

# SALSA HOSPITALITY

## CAPABILITY STATEMENT

1429 Fifth Ave New York NY 10035 | 718.716.2020 | [www.salsacaterers.com](http://www.salsacaterers.com) | [dj.garcia@salsacaterers.com](mailto:dj.garcia@salsacaterers.com)  
[catering@salsacaterers.com](mailto:catering@salsacaterers.com)



### COMPANY HISTORY

Salsa Hospitality was established in 1990 by Daniel R. Garcia



### CORE COMPETENCY

Provide High-Quality Food & Service with a Culturally Responsive Approach.



### DIFFERENTIATORS

- Diverse and Inclusive Staff
- Bilingual (English/Spanish).
- Authentically prepared and presented dishes specializing in Latino Caribbean Cuisines including: Criollo, Pan-Latino, Soulfood, Caribbean, and International.
- Tri-State Logistics and Coordination.
- Local Community Based Identity



### AREAS OF EXPERTISE

#### EXPRESS

- Concessions
- Latino Caribbean Grab & Go Meals
- Quick Serve Concept
- Pop Up Restaurant

#### CATERING & SPECIAL EVENTS

- To Go: Delivery/Pick-Up
- Full Service Off-Site Turn-Key Catering with Special Event Service
- Event Consulting
- Regional Food Brand Execution

#### FOOD SERVICE

- Daily Delivered Prepared Meals
- On-Site Food Service
- Emergency Relief Meals



### PAST PERFORMANCE

#### CORPORATE

- Yankee Stadium Concessions
- Strategic Partnerships
  - Aramark
  - CenterPlate
  - Compass Group / Restaurant Associates
  - Delaware North / Patina Restaurant Group
- Key Clients
  - FOX Corporation
  - Goldman Sachs
  - Goya Foods
  - KKR
  - Mckinsey & Co.
  - Major League Baseball
  - Price Waterhouse Coopers
  - Thomson Reuters
- Northeastern Region State Festivals
- Trade Shows
- Street Fairs

#### NOT-FOR-PROFIT

- Lehman Performing Arts Center
- Museums
  - El Museo Del Barrio
  - Metropolitan Museum of Art (MET)
  - New York Historical Society

- Senior Centers
- Re-Enter Centers
- Shelters
- Hospitals
- Colleges & Universities

#### GOVERNMENT

- State & Local Agencies
- FEMA



### CODES & CERTIFICATIONS

#### NAICS CODES

- 722320
- 722310

#### NYC Department of Small Business Service.

- M/WBE: MWCert-4515

#### NYC FMS Vendor Code:

- 0000872441

#### NYS MBE Certification

- File 10447

#### Airport Concession Disadvantaged Business Enterprise (ACDBE)

#### Disadvantaged Business Enterprise (DBE)

#### Small Business Enterprise (SBE)

- The Port Authority of NY/NJ
- Greater Orlando Airport Authority (GOAA)
- Florida Unified Certification Program

**DUNS #: 78-162-2378**

*Comer Gozar Vivir*