



TOP 50 CONTRACT COMPANIES

## FM Top 50 2018: 15. Metz Culinary Management

*This is part of Food Management's annual Top 50 report, a proprietary ranking of the largest noncommercial contract management companies.*

Mike Buzalka | Mar 26, 2018

### **Dallas, Pa.**

Metz made a major investment over the past year in a new two-day “boot camp” training program for district managers, as well as two new education symposiums focused on culinary training and catering standards. These training sessions were available for company management teams to learn and advance their skills and education.

Additional investments were also made for a new, state-of-the-art culinary center in Sarasota, Fla., which allows for additional culinary support for community-based nutrition programs such as Meals on Wheels and community senior centers, as well as providing support for corporate and private catering clients.

In addition to providing nutritious offerings each day, Metz also strives to reinforce the importance of healthy, nutritious meals with its Nutritious Friends program in K-12 accounts and the Nutrition Corner in non-school lunch accounts. Both are designed to engage guests by highlighting new, trendy healthy foods to be enjoyed on-site or at home. Examples include Ready Spaghetti Squash for youngsters and African Peanut Butter Pork to celebrate National Peanut Butter Month for older guests.

With a focus on continuing to expand its client lists, Metz added two more regional airports to its roster, as well as another casino in the Catskill region of New York. It also named Dave Pisarchik director of business for its K-12 division.

Building on the success of the Chopping Block concept it introduced in 2016, Metz went back into the kitchen and reimagined its Poblano's Tex-Mex concept and re-launched it as a stand-alone retail offering that focuses on affordable, fresh food such as made-to-order burritos, tacos, quesadillas and nachos along with housemade guacamole, flavorful beans and rice and a variety of protein options like beef, barbacoa, carnitas, chicken and tofu.

Metz initiated on-campus grocery pickup and delivery services last year for college accounts with the introduction of ReStock, which allows guests to order items like fresh produce, dairy products and dry goods and either pick them in the campus c-store or arrange for delivery to their residential hall or on-campus apartment.

Finally, during the summer months last year, Metz accounts were introduced to a new merchandizing program that encourages them to personalize their dining environments. The multifaceted program includes decorative displays and decor for board, catering and retail dining along with customized decals for sneeze guards, coolers and entryways. The initiative was especially well received in the healthcare K-12 divisions.

## **Contact Information**

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[metzculinary.com](http://metzculinary.com)

## **FINANCIAL INFORMATION**

### **Revenues (in millions)**

2017: \$279

2016: \$258

2015: \$225

## **No. of Contracts**

2017: 238

2016: 231

## **Business Mix**

Dining operations (85%), catering (10%), other services (4%), vending (1%)

## **Segments Served**

Hospitals (31%), College/University (28%), K-12 (24%), B&I (11%), Senior Dining (6%)

## **TOP EXECUTIVE**

Jeff Metz, president/CEO

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