



  
**CURBSIDE**  
*Kitchen*

Food Partners - Spring 2022





## **Contents**

### *Food That Moves!*

- About Us
- CK's Scheduling Platform
- Marketing Made for You
- Tech Capabilities
- We're Here for You
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## About Us

### *Expect the Unexpected*

Curbside Kitchen believes eating is an experience best shared with others. We help you by securing events, high minimum guarantees, and thousands of "foodies," so you can focus on your passion: cooking delicious food!

Our easy-to-use technology, Curbside Mobile, connects high-occupancy commercial buildings, university campuses, festivals, and more with you!

Check us out on the curb [social](#)!

click  
me





# Meet the Team

Your dedicated Curbside Kitchen team has a combined 48 years of experience in food operations, prop tech, logistics, and real estate investment. We inspire culinary happiness one curb at a time!



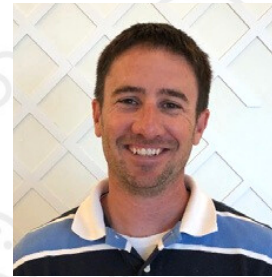
Amy Katz  
CO-Founder  
& CEO



Tony Amante  
Schepers  
Director of Operations  
& Customer Success



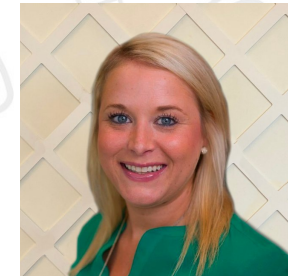
Jon Elster  
CTO



Harold "Ace"  
McConnell, CPA  
Controller



Jeff Vigilante  
Sr. Account  
Executive



Lauren Tutko  
Accounting  
Manager



Praveen Gottala  
IT Specialist



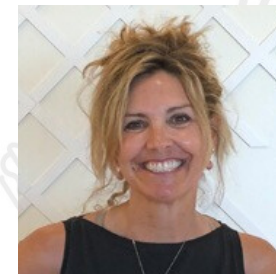
Ashley Patrick  
Properties &  
Event Manager



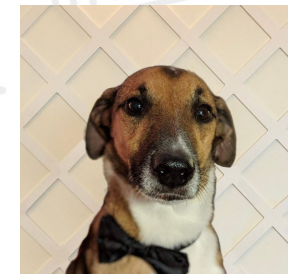
Zain Kahn  
Customer Service



Ryan Todd  
Scheduling Manager



Meghan Tidwell  
Marketing &  
Social Media



PopPop  
Official Food  
Taste Tester





## **Our Approach**

### *You Cook, We Book*

- ✓ Increase revenue and reach new customers daily
- ✓ Unload all logistical complexities of vending opportunities
- ✓ Forget marketing, scheduling, and payment processing
- ✓ 300+ office buildings, universities, & special event partners to vend at, with minimum guarantees
- ✓ Receive weekly event offers, menus  
auto-set, advanced cashless ordering, & fast payments
- ✓ Dedicated support staff - yes, real humans! Available via phone, video, text, email

***Vending made simple!***

## Vision & Mission

*Food is Our Passion, Too!*

### *Vision*



To be the default choice for food vendors, management properties, and customers alike to find, order, pay for, and easily enjoy food and similar amenities.

### *Mission*



To provide unique culinary choices leveraging technology-based platforms to enjoy quality custom food truck experiences.





# CK's Scheduling Platform

## *Vending Made Easy*

Let's face it: Not everyone is tech-savvy. That's when we come in, to make finding events and vending easy!

Curbside Kitchen uses proprietary artificial intelligence (AI) to match your vending radius, cuisine, food truck or pop-up abilities, and other criteria with the BEST relevant events.

And done automatically.

This lets you click n' book with just two taps on your mobile device!

April 8, 2022

### Friday Dinner - Foxfire Apartments

8737 Contee Rd, Laurel, MD 20708, USA

Arrival time: 4 p.m.

Vending time: 5 p.m. - 8 p.m. (dinner)

Confirm Offer

Decline Offer

#### Event Comment:

- Vendors must use Curbside Mobile for this event.
- Vendor must set their menu 72hrs or more before each Curbside Mobile event on [app.curbsidekitchen.com](http://app.curbsidekitchen.com)
- Curbside Mobile customer pre ordering starts 48hrs before the event

### ✓ **Marketing**

Your schedules, locations, and menus all through our app. Auto-SMS reminders sent to customers to order and when the meal is ready. We also provide promo flyers!

### ✓ **Real-Time Analytics**

We track building occupancy and event attendance so you can properly prep.

### ✓ **Pre-Ordering**

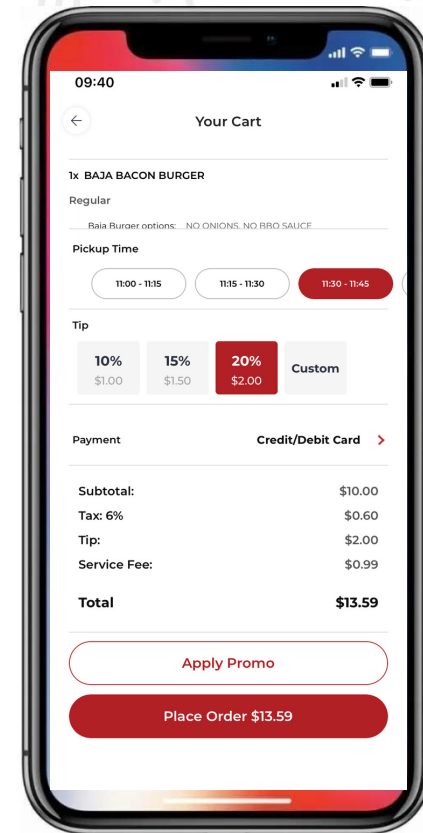
Tenants place orders in advance through the CK Mobile app. That means no wait lines! Specify how many orders you are able to receive in a 15-minute window.

### ✓ **Tipping**

Our "foodies" tip you in the app when placing their order. And of course we never charge a fee on tipping!

## **Benefits of the CK Mobile App**

*Check Out the App, Click Here!*



Click  
Me



# Marketing Made for You!

## *Curators of Cuisine, Convenience & Community*

Curbside Kitchen takes a holistic approach with each food partner. CK provides all the wrap-around services to support each marketing event.

- Ambassadors
- Flyers
- Electronic promo codes
- Teach property managers and onsite crew proper advertising

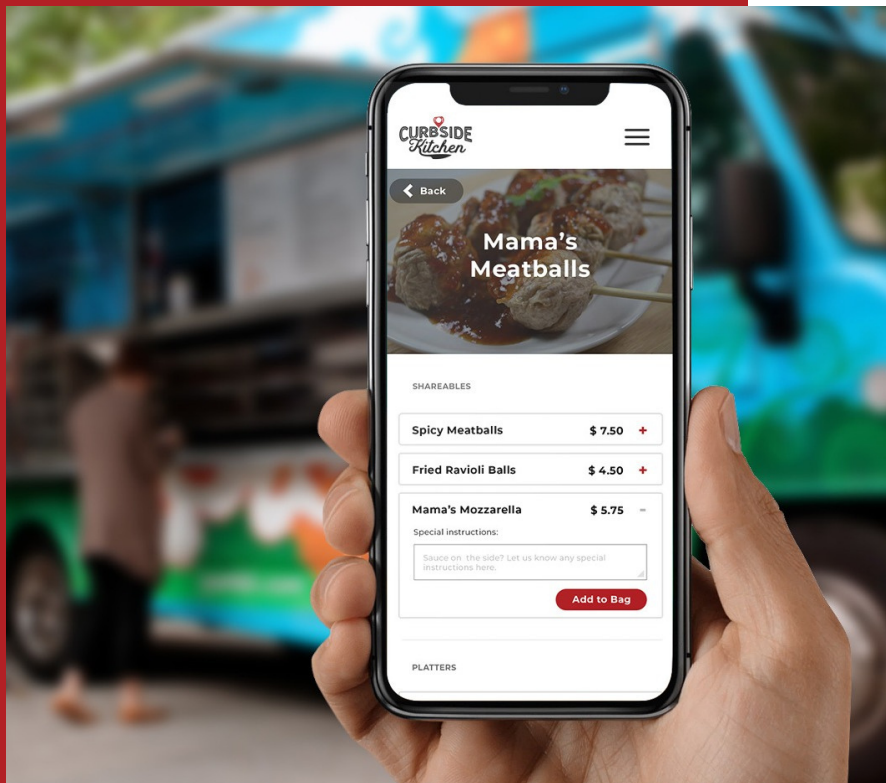
[Check Out This Rad Marketing!](#)

Click Me



## Tech Capabilities

*Deliciousness is a Click Away*



Over 600+ food trucks on the CK platform for foodies to order from you! 48 advance ordering, schedule contactless pick-up time, and ability to leave you an online tip!



Notifications pushed out to tenants the night prior & 1 hour before to your arrival.



Other tech benefits include default menu setting before events and auto payouts afterwards.



# We're Here For You

*Only a Text Away!*



The CK team worldwide stays in touch constantly with slack. And in turn, collaborates to help you.



CK utilizes the Zendesk platform, monitored 24/7 for immediate assistance for you and customers.



A hotline number dedicated for you, monitored during all events by our support staff. Text us ;-)



## Curbside Business Model

*You & Me, and Me & You:  
So Happy Together*

We keep it simple so you can focus on what you do best: cook great food and serve to smiles!

How? With a flat service fee of 10% of your gross sales. It's that simple!

And of course we never take from your earned tips or taxes. Ever.





# Culinary Suite of Opportunities

## *Let's Get Cookin'*



### Food Trucks

Our team will provide opportunities to vend throughout the year for your food truck.



### Food Buggies

Truly iconic! No food truck? No problem! We customize a food solution utilizing our food "buggy."



### Café Replacements and Pop-Ups

Activate food experiences on site. Curbside Kitchen will coordinate vending opportunities for our partners to set up in lobby or patio space.



### Special Events

Curbside Kitchen will provide opportunities for one time events, catering and grab-and-go options for our food partners.

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# Food Trucks

*Our Fleet Can't Be Beat!*



1936 FOOD TRUCK



NEW GOURMET DELIGHT



SOULTARIAN



MALIA'S KITCHEN



ROAMING COYOTE



EATHOS



BANGKOK HOUSE



MARDI GRAS TYME



## Cafe Station Takeovers

*We got the griddle, you bring the sizzle!*

- Daily
- Weekly
- Bi-weekly
- Permanent
- Easy integration into POS systems



# Food Buggies

## *Step Out of Your Wheelhouse*

- Grab and go options
- Guaranteed minimums
- Easy vending with no hassle
- From lobby to courtyard, we have you covered







## Pop-Ups

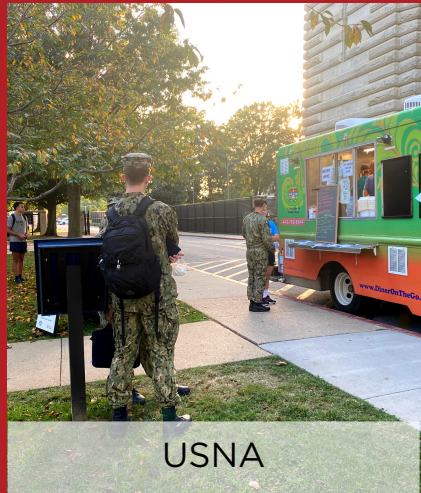
*"Chili" Outside, But Pop-ups are Hotter Than Ever!*

- Amenity centers
- Lobbies
- Conference rooms



# Our "Foodie" Clients

*Creating Culinary Happiness One Curb at a Time*



USNA



PENNOVATION



BIO PARK



CAPITAL ONE CENTER



GWU



VALO PARK



TOWERS CRESCENT



1600 MARKET



## Curbside Cares

### *Curbside Kitchen Creates Impact!*

Since founding, a core tenet of our mission is also community outreach and charitable initiatives. With Curbside Cares, the company partners with organizations to support corporate social responsibility efforts.

- Athena Rapid Response
- Chow Corp
- Fuel the Fight
- Nourish Now
- Second Story
- Shepherd's Table
- So What Else

click  
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## Food Partner Testimonials

"What a blessing to share my cuisine with so many! Thank you Curbside Kitchen for the opportunity!"

*Craig Jones*

Mardi Gras Tyme

"When I began my food truck people told me that I was too new to the game. No one would help me find events. Guess who did? Curbside Kitchen! CK was on point with my training to make things perfect. Their PATIENCE through the whole ride is what made me want to join their company."

*Eva Griffith*

Boss Burger Food Truck

"Working with Curbside Kitchen has allowed us to minimize our administrative work and just focus on cooking."

*Sebastian Oyvesi*

Saffron Gourmet Food Truck





## Property Testimonials

We began using Curbside Kitchen a few months ago and it has been a great experience. *Due to the pandemic, we were looking for a way to provide our residents with events while also practicing social distancing.* The food has been amazing and the setup is easy and hassle-free. I would highly recommend this service!

*Yomi Alli*

CIM GROUP

Curbside Kitchen is a true lifesaver! *We book almost 50 food trucks in a 19 week period, and CK does all of it for us! They book the trucks, get all of the needed paperwork and menus, markets to their communities, and help increase event visibility.* All with just a few phone calls. Easy, friendly, and hassle-free.

*Tonia Chagnon*

Tarara Summer Concert Series  
BowTie Strategies

We're so excited to be working with Curbside Kitchen for Crystal City's weekly Food Truck Thursday! *Amy and her team make everything so easy and do a fantastic job working with the trucks to promote the events!*

*Cassie Hurley*

National Landing BID



# Our Property Partners

## COMMERCIAL

Alexandria Real Estate Equities  
American Real Estate Partners  
Audi  
Banyan Street Capital  
Bernstein Management Corporation  
Brandywine Realty Trust  
Boston Properties  
Bowtie Strategies  
Capitol Concierge  
Capital One Center  
CBRE  
Compass USA  
Comstock  
Corporate Office Properties Trust  
Covanta  
Cushman Wakefield  
DSC Partners  
FLIK Hospitality  
Foulger Pratt  
Freddie Mac  
Gosnell Properties  
Guardian Realty Management  
Guest Services Inc  
Hughes  
Jamestown  
JBG Smith  
JLL  
KBS  
Kinetica  
Lincoln Property Company  
Lindsay Automotive Group  
Lockheed Martin  
Maier & Warner  
Metro Management Services  
Monday Properties  
MRP Realty  
Network Realty Partners  
Newmark Knight Frank  
Neustar  
Quadrangle  
Rockpoint Group  
Rubenstein Partners  
Rupert Properties  
Simpli

## TFLiving

The Bernstein Companies  
The Velsor Companies  
Transwestern  
UDR  
Valo Park

## RESIDENTIAL

AJ Dwoskin  
Akelius  
Alexandria House Social Committee  
Avalon Communities  
Avenue 5  
Bell Partners  
Bonaventure Property Management  
Bozzuto  
Brookfield Properties  
Calvin Carfitz Enterprises  
Camden Properties  
CIM Group  
Creekside Apartments  
Equus Capital Partners  
EYA  
First Communities Management  
First Service Residential Management  
Gables  
Grady Management  
Greystar  
Harbor Group Management  
JBG Smith  
LCOR  
Legend Management  
Madison Apartment Group  
Mission Rock Residential  
Oakwood Properties  
Oculus Realty  
PANCO  
Pollinger Company  
RESI Management  
Southern Management Corporation  
The Donaldson Group  
Transformation Fitness  
Truxton Inn  
Zusin Development

## EVENTS

Alexandria Drive-In Movies  
Ballston Quarterfest  
Bender JCC Summer Cinema Series  
Capital One Center - Drive-In Movie Nights  
Capital One Center - Pups & Pints  
Cattail Creek CC Food Truck Night  
Fairfax County National Pubic Works Week  
Food Corps Staff Retreat  
Friends of Kenilworth Aquatic Garden  
Georgetown Park Glow Festival  
GWU Vaccination Site  
KTown Food Truck Thursdays  
Light Up Fest  
McLean Bible Church Citywide Social  
So What Else Gala & Palooza  
Tarara Summer Concert Series  
Washington Spirit Pride Night  
WMATA Vaccination Site  
Velsor  
Verizon  
WASH\*REIT

## BIOTECH/MEDICAL

AstraZeneca  
BioReliance Corporation  
On Demand Pharmaceuticals  
Children's National Medical Center  
Fairfax Hospital  
Georgetown University Hospital  
Howard University Hospital  
Washington Hospital  
White Oak Medical Center

## CONSTRUCTION

HITT Whiting-Turner

## TENANT ENGAGEMENT PORTALS

COVE  
HqO  
Simpli

## BIDS

Ballston BID  
Fairfax County EDA  
Georgetown BID  
Kensington Business District Association  
National Landing BID  
Rosslyn BID

## EDUCATION/UNIVERSITIES

Basis Independent  
Bullis School  
COMPASS NA  
George Washington University  
Georgetown Day School  
Pennovation Center  
Thompson Hospitality

## WINERIES/BREWERIES

Otium Cellars  
Monacacy Brewing Co  
Supreme Core Cider

## NON PROFIT PARTNERS

Athena Rapid Response  
Chow Corp  
Fuel the Fight  
Nourish Now  
Second Story  
Shepherd's Table  
So What Else



## Eating is Social

*Follow Us to Vend at Special  
Events & Take Advantage of  
Vending Discounts!*

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## What's Next?

Join our growing partner list and let us help you take your food vending to the next level of excitement for tenants and clients. We believe in making it easy for you! Reach out via email or head to [our website](https://www.curbsidekitchen.com) and sign up.

click  
me

[hello@curbsidekitchen.com](mailto:hello@curbsidekitchen.com)