



Metz Culinary Management

TOP 50 CONTRACT COMPANIES

FM 50 2017: 14. 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 28, 2017

In 2016, Metz partnered with its first airport client and is now managing all concessions operations at Wilkes-Barre/Scranton International Airport, adding new dining and grab-and-go options for passengers.

The company also launched a new program to bring national quick-service chains to small college campuses by assessing what brands are desired through surveys conducted with the student body and other campus community members, then working with partner chains to bring the right concepts to the market. Partners in

the initiative include prominent brands such as Subway, Einstein Bros. Bagels and Chick-fil-A.

Other significant business developments in the past year included the company's new No Antibiotics Ever (NAE) chicken purchasing initiative in conjunction with supplier partner Perdue Farms. The rollout will take place progressively across the company throughout 2017, and it is expected that all partners, other than public schools, will offer 100 percent NAE

chicken products by the end of the year.

Metz has also developed personalized food management websites for B&I, healthcare and education partners to make it easier for guests to access menus, promotions, hours of operation and other pertinent foodservice information. This initiative will be expanded in 2017.

New Metz-branded concepts introduced in the past year include The Chopping Block (made-to-order salads, chopped on location and assembled in front of the guest), Fresh and Flavorful (smoothies, soups, salads, sandwiches, entrées and sides made with fresh, locally sourced produce) and LiveWell Fuel.

The latter is a specialty meal program for athletes incorporating whole-grain, energy-increasing foods; lean-protein, muscle-building and recovery foods; fruits and vegetables that are rich with antioxidants; natural fats that boost immunity; and fluids for hydration.

In addition to these Metz-branded concepts, the company has implemented an Earth Week celebration initiative that seeks to reduce food waste, support local farms and highlight sustainable food options.

Major personnel changes in the past year include the promotions of Greg Polk to COO and Kim Brenkus, formerly director of clinical & nutrition services, to director

of learning and development. Also, because of the company's growth in healthcare and education, four new district manager positions were created.

Contact Information

Two Woodland Drive, Dallas, PA 18612

(800) 675-2499

metzculinary.com

FINANCIAL INFORMATION

Revenues (in millions)

2016: \$258

2015: \$225

2014: \$201

No. of Contracts

2016: 231

2015: 215

Business Mix:

Dining Operations (85%), Catering (10%), Other Services (4%), Vending (1%)

Segments Served:

Hospitals (30%), College/University (27%), K-12 (25%), B&I (11%), Senior Dining (7%)

TOP EXECUTIVE

Jeff Metz, president/CEO

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