

*Founded in 1983.*



JGL Consultants is a boutique food service and retail consultancy serving the cultural, corporate and higher ed sectors throughout the United States and Canada. Our cross-sector knowledge gives us the ability to understand the delicate balance between satisfying the financial needs of the institution, respecting stakeholder requirements, and creating the best experience possible for campus dining communities.

Food service is so much more than just providing meals to students; students of this generation, as well as campus faculty & staff, have sophisticated palates and are paying close attention to where their food is coming from, how it is sourced and who is providing it. JGL views food services increasingly as a recruitment tool and a program that supports and enhances the school's mission. You can learn more about the firm at [www.jglconsultants.com](http://www.jglconsultants.com).

*The company is woman owned and is certified as a WBE in the state of NJ and a W-BENC nationally.*



### *Our Services Include:*

-  Assessments
-  Benchmarking
-  Concept Design
-  Contract Renegotiation
-  Master Planning
-  RFP Processes

### *Select Higher Education Clients Include:*

- Augsburg University
- Barnard College
- Bergen Community College
- Clark University
- Florida International University
- Hamline University
- Marymount Manhattan College
- Pratt Institute
- St. Olaf College
- Stockton University
- Teachers College at Columbia University
- University of California, Irvine



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**JGL is unique among consultants for several reasons.**

A principal is engaged on every project we undertake.

**With over 300 clients in our portfolio, we have experience addressing the operational, financial, and institutional challenges food service and retail programs face.**

Our genesis is operations, not design. This allows us to strategize and evaluate from an operational point of view, which we believe produces realistic expectations for our clients.

Our knowledge of the catering and retail markets, best practices, and operational requirements is unparalleled.

### *Recent Projects Include:*

#### **Clark University** Worcester, MA

JGL was engaged to prepare an assessment of the Clark dining program in spring of 2023. In the fall of 2023, we commenced an RFP process which resulted in a very competitive bidding process and a move from a P&L contract to a management fee approach. Clark awarded contract to a new provider in the spring of 2024. Clark elected to keep JGL on as a SME through the first full year of transition. JGL engages regularly with the Clark team and food service operator, monitors financials, and serves as a sounding board for the client.

#### **Hamline University** St. Paul, MN

JGL was engaged by Hamline in the fall of 2023 to provide a brief assessment and manage a food service RFP process. The JGL assessment identified several areas in need of attention; the subsequent RFP process produced proposals from five companies. Hamline transitioned to a new food service provider in the summer of 2024.

#### **Pratt Institute** Brooklyn, NY

JGL was engaged by Pratt Institute in the summer of 2023 to assess the food service operations. The assessment uncovered multiple areas where the operations needed improvement. A subsequent decision was made to go out to bid. JGL managed the process which resulted in significant investment to support a move to an AYCTE program in the main dining hall. Pratt transitioned to its new provider in the summer of 2024.