MICHAEL
CONTINO

OWNER

PROFILE

Former football player turned yogi taking on New York City one plate of food at a time. As someone who grew up cooking with his mother and two grandmothers, Michael has always been in the kitchen. When he was 16 he had his first job making sandwiches at a deli and coined his own sandwich, the 'Con-wich'. He knew from that point on that he was meant to be a chef.

With a coffee in hand, Michael is often found exploring the city for new food ideas and enriching himself in the diversity of cuisine. Michael has worked at a 3-star Michelin restaurant in Napa, California and was empowered by the work ethic and the respect given toward the ingredients. His experience in the restaurant industry has shed light on what works and what does not, empowering MSRG to the finest of restaurant standards.

CONTACT

MIKE@MSRG.NYC
Email

(516)-673-1864
Phone

EMPLOYMENT HISTORY

MICHAEL SCOTT RESTAURANT GROUP LLC | BUSINESS AND CULINARY OPERATIONS

Lower food cost and increase efficiency in clients' bar and restaurant kitchens. Create menu selections and price points while analyzing costs and revenues to cover projected expenses. Led 14 establishments to reinvent themselves to become more competitive. Establish buying power through long-standing relationships with multiple vendors to crush food cost and implement culinary techniques that I learned from world-renowned chefs. Develop inventory maintenance systems to ensure product availability and decrease margins. Partnered with attorneys, business advisors and marketing professionals to provide a full and more rounded restaurant consulting experience. Advise clients on legal, tax, accounting and market research to optimize performance. Perform mock NYC department of health inspections.

CARLYLE CATERING | PURCHASING DIRECTOR

Directed all purchasing endeavors for a 7 facility catering company in Long Island, NY. Hosted over 750,000 guests a year. Established new purchasing budgets by effective negotiating and second sourcing. Negotiated with suppliers for better payment terms and higher credit limits. Decreased food cost by 34% within the first year. Put in place policies and procedures to ensure proper control of inventory and reduce loss. Increased overall product quality through strong vendor relationships and detailed inspection upon delivery. Initiated use of a buying platform where companies competed against each other for my business.

PRANDIAL | EXECUTIVE CHEF

Established performance and organizational guidelines, hired all staff and meticulously tested menu items. After six months of opening, grew a local client base to average over 150 covers per night in a 60 seat restaurant. Spearheaded all opening kitchen operations including, kitchen design and layout, menu creation, staffing, and purchasing of food and equipment. Managed, trained and directed all staff members, while improving operational flow, and maintaining a high employee retention rate. Mentored staff to perform with ease and efficiency under significant pressure in a fast-paced environment. Directed kitchen operations by creating accurate prep lists, par ordering sheets, and standardized recipes. Regularly updated menu based on seasonal preferences and food availability.

MADRONA MANOR | CHEF DE CUISINE

During my residency, a gorgeous wine country Inn on Dry Creek Vineyard in Sonoma won 2 consecutive 2 Michelin Star awards and was host to 200,000 affluent guests per year. Used gastronomic techniques to charm guests. Produce was hand-picked daily from our private garden and used in dishes later the same evening. Managed daily kitchen operations and created standards that exceeded safety and health regulations; identified and provided solutions for any problem areas. Implemented a locally sourced food program that increased food quality and generated repeat business. Developed menu items to reflect current trends and local taste to attract new clientele.

EDUCATION

HOFSTRA UNIVERSITY
BACHELOR OF BUSINESS ADMINISTRATION - FINANCE

THE ART INSTITUTE OF NEW YORK CITY
ASSOCIATE OF APPLIED SCIENCE - CULINARY ARTS & RESTAURANT MANAGEMENT