

# Innovate Long Island

## [At Marcum, food-biz buddy Biscotti eyes a new kitchen](#)

Twice baked: Business-development expert Lou Biscotti, credited with advancing many early-stage food-and-beverage companies, is whipping up new ideas at Marcum LLP.

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By GREGORY ZELLER

With a name like Biscotti, he has to be good for the food industry.

And Louis Biscotti has been just that, particularly during his five-year run at Woodbury-based accounting giant Mazars USA, where the partner headed up global and national Food and Beverage operations. In that role, Biscotti baked up several business-development programs that enhanced early-stage food and/or beverage enterprises via specialized tax knowhow and other industry-specific professional services.

Now, the Italian cookie like no other is taking his talents to New York City-based Marcum LLP, which on Wednesday announced “the preeminent accounting specialist in the food and beverage industry” has joined the crew at the accounting giant’s Melville office.

Biscotti’s mission is simple: Do it again.

Noting the new hire – officially, the new partner and Food and Beverage Group practice leader – is a “nationally recognized food and beverage expert” with a “series of best-practice forums for food and beverage executives” under his belt, Marcum “looks forward to building a thriving food and beverage industry group with Lou at the helm,” the firm said in a statement.

Biscotti, who founded and spent 34 years growing Garden City-based Biscotti Toback & Co. into one of the Northeast’s premier business consultancies, is credited with advancing the interests of numerous companies in various food-related sectors.

Among his better-known claims is Mazars’ annual Food & Beverage Industry Study, which Biscotti directed and is considered an industry staple.

The CPA, who earned a bachelor’s degree in accounting and an MBA, focus on taxation, from St. John’s University, said Wednesday he was “very excited” to leverage his 40 years of experience into new business-development opportunities at Marcum.

“There are a lot of challenges, because there’s so much innovation in the industry right now, as well as consolidation,” Biscotti told Innovate LI. “But that means there’s also a lot of opportunity.

“It’s really a new beginning, to be able to build another food and beverage industry group like this.”