

# Quinn McKenna

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## Experience

### **2015 Ozumo Concepts International San Francisco, CA** **Chief Operating Officer**

- Day-to-day operational responsibility for five-unit, multi-concept \$25MM restaurant company.
- Strategic daily cash management.
- Optimized corporate personnel, overhead and budget.
- Replaced underperforming management teams.
- Developed proforma for two new restaurants.
- Negotiated insurance coverages.
- Strengthened marketing position through partnership with key vendors.
- Achieved Level 3 Designated PCI Compliance requirement.

### **1991–2014 Lark Creek Restaurant Group San Francisco, CA** **Senior Vice President Operations 2001-Present**

- Assisted in transition of operations to Moana Group.
- Grew company from seven to fifteen restaurants (eleven company owned, 4 joint ventures) with peak system-wide revenues of approximately \$40MM.
- Opened Malibu Pier Restaurant and Bar (2014) and Lark Creek Newport Beach (2013).
- Re-concepted Yankee Pier Santana Row, creating Lark Creek Blue (2012), which enjoyed strong revenue growth over its predecessor.
- Developed Cupola Pizzeria, highly acclaimed authentic Neapolitan pizzeria with a unique service structure in the Westfield San Francisco Centre (2011)
- Wine & Wall, retail wine shop (2011).
- Opened Fish Story downtown Napa (2010).
- One Market Restaurant earns Michelin Star (2008-12).
- Developed the Eno concept, a chocolate, wine and cheese tasting experience rolled out by the Puccini Group for a hotel ownership group (five units include Union Square and The Ritz-Carlton Half Moon Bay).
- Took lead role in developing LarkCreekSteak, a modern, farm-to-table American Steakhouse. Named one of the “20 Best New Restaurants of 2007” by John Mariani in *Esquire* magazine and one of “America’s Top Ten Steakhouses” by *Gayot*.
- Provided concept, design, development, hiring, pre-opening training, union relations and operational assistance to Caesar’s Palace for Bradley Ogden Restaurant, which received the James Beard Foundation’s “Best New Restaurant” award in 2004.
- Opened four Yankee Piers.

- Provided concept, design, development, hiring, pre-opening training, union relations and operational assistance to D-Lew Corporation/Tastes on the Fly for Yankee Pier (2004) and Lark Creek Grill (2011) at San Francisco Airport. Both restaurants enjoy excellent reputations and very high volumes in a challenging environment.

**Director of Operations 1996-2001**

- Helped grow company from two to seven restaurants
- Responsible for company Marketing and Human Resources in addition to Operations
- Helped develop and evolve the Lark Creek concept, a casual offshoot of The Lark Creek Inn. Assisted with the opening of Lark Creek Walnut Creek and Lark Creek San Mateo. Restaurant named "Best New Restaurant" by *Diablo* magazine.
- Helped create and fine tune the Yankee Pier concept
- Opened first Yankee Pier (Larkspur). Restaurant named one of Bay Area's "Top Ten New Restaurants" and "Top 100 Restaurants" by the *San Francisco Chronicle*
- Provided concept, design, development, hiring, pre-opening training and operational assistance to Marriott Corporation for Parcel 104 (Santa Clara) and Arterra (Del Mar)

**General Manager One Market Restaurant 1993-1996**

- Opening General Manager responsible for all facets of restaurant operation. Restaurant named "Best New Restaurant" *San Francisco Focus Magazine*
- \$7MM in first year sales.
- Pre-opening development, staff selection, design decisions, training and orientation.

**Manager The Lark Creek Inn 1992-1993**

- Wrote Lark Creek Inn Standards of Service Manual

**Server, Wine Service Coordinator The Lark Creek Inn 1991**

**2005-2014 FBMC, LLC**

**San Francisco, CA**

**Co-Founder**

- FBMC was a food and beverage industry consulting group. We developed and launched Old Press Artisan Wines, and a first label, Old Press Syrah

**1980-1991 The Trellis Restaurant**

**Williamsburg, VA**

**Senior Manager 1989-1991**

- Directed management team
- Responsible for wine program, including annual Virginia Vintner's Barrel Tasting Dinner (1987-1990)
- Restaurant received the Ivy Award from *Restaurants and Institutions Magazine* (1989) among others

**Education**

1980-1984

The University of Virginia

Charlottesville, VA

- B.A., English Language and Literature

**Service**

- Director, California Restaurant Association
- Member San Francisco State University Hospitality and Tourism Advisory Board
- Management Judge ProStart Cup, California Restaurant Association Education Foundation
- Recipient of the Golden Paw Award for Service to the Burlingame's Washington Elementary School community
- National Restaurant Advisor UNICEF TAP Project
- Former Director, California Culinary Academy Education Foundation
- Events Committee, Center for Urban Education on Sustainable Agriculture, which operates San Francisco's Ferry Plaza Farmer's Market
- Director of Service, San Francisco Meals on Wheels Symphony of Tastes
- Member San Francisco Professional Food Society, American Cheese Society