



**BLAU**

**+ASSOCIATES**



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WHO WE ARE

## OWNERS, OPERATORS, DEVELOPERS, PARTNERS.

A strategic restaurant planning and development firm that specializes in providing the fresh, creative, and sound business advice required to build exceptional food and beverage concepts. A passionate team of experienced restaurant professionals focused on designing creative hospitality solutions and signature dining experiences for a diverse range of clients. Founded in 2002, our firm offers clients a unique blend of proven operations experience, analytically driven business insights, and unrivaled industry access to deliver customized hospitality and restaurant solutions.

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EXECUTIVE TEAM



## ELIZABETH BLAU

FOUNDER + CEO  
elizabeth@elizabethblau.com

Elizabeth is one of the most established and respected experts on restaurant development and operations in the country. Blau co-founded Elizabeth Blau + Associates in 2002 with her husband, chef Kim Canteenwalla. With an impressive food service career spanning nearly three decades, Blau is widely credited as being a key player in transforming Las Vegas into a world-class culinary destination. An alumni of the Cornell School of Hotel Administration's masters program, Blau has long served as an arbiter of taste in today's dining scene.

As a food and beverage executive at Mirage, MGM Resorts, and Wynn Resorts, and as Steve Wynn's chosen culinary advisor, she has personally overseen the development of groundbreaking food and beverage programs, including the Bellagio, MGM Grand, and both the Wynn and Encore resorts. She continues to lead the industry with her innovative and fresh approach to hospitality. Deftly distinguishing fad from trend, irrelevant from significant, Blau's skilled touch defines her work in Las Vegas and around the world.

Actively involved in her community and profession, Blau serves as a Trustee at the Culinary Institute of America, on the Dean's Advisory board at University of Nevada, Las Vegas, and sits on the board of Communities in Schools, in Las Vegas.

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EXECUTIVE TEAM



## KIM CANTEENWALLA

PRINCIPAL + MANAGING DIRECTOR  
kim@elizabethblau.com

Chef Canteenwalla is a visionary artist whose hands-on familiarity with restaurant operations, attention to detail, wealth of culinary knowledge and vast global experience characterize his many accomplishments. Principal and co-founder of Blau + Associates, along with wife Elizabeth Blau, he is also co-owner and culinary visionary behind the wildly successful Honey Salt restaurant in Summerlin, Las Vegas.

The former executive chef of the MGM Grand in Las Vegas and the Beau Rivage in Biloxi, MS, Canteenwalla has helmed restaurants and resorts around the world, including Cambodia, Indonesia, Dubai, and Thailand. He is a four time participant in Best Hotel Chefs in America series at the James house and, along with chef Kerry Simon, co-champion of Iron Chef American battle hamburger.

Like his wife, Canteenwalla is an active supporter of both his industry and his community. A participant in dozens of high profile culinary events, including guest chef appearances around the world, Canteenwalla also proudly serves on the Culinary Council of Three Square, a Las Vegas based food bank. He also serves as a culinary advisor for Las Vegas's Life Is Beautiful Festival, an annual celebration of art, music, and food in Downtown Las Vegas.



## JASON LAPIN

PRESIDENT + COO  
jason@elizabethblau.com

Jason Lapin developed a passion for all things culinary at the age of fourteen while working as a busboy at Don's Drive-In in Livingston, NJ. A third generation restaurateur and graduate of Cornell University's School of Hotel Administration, Lapin joined Blau & Associates in 2004 after a long career of nationally recognized and critically acclaimed openings and senior management positions.

His impressive track record includes opening GM of Mark Miller's Red Sage, in Washington DC; Vice President of Sir Terence Conran's Guastavino's Inc. in New York City; opening GM of Craftsteak, in Las Vegas; and opening GM of Spago, Las Vegas, where he was the youngest GM in the history of the Puck group. In collaboration with Elizabeth Blau and Kim Canteenwalla, Lapin has built Blau + Associates into an internationally recognized food service development company with an impressive and extensive client roster.

## SEAN KAHLENBERG

SENIOR CULINARY CONSULTANT/CORPORATE EXECUTIVE CHEF

Chef Sean began his culinary journey at the age of 16 in his hometown of Wollongong, Australia. A graduate of the CIA, a world traveler, and avid rock climber and endurance athlete, he has spent the last decade working in some of Las Vegas's most respected kitchens including: Bradley Ogden, Commander's Palace, Louis's Fish Camp, Café Boulud, and Society at Encore. An established kitchen leader with a passion for teaching, Chef Sean leads the on-site training and implementation of Blau + Associates strategies and provides diverse and experience based guidance on all things culinary.

## JUSTIN NILSON

CULINARY CONSULTANT/CORPORATE PASTRY CHEF

Born and raised in Connecticut, Justin is a Bay Area resident and graduate of both The Academy of Art College and City College of San Francisco. A designer, artist, and self-taught cook, over the past 19 years he has established himself as an award winning pastry chef and restaurant design professional. Justin provides creative input and guidance as well as hands on training and on property implementation for Blau + Associates culinary and design strategies.

## TIM MARTIN

SENIOR ANALYST

A self proclaimed "restaurant geek," Tim has had a lifelong passion for the world of hospitality. He began his career with a kitchen internship in Hanoi, Vietnam while completing his thesis in social theory during his senior year at Hobart College. After graduation, he continued to cook professionally and travel as much as possible. In 2011 he earned his Masters at Cornell University's School of Hotel Administration. Drawing from his diverse experiences, he offers creative, analytical, and strategic support for the Blau + Associates team.

## SEINA GEBBEN

ANALYST

The daughter of a chef and the graduate of University of Michigan Ross School of Business, Seina began her career in structured finance, working Ernst & Young and BNY Mellon. She left finance to pursue her culinary passions, attending Le Cordon Bleu in Los Angeles, and cooking in Los Angeles before striking out on her own. Combining her financial experience and hands on operations knowledge, Seina provides critical analytical support for the Blau + Associates team.



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WHAT WE DO

## WE SERVE UP MANY DISHES

At Blau + Associates we have a first hand understanding of the complexity of successful food & beverage operations, and a firm grasp on the diverse skill sets required to ensure them. Our firm has worked on a wide-range of portfolio projects, from international luxury hotels & casinos to culinary development for national restaurant chains. From analysis and financial models to ideation and menu creation we have the experience, knowledge, and skills, to craft workable, client-focused solutions at all stages.



### STRATEGY ASSESSMENT

- RESTAURANT CONCEPT FEASIBILITY, DEVELOPMENT, AND IMPLEMENTATION
- EVALUATION AND RE-CONCEPTUALIZATION OF UNDER-PERFORMING RESTAURANTS
- COMPETITIVE SET AND SWOT ANALYSIS; IDENTIFICATION OF CONCEPTUAL OPPORTUNITIES
- REVIEW OF MANAGEMENT PERFORMANCE AND FOOD & BEVERAGE OBJECTIVES
- MENU ENGINEERING, COSTING, AND PURCHASING ANALYSIS
- PROJECT MASTER PLAN DEVELOPMENT AND CULINARY PROGRAMMING ADVISEMENT

### CONCEPT DEVELOPMENT

- COMPREHENSIVE DEVELOPMENT OF ORIGINAL SIGNATURE RESTAURANT CONCEPTS
- BUSINESS STRATEGY DEVELOPMENT
- CULINARY IDEATION AND MENU DEVELOPMENT
- ASSISTANCE IN SELECTION OF ARCHITECTURAL AND KITCHEN DESIGN FIRMS
- PLACEMENT OF CELEBRITY CHEF CONCEPTS

### TENANT SEARCH AND SELECTION

- IDENTIFICATION AND NEGOTIATION OF STRATEGIC THIRD PARTY MANAGEMENT PARTNERS
- REAL ESTATE SITE CRITERIA ADVISEMENT, LOCATION ASSESSMENT AND LEASE NEGOTIATION
- EXECUTIVE AND MANAGEMENT SEARCHES

### PROJECT MANAGEMENT

- COORDINATION AND REALIZATION OF CONCEPT FROM PLANNING TO OPENING
- HANDS-ON ASSISTANCE, COLLABORATION, AND ADVISEMENT THROUGHOUT PROJECT
- ON-SITE SUPPORT, TRAINING, AND MANAGEMENT DURING OPENING
- MARKETING AND PR STRATEGIES ADVISEMENT AND IMPLEMENTATION

### LONG TERM OPERATIONS

- ONGOING RESTAURANT SUPPORT AND ASSET MANAGEMENT
- FULL SERVICES PACKAGE INCLUDING FINANCIAL, STRATEGY, AND DAY TO DAY MANAGEMENT



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WHAT WE DO



## RESTAURANT OPERATIONS

Above all, we are restaurant operators. Whether designing a new signature outlet for a client or cooking in our own kitchens, everything we do is informed by our team's combined century of operations experience. It is what we are passionate about, and where we all started. We believe in practicing what we preach, and give our clients unique access to the lessons we learn operating our own restaurants every day.

## CURRENT OPERATIONS

### HONEY SALT, LAS VEGAS

[HTTP://WWW.HONEYSALT.COM](http://www.honeysalt.com)

- NEIGHBORHOOD RESTAURANT SERVING LUNCH, DINNER, AND BRUNCH
- WINNER 2012 BEST NEW RESTAURANT, LAS VEGAS REVIEW JOURNAL
- WINNER 2013 RESTAURANT OF THE YEAR, EATER LAS VEGAS

### BUDDY V'S, THE VENETIAN, LAS VEGAS

[HTTP://WWW.BUDDYVLASVEGAS.COM](http://www.buddyvlasvegas.com)

- COLLABORATION WITH BUDDY VALASTRO, TLC'S CAKE BOSS
- CASUAL RED SAUCE ITALIAN CONCEPT
- NAMED ONE OF 2013'S 50 MOST ANTICIPATED OPENINGS, EATER NATIONAL

### SIMON RESTAURANT, PALMS PLACE, LAS VEGAS

[HTTP://WWW.PALMS.COM/CASUAL-DINING/SIMON](http://www.palms.com/casual-dining/simon)

- COLLABORATION WITH LAS VEGAS CELEBRITY CHEF, KERRY SIMON
- MODERN AMERICAN MENU IN DAVID ROCKWELL DESIGNED DINING ROOM
- SERVING BREAKFAST, LUNCH, DINNER, AND BRUNCH TO HOTEL GUESTS AND PALMS PLACE RESIDENTS



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PARTNERS & CLIENTS



## OUR PARTNERS & CLIENTS

Since 2002 Blau + Associates has worked with a diverse and impressive range of restaurant companies, resorts, hotels, casinos, and developers in a wide variety of capacities. Working side by side with some of the best in the industry, we have created numerous signature experiences, and built many enduring relationships. For us, every project is a priority, and we deeply value our clients, and their success.

A photograph of a restaurant interior. On the left, a large, ornate chandelier hangs from the ceiling. The wall behind it is covered in various framed pictures and mirrors. In the center, a bar area is visible with a dark countertop and a curved bar. The floor is dark wood. In the foreground, a table with a red and blue patterned tablecloth is partially visible. The lighting is warm and ambient.

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## RESTAURANTS

- LE CIRQUE NEW YORK, NY
- NOMI CHICAGO, IL
- CHE AH CHI SEDONA, AZ
- STOCK TORONTO, ON
- THE PENTHOUSE SANTA MONICA, CA
- FIX LAS VEGAS, NV
- STACK LAS VEGAS, NV
- SOCIETY CAFE AT ENCORE LAS VEGAS, NV
- CABO WABO CANTINA LAS VEGAS, NV
- SIMON LA LOS ANGELES, CA
- EIGHT K SNOWMASS, CO
- TURNBERRY LAS VEGAS, NV
- POWDERED SUGAR NEW ORLEANS, LA
- UPSTATE TAVERN/T'S STEAK VERONA, NY
- TGIFRIDAYS NATIONAL
- IHOP NATIONAL
- BJ'S BREWPUB NATIONAL

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## HOTELS & RESORTS

- THE KOR GROUP/ VICEROY HOTELS
- MARRIOTT HOTELS
- TERRANEA RESORT
- ENCHANTMENT RESORT
- VAIL CASCADE RESORT
- HOTEL ICON HOUSTON
- TRUMP TORONTO
- PARK HYATT CHICAGO
- THE PLAZA NEW YORK
- ONE & ONLY RESORTS
- MONTAGE HOTELS & RESORTS
- RED MOUNTAIN RESORT & SPA
- HYATT FRENCH QUARTER
- RITZ CARLTON
- CELEBRITY CRUISES
- CARNIVAL CRUISES

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## CASINOS/ DEVELOPERS

- WYNN RESORTS
- MGM/MIRAGE RESORTS
- MOHEGAN SUN HOTEL & CASINO
- TRUMP ENTERTAINMENT RESORTS
- PARAGON GAMING
- STATIONS CASINO
- TURNING STONE RESORT & CASINO
- TROPICANA CASINO & RESORT
- RIVER CREE RESORT & CASINO
- GORDON GROUP
- BOSTON CONSULTING GROUP
- ROUSE COMPANY
- VORNADO REALTY TRUST
- ISLAND CAPITAL VENTURES
- SBE/SLS

## ELIZABETH BLAU

- UNLVINO DOM PERIGNON AWARD OF EXCELLENCE; LAS VEGAS, NV
- GOLD PLATE AWARD, INTERNATIONAL FOODSERVICE MANUFACTURERS (IFMA)
- HOSPY AWARD, LAS VEGAS NETWORK OF EXECUTIVE WOMEN IN HOSPITALITY (NEWH)
- SILVER SPOON RECIPIENT, FOOD ARTS MAGAZINE
- FEATURED SPEAKER, MILIKEN GLOBAL CONFERENCE; LOS ANGELES, CA
- DREAM BUILDER OF THE YEAR, I HAVE A DREAM FOUNDATION OF LAS VEGAS
- COMMENCEMENT SPEAKER, CULINARY INSTITUTE OF AMERICA; HYDE PARK, NY
- DEAN'S DISTINGUISHED LECTURE SERIES SPEAKER CORNELL UNIVERSITY; ITHACA, NY
- FEATURED GUEST SPEAKER, ECOLE HOTELIERE; LAUSANNE, SWITZERLAND
- BOARD OF TRUSTEES FOR THE CULINARY INSTITUTE OF AMERICA

## KIM CANTEENWALLA

- VEGAS MAGAZINE VEGAS DOZEN AWARD
- FEATURED CHEF, JAMES BEARD HOUSE; NEW YORK, NY
- CULINARY COUNCIL MEMBER, THREE SQUARE; LAS VEGAS, NV
- CULINARY ADVISEE, LIFE IS BEAUTIFUL FESTIVAL; LAS VEGAS, NV
- GUEST CHEF, ECOLE HOTELIERE; LAUSANNE, SWITZERLAND
- GUEST CHEF, ATP SHANGHAI ROLEX MASTERS; SHANGHAI, CHINA
- 2009 BEST NEW RESTAURANT FOR SOCIETY CAFÉ, ESQUIRE MAGAZINE
- BATTLE HAMBURGER CO-CHAMPION, IRON CHEF AMERICA
- GUEST SPEAKER, CIA WORLD OF FLAVORS, GREYSTONE; ST. HELENA, CA

## JASON LAPIN

- PANELIST CORNELL UNIVERSITY HOTEL EZRA CORNELL (HEC); ITHACA, NY
- FEATURED SPEAKER GLOBAL GAMING EXPO (G2E); LAS VEGAS, NV
- SEMINAR LEADER CANADIAN GAMING SUMMIT; TORONTO, ON
- GUEST SPEAKER MARRIOTT CULINARY COUNCIL; CHICAGO, IL
- FEATURED SPEAKER EDWARD DON NATIONAL ACCOUNTS MEETING; PITTSBURGH, PA
- GUEST SPEAKER, CIA WORLD OF FLAVORS, GREYSTONE; ST. HELENA, CA



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