

# MEET *the* PRIMES

3:00 p.m. – 4:30 p.m.

## Airport Concessionaire Panel

### FEATURING

Mission Yogurt – Alea Kilgore

SFS Beauty CA, LLC – Michael Millian

P&P Services, LLC – Kymberli Parker

High Flying Foods – Kevin Westlye

Procurement Concepts, Inc. – Gil Johnson



# MISSION YOGURT, INC.

## Company Overview



# ABOUT MISSION

Family-operated, minority-owned boutique airport hospitality company.

- 30 years in concessions
- 13 concepts across 3 airports
- Awarded “Best ACDBE Operator” by Airport Experience News in 2020
- Worldwide recognition for operations and concepts



Rod Tafoya,  
Owner



# AWARDS & RECOGNITION

## Root Down

*Global Winner: Best Health-Centered or Vegan Offer of the Year, Airport Food & Beverage (FAB) Awards*



## Einstein Bros. Bagels

*1<sup>st</sup> and 2<sup>nd</sup> highest volume Einstein Bros. Bagels in the U.S.,  
1<sup>st</sup> Ocean-Friendly restaurant at SAN*



## Timberline Steaks & Grille

*No. 74: Top 100 Independent Restaurants in the U.S.,  
Restaurant Business*

# BRAND PORTFOLIO

## PROPRIETARY:

- Timberline Steaks & Grille
- Que Bueno! Mexican Grille
- Que Bueno Suerte!

## NATIONAL BRANDS:

- Einstein Bros. Bagels
- KFC
- Pizza Hut
- Sara Lee Sandwich Shoppe
- Colombo Frozen Yogurt
- Haagen-Dasz

## LOCAL BRANDS:

- Root Down DIA
- Etai's Bakery Café

## COMING SOON:

- Jax Fish House (DEN)
- The Post Brewing Co. (DEN)
- Caribou Coffee (DEN)
- TAPS Fish House & Brewery (JWA)
- Greenleaf (JWA)





# ACCOMPLISHING THE UNEXPECTED

## OUR VALUES:

- Flexibility
- Communication
- Loyalty
- Determination



# WORKING WITH MISSION

- Brands
- ACDBEs
- Goods & Services
- Design & Construction





## CONTACT US

Alea Kilgore

Director of Business Development

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[www.missionyogurt.com](http://www.missionyogurt.com)





**SKY FREE SHOP**  
**SFS BEAUTY CA, LLC @ SDIA**

# Members:



P&P Services, LLC / Kimberli Parker

&



Duty Free Partners, LLC / Global Travel  
Retailer



■ ■ ■  
Locations 





Key Factors: 

- **Communication**
- **Commitment**
- **Alignment**
- **Ownership**
- **Interdependence**



## Recommendations

- Value
- Specialization
- Innovation
- Adaptable



Kymerli Parker 

Experience:

- How I got started “The Process”?
- What I do now?
- What I have contributed to our businesses?
- Where I see us going?



THANK YOU

DUTY FREE PARTNERS - 1950 NW 88<sup>TH</sup> COURT - DORAL - FL 33172 USA





about  
high flying foods







we are family



**we are restaurateurs**



we love what we do

A woman with curly hair, wearing a dark blue top and grey pants, is leaning over two young girls in a garden. She is holding a small green plant with soil in her hands. One girl, with blonde hair in braids and wearing a blue patterned dress, is looking down at the plant. The other girl, with dark hair in a bun and wearing a yellow dress, is looking at the plant from the side. The background is a lush green garden.

we partner with **the best**

and build  
**long-lasting relationships**

A close-up photograph of a wooden crate overflowing with fresh, locally sourced vegetables. The crate is held by a person wearing blue denim jeans and a white work glove. The vegetables include large green leafy greens, several beets with their dark red stalks, a bunch of bright red radishes, several orange carrots, and several large, light-brown potatoes. The scene is set outdoors, likely at a farmers market, with other produce visible in the background.

**we are inspired  
by the local community and purveyors**

A close-up photograph of a person's hands holding a large, fresh bunch of red radishes with their green leafy tops. The radishes are vibrant red and appear to be freshly harvested. The person's hands are weathered and positioned to cradle the bunch. The background is a soft, out-of-focus green, suggesting an outdoor setting like a garden or farm.

we're not looking to be  
**the biggest**

we're looking to be **the best**

No commodity brands. No cut corners. No excuses.



# accolades + press

**As proof of our dedication to our customers,** HFF has been recognized for providing outstanding customer service within the food and beverage concessions industry as a 21-time *Airport Experience News (AXN)* awards nominee in the last six years (2015-2020). Along with the nominations, HFF won AXN awards for:

- **Best Brand Restaurateur**
- **Best Overall Restaurateur**
- **Best Chef-Driven, Local or Regional Restaurant**
- **Best Airport Restaurant Design**
- **Best New Food & Beverage Concept**
- **Airport Bar of the Year**

Numerous publications, including *Thrillist*, *Men's Journal*, *USA Today*, and *Fox News*, have explicitly recognized High Flying Foods' airport locations as providing some of the best overall airport dining experiences in the world.



our locations in  
**san diego**





# STONE BREWING

San Diego has become the undisputed home of the craft beer movement, and Greg Koch, Stone Brewing's visionary founder, is its recognized leader. Creating "big character" beers that gain well-deserved national attention, Stone Brewing has an expansive list of varieties, all featuring Stone's trademark robust character. Committed to sustainability, Stone uses organic produce to supply their restaurants. *Beer Advocate* named Stone Brewing the top artisan brewery in the country — not surprising considering Stone's cult-like following. A pint of Ruinination IPA, anyone?



# BANKERS HILL

At Bankers Hill, multiple-time James Beard Award nominee Carl Schroeder shares his version of a hip, bistro-style restaurant and bar. Within this space, Carl and his longtime business partner and Food Network star Terryl Gavre create a cool, comfortable, casual atmosphere. Carl describes his food as casual American, focusing on creative flavor combinations that lead to lines out the door. The Bankers Hill menu changes seasonally, and is influenced by fresh, local ingredients from the San Diego farmers' markets.





# PANNIKIN COFFEE

Established in 1968, Pannikin Coffee and Tea is San Diego's original coffee roaster. Owner Shawn Holder specializes in small-batch roasting and uses age-old techniques to roast fresh coffee every day. Temperature and timing are controlled by hand, creating an unrivaled intensity of flavor. This family-owned and operated business continues its distinctive approach and commitment to quality that has created a loyal following of coffee lovers.



# PHIL'S BBQ

Renowned San Diego barbecue pit master, Phil Pace, features his highly awarded, grilled baby back ribs, beef ribs, chicken, and sandwiches at his eponymous BBQ joint. San Diego Magazine has named Phil's BBQ the best barbecue in San Diego 10 years running. Phil's masterful cooking process starts with his flavorful spice rub and basting sauce (both top secret recipes). He then gently smokes the ribs and chicken until they are juicy but tender. Extensively involved in the San Diego community, Phil's BBQ has contributed over half a million dollars to local children's charities over the past 15 years.





# THE COUNTER

Anti-established in 2003, The Counter is the 21st Century's bold answer to the classic burger joint—one with national and international reach. Founder Jeff Weinstein focuses on presenting one menu item — the burger — exceptionally well. It features certified, humanely raised, natural, grain-fed Angus beef and a fresh bun baked in-house daily. With over 80 high quality ingredient options, The Counter prides itself on creative construction, hand-picked ingredients, and creating an inventive burger experience. Go ahead, Build Your Own Burger.



# SAFFRON THAI

At Saffron Thai, celebrity chef Su-Mei Yu creates dishes from her childhood memories of Bangkok street food. Overwhelmingly popular in San Diego for her fresh, seasonal fare and reasonable prices, Su-Mei places great focus on each and every ingredient. Her healthy cooking techniques incorporate foods' medicinal properties and showcase the fresh flavors of each dish. Saffron Thai recently celebrated its 25th anniversary, a testament to the consistent quality and exciting flavor of Su-Mei's legendary cuisine.





# ARTISAN MARKET

Artisan Market is High Flying Foods' take on a modern, farm-to-table marketplace. Approachable yet refined, Artisan Market highlights local purveyors and regional retail offerings that add a sense of place. Our first location opened in San Diego International Airport in 2013 and has since thrived in Dallas/Fort Worth International Airport and will be coming soon to Oakland International Airport (2021). The from-scratch concept is tailored to each local market and features made-to-order sandwiches and salads topped with housemade spreads and dressings. Artisan Market is built around supporting the local community and using the highest quality ingredients.



# contact us

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High  
Flying  
Foods



Nº 123

SECOND ST SAUSALITO CA  
[www.highflyingfoods.com](http://www.highflyingfoods.com)





**PROCUREMENT CONCEPTS, INC.**

**PCI**

**ESTABLISHED 1984**



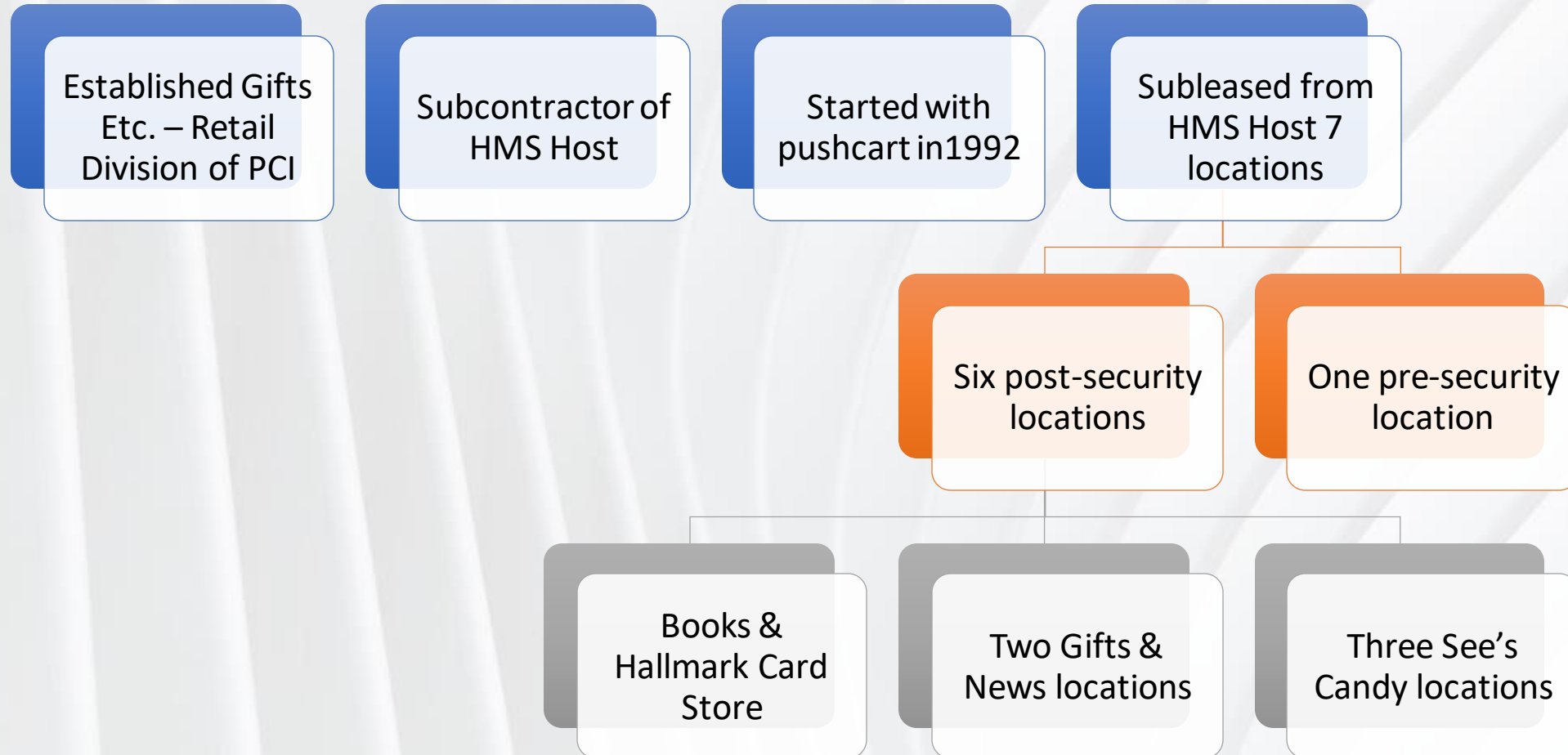
**Retail Allowance (RDA)**

**ACDBE Consulting**

**Purchasing Consultant**

# FIRST AIRPORT CONCESSION- 1992

**"Our Team Members are our most Important Asset"**



RE-ENGINEERED PCI'S  
FOCUS & STRATEGY

"Planting Legacy  
Seeds"

❖ Established Joint Ventures -  
Partnerships

❖ Retail – PGC-PCI, San  
Diego, LLC

❖ Three Gifts & News  
Shops

❖ Kid's store

❖ Ladies Boutique

❖ Book Store

❖ Beach/ Sun & Fun Store

ApricotLane  
BOUTIQUE

ApricotLane

# RE-ENGINEERED PCI'S FOCUS & STRATEGY

## "Planting Legacy Seeds"

- ❖ Established Joint Ventures - Partnerships
  - ❖ *F & B – High Flying Foods-Partnership*
    - ❖ Stone Brewing
    - ❖ Bankers Hill
    - ❖ Pannikin Coffee
    - ❖ Phil's BBQ
    - ❖ The Counter
    - ❖ Saffron Thai
    - ❖ Artisan Market
  - ❖ We review the business operation quarterly
  - ❖ Partnership is strong collaborative and Supportive!

nt Desserts



**ELEGANT DESSERTS – SUB LEASE**  
**“Planting Legacy Seeds”**

❖ **Sub-Lease from HFF**

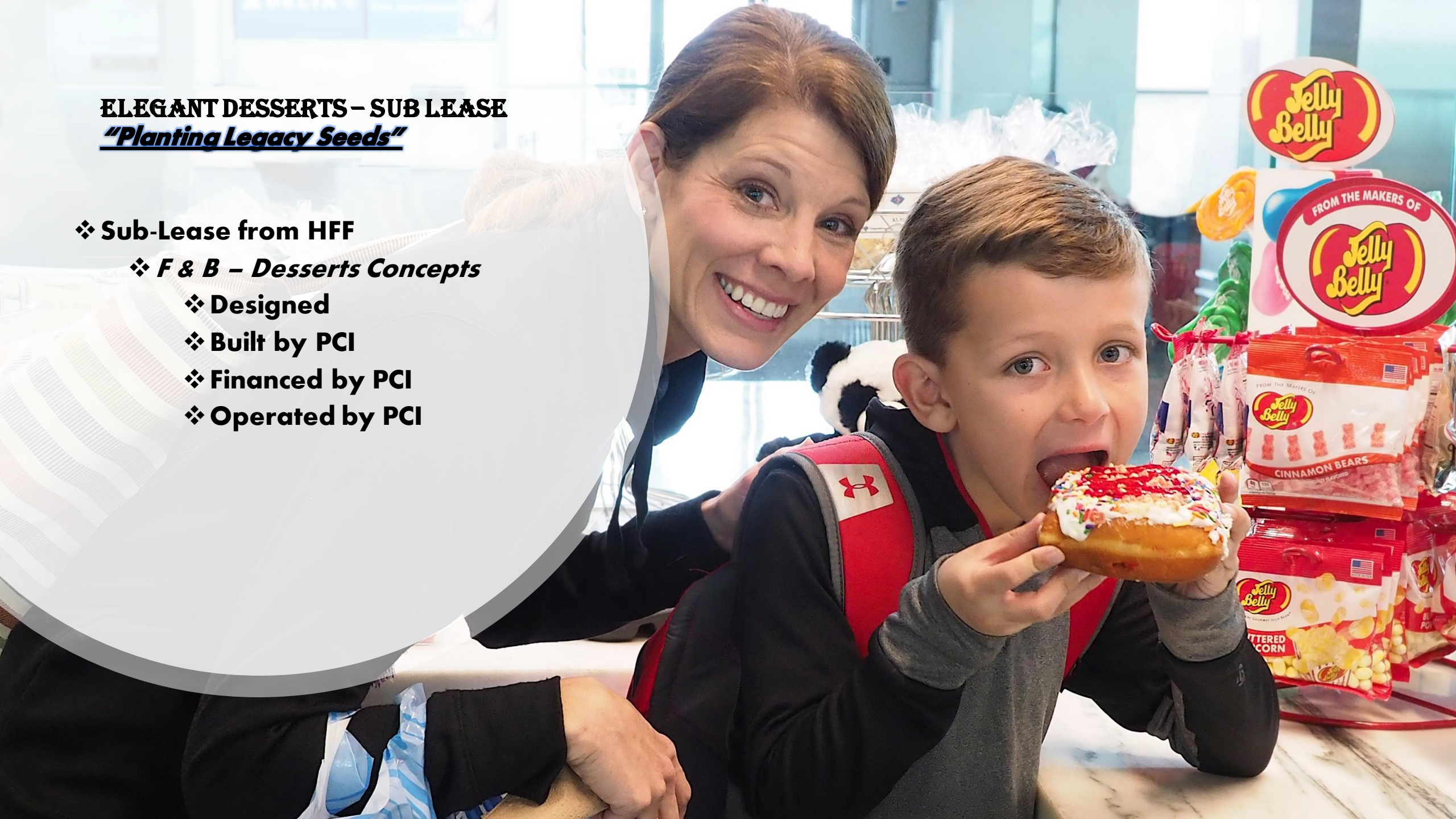
❖ ***F & B – Desserts Concepts***

❖ **Designed**

❖ **Built by PCI**

❖ **Financed by PCI**

❖ **Operated by PCI**





**OTHER JOIN VENTURES /  
PARTNERSHIPS**  
***"Value your Team Members"***

❖ **Other Joint Ventures - Partnerships**

❖ ***5,200 sq. ft. Retail & Specialty shop***

❖ **District Market – SFO**

❖ **Award winning for best  
Retail design 2019**

❖ **Unique design representing  
District for San Francisco**

❖ **Within the top three highest  
grossing Retail concessions**

❖ **Other Joint Ventures – Partnerships**

❖ **Eight Retail Specialty – LAX**

❖ **Because of the strong relationship  
with HFF**

❖ **Invited to bid 2 Food & Beverage  
locations in Denver**

**JOIN VENTURES / PARTNERSHIPS**  
**"Value your Team Members"**

❖ **Questions & Answers**

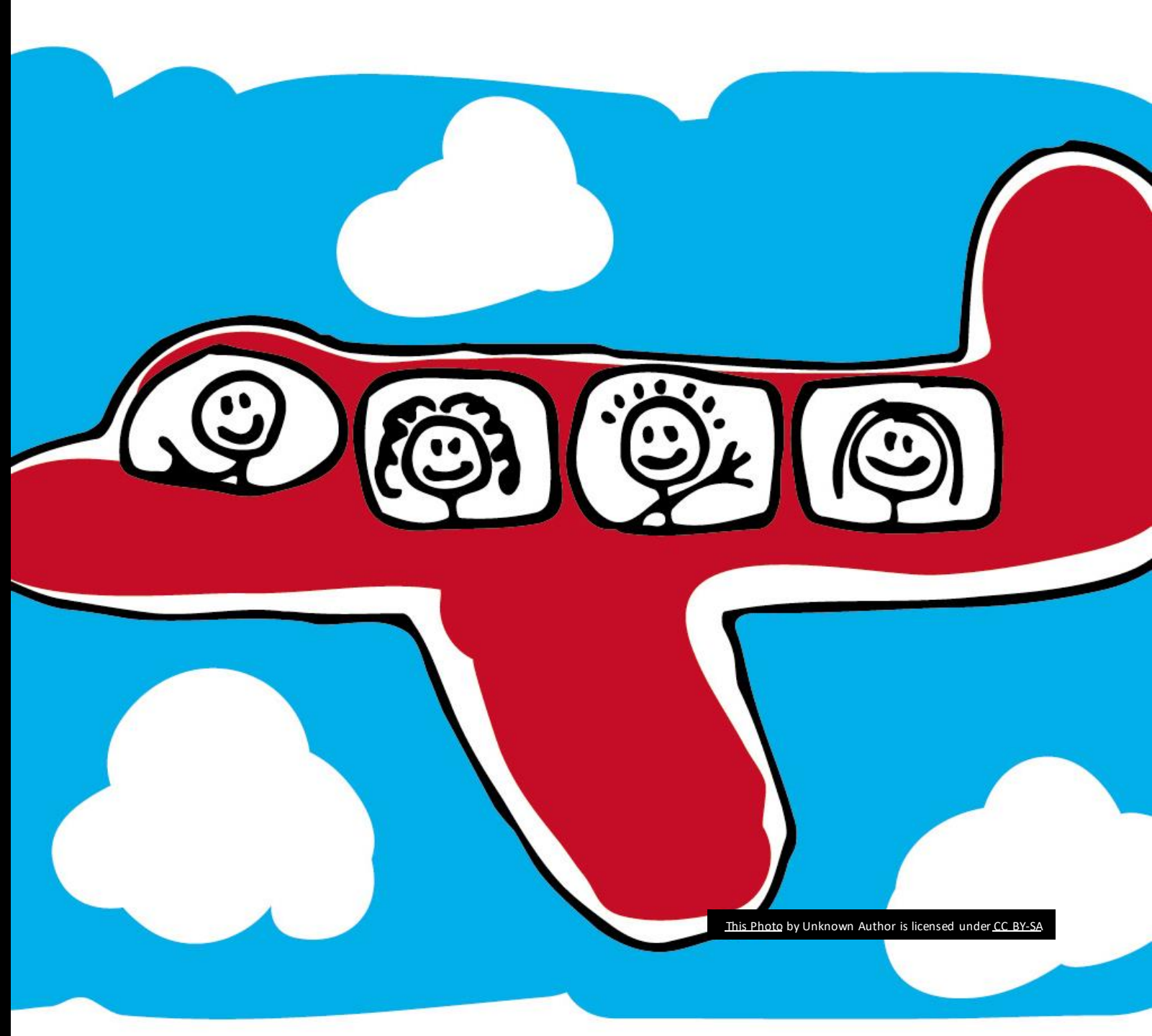
❖ **Contact Information:**

❖ **Procurement Concepts, Inc**

❖ **Gil Johnson**

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❖ **[gil@sandiegogifts.com](mailto:gil@sandiegogifts.com)**



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# MEET *the* PRIMES

[www.SANMTP2020.Eventbrite.com](http://www.SANMTP2020.Eventbrite.com)



## THANK YOU FOR YOUR PARTICIPATION JOIN US AT OUR UPCOMING MEET THE PRIMES SESSIONS

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**Tues., Nov. 3, 2020**

### San Diego International Airport Departments

8:30 a.m. – 9 a.m. Small Business Development Dept.

9:30 am. – 10 a.m. Facilities Management Dept.

10:30 a.m. - 11 a.m. Procurement Dept.

11:30 a.m. - 12 p.m. Labor Compliance Dept.

1:30 p.m. - 2 p.m. Revenue Generation & Partnership Development Dept. – Food & Beverage/Retail

2:30 p.m. - 3 p.m. Planning & Env. Affairs Dept. - Quieter Home Program (Airport Noise)

4 p.m. - 5 p.m. Airport Design & Construction Dept.

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**Wed., Nov. 4, 2020**

### Public Agencies & Business Support Services

10 a.m. - 11:30 a.m.

- Presentation from Procurement Technical Assistance Center (PTAC)
- Public Agency Panel featuring:
  - ❖ SANDAG
  - ❖ CALTRANS District 11
  - ❖ County of San Diego
  - ❖ North County Transit District
  - ❖ San Diego County Water Authority
  - ❖ Port of San Diego
  - ❖ University of California San Diego

1 p.m. - 2 p.m.

- Presentation from San Diego & Imperial Valley Small Business Development Center (SBDC)
- Public Agency Panel featuring:
  - ❖ City of San Diego
  - ❖ San Diego Unified School District
  - ❖ U.S. Veteran Business Alliance (USVBA) San Diego Chapter
- Presentation from Business Incentive Credits