

Get a Grip on Your Food Cost

Best Practices & Key Controls for Independent Restaurants



RestaurantOwner.com

Welcome!
Today's webinar will be starting shortly.

1

Your Food Practices Affect



Guest Experience Financial Health Employee Experience

2


Why Improve Your Food Practices?

1. Control costs
2. Improve profitability
3. Higher quality
4. Greater consistency
5. Food safety




The Guest Experience!

3




KEY POINT:
Your restaurant has a LOT riding it's food practices!



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In the Last Week

- Were you in your kitchen?
- Did you go into the walk-in?
- Did you sign for a delivery?
- Did you check any portion sizes?



There is a LOT going on in your kitchen!

There are a lot of things that can go wrong!

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There's a LOT Going on in Your Kitchen!



Owner

- Purchasing
- Receiving
- Storing
- Tagging
- Rotating
- Issuing

- Preparation
- Portioning
- Line Checks
- Timing
- Plating
- Cleaning

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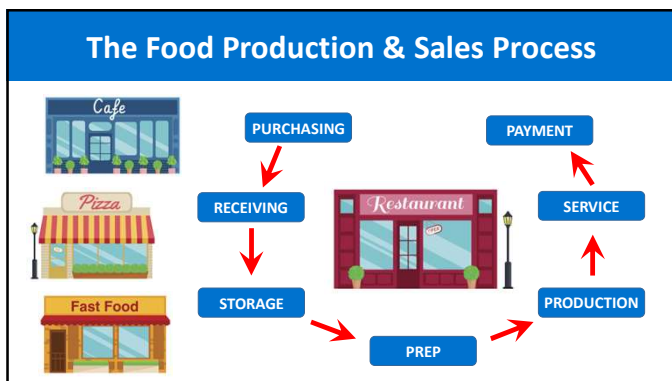
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Getting The Most Out of This Workshop

"I already knew that."

Does your staff know it?
Are you DOING it?
If so, do your people know
WHY you're doing it?

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How Money Is Lost Working With Food

Purchasing

- Buy too much
- Buy too little
- Pay premium prices



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How Money Is Lost Working With Food

Purchasing

- Buy too much
- Buy too little
- Pay premium prices
- Improper rebates



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How Money Is Lost Working With Food

Receiving

- Padded order
- Stealth pricing
- Inferior / damaged products
- Short weights




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How Money Is Lost Working With Food

Storage

- Improper rotation
- Spoilage
- Spills & breakage
- Theft



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How Money Is Lost Working With Food

Preparation / Production

- Over-production
- Over-portioning
- Recipe mistakes
- Employee nibbling
- Poor station setup



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How Money Is Lost Working With Food

Service

- Wrong order
- Slow delivery
- Who gets what??




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How Money Is Lost Working With Food

Payment

- Unrecorded sales
- Theft of cash
- Theft with coupons
- Walk outs




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How Money Is Lost Working With Food

Key Point!

There are LOTS of ways to lose BIG money working with food.




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Purpose of this Workshop


Key Point!

Learn PRACTICAL ways to immediately begin to plug those holes!



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Key Concepts



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Measuring Performance / Reporting Results



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Restaurant P&L

Current Period		
Sales:		
Food	\$ 95,400	80.3%
Liquor	8,900	7.5%
Beer	6,850	5.8%
Wine	7,590	6.4%
Total Sales	118,740	100.0%
Cost of Sales:		
Food	30,300	31.8%
Liquor	1,750	19.7%
Bar Consumables	425	4.8%
Beer	1,750	25.5%
Wine	2,220	29.2%
Total Cost of Sales	36,445	30.7%

Food & non-alcoholic beverage products only!

Soft Beverages - ?

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Restaurant P&L

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Food Cost
Food Sales

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Restaurant P&L

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Beer	6,850	5.8%
Wine	7,590	6.4%
Total Sales	118,740	100.0%
Cost of Sales:		
Food	30,300	31.8%
Paper	3,520	3.7%
Liquor	1,750	19.7%
Bar Consumables	425	4.8%
Beer	1,750	25.5%
Wine	2,220	29.2%
Total Cost of Sales	39,965	33.7%

**Cups, straws, lids, plates,
plastics, napkins, bags,
boxes, etc.**

Paper Cost
Food Sales

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Restaurant P&L

Current Period		
Sales:		
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**Drink Garnishes (olives,
cherries, limes, etc.)
Bar Mixes & Juices**

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Restaurant P&L

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Liquor Cost

Liquor Sales

Bar Consumables

Liquor Sales

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Multiple Food Cost Categories

Current Period					
Food Sales	\$ 60,000	100%			
Food Cost -					
Meat	4,260	7.1%			
Seafood	3,180	5.3%			
Poultry	2,460	4.1%			
Produce	1,980	3.3%			
Bakery	2,520	4.2%			
Dairy	1,320	2.2%			
Grocery & Dry Goods	2,460	4.1%			
Soft Beverages	1,020	1.7%	Total Food Cost	19,200	32.0%
Total Food Cost	19,200	32.0%			

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How to Calculate Food Cost

+ Beginning inventory	(value of food on hand)
+ Food Purchases	(food purchased)
- Ending inventory	(food on hand)
Food Cost	(food USED during period)

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How to Calculate Food Cost

Food Cost Calculation	<u>No Inventory</u>
Food Purchases	\$ 10,000
Add - Beginning Inventory	-
Deduct - Ending Inventory	-
Food Cost	<u>\$ 10,000</u>

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Steps to Speed Up Inventory Counts



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Reduce Inventory Time



Shelves Organized & Labeled



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Factors That Affect Your Food Cost %

1. Menu prices



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Factors That Affect Your Food Cost %

1. Menu prices
2. Recipes




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Factors That Affect Your Food Cost %

1. Menu prices
2. Recipes
3. Sales mix




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Factors That Affect Your Food Cost %

- 1. Menu prices
- 2. Recipes
- 3. Sales mix
- 4. Product costs




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Factors That Affect Your Food Cost %

- 1. Menu prices
- 2. Recipes
- 3. Sales mix
- 4. Product costs
- 5. Product utilization



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**The Impact of Sales Mix
On Food Cost**



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Impact of Sales Mix On Food Cost



1. Cheeseburger

Menu Price	Ingredient Cost
\$10.50	\$2.52
\$14.95	\$5.98





2. Steak Sandwich

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Impact of Sales Mix On Food Cost



Menu Item	Menu Price	Food Cost	Food Cost %	Sales Mix	Total Sales	TTL Ideal Cost
Burger	\$10.50	\$2.52	24%	2,000	\$ 21,000	\$ 5,040

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Impact of Sales Mix On Food Cost




Menu Item	Menu Price	Food Cost	Food Cost %	Sales Mix	Total Sales	TTL Ideal Cost
Burger	\$10.50	\$2.52	24%	2,000	\$ 21,000	\$ 5,040
Steak Sand.	14.95	5.98	40%	750	11,213	4,485

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Impact of Sales Mix On Food Cost




Menu Item	Menu Price	Food Cost	Food Cost %	Sales Mix	Total Sales	TTL Ideal Cost
Burger	\$10.50	\$2.52	24%	750	\$ 7,875	\$ 1,890
Steak Sand.	14.95	5.98	40%	2,000	29,900	11,960
Totals					37,775	13,850

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Which Would You Choose?

High Burger Sales			High Steak Sand. Sales		
Sales	\$ 32,213	100%	Sales	\$ 37,775	100%
Food Cost	9,525	29%	Food Cost	13,850	36%
Gross Profit	22,688		Gross Profit	23,925	

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ALWAYS REMEMBER!!



... You take **DOLLARS** to the bank, not


PERCENTAGES!

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Food Cost % AND Gross Profit Dollars

KEY POINT:

Before ASSUMING you have a food cost problem, always check your GROSS PROFIT DOLLARS!



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3 Key Food Cost Controls



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1. Weekly Food Costing



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**“What get’s measured,
get’s managed.”**
(what get’s managed improves)



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Benefits of Weekly Food Costing



- Greater awareness & accountability
- Will change the culture in your kitchen
- MUCH faster recognition & response to food cost problems

Your food cost will go down!

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DAILY INVOICE LOG - FOOD & BEVERAGE PURCHASES

Week Starting/Ending Dates: 4-Jan 7-Jan

Supplier	Invoice Date	Invoice Number	Invoice (GROSS) Amount	PURCHASES				
				Food	Liquor	Beer	Wine	Other
Bay Seafood	1/2	91285	851.85	851.85				
Northwest Distribution	1/2	331-234	875.20			275.80	599.40	
Spec Liquor	1/3	90057412	1,052.58		1,052.58			
Jakes Supply	1/3	82588	239.80	239.80				
Sundown Bread	1/3	P-225841	321.65	321.65				
Adams Meats	1/4	1785642	875.47	875.47				
Bay Seafood	1/4	45555	627.35	627.35				
Jakes Supply	1/5	514421	429.50	429.50				
Sundown Bread	1/5	88885112	202.83	202.83				
Adams Meats	1/6	8685547	524.88	524.88				
Bay Seafood	1/6	8444013	621.40	621.40				
Spec Liquor	1/6	90057500	(125.40)		(125.40)			
TOTALS			6,496.71	4,694.33	927.18	275.80	599.40	0.00

Invoice Log

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When working with food . . .

Having too much inventory is one of the MOST EXPENSIVE practices in the business!



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Problems With Carrying Too Much Food

Ties up your valuable cash
Leads to over-portioning



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"If you buy salad dressing in 5 gallon containers instead of 1 gallon containers, employees don't measure as strictly."

-- John Zehnder
Zehnder's Restaurant



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Problems With Carrying Too Much Food



Creates more waste & spoilage
Encourages theft

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Problems With Carrying Too Much Food



Less inventory,
less theft!



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Track & Monitor Your Inventory Levels

Days In Inventory Ratio

Tells you how much food is on-hand compared to how much is being used each day



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of Days In Inventory Ratio

Example:

Ending Food Inventory	\$10,000
Food Cost	30,000
Period	30 days

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of Days In Inventory Ratio

STEP 1

Calculate Average Daily Food Cost

Food Cost (P&L)	\$30,000	=	\$1,000
# of Days in Period	30 days		

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of Days In Inventory Ratio

STEP 2

Calculate # Days In Inventory

Food Inventory	\$10,000	=	10 days
Ave. Daily Food Cost	\$1,000		

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of Days In Inventory Ratio

RULE of THUMB

Full Menu 6 to 7 days

Limited Menu 3 to 5 days




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of Days In Inventory Ratio

Days Per Category

Meat	6.1
Seafood	4.5
Poultry	3.2
Dairy	2.5
Produce	1.1
Bread	2.2
Grocery	11.4



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When You Reduce EXCESS Inventory



- ✓ More CASH
- ✓ Higher QUALITY products
- ✓ HIGHER product utilization
- ✓ Lower FOOD COST
- ✓ More PROFIT

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How Inventory Reduction Lowers Food Cost

	Week 1	Week 2	Week 3
Weekly Sales	\$ 25,000	\$ 25,000	\$ 25,000
Beg. Inventory	15,000	15,000	14,000
Purchases	10,000	8,500	7,500
Goods Available	25,000	23,500	21,500
Less End. Inv.	(15,000)	(14,000)	(12,300)
Food Cost	\$ 10,000	\$ 9,500	\$ 9,200
Food Cost %	40%	38%	37%
Days Sales in Inv.	11	10	9

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COST OF SALES WORKSHEET

Week Starting/Ending Dates: 1-Jan 7-Jan

	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Add Beginning Inventory	Less Ending Inventory	\$	%	
SALES:												
Food	1,106	1,298	1,547	1,758	1,956	2,357	1,647			11,669	73.5%	
Liquor	151	205	190	223	350	421	338			1,884	11.9%	
Beer	75	101	120	138	140	166	158			898	5.7%	
Wine	85	109	185	224	205	350	255			1,423	9.0%	
Total Sales	1,427	1,713	2,048	2,343	2,651	3,284	2,398			15,674	100.0%	
COST OF SALES:												
								Purchases				
Food								4,694	2,359	(2,885)	4,168	35.7%
Liquor								927	1,958	(2,554)	331	17.6%
Beer								276	572	(595)	253	28.2%
Wine								599	1,021	(1,146)	474	33.3%
Total Cost of Sales											5,227	33.9%
Gross Margin											10,647	67.1%

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Inventory Stats

Category	Ending Inventory	Cost of Sales	Number of Days in Week	Average Cost Per Day	Number of Days On Hand	Inventory Turns
Inventory On Hand:						
Food	2,885	4,168	7	595	4.8	1.4
Liquor	2,554	331	7	47	54.0	.1
Beer	595	253	7	36	16.5	.4
Wine	1,146	474	7	68	16.9	.4
Total Inventory	7,180	5,227		747	9.6	.7

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Weekly Trend Analysis

Week Start - Week End -	1-Jan 7-Jan	8-Jan 14-Jan	15-Jan 21-Jan	22-Jan 28-Jan	29-Jan 4-Feb
Number of Days in Inventory					
Food	4.8	5.3	6.4	6.5	6.9
Liquor	54.0	45.5	51.3	55.2	50.7
Beer	16.5	14.2	18.9	25.3	22.1
Wine	16.9	18.2	15.4	18.0	17.3
Total Inventory	9.6	10.5	9.9	11.2	10.1

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3. Running Inventory on Key Products


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Running Inventory on Key Products

- 10 – 15 products drives food cost
- Can make up 60-70%+ of total food cost


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Example: Beef Patties

Opening Inventory	20
Purchases	100
Total Available	120
Less Sales	(40)
Ending Inventory - IDEAL	80
Ending Inventory - ACTUAL	78
Difference	(2)

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Example: Beef Patties

Opening Inventory	20
Purchases	100
Total Available	120
Less Sales	(40)
Ending Inventory - IDEAL	80
Ending Inventory - ACTUAL	58
Difference	(22)

Do you count key products every day? How many?

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YEA BUT . . .

"We don't have time to count products every week, much less every day!"

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Inventory Is . . .



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Handwriting lines for notes.

Inventory Is . . .



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Handwriting lines for notes.

3 Key Food Cost Controls

1. Weekly food costing
2. Control inventory levels
3. Daily running inventory of key products
How many are you doing?
If you're not doing any, start here.

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Handwriting lines for notes.



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Prime Vendor Economics	
	Distributor A
	Competitive Bid
Sales	\$ 200,000
Product Costs	160,000
Gross Margin	\$ 40,000 20%

Buying from 3 Broadline Distributors & Some Speciality Suppliers

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Prime Vendor Economics

	Distributor A Competitive Bid	Prime Vendor
Sales	\$ 200,000	\$ 500,000
Product Costs	160,000	425,000
Gross Margin	\$ 40,000 20%	\$ 75,000 15%

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Prime Vendor Rationale

Be open to ways of lowering "THE SUPPLIER'S" costs and enhancing their potential for profit . . .

. . . in return for LOWER PRICES!!

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Prime Vendor Rationale

As an operator, can you offer -

- Fewer deliveries
- Night drops
- Faster payment terms
- Online ordering
- Utilize stocked/branded products

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Prime Vendor Rationale



Potential Benefits -

- Lower prices
- No more weekly bidding
- Streamlined (online) purchasing
- Fewer salespeople to deal with
- Value-added services
- More of a "partnership"

Smart suppliers WANT you to succeed! (& show it)

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Potential Supplier Services



- Menu & recipe development
- Menu design & printing
- Server training
- Serve safe training
- Business practice reviews
- Recipe costing software & services

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State of Your Restaurant Survey



QUESTION: What was the best decision, new business practice you implemented in the past year?

MEMBER: *"Prime Vendor Agreement. Consolidating roughly 80% of our purchasing to one Prime Vendor saved roughly 9% COGS as well as administrative time saved by contacting less vendors and processing less checks."*

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Prime Cost Resources

"Prime Vendor" →

Articles →

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Prime Vendor

Are you on a Prime Vendor program?

If so, how is it going?

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"Prep It" or "Buy It"?

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“Prep It” or “Buy It”?




- Quality
- Consistency
- Yield
- Shelf Life
- Storage / Equipment
- Safety / Injuries
- Staffing / Labor Cost



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Establish Par Levels



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Don't Buy Enough



Buy Too Much

- Excess waste
- Excess spoilage
- Theft



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Example: Rib Eye Steaks



Par Level	10
On Hand	2
Order	8

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Establishing Par Levels



Sales mix, product use reports
Account for delivery schedules

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Establishing Par Levels

Make sure someone on YOUR team determines PAR levels!



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Use An Order Guide!

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Order Guide

Dept: PRODUCE				Blue Fish Grill		Month: September																														
ITEM	PUR U/M	SUPPLIER PRICE	CNT U/M	PAR	DATE	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Romaine lettuce-24ct	CS	\$ 19.65	1	2	REQ	0	1	1	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Yellow onions-50lb sack	BUCK	\$ 14.80	1	2	REQ	0	0	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Carrots-20lb sack	CS	\$ 6.80	4	1	REQ	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Garlic, peeled-45lb jars	CS	\$ 22.50	1	2	REQ	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Celery-24ct	CS	\$ 24.56	1	2	REQ	0	0	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Idaho potatoes-50lb box	BTL	\$ 17.00	1	2	REQ	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Lemons-115ct box	CS	\$ 23.00	1	2	REQ	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Mushroom-Med BTN 10lb box	CS	\$ 15.25	1	2	REQ	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Tomatoes-5 X 6 CS	CS	\$ 28.50	1	2	REQ	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1

Cornerstone of Inventory Control


- Know what you have
- Know what you need
- Know what you don't need more of

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Dept: PRODUCE				Blue Fish Grill		Month: September																														
ITEM	PUR U/M	SUPPLIER PRICE	CNT U/M	PAR	DATE	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
Romaine lettuce-24ct	CS	\$ 19.65	1	2	REQ	0	1	1	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Yellow onions-50lb sack	BUCK	\$ 14.80	1	2	REQ	0	0	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Carrots-20lb sack	CS	\$ 6.80	4	1	REQ	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Garlic, peeled-45lb jars	CS	\$ 22.50	1	2	REQ	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Celery-24ct	CS	\$ 24.56	1	2	REQ	0	0	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Idaho potatoes-50lb box	BTL	\$ 17.00	1	2	REQ	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Lemons-115ct box	CS	\$ 23.00	1	2	REQ	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Mushroom-Med BTN 10lb box	CS	\$ 15.25	1	2	REQ	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Tomatoes-5 X 6 CS	CS	\$ 28.50	1	2	REQ	0	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1

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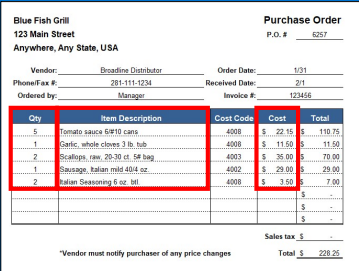

Purchasing



Prepare a Purchase Order



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Electronic Ordering




Use order details as your PO!




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Purchasing



Have gift policy!



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Receiving



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One of the greatest sources of food loss occurs whenever a supplier truck pulls up.

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Receiving



Use PO as a Delivery Ticket

Trained, authorized personnel only

Separate ordering & receiving duties



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Receiving



BEFORE Signing Invoice . . .

- ✓ Check quantity
- ✓ Check quality
- ✓ Check weights on meat, seafood, poultry
- ✓ Check prices on invoice / PO



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Storage



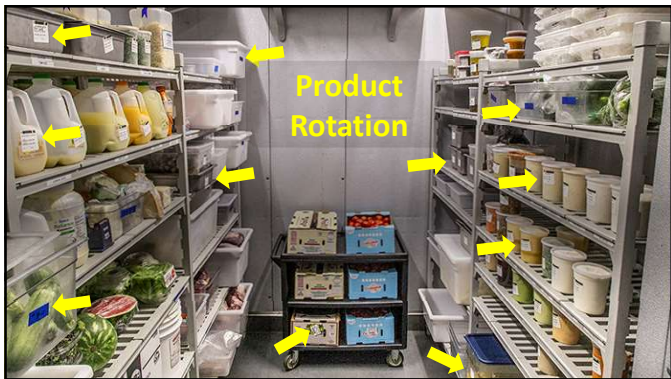
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Storage



1. Clean
2. Organized
3. Product rotation
4. Doors closed / locked
5. Restrict access



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Taking Out the Trash



Not allowed in storage rooms -

- Bussers / dishwashers
- Delivery drivers
- Anyone without a reason



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Prep & Production




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Prep

Item	SHELF LIFE	STATION UNIT COST	CNT U/M	PAR	DATE		INVT	UP
					1	2		
Bleu cheese dressing	3 days	Pantry	8 qt. round	0.50	REQ	0.25		
				1.25	OUT			
Italian vinaigrette	3 days	Pantry	4 qt. round	0.50	REQ	2.00		
				1.00	MARK	0.00		
				1.00	OUT			
Honey mustard dressing	3 days	Pantry	8 qt. round	0.50	REQ	0.50		
				1.50	OUT			
Cocktail sauce	3 days	Pantry	1 qt. round	1.00	REQ	0.50		
				2.00	OUT			
Tartar sauce	3 days	Pantry	1/4 pan	1.00	REQ	0.25		
				2.00	OUT			
Shredded cheddar	5 days	Prep-1	4 qt. round	0.50	REQ	0.25		
				1.00	MARK	0.25		
				1.00	OUT			

Use a Daily Prep Sheet




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Blue Fish Grill **Daily Prep Checklist**

DATE: _____ DAY OF WEEK: _____

POSITION: Prep Cook 1

Menu Item / Product	Shelf Life	Container/ Batch Yield	Par Levels				Amount on Hand	Amount to Prep	Comments
			Sun	Wed	Thu	Sat			
Bleu cheese dressing	3 days	8-qt. round	0.50		1.25				
Italian vinaigrette	3 days	4-qt. round	0.50		1.00				
Honey mustard dressing	3 days	8-qt. round	0.75		1.50				
Cocktail sauce	3 days	1/4 pan	1.00		2.00				
Tartar sauce	3 days	1/4 pan	1.00		2.00				
Shredded cheddar	5 days	4-qt. round	0.50		1.00				
Shredded jack cheese	5 days	4-qt. round	0.50		1.00				
Chopped onions	3 days	1/2 pan	0.50		1.00				
Chopped green onions	3 days	1/4 pan	1.00		2.00				
Sliced mushrooms	1 day	1/2 pan	1.00		3.00				
Croutons	4 days	2-qt. round	0.50		1.50				
Angel hair portions	2 days	8-oz. portion bag	12.00		20.00				
Fettuccine portions	2 days	8-oz. portion bag	15.00		30.00				



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Observe & Inspect



Cutting Specs

Excess Trim / Waste



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Remove Kitchen Trash Cans



Each prep cook given a Lexan food box



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Wall Display of Menu Items for Quick Reference

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Clams with Linguini

STATION(S): Grill		Plating: Pasta Bowl	
Abbreviation: CLM LING			
INGREDIENTS	AMOUNT	PORTION/UTENSIL	
Fresh Seasonal Clams	12 each	n/a	
Garlic, Chopped	1 Tbs.	Tbs.	
Olive Oil	2 oz.	Squeeze Bottle	
White Wine	4 oz.	Squeeze Bottle	
Linguini	12 oz.	Pre-portion Bag	
Chili Flakes	¼ tsp.	Tsp.	
Chopped Parsley	1 tsp.	Tsp.	



Cook/Prep Time: 12 minutes
Allergens: Shellfish, Gluten

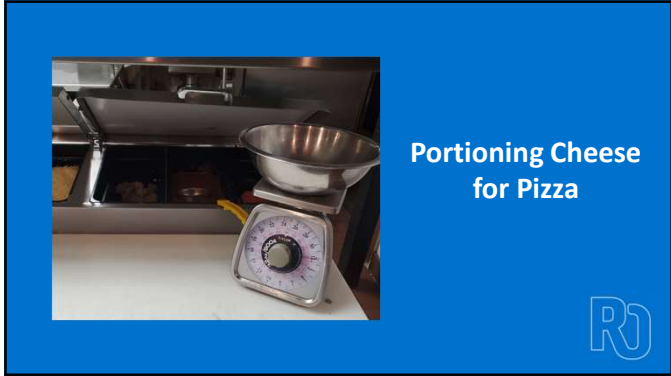
blue fish O & I L L
Spring Menu 5/25/2022

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Portioning Tools

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Portioning Cheese for Pizza



133



Rubber Spatula

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Bluefish Grill
Manager: Sarah

Station: Grill Date: 8/28

Item	Shift Par		Quality Check			
	Lunch @	Dinner @	Temp @	Taste @	Visual @	
8 oz chicken portions	25	35	40-45°			
Au Jus (heated)	8 qt	8 qt	165°			
Prime Rib Roll	1	2	130° center			
8 oz Filet	8	8	80-85°			
1/2 Soup	8	12	80-85°			
Steak Mushrooms	2 qt	2.5 qt	165°			
Seasoning (shaker)	1	2	n/a			
Red snapper portion - 6oz	6	12	35-40°			
Butter portions - 1oz	50	75	40-45°			
Garish sauce (lemon/tom/onion)	50	80	40-45°			
Garlic butter baste (lemon)	1 qt	1.5 qt	80-90°			
Mushroom backup	10pan	10pan	40-45°			
Heat lamps on			n/a	n/a	n/a	
Heated Plates	80	70	warm	n/a	n/a	

Line Checks

1. Appearance
2. Taste
3. Temperature
4. Utensil

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Employee Meals

1. Daily free employee meal
2. Discount on menu items

What's your employee meal policy?



136

Service & Payment



137

Hot Food Hot



Moving food in the window must be a MAJOR priority

Heat lamps - ?

Alerts for customer pickup or server/runner delivery



138

Cold Food Cold


Chilled ingredients
Chilled salad plates
Chilled forks





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Serving & Payment



Key Controls


What is ordered is recorded

What is recorded is correctly priced
Every transaction is collected




140

Serving & Payment



Soft Beverages

POS prompts for beverage
Every guest must have a beverage, even water
Bump in sales





141

Serving & Payment

Key Cash Control

- No one with access to books handles cash
- Includes handling bank deposits






142

Serving & Payment

Voids & Overrings

- Only managers can make adjustments to open accounts
- Track voids & overrings by employee

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RestaurantOwner.com Online Courses

In Learning System

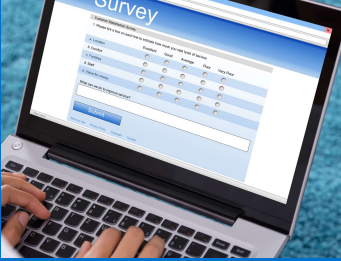






144

Please Give Us Your Feedback



Just 4 very short questions!

145

Get a Grip on Your Food Cost

Q&A



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146

Get a Grip on Your Food Cost

Best Practices & Key Controls for Independent Restaurants



Thanks for attending!

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