

MARTIN & STORMY MONGIELLO

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OBJECTIVE AND EXECUTIVE SUMMARY

Located in Grover, NC the owners of a **highly awarded, financially successful** inn, Presidential Culinary Museum, cooking institute, gift shops and spa with TV show series - The Inn of the Patriots seek expansion onto a new property. Seeking a General Management (team) investment opportunity with Controller, F&B, Maintenance and HR management that matches achievements for resorts, hotels & inns on a 30-year performance – based lease. Desirous of sharing how to obtain multiple #1 world rankings and awards while increasing profits with abnormal marketing share pulling global traffic. Utilization of our superlative leadership and team motivation skills that achieve unprecedented results. Any quasi mix of public/private funding programs or private investment is welcomed. Concise video investment proposal: http://www.youtube.com/edit?ns=1&feature=vm&video_id=dAW0hTFJBHQ

QUALIFICATIONS AND BACKGROUND

- Manager of Camp David Resort and Conference Center with five restaurants, convention facility, two hotels, and 16 private homes) for the President of the United States. Won medals for accomplishments of cost reductions of 1.2 billion +.
- 32 years in developing joyous and appreciative teams. Top coaches. Top mentors. Initiatives are unparalleled for advertising, guest satisfaction, marketing, publicity and sales. Sets new programs and sales records for the hospitality industry to study. **Hold two world, #1 records for sales** with Living Social and one world record with Groupon. Modern marketing mentors and mathematic, SEO, ROI, ROMI, CRM internet experts. Visual mathematicians who design and build formulas that skyrocket sales teams.
- F&B Master Certified Food Executive (MCFE). Own three facilities ranked by **Zagat as a 26** of 30 with only one other hotel in a 50 mile radius of Charlotte having such score. No other Zagat score in this region is higher. Hold several NC and world #1 rankings in award categories for the Presidential Culinary Museum, gift shops and Culinary Institute at The Inn of the Patriots. Reduced expenses, costs, complaints and safety/insurance/workers compensation claims across the board. Improved gains and profits.
- Management exchanges with **top flight** restaurants and hotels like Fleur de Lys of San Francisco and Las Vegas (a top 25 restaurant in the world for 20 years), the **21 Club of New York**, Comme Che Soi (Michelin 3 star) of Brussels, Belgium, The Fairmont Hotel at Knob Hill (where the TV series HOTEL was filmed), the Tokyo American Club and

the Inn at Little Washington, Washington, Virginia (5 diamond and 5 star for 25+ years). Develop, research and create innovative programs with increased profits of 14%+ in single fiscal year.

- Worked with BJ's Wholesale to reach **5.3 billion** in net sales for 2002 a **12% increase over 2001**. Understands and increases retail sales in spa, F&B, convention, gift shops and golf shops.
- Business Plan Pro software by Palo Alto authors - published in the *#1 rated* program by the Wall Street Journal and Inc. magazine. Knows financials and how to increase profits. Proven. Well published. Published in a New York Times Best-seller with Doctor Dean Ornish. Author of *Cooking with Chef Marti* (Westmoreland Publishers), *A Hotel Legal Guide* (IAHHRM Press) and *Household & Estate Management* (Lulu Press) books. Has also written numerous magazine articles, worldwide.
- Learns any language from humans to computerized. Highly intelligent, extremely literate, inspiring speaker. Leads hundreds to platinum production. Influences masses with the spoken and written word. Abnormally violates industry records coming in under budget - exhausting competitors with a "winner takes all" mentality. Believes the numbers never lie and lives to die by pro-forma, P&L, balance sheet execution strategies. Recently lowered his *NC state Unemployment Insurance Payment Experiential Rating from 1.2 to 1.0*. Currently has the strongest safety program ever seen in the hospitality field, guides and books with **1602+ days of no injuries**.
- Complete Employee lifecycle, planning, hiring and onboarding, maintain employee records, performance, discipline, and exit. All employee transactions such as insurance enrollment, direct deposit, tax changes, address changes, rate/classification changes, and terminations. Industry experts.
- Direct all FMLA, OSHA, HIPPA, MSDS, Right to Know Centers, Safety Programs, Employee Benefits enrollment, I-9 recertification, E-verify, All payroll including job cost, multi state, salary and hourly, Accounts Payable, Billing, Sage (formerly Timberline), JD Edwards, Peoplesoft, ADP and Quickbooks.
- Masters at booking banquets, menu planning, including food costs, inventory management, delivery coordination and execution of restaurant operations.
- Construction of new homes and retrofit of antique a specialty as historic restoration experts. HVAC, security design, CCTV, plumbing, electrical, interior design expert.
- Exclusive art, worked with the National Archives and Smithsonian as well as world institutions as Curator and Senior Curator of precious American artifacts, Library of Congress, etc...
- Directly capable of controlling all payroll, HR, GM and Marketing offices. Well-honed at such for decades with exacting evidence of success.

PROFESSIONAL EXPERIENCE

The Inn of the Patriots (with Spa, Culinary Institute, restaurant and gift shops)

Executive General Managers, 2007 – Present. Both candidates. Frequently featured in the news for forecasts and opinions of the hospitality industry and on the TODAY show repeatedly, as well as CBS TV. Boutique inn providing spa services, culinary institute, hospitality institute, gift shops, dining and museum tours. #1 for History in the World 2009/2010 (Bed and Breakfast.com). Trip Advisor 4.5 stars, BedandBreakfast.com 5 stars, Google 5 stars, 2013 Zagat 26 of 30 rated Extraordinary to perfection, Military Officers Association of America Most Patriotic B&B in the USA, 2011 Best of the South award and North Carolina highest green award of 3 Magnolias – NC Green Travel Council.

Mongiello Associates – Global Restoration Senior General Managers, 1994 – Present. Both candidates. Worldwide - Assume temporary positions, return to luster. Training, guest satisfaction, all operations, resort design, restaurant profitability, convention sales uptick, turn-around expert including Cendant/Wyndham Worldwide, Renault Winery and Resort, The Vineyard Golf Course, The Sanctuary of Japan, NATO Brussels, Belgium. Numerous private estates restored of Daniel and Debra Friedkin, Frank Marshall and Kathleen Kennedy, William and Hillary Clinton and Kathy Ireland. Typically sent to an estate to take over, restore tranquility or for new construction.

White House Military Office, United States Navy, US State Department - Resort Manager, Master Certified Food Executive, Certified Executive Chef, 1983 – 2004. Martin finished active duty service of 21 years (in 2004) at age of 39. Life pension with Top Secret/YW/SSBI clearance. One of eight Global Directors responsible for 92 million meals per annum and a primary negotiator of three billion in purchasing for hospitality. Mid-career was CFO of 37 locations. Distinguished Service Medal by the State of New Jersey. Coaching so successful that teams appeared on the MSNBC TODAY show with two gold culinary cups in Manhattan as Grand Champion of Culinary Salon. Lived on three continents - learned to speak six languages. Winning team builder across all cultures. ***Tested. Investigated. Verified.***

Shaw Group Worldwide, HR Generalist 2008 – 2012. Stormy recently completed a scratch build of North Carolinas most expensive construction project in history at 1.8 billion dollars. All control of HR records for 1800+ employees working daily, onsite. Insurance, benefits, safety and security programs, drug testing administration, state and federal filings with all representation of Shaw in all legal proceedings and state issues.

Williams Steel and Wade Electrical, Office Assistant 1993 – 2004. Stormy continued her mechanical and construction industry experience during this period building on a full understanding of the needs, Timberline Accounting software and handling dozens of workforce jobs simultaneously across the Southeast.

United States Navy, Aircraft and Helicopter Engine Mechanic, 1989 – 1993. Stormy finished active duty service after a four year tour and receipt of the Good Conduct Medal, National Defense Medal and Cold War Certificate.

- Largest hotel managed as the GM – 1500 rooms, Bayshore’s Resort, Pensacola, FL
- Largest Executive Chef operation as actual, daily hands on – 2,000 meals per day, The Motor City Grill – featured on the TODAY Show in New York, New York.
- Largest direct F&B Director experience – 5,000 meals per day in 37 properties, 51 million per annum, spread across half of the earth (CA to Suez Canal) with several regional staffs underneath. HQ office was in Honolulu, Hawaii at Pearl Harbor, Oahu. Global control and travel required.
- Largest team responsibility ever – 6,000 staff training schools and testing
- Most sensitive responsibilities – President and first family, royalty service to King Abdullah and Queen Rania of the Hashemite Kingdom of Jordan and senior heads of state worldwide while living in Tokyo, Japan; Brussels, Belgium and Hawaii, United States of America
- Most private luxury responsibilities – Top Secret clearance, skeet range, bowling alley, multiple restaurants, theater, multiple private homes, lodges and hotels at Camp David Resort and Conference Center

EDUCATION

The Starkey International Management Institute, Valedictorian, 97.66% GPA, Denver, Colorado - Marti

The Hotel Management School, six weeks, Memphis, Tennessee – Marti

Almeda University, Restaurant Management, Navy College, **BA, MBA**, Boise, Idaho - Marti

The Art Institute of Pittsburgh, PA and Charlotte, NC, Culinary Management, **BS (Summa Cum Laude)**, Deans List, 3.98 GPA, National Technical Honor Society, Perfect Attendance Award, Socrates Grant. Webmaster, Adobe Creative Suite, Photoshop, Illustrator, Sony Vegas film production – Marti

Harvard University, Science & Cooking: Haute Cuisine/Soft Matter Science - Marti

Culinary Institute of America, Certificate in Advanced Cookery and Management - Marti

Troy State University, Law, 4.0 GPA, currently serves as an extra-paralegal, contract & negotiations expert - Marti

Others: Maryland Bartending Academy, L’Ecole du Cuisine – Marti

Western International University, Bachelors of Arts, Business with a minor in Human Resources (five classes left) – Stormy

Society for Human Resources Management, Professional in Human Resources designation (**PHR**) - Stormy

Six languages spoken total at varying levels of speaking, writing and reading with the US state Department. Both candidates can learn any new language requested in three weeks.

OTHER

Five Navy Achievement Medals, three Navy Commendation Medals, Presidential Service Badge, Joint Chiefs of Staff badge, two Joint Commendation Unit Achievement ribbons with oak cluster, **Master Certified Food Executive, Admiral Frederick B. Warder Leadership Award, Certified Professional Food Manager (CPFM), Certified Household/Estate**

Manager (CHM), Certified Executive Chef (CEC x3), Licensed Executive Chef (LEC), Life Gold Medal for Public Relations, Zhenihon Kyokai Shinchushi, 56,000 members of Japan