



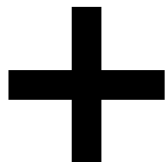
1,000+ locations in 33  
states



\$1.4+ billion annual revenue



over 250 million meals  
served annually



17,000

employees



customize every

location



99% CLIENT RETENTION

# CORPORATE HEADQUARTERS



# HIGHER EDUCATION



THE UNIVERSITY OF  
CHICAGO



JOHNS HOPKINS  
UNIVERSITY

STANFORD  
BUSINESS  
GRADUATE SCHOOL OF



Santa Clara  
University



Massachusetts  
Institute of  
Technology



Washington University in St. Louis



UNIVERSITY OF  
SAN FRANCISCO



Penn  
UNIVERSITY of PENNSYLVANIA



CLAREMONT  
McKENNA  
— COLLEGE —



EMORY

WESLEYAN  
UNIVERSITY

REED COLLEGE

# RESTAURANT & SPECIALTY VENUES



TASTE  
RESTAURANT



The Modern

CHASE  
CENTER

TERZO  
AT THE ART INSTITUTE OF CHICAGO  
PIANO

STEM  
KITCHEN | GARDEN



THE HUNTINGTON  
Library, Art Collections, and Botanical Gardens

• PROVENANCE  
at the Cleveland Museum of Art  
Chef Partner Douglas Katz

PUBLIC  
HOUSE   
CASK ALES • EATS • DRAFT BEERS

AT&T PARK  
HOME OF THE SAN FRANCISCO GIANTS  


arguello

THE  
COMMISSARY  
KITCHEN • BAR • MERCANTILE  
PRESIDIO

# OUR DREAM

Bon Appétit's dream is to be the premier on-site restaurant company known for its culinary expertise and **commitment to socially responsible practices**. We are a culture driven to create food that is alive with flavor and nutrition, prepared from scratch using authentic ingredients.

We do this in a socially responsible manner for the **well-being of our guests, communities and the environment**.

# LEADERSHIP

- Farm to Fork (SINCE 1999)
- Sustainable Seafood (SINCE 2002)
- rBGH-free (SINCE 2002)
- Reduced Antibiotics (SINCE 2003)
- Circle of Responsibility (SINCE 2003)
- Trans fat-free (SINCE 2004)
- Cage-free Shell Eggs (SINCE 2005)
- Trayless Dining (SINCE 2005)
- BAMCO Foundation (SINCE 2005)
- Well-Being Commitments (SINCE 2007)
- Low Carbon Diet (SINCE 2007)
- Waste Reduction (SINCE 2007)
- Coalition of Immokalee Workers (SINCE 2009)
- Sustainability Reporting (SINCE 2009)
- Foragers (SINCE 2010)
- Real Food Challenge (SINCE 2010)
- Inventory of Farmworker Issues & Protections (SINCE 2011)

# LEADERSHIP

- Ag of the Middle (SINCE 2011)
- Fish to Fork (SINCE 2011)
- TEDxFruitvale: Harvesting Change (SINCE 2011)
- Fair Trade Uniforms (SINCE 2011)
- Crate-Free Pork, Cage-Free Liquid Eggs (SINCE 2012)
- Well-Being Indicator (SINCE 2012)
- FAD Free Tuna (SINCE 2015)
- Food Standards Dashboard (SINCE 2015)
- Exceeding our 25% Humane Target (SINCE 2017)
- Farm Forward's Leadership Circle (SINCE 2017)
- Banning Plastic Straws (SINCE 2018)

# IT ALL STARTED WITH FARM TO FORK

*Bon Appétit Farm to Fork Vendor Open Hands Farm*



## **TWO-TIERED STRATEGY**



1. 20% Farm to Fork commitment
  - Later added Midsize Humane and Locally Crafted
2. Companywide contracts for values-based products
  - Cage-free Certified Humane® eggs
  - Certified Humane® ground beef
  - Pork from sows raised in group housing

# VENDOR MANAGE MENT



- Regional approach
  - Foragers
  - Support from the top
- Consistency & Flexibility

*Bon Appétit Midsized Humane vendor Hollandia Dairy*



*Bon Appétit Farm to Fork Vendor Brasstown Beef*

# TAKEAWAYS

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1. Values-based procurement happens at multiple levels
2. Look for nimble, transparent partners
3. Relationships matter