

# &BLAU ASSOCIATES

A GLOBAL HOSPITALITY  
CONSULTANCY



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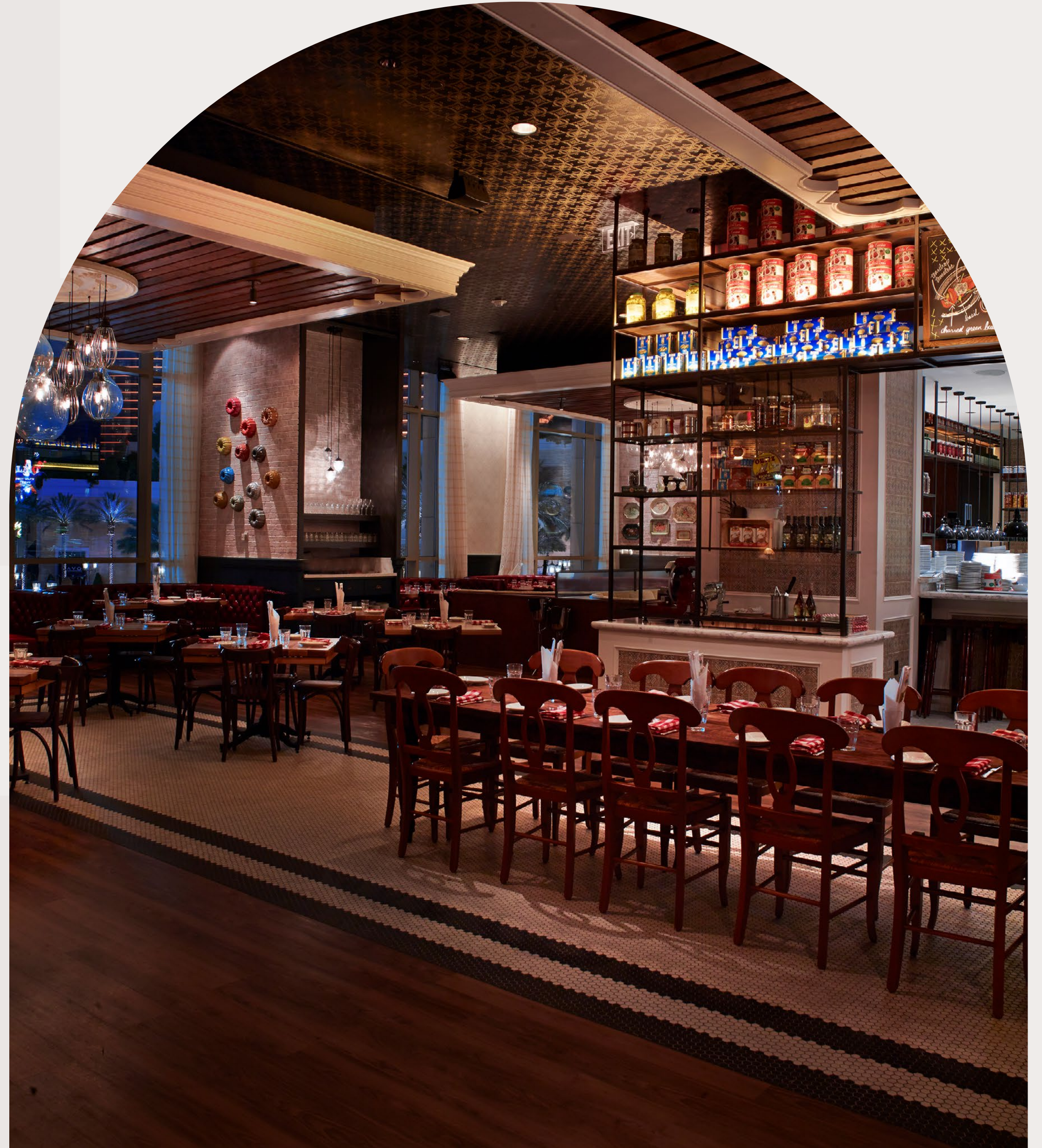
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# Who We Are



# Owners, Operators, Developers & Partners

A strategic hospitality planning and development firm that specializes in providing fresh, creative, and sound business advice required to build exceptional food and beverage concepts. A passionate team of experienced restaurant professionals focused on designing creative hospitality solutions and signature dining experiences for a diverse range of clients. Founded in 2002, our firm offers clients a unique blend of proven operations experience, analytically driven business insights, and unrivaled industry access to deliver customized hospitality and restaurant solutions.





# Elizabeth Blau

## FOUNDER & CEO

Elizabeth Blau is a highly respected leader in the modern hospitality industry, known for her innovative work as the founder and CEO of Blau & Associates, a global restaurant planning and development firm. Blau is widely credited with the transformation of Las Vegas into the premier culinary destination it is today. With a Master's in Hotel Management from Cornell University, Blau has received numerous prestigious awards, including the Cornell Hospitality Innovator Award and a James Beard Award Best Restaurateur nomination. Blau is also a sought-after advisor for global organizations and serves on multiple boards, including Forbes Travel Guide, École Hôtelière in Lausanne, and the Cornell School of Hotel Administration.

Blau has numerous network television appearances to her credit including on CNBC's Restaurant Startup and as a judge on Food Network's Iron Chef America and has also co-authored a cookbook 'Honey Salt: A Culinary Scrapbook.' Committed to philanthropy, Blau co-founded The Women's Hospitality Initiative and Delivering with Dignity in response to the COVID-19 pandemic.

## AWARDS & ENGAGEMENTS

- 2026, 2016 & 2015 James Beard Awards Semifinalist, Outstanding Restaurateur
- 2025 CIA Leadership "Augie" Award
- 2025 UNLV Lee Business School Entrepreneur of the Year Award
- Forbes Travel Guide Global Ambassador
- Cornell Hospitality Innovator Award by the Leland C. and Mary M. Pillsbury Institute for Hospitality Entrepreneurship
- Board Member, École Hôtelière; Lausanne, Switzerland
- UNLVino Dom Perignon Award of Excellence; Las Vegas, NV
- Featured Speaker, Miliken Global Conference; Los Angeles, CA
- Dean's Distinguished Lecture Series Speaker Cornell University; Ithaca, NY
- Commencement Speaker, Culinary Institute of America; Hyde Park, NY
- Honorary Chair for Culinary Council for Three Square Food Bank
- New York Observer Dining and Nightlife Power List
- OpenTable 20 Most Influential Female Chefs and Restaurateurs
- MMH Outstanding Alumna of the Year Award from Cornell School of Hotel Administration
- Gold Plate Award
- Annual Judge, Hotels Magazine Best Hotel Restaurants
- Silver Spoon Recipient, Food Arts Magazine
- Dream Builder of The Year, I Have A Dream Foundation Of Las Vegas
- Dean's advisory board UNLV
- DCEO Dallas 500 The Most Powerful Business Leaders in Dallas Fort-Worth
- Silver State Award's Innovator Award



# Kim Canteenwalla

## PRINCIPAL & CO-FOUNDER

Chef Kim Canteenwalla brings more than forty years of hospitality expertise and industry leadership to the table. His ambition to perfect the art of dining reflects his sincere love of food and genuine dedication to exceptional service. Canteenwalla is currently also co-owner and culinary visionary behind the wildly successful Honey Salt in Las Vegas, managing partner of Crown Block in Dallas and Buddy V's Ristorante at the Venetian | Palazzo in Las Vegas, and managing partner and chef of the food and beverage portfolio at Parq, Vancouver, including Honey Salt, The Victor, D6, BC Kitchen and MRKT EAST.

The former executive chef of the MGM Grand in Las Vegas and the Beau Rivage in Biloxi, MS, Canteenwalla has helmed restaurants and resorts around the world, including Singapore, Cambodia, Indonesia, Dubai, and Thailand. He is a four-time participant in Best Hotel Chefs in America series at the James Beard House and, fought alongside chef Kerry Simon to win the Iron Chef American battle hamburger.

Like his wife, Elizabeth Blau, Canteenwalla is an active supporter of both his industry and his community. A participant in dozens of high-profile culinary events, including guest chef appearances around the world, Canteenwalla also proudly serves on the Culinary Council of Three Square, a Las Vegas based food bank. Most recently, he was awarded with a King Charles III Coronation Medal in Victoria, British Columbia, for his outstanding philanthropic efforts throughout Canada.

## AWARDS & ENGAGEMENTS

- 2025 King Charles III Coronation Award
- Vegas Magazine Vegas Dozen Award
- Featured Chef, James Beard House; New York, NY
- Culinary Council Member, Three Square; Las Vegas, NV
- Culinary Advisee, Life Is Beautiful Festival; Las Vegas, NV
- Guest Chef, École Hôtelière; Lausanne, Switzerland
- Guest Chef, ATP Shanghai Rolex Masters; Shanghai, China
- 2009 Best New Restaurant For Society Café, Esquire Magazine
- Battle Hamburger Co-Champion, Iron Chef America
- Guest Speaker, Cia World Of Flavors, Greystone; St. Helena, CA
- James Beard Awards Nominee, Outstanding Restaurateur
- Silver State Awards Best Chef 2024





# Jason Lapin

PRESIDENT & COO

Jason Lapin developed a passion for all things culinary at the age of fourteen while working as a busboy at Don's Drive-In in Livingston, NJ. A third generation restaurateur and graduate of Cornell University's School of Hotel Administration, Lapin joined Blau & Associates in 2004 after a long career of nationally recognized and critically acclaimed openings and senior management positions.

Lapin's impressive track record includes opening manager of Mark Miller's Red Sage, in Washington DC; Vice President of Sir Terence Conran's Guastavino's Inc. in New York City; opening GM of Craftsteak, in Las Vegas; and opening GM of Spago, Las Vegas, where he was the youngest GM in the history of the Wolfgang Puck group.

In collaboration with Elizabeth Blau and Kim Canteenwalla, Lapin has built Blau & Associates into an internationally recognized food service development company with an impressive and extensive client roster.

## AWARDS & ENGAGEMENTS

- Panelist Cornell University Hotel Ezra Cornell (HEC); Ithaca, NY
- Featured Speaker Global Gaming Expo (G2e); Las Vegas, NV
- Seminar Leader Canadian Gaming Summit; Toronto, ON
- Guest Speaker Marriott Culinary Council; Chicago, IL
- Featured Speaker Edward Don National Accounts Meeting; Pittsburgh, PA
- Guest Speaker, CIA World Of Flavors, Greystone; St. Helena, CA
- Featured Speaker Steelite Trends Connect Conference



EXECUTIVE TEAM

BLAU  
&  
ASSOCIATES



## Sven Mede

SVP OF OPERATIONS AND DEVELOPMENT

With 20+ years in the international culinary and hospitality industry in Germany, Great Britain, Chicago, Las Vegas, and Los Angeles, Sven Mede brings an incredible depth of knowledge and experience to Blau & Associates. Mede's expansive career includes chef positions with Michelin Two-Star restaurants Le Manoir Aux Quat' Saisons and Charlie Trotter's; James Beard Best New Restaurant winner Bradley Ogden; and Executive Chef positions at Michael Mina's Nobhill and American Fish where Mede also helped Chef Mina open multiple national locations. Most recently, Mede served as Corporate Chef for Shutters on the Beach & Casa Del Mar in Santa Monica, California where he oversaw six restaurants and helped develop their "Catch" and "Terazza" concepts.

## Francis Pendon

VP OF F&B: PARQ VANCOUVER

Growing up in Vancouver, BC, Francis Pendon began his career working in the kitchens at notable restaurants Earls and Joe Fortes. He then took his passion for hospitality to Australia, where he trained as Chef de Partie at Sydney's Nick's Seafood Bar & Grill. In 2006 Pendon moved back to Vancouver to join the award winning Glowbal Restaurant Group. He quickly moved up the ranks taking a leadership role at one of the city's largest restaurants, Glowbal TELUS Garden. As Director of Food & Beverage at Parq Vancouver, Pendon is responsible for overseeing all operations at Honey Salt, The Victor, BC Kitchen, MRKT East, and D/6 Bar & Lounge.

## Kristen Segesta

DIRECTOR OF MARKETING

Kristen Segesta brings nearly a decade of experience in marketing, programming, and events across the hospitality industry and nonprofit sector. Raised in Texas in a family-owned restaurant business, she developed an early appreciation for hospitality. She earned a Bachelor of Arts in Public Relations and Business Administration and began her career at a hospitality PR firm, working with national fast-casual restaurant concepts and spirits brands. Building on her PR foundation, Kristen transitioned into the nonprofit sector, where she led marketing and event initiatives for a local food rescue organization and later for Southern Smoke Foundation, a national nonprofit providing emergency relief funding and counseling services to food and beverage workers.

## Jason Labahn

DIRECTOR OF F&B: PARQ VANCOUVER

With years of international culinary experience, Jason Labahn started his career at the Florida Culinary Institute before making his way to Las Vegas. Labahn was a key part of opening many Las Vegas properties: Stack & Bare at the Mirage; Brand at the Monte Carlo, Alex at the Wynn; Wolfgang Puck's Springs Preserve; Jaleo and Chinapoblano at the Cosmopolitan with José Andrés' Think Food Group. Labahn then moved North and re-connected with Kim and Elizabeth while they were opening Honey Salt in Vancouver at the Parq Casino and Resort. Soon after opening, Labahn was tapped to become the Culinary Director of the 5 establishments run by Blau & Associates and now serves as the Food & Beverage Director of the property.

## Erin McLaughlin

ANALYST

Originally from Southern California, Erin McLaughlin attended UNLV, where she shifted her focus from Pre-Professional Biology to hospitality. McLaughlin began her career at 16 and quickly advanced from server to lead bartender at Honey Salt in Las Vegas to working in the corporate office. McLaughlin transitioned to an analyst role at Blau & Associates in 2021, combining her service industry expertise with her analytical skills. With more than a decade of experience, McLaughlin has a deep understanding of both the operational and guest-facing sides of the hospitality industry.

## Doug Osrow

STRATEGIC ADVISOR

Doug Osrow has an extensive background in capital markets, deal execution, valuations, research and a network of corporate relationships in the Real Estate, Gaming and Lodging sector. Osrow began his investment banking career at Citigroup Global Markets and Ziff Brothers. Osrow went on to work with Hawkeye Capital Management, soon serving as CFO of Remark Holdings, VP in the investment banking division of Citadel Securities, and CFO of Paragon Gaming Corporation.





# What We Do

# We Serve Up Many Dishes

At Blau & Associates we have a first hand understanding of the complexity of successful food & beverage operations, and a firm grasp on the diverse skill sets required to ensure them. Our firm has worked on a wide range of portfolio projects, from international luxury hotels & casinos to culinary development for national restaurant chains. From analysis and financial models to ideation and menu creation we have the experience, knowledge, and skills to craft workable, client-focused solutions at all stages.





# Scope of Work

Operational review & assessment

Concept ideation & development

Business planning & development

Performance analysis

Menu analysis & design

Culinary research & development

Kitchen organization & layout

Marketing & PR strategy

Leadership development & recruiting

Market review & competitive analysis

Site selection assistance

Growth strategy

Pre-opening advisement & support

Conceptual feasibility analysis

Revenue growth analysis

Master plan development R&D strategy

Tenant search & selection

Project management

Design coordination & direction

Operational programming

Revenue assessment

Forecasting & budgeting

In-depth financial analysis & review

General consulting

Purchasing & sourcing advisement

Long term restaurant operations



# Strategy Assessment

Restaurant concept feasibility,  
development, and implementation

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Review of management performance  
and food & beverage objectives

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Project master plan development and  
culinary programming advisement

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Competitive set and SWOT analysis;  
identification of conceptual  
opportunities

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Menu engineering, costing, and  
purchasing analysis

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Evaluation and re-conceptualization of  
under-performing restaurants

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# Concept Development

Comprehensive development of  
original restaurant concepts

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Assistance in selection of architectural  
and kitchen design firms

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Placement of celebrity chef concepts

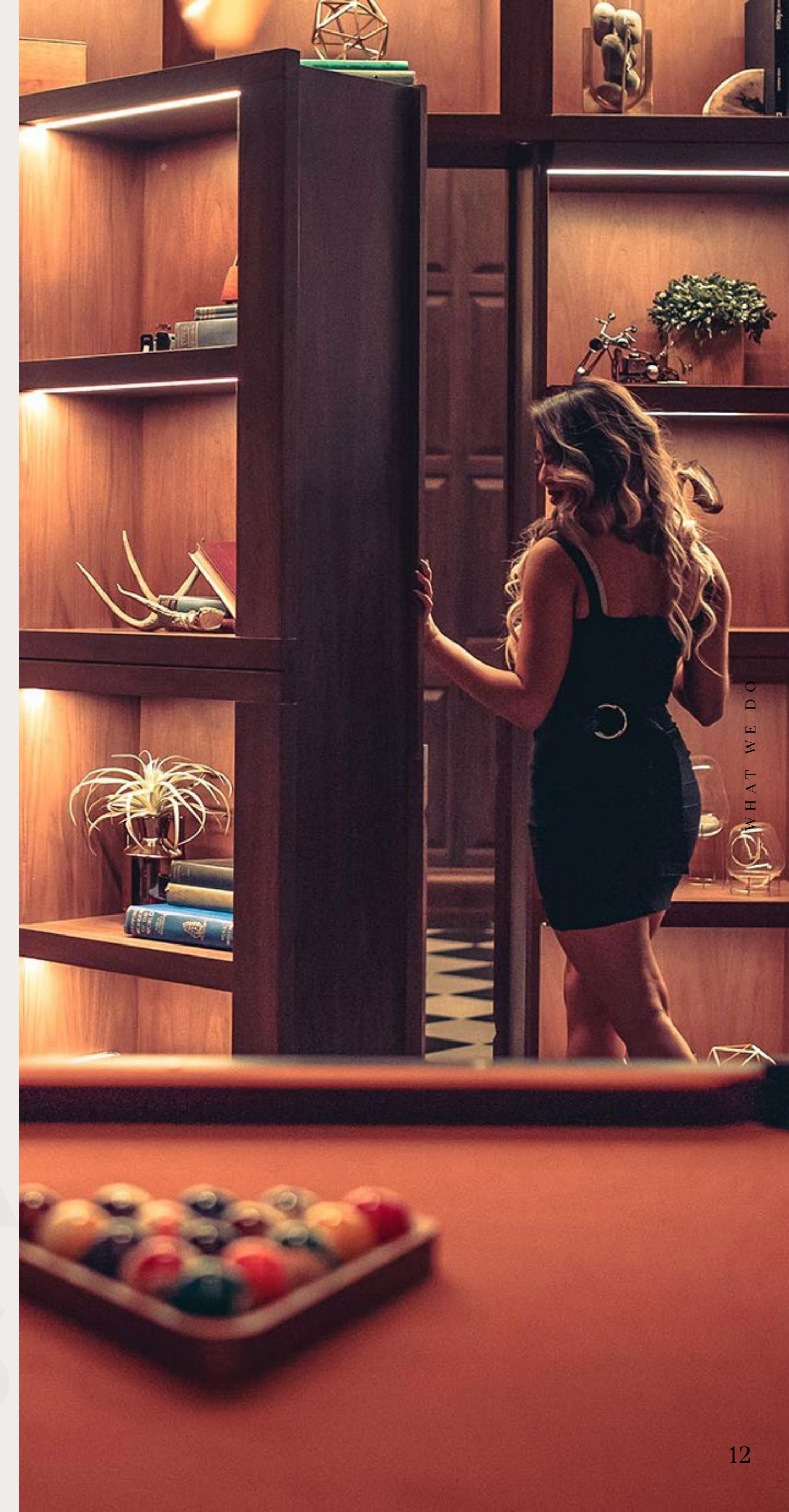
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Culinary ideation and menu  
development

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Business strategy development

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## Project Management

Coordination and realization of concept from planning to opening

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On-site support, training, and management during opening

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Hands-on assistance, collaboration, and advisement throughout project

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Marketing and PR strategies advisement and implementation

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## Tenant Search & Selection

Identification and negotiation of strategic third party management partners

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Executive and management searches

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Real estate site criteria advisement, location assessment and lease negotiation

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## Long Term Operations

Ongoing restaurant support and asset management

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Full services package including financial, strategy, and day-to-day management

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# Our Restaurants





# Las Vegas, Dallas & Vancouver

Above all, we are restaurant operators. Whether designing a new signature outlet for a client or cooking in our own kitchens, everything we do is informed by our team's combined century of operations experience. It is what we are passionate about, and where we all started. We believe in practicing what we preach, and give our clients unique access to the lessons we learn operating our own restaurants every day.

OUR RESTAURANTS







## LAS VEGAS, NV

Inspired by the countless meals we have shared in our own home with friends over the years, Honey Salt is a restaurant devoted to family, friends and community. As residents of Las Vegas for the past 15 years, we are committed to providing fresh and innovative food and memorable times for our neighbors, near and far.

[honeysalt.com](https://honeysalt.com)

## VANCOUVER, BC

A true neighborhood restaurant with a relaxed sophistication, Honey Salt delivers a contemporary experience complemented by the warmth and style of its dedicated owners. Serving chef-driven, farm to table cuisine with an emphasis on locally and regionally sourced ingredients in an approachable and comfortable setting.

[honeysalt-vancouver](https://honeysalt-vancouver.com)





# Honey Salt: *A Culinary Scrapbook*

Together with award-winning photographer Bill Milne, who has collaborated with them on numerous projects over the years, Elizabeth and Kim have produced Honey Salt Food and Drink: A Culinary Scrapbook. A collection of recipes, cooking tips and stories from the kitchen of Honey Salt, the hardcover cookbook invites readers to share journeys through Cape Cod, Vancouver, Santa Barbara, the Okanagan and Italy as Blau and Canteenwalla hunt for truffles, pick blueberries and dig for clams; each with recipes that have inspired this restaurant's one-of-a-kind menu. More than just a cookbook, there are sections dedicated to their son Cole, hosting a dinner party and fresh, seasonal cocktails. Honey Salt Food and Drink is a culinary scrapbook devoted to friends, family and community, featuring nearly 300 pages of family recipes, restaurant favorites and expert tips and tricks for the avid foodie.

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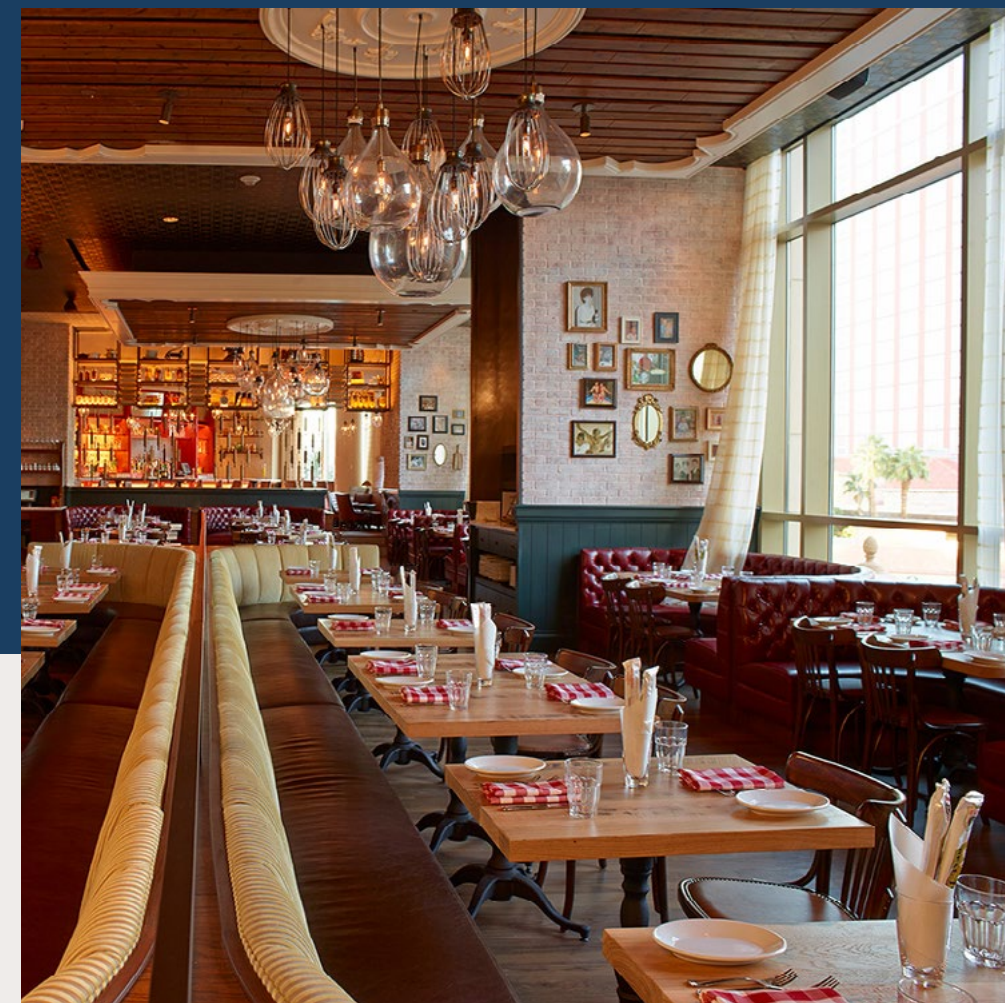
Find it on Amazon, Indigo featured as a Heather's Pick, and at our Las Vegas and Vancouver restaurants.







LAS VEGAS, NV



Featuring casual dining amid an upscale, Italian decor, this classic Vegas restaurant features Mozzarella En Carozza, Lisa V's Linguine & White Clam Sauce, Sunday Gravy, and Steak Pizzaiola. We have all of your favorites with a few of Buddy V's signature dishes, including Italian Birthday Cake, Cannolis, and the famous Flake Cream-Filled Lobster Tail Pastry.

[buddyvlasvegas.com](http://buddyvlasvegas.com)

Collaboration with Buddy Valastro, TLC's Cake Boss

Casual red sauce Italian concept







# CROWN BLOCK

RARE STEAKS • FINE SEAFOOD

REUNION TOWER

DALLAS, TX

Poised high above the Dallas skyline atop Reunion Tower, Crown Block offers a culinary experience to surpass that of the typical steakhouse, complemented by an approachable, stylish environment in celebration of all things grilled, seared, and roasted. A fine balance between steak, seafood, and plant-based cuisine, featuring ingredients from regional farms, ranches and the Gulf of Mexico. The Rare Steak program embraces a range of offerings that includes Prime Beef, Texas Wagyu, and Japanese A5 Wagyu and is complimented by a sushi and chilled seafood display, a dessert bar with pastry chefs in action, as well as signature craft cocktails and an extensive wine list.



[crownblockdallas.com](https://crownblockdallas.com)

2025 & 2024 Michelin Recommended





# parq

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## vancouver

Parq Vancouver, one of British Columbia's newest entertainment destination, opened in September 2017 with a curated collection of eight restaurant and lounges, each offering a distinctive dining journey inspired by regional ingredients and multicultural influences. Our food and beverage portfolio was crafted after spending the last five years meeting with local farmers and growers, motivated by a desire to learn what the landscape of Western Canada has to offer.

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[parqvancouver.com](http://parqvancouver.com)

3 Food & beverage outlets in an innovative urban resort

Restaurants: Honey Salt, The Victor, D6







# *the* Victor

VANCOUVER, BC

Located on Parq's sixth-floor rooftop, The Victor boasts a vibrant energy that echoes and amplifies the vitality of the city of Vancouver, overlooking False Creek and a 30,000 square foot rooftop urban park. An elegant bar offers premium libations, cutting edge cocktails, and an extensive selection of champagnes and wines.

[parqvancouver.com/food-drink/the-victor](http://parqvancouver.com/food-drink/the-victor)

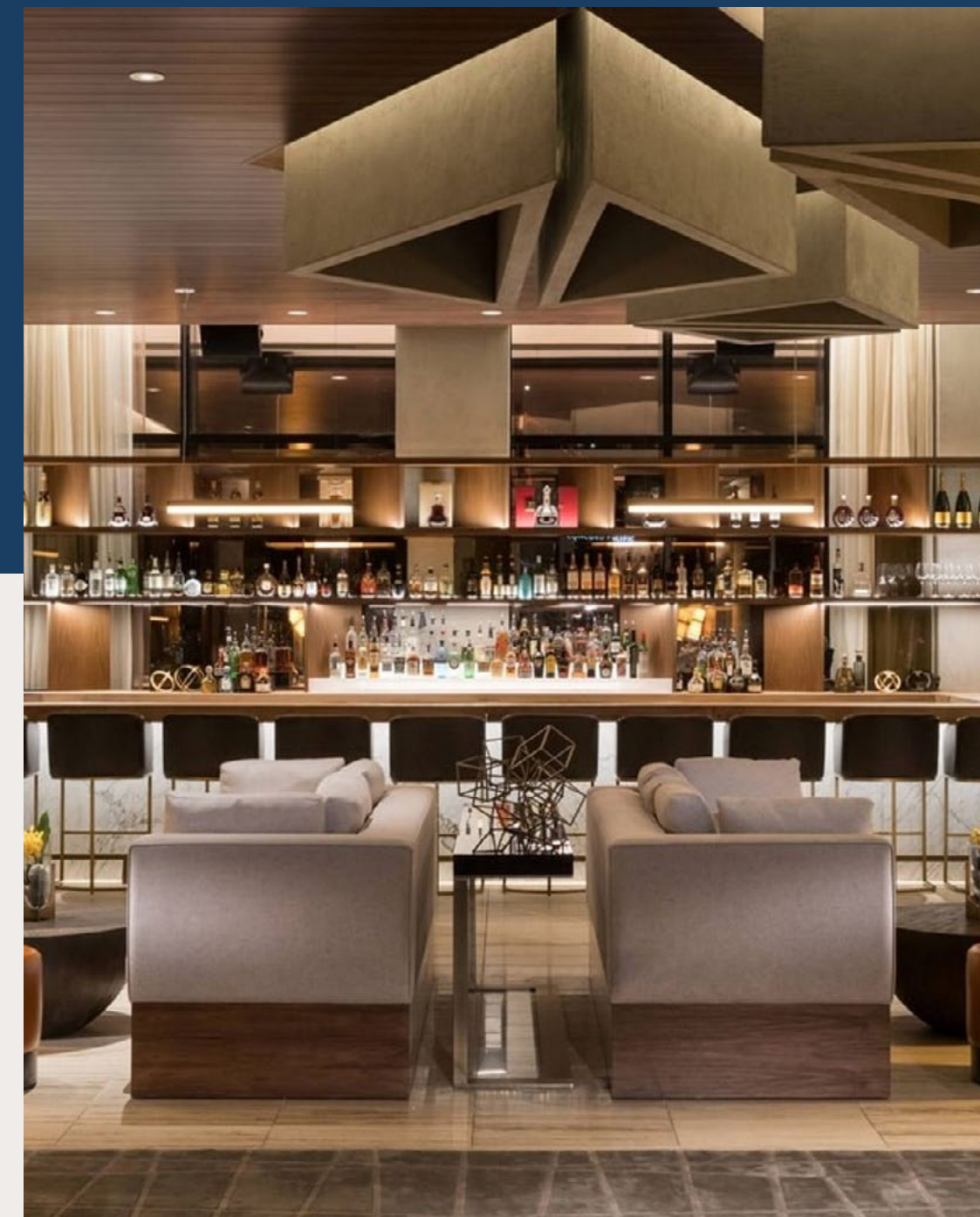




VANCOUVER, BC

A hip, vibrant and exclusive nightlife option perched above the city, this indoor/outdoor rooftop space makes for a coveted cocktail destination in Vancouver. Featuring dramatic views of the city, D6 is a premier rooftop lounge, embodying the essence of the Vancouver lifestyle. Enjoy handcrafted cocktails, carefully chosen wines, and unique small bites.

[parqvancouver.com/food-drink/d6](http://parqvancouver.com/food-drink/d6)





# Our Partners & Clients





Since 2002, Blau + Associates has worked with a diverse and impressive range of restaurant companies, resorts, hotels, casinos, and developers in a wide variety of capacities. Working side by side with some of the best in the industry, we have created numerous signature experiences, and built many enduring relationships. For us, every project is a priority, and we deeply value our clients, and their success.



# Restaurants

**THE RAINBOW ROOM**

*NEW YORK, NY*

RAINBOW PRIVATE DINING CLUB  
BAR SIXTYFIVE  
PRIVATE DINING

**LE CIRQUE**

*NEW YORK, NY & LAS VEGAS, NV*

**STARBUCKS**

*INTERNATIONAL*

**PARQ VANCOUVER**

*VANCOUVER, BC*

THE VICTOR  
BC KITCHEN  
HONEY SALT  
D/6 BAR & LOUNGE  
MRKT EAST

**NOMI, PARK HYATT**

*CHICAGO, IL*

**CABO WABO CANTINA**

*LAS VEGAS & LAKE TAHOE, NV*

**STACK, MIRAGE**

*LAS VEGAS, NV*

**FIX, BELLAGIO**

*LAS VEGAS, NV*

**SOCIETY CAFE AT ENCORE, WYNN LAS VEGAS**

*LAS VEGAS, NV*

**THE PENTHOUSE, HUNTLEY HOTEL**

*SANTA MONICA, CA*

**TGI FRIDAYS**

*NATIONAL*

**TURNING STONE**

*VERONA, NY*

THE UPSTATE TAVERN  
TS STEAKHOUSE  
WILDFLOWERS  
PINO BIANCO  
TIN ROOSTER DANCE HALL AND BBQ

**BJ'S BREWHOUSE**

*NATIONAL*

**IHOP**

*NATIONAL*







# Hotels & Resorts

MONTAGE HOTEL AND RESORTS

PENDRY HOTELS

PARK HYATT CHICAGO

THE PLAZA NEW YORK

RITZ CARLTON

BLANTYRE

VICEROY HOTELS

TERRANEA RESORT

ONE AND ONLY RESORTS

MARRIOTT HOTELS

VIRGIN HOTELS

VAIL CASCADE

HYATT FRENCH QUARTER

THE WATERGATE

THE CLUB AT NEW SEABURY

ENCHANTMENT RESORT

RED MOUNTAIN RESORT & SPA

HIGHGATE HOTELS

HOTEL ICON HOUSTON

HILTON DAYTONA BEACH

PIER 2620 SAN FRANCISCO

TRUMP TORONTO

PARAMOUNT HOTEL & RESORTS

BLAU  
& ASSOCIATES



# Casinos

**WYNN RESORTS**

*LAS VEGAS*

*BOSTON*

*MACAU*

*RAS AL KHAIMAH*

**MGM/MIRAGE RESORTS**

*LAS VEGAS*

**PARQ VANCOUVER**

*BRITISH COLUMBIA*

**MOHEGAN SUN HOTEL & CASINO**

*CONNECTICUT*

**STATIONS CASINOS**

*LAS VEGAS*

**TURNING STONE RESORT & CASINO**

*NEW YORK*

**HARD ROCK HOTEL & CASINO**

*LAS VEGAS*

*NEW YORK*

**POTAWATOMI**

*MILWAUKEE*

**RIVER CREE RESORT**

*EDMONTON*







# Developers & Others

**GOLDEN STATE WARRIORS**  
ORACLE ARENA

**AMERICAN EXPRESS**  
CENTURION LOUNGE

**SODEXO CONVENTION CENTER**  
LAS VEGAS

**WALMART**

**STARWOOD CAPITAL**

**NETJETS**

**CELEBRITY CRUISES**

**MSC CRUISES**

**DISCOVERY LAND CO.**

YELLOWSTONE CLUB  
CHILENO BAY  
MADISON  
THE SUMMIT CLUB  
EL DORADO  
GOZZER RANCH  
BAKERS BAY  
DUNE DECK  
MAKENA

**ROUSE COMPANY**

**VORNADO REALTY TRUST**

**BOSTON CONSULTING GROUP**

**PARAGON GAMING**



# **& BLAU ASSOCIATES**

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