



EXECUTIVE GROWTH & ADVISOR BRIEFING

Guiding the Institutional Materials Transition

Practical material evaluation, implementation, and scaling for institutional procurement, food service, and supply chain leadership and defensible material decisions under real-world waste conditions.

Prepared for SBDC Advisors, Strategic Partners, and Institutional Stakeholders



Executive Summary

Botanic Amenities helps institutions identify, evaluate, implement, and scale lower-risk plant-based material solutions across food service, packaging, and logistics — without compromising operational performance.

1

Evaluate

Assess current material use against performance, cost operational and regulatory considerations.

2

Implement

Deploy certified plant-based alternatives that match operational requirements.

3

Scale

Expand across departments, venues, or networks through US-sourced procurement.



California agave fields — the source material behind our cutlery and cup platform.

Helping institutions make defensible material decisions under real-world waste conditions.

Company Snapshot

FOUNDED

2021 · Santa Monica, California

FOCUS

Plant-based materials for food service, packaging, and logistics

CERTIFICATIONS

Woman-Owned (WBE), Minority-Owned (MBE), NMSDC Certified, Small Business / LSBE

PROCUREMENT ACCESS

SAM.gov, Cal eProcure, PlanetBids, Long Beach Buys — and Sysco Marketplace standard channels

RECOGNIZED BY



Market Validation

Trusted By, Distributed Through, and Recognized Across Institutional Food Service



LA Sport and
Entertainment
Commission



Eve Mathis, Co-Founder & CEO, representing Botanic Amenities at a national foodservice trade event.



Why Procurement Is Changing

Regulatory pressure, supply chain scrutiny, and end-of-life outcomes are now factored into institutional purchasing decisions — not just price and performance.

- **Persistence Risk**

Materials that remain in the environment long after intended use, regardless of how they were disposed.

- **Additive Risk**

Chemical additives (PFAS, certain plastics) facing increasing regulatory restriction.

- **System Mismatch Risk**

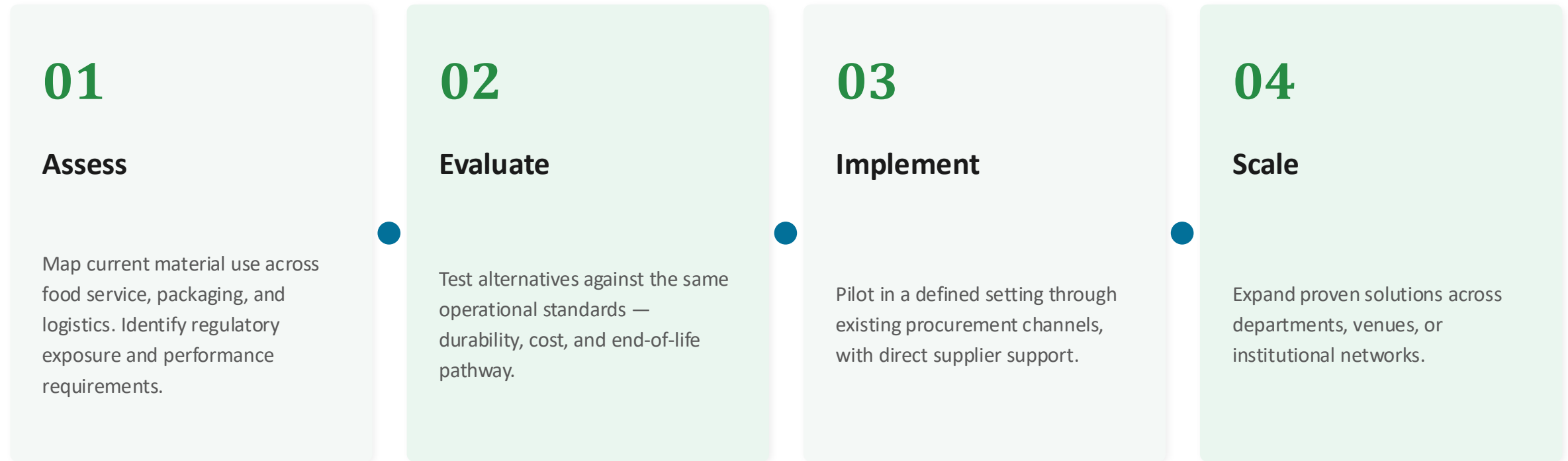
Materials that depend on waste infrastructure that may not exist at point of use.

- **Operational Performance**

Any material substitution must perform under real food service conditions — heat, moisture, volume.

The Institutional Materials Transition Framework

A practical, four-stage approach to moving an institution from current materials to lower-risk alternatives — without disrupting operations.



This framework underlies every engagement — institutions need practical implementation pathways, not theoretical sustainability frameworks.

The Agave Opportunity

California's agave cultivation creates an opportunity to connect regional agriculture, manufacturing, and institutional procurement through durable plant-based materials.

- A regionally available raw material with growing agricultural interest in California
- Fiber strength supports cutlery and rigid serveware performance comparable to plastic
- Supports domestic, North American manufacturing — reducing import dependency
- Aligns with state agricultural diversification and economic development priorities



Product Platform

Selected for operational performance under real-world service conditions.



Agave Cutlery

Forks, knives & spoons — handles hot and cold meals like premium plastic.



Agave Cups, Lids & Straws

Hot & cold beverage cups, multiple sizes, no soggy factor.



Seaweed Polybags

Scalable seaweed-based polybag — plastic performance, ocean-positive sourcing.



FibreStrap Ties

Fiber-based cable ties — reduce carbon & water use over plastic by 80%+.

Strategic Growth Markets

Institutional materials transition applies across sectors that share common procurement, compliance, and operational requirements.

Healthcare Systems

Airports

Hospitality & Hotels

Government & Municipal

Universities & Education

Events & Catering

Convention Centers & Stadiums

Packaging & Logistics

LA28 / FIFA 2026

Current Momentum

Active partnerships and certifications that position Botanic Amenities for procurement expansion.

LASEC Business Connect

Proud Supplier status with the LA Sport & Entertainment Commission, positioned within the LA28 supplier framework.

Astria / Forbes Travel Guide Endorsement

Industry endorsement recognized across luxury hospitality procurement.

Sysco Marketplace Listing

Available through standard distribution channels already used by institutional buyers.

F&B@Sea Trailblazing Product Finalist (2025)

Recognition for material innovation in food & beverage applications.



Real-world institutional food service — and material end-of-life under real conditions.

Leadership



Eve Mathis

Co-Founder & CEO

- Leads institutional partnerships and commercial strategy
- Nearly a decade of relationships across hospitality, venues, and food service
- Certified Minority Business Owner



Grant Mathis

Co-Founder & COO

- Leads material sourcing and manufacturer partnerships
- Evaluates performance, durability, and procurement fit
- Focuses on scalable institutional implementation

Combining institutional food service relationships with practical material evaluation and supply chain expertise.

Partnership & Growth Opportunities

Where we are seeking advisory guidance and strategic introductions.

Procurement Expansion

Introductions to institutional procurement teams across target sectors.

Government Contracting

Guidance navigating municipal, state, and federal contracting vehicles.

Marketing & Positioning

Support refining institutional-facing marketing and messaging.

Buyer Introductions

Direct connections to Food & Beverage Directors and sustainability leads.

Strategic Partnerships

Relationships with distributors, manufacturers, and complementary suppliers.

International Growth

Exploration of supply chain and distribution opportunities beyond California.

Supporting Resources & Contact

AVAILABLE ON REQUEST

- Procurement Capability Statement
- Material Decision Brief
- Institutional Decision Brief
- Cruz Foam Overview
- Product Catalog / Product Deck
- Food Service Materials Risk Brief
- Evaluation Brief
- Strategic Opportunity Summary



Get Started

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Assess → Meet → Start Small