

OUR BUSINESS IS CREATING ENTERPRISE VALUE

- We collaborate with clients in all sectors and excel at speed of execution and reliability of positive results with the experience and expertise to quickly and effectively drive change in both growth and turnaround hospitality businesses.



**B
G
H**

OPTIMIZING PERFORMANCE

- **Financial Management**

- Identify areas for cost savings, revenue optimization, and overall financial efficiency
- KPI monitoring and benchmarking to measure the success of each business
- Budgeting and forecasting
- Cash flow monitoring and projections
- Daily, weekly, monthly financials review

- **Operational Efficiency**

- Assess and improve operational processes to enhance efficiency.
- Streamlining supply chain management
- Optimizing staffing levels
- Enforcing licensing deal agreements
- Implementing best practices and technology





RISK MANAGEMENT

- **Market Trends & Analysis**
 - Navigate challenges and take advantage of opportunities by making informed decisions
- **Mitigating Risks**
 - Develop strategies to mitigate market fluctuations, changes in consumer preferences, and regulatory issues



PORTFOLIO DIVERSIFICATION



- **Expansion Strategies**
 - Conducting market analysis, identifying suitable locations
 - Negotiating licensing deals
 - Managing overall growth process
- **Diversification**
 - Spreading risk across different markets or concepts.
 - Provide a level of stability in the face of changing market conditions



OWNER COMMUNICATION

- **Liaison With Senior Management**
 - Provide guidance and training to help senior management successfully perform their roles and drive future growth within the company
 - Leverage expertise and experience to empower senior leaders with necessary skills and knowledge to navigate challenges and make informed decisions
 - Unlock senior management's full potential for the benefit of the organization



JOHN GUARNIERI

“In a world where experiences drive consumer preferences, the hospitality industry presents an unprecedented opportunity for innovation, story telling and elevated customer engagement”



www.bghosp.com

BIOGRAPHY

John Guarnieri has over 30 years of experience in private equity, investment banking and management consulting. Mr. Guarnieri began his career at a Boston-based venture capital firm. Thereafter, Mr. Guarnieri moved within BankBoston's corporate lending and M&A divisions.

At Compass Group, a multibillion-dollar global leader in food service management and support services, Mr. Guarnieri was part of a \$600 million division. As the youngest appointed Director of Finance & Accounting in the company's history, he managed all client relationships with full fiduciary responsibility and operational oversight of the F&B function in executing world-class sporting and entertainment events, which ranged from US Open Tennis, PGA, Breeders Cup, NFL stadiums to various performing art centers throughout the country. Mr. Guarnieri was also part of a team that handled a portfolio of 12 NYC-based multi-concept restaurants that ranged from casual to fine dining.

At Big Guns Hospitality (BGH), Mr. Guarnieri continues to pursue his passion using his expertise assisting clients achieve their goals. BGH's clients are diverse and range from consumer products to luxury hotel properties. In one example, BGH via a third-party contract operated the award-winning F&B outlets at the Marriott's luxury flagship W Hotel South Beach as CEO/CFO for the past 10 years. BGH oversees a portfolio of various F&B projects throughout the United States with over \$100M in revenues.

Mr. Guarnieri received his B.S. in Accounting from Miami University Oxford, OH and advanced education at Cornell University