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Understanding & Managing Food Costs

Poor communication - DDS is not meeting with the chef consistently to review numbers, tour operation and plan
Excessive amounts of recooks due to: improper cooking temperature, inaccurate menu item description, inconsistent preparation & ingredients

Inaccurate pricing for special events, buffets, and catering
Staff call-outs

Staffing - No Ex. Chef, Sous Chef, DDS, Cooks, & using Temps

Servers involved in food production without training
Improper schedule pattern
Improper training for cooks & dining staff

Not using financial tracker / spend-down on a daily basis

Inaccurate monthly liquor, wine & beer inventory
Inaccurate monthly food inventory

Census is not recorded daily into the Financial Tracker

Inaccurately recording allocations

Failure to use standard recipes

Healthcare supplements are not allocated properly

Inventory sheets are not formatted correctly - shelf to sheet

Inventory sheets - prices are not updated quarterly

Inventory is not taken before ordering product

Weekly liquor inventory not completed

Dining sales is not accurately recorded on a daily basis

H I G H F O O D C O S T

Liquor pricing inaccurate

Kitchen using wine & spirits and not recording it

Liquor pour incorrect - plus or minus

Liquor not locked up at night (Theft)

Team members drinking

No continuous training for bartenders and spot checks are not being completed

Menu prices are not costed out correctly

Menu prices do not match POS prices

Recipes are not tested before use

Patrons are not put into the POS in a timely manor

POS is not user friendly for wait-staff (missing items)

POS - inaccurate communication - cooks can't understand tickets and too many kitchen messages
Overproduction of buffets, brunch and catering events

Overproduction of weekly specials

Production meetings are not conducted on a daily basis

Using the wrong ingredient for wrong application

Par sheets for standard menu items are not used

Daily production sheets are not used

Not utilizing production systems, and POS to accurately forecast

Team members taking home left-overs

Theft – Kitchen was not properly locked at night

H I G H F O O D C O S T

No planning of weekly specials in advance

Incorrect order guide

Failure to label and date food items

Over ordering

Multiple people placing the food order

Improper ordering - ordering without taking inventory & not using pars

Employee meal program not implemented

Running to the store for items last minute

Unorganized walk in coolers/freezers & dry storage
Over-stocking of wait stations and not using par sheets

Overstocking satellite kitchens and not using par sheets

Healthcare snacks are eaten by staff

Lack of communication with activities and meal service. Resident trips are not properly communicated to dining

Leftovers are not properly utilized

Inconsistent food tasting

Changing pans over at night for all line prep

Lack of forecasting and keeping sales history

Not using thermometers or timers

Not having the tools for portion control

Not using tools for portion control

Improper training and on-boarding

What Impacts Your Food Costs

- Three True Factors

- People Problems
- Product Problems
- System Problems

- How do we attack these issues?

Do you even know where your problem is?

What Impacts Your Food Costs

People Problems

Let's Discuss...

Who • What • Why





What Impacts Your Food Costs

Product Problems

Let's Discuss...

Who • What • Why

Black Mountain Prep - Prep Cooks

Item	Slow Par	Busy Par	Prep	Prep	Prep	Item	Slow Par	Busy Par	Prep	Prep	Prep
Onion Rings	3 Pans	6 Pans				Joannes Tartar	1 gal				
Cilantro-Lime Ranch		1 gal				Cajun Tarter	1 gal				
Prep BBQ Chix	8 ea	16 ea				Seafood Mary Sauce	1 gal				
BBQ Marinade		1 gal				Oriental Mignonette	1 gal				
Blackberry Gastrique		1/2 gal				Champagne Mignonette	1 gal				
Heavenly BBQ Sauce		1/2 gal				Apple Miso Dressing					
Potato Croquettes	16 ea	32 ea				Lemon Aioli	1 qt	2			
Smoked Salmon Brine		2 gal				Bacon-Red Wine Vinegrette	1 gal				
Smoked Sockeye Salmon		1 ea				Caesar Dressing	1 gal				
Smoked Sockeye Salmon		1 ea									
Crab Cakes (2/order)	18	35									
Clam Fritters		3 1/6 pan				Garnishes:					
Wild Rice		20				Garlic Crouton Rings	60	25			
Scallop Potato Pies	25	60				Dried Lemon Wheels	50	25			
Scallop Potato Pans	4	7				Edamame	16 ea	10 ea			
Scallop Potato Hash	2 Pan	4 Pan									
Minced Garlic	1/6 pan					Chantrelle Relish	6" F-pan	4" F-pan			
Minced Shallots	1/6 pan					Cherry Pilaf	4" F-pan	2" f-pan			
Ched Horseradish Butter		10 #				Strudel Rice	4" F-pan	4" H-pan			
Onion-Bleu Butter		10 #				Red Potatoes	6" H-pan	4" H-pan			
Sweet Butter		10 #									
Lobster Stock		10 gal									
Beef Demi		2 gal									
Chicken Stock		10 gal									
Fumet		3 gal									
Lobster Bisque		3 gal									

What Impacts Your Food
Costs
System Problems

Let's Discuss...

Who • What • Why





How Do we Solve This?

- Do a deep dive analysis on each of these areas
- What level of the operation are you coming from?
- Let's look at each level's responsibility...



How Do we Solve This? – Frontline Staff

- Employee Training
 - How much time is dedicated to training
 - Do they understand your menus & recipes
 - Are their hours/days laid out
- Management
 - Be an open book
 - Be relentless with system use
- Corporate Staff
 - Always Train with the WHY voice

How Do we Solve This – Management



- Create/Adjust Production from Sheets
- Scale Recipes for Employee Use
- Review Waste
- Use POS data to understand resident menu preferences
- Purchasing & Order Guides
 - Don't buy just from history
 - Use contracted pricing

How Do we Solve This – Corporate Management



- Establish system wide protocols
- Develop standardized recipes and menus for community use
 - You can have multiple “meatloaf” recipes, just make sure that it has been standardized
- Develop/execute training on menu & purchasing systems
- Create organizational standards for products/order guides
- Contract with distributor or use GPO
 - Maximize contract

What's Your Takeaway

- Start Simple
- Explain the WHY
- Create the Value





Let's Dialogue

SENIOR
DINING
ASSOCIATION