

How the Legendary Legacy of a Local Restaurant Lives on

Family farm to table – that’s the way Cosimo’s restaurants started serving food people of the Hudson Valley love. In the late 1970s, Cosimo Di Brizzi started selling pizza by the slice to hungry shoppers in local malls. Through his entrepreneurial leadership and unmatched work ethic, his business didn’t just take off – it took root in the community.



The business flourished and became a familiar stomping ground for Hudson Valley residents. The restaurants have long combined the savory flavors of brick-oven pizzas and classic Italian pastas with the art of hospitality. When they finally needed HR support for their growing team, they looked for a partner that had the same mentality and values – local businesses supporting local communities. And that’s where Ethan Allen came in.

The Beautiful Beginning >>

Carlo Citera, a Cosimo’s employee turned owner and partner, is following in Cosimo’s footsteps. When he got connected with Ethan Allen, a local Hudson Valley business, he knew this partnership had great potential.

“From the day we met their sales team, we knew. We saw their investment in us. Ethan Allen just felt right for Cosimo’s.”

Cosimo’s knew they needed combined benefits – not just payroll assistance but HR support for their multiple restaurants. The Ethan Allen team hit the ground running. The combination of Ethan Allen’s experience and the personable communication style of the Cosimo’s leadership team led to a seamless transition.

At the beginning of 2019, Cosimo’s had 16 managers, each with an array of questions that needed addressing. From payroll details to sales numbers to leadership plans, EA came alongside each manager and supplied helpful and concise answers to each and every issue.

Onboarding staff with new processes can be a tricky task indeed. When Ethan Allen jumped on board, Cosimo’s had about 250 employees. Updating and changing HR procedures and software were no small undertakings, especially with what was right around the corner.

The Building Blocks of Partnership >>

When the chaos and unsettling unknowns of 2020 arrived, the layers and complexities of the questions increased (and understandably so). But with each new scenario, the level of communication strengthened, creating a foundation for long-lasting partnership.

“We had to find historical data for the government’s requirement on PPP loans and other specific requests. While many businesses lived in utter confusion, we knew precisely what was required of us because of Ethan Allen’s support. Together, we hit these challenges in stride.”

With steady correspondence day in and day out, everyone knew what to expect. Now getting the entire staff team on the same page didn’t happen overnight; however, when people are the priority, slowing down to explain necessary details is never a bother but a privilege.

“Without Ethan Allen, I don’t know what we would have done. Especially with all the unknowns from the pandemic and the shift to receiving a majority of our business from online orders, many of our daily routines had to adjust with all the COVID-19 rules and regulations. But Ethan Allen bent over backwards for us, they made all the changes and plans palatable for our team.”

The Best of the Best in Community >>

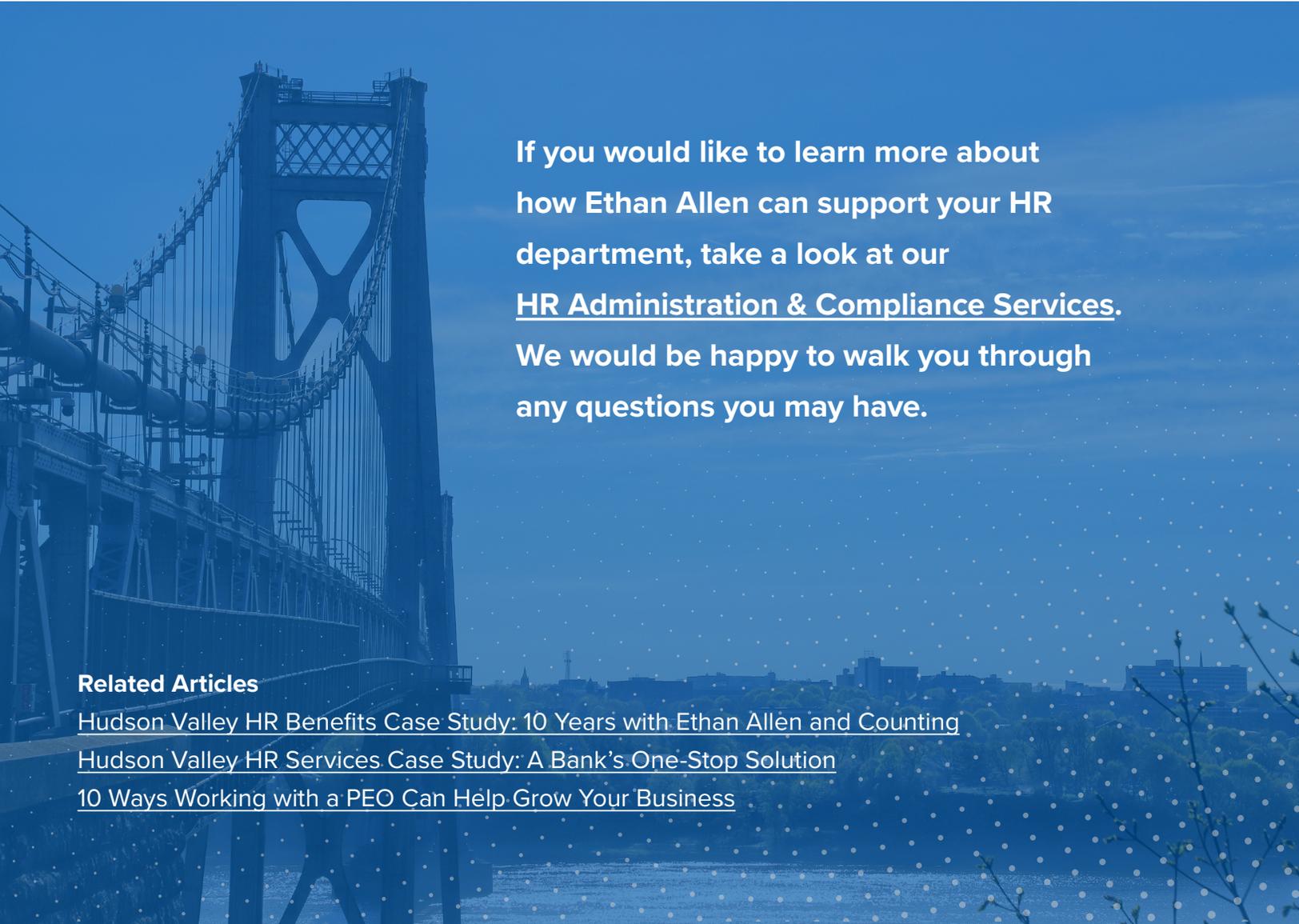
The bonds and relational trust built during 2020 laid a rich foundation for a long-lasting partnership, one that made a positive impression for both parties. “The fact Ethan Allen was around and always available in 2020 when so much of our world was shut down was incredibly significant. We know now, beyond question, that we can depend on them.”

And the cherry on top? Ethan Allen and Cosimo’s align with their community mindset. Each organization is concerned with giving back to those around them. In fact, both support the Foodbank of Hudson Valley and ran into each other at a recent fundraiser – another positive indication that this partnership is one that will be here for years to come.

Carlo summarized the partnership like this:

“Ethan Allen is a great local organization that understands not just the nuts and bolts of a business, but the hospitality side as well. When HR details are taken care of, our people can do what they do best – serve the community of Hudson Valley.”

Cosimo’s knew the company needed payroll support for their staff with the farm-to-table mentality, and Ethan Allen is privileged to be the partner from their own backyard. And we will continue to work hard to provide HR services to our local community to support their business endeavors. From local HR needs to local restaurants, anything our clients need, we find a way to provide.



If you would like to learn more about how Ethan Allen can support your HR department, take a look at our [HR Administration & Compliance Services](#). We would be happy to walk you through any questions you may have.

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