



LANKENAU MEDICAL CENTER

SHARING NEW PASSIONS AND CUISINES WITH LOCAL PARTNERSHIPS

Lankenau Medical Center is one of the Philadelphia region’s most honored and respected teaching hospitals. Beyond the unparalleled care offered to patients, they’re known for consistently supporting and empowering their guests and employees on a daily basis.

While already providing delicious, convenient options, Lankenau was looking to seamlessly integrate additional authentic cuisines into their program, as well as support Philadelphia area restaurants.



THE RESPONSE HAS BEEN ELECTRIC.

After COVID-19, the opportunity to diversify our cafeteria and support local restaurants has been a wonderful morale booster for our team.

—Dr. William Surkis,
Lankenau Medical Center



POPULATION
3,000

GUEST COUNT
1,500

COMMUNITY PARTNERSHIPS PAYING DIVIDENDS EVEN THROUGH TOUGH TIMES

When Lankenau Medical began to consider incorporating local partners into their dining program in October 2020, they turned to Local Restaurant Row. Still facing restrictions and challenges from the pandemic, the team was looking for **ways to provide additional menu variety, boost team spirits and support the local community.**

In the span of just a couple months the team was able to build relationships with over 15 community restaurants, provide dedicated cafe space for the inclusion of partners and launch a concept that is already proving successful.

- Guests and employees are **enjoying a wide variety of authentic, local cuisines.**
- Restaurant partners are benefiting from an **additional revenue stream** that is helping them grow during a challenging time.
- And the Lankenau dining program has seen an **increase in retail dining revenue** as both transactions and average check have exceeded prior levels.

THE RECIPE FOR SUCCESS

LOCAL PARTNERSHIP SUPPORT

Established relationships with more than 15 local Philadelphia businesses to bring a variety of fan-favorite dishes.

OPERATIONAL FLEXIBILITY

Centralized technology and consistent training platforms to increase efficiency, consistency, and safety protocols.

MARKETING SUPPORT

Comprehensive branding assets to communicate the overarching brand as well as the individual visiting restaurant concepts.



HELPING SMALL BUSINESSES LIKE PITA CHIP GROW

Omar Alsaadi now has a convenient, effective way to share his delicious Middle Eastern fast-casual dishes like fresh falafel, succulent shawarma, and vibrant veggies with the greater Philadelphia community.

RESULTS AT A GLANCE

- ↑ Average check increased by 50 cents
- ↑ Retail revenue up 8%
- ↑ Boosted team spirit and excitement



It is wonderful to see local businesses establishing new customers after what they went through during the pandemic. It has been a great experience establishing lasting partnerships within the community.

—Nicole Celano, Assistant Director of Food and Nutrition

THESE ARE JUST SOME OF OUR LOCAL PARTNERS



WE MAKE GOING LOCAL EASY

Aramark partners with local restaurants, food trucks, and chefs to bring guests neighborhood favorites through our Local Restaurant Row concept.

For more information, please reach out to:
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