



## A Note from Ted

I founded Savannah Bee Company as a small gourmet honey company that grew out of my passion for beekeeping and honey. I see bees as role models for living in harmony with the environment. Bees live as people should live: naturally, symbiotically, and in a manner that only contributes positively to the world around them.

After 29 years working with bees, I'm confident that my company offers the world's finest honey and body care products available. We spin the purest single varietal honeys out of the comb and into the bottle without blending or processing them. Our Everyday Honey line offers customers blended varietal honeys that have been especially selected to complement the use they are named for. All of our honeys are hand-harvested at the peak of the blooming season to ensure purity. All are KSA certified, and all are 100% pure honey. If I do say so, our honey is the best you'll ever taste.

Our body care products use natural and organic ingredients and work as well or better than those on the market loaded with chemicals. They products feel great on your skin and are packaged in unique, environmentally-sound materials.

I hope that our customers enjoy using all of our products as much as we do making them!

A handwritten signature in dark ink, appearing to read "TED". The signature is stylized with a large, sweeping initial "T" and a smaller "ED" following it.

Ted Dennard

President and Founder of Savannah Bee Company



## Savannah Bee Company Overview

The Savannah Bee Company is a small company located in Savannah, Georgia. Our mission is to go to extraordinary lengths and remote places to produce the finest, most natural honey products available. The company was created in 2002 by founder Ted Dennard and has become internationally recognized for producing artisanal and varietal raw honeys and unique body care products.

Ted's story is a small business entrepreneur classic. Ted was introduced to and developed a passion for the magical world of the hive as a child. That passion eventually led him to begin bottling honey in his kitchen. The response to his all-natural, exquisitely packaged honeys was so enthusiastic he was forced to move his operation to his garage. Soon enough, the time came for Ted to decide if he should take the plunge into creating his own business. In other words, Ted was met with the dilemma of "To bee or not to bee!" He decided that he just couldn't ignore the signs any longer so he quit his job, mortgaged his house, and the Savannah Bee Company was born.

Our business has been built by establishing relationships with small boutiques across the country. Widespread national recognition of the unique nature of our products came in 2003 at the annual Fancy Food Show. A sales representative from Williams-Sonoma, the food catalog powerhouse, came to our booth, tasted the delicious nectar and declared "We love your stuff; we want to pick it up." Just like that, Savannah Bee honey began reaching a national market. And while Williams-Sonoma was followed by Dean & DeLuca, Neiman-Marcus, Whole Foods, Crate & Barrel, and a host of others, we still rely on the thousands of specialty stores that have supported us from the beginning.

The operation today looks a lot different than when Ted made honey in the kitchen or garage and spent his time lugging hives all over the South in an old pickup. In fact, Savannah Bee became a member of the Inc. 5000 in 2009. But the passion for bees and commitment to creating the highest quality products hasn't changed a bit.

"I just love it," he says. "I can't imagine doing anything else."



## Bee Healthy

At the Savannah Bee Company, we are passionate about spreading the word about honey! Not just how delicious it is and what a gourmet treat it can be but also how good it is for you. The healing properties of honey have been recognized for over four thousand years. Hippocrates, the father of modern medicine incorporated honey into many of the cures he prescribed. The Egyptians had over 500 medical formulas based on it, and the Greeks used it to cure skin disorders. With more and more people seeking natural solutions to health issues, the healing properties of honey are again in the limelight. Research being carried out around the world today reaffirms what our ancestors already knew. It suggests that honey helps in the healing and sterilizing of wounds and ulcers, in the growth of new skin, and has many antibacterial properties to promote healing. Making honey a regular part of your diet has also been recognized as a way to boost antioxidants in the body and promote general health and well-being.

Because honey is high in sugar and low in protein and quite acidic, it helps to kill the contaminants it comes into contact with. The main antibacterial agent in honey is hydrogen peroxide (H<sub>2</sub>O<sub>2</sub>), which is released when honey touches the skin. This is produced by the enzyme glucose oxidase which is introduced into honey by the bee.

Here are just a few of the ways that honey heals:

- **Treating Allergies**

The most effective way to treat allergies with honey is to begin chewing honeycomb every day one to two weeks before allergy season begins. Chew a piece of honeycomb as long as possible as though it were a piece of gum.

- **Relieving Coughs**

Honey can soothe a sore and scratchy throat and help heal coughing. Cover a whole lemon with water and bring it to a boil. Simmer over low heat 10 minutes. After it cools, cut the lemon in half and squeeze the juice into a 4 oz jar. Add 2 Tablespoons of glycerin and fill the remaining space in the jar with honey. Stir the mixture before taking 1 teaspoon during the day, one before bedtime and one during the night if necessary.

- **Treating Asthma**

Mix 1 teaspoon of honey with ½ teaspoon of cinnamon. Take the mixture at bedtime.

- **Treating Burns**

Apply honey to the burn with a cotton swab and then cover it with a soft bandage. Change the dressing daily until the burn is healed.

- **Preventing Scars**

Honey has a hygroscopic nature. This means that when honey is exposed to air, it draws moisture in from the air. This is very useful as honey may help to prevent scarring by keeping the skin moist and help in the growth of new tissue. A simple tip for minimizing scarring is to apply a small amount of honey to a wound with a cotton swab prior to applying a bandage. This will prevent the bandage from sticking and promote healing.

- **Treating Eczema**

The healing properties of honey have been known to alleviate or even cure eczema. Use a honey-based salve daily on the affected area.



## **Un.Bee.lievable Honey**

Artisanal, single varietal honey is rare and beautiful. It is carefully extracted by small producing beekeepers and delivered in its raw form. It is not heated, treated or blended with any other honey, and has layers of complex flavor. As soon as you taste single varietal honey you know how different it is. Just as not all wine rootstock is created equal, the nectar from some flower blossoms and the manner in which they are handled produce far superior honey. At Savannah Bee, we are committed to bringing only the purest, highest quality single varietal honey available to market.

### **Premium Single Varietal Honey**

- **Tupelo**  
Tupelo is the Queen of the honey world and the “gold standard” by which all others are measured. Harvested each April along remote rivers in Southeastern Georgia, it is one of the rarest and most valuable honeys in the world. Tupelo has a subtle buttery texture that melts on your tongue and fills your mouth with a warm, sweet taste.
- **Acacia**  
This extraordinary honey is produced from the blooms of the acacia tree. It hails from the foothills of the Alps in Northern Italy. It has a clean, light vanilla taste and is delicate on the palate. Acacia honey will never crystallize.
- **Orange Blossom**  
Made in Florida in the early spring when the citrus trees are in bloom, this thick, juicy honey is characterized by its candy-sweet, rich, blossom flavor. This delicious honey is an explosion of citrus on the palate followed by hints of toffee and almonds.
- **Winter White**  
Made from wildflowers in the highlands of Idaho, this exquisite white honey has a smooth creamy texture that feels like snow melting on your tongue. It has a pure, clean, taste with just a hint of fruit and cinnamon.
- **Black Sage**

From the Black Button Sage plant in the Sierra Nevada Mountains in California, Black Sage honey is made every four out of ten years because of the large amount of rain needed for the flower to bloom. It has a delicate and mild earthy taste and is another of our honeys that will never crystallize.

- **Sourwood**

This distinctive, award-winning honey has an earthy, complex, flavor profile with hints of maple and spice. Produced in the Southern Appalachian Mountains, it can only be produced in small batches. Sourwood has a tint of purple-brown color and will also not crystallize.

## **Everyday Honey**

The mission of Savannah Bee is to educate the consumer about the magical world of honey and the honeybee. While foodies have long understood how remarkable varietal honey tastes, most people don't understand why it is different or even how to use honey beyond tea and toast. The Everyday Honey line has set out to change that and to integrate honey as a regular ingredient into the daily taste bud treats for consumers much the way Olive Oil and Balsamic Vinegar have before it. With a price point 20% below the premium line and packaging that conveys up front how to use it; our hope is that consumers will explore the many wonderful ways to enjoy honey every day. The line further reinforces Savannah Bee as the go-to company for innovation in the honey industry.

- **Tea Honey**

Tea Honey is a special varietal blend of honeys chosen to compliment the delicate nature and flavor of teas. This honey combined with the aromatic steep of fine teas creates an exceptional taste experience. Tea Honey is equally delicious in coffee, lemonades and mojitos.

- **Cheese Honey**

Cheese Honey is a special varietal blend of lighter flavored honeys chosen to compliment gourmet cheeses. It is especially good paired with salty cheeses like Manchego and more pungent cheeses such as tangy, creamy blue cheeses. Cheese Honey is equally delicious on biscuits or as an alternative to refined sugar in baking.

- **Grill Honey**

Grill Honey is a special varietal blend of honeys with a bolder flavor profile chosen to brighten the flavor of foods fresh off the grill. It has a bold, maple spice flavor with a touch of sweetness. This honey is perfect for caramelizing meats, veggies and seafood on the grill. Grill honey also adds a distinctive flavor to marinades, vinaigrettes and sauces.



## **Bee Beautiful**

A few years ago, Ted Dennard had a beauty epiphany. He was washing his hands at the end of a day working with the hives and noticed how clean and soft they were. He wondered how he could bring the beauty secrets and benefits of the hive to the market. He began experimenting and created a line of all natural beauty products made from honey and other plant and nut extracts. Today, Savannah Bee produces body butter, hand cream and salve, certified organic lip balms and natural and organic lip tints.

Honey is an ideal base for beauty products. It is a natural preservative and antibacterial agent, it protects and promotes moisture in the skin, and it is a humectant. This means that it attracts and holds moisture from the atmosphere and retards evaporation. Good stuff when it comes to skin care!

All of our beauty products are infused with essential oils making them creamy not waxy. Many include royal jelly – the age-defying super food for bees that promotes skin elasticity- and propolis.

At Savannah Bee, we strive to make our products and our packaging as pure as possible. That's why our products contain no petroleum derivatives, parabens, preservatives, talc, DEA, sodium lauryl, sodium sulfate, artificial colors, synthetic fragrances, or propylene glycol. Even our packaging is designed to minimize waste. We use recyclable aluminum and glass whenever possible, and when plastic can't be avoided we incorporate the highest level of recycled content available.



## **Savannah Bee Company Body Care Products**

### **Royal Jelly Body Butter**

Our Royal Jelly Body Butter is our premium body care product. Royal Jelly is a precious product from the hive that is combined with beeswax and propolis to nourish and moisturize. This top selling luxurious and natural body butter promotes elasticity and soft, supple skin.

### **Beeswax Hand Cream**

Beeswax and Royal Jelly replenish and nourish skin. We add softening Peach Kernel Oil, anti-oxidizing Blueberry extract, and healing propolis to create our Beeswax Hand Cream. Freshly scented, our long lasting formula protects and softens hard-working hands with all-natural moisture.

### **Beeswax Hand and Nail Salve**

Loaded with restorative oils and vitamin E, this non-greasy treatment protects and conditions skin. Deep healing on damaged cuticles and rough feet, yet gentle enough to protect wind burned cheeks and chapped lips. *Certified Organic.*

### **Beeswax Lip Balms**

Savannah Bee Natural and Organic Balms are formulated to be compliant with the Whole Foods Premium Body Care Quality Standards. Offered in three Southern-style varieties, the Organic Mint Julep and Organic Earl Grey are USDA Certified Organic and the Tupelo Honey is 92% organic. Our soothing base ingredient is organic beeswax, a naturally healing and moisturizing miracle of nature.

### **Beeswax Lip Tint**

As a sleek alternative to lipstick, we offer our Savannah Bee Company Lip Tints with a hint of shimmering color. Never made with cochineals or carmine, our pretty colors look natural on the lips because they come from 100% natural sources. The same healing properties that are in our pink Peach Blossom, berry Blackberry, and neutral brown Tupelo Honey shimmering lip tints.



## **Savannah Bee Company Awards**

### **2011**

Sofi Awards Silver Finalist

Tupelo Flute

Best Downtown Shop & Best Gift Shop

*Savannah Morning News*

### **2010**

Ernst & Young Entrepreneur of the Year Award

Regional Finalist

Flavor of Georgia

Best BBQ or Hot Sauce

Flavor of Georgia

Grand Prize Winner Best Overall Product

Inc. 5000

### **2009**

Inc. 5000

### **2008**

Gallo Family Vineyards Gold Medal Awards

Grand Prize Winner, Outstanding Condiment

Flavor of Georgia

Best Natural/Organic Product

Entrepreneur of the Year

Finalist, Southern Region

Alfred P. Sloan Awards for Workplace Flexibility

Finalist

### **2007**

Michael Bunn, Sr. Memorial

Rising Star Award

Savannah Bee Company  
Small Business Assistance Administration

SBDC Georgia Small Business Person of the Year

Ted Dennard

Ex.Tracts - New Discoveries in Beauty and Wellness

Best New Product - Natural/Organic

Flavor of Georgia

1<sup>st</sup> Place Natural/Organic

**2006**

Atlanta International Gift & Home Furnishings Market

Outstanding Visual Presentation  
Best of Category - Market Temporaries



Press

Here is a sampling of the magazines that Savannah Bee Company has been featured in throughout the years!



