

A person is holding a white plate with a cooked steak, a side salad with cherry tomatoes and basil, and a small yellow garnish. The background is a blurred dining table with other plates and glasses. The text 'FOGO DE CHÃO' is overlaid in white serif font.

FOGO DE CHÃO®

TO-GO & CATERING

F O G O T O - G O & C A T E R I N G

# WHAT ARE WE DOING

## **Today, March 17**

Begin offering individual To-Go orders ASAP.  
During this call we will provide guidelines and  
how to execute To-Go orders.

## **Friday, March 20**

Go Live for Fogo Catering to offer delivery and  
in-restaurant pick up. During this call we will  
provide next steps on training and rollout.

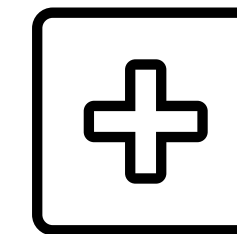




FOGO TO-GO & CATERING

# OUR GOALS

## TO-GO



### COVID-19 RESTRICTIONS

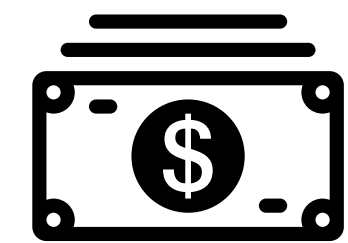
Offering To-Go allows Fogo to continue to drive revenue as we navigate through the dining restrictions in many cities.



### ACCOMODATING GUESTS

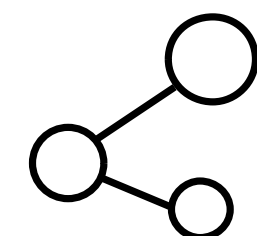
Give the Guest the ability to continue to enjoy Fogo through affordable To-Go meals with great value.

## CATERING



### INCREASE REVENUE

Increase revenue with a new revenue stream that can reach new Fogo Guests.



### TEAM MEMBER OPPORTUNITY

Provide more opportunity for Team Member growth and restaurant earnings.



F O G O T O - G O

# TO-GO INDIVIDUAL MEALS

*Updated: March 2020*

## GUEST'S CHOICE OF (2) SIDE OPTIONS

Where possible place sides in 2 compartments, exception is grilled asparagus which will go at the front of the container in the large compartment.

*1 HEAPING 1/2 CUP (APPROXIMATELY 4-5 OUNCES PER SIDE) FOR:*

- Brazilian Potato Salad
- Apple Salad
- Quinoa Lentil Salad
- Tabouli
- Mashed Potatoes with small drizzle of butter, fresh cracked black pepper and green onions on top
- Rice
- Feijoada

*1½ HEAPING CUP SERVED WITH DRESSING OF CHOICE IN RAMEKIN FOR:*

- Green Mix Salad with 1 Grape Tomato, Halved
- Romaine Salad with 1/4 tsp Parmesan Cheese on top

*SPECIALTY:*

- Caprese Salad: 2 Slices Tomato on the Vine, 2 Slices Mozzarella (Topped With Fresh Cracked Black Pepper), 2 Leafs Basil
- Asparagus: 3-5 Depending on Size, Placed Together in Meat Compartment

## GUEST'S CHOICE OF MEAT OPTIONS

Picanha, Fraldinha, Chicken Breast, Bacon Wrapped Chicken or Steak, Prime Lamb Steak, Chicken Legs

*6 OUNCES OF MEAT (CHOOSE 1)*

*10 OUNCES OF MEAT (CHOOSE UP TO 2 MEATS; 5 OUNCE OF EACH)*

**ALL ORDERS ARE PLACED IN A TOGO BAG AND ARE SERVED WITH**

*2 PÃO DE QUEIJO*

*1 OUNCE CHIMICHURRI IN RAMEKIN*

*PLASTIC SILVERWARE SET*



## MEAT PREPARATION NOTES

- Chicken Legs: 2 for both orders due to size/weight
- Bacon Wrapped Chicken: 4 pieces for One Meat and 3 pieces for Two Meats.
- All meats are seasoned and cooked per regular specifications. - - Co-ordinate between kitchen and Gauchos to fill sides in containers first and cook/serve meats last.

## SIDE PREPARATION NOTES

- Depending on volume/demand, keep all salads in the BOH either in a cooler or in an ice bath for service.
- Side options should look full and abundant in compartment.









F O G O T O - G O

# HOW TO EXECUTE

## ORDERING

### GUESTS MAY EITHER:

- Call the restaurant and a Team Member will take the order. Talk guest through the two options or 1 cut and 2 cuts and then sides. Opportunity to upsell with a dessert.
- They ***may*** come to the restaurant to place an order in person and wait for meal(s) to be prepared.
- It is not possible at the present time to order togo on line.

For all orders: let the Guest know that we are happy to bring directly to the car. Let them know to call/text when they arrive with details on the car they are driving (make/model/color)

### RINGING ORDERS IN:

All orders will be rung into the Aloha POS under the togo Screen and printed in the BOH.



F O G O T O - G O

# HOW TO EXECUTE

## PAYMENT

- Currently we will accept regular forms of payment in the restaurant.
- If Guest is in the restaurant waiting, simply present check and process as normal.
- For curbside pick up present check at vehicle, take card, and return to the closest point in the restaurant to be able to process payment, print a receipt and return to Guest.
- We can take payment via credit card over the phone if the card number is entered directly into the payment system. Do **not** write credit card numbers down.

## PICKUP/DELIVERY/CURBSIDE

- After preparing order, place in a To-Go bag with plastic silverware set.
- For Guests waiting in restaurant bring and place on a counter/bar top for them.
- For Guests arriving at restaurant for curbside either ask them to text when they arrive (this will need to be obtained at time of ordering) or keep a watchful eye on any vehicles pulling up to the front of Fogo.

# OPPORTUNITIES

## GUESTS WITH RESERVATIONS

- Call all Guests with existing reservations in the coming days/weeks and let them know that we are offering To-Go, pickup and where possible delivery (Catering markets right now for payment processing).
- Give the Guest your name and number for any future needs also.

## CONTINUED FOCUS ON EXCELLENCE

- Continue to maintain high food safety standards during this time with proper hand washing, wearing of gloves, sanitizing surfaces often and social distancing.

## TEAM MEMBERS

- This gives us the opportunity to provide our teams with hours and tips (if applicable), when we cannot operate in our traditional manner

## COMMUNITY INVOLVEMENT

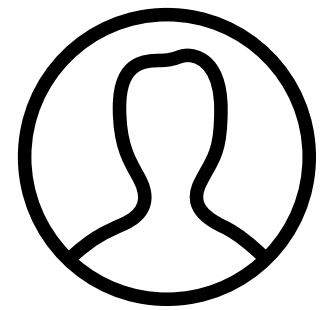
- Use this as an opportunity to "give back" and support first responders, healthcare workers and those working through this event. At the Managers discretion, provide complimentary food to those in need.



A large white platter filled with an assortment of gourmet foods. It includes several types of cured meats like salami and prosciutto, various slices of cheese, fresh strawberries, and small bowls of dipping sauces. The platter is set on a dark, textured surface. A white rectangular box with the word 'CATERING' in black capital letters is centered over the platter.

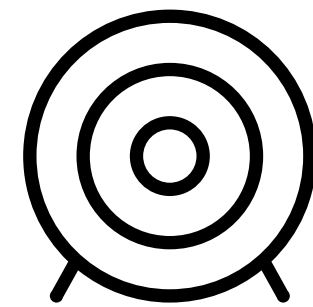
C A T E R I N G

# HOW TO EXECUTE



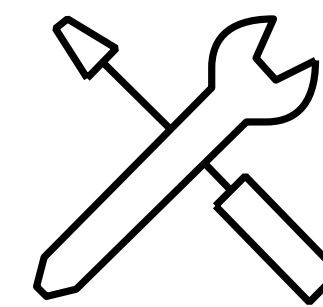
## IDENTIFY CATERING SPECIALIST

- Review CS and ACS Job Description
- Source, interview and hire
- MVR and Background check
- Follow Workday job flow
- \$25 training wage



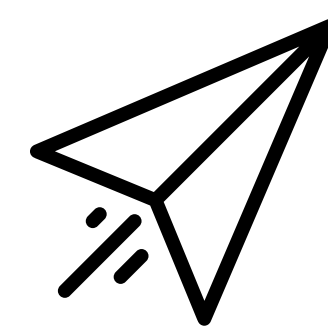
## START TRAINING

- Review all Recipes on DayMark or W Drive
- Review all Materials on O'Laçador
- Set up Training Sessions
- Certifications



## SET UP RESTAURANT

- Set up storage area
- Set up staging area
- Follow local safety requirements

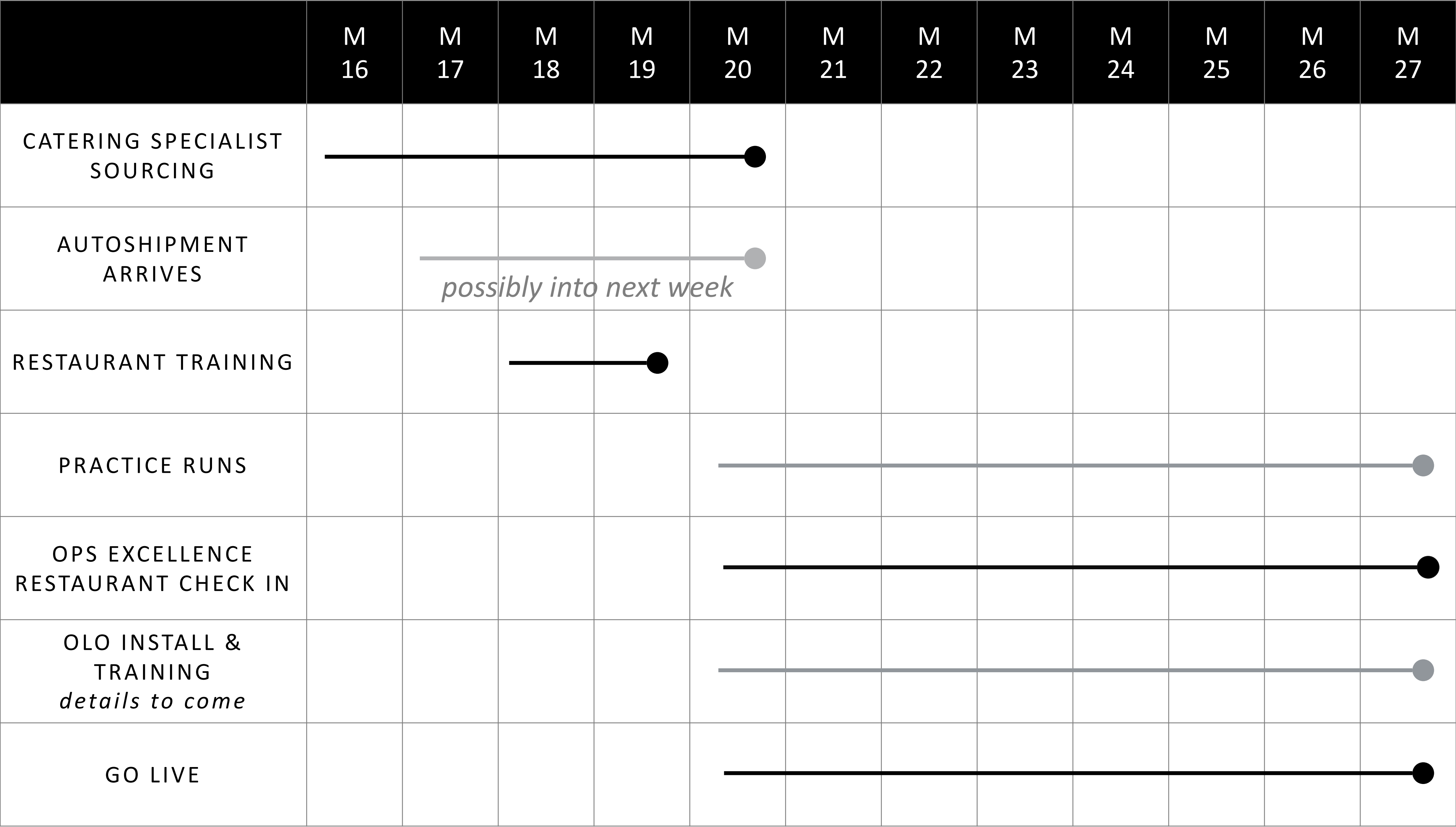


## SET PRACTICE RUNS

- Do dry runs in restaurant
- Deliver to first responders or crisis centers
- Practice orders in Olo

FOGO CATERING

# ROLLOUT PLAN





Q & A

# YOUR QUESTIONS ANSWERED

## SCHEDULING

- ① What do you recommend for Team member scheduling changes?
- ① What should we do with perishable items that are going to waste?
- ① What about local curfews? How do we schedule around them?
- ① Is there a standard communication on "Hiring freeze", should we close all requisitions?
- ① How do we pay for staff where restaurants are closed?

## COVID-19 RESTRICTIONS

- ① On the cities where the max gathering is 50, it is unclear if include staff, and when we have 50 dinning and guest come in, can we have them wait in the building?
- ① Some cities recommend "employee screening" what does this look like?

## CATERING / TO-GO QUESTIONS

- ⑤ Can I do alcohol to-go?
- ⑤ Are there any gift card promotions/incentives?
- ⑤ Can I offer Picanha burgers, empanadas, Wagyu, Tomahawk?
- ⑤ What are Pick up and Delivery Hours?