



## JOE SPINELLI

President

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Joe Spinelli has worked in the restaurant industry for over 50 years. After relocating from Pittsburgh, PA with a degree from the University of Pittsburgh in Architecture, Spinelli opened his own multi-faceted business that included architectural design/planning, sales, and consulting. After becoming a licensed General Contractor, he expanded his business creating a custom millwork company that manufactured bar and restaurant interiors, an electrical contract service company specializing in restaurants and commercial businesses, and a refrigeration sales/service company. After 15 years in the restaurant-related business, Spinelli broadened his knowledge at a custom stainless steel manufacturing company that manufactured hoods, ventilation systems and custom foodservice equipment in Washington, D.C. He served as Vice President responsible for sales, marketing, design, and management of corporation assets, accounting, and NSF certification.

No stranger to the operation side of the equation, as a consultant and stockholder to a founder/franchisor, he was responsible for the development of a steak delivery chain in the Maryland, Washington, and Virginia area. He also owned and operated several units in the State of Maryland, as an area developer for seven counties. He has been engaged in various restaurant operations throughout his career.

As President and CEO of Restaurant Consultants, Inc., Spinelli renders a broad scale of services to clients in the restaurant industry and related businesses. Restaurant Consultants, Inc. -- an all-inclusive consulting business - provides expertise in food service consulting, architectural plans and designs, cost analysis, construction management, lease negotiations, site development and evaluation, business evaluation, permit processing, liquor licensing, and feasibility studies. Spinelli has completed over 9000 restaurant-related projects.

Additionally, Spinelli was a Principal Owner and Vice President of Restaurant Brokers & Developers, Inc for 28 years. Restaurant Brokers & Developers is a full-service boutique real estate broker and business broker specializing in restaurant leasing, sales, tenant representation, site evaluation, business evaluation and franchise sales. RBD services the Mid-Atlantic area including Maryland, Virginia, and Washington D.C. markets.

Spinelli is a Partner at FranPoint Partners located in Annapolis, Maryland- A franchise development and outsourcing company that works exclusively in the restaurant industry. FranPoint Partners helps emerging restaurant franchisors reach the critical 100-unit milestone for mid level franchise systems, new development concepts, and independent restaurants that want to start expanding their company with a franchise program. Spinelli assists in all aspects of franchising, from Concept Development, Sales, Marketing, Real Estate, Operations, and Construction Management.

Spinelli has owned and developed from the ground up, several restaurant concepts listed below. He has opened and set up all of the operations, including every aspect of the restaurant facility.

### RESTAURANT OWNERSHIP

- **Bolt Burgers** 1010 Massachusetts Ave NW., Washington, DC
- **Ida B's Table** 235 Holliday Street, Baltimore, MD
- **Mecho's Dominican Kitchen** 2450 Market Street NE, Washington, DC



## ALAN SPARBER, AIA

Associate Partner

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Alan opened his own architecture firm in 1974, after working as an associate with large general practice A&E firms in Ohio and Maryland. His practice grew into a 6-architect office and soon began working with corporate and institutional clients centered around the hospitality industry and practiced throughout the East coast and Midwest in as many as 18 states. Over the course of his career, Alan designed over 2,000 apartments and condominium units, more than 600 retail and commercial buildings, and 50 college and university, institutional and industrial buildings.

He's been both principal architect and project manager for successful mixed-use design-build contracts for industry-leading contractor/developer teams for commercial and government work exceeding \$60 million. Noteworthy projects include The Municipal Center at Hyattsville Maryland, six dormitories at regional universities and ten building complexes for the Motor Vehicle Administration across the state of Maryland. In addition to corporate clients, he's been consultant to government agencies at the federal, state, and local levels and has served the greater metropolitan Washington, DC area through community service projects.

Looking for larger challenges, in 2001 Alan was asked to join The Heiserman Group. As Director of Development for this mid-sized architectural firm his responsibilities centered on project development and client relations. His work included shopping center redevelopments in metro DC and Virginia, Starbucks Coffee Company infill projects throughout the Mid-Atlantic and Midwest regions, retail projects at BWI airport and directing the in-house design efforts for renovations at student union dining and kitchen facilities for Tulane University and the University of South Carolina.

Alan was then recruited in 2006 to join a developer as President of Archon Associates, an architecture firm which is a wholly owned subsidiary of First Centrum, a senior-housing development corporation. He directed an in-house architectural staff and was in managing control of several outside architectural firms commissioned to prepare design and construction documents.

Partnering with RCI since 2010 as a Consulting Architect, Alan is providing regional and national hospitality clients in DC, MD and VA with architectural, conceptual design, construction contract administration and facilities consulting services.