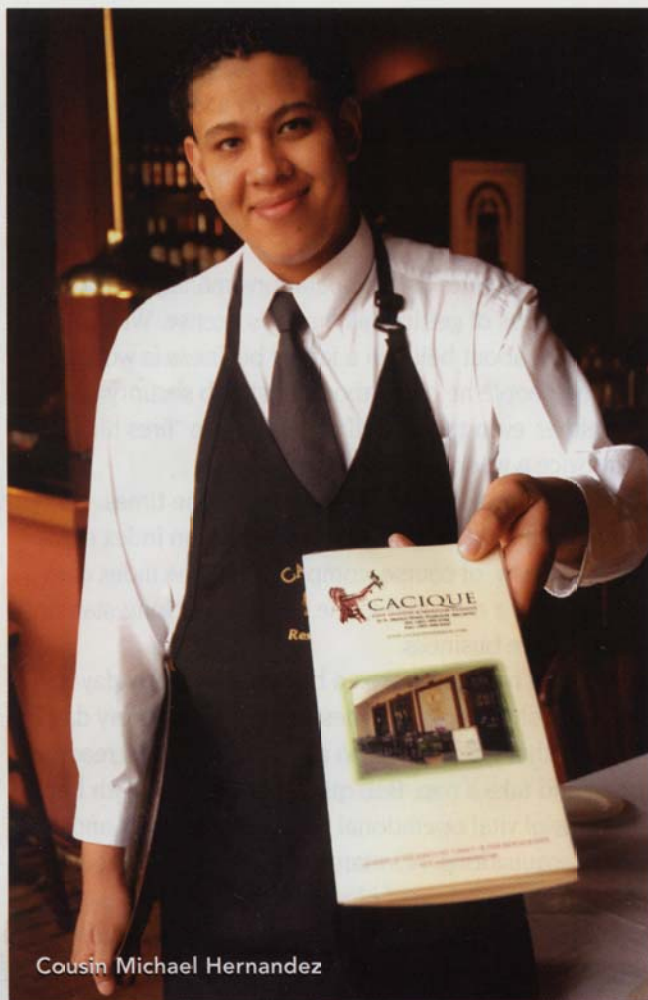


Cacique Restaurant

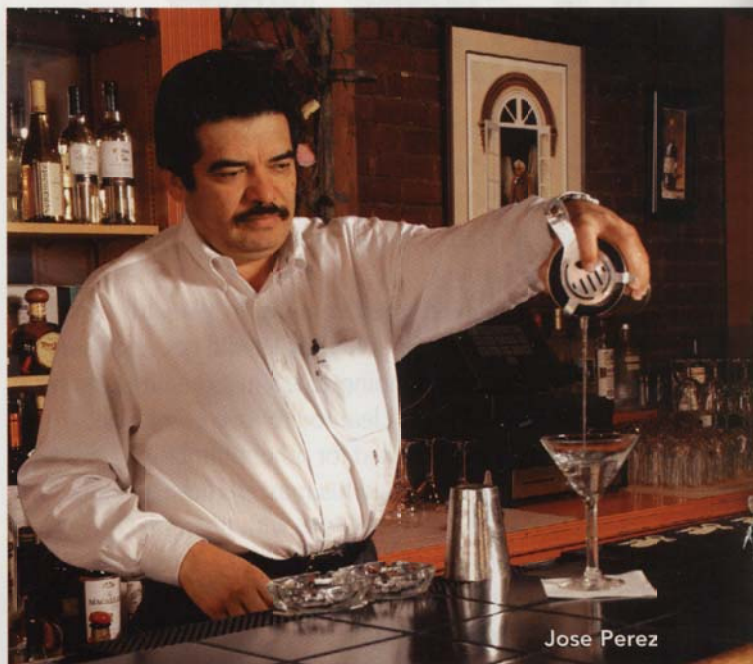
The menu at Cacique restaurant in downtown Frederick represents a cuisine celebration of Mexican, Central American, and Spanish flavors. Three men from El Salvador, who share not only family ties but keen interest and experience in the restaurant business, brought Cacique to life in 2004.

The restaurant owners dubbed the establishment "Cacique," in honor of the leader of their ancestral tribe. The men—Jose Hernandez, Rigoberto Gutierrez, and Jose Perez—grew up together in a small El Salvadoran village. Hernandez and Perez are cousins of Gutierrez, only from different sides of the family.



Cousin Michael Hernandez

Hernandez initially worked on a number of occasions with Perez at El Mariachi Restaurant in Rockville. Later, Hernandez decided to venture north to open his own restaurant in Frederick. In 2000, he greeted his first guests when Mexicali Cantina opened its doors. Once the Cacique location became available on Market Street,



Hernandez joined forces with Perez and Gutierrez to launch the new establishment.

Perez, the senior partner, has extensive restaurant management experience and has helped both Gutierrez and Hernandez in Frederick. "They offer each other new ideas and suggestions based on what has worked for each of them," says Perez.

Because of the lifetime connection with the men, Perez says working in business as family has its benefits. Perez knows that he can trust Gutierrez and Hernandez, and that they will do whatever is needed. In addition to taking care of the business, Perez points out, all three men make it a point to take care of their customers.

Rounding out the family affair at Cacique, as well as Mexicali Cantina, additional relatives of the three partners bolster the workforce.

Perez says all employees are treated the same. "There's no difference between one person doing a job and a family member getting a paycheck," he says. "Family members have to produce the same or more."

Hernandez notes that working together with family is helpful because they are in tune with one another. "I think it is more helpful," he says, recalling assistance from his daughter at Mexicali Cantina, and his wife at Cacique.

Best of all, Gutierrez says, there is a closeness among all employees that offers a family-like atmosphere. "We treat each other as family, and we care about our customers." ❖