

PAUL FORCINITI

RESTAURANT CONSULTANT
SYSTEMS. STRUCTURE. PERFORMANCE. PROFITABILITY.



RESTAURANT OPERATIONS & OPENING ADVISORY

Operational structure • Kitchen systems • Menu engineering • Multi-unit F&B performance

PAUL FORCINITI | HOSPITALITY ADVISORY

EXECUTIVE POSITIONING

Structure Behind Performance

I support restaurants, hotels, and hospitality groups in translating culinary vision into disciplined operational systems. The work focuses on openings, kitchen structure, menu engineering, food cost control, leadership alignment, and execution standards.

The goal is simple: build operations that can perform consistently beyond the opening period, the chef change, or the first wave of creative energy.

MOST RESTAURANTS DO NOT FAIL BECAUSE OF FOOD.

They fail because there is no operational structure behind execution.

CONCEPT

Clarify the culinary identity, guest promise, menu direction, and operational feasibility behind the restaurant.

SYSTEMS

Build the recipe structure, prep flow, purchasing discipline, cost controls, and leadership tools needed to operate.

EXECUTION

Align service realities, kitchen rhythm, team accountability, and performance standards around consistent delivery.

Where the Work Creates Value

The advisory focus sits at the intersection of culinary identity, operating systems, and financial performance. Each engagement is tailored to the stage, complexity, and operational reality of the client.

I

Restaurant & Hotel Openings

Pre-opening planning, implementation calendars, brigade structure, service flow, kitchen readiness, and execution standards.

II

Kitchen Systems

Recipe architecture, prep systems, purchasing routines, inventory structure, station organization, and production discipline.

III

Menu Engineering

Food cost control, contribution margin thinking, pricing structure, menu mix, item performance, and profitability alignment.

IV

Multi-Outlet F&B Operations

Support for complex hotel environments, banquet integration, room service, pool, restaurant, and event operations.

V

Operational Assessments

On-site evaluation of leadership, workflow, prep, execution, sanitation, purchasing, systems, and service realities.

VI

Leadership Support

Support for chefs, sous chefs, F&B leadership, and ownership during transition, onboarding, and implementation periods.

The Pattern Behind Underperformance

Most underperforming restaurants have symptoms that appear culinary, but the root cause is often operational. The work identifies where performance is leaking and builds the structure required to correct it.

01

INEFFICIENT KITCHEN OPERATIONS

- No structured prep systems
- Inconsistent station organization
- Weak production planning
- Service pressure created by poor workflow

02

MENUS WITHOUT PROFIT CLARITY

- Items priced without margin logic
- No link between menu and labor reality
- No clear cost control rhythm
- Creativity disconnected from business model

03

CONCEPTS WITHOUT EXECUTION STRUCTURE

- Vision not translated into systems
- No standards behind guest experience
- Leadership roles unclear
- Operations not designed for consistency

A Practical, Operator-Led Approach

The process is designed to move from assessment to implementation without losing the realities of service, staffing, purchasing, prep, and leadership behavior.



Tools That Turn Vision Into Operation

Deliverables are built to be used by operators, not stored in a folder. The focus is clarity, adoption, and measurable performance inside the operation.

Operational Control

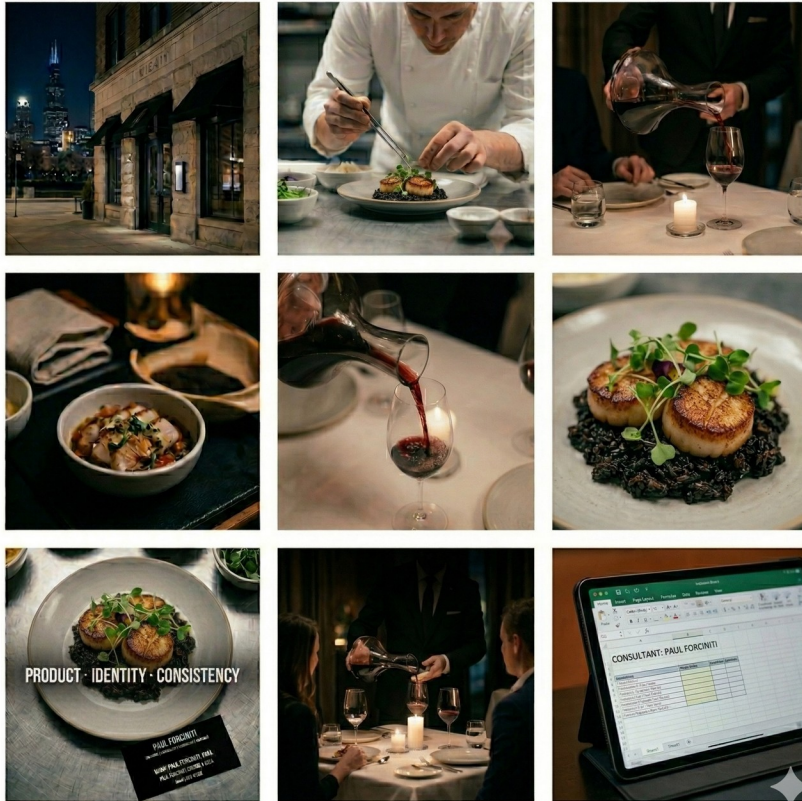
- Kitchen operations assessment
- Implementation roadmap
- Opening support calendar
- Leadership structure and role clarity
- Prep, station, and workflow standards
- Weekly operational reporting rhythm

Financial & Menu Discipline

- Recipe costing structure
- Purchasing and vendor control routines
- Inventory and food cost tracking
- Menu engineering categories
- Contribution margin logic
- Profitability-driven menu adjustments

International Operator Experience

More than 20 years across restaurants, hotels, catering operations, culinary education, and hospitality consulting. Experience includes Buenos Aires, Paris, Mexico City, New York, Washington DC, and the U.S. Midwest.



Built Across Real Operations

- Luxury hotel and multi-outlet environments
- Restaurant concept development and repositioning
- High-end catering and large-scale events
- Culinary leadership and team training
- Operational systems, cost control, and execution standards

The work is practical, hands-on, and built for teams that need structure, not theory.

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www.paulforciniti.com

hello@paulforciniti.com