

*Formed in 1983.*








**JGL Consultants is a boutique food service and retail consultancy specializing in cultural institutions.**

The firm has worked with more than three hundred cultural organizations across the US and Canada including more than thirty performing arts centers.

JGL has a deep understanding of the unique challenges of food service in a performing arts environment. Intermission bars, donor lounges, and pre-concert dining each have special requirements and usage patterns that vary by access, performance genre, and other factors. Catering can be the economic driver, but success requires user-friendly policies and good calendar availability. Our expertise is in helping our clients develop these services in a manner that enhances the patron experience and maximizes the earned income to the institution.

*The company is minority owned and is certified as a WBE in the state of NJ.*

### ***Our Services Include:***

-  Assessments
-  Benchmarking
-  Concept Development
-  Feasibility Studies
-  Master Planning
-  Revenue Enhancement Strategies
-  RFP Process



**Our performing arts client lists includes some of the most prestigious and well-known institutions around the country.**

### ***Our Selected Clients Include:***

Boston Symphony Orchestra  
Denver Center for the Performing Arts  
Jazz at Lincoln Center  
Kimmel Center for the Performing Arts  
Lincoln Center for the Performing Arts  
New Jersey Performing Arts Center  
Patricia Reser Center for the Arts  
SFJAZZ  
Steppenwolf Theatre Company  
The Cleveland Orchestra  
Utah Performing Arts Center  
Woodruff Arts Center



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

A principal is engaged on every project we undertake.

**With over 300 cultural organizations 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.

### ***Our Selected Projects Include:***

#### **Adrienne Arsht Center for the Performing Arts**

*Miami, FL* – JGL prepared an assessment of the food service operation at the Arsht Center and subsequently managed an RFP process. Throughout the RFP process we provided benchmarks and best practices from across the country.

#### **Carnegie Hall**

*New York, NY* – JGL prepared an audit of internal catering costs at Carnegie Hall. We subsequently managed a bid process to award a contract for the entire facility including the recently opened Studio Towers project.

#### **Chicago Symphony Orchestra**

*Chicago, IL* – JGL prepared an assessment of the food service operations at the facility in the summer of 2018 and managed an RFP process in early 2019.

#### **John F. Kennedy Center for the Performing Arts**

*Washington, DC* – JGL was engaged to work on the Kennedy Center's expansion project to develop the concept and schematic design for food services in the new spaces and analyze the optimal model for the Center moving forward. We assisted with a food service vendor renegotiation and the inclusion of a local retail brand that drove traffic and excitement to the REACH expansion project.

#### **Mesa Center for the Arts**

*Mesa, AZ* – JGL advised the Mesa Center on the feasibility of a restaurant on the campus and subsequently prepared a study regarding self-operation.

#### **Woodruff Arts Center**

*Atlanta, GA* – JGL did an assessment of the food service operations in 2018. After managing their own RFP process and hiring a national vendor, The Woodruff contracted JGL to identify another vendor better suited to meet their institutional needs.