

RECIPE MAPPING™

HOW TO TURN GOOD RECIPES INTO GREAT MENU ITEMS

A good recipe for home cooking doesn't always work out when you attempt to replicate it in the restaurant. Startup restaurateurs find out quickly that a recipe intended to yield four, six or even 10 servings might not be practical when feeding dozens or even hundreds of guests — every day.

Success in the restaurant business is often measured in pennies. Inaccurate purchase orders, wasted product and inefficient labor use are ingredients for losing money. And while your friends and family never minded waiting an extra half-hour or so for your home recipes or varia-

tions in presentation, your restaurant guests will not forgive slow service and inconsistency.

For good recipes to become great menu items, you must learn to make them pleasing to both your guests and your accountant. You must break them down into stages that assist purchasing and inventory control, organize prepping, reduce production time, and maximize yield. Then you must build them up to serve dozens of covers.

Our proprietary name for this process is RecipeMapping, and it is designed to help you add new items to your menu consistently, methodically and profitably.

Step 1 – Add Ingredients to the Master Inventory List. Every restaurant should maintain a Master Inventory List that includes all of the ingredients that a restaurant must use in the preparation of their menu items. This list can be maintained using a spreadsheet format that includes purchasing information, such as the pack, size and price of the ingredients — information that is useful when creating other management forms, such as inventory and order forms. But to accurately calculate the real cost to produce a menu item, the Master Inventory list should not only reflect the purchasing cost and unit of measure, but also the corresponding recipe cost and unit of measure. Any ingredient used in cooking can be expressed in one of three units of measure when using it in a recipe — weight measure (typically ounces or lbs.), volume measure (such as tsp., tbsp., cups, qts. or gal.), or by piece. Many products are purchased by weight units of measure but are measured for recipes in terms of volume (fluid) measure. To determine a true recipe unit cost, it can require measuring a pound of product to determine its recipe yield. We provide Recipe Conversion Notes to assist in this process.

Step 2 – Create the Prep Stages. Here we identify parts of the menu item that can be prepared prior to final cooking and presentation, to reduce the time from order to service. Even a simple, single menu item often requires several subrecipes that are produced in batch and become part of the routine preparation tasks. Each subrecipe is then added to the Recipe Manual for reference by the kitchen staff. The cost of each subrecipe ingredient is calculated by multiplying the number of recipe units used by the recipe unit cost listed in the Master Inventory. The subrecipe batch is then assigned its own recipe unit and cost based on total cost to produce the batch and how much it yields.

Step 3 – Calculate Menu Item Cost. Finally, the cost of the menu item is determined by calculating the cost of each recipe or ingredient needed to produce the menu item, then affixing a selling price that produces the desired profit. Restaurants should review their menu item cost every three to six months to ensure that cost expectations are accurate.

THIS MONTH'S FEATURES:

Pork Tenderloin Scaloppini and Slow Roasted Pork Loin

This month's article features menu items created by Tom Bruce of Central Coast Food & Beverage in Capitola, California.



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MENU ITEMS

Menu items featured in our RecipeMapping department are available online at www.RestaurantOwner.com/recipe.htm.

PORK TENDERLOIN SCALOPPINI

- 1 ea. Pork Tenderloin Prep
- 0.01 oz. Sea salt
- 0.05 oz. All purpose flour
- 0.5 fl. oz. Extra-virgin olive oil
- 0.75 oz. Button mushroom
- 0.5 oz. Roma tomato
- 1 fl. oz. White wine
- 1 fl. oz. Chicken broth
- 0.2 oz. Peeled garlic
- 5 oz. Spaghetti pasta
- 4 fl. oz. Marinara sauce
- 3 oz. Zucchini squash
- 1 oz. Red jumbo onion
- 1 oz. Green bell pepper
- 0.05 oz. Fresh basil



LINE COOK INSTRUCTIONS:

1. Lightly salt the pork medallions and dust with flour.
2. Heat the olive oil in a sauté pan and lay the meat so the pieces don't overlap. Brown, turn and brown the other side.
3. Remove the meat from the pan and add the mushrooms and garlic, sauté lightly.
4. Deglaze the pan with the wine and broth and reduce slightly. Add the meat to the pan and bring to a simmer. Add the chopped tomatoes and marinara and return to a simmer. The flour on the meat will thicken the sauce slightly.
5. Plate with pasta and sauce and add the grilled veggies as illustrated.
6. Garnish the scaloppini with chopped fresh basil for service.

SLOW ROASTED PORK LOIN

- 1 ea. Porkloin Prep
- 1 ea. Baked Parmesan Polenta
- 3 oz. Fresh asparagus
- 2 oz. Baby whole organic carrots
- 1.5 oz. Button mushroom

LINE COOK INSTRUCTIONS:

1. Place 1 portion of polenta in a medium hot oven.
2. Combine preroasted asparagus, baby carrots and mushrooms on an oven pan and place into a medium-hot oven.
3. Cut the pork loin slices and shingle on a warm plate. Arrange polenta and veggies as illustrated and serve.



STEP ONE: INVENTORY MASTER

Item Description	Case Pack/Size	Purchase Unit (PU)		Recipe Cost Unit (RU)			
		U/M	Current Price	U/M	# RU per PU	Yield %	Cost
** Asparagus, fresh	1/11-lb.	Case	28.56	OZ-wt	176	70%	0.232
* Basil, fresh	1/1-lb.	Box	8.62	OZ-wt	16	56%	0.962
* Basil, leaves	3/22-oz.	Case	63.03	OZ-wt	66	100%	0.955
*** Broth, chicken	12/49-oz.	Case	28.78	OZ-fl	588	100%	0.049
** Carrots, whole baby organic	1/5-lb.	Bag	6.75	OZ-wt	80	90%	0.094
** Cheese, Parmesan grated	4/5-lb.	Case	78.24	OZ-wt	320	100%	0.245
* Flour, all purpose	1/25-lb.	Bag	8.25	OZ-wt	400	100%	0.021
*** Garlic, granulated	3/6.5-lb.	Case	68.14	OZ-wt	312	100%	0.218
*** Garlic, peeled fresh	4/5-lb.	Case	72.36	OZ-wt	320	100%	0.226
** Milk, whole	2/1-gal.	Case	7.03	OZ-fl	256	100%	0.027
*** Mushroom, button	1/10-lb.	Box	15.94	OZ-wt	160	100%	0.100
*** Oil, olive extra-virgin	3/1-gal.	Case	66.92	OZ-fl	384	100%	0.174
* Onion, red jumbo	1/25-lb.	Box	16.65	OZ-wt	400	91%	0.046
* Onion, yellow jumbo	1/10-lb.	Carton	6.47	OZ-wt	160	91%	0.044
* Oregano, leaves	3/1.75-lb.	Case	41.57	OZ-wt	84	100%	0.495
** Paprika, smoked	6/17-oz.	Case	86.70	OZ-wt	102	100%	0.850
* Pasta, spaghetti	2/10-lb.	Case	23.68	OZ-wt	320	266%	0.028
* Pepper, black	1/16-oz.	Each	15.55	OZ-wt	16	100%	0.972
** Pepper, cayenne	6/14-oz.	Case	47.27	OZ-wt	84	100%	0.563
* Pepper, green bell medium	1/5-lb.	Case	9.51	OZ-wt	80	85%	0.140
** Polenta, corn meal yellow	1/25-lb.	Bag	23.99	OZ-fl	712	100%	0.034
* Pork, tenderloin fresh	8/1.25-lb.	LB	3.09	OZ-wt	16	100%	0.193
** Porkloin, fresh center cut	2/11-15-lb.	LB	1.97	OZ-wt	16	100%	0.123
** Rosemary, fresh	1/12-ct.	Case	10.09	EA	12	100%	0.841
*** Salt, sea	6/40-oz.	Case	31.04	OZ-wt	240	100%	0.129
** Sauce, soy light	6/0.5-gal.	Case	38.56	OZ-fl	384	100%	0.100
** Seasoning, Montreal steak	3/7-lb.	Case	38.07	OZ-wt	336	100%	0.113
* Squash, zucchini	1/5-lb.	Case	8.80	OZ-wt	80	92%	0.120
** Sugar, granulated	1/25-lb.	Bag	15.32	OZ-wt	400	100%	0.038
* Tomatoes, Roma	1/25-lb.	Case	21.34	OZ-wt	400	91%	0.059
* Tomatoes, STP 74/40	6/#10-can	Case	22.43	EA	6	100%	3.738
** Vinegar, rice natural	4/1-gal.	Case	32.77	OZ-fl	512	100%	0.064
* Wine, white	12/750-ml.	Case	61.50	OZ-fl	304	100%	0.202

*Pork Tenderloin Scaloppini **Slow Roasted Pork Loin *** Both

The first step is to identify each ingredient for all the subrecipes and then to get the purchasing unit pack, size and cost information from your foodservice distributor. Raw ingredients for these menu items were chosen based on availability from local distributors. Once you have the purchasing information, you're ready to calculate the number of recipe units in each purchase unit.

RECIPE CONVERSION NOTES:

Many products are purchased by the weight unit of measure but are measured for recipes in fluid measures, such as teaspoons, tablespoons or cups. Precise conversion formulas are necessary to attain accurate costs. Here are some facts we noted when calculating the number of recipe units:

- Fresh basil yields 56 percent after stemming and cleaning.
- Polenta/cornmeal weighs 4.5 oz. per cup.
- Spaghetti pasta yields 266 percent after cooking.

STEP TWO: PREP STAGES

Subrecipes are usually prepared ahead of time and can be components for one or several menu items.

PORK TENDERLOIN SCALOPPINI

C. C. F. & B. - Recipe Card			Recipe Cost			
Pork Tenderloin Prep			Batch			
INGREDIENTS	MEASURE	PROCEDURE	RU	# of RU	RU Cost	Cost
Pork, tenderloin fresh	10 lbs. (1 case)	1. Remove the tenders from the bags and pat dry. 2. Using a boning knife, remove the "silver skin" along the top and side. 3. Depending on the trim from the packer you may need to clean up the bottom a bit as well. 4. Starting from the head, or large end, cross-cut the tenderloin into 1-1.5 oz. medallions. 5. When you reach the tail reserve the meat for stir fries, etc. 6. Place the medallions cut-side up on a cutting board and drape a piece of plastic wrap over them. 7. Flatten the medallions with the flat side of a tenderizing mallet. Take care not to use too much force as the meat is already tender; this is just to flatten for sauté. 8. Portion into 6-oz. portions and refrigerate for service.	OZ-wt	160	0.193	\$ 30.90
					-	\$ -
					-	\$ -
					-	\$ -
					-	\$ -
					-	\$ -
					-	\$ -
					-	\$ -
					-	\$ -
					-	\$ -
TOOLS/EQUIP.: Ounce scale, boning knife, French knife, cutting board and plastic wrap. STATION: Line cook YIELD: About 20 6-oz. portions SHELF LIFE: 2 days			Total		\$ 30.90	
			RU		EA	
			# of RU		20	
			RU Cost		\$ 1.55	

CHEF'S NOTE: We used a 75 percent yield, which does not take into consideration the usable trim. The trim is multiuse and very good quality.

C. C. F. & B. - Recipe Card			Recipe Cost				
Marinara Sauce			Batch				
INGREDIENTS	MEASURE	PROCEDURE	RU	# of RU	RU Cost	Cost	
Tomatoes, STP 74/40	3 cans	1. Heat a heavy-bottom large saucepot over medium heat. Add the olive oil and heat. 2. Add the onions and garlic and cook over low heat until transparent and soft. 3. Add the oregano and basil and stir into the onion mixture to release the dry spice flavor. 4. Add the canned tomatoes and bring to a simmer. 5. Continue to cook for 30-40 minutes and add the chopped Roma tomatoes. Simmer for 8-10 minutes longer. 6. Add the salt and pepper and adjust the seasonings as necessary. 7. Hold hot for service or cool and refrigerate.	EA	3	3.738	\$ 11.22	
					-	\$ -	
Garlic, granulated	4 ozs, chopped			OZ-wt	4	0.218	\$ 0.87
Onion, yellow jumbo	12 ozs, fine cut			OZ-wt	12	0.044	\$ 0.53
Oregano, leaves	½ oz.			OZ-wt	0.5	0.495	\$ 0.25
Basil, leaves	½ oz.			OZ-wt	0.5	0.955	\$ 0.48
Oil, olive extra-virgin	¼ cup			OZ-fl	2	0.174	\$ 0.35
Pepper, black	¼ oz.			OZ-wt	0.25	0.972	\$ 0.24
Salt, sea	¼ oz.			OZ-wt	0.75	0.129	\$ 0.10
Tomatoes, Roma	24 ozs. seeded			OZ-wt	24	0.059	\$ 1.41
					-	\$ -	
					-	\$ -	
TOOLS/EQUIP.: Ounce scale, heavy-duty large saucepot and stainless steel service spoon. STATION: Prep cook YIELD: About 80 4-oz. portions SHELF LIFE: 5 days			Total		\$ 15.44		
			RU		OZ-fl		
			# of RU		320		
			RU Cost		\$ 0.05		

CHEF'S NOTE: Always use premium-quality canned tomatoes and don't overcook the sauce. This is a great base sauce.

STEP TWO: PREP STAGES

ROASTED PORK LOIN

C. C. F. & B. - Recipe Card			Recipe Cost			
Porkloin Prep			Batch			
INGREDIENTS	MEASURE	PROCEDURE	RU	# of RU	RU Cost	Cost
Porkloin, fresh center cut	12 lbs. (one loin)	1. If necessary, lightly trim the pork loin and cut in half. Set aside under refrigeration. 2. Place the salt, sugar, rosemary sprigs and garlic in a #400 full pan. 3. Heat half of the water to a simmer and pour over the mixture. Allow the mixture to steep for 10-15 minutes to release the rosemary and dissolve the salt and sugar. 4. Add the remaining water, vinegar and soy, blend well. 5. Place the loins in the brine, cover and refrigerate. 6. Allow the loins to brine for 36-48 hours, turning occasionally to ensure even absorption. 7. Remove the loins and pat dry. Season heavily on all sides with the rub. Place in a food-grade container, cover and refrigerate for 8-10 hours. 8. For service, place the loins on a medium section of the grill and brown on all sides. 9. Place the browned loins on a roasting rack and slow roast at 225° until the loins reach desired doneness. 10. Hold in a warm place for 20-30 minutes before cutting to order.	OZ-wt	192	0.123	\$ 23.64
Water	10 cups		OZ-fl	80	-	\$ -
Salt, sea	3 ozs.		OZ-wt	3	0.129	\$ 0.39
Sugar, granulated	4 ozs.		OZ-wt	4	0.038	\$ 0.15
Rosemary, fresh	½ bunch		EA	0.5	0.841	\$ 0.42
Garlic, peeled fresh	2 ozs. split cloves		OZ-wt	2	0.226	\$ 0.45
Vinegar, rice natural	1 cup		OZ-fl	8	0.064	\$ 0.51
Sauce, soy light	½ cup		OZ-fl	4	0.100	\$ 0.40
House Rub	8 ozs.		OZ-wt	8	0.193	\$ 1.54
					-	\$ -
TOOLS/EQUIP.: Pound scale, ounce scale, cup measure, saucepot, #400 full pan and food-grade container with cover.			Total		\$ 27.51	
STATION: Line cook			RU		EA	
YIELD: About 22 6- to 7-oz. portions			# of RU		22	
SHELF LIFE: 1 shift			RU Cost		\$ 1.25	

CHEF'S NOTE: This works particularly well in a “cook and hold” oven.

C. C. F. & B. - Recipe Card			Recipe Cost			
House Rub			Batch			
INGREDIENTS	MEASURE	PROCEDURE	RU	# of RU	RU Cost	Cost
Seasoning, Montreal steak	2 lbs.	1. Using a medium mixing bowl, combine all ingredients. 2. Blend thoroughly with a service spoon. 3. Store in a food-grade container with a lid.	OZ-wt	32	0.113	\$ 3.63
Garlic, granulated	8 ozs.		OZ-wt	8	0.218	\$ 1.75
Paprika, smoked	3 ozs.		OZ-wt	3	0.850	\$ 2.55
Pepper, cayenne	1 oz.		OZ-wt	1	0.563	\$ 0.56
				-	\$ -	
				-	\$ -	
				-	\$ -	
				-	\$ -	
				-	\$ -	
				-	\$ -	
				-	\$ -	
				-	\$ -	
				-	\$ -	
TOOLS/EQUIP.: Ounce scale, medium mixing bowl, service spoon and food-grade container with lid.			Total		\$ 8.49	
STATION: Prep cook			RU		OZ-wt	
YIELD: Rub for about 11 half loins			# of RU		44	
SHELF LIFE: 7 days			RU Cost		\$ 0.19	

CHEF'S NOTE: This is a great all-purpose rub for pork and beef. Also a good rub for smoking.

