

BUMPER BAR + KITCHENS

Bumper Bar + Kitchens is an authentic, new indoor street food experience that recruits a changing roster of traders from the biggest street food competition in the world and parks them up - every season - in the coolest, architect-designed retail spaces across the globe.

Street Food Is The Future

- Retail space in the UK needs to be rethought and repurposed.
- Street food in the UK is growing. The UK market reached an estimated total value of £1.2bn in 2018, up 9.1% from 2017. And it's set to continue post COVID.

In a difficult economic climate, people will continue to seek new eating and drinking experiences at affordable prices.

- People are looking for more authenticity and provenance in everything they consume. The owner-operator nature of street food is gaining in popularity – while the corporate cookie-cutter culture is looking tired.



Why It Will Succeed

- Bumper already runs Trinity Kitchen - a proven street food concept, that rotates street food vendors every season. Trinity Kitchen has shown a way to re-purpose retail space that is not only commercially sound in its own right but also delivers significant incremental foot-fall for the whole estate.
- Bumper has growth out of a hugely successful, grass roots, street food operation – the British Street Food Awards is now in its 11th year and is expanding (COVID allowing) into Europe and the USA.

What's In It For The Landlord?

- Trinity Kitchen traded successfully right up until lockdown for 7 years and also drove turnover for the food and beverage operations around it.
- Richard Johnson – the Founder and CEO of the British Street Food Awards - has unrivalled connections with the street food movement in the UK and beyond.
- Whilst Bumper will be a strong brand with high and consistent F&B standards our policy is to look for the best local street food and drink offers that give people the chance to better connect with their own regional and local culture. We offer a platform for local food heroes to grow and prosper – in many cases becoming major tenants for landlords.
- Bumper will make traditional food courts look old-fashioned. An exciting place to socialise and hang out, the star attraction will be the quality and novelty of our constantly changing F&B offer.

Our Team



- Richard is the founder of the British Street Food Awards, the European Street Food Awards and the USA Street Food Awards.
- His company is behind the Trinity Kitchen food court in Leeds, street food concepts at Euston station and street food roadshows around British Land's retail parks.
- An award-winning food journalist, Richard is also the writer behind *Street Food Revolution*, the definitive book on street food.
- He has grown the movement to the point that it regularly features on establishment shows such as C4's Sunday Brunch and BBC1's Saturday Kitchen.

Godfather To A Movement

*Marco Pierre White, Giorgio Locatelli, Matt Tebbutt
and Mark Hix – What the best chefs in Britain have to say.*



Our Team

- As Bumper's COO, Tom Rooney has 15 years' experience in senior hospitality management with M&B, ASK, CAU, La Tasca and Giraffe.
- Bumper's directors include Mark Williams and Sean Gogarty. Mark was President of Revo in 2018, and led the funding of Liverpool One and advised on the creation of the Birmingham Alliance - two of the UK's most significant City Centre regeneration projects in the last 50 years.
- Sean spent over 20 years in Marketing and Brand Development, culminating in his role of Global Divisional CEO within the food business at Unilever.

Commercial Illustration –

Retail Sales with Five Traders net of VAT

	Weekly	Annually
Projected Vendor Sales	£40,000	£2,000,000
Projected Bar Sales	£20,000	£1,000,000
Total	£60,000	£3,000,000
Landlord Turnover Share at 10%	£6,000	£300,000

Bumper Bar + Kitchens Axo Sketch



Our Five-Point Process

1. Find the right locations. Outside London. Student towns / cities with an appreciation of independent culture. We look for artisan coffee shops, a brewing / baking culture and (really) male grooming set-ups.
2. Develop the look. This will be modular, and adaptable. Based around hand-built wooden units and lightboxes. The new logo will be rooted in British Street Food and our Awards. We've been here 10 years – that gives us official OG status.
3. Find traders. We run the biggest street food competition on the world – across the UK, Europe and the US, so we know the talent. We have the UK's 1,200 best traders on our app, with a database of over 3,000. Think local, but don't rule out interesting concepts looking to expand. And chains who want in (like Pho and Tortilla, who really 'got' Trinity Kitchen in the beginning).

Our Five-Point Process continued...

4. Run the show. Supervise the load-in / load-out every 12 weeks, liaise with in-house teams about electrics, extraction, gas, water etc. Check paperwork, insurance etc. Walk the shop floor to test food quality and look.
5. Move successful traders into permanent spots. That way we own the whole 'process', from spotting the talent on the streets, raising it indoors and gravitating it into our bricks and mortar. We are an incubator for new talent.



Contact

Please email me today if you're interested in talking to us about the future of independent food and drink retail - Bumper Bar + Kitchens
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