

PB&J

DINING SOLUTIONS

MANAGING & CREATING SOLUTIONS FOR YOUR BUSINESS

BUILDING DREAMS SINCE 1987

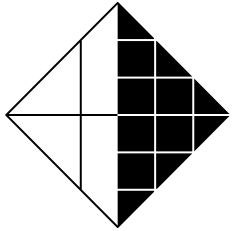


WEBSITE eatpbj.com

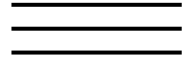
CALL 913.522.1216

EMAIL pat@eatpbj.com





WHAT WE DO



CONCEPT CREATION

Across the past 35 years, PB&J's creative team has been responsible for developing exciting and diverse concepts for ourselves and our clients. Concept creation includes: concept research, enhancement to existing brands, development and creation, restaurant and kitchen design.

OPERATIONS

Operational services include: Business Problem Identification, Labor Cost Analysis, Recipe & Cost Analysis, P&L Evaluation, New Store Openings, POS System Consulting, Sales Forecasting, Time & Motion Studies, Business Plans & more.

BACK OF HOUSE SYSTEMS

Our BOH Operating System addresses: Food cost fluctuations (and their control), Confident management control of kitchen operations, Cost-saving efficiencies, Kitchen layout & equipment specifications.

SERVICE AND HOSPITALITY

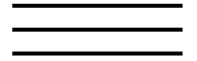
You can train for great service, but you must hire for hospitality. PB&J provides training & techniques like: Interviewing for *Efficiency*, *Salesmanship* & *Personality*, Employee Retention, Service Standards & Evaluation Techniques, Employee Handbook Training & Policy Manuals.

RAPID ASSESSMENTS

How efficiently does your concept operate? How do your costs measure up against industry benchmarks? Do your managers have the proper tools, work ethic, and attitude?

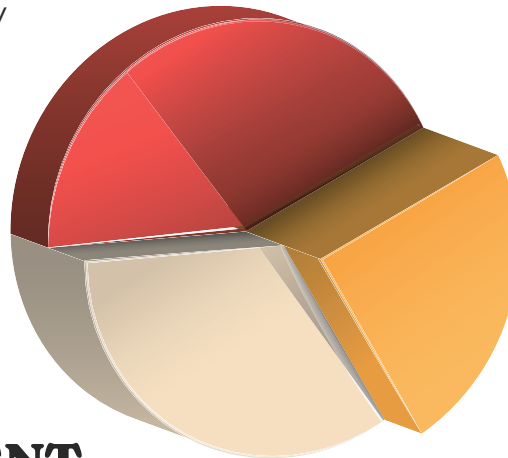


WHERE WE FOCUS



TRAINING AND DEVELOPMENT

Leadership sets the tone for operations. PB&J helps develop and train managers to achieve their full potential and meet specific business goals through customized training programs that cover management, leadership, foodservice culture, and quality management.



CULINARY DEVELOPMENT

Our culinary experts create great-tasting food that becomes a trademark, with training in culinary creation, menu engineering, planning, and design.

CONCEPT REFRESHES

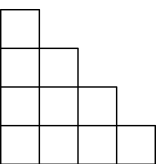
Analyze critical elements of your concept and create a new, viable plan for success.

RESTAURANT MANAGEMENT

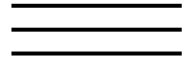
We recruit and train managers to handle a range of responsibilities, from staffing to accounting, to uphold standards, provide great service, and run a successful restaurant.

ESTABLISHING CONCEPTS

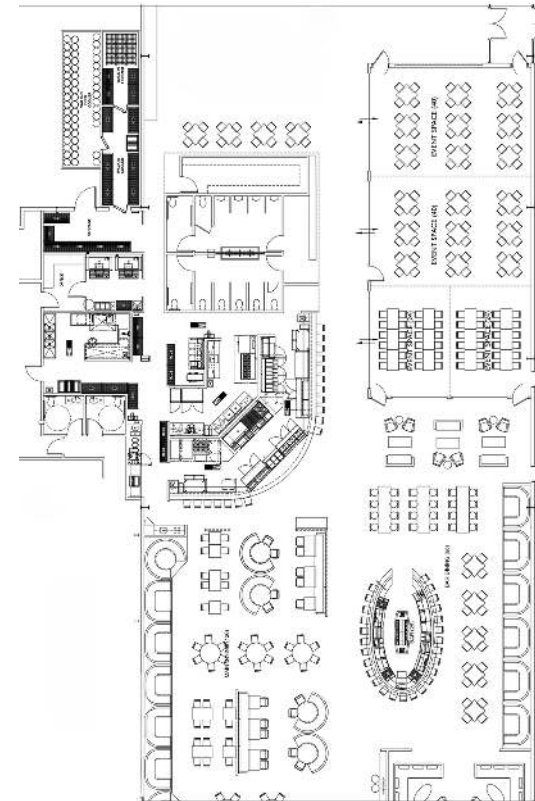
We help you scale and apply your knowledge to any concept, maintain a consistent reputation for quality and value, leverage your reputation to draw customers, and efficiently cross-utilize company talent for multiple concepts or acquisitions.



WORLD CLASS BAR AND KITCHEN DESIGN

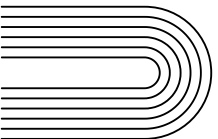


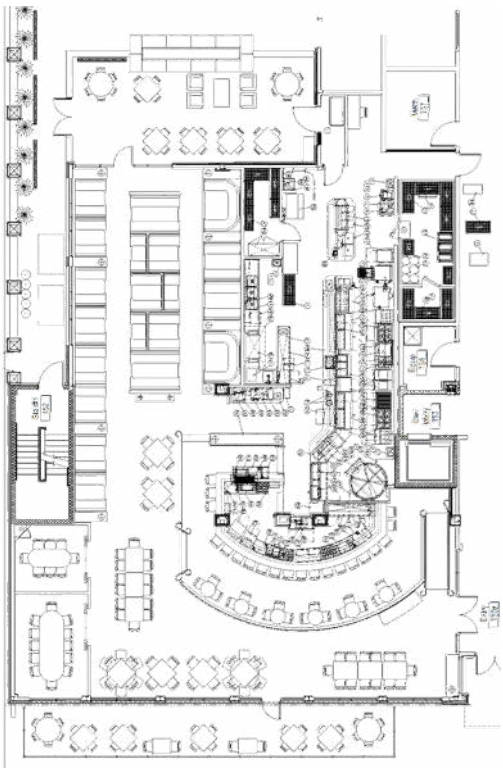
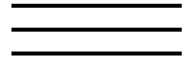
Burnt End BBQ at Crown Center - Kansas City, MO



PB&J CONSULTING

Branded bar and kitchen design is a process of creating a unique and recognizable atmosphere for a restaurant or bar that reflects its brand identity. This involves considering factors such as the target market, the restaurant's image, and the menu.





YaYa's Euro Bistro - Salina, KS

Elements such as color scheme, layout, lighting, and decor create a cohesive environment and contribute to memorable experiences for customers.



YaYa's Euro Bistro - Salina, KS



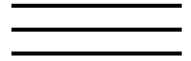
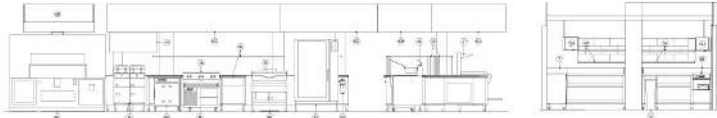
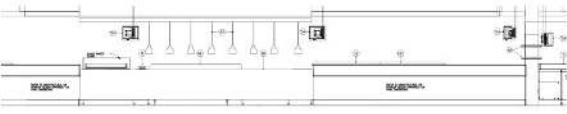


TABLE 47



PLAN OF KITCHEN AREA

PLAN OF BAR AREA



PLAN OF SERVICE COUNTER AREA



PLAN OF BAR AREA

PLAN OF BAR AREA

PLAN OF BAR AREA

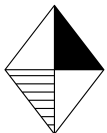


Table 47 and Ocean5 - Gig Harbor, WA



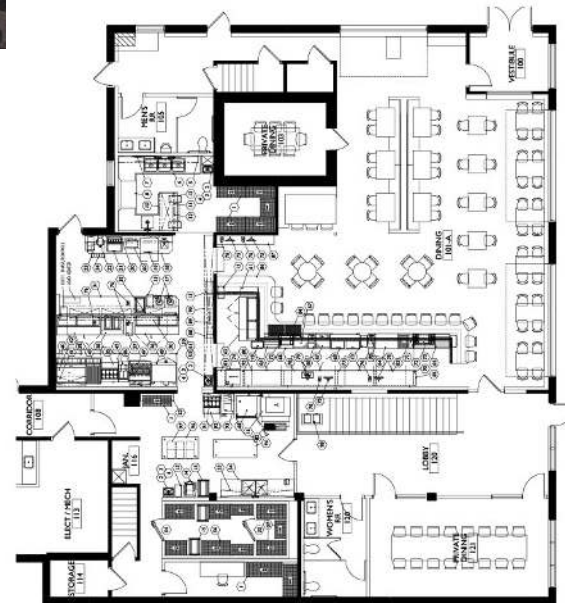
Table 47 and Ocean5 - Gig Harbor, WA

Designing with the bottom line in mind is ensuring the concept is cost-effective to operate. This involves selecting equipment and appliances that are energy-efficient, reducing utility costs, and designing the space to reduce maintenance costs.

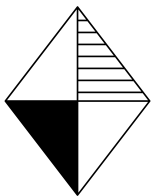


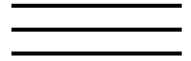


Prima Facie Bistro project renderings - Parkville, MO



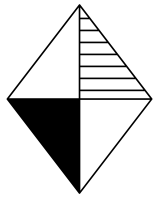
PB&J CONSULTING

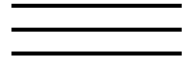




*The Market project renderings
Parkville, MO*

P B & J CONSULTING



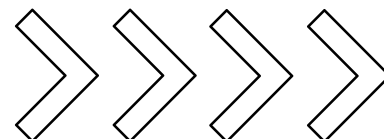


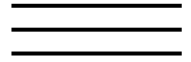
AFTER OPEN

- Continuing education covers food safety, quality management, crisis communication, four walls marketing, public relations, promotions, successful marketing programs, integrated marketing, handling customer dissatisfaction, preventing food contamination, and creating a safe environment for guests.



Table 47 and Ocean5 - Gig Harbor, WA





CORPORATE SERVICES

Uncontrolled infrastructure will drain capital and restrict growth efforts, leading to missed opportunity. PB&J Dining Solutions helps companies to optimize their resources and to achieve their goals. Our strong technical skills, clear culture, and quality leadership are paramount for strategic and financial success. Corporate service solutions are available in finance, talent acquisition, performance management, leadership training and coaching, marketing strategy, risk management, and succession planning to enrich excellence in all departments.

PB&J CONSULTING



Red Robin - Photo from New Restaurant Opening



NATIONAL CONTRACT PRICING

- US FOODS
- SYSCO
- LIBERTY FRUIT COMPANY
- PEPSI
- COCA-COLA
- EXCEL LINEN COMPANY
- EDWARD DON COMPANY
- ECOLAB
- REGAL PLASTICS
- FORTUNE FISH
- ROMA BAKERY



CORPORATE SOLUTIONS



The Creative Cafe at Creative Planning - Overland Park, KS



JE Dunn Cafe at JE Dunn Construction - Kansas City, MO



PB&J CONSULTING



FRANCHISE PROJECTS

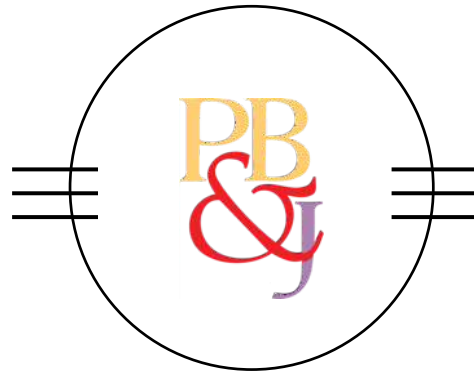


Starbucks at Crown Center
Kansas City, MO





Red Robin
GOURMET BURGERS AND BREWS



PB&J CONSULTING



COLLEGE KITCHENS AND CAFE SOLUTIONS



Whether it's a busy professional on their lunch break or a student rushing between classes, we're here to provide solutions for those who value convenience and healthy eating.



WE HAVE SOLUTIONS FOR

RESORTS - CAMPUS DINING - COUNTRY CLUBS

CATERING PROGRAM

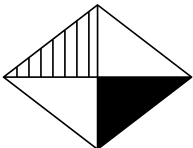
CAFE CREATION

GOLF CLUB PRO SHOP

MENU DEVELOPMENT



PB&J CONSULTING





LONG-TERM CARE & ASSISTED LIVING FACILITIES



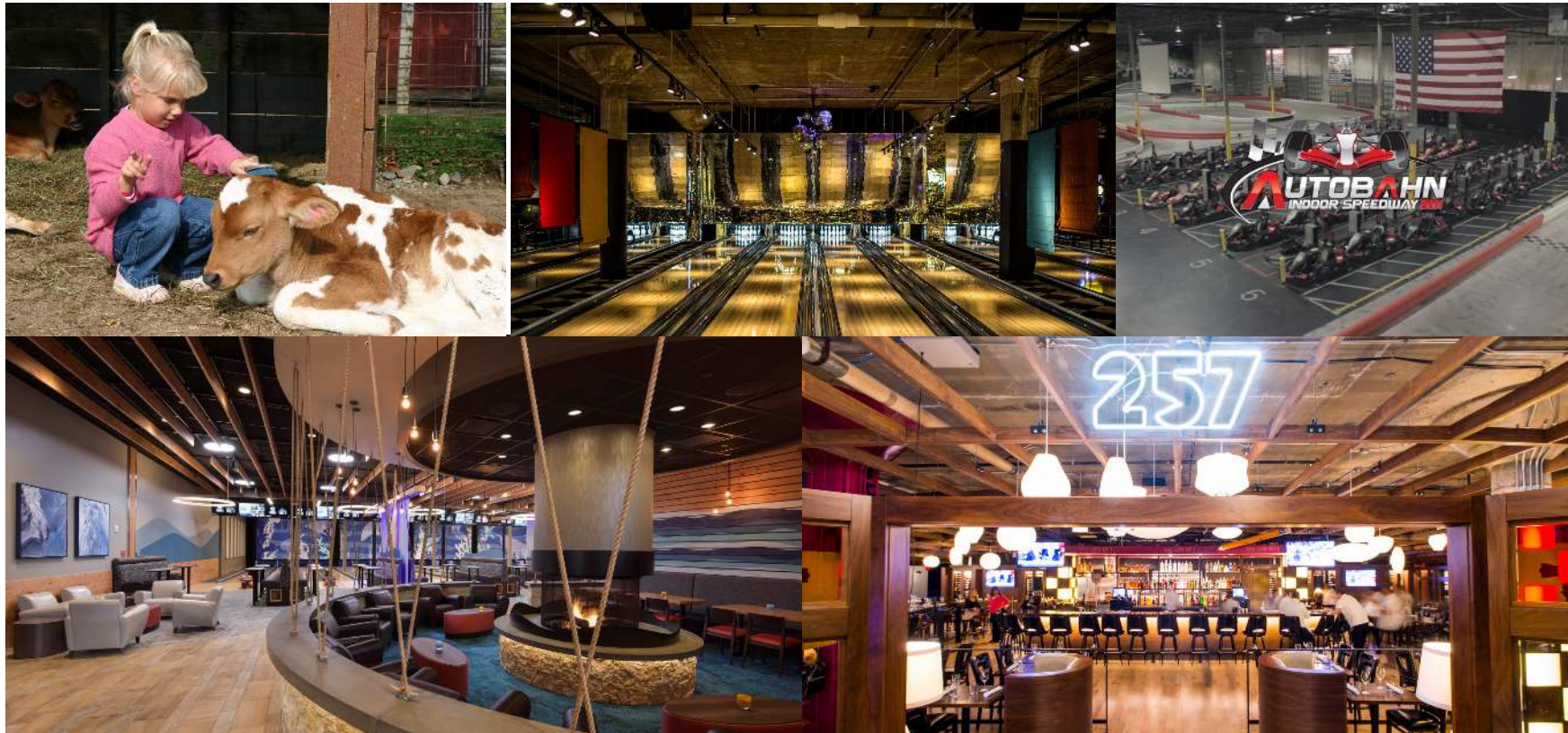
 **Saint Luke's**
BISHOP SPENCER PLACE

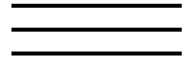


EATERTAINMENT

includes a variety of scenarios such as dining at a restaurant before a concert, having drinks and snacks during a sports game, or enjoying a meal after a day of sightseeing or exploring a new city.

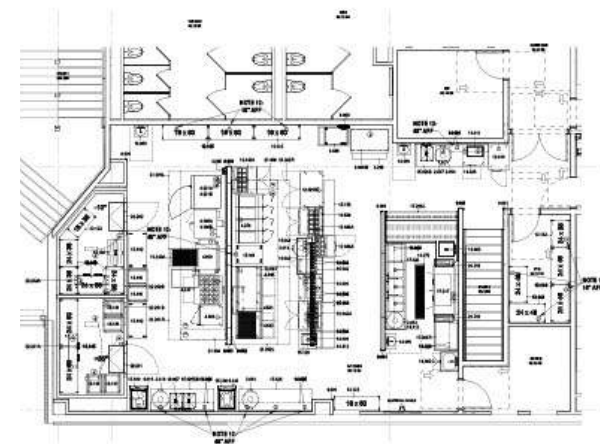
These types of experiences are often designed to enhance the overall enjoyment of the activity, providing guests with an opportunity to relax, socialize, and fuel up before or after the main event. They can also be a way to extend the experience and create lasting memories by offering unique and memorable dining options, such as rooftop bars with stunning views, themed restaurants with immersive decor, or specialty cocktails and cuisine that reflect the local culture or history.



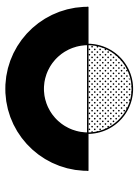


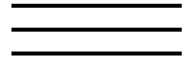
HOMEFIELD EXPERIENCE

Kansas City, KS | March 2024



PB&J CONSULTING





DISCOVERY PARK

Lees Summit, MO | coming Fall 2025

OASIS IN YOUR
BACKYARD



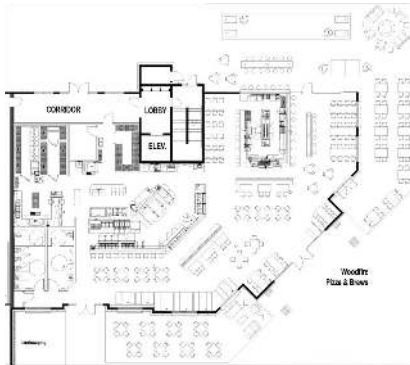
ALURA
DAYCLUB

Village
MARKET
OLD WORLD PARK

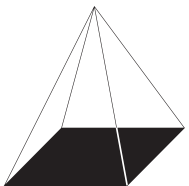
the
VILLAGE
at discovery park

WOODFIRE
PIZZA & BOWLS

· coffee ·
HAUS

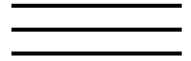


MODERN AND COZY



PB&J CONSULTING



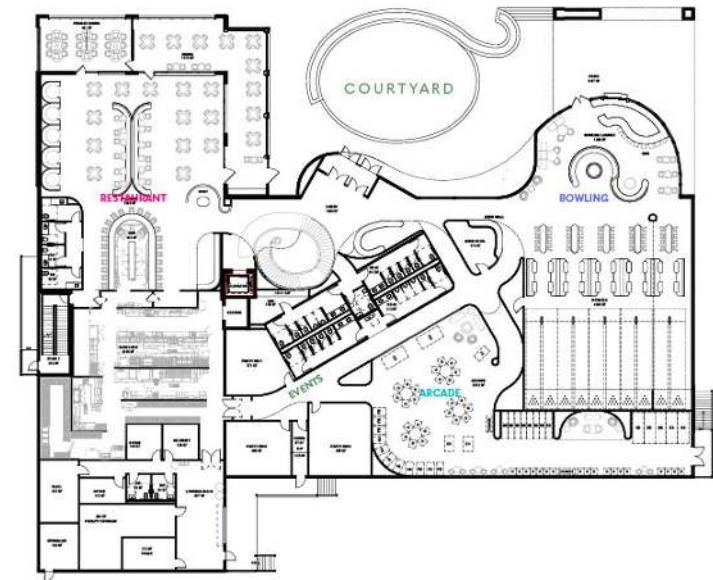


PROJECT RUSTIC

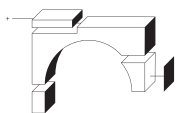
High Point, NC | coming Fall 2025



entertain a place to have fun
 event space modern rooftop hangout kid + dog friendly
project rustic
 shows on the lawn date night destination "casual but bougie"
 absolutely delicious food

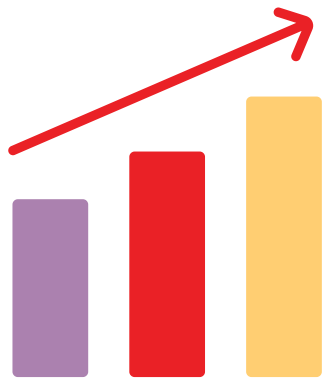


PBJ CONSULTING



OUR MISSION

TO CREATE LONG-TERM
TRUSTING RELATIONSHIPS
THROUGH MEMORABLE
EXPERIENCES.



OUR VALUES

DO WHAT'S RIGHT

DO YOUR BEST

SHOW PEOPLE YOU CARE

SEEK KNOWLEDGE

HAVE FUN



ABOUT US

PB&J Restaurants, founded in 1987 by Paul Khoury, offers great food and service across the US. Each restaurant has unique decor, exciting cuisine, and reasonable pricing. The company includes YaYa's, Burnt End, PB&J Robin, and Union Restaurants. PB&J proudly provides dining services at various venues, treating each guest like they are dining in their first restaurant. The well-trained staff offers flavorful, locally sourced and healthy food with excellent presentation.



AWARDS & RECOGNITION



PB&J Awards
 Tour de Forks Salutes Great Chefs in the Midwest
 Small Business of the Year Award
 Up and Comers Award
 Yahooz Wood Fire Grill Awards
 Wine Spectator: Yahooz
 DiRona Award: Yahooz
 Yahooz Best Sunday Brunch
 Yahooz Best Steak

YaYa's Overland Park Awards
 Ingrams: Silver Ladle Award
 Bronze Ladle Award
 Entrepreneur of the Year
 Entrepreneur Success Award from the USBA

YaYa's Wichita:
 Tookie Award from KFDI—Best Upscale Restaurant Wichita
 Eagle Readers Choice: 1st Place Fine Food, Best Service,
 Best Atmosphere
 Wichita Register: Best Atmosphere, Best Dessert, Best Outdoor
 Dining, Top 10 Overall
 Wichita Register: Best Restaurant

YaYa's Denver:
 Wine Spectator Award of Excellence
 Westwood Magazine Best patio
 James Beard Award: Jim Otting

YaYa's St. Louis:
 St. Louis Magazine—Best Place to Eat with Your Kids St. Louis
 Magazine—Best Brunch
 Zagat Survey—Rated Excellent
 Wine Spectator Award of Excellence
 River Front Times—Best New Restaurant

YaYa's Memphis:
 Best Brunch Germantown News
 Memphis Flyer Best New Restaurant

Grand Street Café
 Zagat Best Business Lunch
 Kansas City's Best Overall Restaurant - Grand Street Café
 Kansas City's Best Business Lunch - Grand Street Café
 Multiple Zagat Survey Awards

1st place - Food Arts Magazine / Share
 Our Strength, world championship bbq
 cook-off @ The Nation Restaurant food
 show in Chicago, IL (burnt ends)

1st place - Food Arts Magazine / Share
 Our Strength, world championship bbq
 cook-off @ The Nation Restaurant food
 show in Chicago, IL (Smoked duck, three
 ways)

1st place - Blue Ribbon American Royal
 World BBQ sauce competition

1st place - blue ribbon best brisket @
 KCBS sanctioned state
 championship Racing for the Que, Blue
 Springs, MO

3rd place - yellow ribbon
 American Royal world BBQ sauce
 competition

1st place - food arts magazine / share our
 strength, world championship bbq cook-
 off @ The Nation Restaurant food show
 in Chicago, IL
 (Rabbit rilette)

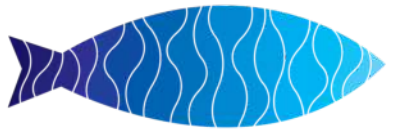
1st place - Blue Ribbon American Royal
 World BBQ sauce
 competition

1st & 2nd place -Blues, Brews & BBQ
 Beaver Creek, CO

2023
 Kansas City Eat & Drink Awards
 YaYa's Overland Park
 Gold - Fine Dining, Brunch
 Silver - Mediterranean Restaurant,
 Outdoor Dining
 Bronze - All-Around Restaurant, Happy
 Hour

Burnt End BBQ
 Silver - Best Burnt Ends in The City

CONCEPTS & FRANCHISES



RESTAURANTS, INC.



NEWPORT GRILL





MANAGEMENT CONTRACTS & GROWING



projectrustic

OUR TEAM



TOM PETERSEN
CFO



PAUL KHOURY
CEO



PAT KHOURY
PRESIDENT



BRIAN FLAVIN
COO



MARCO MUNOZ
REGIONAL DIRECTOR



ANDREW WHEELER
PURCHASING DIRECTOR



CALVIN ROLARK
TRAINING DIRECTOR



ANGIE STEED
REGIONAL DIRECTOR



SMOKEY SCHWARTZ
EXECUTIVE PITMASTER



MARTIN WOODS
CORPORATE CHEF



PAUL CLINTON
CORPORATE CHEF

PB&J CONSULTING



CLIENT

TESTIMONIALS

JOHN BURDETTE | RESIDENT RELATIONS

BRC LIVING

BRC's partnership with PB&J has left an immeasurable impact on our community and the residents we serve. PB&J seamlessly adapted and refined their services to fit our community culture, but also brought their own ideas and innovations to improve not just the dining experience, but the overall quality of life experience for our residents, staff, and their families. PB&J's aptitude for service and quality of food is unmatched when it comes to catering companies in the Kansas City area. We are excited to continue working with their amazing team!

GORDON LANSFORD | PRESIDENT & CEO

JE DUNN CONSTRUCTION

PB&J has been operating JE Dunn's café for 11 years, and I can't say enough about the experience they've created for our employees. The people are great, the food is excellent, and they are always willing to go above and beyond to accommodate our changing needs. I consider their people part of the JE Dunn family, and I am thankful for all they do for us each and every day.

LARRY DAVIS | OWNER & FOUNDER

DAVIS FARMLAND

We are 7th generation family farmers...we have been able to master everything except the kitchen. Prior to partnering with PB&J we served "hockey puck" burgers and cold tenders. We couldn't keep a cook and food complaints were through the roof. In 2015...We partnered with PB&J to help us get our 3 small, quick service dining options back on their feet. The PB&J executive team came in, reshaped food service, redesigned menus, offerings, staffing, layout, etc. Like an overnight phenomenon, people were writing, calling us, and stopping by to let us know how great the food was and they can't wait to come back and try something else. We were blown away by the success but our work with PB&J didn't stop there. Within 5 years we went from 3 quick service locations to 11! We now sell some of the best BBQ in the Northeast and run a 6 week BBQ and Craft Beer Festival. PB&J's dedication and commitment to us, is second to none. They are available to us 24/7 to answer our questions, review pricing, vendor relations, special menu items, catering packages, and of course, the myriad of last minute things that come up. It's because of their dedication and commitment that we have had such success and continue to grow with them.

