

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:

Chilled Salmon Salad and Jerk Pork Tenderloin Sandwich

This month's article features a salmon dish courtesy of the National Onion Association. The jerk pork sandwich is being developed for a concept in the Sierras. A special thanks to Chef Raul Melchor and his staff at Pine Mountain Lake. Author Chef Tom Bruce of Central Coast Food & Beverage created the recipe mapping for these dishes.



**CENTRAL COAST
FOOD & BEVERAGE**
OUR SYSTEMS - YOUR SUCCESS

MENU ITEMS

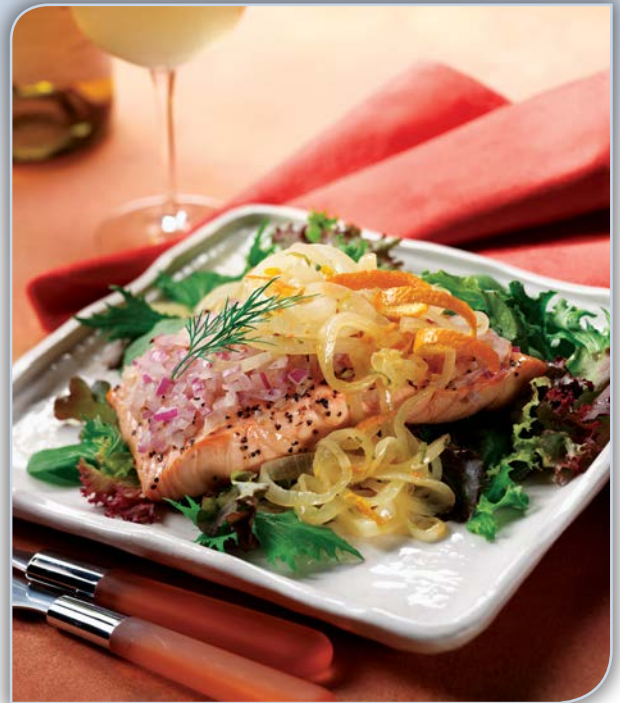
Menu items featured in our RecipeMapping department are available online at www.RestaurantOwner.com/recipe.htm.

CHILLED SALMON SALAD

- 1.5 oz. Lettuce, spring mix
- 1 ea. Poached Salmon
- 2.5 oz. Orange Citrus Onions
- .1 oz. Dill, baby fresh

LINE COOK INSTRUCTIONS:

1. Place the spring mix on a chilled salad plate, center the salmon filet on the lettuce bed.
2. Garnish with Orange Citrus Onions and fresh dill for service.



JERK PORK TENDERLOIN SANDWICH

- 1 ea. Bun, brioche
- 1 ea. Pork Tenderloin Prep
- 1 ea. Jerk Sauce
- 0.33 oz. Lettuce, butter
- 0.33 oz. Onions, red medium
- 1 ea. Citrus Cream
- 2 oz. Lettuce, spring mix
- 0.25 oz. Onions, red medium
- 0.5 oz. Tomato, Roma fresh
- 1.5 oz. Honey mustard dressing
- 0.5 oz. Olive oil, extra-virgin

LINE COOK INSTRUCTIONS:

1. Place the Brioche bun on a medium-hot area of the griddle to toast.
2. Lightly oil a hot section of the griddle and place the meat portion down in individual pieces.
3. Quickly turn the pork slices over and immediately ladle a portion of the jerk sauce over the top.
4. Turn one more time and place on the toasted bun, take care not to overcook the pork.
5. Top the pork with the butter lettuce, crema and sliced onions, offset the bun top.



6. Serve with a side salad and choice of dressing on the side.

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
** Bun, brioche	36/3.5 oz.	Case	22.70	EA	36	100%	0.631
** Cinnamon, ground	1/5 lb.	Each	49.30	OZ-fl	160	100%	0.308
* Dill, baby fresh	1/8 oz.	Each	6.28	OZ-wt	8	45%	1.744
** Dressing, honey mustard	4/1 gal.	Case	70.18	OZ-fl	512	100%	0.137
** Garlic, fresh peeled	4/5 lb.	Case	60.49	OZ-wt	320	100%	0.189
** Ginger, fresh	1/1 lb.	Case	5.59	OZ-wt	16	80%	0.437
** Habanero, fresh	6/4 oz.	Case	25.73	OZ-wt	24	91%	1.178
* Juice, orange fresh	4/1 gal.	Case	29.89	OZ-fl	512	100%	0.058
** Lettuce, butter	1/3 ct.	Case	9.78	OZ-wt	18	80%	0.679
* Lettuce, spring mix	1/3 lb.	Case	8.46	OZ-wt	48	100%	0.176
*** Lime, fresh	1/24 ct.	Case	14.24	EA	24	100%	0.593
** Milk, whole	3/1 gal.	Case	5.90	OZ-fl	384	100%	0.015
** Nutmeg, ground	1/16 oz.	Each	22.40	OZ-fl	34.08	100%	0.657
*** Oil, olive extra-virgin	3/1 gal.	Case	68.36	OZ-fl	384	100%	0.178
*** Onion, red medium	1/25 lb.	Carton	17.71	OZ-wt	400	91%	0.049
*** Onion, yellow medium	1/50 lb.	Carton	20.74	OZ-wt	800	91%	0.028
* Orange, fresh	1/88 ct.	Case	22.11	EA	88	100%	0.251
*** Pepper, black table ground	3/5 lb.	Case	63.82	OZ-fl	504	100%	0.127
** Pepper, cayenne	1/18 oz.	Each	14.43	OZ-fl	47.7	100%	0.303
** Pepper, white ground	1/5 lb.	Each	56.48	OZ-fl	141.6	100%	0.399
** Pork tenderloin	6/2 pc.	LB	2.31	OZ-wt	16	100%	0.144
* Salmon filets, s/b, 5 oz	1/10 lb.	LB	9.82	OZ-wt	16	100%	0.614
*** Salt, sea	6/40 oz.	Case	33.58	OZ-fl	225.6	100%	0.149
** Sauce, soy light	6/5 gal.	Case	40.41	OZ-fl	384	100%	0.105
** Sour cream	1/32 lb.	Each	42.95	OZ-fl	481.28	100%	0.089
** Spice, allspice ground	1/16 oz.	Each	18.13	OZ-fl	39.36	100%	0.461
** Sugar, brown light	24/1 lb.	Case	25.80	OZ-fl	602.88	100%	0.043
** Thyme, fresh	1/8 oz.	Each	6.86	OZ-wt	8	65%	1.319
** Tomato, Roma fresh	1/25 lb.	Case	22.09	OZ-wt	400	94%	0.059
** Vinegar, rice natural	4/1 gal.	Case	35.30	OZ-fl	512	100%	0.069
** Vinegar, white	12/32 oz.	Case	28.59	OZ-fl	384	100%	0.074
* Wine, white	12/750 ml.	Case	71.50	OZ-fl	304	100%	0.235

*Chilled Salmon Salad **Jerk Pork Tenderloin Sandwich *** 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:

- Allspice ground weighs 0.203 oz. per Tbsp.
- Butter lettuce weighs about 6 ozs. and yields about 4.8 ozs. per head.
- Cinnamon ground weighs 0.25 oz per Tbsp.
- Habanero yield is after stem and seed removed.
- Nutmeg ground weighs 0.235 oz. per Tbsp.
- Pepper Cayenne weighs 0.189 oz. per Tbsp.
- Pepper white ground weighs 0.282 oz. per Tbsp.
- Pepper, black ground weighs 0.238 oz. per Tbsp.
- Salt, sea weighs 0.534 oz. per Tbsp.
- Sour cream weighs 8.54 oz. per cup.
- Sugar, brown weighs 5.1 oz. per cup.

STEP TWO: PREP STAGES

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

CHILLED SALMON SALAD

National Onion Association			Recipe Cost			
Poached Salmon			Batch			
INGREDIENTS	MEASURE	PROCEDURE	RU	# of RU	RU Cost	Cost
Salmon filets, s/b, 5 oz	12 each portions	1. Spread the salmon portions on a half sheet pan and season liberally with salt and pepper. 2. Sprinkle the red onions evenly over the portions and press into the salmon. 3. Heat the wine in a brazier over medium heat. 4. When the wine begins to simmer, add the salmon portion, cover and return to a simmer. The stock should not completely cover the filets. 5. Continue to cook the salmon for 7-8 minutes or until firm. 6. Remove the salmon from the poaching stock and cool. Cool the stock separately. 7. When both have cooled gently, place the portions back into the stock, cover and refrigerate for service. 8. Take care to keep the red onion topping intact.	OZ-wt	60	0.614	\$ 36.81
Onion, red medium	5 ozs., finely chopped		OZ-wt	5	0.049	\$ 0.24
Wine, white	1-½ cups		OZ-fl	12	0.235	\$ 2.82
Pepper, black table ground	1 Tbsp.		OZ-fl	0.5	0.127	\$ 0.06
Salt, sea	2 Tbsp.		OZ-fl	1	0.149	\$ 0.15
					-	\$ -
					-	\$ -
					-	\$ -
					-	\$ -
					-	\$ -
TOOLS/EQUIP.: Ounce scale, measuring spoons, measuring spoons, French knife, half sheet pan and brazier w/lid.			Total		\$	40.09
STATION: Line cook			RU			EA
YIELD: 12-5 oz. portions			# of RU			12
SHELF LIFE: 2 days			RU Cost		\$	3.34

CHEF'S NOTE: We did this as a salad, but it's also a great winter dish served hot.

National Onion Association			Recipe Cost			
Orange Citrus Onions			Batch			
INGREDIENTS	MEASURE	PROCEDURE	RU	# of RU	RU Cost	Cost
Onion, yellow medium	48 ozs. thinly sliced cross grain	1. Heat the olive oil in a medium brazier. Add the sliced onions and stir well with a service spoon. 2. Continue to cook until lightly browned but not caramelized, stirring frequently. 3. When the onion has cooked down, remove from the heat and place in a #400 full pan. 4. Add the zests and orange juice, mix thoroughly. 5. Cool, cover and refrigerate overnight for use.	OZ-wt	48	0.028	\$ 1.37
Oil, olive extra-virgin	½ cup		OZ-fl	4	0.178	\$ 0.71
Orange, fresh	4 each zested		EA	4	0.251	\$ 1.01
Lime, fresh	4 each zested		EA	4	0.593	\$ 2.37
Juice, orange fresh	3 cups		OZ-fl	24	0.058	\$ 1.40
					-	\$ -
					-	\$ -
					-	\$ -
					-	\$ -
					-	\$ -
TOOLS/EQUIP.: Ounce scale, measuring cup, French knife, medium brazier, stainless steel service spoon and a #400 full pan.			Total		\$	6.86
STATION: Prep cook			RU			OZ-wt
YIELD: About 60 ozs. of drained onions			# of RU			60
SHELF LIFE: 2 days			RU Cost		\$	0.11

CHEF'S NOTE: Be sure to remove the onions from the brazier before cooling. Always use a food grade container such as the #400 (4") stainless steel hotel pan for storage.

