

# 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:

### Cumin and Mustard Lamb Rack and Rack of Lamb Tandoori

This month's article features menu items from the American Lamb Board, more information is available at [www.americanlamb.com](http://www.americanlamb.com).

Tom Bruce of Central Coast Food & Beverage worked with the American Lamb Board to create 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](http://www.RestaurantOwner.com/recipe.htm).

## CUMIN AND MUSTARD LAMB RACK

- 1 ea. Cumin Mustard Lamb Prep
- 1 ea. White Bean Salad
- 0.1 oz. Fresh Basil

### LINE COOK INSTRUCTIONS:

1. Lightly toss the bean salad prior to plating.
2. Slice the lamb portion or grill the chops and place on the bean salad.
3. Garnish for service with basil sprigs.



## RACK OF LAMB TANDOORI

- 1 ea. Tandoori Lamb Rack Prep
- 8 fl. oz. Tandoori Lentils
- 0.75 oz. Honey Caramelized Onions
- 0.5 fl. oz. Honey Yogurt Sauce
- 0.1 oz. Fresh Basil

### LINE COOK INSTRUCTIONS:

1. Place 1 cup lentils on a warmed dinner plate.
2. Slice the lamb portion and place on the lentils interlacing the rib bones.
3. Garnish with caramelized onions and finish with yogurt sauce and basil.



# 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	1/1-lb.	Case	13.25	OZ-wt	16	56%	1.479
**	Bean, lentil dried	1/20-lb.	Case	28.43	OZ-fl	352	100%	0.081
*	Bean, white butter	6/#10-can	Case	28.44	EA	6	100%	4.740
**	Broth, vegetable	12/14.5-oz.	Case	22.10	OZ-fl	174	100%	0.127
*	Celery, fresh	1/24-ct.	Case	23.01	OZ-wt	768	69%	0.043
*	Cumin, seed whole	6/1-lb.	Case	18.96	OZ-fl	227	100%	0.084
**	Garlic, whole peeled	1/5-lb.	Each	25.58	OZ-wt	80	100%	0.320
**	Honey, pure clover	6/5-lb.	Case	104.55	OZ-fl	322	100%	0.325
*	Juice, lemon	1/32-oz.	Each	2.52	OZ-fl	32	100%	0.079
***	Lamb, American frenched rack	12/2-lb.	Case	455.00	EA	12	100%	37.917
**	Mint, fresh	1/1-lb.	Case	11.10	OZ-wt	16	85%	0.816
*	Mustard, Dijon	12/8-oz.	Case	40.21	OZ-fl	96	100%	0.419
***	Oil, olive extra-virgin	3/1-gal.	Case	85.06	OZ-fl	384	100%	0.222
**	Onions, yellow jumbo	1/50-lb.	Box	18.87	OZ-wt	800	91%	0.026
**	Paprika, smoked	6/17-oz.	Case	18.12	OZ-fl	209	100%	0.087
***	Pepper, black ground	3/5-lb.	Case	39.89	OZ-fl	504	100%	0.079
*	Pepper, chile de arbol	1/1-lb.	Box	22.76	EA	40	100%	0.569
*	Pepper, Peppadew	2/10-oz.	Case	43.55	OZ-wt	20	70%	3.111
***	Salt, kosher coarse	12/3-lb.	Case	21.95	OZ-fl	541	100%	0.041
**	Sauce, hot Louisiana	4/1-gal.	Case	48.20	OZ-fl	512	100%	0.094
**	Tandoori, spice paste	6/9-oz.	Case	39.51	OZ-fl	54	100%	0.732
**	Tumeric, ground	6/1-lb.	Case	13.40	OZ-fl	180	100%	0.075
**	Yogurt, plain Greek non-fat	6/2-lb.	Case	29.42	OZ-fl	154	100%	0.192

\*Cumin and Mustard Lamb Rack \*\*Rack of Lamb Tandoori \*\*\* 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 bunch of celery averages 32 oz.
- American lamb racks weigh 2-2.3 lbs. with 8 chops per rack.
- Coarse kosher salt weighs 0.534 oz. per Tbsn.
- Greek Yogurt weighs 10.05 oz. per cup.
- Ground paprika weighs 0.244 oz. per Tbsn.
- Honey weighs 12 oz. per cup
- Lentils weigh 7.3 oz. per cup.
- Tumeric weighs 0.267 oz per Tbsn.
- Whole cumin seeds weigh 0.212 oz. per Tbsn.



# STEP TWO: PREP STAGES

## RACK OF LAMB TANDOORI

Central Coast Food & Beverage Tandoori Lamb Rack Prep			Recipe Cost			
			RU	# of RU	RU Cost	Cost
<b>INGREDIENTS</b>	<b>MEASURE</b>	<b>PROCEDURE</b>				
Lamb, American frenched rack	12 ea.	1. In a medium mixing bowl combine the oil, garlic, Tandoori spice, paprika, and pepper. 2. Blend the mixture thoroughly to form a smooth paste. 3. Place the racks on a sheet pan and coat them evenly with the paste, cover and refrigerate overnight. 4. Roast the racks at 375° in a convection oven for 15 minutes. 5. Remove the racks and brush with the honey yogurt sauce. 6. Place the racks back in the oven for 10-15 minutes and roast to 130° internal temperature. 7. Tent the racks loosely with foil and allow to cool for a few minutes prior to cutting. 8. To cook to order, cool the racks after step 5 then finish as needed.	EA	12	37.917	\$ 455.00
Oil, olive extra-virgin	½ cup		OZ-fl	4	0.222	\$ 0.89
Garlic, whole peeled	4 oz. roasted and mashed		OZ-wt	4	0.320	\$ 1.28
Tandoori, spice paste	4 Tbsn.		OZ-fl	2	0.732	\$ 1.46
Paprika, smoked	4 Tbsn.		OZ-fl	2	0.087	\$ 0.17
Pepper, black ground	2 Tbsn.		OZ-fl	1	0.079	\$ 0.08
Honey Yogurt Sauce	2-½ cups		OZ-fl	20	0.216	\$ 4.33
					-	\$ -
				-	\$ -	
				-	\$ -	
				-	\$ -	
				-	\$ -	
<b>TOOLS/EQUIP.:</b>	Measuring cups, measuring spoons, ounce scale, mixing bowl, wire whisk and full-size sheet pan.					
<b>STATION:</b>	Sous-chef					
<b>YIELD:</b>	24 ½-rack (2 double chop) portions					
<b>SHELF LIFE:</b>	1 shift					
			<b>Total</b>		\$	463.21
			<b>RU</b>			EA
			<b># of RU</b>			24
			<b>RU Cost</b>		\$	19.30

**CHEF'S NOTE:** When possible, allow meats to warm a bit prior to cooking then allow them to “rest” before cutting. This allows the meat to retain its moisture.

Central Coast Food & Beverage Honey Yogurt Sauce			Recipe Cost			
			RU	# of RU	RU Cost	Cost
<b>INGREDIENTS</b>	<b>MEASURE</b>	<b>PROCEDURE</b>				
Yogurt, plain Greek non-fat	3 cups	1. After roasting the garlic, use the flat side of a cleaver to flatten and mash. 2. Place all ingredients in a medium stainless steel mixing bowl and whisk until thoroughly blended. 3. Cover and refrigerate for 2-3 hours before use.	OZ-fl	24	0.192	\$ 4.60
Mint, fresh	½ cup chopped		OZ-wt	0.85	0.816	\$ 0.69
Honey, pure clover	6 Tbsn.		OZ-fl	3	0.325	\$ 0.98
Garlic, whole peeled	2 ozs. roasted		OZ-wt	2	0.320	\$ 0.64
Sauce, hot Louisiana	1 tsp.		OZ-fl	0.16	0.094	\$ 0.02
					-	\$ -
				-	\$ -	
				-	\$ -	
				-	\$ -	
				-	\$ -	
				-	\$ -	
<b>TOOLS/EQUIP.:</b>	Measuring cups, measuring spoons, ounce scale, cleaver, stainless steel mixing bowl and wire whisk.					
<b>STATION:</b>	Pantry					
<b>YIELD:</b>	About 64 1-Tbsn. portions					
<b>SHELF LIFE:</b>	3 days					
			<b>Total</b>		\$	6.92
			<b>RU</b>			OZ-fl
			<b># of RU</b>			32
			<b>RU Cost</b>		\$	0.22

**CHEF'S NOTE:** This is a very versatile sauce. Omit the garlic to use it as a dressing on fruit-based menu items.

# STEP TWO: PREP STAGES CONTINUED

## RACK OF LAMB TANDOORI

Central Coast Food & Beverage			Recipe Cost	
Tandoori Lentils			RU	Cost
INGREDIENTS	MEASURE	PROCEDURE	# of RU	RU Cost
Onions, yellow jumbo	1 lb. finely chopped	1. Place the oil in a heavy bottom large saucepot and heat. 2. Add the onions and cook over medium-low heat until transparent. 3. Add the spices and blend thoroughly, cooking lightly. 4. Add the lentils and blend. 5. Add the stock and water and mix with a stainless steel service spoon. 6. Simmer for 40-45 minutes or until just soft. 7. Hold for hot service or cool and refrigerate for future use.	16	0.026
Oil, olive extra-virgin	¼ cup		2	0.222
Bean, lentil dried	2 qts.		64	0.081
Broth, vegetable	2 qts.		64	0.127
Water	2 qts.		64	-
Tandoori, spice paste	4 Tbsn.		2	0.732
Paprika, smoked	2 Tbsn.		1	0.087
Tumeric, ground	1 Tbsn.		0.5	0.075
				-
				-
<b>TOOLS/EQUIP.:</b> Measuring cups, measuring spoons, ounce scale, large and heavy saucepot and stainless steel service spoon. <b>STATION:</b> Prep cook <b>YIELD:</b> About 26 1-cup portions <b>SHELF LIFE:</b> 3 days				
			<b>Total</b>	\$ 15.74
			<b>RU</b>	OZ-fl
			<b># of RU</b>	206
			<b>RU Cost</b>	\$ 0.08

**CHEF'S NOTE:** Lightly cooking spices will help release the flavors and create a different profile than adding them after the liquid.

# STEP THREE: CALCULATE COSTS

The final step for turning the recipe into a menu item is to add the cost of the ingredients needed to produce it. Calculating the cost of each recipe needed to produce the menu item makes it easy to cost out the finished menu item and affix a selling price that is profitable.

Menu Item: Cumin and Mustard Lamb Rack				
Item Description: Domestic lamb grilled to order and served with white bean salad.				
Recipe Unit	Quantity	Ingredient	Unit Cost	Extension
EA	1	Cumin Mustard Lamb Prep	19.09	19.09
EA	1	White Bean Salad	1.84	1.84
OZ-wt	0.1	Basil, fresh	1.48	0.15
			0.00	0.00
			0.00	0.00
			0.00	0.00
			0.00	0.00
			0.00	0.00
			0.00	0.00
EA	1	Plate cost (Q-cost)	0.35	0.35
			<b>Total Cost</b>	21.42
			<b>Menu Price</b>	48.00
			<b>Gross Profit</b>	26.58
			<b>Food Cost %</b>	44.63%

Menu Item: Rack of Lamb Tandoori				
Item Description: American lamb, roasted rare and served with Tandoori lentils, honey caramelized onions and yogurt and mint sauce.				
Recipe Unit	Quantity	Ingredient	Unit Cost	Extension
EA	1	Tandoori Lamb Rack Prep	19.30	19.30
OZ-fl	8	Tandoori Lentils	0.08	0.61
OZ-wt	0.75	Honey Caramelized Onions	0.05	0.04
OZ-fl	0.5	Honey Yogurt Sauce	0.22	0.11
OZ-wt	0.1	Basil, fresh	1.48	0.15
			0.00	0.00
			0.00	0.00
			0.00	0.00
			0.00	0.00
			0.00	0.00
EA	1	Plate cost (Q-cost)	0.35	0.35
			<b>Total Cost</b>	20.56
			<b>Menu Price</b>	48.00
			<b>Gross Profit</b>	27.44
			<b>Food Cost %</b>	42.83%

# Frenching A Rack of American Lamb

Rack of lamb is an elegant and popular menu item in fine dining restaurants. According to research studies done for the American Lamb Board, more than 75 percent of fine dining operators menu lamb and rack of lamb is the most popular cut menued.

American rack of lamb is noted for its larger rib eyes and mild yet distinctive flavor.

Chefs may request that their suppliers provide the racks frenched to specifications or they may french the racks in-house. Frenching is the removal of at least 1.5 inches of meat from the bone ends of a rib roast or rib chops. The lean meat and some fat removed while frenching the rack can be used for grinding.



## Equipment Needed:

Cutting board, plastic gloves, sharp boning knife

## Ingredient:

Rack of American Lamb, cap on, chine removed



Holding underneath the shoulder end, peel off the fat cap extending over the rib bones while keeping the fat covering the rib eye in place. If needed, be sure to remove any featherbones and thin yellow elastin strip, taking caution not to damage the rib eye meat.



Cut across rib bones on the fat side at desired point for frenching. (This can range from 1.5 inches from bone ends to just above the rib eye meat.) Also cut down between each rib bone.



Make same cut across the inside of rib bones making sure to cut between each rib bone.



Run tip of knife along the center of each rib bone peeling away the layer of membrane to each side.



Push the meat away from the rib bones with your thumb and finger.



Scrape away any fine pieces of meat or fat from rib bones with knife tip and back edge.



A frenched rack of American Lamb with single and double rib chops.

**Note:** Rib bones may also be frenched using butcher's twine. Simply cut in between each bone and loop the butcher's twine around the bone near the base. Pull hard so the twine runs along the rib bone and removes any excess rib meat.