

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:

Summer Power Bowl and Island Style Ribs

This month we're featuring items developed for a country club client's summer menu. Both are great hot weather items and easily paired with chilled wine or beer. Tom Bruce of Central Coast Food & Beverage created the recipe mapping for these dishes.



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MENU ITEMS

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

SUMMER POWER BOWL

- 1 ea. Power Bowl Prep
- 1 ea. Grilled Chicken Prep
- 0.5 oz. Red bell pepper
- 0.1 ea. Basil sprig

LINE COOK INSTRUCTIONS:

1. Grill chicken breast over medium heat, take care not to overcook.
2. Remove from the grill and allow to stand for 2-3 minutes.
3. Build the grains bed in a chilled salad bowl.
4. Shingle the chicken and layer offset in the bowl.
5. Garnish with red bell pepper and basil for service.



ISLAND STYLE RIBS

- 1 ea. Island Rib Prep
- 1 ea. Housemade Slaw
- 1.5 fl. oz. Island Rib Sauce
- 0.5 oz. Bok choy baby cabbage
- 0.25 oz. Green onions
- 1 oz. Mandarin orange sections

LINE COOK INSTRUCTIONS:

1. Grill the rib portion on a medium/cool area of the grill until done. Move to a medium grill area to mark. Remove from heat and allow to cool for 2-3 minutes.
2. Layer the bok choy leaves on a sled plate and arrange the cut rib portions.
3. Place the sauce ramekin in the corner and add slaw.



4. Garnish with chopped green onions and Mandarin orange sections for service.

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 |
| * Basil, fresh | 1/12-ct. | Case | 19.96 | EA | 12 | 100% | 1.663 |
| * Beans, pinto | 6/#10-can | Case | 32.52 | OZ-wt | 408 | 100% | 0.080 |
| ** Beef, Korean short rib | 1/15-lb. | LB | 7.90 | OZ-wt | 16 | 100% | 0.494 |
| ** Cabbage, baby bok choy | 1/10-lb. | Case | 29.45 | OZ-wt | 160 | 95% | 0.194 |
| * Cabbage, baby kale | 2/1.5-lb. | Case | 17.04 | OZ-wt | 48 | 90% | 0.394 |
| ** Cabbage, green large | 1/10-lb. | Case | 5.65 | OZ-wt | 160 | 80% | 0.044 |
| ** Carrots, jumbo | 1/25-lb. | Carton | 21.80 | OZ-wt | 400 | 83% | 0.066 |
| * Chicken, breast b/s 5 oz. | 4/5-lb. | Case | 83.98 | EA | 62 | 100% | 1.355 |
| * Corn, fresh white | 1/48-ct. | Case | 13.50 | OZ-wt | 96 | 100% | 0.141 |
| * Dressing, white balsamic | 4/1-gal. | Case | 50.65 | OZ-fl | 512 | 100% | 0.099 |
| * Edamame, shelled frozen | 6/2.5-lb. | Case | 36.25 | OZ-wt | 240 | 100% | 0.151 |
| *** Garlic, whole peeled | 1/5-lb. | Jar | 25.34 | OZ-wt | 80 | 100% | 0.317 |
| *** Ginger, fresh | 1/5-lb. | Carton | 11.47 | OZ-wt | 80 | 90% | 0.159 |
| ** Juice, mango | 12/46-oz. | Case | 40.23 | OZ-fl | 552 | 100% | 0.073 |
| ** Juice, pineapple | 12/32-oz. | Case | 41.63 | OZ-fl | 384 | 100% | 0.108 |
| ** Onions, green | 1/6-ct. | Bag | 9.49 | OZ-wt | 21 | 90% | 0.502 |
| ** Orange, mandarin whole sections | 6/#10-can | Case | 51.08 | OZ-wt | 360 | 100% | 0.142 |
| * Pepper, red bell | 1/5-lb. | Bag | 15.90 | OZ-wt | 80 | 91% | 0.218 |
| * Quinoa, grain | 1/10-lb. | Case | 37.20 | OZ-fl | 284.8 | 100% | 0.131 |
| * Rice, brown short grain | 1/25-lb. | Case | 25.46 | OZ-fl | 500 | 100% | 0.051 |
| ** Sauce, BBQ Korean | 6/64-oz. | Case | 44.74 | OZ-fl | 384 | 100% | 0.117 |
| ** Sauce, ponzu | 6/64-oz. | Case | 66.13 | OZ-fl | 384 | 100% | 0.172 |
| ** Sauce, soy light | 6/0.5-gal. | Case | 50.12 | OZ-fl | 384 | 100% | 0.131 |
| ** Sugar, granulated | 24/1-lb. | Case | 40.82 | OZ-fl | 433.92 | 100% | 0.094 |
| *** Vinegar, rice natural | 4/1-gal. | Case | 47.03 | OZ-fl | 512 | 100% | 0.092 |
| * Wine, white | 12/750-ml. | Case | 51.60 | OZ-fl | 304 | 100% | 0.170 |

*Summer Power Bowl **Island Style Ribs *** 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:

- A #10 can of mandarin orange sections yields 60 ozs. when drained.
- A #10 can of pinto beans yields 68 ozs. when drained.
- Brown rice weighs 6.4 ozs. per cup.
- Chicken breasts come packaged 62 pcs. per 5 lb. case.
- Fresh corn yields 2 ozs. per ear.
- Granulated sugar weighs 7.1 ozs. per cup.
- Quinoa weighs 4.5 ozs. per cup.

STEP TWO: PREP STAGES

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

SUMMER POWER BOWL

| Central Coast Food & Beverage | | | Recipe Cost | | | |
|---|-------------------|--|----------------|---------|----------|---------|
| Power Bowl Prep | | | Batch | | | |
| INGREDIENTS | MEASURE | PROCEDURE | RU | # of RU | RU Cost | Cost |
| Quinoa, grain | 3 cups | 1. Combine quinoa and water in a rice cooker, cook until done. 2. Remove from the cooker and spread out to cool. 3. Combine brown rice and water in a rice cooker, cook until done. 4. Remove from the cooker and spread out to cool. 5. Thoroughly blend rice and quinoa by hand in a large mixing bowl 6. Add the corn, edamame, pinto beans and kale, blend thoroughly. 7. Add 1/2 of the dressing and blend, add remaining dressing as needed to build the correct moistness and flavor profile. 8. Refrigerate for 6 hours prior to service. | OZ-fl | 24 | 0.131 | \$ 3.13 |
| Water | 6 cups | | OZ-fl | 48 | - | \$ - |
| Rice, brown short grain | 3 cups | | OZ-fl | 24 | 0.051 | \$ 1.22 |
| Water | 6 cups | | OZ-fl | 48 | - | \$ - |
| Corn, fresh white | 12 ozs. | | OZ-wt | 12 | 0.141 | \$ 1.69 |
| Edamame, shelled frozen | 1½ lbs. defrosted | | OZ-wt | 24 | 0.151 | \$ 3.63 |
| Beans, pinto | 12 ozs. drained | | OZ-wt | 12 | 0.080 | \$ 0.96 |
| Cabbage, baby kale | 10 ozs. shredded | | OZ-wt | 10 | 0.394 | \$ 3.94 |
| Dressing, white balsamic | 4 cups | OZ-fl | 32 | 0.099 | \$ 3.17 | |
| | | | | | - | \$ - |
| | | | | | - | \$ - |
| | | | | | - | \$ - |
| TOOLS/EQUIP.: Ounce scale, measuring cups, rice cooker(s) and large mixing bowl. | | | Total | | \$ 17.74 | |
| STATION: Pantry | | | RU | | EA | |
| YIELD: About 36 6-oz. portions | | | # of RU | | 36 | |
| SHELF LIFE: 2 days | | | RU Cost | | \$ 0.49 | |

CHEF'S NOTE: Power bowls have become very popular and will serve as a vegetarian offering when the chicken is omitted. Great cost profile and very easy on the production line.

| Central Coast Food & Beverage | | | Recipe Cost | | | |
|--|----------------|--|----------------|---------|----------|----------|
| Grilled Chicken Prep | | | Batch | | | |
| INGREDIENTS | MEASURE | PROCEDURE | RU | # of RU | RU Cost | Cost |
| Chicken, breast b/s 5 oz. | 24 ea. | 1. Combine the wine, vinegar, garlic and ginger in a #600 full pan. 2. Place the chicken breast in the pan and blend thoroughly by hand. 3. Cover and refrigerate overnight for service. 4. Drain well before grilling. | EA | 24 | 1.355 | \$ 32.51 |
| Wine, white | 2 cups | | OZ-fl | 16 | 0.170 | \$ 2.72 |
| Vinegar, rice natural | 1 cup | | OZ-fl | 8 | 0.092 | \$ 0.73 |
| Garlic, whole peeled | 3 ozs. crushed | | OZ-wt | 3 | 0.317 | \$ 0.95 |
| Ginger, fresh | 3 ozs. sliced | OZ-wt | 3 | 0.159 | \$ 0.48 | |
| | | | | | - | \$ - |
| | | | | | - | \$ - |
| | | | | | - | \$ - |
| | | | | | - | \$ - |
| | | | | | - | \$ - |
| | | | | | - | \$ - |
| | | | | | - | \$ - |
| TOOLS/EQUIP.: Ounce scale, measuring cup and #600 full pan. | | | Total | | \$ 37.39 | |
| STATION: Prep cook | | | RU | | EA | |
| YIELD: 24 portions | | | # of RU | | 24 | |
| SHELF LIFE: 3 days | | | RU Cost | | \$ 1.56 | |

CHEF'S NOTE: This works great as a basic grilled chicken for salads and stir fries. If possible, cook the breasts to order or in small batches.

STEP TWO: PREP STAGES

ISLAND STYLE RIBS

| Central Coast Food & Beverage | | | Recipe Cost | | | |
|--|-------------------------|---|----------------|---------|---------|----------|
| Island Rib Prep | | | Batch | | | |
| INGREDIENTS | MEASURE | PROCEDURE | RU | # of RU | RU Cost | Cost |
| Beef, Korean short rib | 10 lb.s | 1. Combine soy sauce, mango juice and pineapple juice in a large mixing bowl, blend with a wire whisk. 2. Add the garlic, ginger and green onions and let stand about 20 minutes. 3. Using a #600 full pan, place 1 layer of ribs in the bottom, cover with marinade. 4. Continue adding a layer at a time and covering with marinade. 5. Cover and refrigerate for 36 hours. 6. Remove the ribs from the pan and drain thoroughly. 7. Refrigerate for service. | OZ-wt | 160 | 0.494 | \$ 79.00 |
| Sauce, soy light | 3 cups | | OZ-fl | 24 | 0.131 | \$ 3.13 |
| Juice, mango | 2 cups | | OZ-fl | 16 | 0.073 | \$ 1.17 |
| Juice, pineapple | 2 cups | | OZ-fl | 16 | 0.108 | \$ 1.73 |
| Garlic, whole peeled | ½ lb. split and crushed | | OZ-wt | 8 | 0.317 | \$ 2.53 |
| Ginger, fresh | 6 ozs. sliced | | OZ-wt | 6 | 0.159 | \$ 0.96 |
| Onions, green | 3 oz. split | | OZ-wt | 3 | 0.502 | \$ 1.51 |
| | | | | | - | \$ - |
| | | | | - | \$ - | |
| | | | | - | \$ - | |
| | | | | - | \$ - | |
| | | | | - | \$ - | |
| | | | | - | \$ - | |
| TOOLS/EQUIP.: Ounce scale, measuring cups, large mixing bowl, wire whisk and #600 full pan. | | | Total | | \$ | 90.03 |
| STATION: Prep cook | | | RU | | | EA |
| YIELD: About 27 6-oz. portions | | | # of RU | | | 27 |
| SHELF LIFE: 4 days | | | RU Cost | | \$ | 3.33 |

CHEF'S NOTE: Marinade can be used twice before discarding.

| Central Coast Food & Beverage | | | Recipe Cost | | | |
|--|------------------|---|----------------|---------|---------|---------|
| Housemade Slaw | | | Batch | | | |
| INGREDIENTS | MEASURE | PROCEDURE | RU | # of RU | RU Cost | Cost |
| Cabbage, green large | 60 ozs. shredded | 1. Combine the shredded cabbage and shredded carrots in a large mixing bowl, toss by hand to mix. 2. Combine the vinegar, mango juice and sugar in a separate bowl and blend with a wire whisk. Be sure to dissolve the sugar completely. 3. Pour the dressing over the veggie mix and toss gently to evenly coat. 4. Hold under refrigeration for at least 4 hours prior to service. Toss again prior to serving. | OZ-wt | 60 | 0.044 | \$ 2.65 |
| Carrots, jumbo | 12 ozs. shredded | | OZ-wt | 12 | 0.066 | \$ 0.79 |
| Vinegar, rice natural | 2½ cups | | OZ-fl | 20 | 0.092 | \$ 1.84 |
| Juice, mango | 2½ cups | | OZ-fl | 20 | 0.073 | \$ 1.46 |
| Sugar, granulated | ½ cup | | OZ-fl | 4 | 0.094 | \$ 0.38 |
| | | | | | - | \$ - |
| | | | | - | \$ - | |
| | | | | - | \$ - | |
| | | | | - | \$ - | |
| | | | | - | \$ - | |
| | | | | - | \$ - | |
| | | | | - | \$ - | |
| TOOLS/EQUIP.: Ounce scale, measuring cup, large and medium mixing bowls and wire whisk. | | | Total | | \$ | 7.11 |
| STATION: Prep cook | | | RU | | | EA |
| YIELD: About 29 4-oz. portions | | | # of RU | | | 29 |
| SHELF LIFE: 2 days | | | RU Cost | | \$ | 0.25 |

CHEF'S NOTE: We kept this a very basic slaw, but you can add cilantro, chopped peppers, etc. to dress it up.

