaurant (NYC)
- Shavrika Tea (Kirkland, WA)
- The Bluff at the Inn at San Juan (Friday harbor, WA)
- The Chocolate Box (Seattle, WA)
- The Fountain (Bellingham, WA)
- The Paragon Bar & Grill (Seattle, WA)
- Tratorria Mitchelli (Seattle, WA)

### **Grocery & Manufacturing**

- Elsenham Jams (England)
- Freezerves Freezer Jam (Seattle, WA)
- Isernio Sausage (Seattle WA)
- Island Spring Tofu (Vashon Island, WA)
- Larry's Markets (Seattle WA)
- Nalley's Fine Foods (Tacoma WA)
- Ocean Spray Cranberry (Middleborough ME)
- Port Chatham (Seattle WA)
- Starbuck's (Seattle WA)
- Stockpot Soups (Seattle, WA)
- Talmera Dairy Products (Vancouver BC)