



# Box Park Sushi

BRAND RULES AND DESIGN BRIEF



# Introduction

Boxpark Sushi is a Japanese restaurant inside the pop up mall, Boxpark. Boxpark describes themselves as, “ Boxpark is the world’s first pop-up mall – fusing the concepts of modern street food and placing local and global brands side by side to create a unique shopping and dining destination.” Boxpark Sushi Milwaukee needs an updated brand to bring Sushi to the everyday Midwesterner. Based around community and understanding, Boxpark Sushi will not only make sushi approachable but provide a unique experience to patrons.



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## **Mission Statement**

**THE MISSION OF BOOXPARC SUSHI MILWAKEE IS TO PROVIDE HIGH-QUALITY MEALS FILLED WITH FRESH (LOCAL WHERE WE CAN) INGREDIENTS WE CAN FEEL GOOD ABOUT SERVING TO OUR CUSTOMERS WHILE LIMITING OUR HARM ON COMMUNITIES AND ECOSYSTEMS. WE STRIVE TO GIVE A FUN EXPERIENCE WHILE SHARING OUR PASSION FOR SUSHI.**

## **Vision**

**BOXPARK SUSHI HOPES TO GROW THEIR BUSINESS THROUGHOUT MILWAUKEE WHILE CONTINUING TO FOCUS ON SOCIAL, COMMUNITY ISSUES, OUR EFFECT ON THE ENVIROMENT AND OUR RESPONSIBLY SOURCED MENU.**



## **Onliness Statement**

**BOXPARK SUSHI MILWAUKEE IS THE ONLY SUSHI RESTURANT IN MILWAUKEE TO SERVE RESPONSIBLY SOURCED, FAST SEAFOOD THAT IS HIGH QUALITY. IT ALSO HAS A MORE VAST VEGAN MENU THAN ANY OTHER SUSHI RESTURANT IN THE ARE. BXPARK SUSHI IS ALSO THE ONLY SUSHI RESTURANT IN THE AREA THAT FOCUSES ON COMMUNITY ISSUES.**

# Moodboard

# Box Park Sushi

(5th Avenue by 50Fox Studio)





# Dynamic Moodboard

VIEW THE DYNAMIC MOODBOARD [HERE](#).



# Brand Personality

FLAVORFUL  
CULTURAL EXPERIENCE  
FUSION  
POLARIZING  
TRADITIONAL  
APPETIZER  
FINGER FOOD  
ATTAINABLE  
DIVERSE  
HEALTHY  
AMERICANIZED  
UNACCUSTOMED  
VARIED  
AESTHETICS  
DIFFERENT  
HANDMADE  
COLORFUL  
FRESH  
INTIMIDATING  
AFFORDABLE  
AUTHENTICITY  
ACCESSIBLE

## Brand Voice

THE VOICE USED SHOULD BE FRIENDLY, AS IF TALKING TO AN OLD FRIEND. IF THIS VOICE WAS A PERSON IT WOULD BE JENNIFER LAWRENCE - THE CURRENT AMERICAN SWEETHEART.







# Research Findings



## Who is Milwaukee?

With a 2020 population of 585,589, it is the largest city in Wisconsin and the 31st largest city in the United States. Milwaukee is well known for its beer culture. Domestic beer companies such as Miller, Pabst Blue Ribbon, Schlitz, and Blatz. Along with domestic beer, Milwaukee has a seemingly endless amount of craft breweries.

Milwaukee is the home to the international headquarters of six Fortune 500 companies: Johnson Controls, Northwestern Mutual, Manpower, Rockwell Automation, Harley-Davidson and Joy Global.

Along with industry, Milwaukee is rich in art and culture. There is much public art around Milwaukee as well as plenty of museums and performance halls.

**Milwaukee Median Age: 31.4**



## Fast Milwaukee Facts:

Milwaukee has a population density of 6,088 people per square mile.

The average household income in Milwaukee is \$55,556 with a poverty rate of 26.65%.

The median rental costs in recent years comes to \$842 per month, and the median house value is \$118,000.

Milwaukee is the center of the Milwaukee-Waukesha-West Allis Metropolitan Statistical Area with a population of 1.57 million.

30% of the entire state's population lives in the 5-county metro area, with 10% of Wisconsin's population within the Milwaukee city limits.



# Milwaukee Demographics

Milwaukee is a vastly diverse city with 38.84% of its population being Black or African American. Nearly 15% of the population in Milwaukee speaks Spanish.

In traditional gender terms, 51.81% of Milwaukee's population identifies as female. 45.1% of the population live in homes that are considered non-family; much of the inner city population is young and unmarried. However, in the suburbs nearly 70% of home owners are married.

Much of Milwaukee's population of adults have a high school education and above. 29.86% of Milwaukee's population have at least a high school diploma whereas 34% of the population has at least some college to a Bachelor's degree.

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## BoxPark Sushi Target Market

Based on the research, BoxPark Sushi Milwaukee's Target Market are Millennials with some college education and a well paying job that keeps them above the large impoverished population. Enough disposable income is needed for regular meals outside of the home. Especially at restaurants that cost a bit more like BoxPark Sushi.

Secondly, the target market is mostly female and progressive in their social beliefs and politics.



## Getting to know Millennials

Millennials are the second most ethnically and racially diverse generation, beat only by their successors Generation Z. 19% of Millennials are Hispanic, 14% African-American and 5% Asian. An impressive 38% of Millennials are bilingual.

Millennials are historically progressive and socially aware. They use these principles to make buying decision. Younger Millennials are familiar with "Cancel Culture" as well as participating in "Cancel Culture".

Millennials are also more educated than any generation before with Almost 1 in 4 (23%) have a Bachelor's degree or higher. They are also an open-minded generation that is more likely to try new things over their predecessors.

## Fast Millennials Facts:

Millennial women are more likely to live independently and join the workforce than women in any generation before.

Nearly 25% of Millennials have some kind of college education

Millennials, as a generation, are more progressive than generations before.

19% of Millennials are Hispanic, 14% is Black, and 5% Asian making them the second most diverse generation, beat by Generation Z.

Millennial's are extremely effected by wealth gaps including the wealth gap made by those who are blue collar and those who are white collar.

Millennials are much slower to buy homes than generations before but eat out much more often.





# Target Market Persona

## ASIA SAAVADRA, 31

Asia is an outgoing, confident, **vivacious Milwaukee local**. She has a medium-sized friend group consisting of both childhood and adult friends. She is unmarried and loves her nights out on the weekends. She is passionate about life, her family and her career.

## DEMOGRAPHICS

occupation: **account executive**

income: **\$45,000/yr**

ethnicity: **black + hispanic**

education: **bachelors degree**

sexuality: **bisexual**

household: **single, no children**

## PERSONAL MANTRA:

Success is earned, not given.

## MEDIA USE

### social media:



### media stats:

heavy mobile user  
heavy streamer  
comfortable with technology

## PSYCHOGRAPHICS

politics: **progressive**

### hobbies:

knitting + DIY  
going out with friends  
spending time with family

### values:

family - especially her nieces  
race and gender equality  
going green for the earth





# BoxPark Sushi Brand Guidelines





## **Mission Statement**

**THE MISSION OF BOXPARK SUSHI MILWAKEE IS TO PROVIDE HIGH-QUALITY MEALS FILLED WITH FRESH (LOCAL WHERE WE CAN) INGREDIENTS WE CAN FEEL GOOD ABOUT SERVING TO OUR CUSTOMERS WHILE LIMITING OUR HARM ON COMMUNITIES AND ECOSYSTEMS. WE STRIVE TO GIVE A FUN EXPERIENCE WHILE SHARING OUR PASSION FOR SUSHI.**



## **Brand Voice**

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## Brand Personality

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AESTHETICS  
DIFFERENT  
HANDMADE  
UNACCUSTOMED  
INTIMIDATING  
FRESH  
AFFORDABLE  
AUTHENTICITY  
ACCESSIBLE

## Brand Tone

THE TONE SHOULD BE CASUAL AND PLAYFUL BUT NOT PETULANT OR CHILDISH







## Horizontal Logo with a Light Background



## Horizontal Logo with a Dark Background



## Vertical Logo with a Light Background



**BoxPark**  
**Sushi**



## Vertical Logo with a Dark Background



**BoxPark  
Sushi**

# Logo Symbol

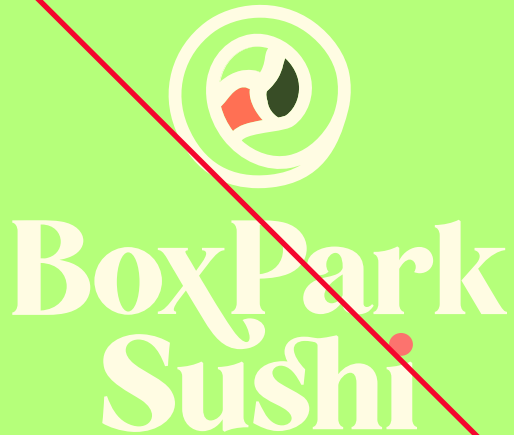


Logo Wordmark

BoxPark  
Sushi



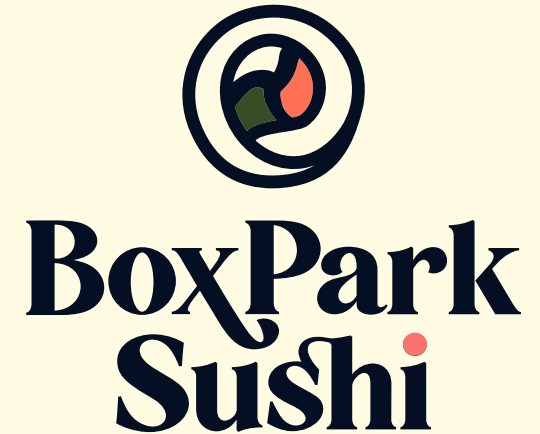
## Laws of the Logo: Background Colors



**THE LOGOS TO THE RIGHT ARE  
THE PREFERRED LOOK OF  
THE LOGO.**

**KEEP THE BACKGROUND OF  
THE LOGOS TO THE PRIMARY  
BRAND COLORS**

**FOR THE BENEFIT OF COLOR  
BLIND PATRONS AND CITIZENS  
OF THE COMMUNITY, THE  
COLOR CONTRAST RATIO  
SHOULD BE  
NO LESS THAN 7:1.**



**MINIMUM COLOR CONTRAST RATIO FOR ALL BRAND COLLATORAL SHOULD BE 7:1**

## Laws of the Logo: Logo Colors



### Allowed Logo Colors

The main logo colors for the wordmark and symbol have a few general rules.

Keep the main color of the logo to the primary brand colors from the brand color guide.

One of the colors in the center of the sushi roll should be the color of the background, unless the background is pure white.

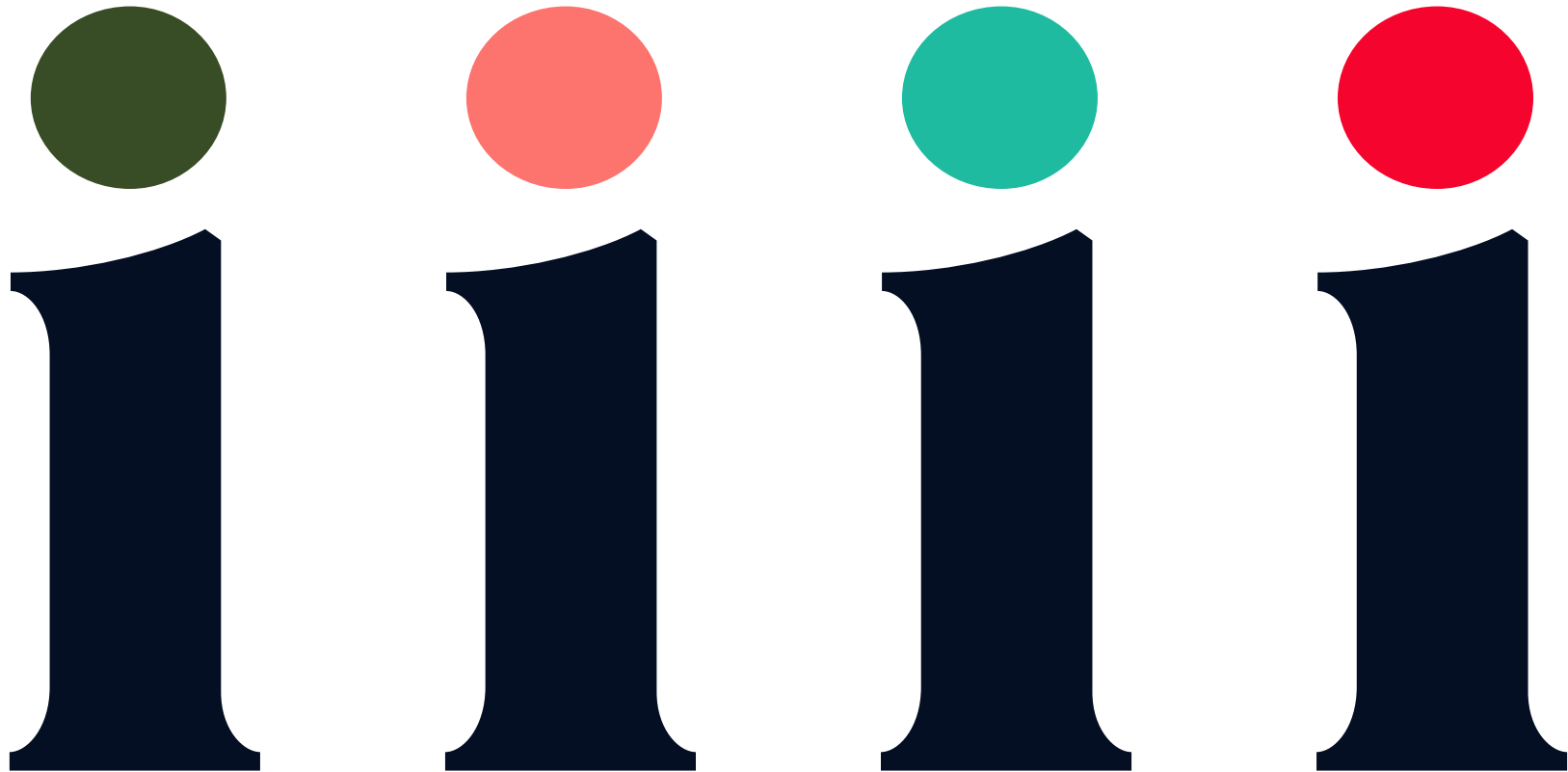
The center of the sushi roll should always be three different colors chosen from the brand colors based on the main color of the logo and the background.

Minimum color contrast is 7:1

**DISCUSS BREAKING ANY BRAND LAWS WITH YOUR BRAND MANAGER**

## Laws of the Logo: Dot the I

Also known as a tittle, the dot on the i at the end of BoxPark Sushi should be a different color than the rest of the wordmark. The color of the tittle should come from one of the three different colors in the sushi roll. The tittle should have proper color contrast from the rest of the wordmark.



**DISCUSS BREAKING ANY BRAND LAWS WITH YOUR BRAND MANAGER**

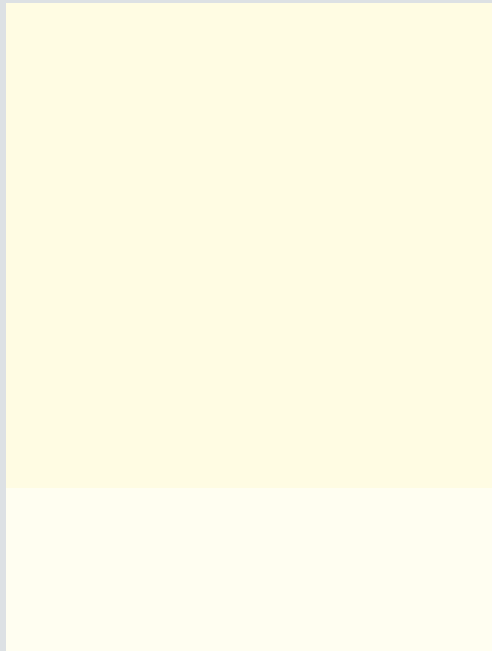




# Box Park Sushi

MON-SAT / 11AM-11PM  
SUN / 11AM-10PM

# Primary Brand Colors



**Daffodils Pedals**

RGB: 00,00,00

CMYK: 00,00,00,00

PMS: 00,00,00

HSB: 00,00,00



**Deep Ocean Depths**

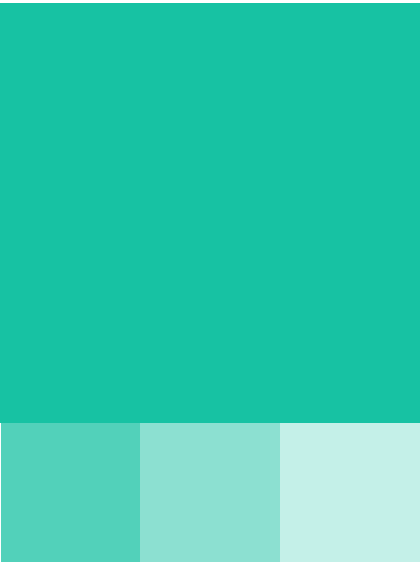
RGB: 00,00,00

CMYK: 00,00,00,00

PMS: 00,00,00

HSB: 00,00,00

# Secondary Brand Colors



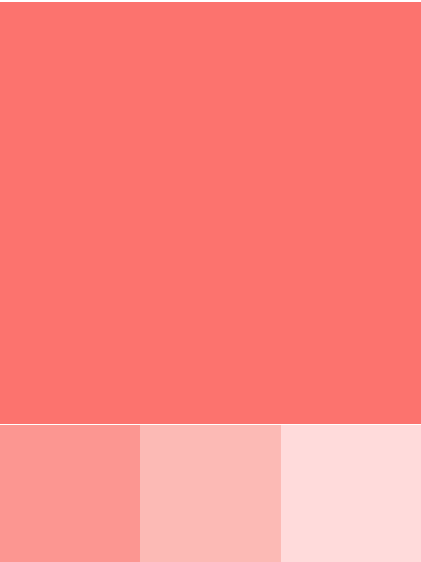
**Sea of Japan**

RGB: 00,00,00

CMYK: 00,00,00,00

PMS: 00,00,00

HSB: 00,00,00



**Salmon**

RGB: 00,00,00

CMYK: 00,00,00,00

PMS: 00,00,00

HSB: 00,00,00



**Bamboo Stick**

RGB: 00,00,00

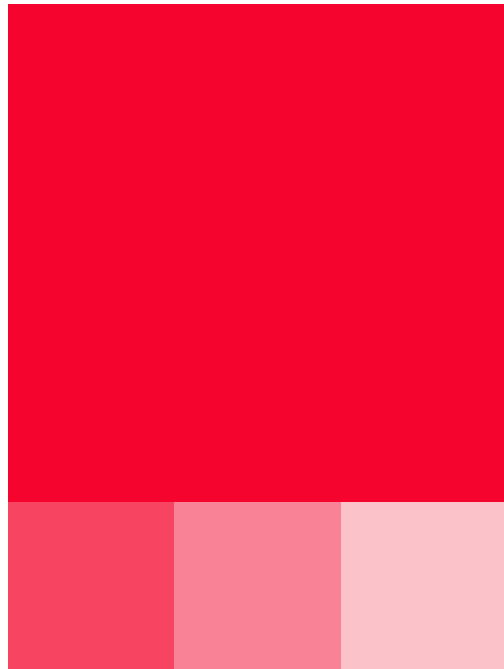
CMYK: 00,00,00,00

PMS: 00,00,00

HSB: 00,00,00



# Tertiary Brand Colors



**Japanese Red**

RGB: 00,00,00

CMYK: 00,00,00,00

PMS: 00,00,00

HSB: 00,00,00



**Purple Emperor**

RGB: 00,00,00

CMYK: 00,00,00,00

PMS: 00,00,00

HSB: 00,00,00





# 5th Avenue Brand Font



A B C D E F G H I J K L M N

O P Q R S T U V W X Y Z

a b c d e f g h i j k l m n o p q r s t u v w

x y z | 1 2 3 4 5 6 7 8 9 0 : ; " ' ! @

## Approved Alternative Glyphs: Capitals

A B C F G H H

L J K M N N

O P Q Q L T

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# Montserrat - SemiBold

B

A B C D E F G H I J K L M  
N O P Q R S T U V W X Y Z

a b c d e f g h i j k l m n o p

q r s t u v w x y z

1 2 3 4 5 6 7 8 9 0 : ; " ' ! @

Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis aute irure dolor in reprehenderit in voluptate velit esse cillum dolore eu fugiat nulla pariatur. Excepteur sint occaecat cupidatat non proident, sunt i.





## Montserrat - Light

B

A B C D E F G H I J K L M N

O P Q R S T U V W X Y Z

a b c d e f g h i j k l m n o p

q r s t u v w x y z

1 2 3 4 5 6 7 8 9 0 : ; " ' ! @

Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis aute irure dolor in reprehenderit in voluptate velit esse cillum dolore eu fugiat nulla pariatur. Excepteur sint occaecat cupidatat non proident, sunt i.





# Bebas Neue Typeface - Bold

**B**

**A B C D E F G H I J K L M N O P Q R S T**

**U V W X Y Z**

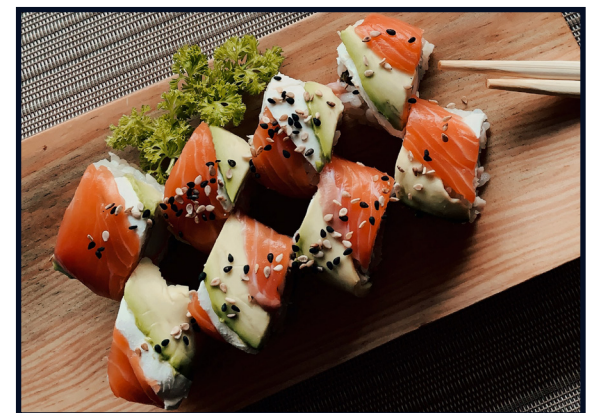
**1 2 3 4 5 6 7 8 9 0 : ; " " ! @**

Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis aute irure dolor in reprehenderit in voluptate velit esse cillum dolore eu fugiat nulla pariatur. Excepteur sint occaecat cupidatat non proident, sunt i.



# Food Imagery

Also known as a tittle, the dot on the i at the end of BoxPark Sushi should be a different color than the rest of the wordmark. The color of the tittle should come from one of the three different colors in the sushi roll. The tittle should have proper color contrast from the rest of the wordmark.





## Other Imagery

Also known as a tittle, the dot on the i at the end of BoxPark Sushi should be a different color than the rest of the wordmark. The color of the tittle should come from one of the three different colors in the sushi roll. The tittle should have proper color contrast from the rest of the wordmark.





# Media Plan









## Outdoor Signage

There are four functions to outside signage according to Integrated Signs' blog article "Benefits of Outdoor Signs" for your business. Firstly, outdoor signage should improve the customer's experience by helping with "wayfinding". Wayfinding is the customer's ability to find and get to a business. Secondly, outdoor signage should get attention and spark interest. Outdoor signage should also claim the location and advertise the business.

For the main business sign, I chose a sign that protrudes from the wall. This type of sign is better for visibility on the street. The clean, black and white design makes for quick communication with the passersby. Once a possible patron has seen the protruding outdoor sign, the window decal allows for them to see the hours of business. The window decal also causes the possible patron to look through the business windows to see the activity inside.



# Box Park Sushi

MON-SAT / 11AM-11PM  
SUN / 11AM-10PM



## In-Store Signage

Inside signage and table tents are for selling to the patrons already inside the restaurant. Inside signage will be used to reinforce the brand with loud declarations of local community pride, support of social issues, and informing of specials as well as available dishes. “Posters as a way to generate awareness about an issue started their journey in the 1880s. At that time, this means of advertisements were restricted to propagate political and social events. Now, posters have been turned into a form of guerilla marketing or a way to aggressively project a brand amid target customers,” writes Henny Kel in his article Top 20 Poster Ideas To Promote Your Business featured on Design Hill.





# Pole Banner

Pole banners are not only a way to promote a business; they also show a partnership with the city. In Milwaukee, Illinois, as well as nearly all cities, to get a pole banner you have to apply and work with the city. The City of Milwaukee Public Works is specifically responsible for pole banner and features an application on their website. To be featured on a pole banner is not just great for spreading marketing around a small area, it also shows a willingness to work with local government and be a member of the community.





## Employee Uniforms

Much like to-go elements, uniforms offer a sense of cohesion for the brand. Additionally, the shirts will be for sale for extra income and brand awareness. BoxPark Sushi employees will be required to wear the BoxPark Sushi apron as well as their choice of shirts. Employees will be allowed to wear their own jeans and other bottoms for added individuality. Millennials and Generation Z are very familiar with retail and service jobs; they easily empathize with those in the customer service field. According to Generation Progress, “. Seventy-one percent of minimum wage workers are Millennials,” (Ahuja and Audelo, 2013, p. 1). BoxPark Sushi wants to encourage the individuality of staff while continuing brand consistency.







## Take Out Packaging

One aspect of my target market has stayed consistent throughout the project: Millennials and Generation Z purchase based on their social views. Millennials and Generation Z notice when to-go packaging is not eco-friendly and it affects their buying decisions. That is why all of the to-go packagings will be biodegradable and recyclable. There is a badge on the side of the to-go box encouraging patrons to compost or recycle the packaging; even if they don't, the packaging is still biodegradable.

There are a few reasons to-go containers and cutlery should be branded. Firstly, it provides a professional image and continues branding. Secondly, branded to-go items like boxes, bags, and cups help with brand awareness. Think about co-workers have a delicious lunch of sushi in the breakroom; with branded boxes and to-go bags, those around the customer will see the logo and brand.









# Billboards

On a daily basis, Milwaukee highways are driven 22,729 miles. Highway traffic makes up 12.6% of all traffic in Milwaukee. Second to the highway traffic in the inner city traffic which is traveled for 27,696 miles per day. This accounts for 15.3% of all traffic in the area. In 2019, there were 31,371 active and valid private drivers in Milwaukee County. There are two main types of transportation around Milwaukee; citizens take the bus or drive-in. For those 31,371 Milwaukee residents that drive daily, billboards will allow for brand awareness as well as information on specials and new dishes. Between posters at the bus stops and billboards on the highway and in the city, BoxPark Sushi can reach every resident traveling around Milwaukee.





## Bus Stop Posters

Milwaukee is a metropolitan area with many colleges and universities. Bus stops signage is beneficial when advertising to locals in the immediate area. According to The Milwaukee County Transit System's (MCTS) website, Milwaukee city buses provide 29 million rides per year. Also according to MCTS's website, there were 28,965,674 passenger ridership. With 48 bus routes connecting Milwaukee County, bus stops are key to reaching the local population, including the target market of young urbanites.







boxparksushi\_wi

Follow

3,139 posts 3,518 followers 127 following

Boxpark Sushi Milwaukee A sushi restaurant in the BoxPark Mall featuring an extensive vegan menu containing one-of-a-kind dishes. Fresh: That's just how we roll. [boxparksushiwi.com](http://boxparksushiwi.com)



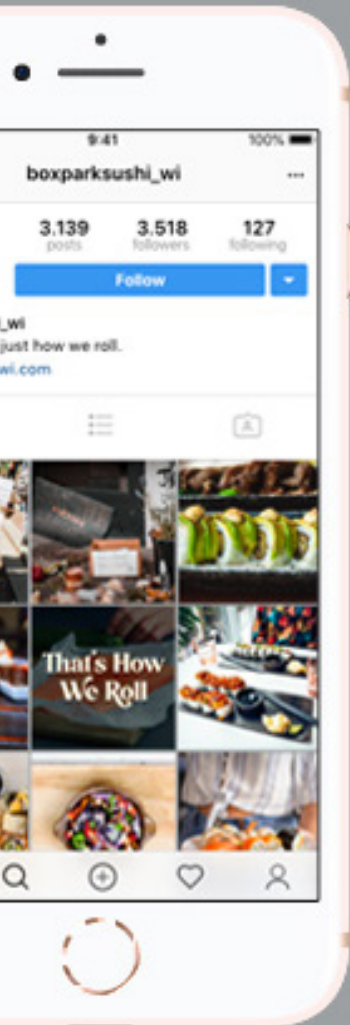
MacBook





# Social Media

Social media is a rare kind of media that allows companies to connect directly with their audience. Additionally, Millennials and Generation Z are heavily active on social media. In fact, many Millennials base their purchase decisions on social media. Social media is a way for brands to connect directly with the community and on. Favorite social media of the target market are Instagram, Facebook, LinkedIn, and Pinterest. The social media best for BoxPark Sushi's brand are Facebook (for the coverage) and Instagram (the aesthetics). According to a 2020 report done by 5W Public Relations, "77% of 18 – 34-year-olds use Facebook on a daily basis," (Pickard-Whitehead, 2020, para. 3).



# Website

Websites are so beneficial for businesses. Firstly, for businesses in areas of high foot traffic, websites allow people on the go to quickly find the business, see the menu, make a reservation, or order takeout. Websites are like a one-stop hub for brands. Websites are a favorite source of information for Generation X, Millennials, and Generation Z. They have become essential to a business' marketing plans. A professional website adds professionalism to a brand and extends a customer's understanding of the business. It also allows for quick, no-contact take out orders. BoxPark Sushi is also active on DoorDash, UberEats, Postmates, and GrubHub making BoxPark Sushi extremely accessible despite the COVID outbreak.





Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore.



>Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore. Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore.

Add to Order

### Today's Specials



Daily Special One Title \$5.99 Daily Special One Title \$5.99 Daily Special One Title \$5.99 Daily Special One Title \$5.99 Daily Special One Title \$5.99 Daily Special One Title \$5.99

See Full Menu

Start an Order

### Full Menu

Sushi & Sashimi	Regular Rolls
TUNA (MAGURA) ..... \$3	TUNA ..... \$4
FATTY TUNA (TORO) ..... \$3	TUNA & AVOCADO ..... \$5
ALBACORE TUNA ..... \$2	SPICY TUNA & CUCUMBER ..... \$5
WHITE TUNA (SHIRO MAGURA) ..... \$2	SALMON ..... \$6
SALMON (SAKE) ..... \$3	SALMON & AVOCADO ..... \$6
YELLOWTAIL (HAMACHI) ..... \$2	ALASKA ..... \$6
RED SNAPPER (IZUMI DAI) ..... \$3	SPICY SALMON & AVOCADO ..... \$5
MACKEREL (SABA) ..... \$3	YELLOWTAIL & SCALLION ..... \$4
SWEET SHRIMP (AMA EBI) ..... \$2	CALIFORNIA ..... \$5
SHRIMP (EBI) ..... \$2	SPICY CALIFORNIA ..... \$5
FLYING FISH ROE (IKURA) ..... \$3	EEL & AVOCADO ..... \$6
SMOKE SALMON ..... \$2	EEL & CUCUMBER ..... \$6
OCTOPUS (TAKO) ..... \$3	GREEN RIVER ..... \$6
SQUID (IKA) ..... \$3	PHILADELPHIA ..... \$5
EEL (UNAGI) ..... \$2	SHRIMP-TEMPURA ..... \$4
CRAB STICK (KANI) ..... \$2	CRUNCH ..... \$5
MARINATED TOFU (INARI) ..... \$3	CHICKEN ..... \$5
EGG (TAMAGO) ..... \$2	SPICY WHITE TUNA ..... \$6

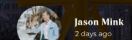
See Full Menu

Start an Order

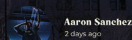
Don't Take Our Word for it



Jenny Walsh  
2 days ago



Jason Mink  
2 days ago



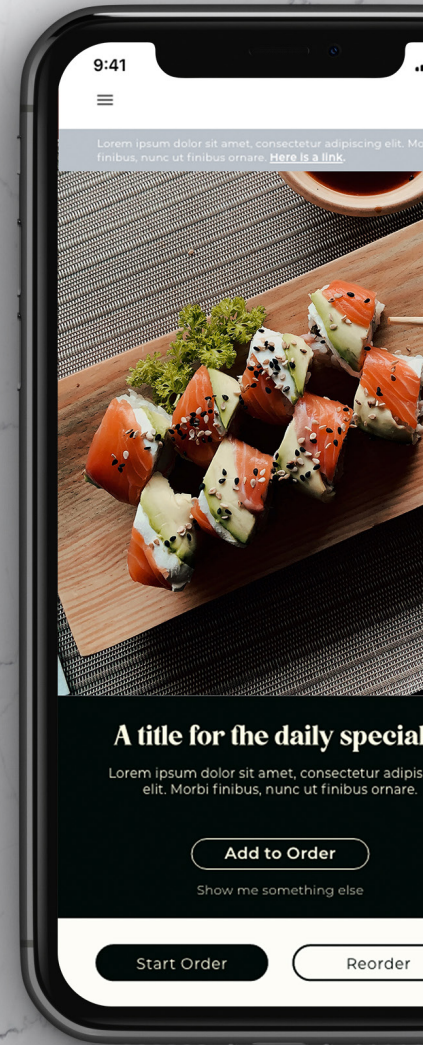
Aaron Sanchez  
2 days ago

# BoxPark Sushi

sum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore.



met, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore. Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore.





## Mobile App

Additionally to a website, apps are developed specifically with mobile operating systems in mind which gives apps a faster load time and better overall mobile experience. Secondly, apps are often shrunk down below the complexity of websites. Good apps have few operations, making them easier to navigate in a mobile setting. The BoxPark Sushi app will allow for a faster, more streamlined ordering experience for customers.





Live News Coronavirus Weather WakeUp Contests More

**Grand Opening**

**BoxPark Sushi**  
TAP TO ORDER

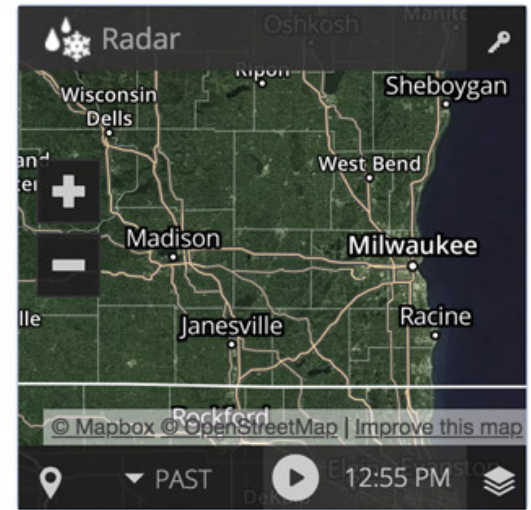


### National Weather Service: EF-0 tornado touched down in Lake Geneva Monday

1 hour ago



Johnson Creek **76°** Fair H: 80° L: 55°



**BoxPark Sushi**

**Grand Opening**

TAP TO ORDER

### FOX6 Investigators



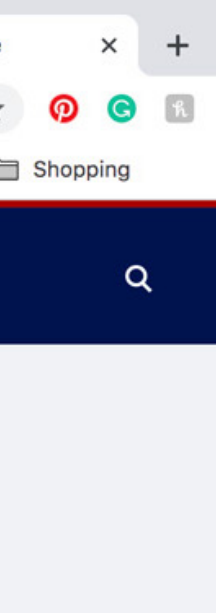
'It's a great feeling:' Wisconsin on disability now eligible

### Watch Live

FOX6 Milwaukee

**FOX6 MILWAUKEE**





## Digital Ads

According to my research, the majority of those who visit Milwaukee come on day trips which means they are close enough to Milwaukee to come and leave in a day. In an effort to reach the local market, BoxPark Sushi will promote on popular local news websites like Fox 6 Milwaukee, which features Milwaukee-based news. Rather than printing in newspapers (which few Millennials and Generation Z read), BoxPark Sushi will do digital ads and homepage takeovers since the target audience for BoxPark Sushi gets their media and news through their various screens. This is specifically helpful considering research shows Millennials and Generation Z are hyper-conscious of their community and value community health.



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