



*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 in varying phases of development.

Our specialty is working with the owner and architect to develop visitor food service, facility rental and retail programs that enhance the guest experience and maximize earned income potential.








*The company is woman owned and certified as a WBE in the state of NJ and as a W-BENC nationally.*



Photo: Courtney Apple

*Our understanding of food service and retail operations within a cultural environment is unsurpassed, and our involvement in the planning phase allows our clients to meet their operational and financial goals.*

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

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

## **Our client list includes some of the most prestigious and well-known institutions in the country.**

### *Our Selected Cultural Clients Include:*

- American Museum of Natural History
- Children's Museum Indianapolis
- Griffin Museum of Science and Industry
- Harvard Art Museums
- Los Angeles County Museum of Art
- Morgan Library and Museum
- Museum of Fine Arts Houston
- Peabody Essex Museum
- Studio Museum in Harlem
- The Franklin Institute
- Walker Art Center



Photo: James Florio Photography/The Ponti

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

A Principal or Vice President 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:*

### **Denver Art Museum**

*Denver, CO* – JGL prepared a feasibility study for this expansion outlining the optimal size, location, and type of eateries along with the business plan. Subsequently, we assisted with identifying a short-term vendor and a long-term RFP process to identify a permanent Operator.

### **Museum of Contemporary Art San Diego**

*San Diego, CA* – JGL was hired to assist with a food service vendor selection process. JGL worked with the client to mitigate operational challenges and develop a feasible operating model. We managed an RFP process that resulted in the retention of a local restaurateur and a short list of caterers. We also assisted with the development of the rental program.

### **Milwaukee Art Museum**

*Milwaukee, WI* – JGL was retained to evaluate the museum's self-operated food and beverage program. We recommended moving to a contract operation as F&B was not the institution's core competency. JGL managed the RFP process, which garnered several competitive proposals. The museum has recently transitioned to its new provider.

### **Norton Museum of Art**

*West Palm Beach, FL* – JGL provided a feasibility study, kitchen design, RFP process, and interim support for the rental program development. This Foster-designed expansion opened in early 2019 to rave reviews. JGL was recently brought back to evaluate facility rental options in light of possible facility updates.

### **The Obama Presidential Center**

*Chicago, IL* – JGL was selected as the food service consultant for this highly anticipated museum. Our initial scope included a feasibility/market study and confirmation of kitchen design. JGL was then retained to manage an RFP process, which resulted in the successful selection of a food service operator.

For our full client list visit us at [www.jglconsultants.com](http://www.jglconsultants.com)