



## PROJECT BREAKING BREAD



### Leading Minnesota-Based Hospitality Group

**Overview:** Our Client is a thriving, Minnesota-based hospitality group operating three distinct, quality-casual dining concepts and brands across six Midwest restaurants. Known for its prime locations and diverse, approachable menus, the restaurants create a welcoming ambiance that appeals to a broad range of guests. With a portfolio of high-performing concepts, our Client sets the standard in premium service and market-savvy restaurant management. Proven and refined over 40 years, their model delivers outstanding experiences to customers, as well as superior financial results to shareholders.

**Expertise:** The Company is committed to delivering memorable casual dining experiences and special events through scratch menus, craft cocktails, attentive service, extensive beer and wine selections, and systems built for financial and operational excellence. This combination results in elevated, high-quality experiences that foster repeat visits and long-term brand loyalty.

#### Key Highlights

- Market-leading quality-casual hospitality group with three distinct brands
- Strong guest loyalty, proven and sustained for over 40 years
- Recognized for its exceptional dining experiences, quality, and service.
- TTM Sales (June 2025): \$32.3M
- TTM Adjusted EBITDA: \$3.2M
- TTM Gross Margins: 74%

The cornerstone of our Client's long-term success is its proprietary employee training and leadership development programs, refined over three decades. This system ensures consistent service, high employee retention, and exceptional guest satisfaction. The result is a scalable, turnkey model that preserves quality and operational continuity across all locations, while maintaining strong vendor relationships. Its team of dedicated chefs continually innovates, crafting dishes that delight guests and encourage exploration beyond the expected dining experience.

**Market:** The Company operates in the Quality Casual dining segment, a thriving middle ground between the extremes of fast casual and fine dining, balancing profitability and guest experience. The broader U.S. full-service restaurant industry is estimated at over \$300 billion annually, with Quality Casual occupying a significant and growing portion. Following the pandemic, this segment has shown strong growth, driven by consumer demand for experiences that offer both comfort and elevated quality. The Company is nimble and adaptable, enabling quick shifts in response to an ever-changing market.

**Opportunity:** Our Client is a leading Midwest hospitality group with a profitable, proven, and scalable competitive advantage across three distinct brands. As consumer demand for approachable yet elevated dining continues to rise, so does the opportunity for strategic growth within the Company. With over 40 years of expertise and a deeply rooted customer base, our Client seeks a partner with the sales and marketing infrastructure to capitalize on its momentum and accelerate its growth. Kensington Park Capital has been engaged to help find that partner.