



“If You Dream it, We Can Build it...”

How to design your perfect new or existing kitchen

CAMBRO
WEBB CULINARY • INTERIOR DESIGN CONSULTANTS
the
Fischer Group
Professional solutions for food service

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Gina Brinegar, CFSP | *Managing Principal*
Gina Fero | *Outside Sales*





Where are we at the present?

NEW REGULATIONS

MORE MEALS AND MEAL TIMES

OLD INFRASTRUCTURE

CAFETERIA PLAN

TRENDS BUZZ WORDS

Increased cost

Breakfast, Nutrition Snack, Lunch and Supper

(many facilities)

New agencies and rules and regulations to answer to
= longer lead times for projects to be completed

Fast scratch, farm to table





**K-12
END
USER**



**FS DESIGNER /
ARCHITECT**



**SPECIFYING
MANUFACTURER**



SALES REP



**DEALER
DISTRIBUTION**



KEC / GC
KITCHEN EQUIPMENT CONTRACTOR
GENERAL CONTRACTOR

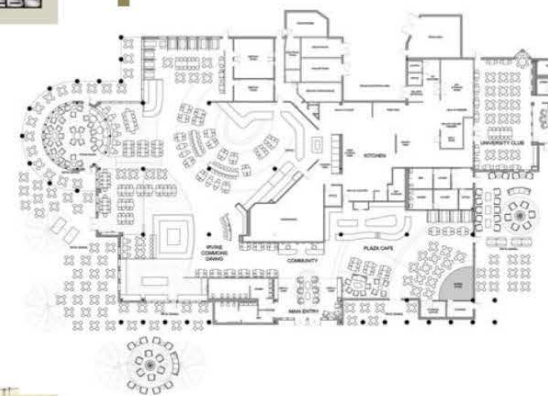
VISION & INSPIRATION

- Create a vision board
- Lead introductory meeting with client, key stakeholders and Architect and establish vision
- Engage interior design with existing elements of architecture to establish personality



SCHEMATIC DESIGN & CONCEPTUALIZATION

- Establish criteria based on vision & functionality
- Develop schematic floor plans
- Determine adjacencies & circulation paths through flooring & soffit studies
- Define spaces to create environments
- Design charette / client approval



CONSTRUCTION ADMINISTRATION

- An extra component of design to oversee project construction
- Work in collaboration with Architect
- "Exceptional Results"

PROCUREMENT

- An extra component of design to procure delivery and installation of furnishings

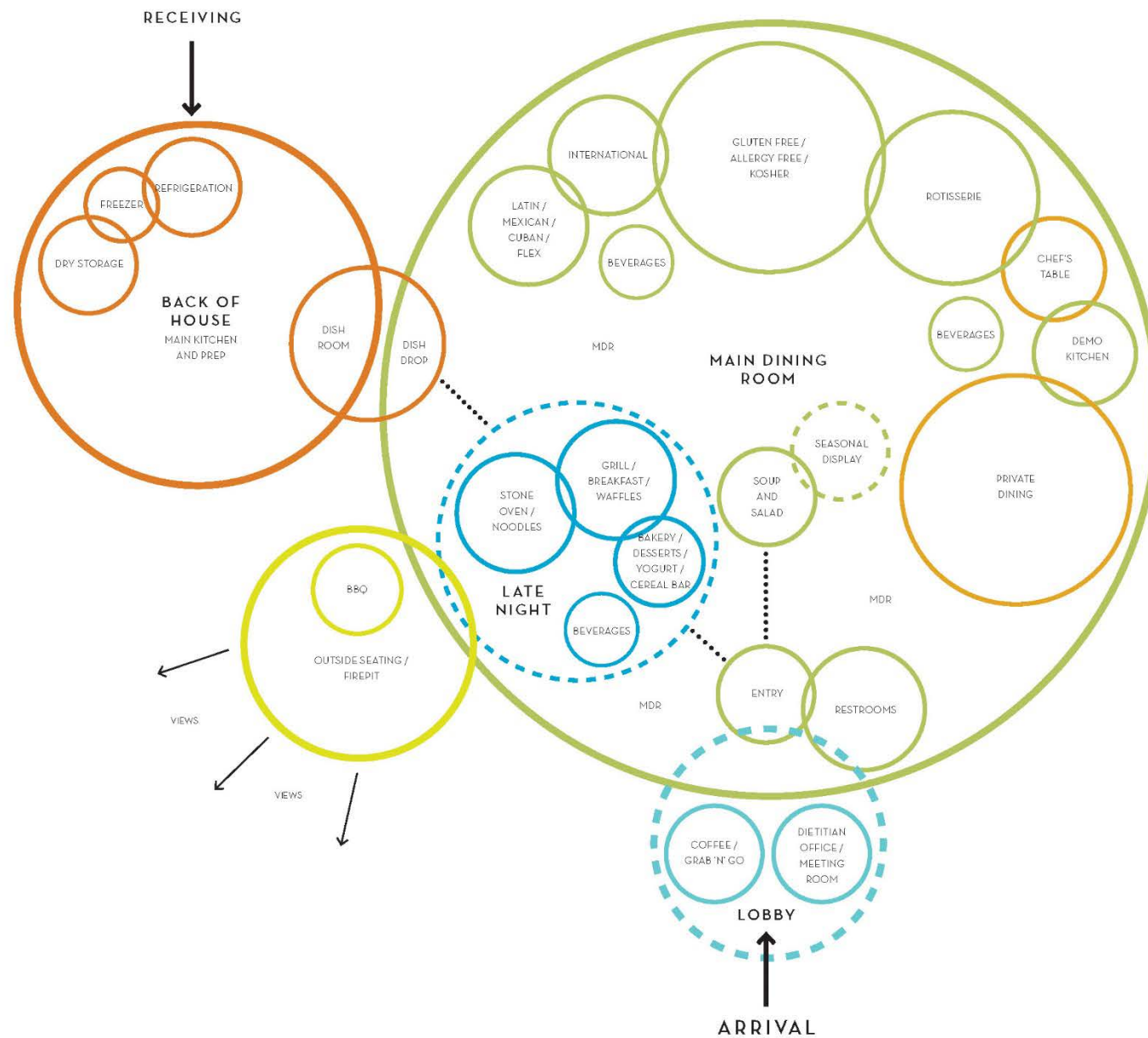


CONSTRUCTION DOCUMENTS

- Develop construction drawings upon approval of design development
- Provide Architect with design-intent drawings for execution of construction drawings
- Provide Architect with finish & material specifications
- Provide client with specifications for furnishings

DESIGN DEVELOPMENT

- Define spaces & develop "neighborhoods"
- Concept refinement
- Selection of finishes, materials & furnishings to create a cohesive color palette
- Develop vignettes & renderings based on key viewpoints



PROGRAM
BUBBLE ADJACENCIES

LOBBY

SPECIALTY COFFEE / GRAB 'N' GO

DIETITIAN OFFICE / SMALL MEETING ROOM 400 SF ●

MAIN DINING ROOM

ENTRY / CASHIER / QUEUING 300 SF ●

RESTROOMS 550 SF ●

SOUP AND SALAD 200 SF ●

STONE OVEN / NOODLES 600 SF ●

GRILL / BREAKFAST / WAFFLES 600 SF ●

BAKERY / DESSERTS / YOGURT / CEREAL BAR 325 SF ●

INTERNATIONAL 500 SF ●

LATIN / MEXICAN / CUBAN / FLEX 550 SF ●

COOKING SUITE / ROTISSERIE 800 SF ●

GLUTEN FREE / ALLERGY FREE / KOSHER 1200 SF ●

PRIVATE ROOM SEATING 1400 SF ●

CHEF'S TABLE 400 SF ●

OUTSIDE SEATING / FIREPIT / BBQ 1500 SF ●

BEVERAGES (3) 176 SF ●

DISH DROP 200 SF ●

QUEUING (12' 20' 7') 1680 SF ●

BACK OF HOUSE

RECEIVING 300 SF ●

REFRIGERATION 700 SF ●

FREEZER 368 SF ●

DRY STORAGE 800 SF ●

MAIN KITCHEN AND PREP 2000 SF ●

ICE AREA 60 SF ●

RESTROOMS AND LOCKERS 400 SF ●

BEVERAGE ROOM 100 SF ●

JANITORIAL 60 SF ●

OFFICES 1200 SF ●

DISHROOM 850 SF ●

POT AND PAN 240 SF ●

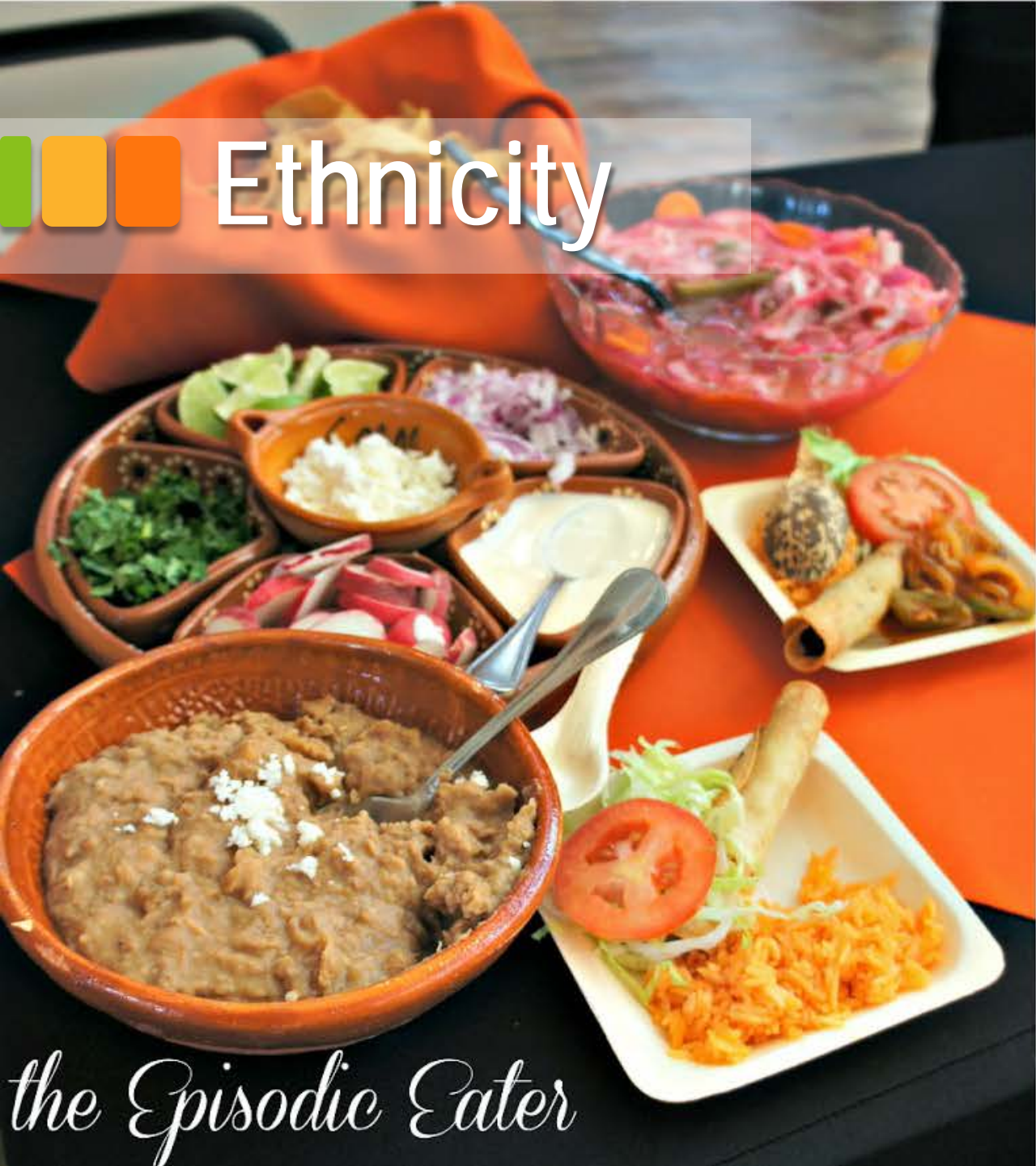




Emerging Trends



■ ■ ■ Ethnicity



the Episodic Eater



Special Diets





Exhibition Cooking





Farm to Market



Fusion



ARTISINAL DELI

ARTISINAL SOUPS WRAPS SANDWICHES



COMFORT AMERICAN

COMFORT HOT GRILLE AMERICAN REGIONAL



ANTIPASTO PASTA STRETCHED DOUGH



ITALIAN

BRAZILIAN GLOBAL FRENCH PERUVIAN



GLOBAL



ASIAN

INDIAN CHINESE THAI KOREAN MEXI

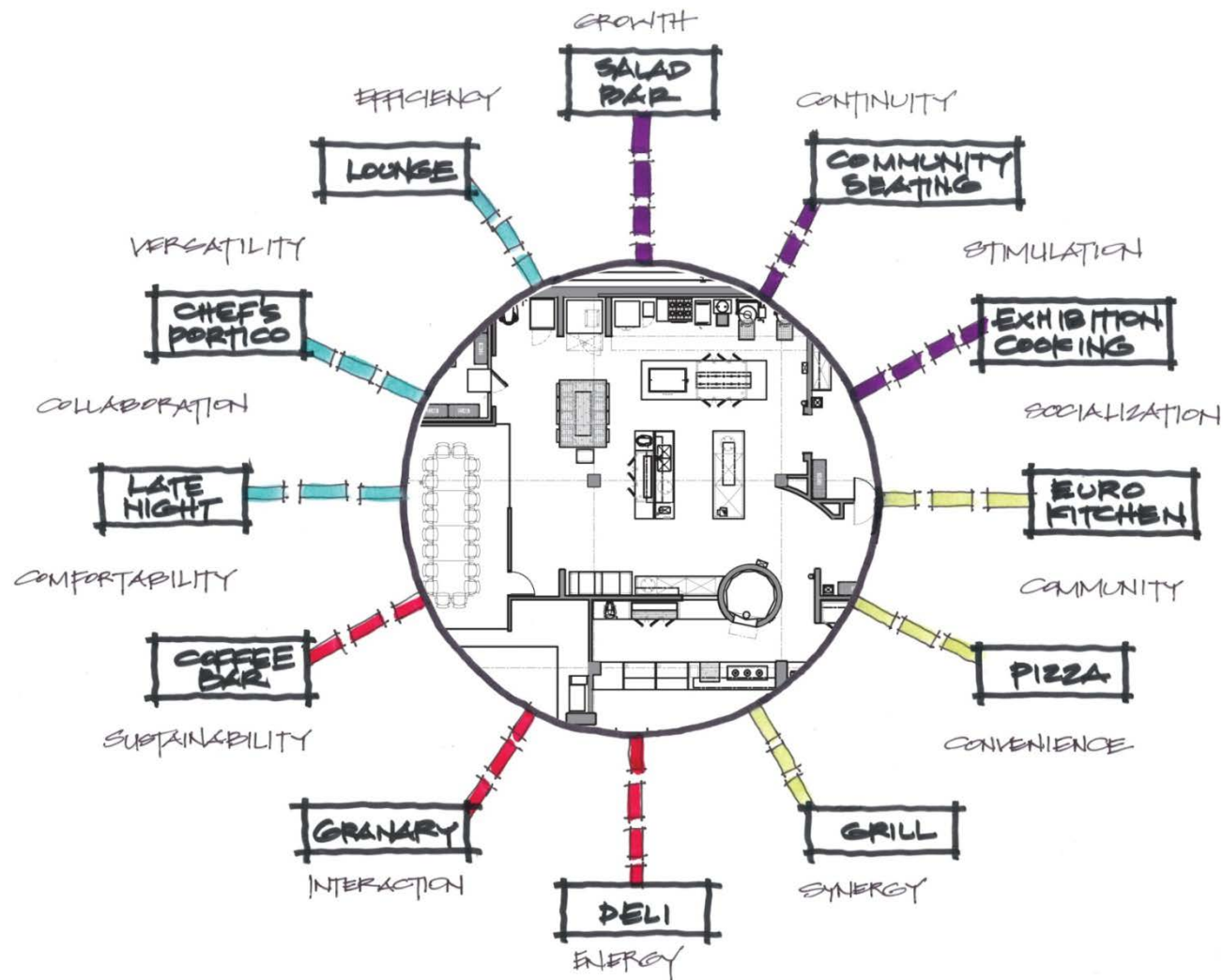


VEGETARIAN

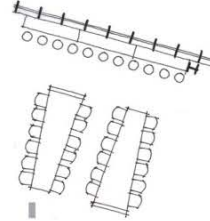
VEGAN FRESH NATURAL RAW GRAINS



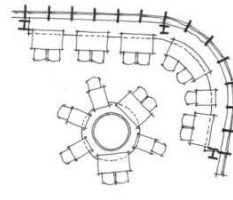
Environments



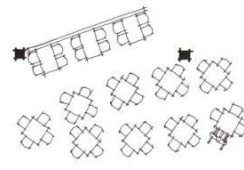
community dining



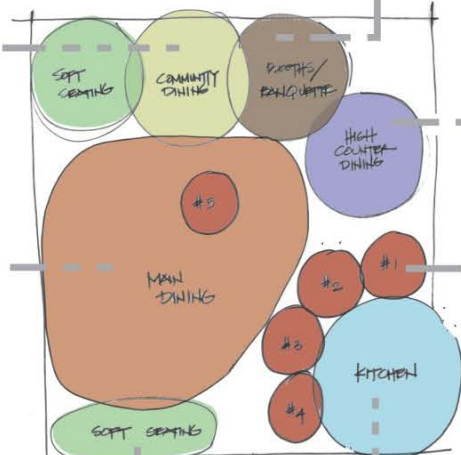
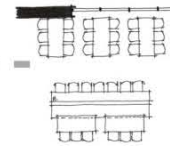
booth/banquette



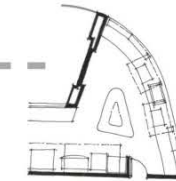
main dining



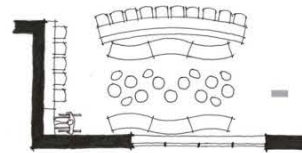
counter seating



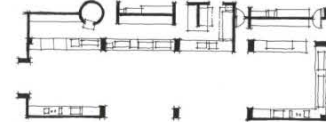
servery platforms



soft seating



kitchen





Procurement Objectives

OBTAIN HIGH QUALITY GOODS AND/OR SERVICE AT THE LOWEST PRICE.

Process that best represents district and program values.

Promote open and fair competition.

Comply with federal, state and local regulations.





Purchasing

SOME DISTRICTS ARE FORTUNATE TO HAVE A PURCHASING PERSON WITHIN FOOD SERVICES. *OTHERS SHARE THIS RESOURCE WITH THE WHOLE OF THE DISTRICT.*

Educating them and including them in what you are trying to achieve and the preferred specifications is key to success.

Keep it local when you can and explaining to the purchasing department why this is critical for your project.





Specification

CLEAR AND CONCISE.

*INCLUSION OF "OR EQUAL" KNOW WHAT YOUR
CONSIDERATIONS FOR EQUAL ARE AHEAD OF TIME.*

Specifications written by vendors is illegal.
Your purchasing must modify them in some form.

Do your specifications include scope of work.
Are they clearly stated on what is expected?
Are site visits mandatory prior to bid?
Does the oven fit through the door?

IT HAPPENS!!!





Holding Your Specification

HOW TO DEVELOP THE WRITTEN DESCRIPTION
OF *WHAT YOUR NEEDS ARE.*





Specifications / Products / Equipment

Touring other facilities to see desired equipment.

Evaluate the equipment allow your staff to know about it and be a part of decision process where appropriate.

Ensuring that the equipment meets the needs and functions at the appropriate level of your staff while fulfilling your production needs.





Building your Dream Facility

New construction/renovation or replacement you want it to thrive and live on beyond your tenure.

Don't get caught up in the trends make sure what your purchasing is sustainable to meet the needs that the future will bring.

If you are purchasing a unit for specific use like a bakery oven educate yourself on what else that piece of equipment can do like roast whole commodity muscle meats.





Standardizing Equipment Pros and Cons

Pros

- Same service agency.
- Universal knowledge from site to site.
- Consistent products.
- Buying power.

Cons

- Students experience is the same from elementary to high school.
- Could be overlooking new technologies and energy efficiencies.
- Lack of equipment variety affects flexibility to change menu quickly.





State + Federal Regulations

Thresholds for competitive process

Methods of procurement

Piggybacking





Procurement Methods

Small Purchase

Request for Proposal (RFP)

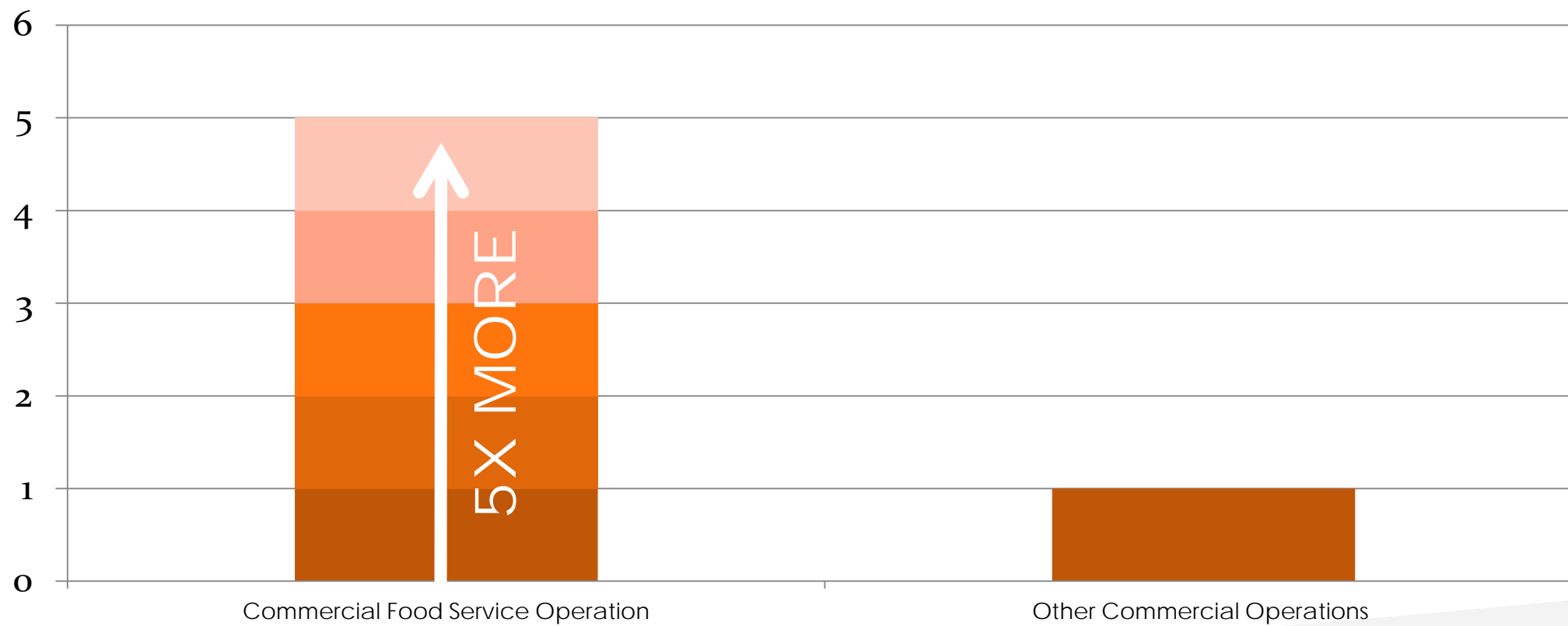
Formal Bid or Invitation to Formal Bid (IFB)

Non Competitive Proposal

Keep in mind anything over \$5000.00 or not on the approved list must be sent to the state for approval adding to your lead times.

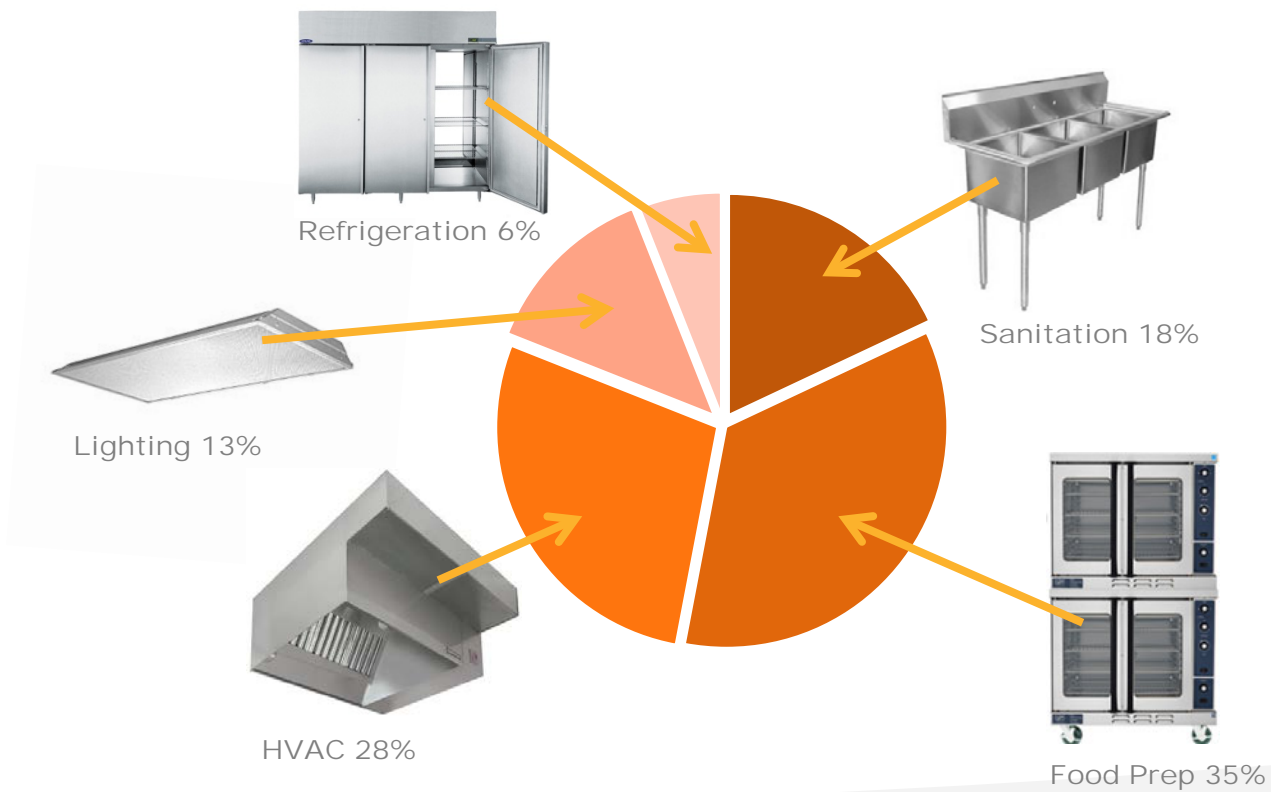


Energy Consumption



Energy Consumption

Example: Total energy breakdown (BTU) in full service food service



 CFL / LED



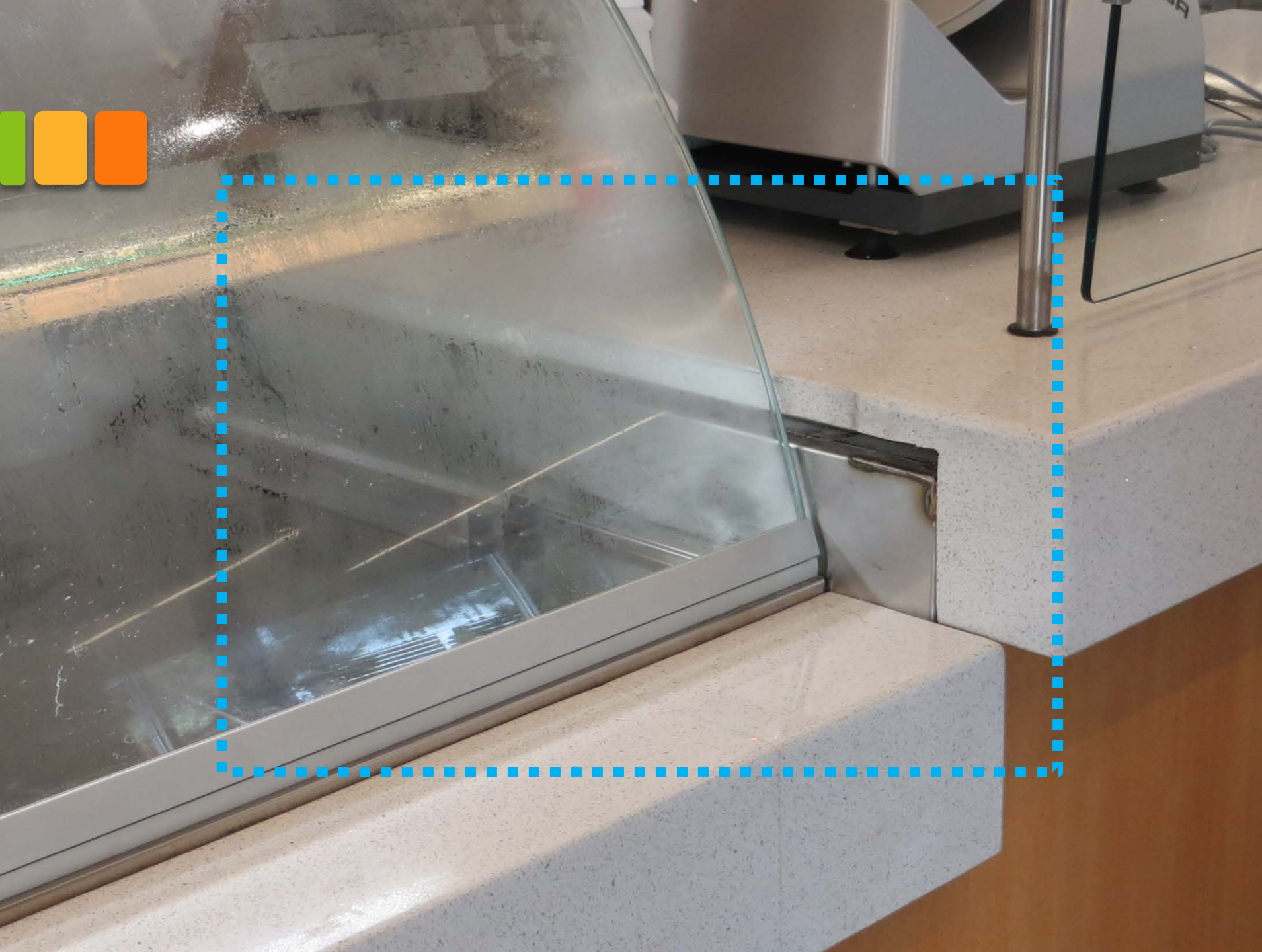


Disposers	Low Flow Urinals
Fryers	Rainwater Harvesting
Hot Food Holding Cabinets	Storm Water Filtering
Ice Machines	Recycling & Composting
Freezers	Cooking Oil Reclamation
Demand Ventilation	Solartubes
Ultra Violet Hood Technology	Advanced Glazing
Aerators	Cool Roofs
Hand Sinks	Recycled Content
Low Flow Pre Rinse Spray Valves	Bicycle & Hybrid Parking
Floor Pressure Cleaning Systems	Occupancy Sensors
Water Heater	Using China
CFL / LED Lighting	Signage











Resources

National Restaurant Association

conserve.restaurant.org

Green Restaurant Association

dinegreen.com

Energy Star

energystar.gov

Food Service Technology Center

fishnick .com

Foodservice Equipment &
Supplies Magazine

fesmag.com

U.S Green Building Council

usgbc.org



Thank You!

We're here as partners and resources.

YOU ARE NOT ALONE!



Q+A

