

beans prouts

a hip & healthy café chain serving family destinations

## ABOUT BEAN SPROUTS



Founded in 2007, Bean Sprouts is an award-winning hip and healthy café chain that serves family destinations.

Named as one of the "Top 100 Movers & Shakers" in the restaurant industry, Bean Sprouts is a fast casual concept that operates in zoos, science centers, cultural attractions, children's museums and amusement parks, and is in front of more than 10 million annual visitors.

Our PhilosoPEA is to "Spark children's appetites with yummy and good-for-you food; and delight grown-ups with a happier mealtime!"

Though Bean Sprouts offers a well-rounded menu for grown-ups, we are especially known for *Imaginibbles*™—the name of our award-winning kids' menu. Complete with a lower kids' counter, Bean Sprouts engages children at their level, encouraging them to try new tastes.

Bean Sprouts also accommodates most allergy and dietary needs, making it a trusted source for families.

Bean Sprouts is one of the only restaurant chains in the country exclusively founded by women, and the cofounders have been to the White House to share ideas of how to make wholesome kids' food more appealing in the food industry.

## KEY MILESTONES



2007 Bean Sprouts opens first café Madison, WI



2013

Bean Sprouts

evolves business

model to solely serve
family destinations



2017 Bean Sprouts plants first zoo location



2018
Bean Sprouts
launches second
cookbook



2020 Bean Sprouts to open 25th location

2010
Bean Sprouts in national spotlight with launch of first cookbook



2016
Bean Sprouts
opens first
licensed café



2018
Bean Sprouts opens in first national natural landmark
Garden of the Gods, CO



2019
Newest Bean Sprouts
opening puts audience at
more than 10 million
annual visitors



## LOCATIONS







Bean Sprouts currently plants cafés inside of family destinations nationwide, and are looking to expand with the right partners.

Today we have **15 cafés** in **7 states** and are in front of more than **10** million annual visitors.

Arizona Science Center, AZ

Bay Area Discovery Museum, CA

Center of Science & Industry, OH

Cincinnati Museum Center, OH

Discovery Cube LA, CA

Discovery Cube Orange County, CA

DuPage Children's Museum, IL

Dutch Wonderland, PA

Garden of the Gods Visitor Center, CO JCC San Francisco, CA Kennywood, Park PA Kidspace Children's Museum, CA Milwaukee County Zoo, WI New Children's Museum, CA Pittsburgh Zoo, PA Santa Ana Zoo, CA



#### Bean Sprouts uses clean ingredients:

- No artificial colors
- No artificial flavors
- No artificial preservatives
- No antibiotics
- Allergy-friendly (incl. nut-free kitchen)

Our *Imaginibbles*™ menu is the shining star of our cafés, and what sets us apart in the industry.

Bean Sprouts brings innovation and playfulness to wholesome foods for youngsters. Studies show that creative styling and fun names make kids 30 percent more likely to try something new.



## SANDWICHES

Served with side of organic greens. Sub gluten-free bread @

#### COLD

#### **Tuna Dillight** Or try as a melt!

Dill Tuna Salad + Cucumbers + **Tomatoes + Organic Greens** 

#### **Hum Diggity**

Avocado Hummus Spread + Fresh Veggies + Dollop of **Lemony Dill Yogurt** 

#### The Great Turkado

Turkey + Avocado + Tomatoes + Turkey + Pepperoni + Balsamic Organic Arugula + Smoked Paprika Honey Aioli



#### HOT

#### Chicken Pesto Chango

Chicken + Melty Mozzarella + Sun-Dried & Fresh Tomatoes + Nut-Free Pesto + Balsamic Vinaigrette on Ciabatta

#### **Mona Cheesa**

Melty Mozzarella & Feta + Spinach + Artichoke + Pesto

#### **Meat & Greet**

Onions + Mozzarella + Olives + Dijon Mustard on Ciabatta

#### Chickadilla

BBQ Chicken Quesadilla with Mozzarella + Cheddar + **Red Onions** 

GF GLUTEN-FREE

## SOUPS & SALADS

#### **Organic Soup**

#### **BBQ Chicken Salad**

Organic Greens + BBQ Chicken + Red Peppers + Balsamic Onions + Mozzarella + Carrots + Ranch Dressing

#### Mediterrane-Yum

Organic Greens + Red Peppers + Artichokes + Cucumbers + Chickpeas + Olives + Red Onions + Feta

Add: Grilled chicken Avocado Tuna salad

## **PIZZA**

Cheese

Pepperoni

#### Mediterranean Pesto

Artichokes + Olives + Pesto + Feta + Mozzarella

#### Roasted Veggie

#### Three Cheese

Mozzarella + Feta + Ricotta



Add: Grilled chicken Pepperoni Side of organic ranch

GF GLUTEN-FREE







## HOW WE HELP

"The Bean Team gets who we are, and they fit right into our culture. Our guests do not even know that they are a separate company, which we like!" ~ Mike McGee, CFO, California Academy of Sciences (Former CFO, Discovery Cube)





#### True partnership

- Understand the multiple audiences you serve and your seasonality
- Enhance exhibit opening/special events with food component
- Discount for members and staff
- Opportunities for cross-marketing and promotions

#### Improve existing service

- Quick delivery times of 4-6 minutes for freshlyprepared dishes
- Comprehensive training program resulting in record low turnover levels in food service industry
- Mystery shopper program conducted by third-party
- Regular food and workplace safety audits
- Master allergy trainer on Food & Beverage team

## HOWKIELPHAIN

"kidspace is proud to launch this new partnership wit i a café onsite that aligns with our value of healthy living and playful, family experiences," ~ Michael Shanklin, Kidspace Chief Executive Officer





#### Solid income stream

- Bean Sprouts typically DOUBLES capture rates and revenues of previous food service operations (outsourced and in-house)
- Revenue-share model allows you to profit from proven concept
- Range of price points (<\$2 \$10) makes wholesome offering accessible to all audiences
- Regular and transparent reporting

#### **Design and construction**

- Work with your footprint to maximize amenity and customer flow
- Assist in planning and design process
- Attend construction and design meetings on bigger scope projects (i.e. expansion) for seamless execution.

## MARKETING PARTNERSHIP

Bean Sprouts' national accolades and awards trickle down to make a nice splash in the local markets and at the family destinations Bean Sprouts serves. Our relationship with local media and leading parenting and travel bloggers can garner lots of positive attention for our host partners.









The New York Times















BEST KIDS' MEAL IN THE U.S.

**National Restaurant Association** 

**BEST WELLNESS CONCEPT** 

Food Management magazine

**BEST ALLERGY INNOVATION** 

AllerTrain

**TOP 100 MOVERS & SHAKERS** 

Fast Casual

HALO AWARD MENU INNOVATION

QSR and FSR magazines

**TOP 25 RESTAURANT EXECUTIVES** 

Fast Casual

**MOST INSPIRING COMPANIES OF '18** 

Inc.

## CORPORATE AND SOCIAL RESPONSIBILITY

Bean Sprouts' **HIPP** core values provide the foundation for sustainable practices, and the wellbeing of our team and communities.

# HEALTH INNOVATION POSITIVITY PLAYFULNESS





#### **Sustainable practices**

Compostable/biodegradable/recyclable packaging and utensils

Paper straws

Recycles and composts where host partners are set up to do so

No Food Packaging Chemicals

Sources locally whenever possible

Uses suppliers who have sustainable, ethical, and low-impact practices

#### **Health and wellness**

Health and dental care beanefits for all full-time employees

Partial reimbursement for all full and part-time employees:

- Classes (college or continuing education)
- Gym membership
- Race entry fee (i.e. marathon)
- Family outings to attractions

#### **Commitment to communities**

With each *Bean Sprouts Kitchen* cookbook sold, we donate enough to feed five children through No Kid Hungry

Spokespeople for National Junior League and Kids in the Kitchen campaign

Ambassadors and content contributors for Girl Scouts of America

Ongoing donations of time, food, and other resources to our non-profit partners



## BEANSPROUTS.COM

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