



PERKINS

MANAGEMENT SERVICES®



Dear current and potential clients:

Perkins Management Services Company has embarked to signify that our referenced growth is part of this journey to become the nation's first 100% minority owned billion dollar contract food services management company. For the past 12 years, our firm has experienced tremendous year-over-year growth capturing significant market share in the higher education and Custodial Services industries. Today, we employ over 1,200 team members across 10 states.

As we continue to expand our presence in these ever evolving and highly competitive industries, our unwavering commitment to sustained quality remains at the forefront. As we transition into our next decade of phased growth and portfolio diversification, we seek to establish long-term partnerships with clients across multiple sectors that include: higher education, business and industry, corrections, and health care. Our customized approach for each partnership is tailored for the individual client. We understand that each client is unique and that the needs of each client must be met with customized solutions designed to adjust to trends and contains flexibility to expand and restrict to suit the client's goals and vision.

The consistent growth that we have achieved can be attributed to the provision of innovative, cost effective, and sustained quality managed services. I stand firm in the commitment to service excellence and ensuring that each client has the opportunity to experience on a consistent basis the Perkins difference, which is demonstrated daily through skillful meal preparation, awe-inspiring culinary displays, and exceptional customer service.

I sincerely appreciate you taking the time to learn about my company in greater detail by reviewing our brochure. We would love the opportunity to design a customized solution for you in the future. We look forward with great anticipation to the opportunity to partner with you!

Respectfully,

A handwritten signature in cursive script that reads "Nicholas M. Perkins".

Nicholas M. Perkins
Chairman, President, and CEO



CONTENTS

Our Story

Our Brand

Nicholas M. Perkins

Corporate Staff

Our Services

- College & University
- Military Installations
- Business & Industry
- K-12 & Charter Schools
- Healthcare
- Correctional Facilities
- Catering Services
- Restaurant Services
- Dry Cleaning Services
- Commercial Cleaning

Sustainability and Green Practices





OUR STORY

Nicholas M. Perkins established Perkins Management Services Company in 2005, entering into the highly competitive food services industry with a 1-year contract and the dream of becoming the world's largest wholly minority owned contract food services company. At that point he had his degree from the School of Business and Economics at Fayetteville State University and the nuts-bolts experience he had garnered from his managerial service for a large food services company. Perkins began pursuing his dream through participation in the U.S. Small Business Administration's section 8(a) business development program and securing break-through contracts from the United States Coast Guard and Department of the Army.

In February 2008, Perkins Management Services Company obtained its first federal contract and in 2009, Dr. Luns Richardson, President of Morris College, selected Perkins Management Services Company as the contractor of choice to manage and direct its residential dining services. With that selection, Morris College became Perkins' first college account. In 2009, Perkins also launched its dry cleaning services. Additionally, in 2009, Perkins expanded their services to seven states along the East Coast and Midwest. In 2011, Perkins opened its first nationally branded franchise, Church's Chicken.

Today, Perkins Management Services Company is a multi-million dollar corporation that serves over 100,000 meals each week and employs well over 1100 persons across several lines of businesses. The tremendous growth Perkins has achieved is due in a large part to hard work, dedication, and sacrifice of our Chairman, President, and CEO, Nicholas Perkins. Mr. Perkins, leads by example and exemplifies the model for what he expects from his team members to achieve his dream. Perkins has become the service provider of choice for the Department of Defense, the Department of the Army, the United States Coast Guard, and Historically Black Colleges and Universities (HBCUs) across the country.

OUR MISSION

To become the standard by which all other contact food and facilities management companies are judged.

OUR VISION

To deliver consistent, cost effective, and sustained quality food and facilities management services, fully aligning ourselves with our clients' mission to create a complete partnership.

THE PERKINS DIFFERENCE

"The Perkins difference defined in one word...Excellence."

- On a daily basis we strive to consistently provide excellent customer service by employing excellent people.
- We serve excellent food by procuring high quality food products prepared by industry trained culinarians.
- We build, nurture and sustain excellent relationships by aligning ourselves with our clients' mission and delivering on our promises.

PERKINS PRESENCE

The Perkins' brand is Incorporated in the Following States:

- North Carolina
- South Carolina
- Georgia
- Florida
- Louisiana
- West Virginia
- Connecticut
- Illinois
- Missouri
- Maryland
- Virginia
- Washington District of Columbia





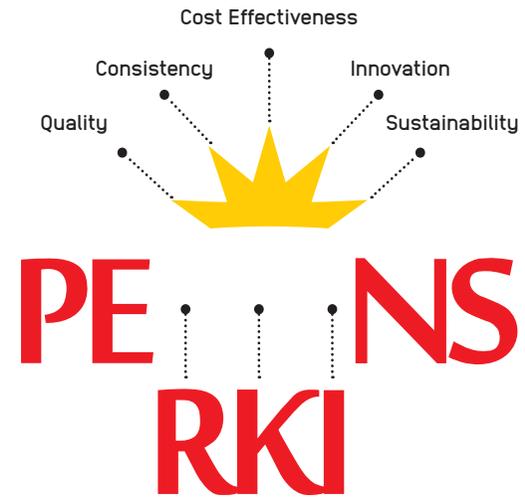
OUR BRAND



The gold crown in the Perkins logo symbolizes high quality. It is positioned above the lettering to demonstrate the high quality Perkins strives to provide everyday for every client. The word "Perkins" is positioned in the center of the logo representing Nicholas M. Perkins, the founder, whose vision gave birth to the brand. It also represents the embedded principles of the company.



The crown's 5 points as represented in the logo symbolize Perkins' 5 Star Standards of Excellence which are:



The letters "R, K, I" are connected as one and each letter represents:

- R -

Respect, honor, and value each relationship entered into without wavering.

- K -

Know with absolute certainty and depth the expectations of these we serve and meet them consistently.

- I -

In all things deal forthright, honest, and justly with those who chose to engage us.



NICHOLAS M. PERKINS



Our founder, Nicholas M. Perkins, who also serves as the company's president, guides the Perkins companies. Mr. Perkins founded Perkins Management Services, the parent company, in 2004, and secured his first contract in 2005 at the age of 25. Vision, passion, action, results, and success are just a few of the words which describe Nicholas M. Perkins. He has served in almost every capacity in the managed food service industry.

Mr. Perkins is a graduate of the School of Business and Economics at Fayetteville State University. He later earned his Executive MBA degree from the Howard University School of Business, where he was recently recognized as being a prominent alumnus.

A Fayetteville, NC native, Mr. Perkins is a leader in the community and is committed to being an example to young leaders with entrepreneurial desires. He was appointed by North Carolina governor Pat McCrory to serve as a member of the North Carolina Council for Small Business, which is responsible for

expanding state contracting opportunities for women, small, and minority owned businesses. Mr. Perkins also serves on the National Board of the Urban League; one of the youngest members bestowed this honor. He also serves as a member of the Deans Advisory Council for the School of Business and Economics at Fayetteville State University and the foundation board for South Carolina State University.

He is a strong supporter of education, as evidenced by his recent donation of \$1,000,000 to his Alma Mater Fayetteville State University and his membership with the Presidents Council for Benedict College.





TRUSTEE SERVICE



National
Urban League





CORPORATE STAFF



Barry McCauley, Jr.
Executive Vice President



Tonya Ford
Vice President of Human Resources



Fred Lane
Chief Administrative Officer



Cristina Cole
Payroll Manager



Meleisa Lane
Director of Quality Assurance



Tao Saults
Regional Manager



Shamar Farley
Director of Student Engagement



Willie Thompson, Jr.
Chief Strategy Officer



William Murphy
Title



FLora Breedon
National Catering Director



Ty Richardson
Marketing Art Director



Allison Zucco
Graphic Designer



Terri Rice
Accounts Receivable



Tamisha Benn
Office Manager



OUR SERVICES



CONTRACT FOOD SERVICES MANAGEMENT

Our focus is to market and deliver exemplary dining services for our clients. We take every step to ensure that the services we deliver consistently meet the highest standards of quality; by tailoring each program to meet our client's needs while combining both modern-creative and traditional styles of cooking. In honoring our commitment to being an innovative and trend-setting company, we maintain exciting concepts on the cutting edge of the hospitality industry.

OUR MANTRA: "IT IS A PRIVILEGE TO SERVE" AN APPROACH TO CUSTOMER SERVICE

At Perkins Management Services, we regard it as a privilege to serve our customers. We understand that in the competitive environment of managed services our customers have choices. We do not take the extended opportunity to provide an excellent experience to our customers for granted.

OUR SERVICES



COLLEGE & UNIVERSITY

Our primary mission is to redefine campus dining services. We boldly push the envelope to cultivate a diversified and sophisticated palate through the offering of innovative menu choices, quality delivery of the latest trends in nationally branded franchises, consistent provision of healthy food choices, cost effective pricing of services, and sustained topnotch customer service. We customize our services to fit the particular needs and desires of our clients. We offer our clients high quality food prepared from scratch using fresh ingredients, excellent customer service, clean and sanitary environment, accommodating hours of operation, and a customized carry-out meal program. We understand our vital role in our clients realizing their vision for dining

services. The landscape of college dining is ever changing as newly innovative concepts and trendy nutritional choices appear on the scene. In order to maintain a competitive edge, it requires that one keeps up with the ever evolving tastes of today's sophisticated college students. We do this through our Millennium Café, which provides students with the freedom of choice through highly innovative, and customized dining options. We are committed and dedicated to hand crafting one-of-a-kind satisfying customer experiences that reflect purpose and place, where the customer's presence is valued, dining is rewarding, and where the community's connections are.



MILITARY INSTALLATIONS

Our experience in managing both full food and dining facility attendant services for the Department of Defense spans across 6 states along the East Coast. Our ability to adhere with strict conformity to the exacting specifications of Government Dining Facilities has enabled our firm to achieve tremendous success and obtain growth opportunities with the United States government.



BUSINESS & INDUSTRY

We are committed to providing our business and industry clients a dazzling array of highly affordable menu choices made with fresh ingredients, and prepared with culinary expertise. We WOW the business and industry client with great customer service experience that is designed to make customers feel at home while also providing them with exciting and captivating delights. Across food and beverage, facilities, guest and retail, our team knows how to perfectly balance the familiar and the unexpected to make and create memorable dining experiences.



OUR SERVICES



K-12 CHARTER SCHOOLS

What the youth eat today will play an integral part in their overall growth and development. We provide exciting yet nutritional options for the discerning taste buds of K-12 students. We also make sure that the options represent an overall balance of the 5 food groups (in accordance with national regulations and recommended guidelines). Working within the US guidelines, we provide the best for your students. We meticulously weave excellent care with insightful expertise in providing K-12 and Charter School students, teachers, and staff with top-notch, good-tasting, nutritious meals and top-notch facilities services. Same case with our college and university services, we commit and dedicate to hand crafting one-of-a-kind satisfying customer experiences that reflect purpose and place, where the customer's presence is valued, dining is rewarding, and where the community's connections are authentic.

“We understand our vital role in our clients realizing their vision for dining services.”



HEALTHCARE

At Perkins Management Services Company, we understand that good nutrition is critical to the healing process. Presently, our company provides fresh, high-quality, and nutritional meals to patients three times a day. One of our primary objectives in working with Health Care establishments is to achieve and maintain 100% patient satisfaction with our services. We accomplish this through the provision of sound management, dietetic specialist, and high quality-innovative menus. Across retail, resident and patient dining, environmental and facilities, we work within your organization's goals and vision to deliver the best dining and cleaning services for your patients, caregivers, and facilities.



CORRECTIONAL FACILITIES

We have the right people in the right positions to address the distinctive set of issues that can arise when working in correctional institutions. Our experience with the U.S. Government also makes us the perfect food services partner for correctional facilities. We have strict quality protocols in place to ensure safe and sanitary food services. We focus our dining services for correctional facilities on implementing sustainable practices that keep offenders satisfied and frees facility staff to focus on maintaining security and order. In addition, we offer the dietary and nutritional expertise and experience to support identified wellness goals. As with the case with our college and university clients, our Beyond the Palette program allows us to work with facility staff to help support the facility's mission surrounding equipping inmates with life skills and reducing reincarnation rate.



OUR SERVICES



CULINARY ARTISTRY EXEMPLIFIED

Perkins presents catering with elegance and flair in mind. We create innovative and awe-inspiring culinary displays. The standard by which our program operates exemplifies culinary style and grace with large or small events. Our diverse catering program offers unwavering attention to details, stylish menus, gourmet cuisine, and unparalleled culinary displays.

Our catering services meet your every needs with everything imaginable offered. From coffee breaks, meetings and luncheons, graduation parties, wedding receptions, evening galas to family reunions. Our creative menu selections, artful displays of tantalizing dishes, and dedicated professional staff give you the best catering options available.





OUR SERVICES



RESTAURANT SERVICES

We offer the full range of restaurant services, including fast food, fast-casual, fine-dining, and casual-dining services. Regardless of type of restaurant service, we make sure that guests are provided with a memorable experience that will leave them wanting to come back again. We operate in efficient, sustainable, profitable manner that maximizes the triple bottom line: society, finance and the environment. We know that no matter how tasty your menu, customers won't come back if they have bad experiences with your customer service. For this reason, we provide our employees top notch training within each type of restaurant setting. We also provide sanitation training for all employees and that commits Perkins to maintain an excellent sanitation grade.





DRY CLEANING SERVICES

We offer laundry and dry cleaning services, that are professional and courteous, at an affordable price. We provide professional dry cleaning and finishing services on every fabric type including beaded and sequined items. We laundry items your way! A shirt isn't perfect unless it's done your way. When you schedule your first pickup, we'll ask for your preferences: No starch, heavy starch, with or without softener, hung, folded or boxed. We take great pride and personal commitment to excellent in our laundry and dry cleaning services. We are also committed to becoming a green certified laundry and dry cleaning company by the year 2020.

COMMERCIAL CLEANING

Perkins Management Services Company utilizes state-of-the-art commercial cleaning equipment coupled with sound management, and a stringent quality control program to deliver consistent top-notch cleaning services to our commercial cleaning clients. Most commercial cleaning services only offer the basics. Perkins offers additional special services, upon request, to address the long-term needs of your business. We work with you to tailor our services to exact and specific range and depth of commercial cleaning services needed to ensure you are well satisfied.



SUSTAINABILITY & GREEN PRACTICES

We are very reflective of our impact on the environment. We are committed to a policy of incorporating sustainability practices into the planning, design, management, renovation, and maintenance of our managed dining facilities. These practices are directly geared toward the 9 impact areas for STEM/APEX: staff management and environmental policy, communications, waste, energy, air quality, water, procurement, and community partners. We inspire sustainability and green practices throughout all of our services. Sustainability and green practices that are incorporated into operations include, but are not limited to:

- Ensuring sustainable food purchases from local, regional and third-party certified vendors, with a focus on procuring and sourcing food from local farmers and farmer markets.
- Implementing and maintaining continuous sustainable menu options including but not limited to grass-fed beef, organic yogurt, humane chicken and cage-free eggs.
- Use of eco-friendly cleaning supplies, products and practices.

- Running a comprehensive recycling program at managed facilities.
- Implementing eco-friendly, and reusable take-out container program.
- Ensuring all on-site staff members are trained in practices of sustainable operations.
- Using energy management systems such as lighting and motion sensors to reduce the overall energy usage.
- Using low-emitting Volatile Organic Compound (VOC) paints, adhesives, carpets, and etc. that reduce indoor air contamination.
- Partnering with community groups on sustainability and green initiatives.
- Maximizing natural light and ventilation throughout dining facilities.
- Using materials for renovations, food packaging and etc. that are made up of a targeted post consumer recycled content.



PERKINS MANAGEMENT SERVICES

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