



## **Welcome to Capitol Hospitality Solutions**

Capitol Hospitality Solutions provides operational, strategic, consulting and creative services to the food service industry. The firm's leaders are real-world concept developers and operators. They are hands-on and collaborate with you every step of the way.

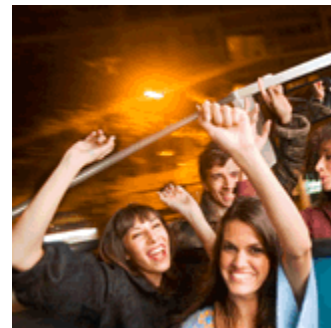
### **Who We Are**

Capitol Hospitality Solutions leaders are seasoned, hands-on restaurant and hospitality executives. Together, Peter Yaffe and Stephen Sappe have over 50 years of experience with companies such as Hilton Hotels, Morton's, Lettuce Entertain You and Destin Development Company. Peter and Stephen have extensive backgrounds at launching new concepts, completing turnarounds, installing operational and financial systems that increase revenues and profits, and hiring, upgrading and training large staffs. They are regular speakers at professional societies and training seminars.



### **What We Do**

With decades of in-market experience, Capitol Hospitality Solutions provides clients a myriad of services that help boost revenues and improve profitability. Their clients include restaurant owners/operators, small and large restaurant chains, catering operators, entertainment complexes, multiuse hospitality facilities and specialty markets that enjoy and benefit from their refined and custom-tailored services:



#### **Daily Operations**

- \* Operational analysis/audit
- \* Development and implementation of operations manuals

- \* Control techniques and systems implementation
- \* Crew development, training and productivity
- \* Hiring guidelines development
- \* Recruitment services
- \* Preventative maintenance program implementation
- \* Daily cost reporting and analysis

#### Concept Design and Development

- \* New-concept development
- \* Concept repositioning
- \* Marketing program development
- \* Menu and recipe creation
- \* New-menu rollouts

#### Financial Services

- \* Business plans
- \* Budget and financial packages
- \* Financial analysis
- \* Recommendations for enhancing financial performance
- \* Budget monitoring processes and implementation
- \* Accounting services

#### Purchasing Program

- \* Purchasing audit and analysis
- \* Access to quality vendors



## Peter N. Yaffe

Peter is an expert at creating and launching new concepts, improving existing concepts and reviving those that need a turnaround. Peter is known for his extraordinary ability to apply smart business principles to a wide breadth of restaurant and hospitality operations. Peter is a graduate of Georgetown University and received his MBA from George Washington University. His experience includes:



\* President, Chief Operating Officer of LFB Enterprises, Inc. One of Maryland's largest hospitality groups that includes four high-volume catering operations, a restaurant, a night club, a gourmet-to-go food operation and a concession business. Peter was responsible for all day-to-day, hands-on unit operations. The general managers, corporate chef and comptroller reported directly into Peter. He supervised menu development, sales and marketing programs, and the repair and maintenance departments; set standards for recruiting and hiring staff, and instituted a companywide sales and profit management program. Also, he was responsible for budgeting, financial reporting and negotiating all corporate-wide vendor programs.

\* Executive Vice President, Operations of Destin Development Company, Inc. A prominent hospitality group in Northwest Florida on the Gulf of Mexico. Peter ran five high-volume seafood restaurants, a 1950s style 24-hour diner, three apparel stores, a sweets shop, a high-volume night club, a golf/amusement center, a concession business and a concert amphitheater, which featured acts such as Melissa Etheridge, Brooks & Dunn and the Eagles. In full season, the company employed over 1,000 people. Nine general managers reported to Peter, as did the repairs and maintenance manager, corporate chefs and the comptroller. Peter raised the professionalism of the staff by developing and implementing a training program for all employees from busboys to upper management. As part of that, he created the mini-manager program. He installed a preventative maintenance program and created a multimillion-dollar three-continent network for purchasing seafood. Peter revamped all computer operations from point-of-sale to the accounting office. Peter also increased quality control, revenues and profits.



\* Vice President, Director of Operations, Capital Restaurant Concepts. A 19-unit hospitality group that featured 13 different concepts including Paolo's Ristorante, Old Glory All-American Barbecue and J. Paul's Dining Saloon. Peter directed the opening of 12 restaurants, including 9 different concepts. Most notably was Paolo's Ristorante in Baltimore's Inner Harbor, which, within a year, produced the highest sales per square foot volume of any Rouse Company property in its history.

\* Director of Operations. Aquilon Restaurant Corporation. Peter ran the operations for Arizona 206 helping it become the first nonwhite-table cloth restaurant to receive three stars from The New York Times. Also, Peter ran Sign of the Dove, Contrapunto, Yellowfingers and Ecce Panis.

\* Director of Operations, Morton's - The Steakhouse. Working directly for Arnold Morton, Peter oversaw six restaurants with over 400 employees and a management staff of 20.

\* General Manager, Lettuce Entertain You Enterprises, The Pump Room. Peter's responsibilities included room service and catering for the Ambassador East Hotel. Peter was part of the new-restaurant opening team for Lettuce Entertain You. He worked directly with Richard Melman.

\* General Manger, Seventeen Eighty Nine, Inc. Peter managed 1789 an upscale French restaurant in DC, along with F. Scotts, an exclusive supper club and The Tombs, an informal restaurant and sporting saloon. Seventeen Eighty Nine, Inc. has been in business for over 40 years.

## Stephen D. Sappe

A nationally recognized executive chef, Stephen's hands-on experience in the day-to-day operations with kitchens large and small have been invaluable in helping Capitol Hospitality Solutions clients. He has been an executive chef with the Hilton Hotels Corporation, Corporate Executive Chef of a large, multiple-location catering company, and owner of a profitable small business. Stephen is a graduate of the Culinary Institute of America. His experience includes:



\* Corporate Executive Chef, LFB Enterprises, Inc. One of Maryland's largest hospitality groups including four high-volume catering, restaurant and institutional feeding operations that include Truffles at the Belvedere Catering, Truffle Off Premise Catering, three La Fontaine Bleu catering locations, The Owl Bar Restaurant and the 13th Floor Nightclub, both at the Belvedere in Baltimore. Stephen managed six location chefs, negotiated primary supplier programs, developed new revenue streams, and created new catering events and concepts.

\* Executive Chef, Hilton Hotels Corporation. Stephen was one of the fastest-rising executive chefs in Hilton Hotels' history. First hired from CIA to work at the Myrtle Beach Hilton as a restaurant chef, he quickly was promoted and moved to the New Orleans Riverside Hilton. Promoted again, he was moved back to the Myrtle Beach Hilton as executive sous chef. Once again, he was recognized by Hilton executives and was promoted to executive chef at the Jacksonville Hilton. Under Stephen's stewardship, the 290-room property was twice rated the most profitable food and beverage operation in Hilton's southern region. Three years later, Stephen was promoted again and was asked to oversee the development and operation of the Miami Airport Hilton and Marina. Stephen led a staff of 35 kitchen employees and 30 stewards of the 500-room property. During his tenure, Stephen was involved in all food and beverage management, menu planning, cost controls and development of computerized management systems. In time, the Miami Airport Hilton and Marina was rated one of the top-ten airport properties in the United States. Additionally, Stephen worked three Super Bowl events for Hilton Hotels as the executive chef.



\* Owner and Operator, Gold Rush Bar and Grill. A 50-seat Southern-style bar and grill. Stephen created the concept and developed all systems, controls, purchasing, marketing, accounting and menus. The restaurant was profitable after four months of operation and was eventually sold for a profit.

## News

Capitol Hospitality Solutions client receives rave review from Baltimore Sun. The Sun called The Life of Reilly a “credit to the Irish pub tradition”. In addition to complementing the restaurant for its fine food, it also received top marks for service. According to the Sun, “...performance alone would have earned Reilly high marks. The food made us even happier.” Capitol Hospitality Solutions has been working with Life of Reilly owner Crosby Healy from the outset and has been involved in every facet of the operation. [Read Article](#)

Marriott International, Inc. adds Capitol Hospitality Solutions to its prestigious approved consultant list. The distinction allows any of Marriott’s hotels, resorts and food services operations to call upon Capitol Hospitality Solutions to assist them in concept development, menu creation, staff training and optimizing operational efficiency. “This is a great honor and we are looking forward to serving Marriott any way we can,” says Peter Yaffe, principal of Capital Hospitality Solutions.

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