

Lamb and Grass Fed Beef

Menuing Trends

identifying challenges, targeting opportunities, and understanding behavior

— · ✂ · —
MENU MATTERS
— *Food Insights That Matter* —





Key Takeaways - Lamb

- The pandemic had a negative impact on lamb menuing, with penetration declining across the board but particularly among fine dining operators.
- Despite these pandemic-driven declines, the expectation is that lamb will begin to grow as the industry recovers.
- Lamb incidence or share of items featuring actually increased despite penetration changes suggesting that while fewer operators menuing lamb those that kept it on the menu used it across a wider array of items.
- Lamb continues to be a largely entrée-focused protein, with Mediterranean and South/Central American flavors increasingly impacting menuing.
- The despite menuing declines, Australian identified lamb enjoyed significant growth on the menus while Colorado lamb declined significantly.

MACRO TRENDS DRIVING MEAT MENUING GROWTH

Overall growth of meat consumption

Over lockdown, as consumption shifted largely to retail, meat consumption overall grew.

This general increase in meat consumption does match trends in meat consumption over the past few years despite the increased focus on plant-based innovation and more flexitarianism.



Ongoing focus on comfort food

During the pandemic, consumers returned to comfort food. Regardless of cuisine, comfort food often includes animal proteins which helped to refocus consumer behavior on animal protein.

Though consumers are ready to experiment again, comfort food remains a key platform for innovation to ease consumers back into experimental dining.

Broadening definition of sustainability

Consumers, particularly Gen Z and Millennials, have a far broader definition of sustainability which goes well beyond basic environmental issues. This new definition includes animal welfare as well as key environmental issues. This will help all animal protein products that have strong sustainability positions.



Growing focus on natural, clean labels

Many consumers are increasingly concerned with the ingredients in the foods they eat, and are placing an emphasis on clean label, natural foods.

Though the lab-based or hyper-processed category continues to expand, the opacity of its ingredient list will place it at a disadvantage to basic animal protein products.

Few consumers plan to eliminate animal protein from diet

Based on recent research, only 8% of consumers plan to eliminate all animal protein from their diet. This is true even for Gen Z consumers.

Though several consumers may look to reduce consumption to some degree, it's unlikely animal protein will disappear from the American diet anytime in the near future.



Renewed focus on core, popular items

The vast majority of operators rationalized their menus, resulting in a 12% reduction on average. But this rationalization drove operators to focus on core menu items and those items with the most significant revenue and profitability contributions.

Items focused on or inclusive of animal proteins – such as burgers – are more often than not among operators' most popular items.



MACRO TRENDS DRIVING MEAT MENUING DECLINES



Continued focus on plant-based innovation

While the majority of consumers do not plan to cut animal proteins from their diet, operators and consumers are increasing their focus on animal proteins and are interested in animal protein alternatives. This is going to continue, and may intensify, over the next few years.

Consumer focus on reducing meat consumption

MEATLESS *Monday*



Sixty-three percent (63%) of consumers indicate in recent research that they plan to eliminate at least one type of animal protein, with 33% planning to reduce red meat specifically.

Though this percentage is relatively small, it could ultimately slow or reverse red meat consumption and may result in fundamental changes in consumer preferences long-term.

Resurgence of environmental concerns and climate change

While environmental concerns took a backseat to health and hygiene during the pandemic, there is a renewed focus on the climate and environmental issues due to several climate-related issues emerging in 2021 and a reduced need to be hyper-focused on either health or hygiene as the pandemic – to some degree – subsides.

Expansion of lab-based protein category

What was once a category focused exclusively on burger substitutes, this category is now expanding to include more protein substitute categories, and innovations are allowing for greater availability at more affordable prices.

This evolution will continue and is likely to expand both interest and likelihood to try among a broader array of consumers.

Supply chain disruptions

The foodservice supply chain has been significantly disrupted, and the generally accepted expectation is that this disruption will continue through to 2023.

These disruptions are likely to impact red meat to varying degrees over the coming years, which is likely to impact availability to consumers and operator innovation until confidence in the supply chain returns.

Pressures on profit margins and menu price inflation

to a 120% increase
wing prices the past
year. Wing prices will be
as following:

As traffic continues to be variable and unpredictable, increasing labor costs, supply chain disruptions challenges menuing, and price fluctuations become more extreme, operators will face unprecedented pressures on profit margins. Animal protein-focused items are unlikely to be high profit margin items.

Though operators are increasing their prices, this may help profit margins but could impact consumer ordering decisions with many trading down to less expensive options.

Declining back of house skill sets

Many skilled workers from foodservice – back and front of house – have left the industry and operators are faced with a less experienced staff. This lack of experience could impact the menuing of many animal cuts that require skill to prepare.

MEAT OVERALL







NOTE: Changes noted are percentage point changes from 2019 to 2021

PANDEMIC IMPACT ON MENUS



**MENUS SHRANK BY
10.2% DURING COVID.**




	Grew	Shrank	No Change
2008	61.5%	25.2%	13.3%
2009	22.8%	43.9%	33.3%
2010	37.3%	35.9%	26.7%
2011	32.8%	42.2%	25.0%
2012	38.9%	34.6%	26.5%
2013	42.0%	46.5%	11.5%
2014	50.9%	36.4%	12.6%
2015	54.3%	32.2%	13.5%
2016	40.6%	45.6%	13.7%
2017	51.6%	34.2%	14.2%
2018	49.1%	38.1%	12.7%
2019	46.8%	40.7%	12.4%
2020	50.4%	36.9%	12.7%
2021	32.5%	59.7%	7.8%

financial crisis

**% OF MENUS THAT
GREW / SHRANK VS.
THE PRIOR YEAR**

pandemic

OF ITEMS PER MENU

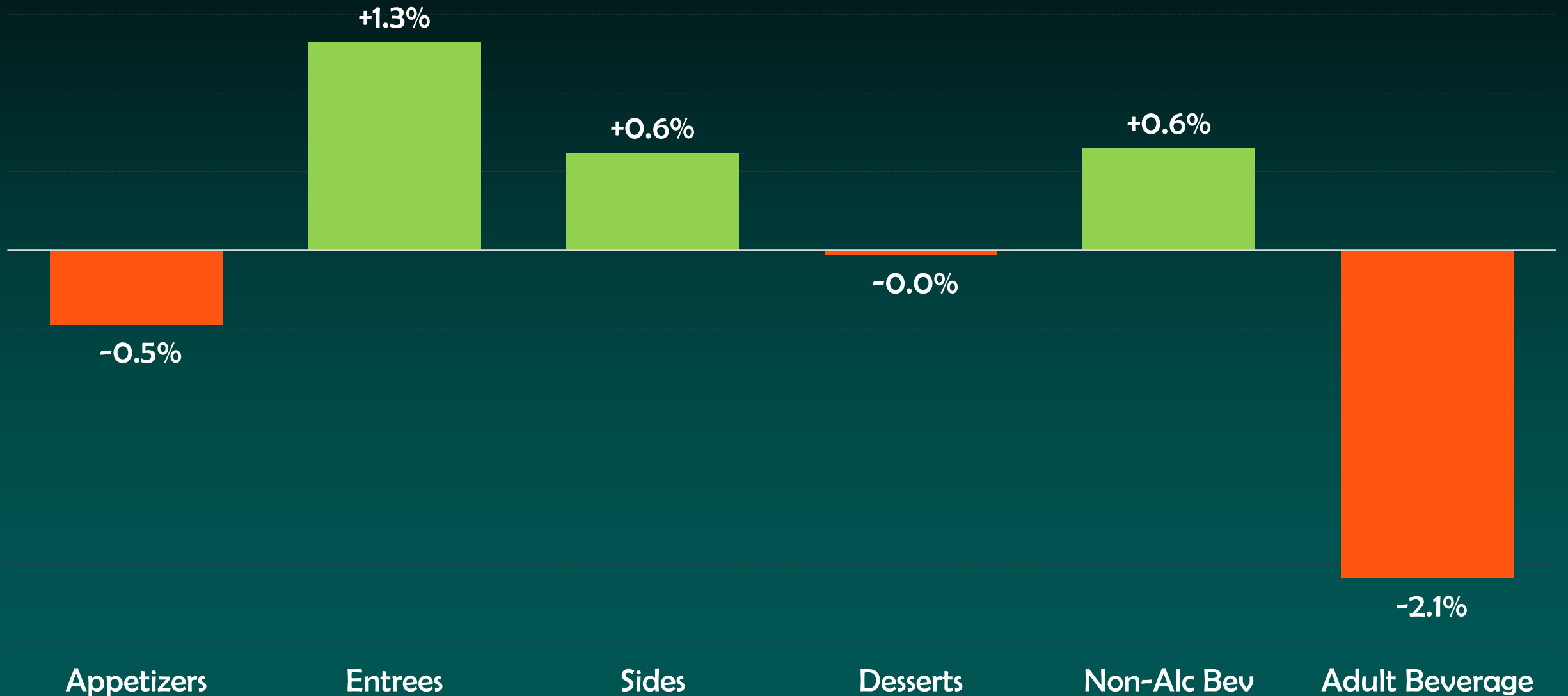
	2020	2021	Change
Appetizer	21.2	18.2	-14.3% 
Entrée	75.7	70.4	-6.9%
Side	20.8	19.8	-4.7%
Dessert	9.6	8.6	-10.8% 
Non-Alc Bev	20.5	19.6	-4.3%
Adult Bev	59.2	49.3	-16.7% 

MENU INCIDENCE CHANGE DURING COVID

	Appetizers	Entrees	Sides	Dessert	Non-Alc Beverage	Adult Beverage
Quick Service	-6.3%	-2.7%	+0.5%	-2.5%	+1.1%	-11.0%
Fast Casual	-10.9%	-3.2%	-3.4%	-12.5%	-6.1%	-11.3%
Midscale	-5.4%	-3.8%	-4.4%	-12.6%	-3.1%	-12.4%
Casual	-17.0%	-9.8%	-6.9%	-15.2%	-7.1%	-15.3%
Fine Dining	-29.0%	-23.3%	-22.7%	-23.6%	-18.7%	-18.7%

Share of Menu.

change during Covid



FOOD, FLAVOR & INGREDIENT GROWTH

	2020	2021
Gainers	55.5%	17.5%
Decliners	44.5%	82.5%
NET	+11.0%	-65.0%

NET GAIN
in what's trending
on menus

NET DECLINE
in what's trending
on menus

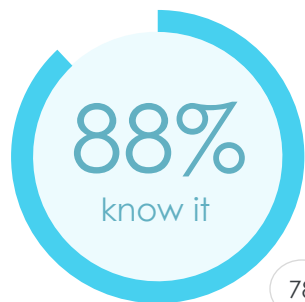


LAMB



EXPERIENCE

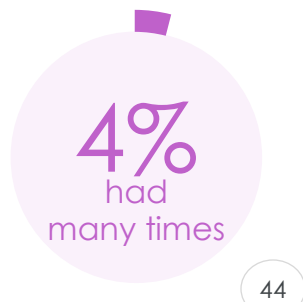
normative indices in grey circles



RANK among
ALL FOOD & BEV
#894 of 4036



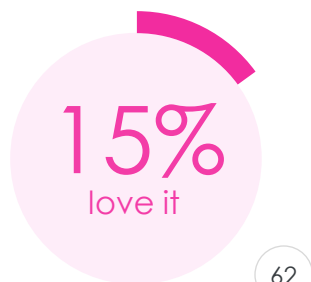
RANK among
ALL FOOD & BEV
#1448 of 4036



RANK among
ALL FOOD & BEV
#2260 of 4036

AFFINITY

Normative indices in grey circles



21% like it

16% neutral

9% dislike

13% hate it

*27% have no opinion

RANK among
ALL FOOD & BEV
#1518 of 4036

MAC™ Stage

inception

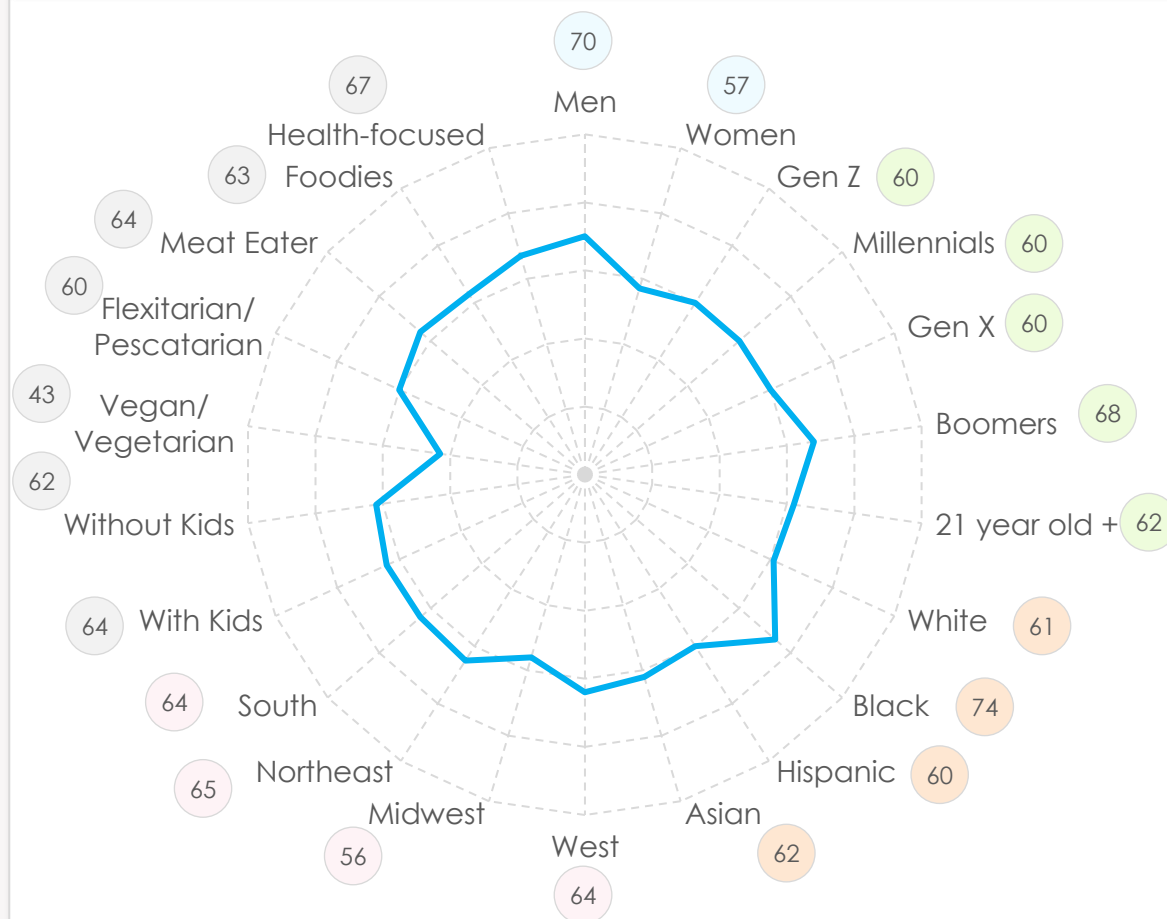
adoption

proliferation

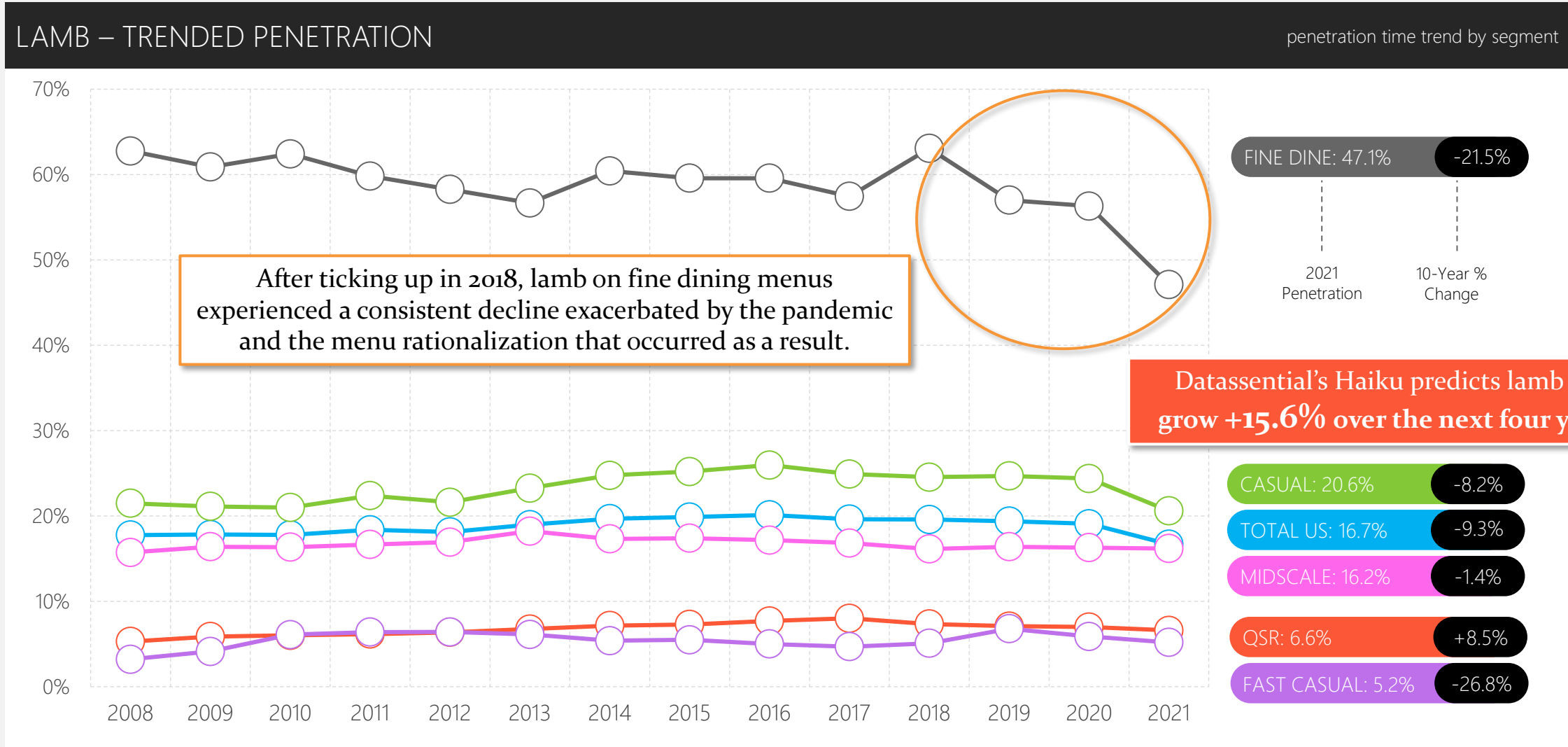
ubiquity

WHO REALLY LOVES IT?

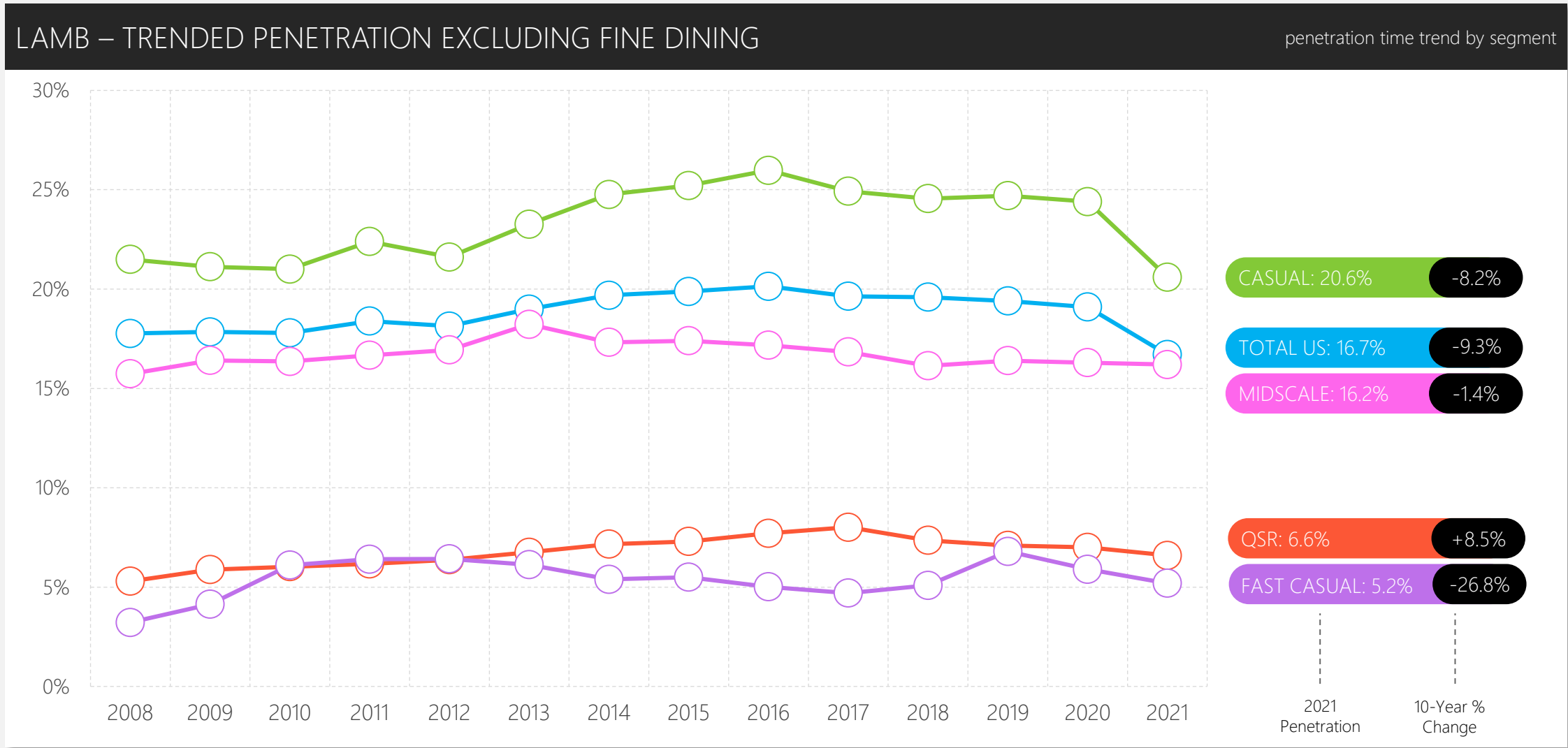
Normative indices shown
50 = avg among group



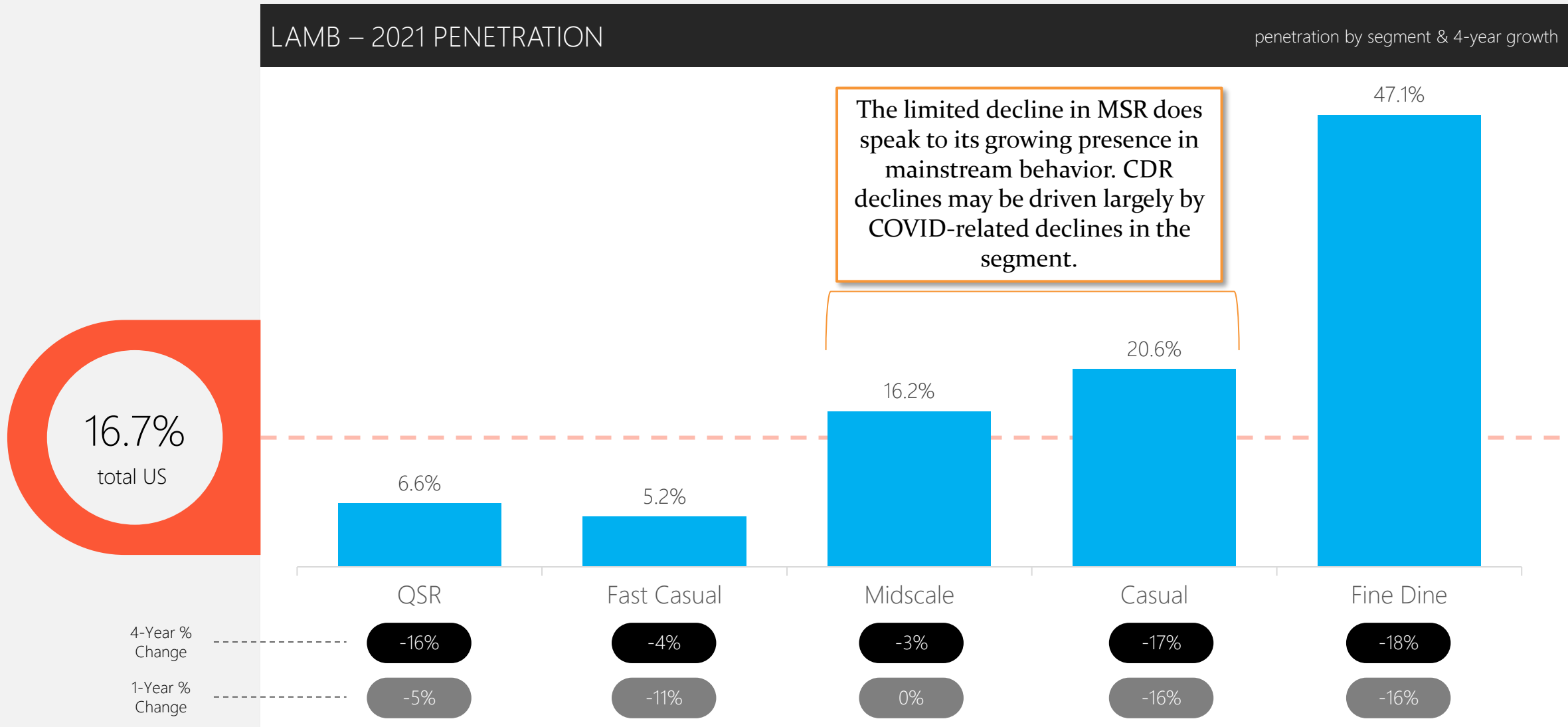
As with so many other ingredients, lamb suffered during the pandemic as menu rationalization resulted in declines across the board. While lamb lost ground overall and within fine dining, it maintained its penetration within midscale and fast casual segments and lost minimal ground in fast casual, suggesting lamb has gained a position in mass market despite fine dining potentially moving away from it to some degree.



Focusing only on the largest segments highlights the declines experienced just within the past year as a result of pandemic-related issues. Fast casual, always volatile as a segment, has been declining for a few years as has to a very limited degree QSRs but lamb has been stable at CDRs and MSRs until the pandemic.



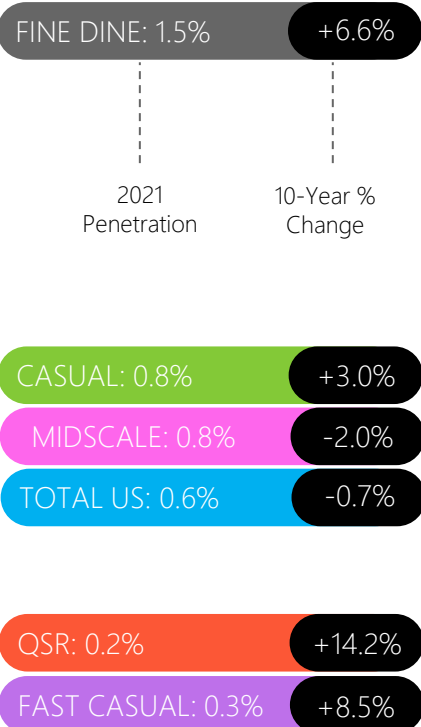
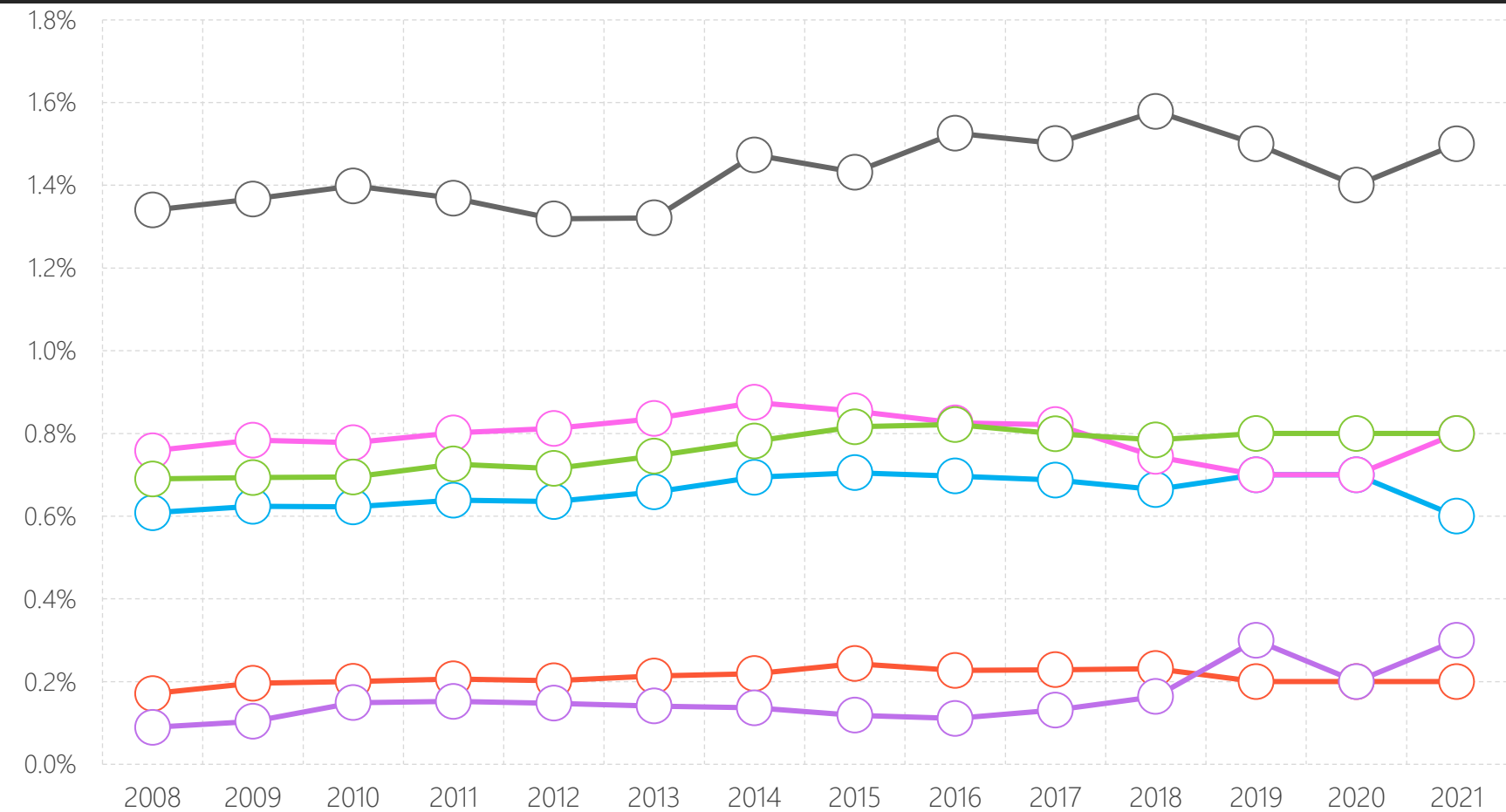
For several segments, the bulk of lamb penetration declines occurred within the past year.



Despite declines in penetration, incidence of lamb – or the share of items featuring lamb – has remained relatively unchanged. While some operators removed lamb from the menu entirely (decline in penetration), those that kept lamb on the menu did not decrease its breadth of use. This is particularly true among QSRs and fast casual operators.

LAMB – TRENDED INCIDENCE

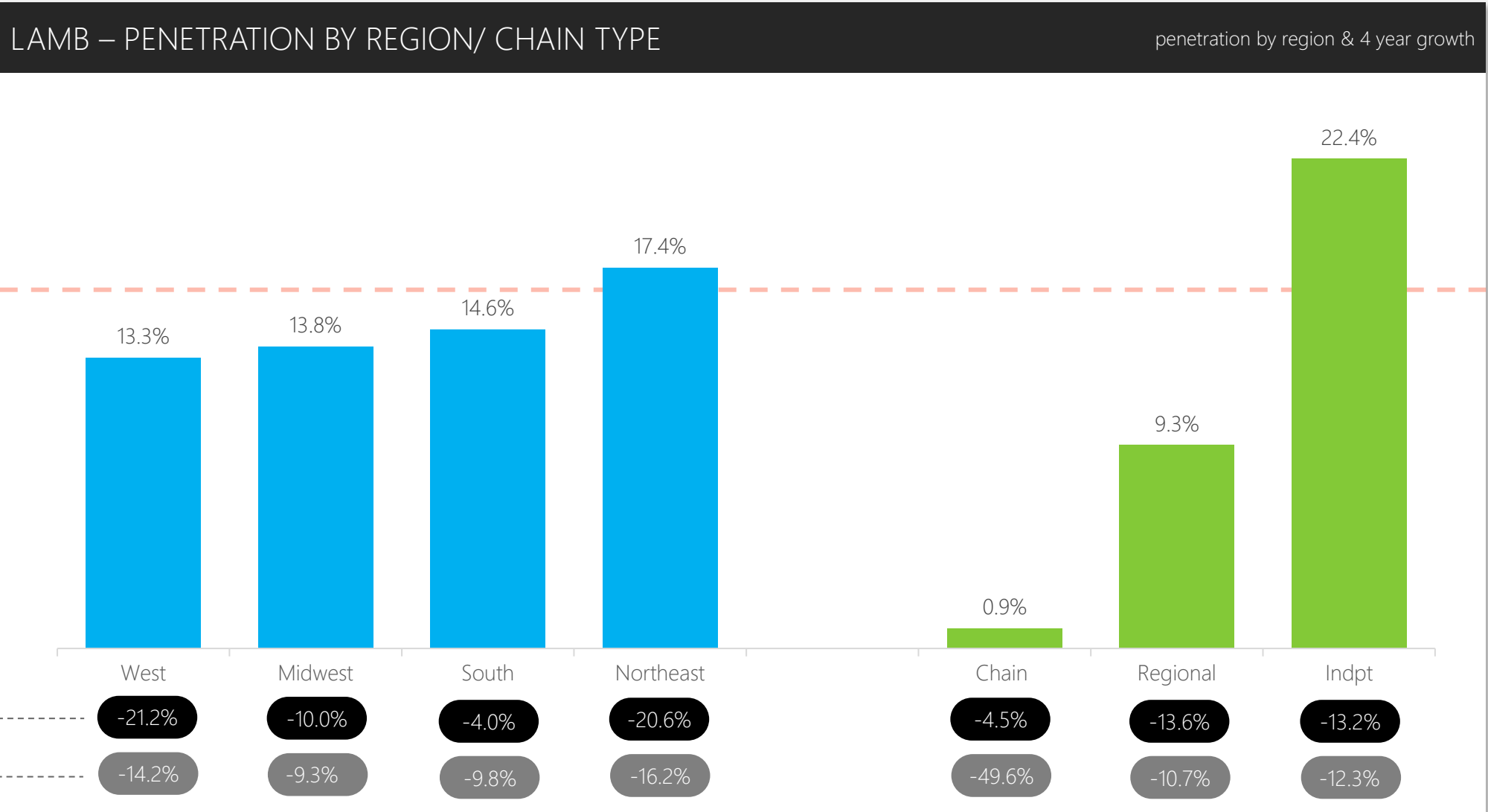
incidence time trend by segment



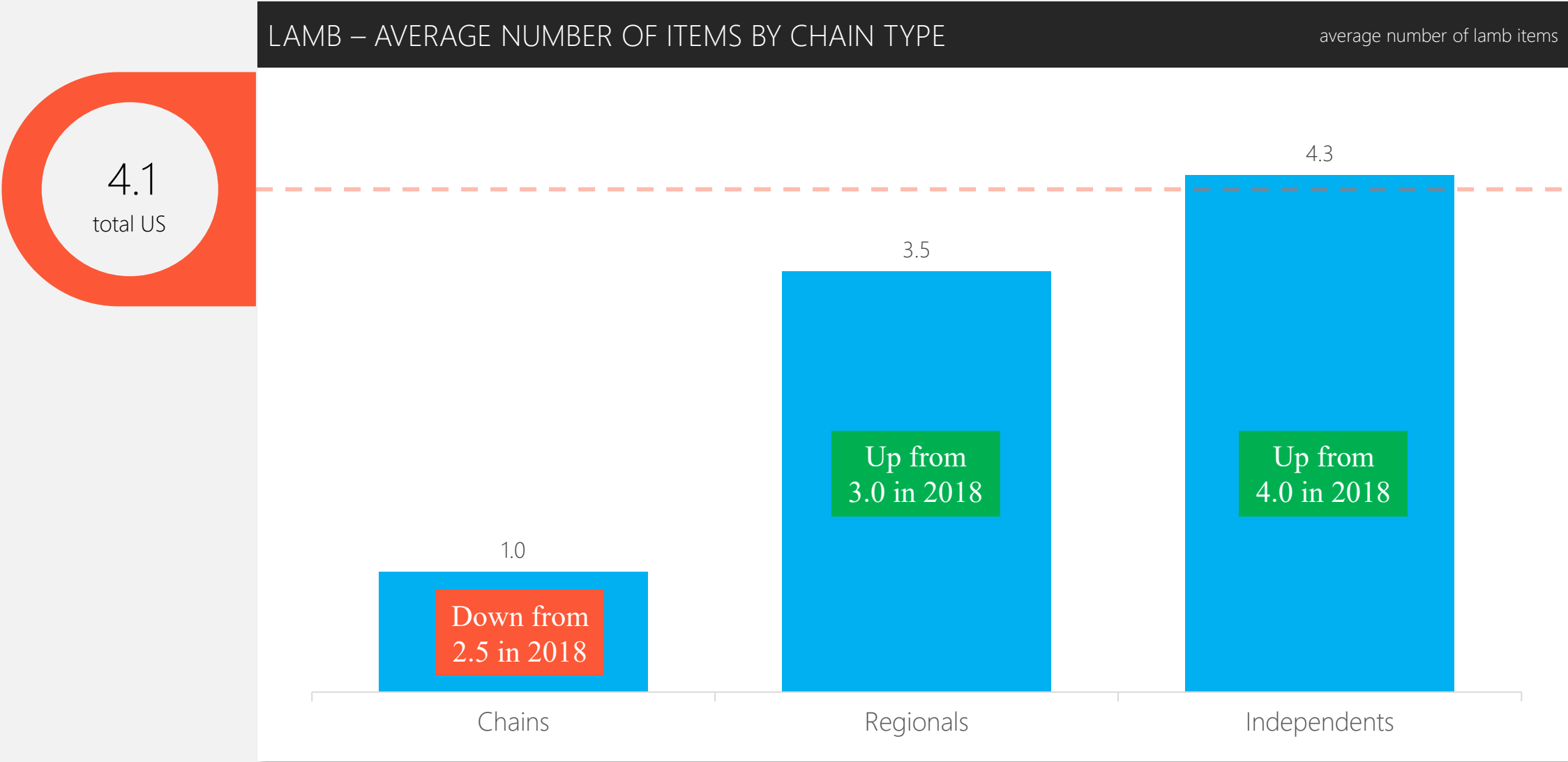
INCIDENCE: Of apps, entrees, or side dishes within that segment, % that feature lamb

The pandemic dealt lamb a setback in every region and every operation size, most notably national account chains. Prior to the pandemic, lamb penetration by these cuts had remained stable.

16.7%
total US

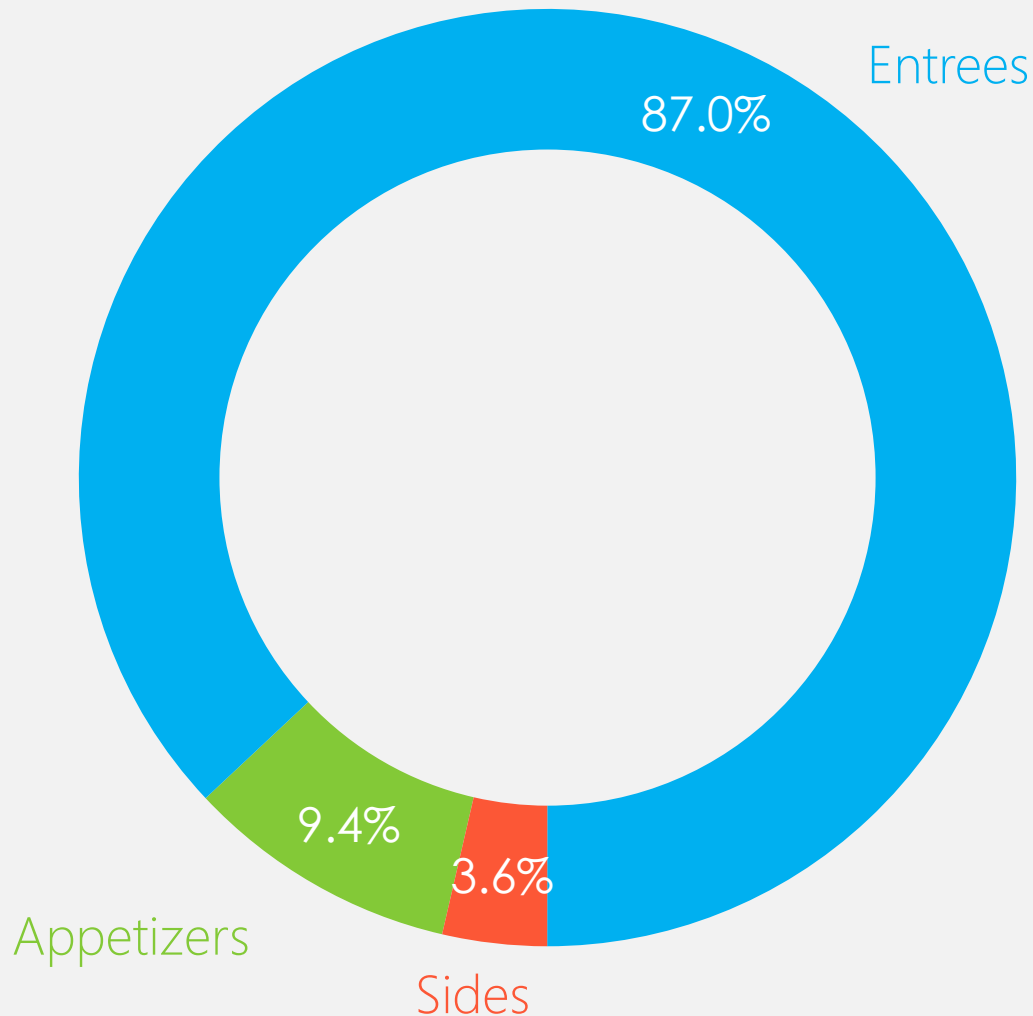


Despite declines in penetration among regional chains and independents, the breadth of lamb menuing ticked up in 2021 among those menuing.



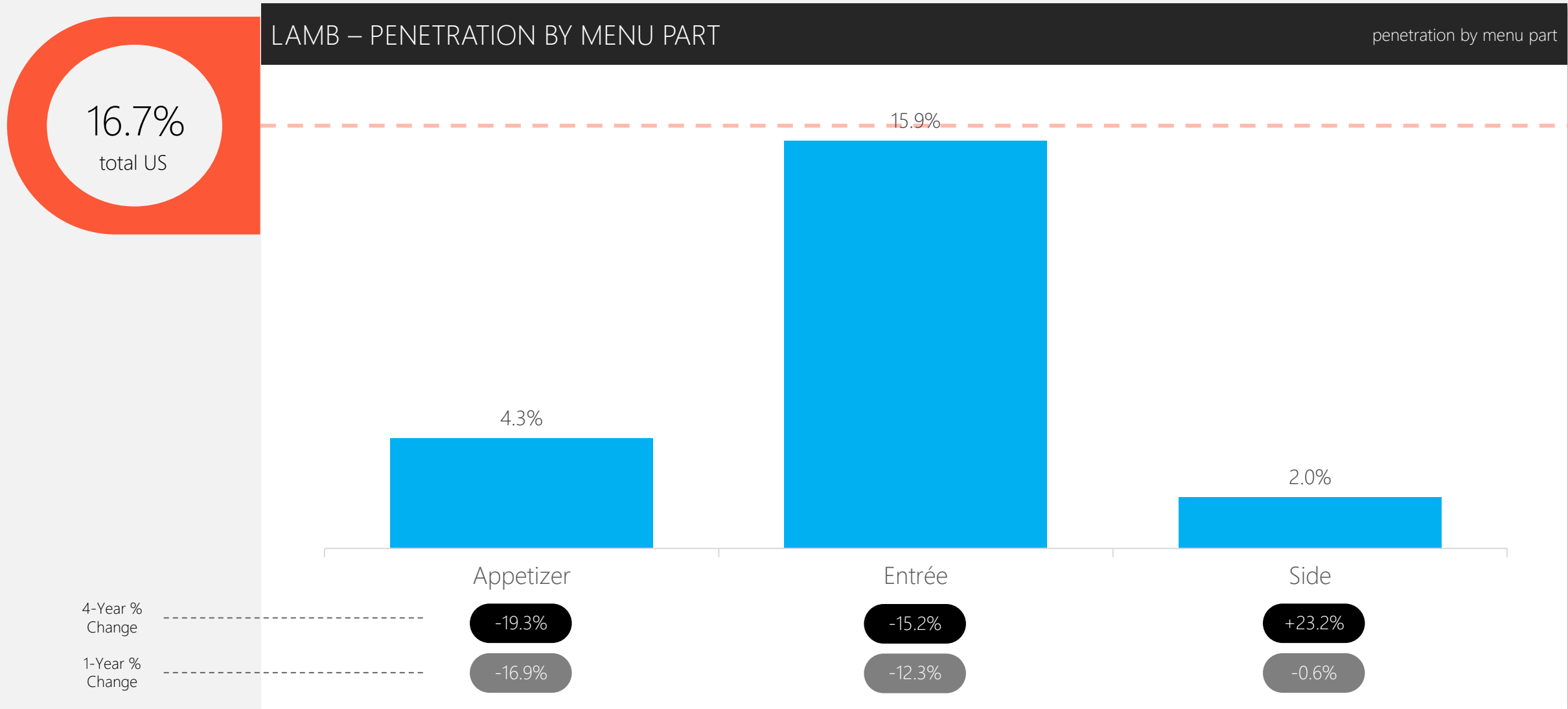
LAMB MENUING BY MENU PARTS

incidence distribution by menu part



Lamb appears most often in entrées on menus, a situation that has remained unchanged for several years though there has been a slight increase in the number of sides featuring lamb.

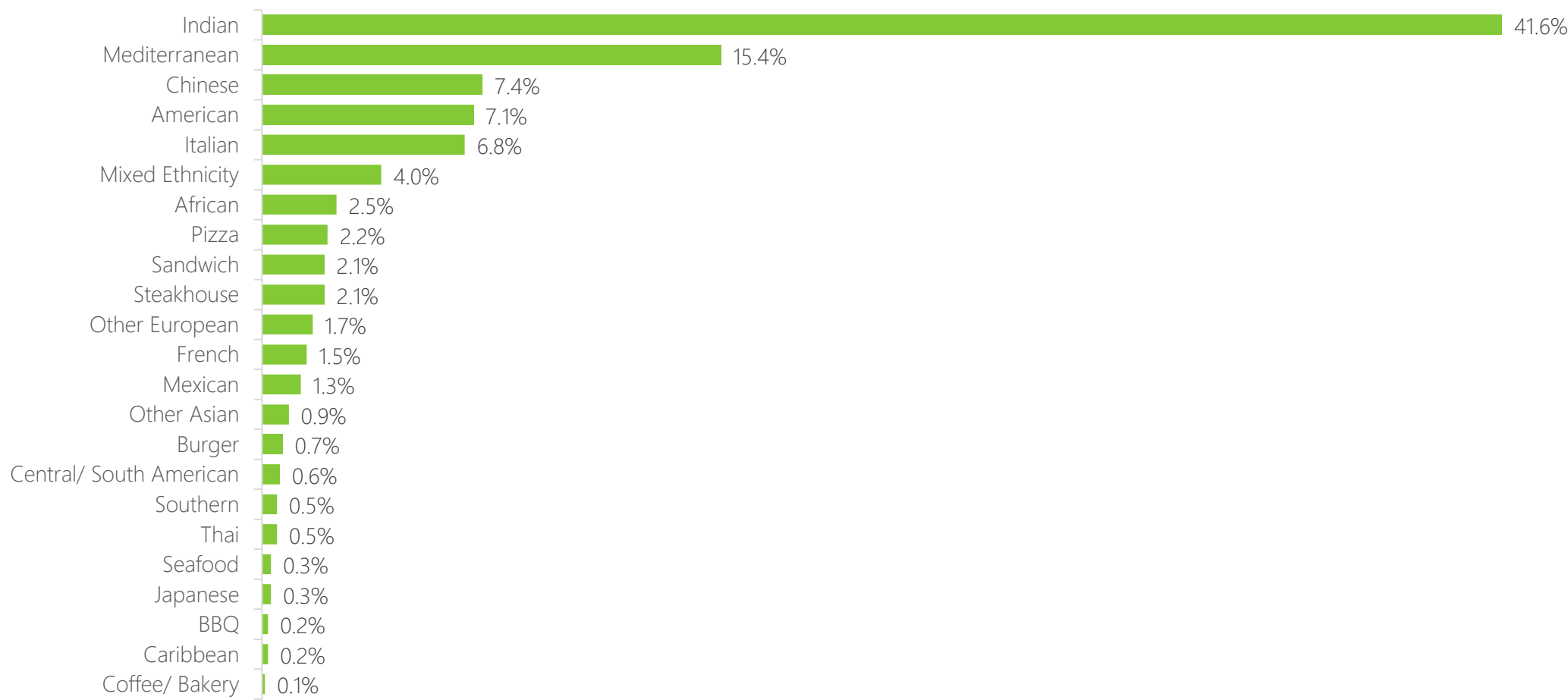
While the penetration of lamb within appetizers and entrées declined, again largely due to pandemic issues, penetration within sides has grown over the past four years.



Indian continues to dominate menuing of lamb, followed by Mediterranean. American and Mixed Ethnicity, which account for the largest share of units within commercial foodservice, accounts for 7.1% and 4.0%, respectively. Greater inroads for lamb menuing would be achieved by continuing to grow incidence across burger, Southern, and sandwich operations.

LAMB – SHARE OF MENUING BY CUISINE TYPE

incidence distribution by cuisine type



Though declines were experienced in most sectors and cuisine types in the industry, there were some areas of growth but primarily within non-American cuisines.

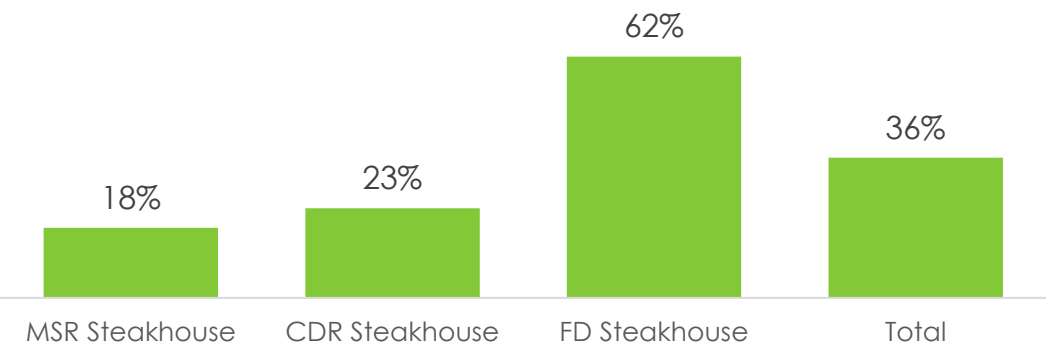
LAMB PENETRATION BY CUISINE
TYPE TRENDED
ranked by penetration

Cuisine	2021 Penetration %	1 Year Growth	4 Year Growth
Indian	93.8%	-2.1%	-2.1%
Mediterranean	75.8%	-5.0%	-0.5%
Other European	52.3%	+18.3%	+18.3%
French	47.1%	-18.9%	-20.0%
Mixed Ethnicity	35.2%	-19.0%	-19.8%
Steakhouse	35.1%	-15.0%	-18.5%
Italian	29.4%	-7.5%	+3.7%
Chinese	22.8%	+3.6%	-4.5%
Central/ South American	22.2%	-11.1%	+11.1%
Caribbean	15.6%	-16.7%	-28.6%
American	13.3%	-23.8%	-30.3%
Other Asian	9.9%	+17.0%	+1.9%
Thai	9.6%	-10.0%	-29.3%
Sandwich	9.2%	-6.2%	-13.5%
Southern	7.1%	-33.9%	-40.3%
Mexican	6.9%	-22.3%	-16.0%
Burger	6.6%	-30.6%	-41.3%
Pizza	6.2%	-13.7%	-30.2%
Seafood	6.2%	-31.8%	-38.9%
Japanese	5.7%	-46.2%	-29.4%
Korean	4.0%	-8.0%	-12.0%
BBQ	1.9%	-49.7%	56.3%
Coffee/ Bakery	1.5%	-54.5%	-76.1%

Though there were declines across all types of steakhouse operators, the relative availability of lamb by chain type, region and segment remained unchanged.

LAMB AT STEAKHOUSES

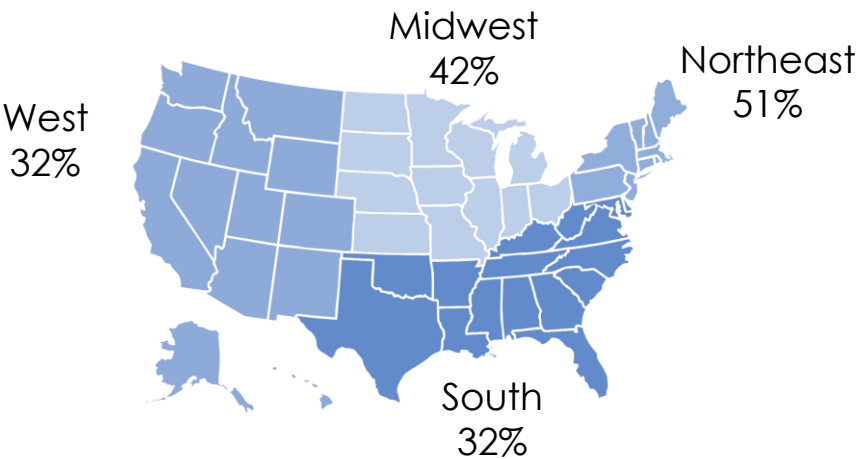
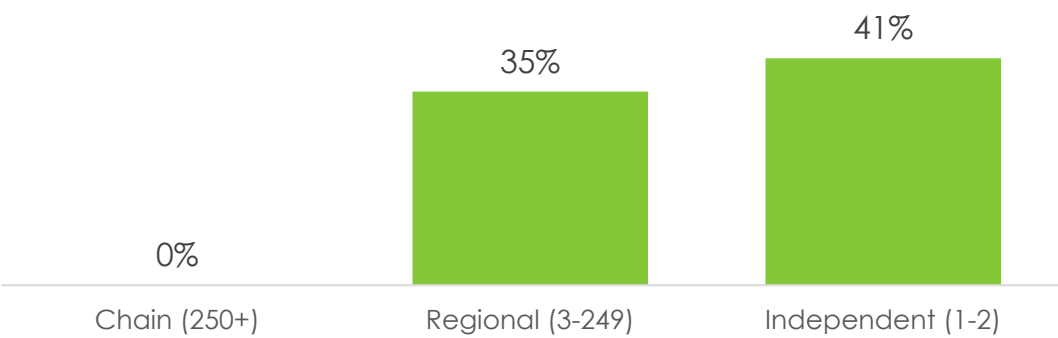
Penetration by Steakhouse Segment



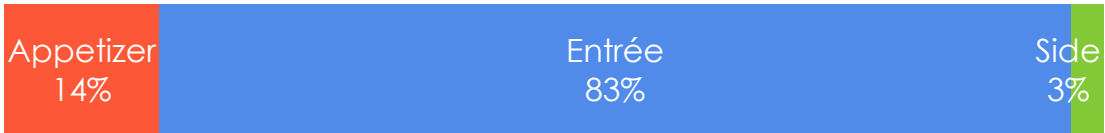
-13%
1-year Growth

-16%
4-year Growth

Penetration by Type



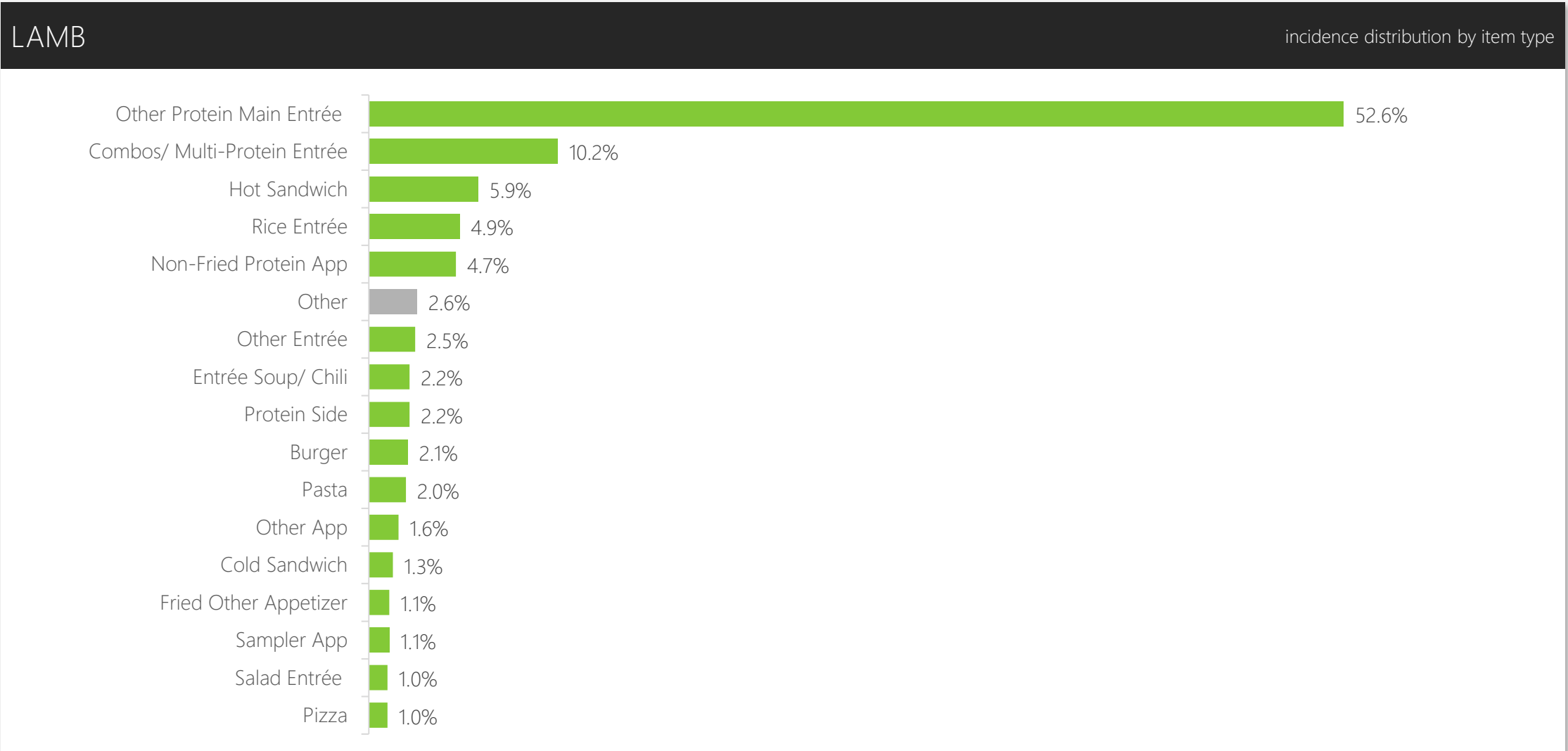
Share of Incidence by Menu Part



Top Items

- Other Protein Main Entrée
- Egg Dish
- Non-fried Protein Appetizer
- Other Appetizer

Lamb continues to be, primarily, an entrée ingredient and featured as a center of plate entrée protein in over 50% of dishes featuring lamb.



As with cuisine penetration, the penetration of lamb did increase within certain item categories – primarily within several entrée categories where lamb is most prevalent. It’s important to note that even though penetration not only within lamb but across the vast majority of ingredients declined over the past year, lamb penetration did increase over the last year in several item categories show operators are still experimenting with the protein.

LAMB PENETRATION BY ITEM TYPE TRENDED ranked by penetration

Word	2021 Penetration %	1 Year Growth	4 Year Growth
Other Protein Main Entree	43.4%	+0.2%	+2.0%
Rice Entree	6.2%	+3.1%	+0.3%
Non-Fried Protein App	4.8%	-17.1%	-13.8%
Combos/ Multi Protein	4.8%	-11.0%	-15.7%
Hot Sandwich	4.3%	-15.8%	-14.5%
Other Entree	2.7%	+1.2%	-23.4%
Entree Stew / Soup / Chili	2.3%	-8.3%	+17.7%
Burger	2.2%	-25.7%	-29.9%
Pasta	1.8%	-20.5%	-18.0%
Sampler	1.8%	+21.3%	+30.4%
Fried Other App	1.7%	-4.2%	-11.3%
Protein Side	1.7%	+4.4%	+36.4%
Other App	1.5%	-18.1%	-15.8%
Cold Sandwich	1.4%	+17.4%	+42.0%
Pizza	1.4%	-14.8%	-7.5%
Bread Side	1.2%	0.0%	-20.6%

Indian cuisine continues to inform the most common lamb dishes, which is expected given its prevalence within that cuisine. Lamb, however, is being featured in a variety of non-Indian dishes from Mediterranean (skewers, gyros) and other applications such as meatballs (often appetizers) and burgers.

TOP LAMB					
ranked by penetration					
DISHES		PREP METHODS		INGREDIENTS	
Lamb Chop	26.8%	Grilled	29.5%	Onion	39.7%
Salad	20.8%	Roasted	22.2%	Tomato	33.6%
Kabob	15.8%	Marinated	19.6%	Potato	27.2%
Gyro	13.5%	Cooked	14.5%	Garlic	23.3%
Curry	13.5%	Sauteed	12.2%	Rice	22.1%
Sandwich	13.3%	Braised	11.8%	Pepper	19.7%
Lamb Shank	11.5%	Spiced	10.8%	Spinach	17.0%
Skewer	9.9%	Stuffed	9.7%	Cheese	15.5%
Vindaloo	9.3%	Seasoned	9.6%	Bread	15.3%
Biryani	8.8%	Baked	8.9%	Pita	15.1%
Saag	7.8%	Fried	8.4%	Tzatziki	12.7%
Sausage	7.4%	Minced	6.5%	Yogurt	12.0%
Meatball	7.3%	Glazed	5.8%	Mint	12.0%
Korma	7.2%	Smoked	5.8%	Mushroom	11.7%
Burger	6.9%	Wrapped	5.1%	Ginger	11.0%

Though growing lamb dishes do reflect Indian cuisine, operators are applying lamb to a wider variety of applications. Growing ingredients particularly speak to a wider influence beyond Indian.

GROWING LAMB				ranked by 4-year penetration growth	
DISHES		PREP METHODS		INGREDIENTS	
Tagine	+193%	Infused	+64%	Sour Cream	+486%
Bowl	+113%	Rubbed	+49%	Phyllo	+408%
Falafel	+95%	Glazed	+45%	Yukon Gold Potatoes	+281%
Wrap	+89%	Wrapped	+41%	Grilled Vegetables	+252%
Lamb Shawarma	+56%	Slow Braised	+37%	Baby Spinach	+205%
Shahi Korma	+52%	Oven Roasted	+32%	Kalamata Olive	+154%
Madras	+48%	Cubed	+39%	Red Chile Pepper	+134%
Shepherd's Pie	+43%	Boiled	+28%	Turmeric	+120%
Makhani	+43%	Karahi	+17%	Sumac	+101%
Meatball	+26%	Charcoal	+17%	Pico de Gallo	+91%
Kofta	+22%	Fried	+16%	Pickled Onion	+80%
Keftedes	+21%	Spiced	+13%	Cabbage	+70%
Biryani	+21%	Clay Oven	+13%	Grilled Asparagus	+67%
Gyro	+21%	Simmered	+13%	Roasted Potato	+64%
Lamb Tikka	+17%	Stir Fried	+13%	Tortilla	+62%

Though Mediterranean flavors continue to play a large role in lamb dishes, Asian flavors and more traditional European sauces are growing.

TOP FLAVORS, SAUCES, &
SPICES PAIRED WITH LAMB
ranked by penetration

Word	2021 Penetration %	1 Year Growth	4 Year Growth
Garlic	23.3%	+3%	-4%
Spice	19.0%	+21%	+26%
Spicy	17.7%	+12%	+16%
Herb	17.7%	-2%	+2%
Curry	13.5%	+18%	+6%
Tzatziki	12.7%	+13%	+29%
Mint	12.0%	-18%	-13%
Ginger	11.0%	+9%	+15%
Spiced	10.8%	+1%	+13%
Lemon	9.6%	-6%	-19%
Red Sauce	8.7%	+5%	+5%
Cilantro	7.9%	+4%	+1%
Coconut	7.2%	+9%	+21%
Cumin	7.2%	+10%	+17%
Rosemary	7.1%	--	-16%
Cream Sauce	6.3%	+6%	+7%
Tomato Sauce	6.3%	+10%	--
Saffron	6.2%	+22%	+13%
Butter	6.2%	-5%	-8%
Mustard	6.0%	+25%	-3%

Latin and Asian flavors are informing a good deal of the more recent innovation in lamb menuing.

TRENDING FLAVORS,
SAUCES, & SPICES PAIRED
WITH LAMB
ranked by 4-year growth

Word	2021 Penetration %	1 Year Growth	4 Year Growth
Turmeric	1.9%	+71%	+120%
Sumac	1.5%	+37%	+101%
Pico de Gallo	1.6%	-7%	+91%
Kashmiri Curry	2.4%	+45%	+71%
Mughlai	1.2%	+27%	+67%
Coconut Curry	1.4%	+5%	+61%
Chive	1.4%	-3%	+61%
Gremolata	1.4%	-21%	+61%
Tahini	3.7%	+14%	+60%
Madras Curry	3.6%	+10%	+48%
Port Wine	1.2%	+27%	+47%
Dill	3.2%	-7%	+45%
Makhani	1.4%	+5%	+43%
Hummus	5.1%	+2%	+41%
Pecan	1.6%	+6%	+39%
Vinegar	4.2%	+2%	+37%
Spirits	2.6%	-4%	+37%
Leek	1.9%	+22%	+35%
Cashew	4.8%	+6%	+34%
Lime	2.6%	+14%	+30
Honey	4.2%	--	+29%

Restaurant	Item	Description
Butcher & Bee	Braised Lamb Shank	roasted vegetables, fruit and nut relish, lamb and pomegranate jus.
Chi Spacca	Spiced Lamb Ribs	tzatziki, armenian spice blend.
Grill On The Alley	Double-Cut Dixon Valley Lamb Chops	mint gastrique, grilled broccoli
Layla's Market	Chicken And Lamb Kifta Sandwich	seasoned ground chicken and lamb, with minced onion and parsley. served on a pita with lettuce, tomato, cucumbers and tzatziki.
Lebanese Taverna Restaurant	Lamb Shawarma Sandwich	lamb shawarma roasted on vertical rotisserie and hand-carved with tomatoes, pickled onions, tahini sauce and your choice of salad, fries or rice.
Paesano's Restaurant	Agnello Osso Buco	braised lamb shank, with goat cheese polenta.
Springhouse	Braised Lamb Shank	quinoa, turnip, apricot, date jus, dukkah.
Sultan's Market	Baked Meat Pie	minced beef and lamb mixed with fresh herbs, tomatoes and spices folded into dough.
Taverna Opa	Slow Roasted Lamb Board	slow-roasted lamb, pita, lettuce, chopped tomato, onion, tzatziki and opa fries..
That's Amore	Lamb Chops	rosemary-garlic butter.
Tripoli Restaurant	Wara'anib	grape leaves stuffed with ground lamb and rice.
Wolfnights	Dire Wolf Wrap	fried chicken wrapped in a ginger dough. lamb bacon, melted cheddar, green papaya slaw, spicy pickled shipka peppers, wolf ketchup.

Mar 2021

\$22.49

Longhorn Steakhouse

GRILLED LAMB CHOPS



Back by popular demand! Our lamb is fire-grilled to perfection on the bone with roasted tomato garlic-herb sauce, garlic mashed potatoes and wilted spinach.

Unbranded PI: 47% ★★

Branded PI: 48% ★★★

Uniqueness: 49% ★★★★★

Frequency: 23% ★★★★★

Draw: 60% ★★★★★

Value: 38% ★★★

SCORE

68

specialty appeal

Jan 2021

\$28.29

Carrabba's

TUSCAN-GRILLED LAMB CHOPS



Wood-grilled lamb chops prepared with our signature grill baste, olive oil and herbs and our mint bourbon demi-glaze. Served with a side of fresh grilled vegetables.

Unbranded PI: 50% ★★★

Branded PI: 54% ★★★★★

Uniqueness: 44% ★★★★★

Frequency: 22% ★★★★★

Draw: 58% ★★★★★

Value: 28% ★★

SCORE

63


consider

Apr 2021

\$13.51

Cosi

GYRO SANDWICH



Lamb, feta, cucumber, tomato, red onion, arugula, tzatziki sauce. Comes with choice of side.

Unbranded PI: 51% ★★★

Branded PI: 71% ★★★★★

Uniqueness: 37% ★★★

Frequency: 21% ★★★

Draw: 48% ★★★★★

Value: 28% ★★

SCORE

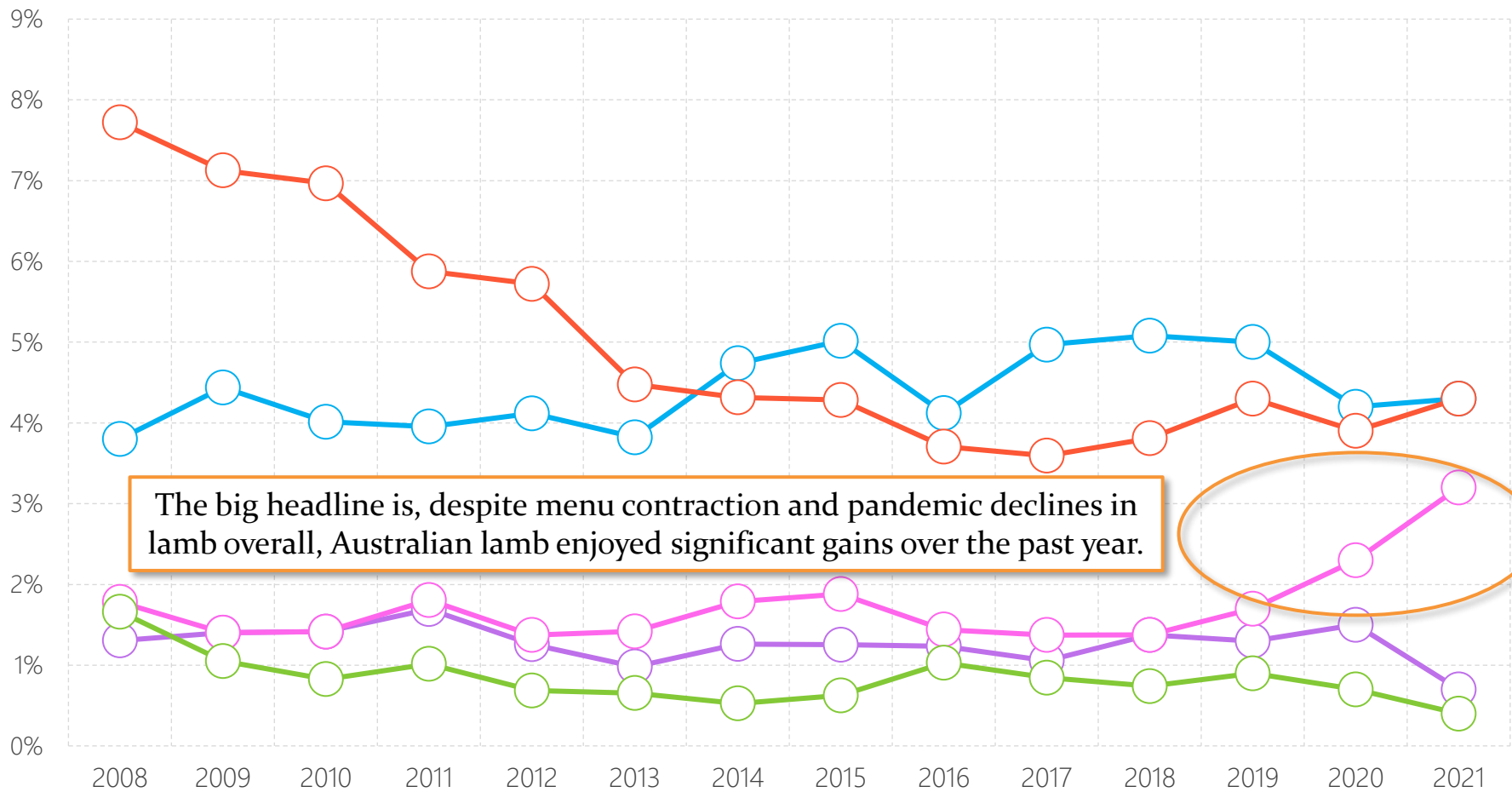
58

consider

Australian lamb has seen the most significant growth over the past ten years, with much of that growth occurring since 2018. New Zealand has grown somewhat but this is after years of decline. If Australian lamb continues its growth it is set to eclipse New Zealand and Colorado lamb within the next five years.

LAMB SOURCING/ORIGINS

penetration time trend



COLORADO: 4.3%	-13%
NEW ZEALAND 4.3%	+21%
AUSTRALIA: 3.2%	+135%
AMERICAN: 0.7%	-30%
DOMESTIC: 0.4%	-56%
2021 Penetration	10-Year % Change

LAMB FARM & RANCH CALLOUTS

on the menu

Restaurant	Item	Description	Price	Segment	Cuisine	Item Type
Blue Star Brewing Co	Lamb Sliders Burger	2 sliders served with fries. texas lamb sourced from hudspeth river ranch .	-	Casual Dining	American	Burger
Bru Burger Bar	Viking Farms Lamb Burger	cucumber sauce, feta-olive relish, garden.	\$ 12.00	Casual Dining	Burger	Burger
Chez Panisse	Saturday Main Course	grilled elliott ranch lamb rack and loin with flageolet beans, artichokes, spinach, and anchovy-herb butter. serves one.	\$ 34.00	Fine Dining	Mixed Ethnicity	Other Protein Main Entree
La Mediterranee	Lamb Lule	local, grass-fed superior farms halal lamb meatballs, served in a tomato-onion sauce served over rice pilaf.	\$ 18.00	Midscale	Mediterranean	Other Protein Main Entree
Lazy Dog Restaurant & Bar	Lamb Shank Pot Pie	marcho farms lamb shank slow-cooked in housemade garlic and red wine sauce, served open face with mashed potatoes, marinated tomatoes, veggies and a salted-thyme pie crust.	\$ 21.75	Casual Dining	American	Other Entree
Le Rivage	Colorado Lamb Rack Chop	schillers farms .	\$ 42.00	Fine Dining	French	Other Protein Main Entree
Magic Flute Garden Restaurant	Shannon Ranch Spicy Lamb Burger	jalapenos, cilantro, cucumber-yogurt sauce.	\$ 17.00	Casual Dining	Italian	Burger
Novita's Restaurant	Gnocchi Con Stinco D'agnello	gnocchi with slow-braised jamison farm lamb shank.	\$ 29.00	Casual Dining	Italian	Pasta
Odd Duck	Pinn-Oak Ridge Farm Lamb Shawarma	house pita bread, toum, arabic pickle, pickled pepper, and haloumi.	\$ 13.00	Casual Dining	American	Other App
Souvla	Lamb Sandwich	spit-roasted superior farms leg of lamb with harissa-spiked yogurt, cucumber, radish, pickled red onion, and feta cheese wrapped in warm, fluffy pita bread.	\$ 15.00	QSR	Mediterranean	Hot Sandwich
Zingermans Deli	Moroccan Lamb Tagine	incredibly flavorful all-natural, local lamb from hannewald farms , braised in the moroccan-jewish tradition with prunes, allspice and coriander. served with lemon couscous, fresh green salad made with local produce whenever possible, and zingerman's bakehouse bread with michigan farm butter. dairy free.	\$ 180.00	Midscale	Sandwich	Other Protein Main Entree