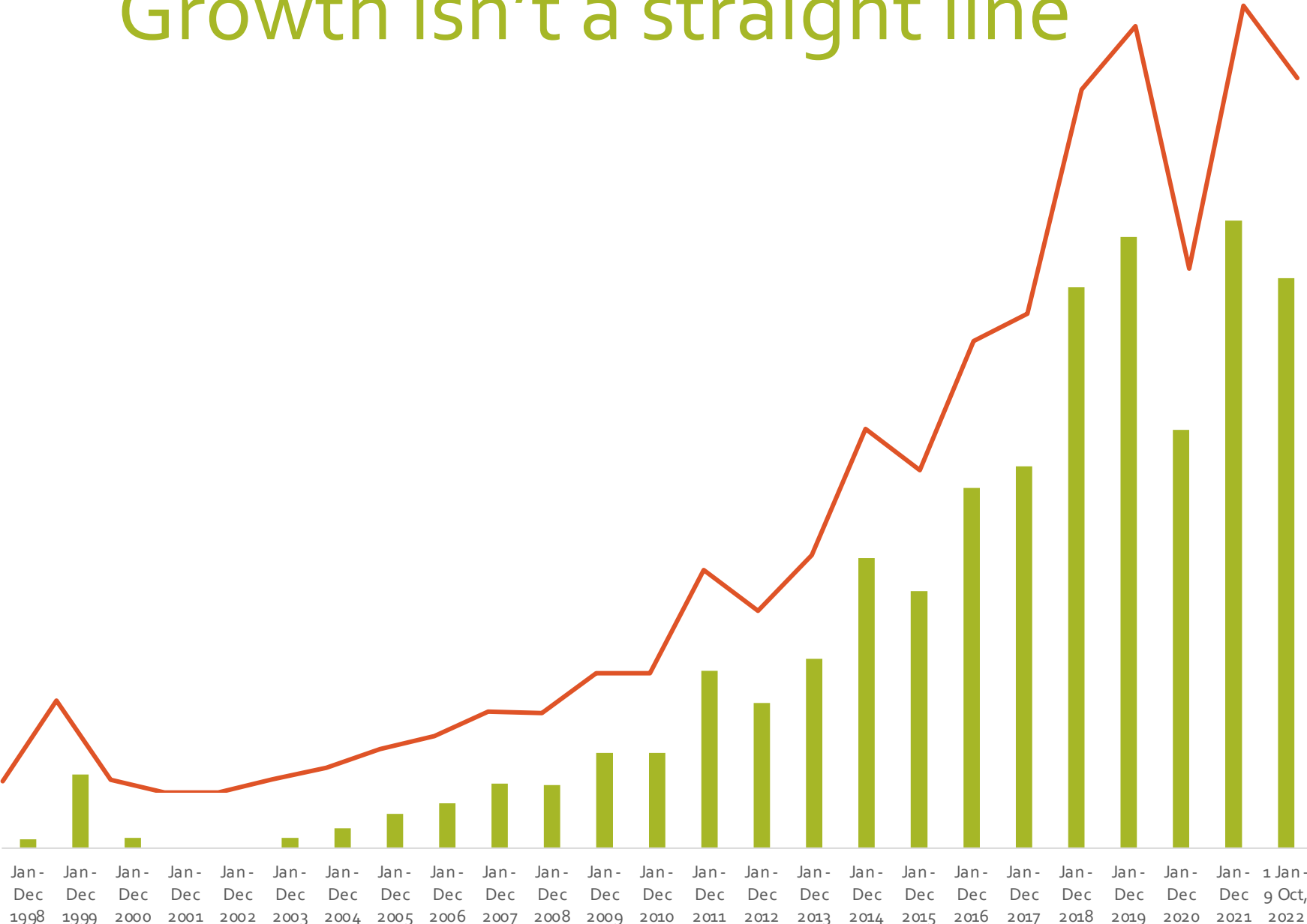


OUR JOURNEY TO GROWTH – THE CHALLENGES AND OPPORTUNITIES

Tara Beattie – Mange Tout Limited and Prepsheets

Growth isn't a straight line



1998



1998 - 2000

THE
IRISH
TIMES

IMAGE

FOOD & WINE

The Sunday
Business Post

Sunday Tribune



- Michelin Bib Gourmand
- Georgina Campbell Award
- McKenna Guide
- Virgin Guide
- 2 years of Profits



2003 New Dream



How it started....



How its going....

2007 Bigger Dreams



How it started....



September 4th 2009

Ballymagarvey Village – 1st wedding catered



Marquee Wedding 250 guests



**2013 EVEN
BIGGER
DREAMS**

2014
from
+100
weddings
to
<10



The Terrace Café



OPW Oifig na
nOibreacha Poiblí
Office of Public Works



Company Name The Caterers
Address Unit 3D, Montone Business Park, Dublin 12, D12 V205

SUBJECT TO CONTRACT / CONTRACT DENIED

RE: Competition ref: 147582
Competition for: Tea Room Services at the Terrace Café, Dublin Castle

Dear Mr. Brian and Ms. Tara Beattie,

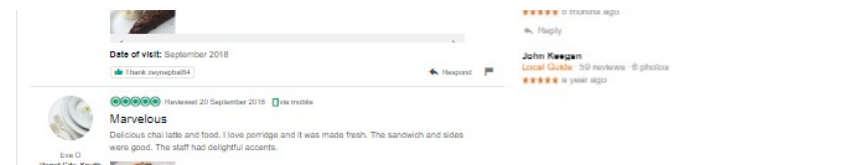
I refer to your company's tender submitted on 4th April 2019 in respect of the above mentioned competition and I regret to inform you that your tender was not successful on this occasion.

Training

Training

Training

Training



Food Innovation and Trends



Lansdowne FC
Ireland V Italy 10/08/2019

39.5% Growth since awarded
contract

Electric Picnic 2019



Quality and Consistency

RECIPE COSTING SHEET

- Afters
- Barbecue
- Bowl Food
- Breakfast
- Buffet
- Café
- Canapés
- Conference
- Cool Food
- Desserts
- Dips
- Dressings and Sauces
- Drinks
- Finger Food
- Fish Main Course
- INDEX
- Kids Food
- Meat Main Course
- Miscellaneous
- Pizza Dough
- Prep List Template
- Salads
- Sandwiches & Wraps
- Sorbet
- Soups
- Starters
- Street Food
- Vegetables
- Vegetarian and Vegan Main Course

PREP. LIST									
Revised On:		02/09/2019			Cost per Unit:		[REDACTED]		
Category:		Starters			Event Date:				
Item:		Ham Hock Terrine with Celariac, Apple, Balsamic Jelly and Micro Leaves							
No of Guests:						Calories per Unit:		129	
Order Quantity Per Portion	Unit	Item	Prepped Qty per Portion	Unit	Total Amounts Required	Order	Unit	Job Complete	
65	g	Ham Hock	27.5	g			kg		
50	g	Gammon	27.5	g			kg		
5	g	Diced Onion	5	g			kg		
8	g	Diced Carrot	8	g			kg		
5	g	Celery	5	g			kg		
1	g	Flat Leaf Parsley	1	g			kg		
0.05	g	Peeled Garlic	0.05	g			kg		
2	g	Dijon Mustard	2	g			kg		
1	g	Chives	1	g			kg		
15	ml	Ham Stock	15	ml			L		
Remolade									
13	g	Celariac	13	g			kg		
5	g	Apples	5	g			kg		
2	g	Mayonnaise	2	g			kg		
0.5	g	Wholegrain Mustard	0.5	g			kg		
Balsamic Jelly									
3.5	ml	Balsamic Modena Vinegar	3.5	ml			L		
10	ml	Stock Syrup	10	ml			L		
0.225	u	Gelatine Leaf	0.225	u			U		
0.5	g	Micro Leaves	0.5	g			kg		
Chef Notes: Mix for cooking ham is as follows- cloves, diced mixed vegetables, peeled garlic, bay leaves, black peppercorns, rosemary, honey, and thyme									
			Portion Size	127	g				
			Allergens	3,9,10,12,					
			Revised on	02/04/2019		By	Brian Beattie		

2011 to 2022 – 9 Cafés

- 2011 The Courtyard Lost 2021
- 2015 The Terrace Lost 2019
- 2016 The Blossom Tree Closed Covid – never reopened
- 2018 The Coachhouse
- 2019 The Officers Mess Closed Covid – never reopened
- 2019 The Schoolhouse Café
- 2019 The Tower
- 2021 The Courtyard Café Closed September 2022
- 2021 Faughs

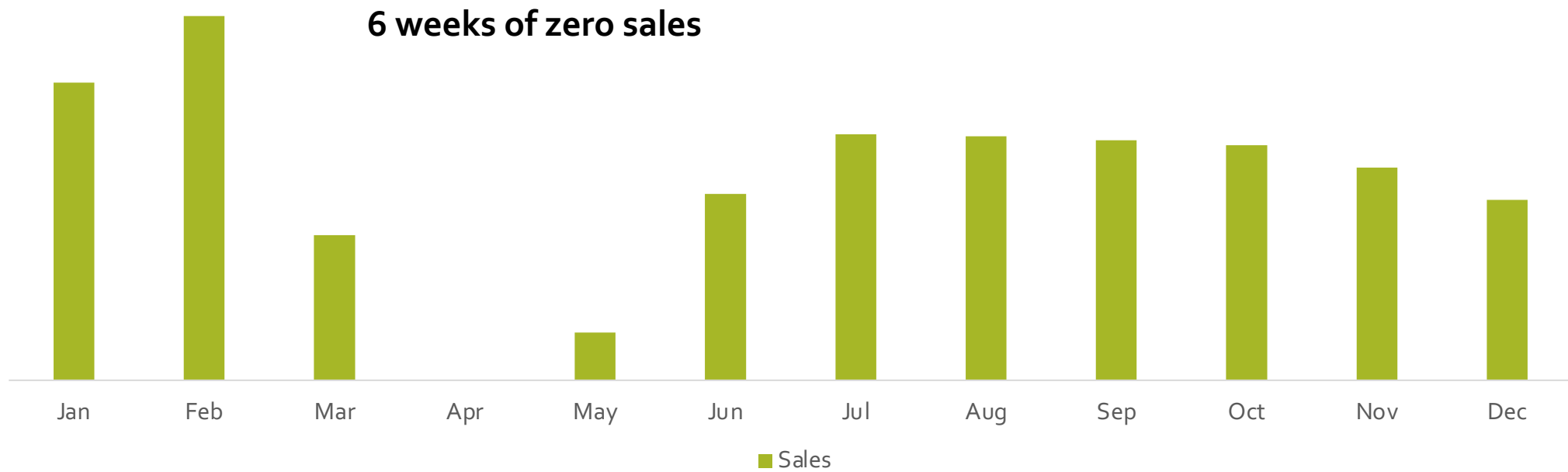
2019 – Big Plans – New Sites and Venues

- Double Digit Growth for 2020 – 2 key sites signed – one Dec 2019; one Jan 2020
- MBO The Caterwaiter
- Hired Operations Director
- Hired Executive Chef
- Hired HR Executive
- Hired Finance Director



March 2020

Sales 2020





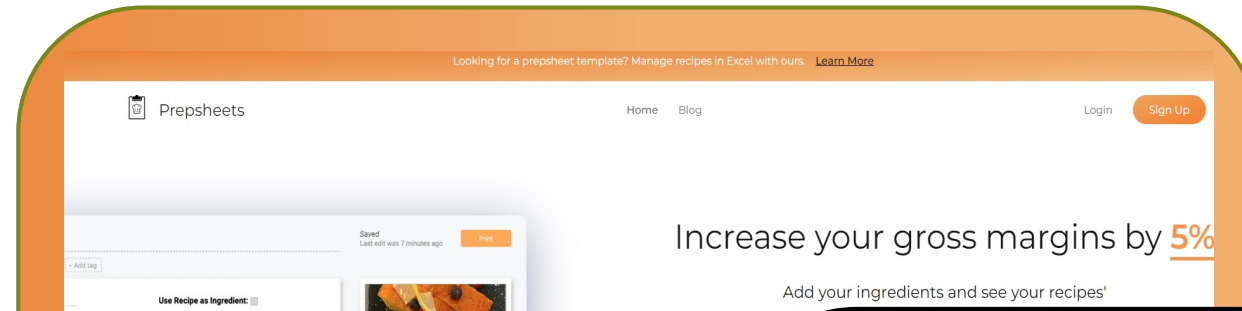
SIMPLY IRISH

OCTOBER
2021

New Ambitions



Prepsheets



Increase your gross margins by **5%**

Add your ingredients and see your recipes!

Butter Champion Salted Saved Last edit: August 11

Supplier: La Rousse Price: € 67.8
Code: 40240 Weight: 9080 g
Use in units:

Calories: 65103.6
Allergens: Milk x
Price per unit: €7.47 / kg

Nutrition per 100gr:
Energy: 717kcal
Fat: 81.1g
of which saturates: 51.4g
mono-unsaturates: 21g
polyunsaturates: 3.04g
Carbohydrate: 0.06g
of which sugars: 0.06g
Protein: 0.85g
Salt: 1.61g
Fibre: 0g

Name	Quantity	Cost
Crepes Filled with Lemon and Sugar	50 g	€0.3733
Cold Ham and Cheese Parcel with Celerao and Wholegrain Mustard	5 g	€0.0373
Cafe Scrambled Free Range Eggs (Vegetarian)	5 g	€0.0373
Slow Cooked Cube of Beef, Confit of Spring Vegetables, Truffle Mash Potato and Hollandaise Sauce	12.5 g	€0.0933
Orange Bunot Cake	17.5 g	€0.1307
Roast Turkey with Cranberry Stuffing Roll	10 g	€0.0747
Grab and Go Italian Style Sandwich with Salami, Ham, Basil Pesto, Roast Red Peppers and Rocket	10 g	€0.0747

Label Info: Butter Champion Salted

Lemon Drizzle Cake Saved Last edit: August 18

Selling Price: 1.5
VAT Rate: €0.37 Ex-VAT
Reduced (0%): €0.39 -2% average

Use as Ingredient: Is batch recipe:
Allergens: Wheat Gluten, Eggs, Milk, Sulphur
Shelf Life: 0 days

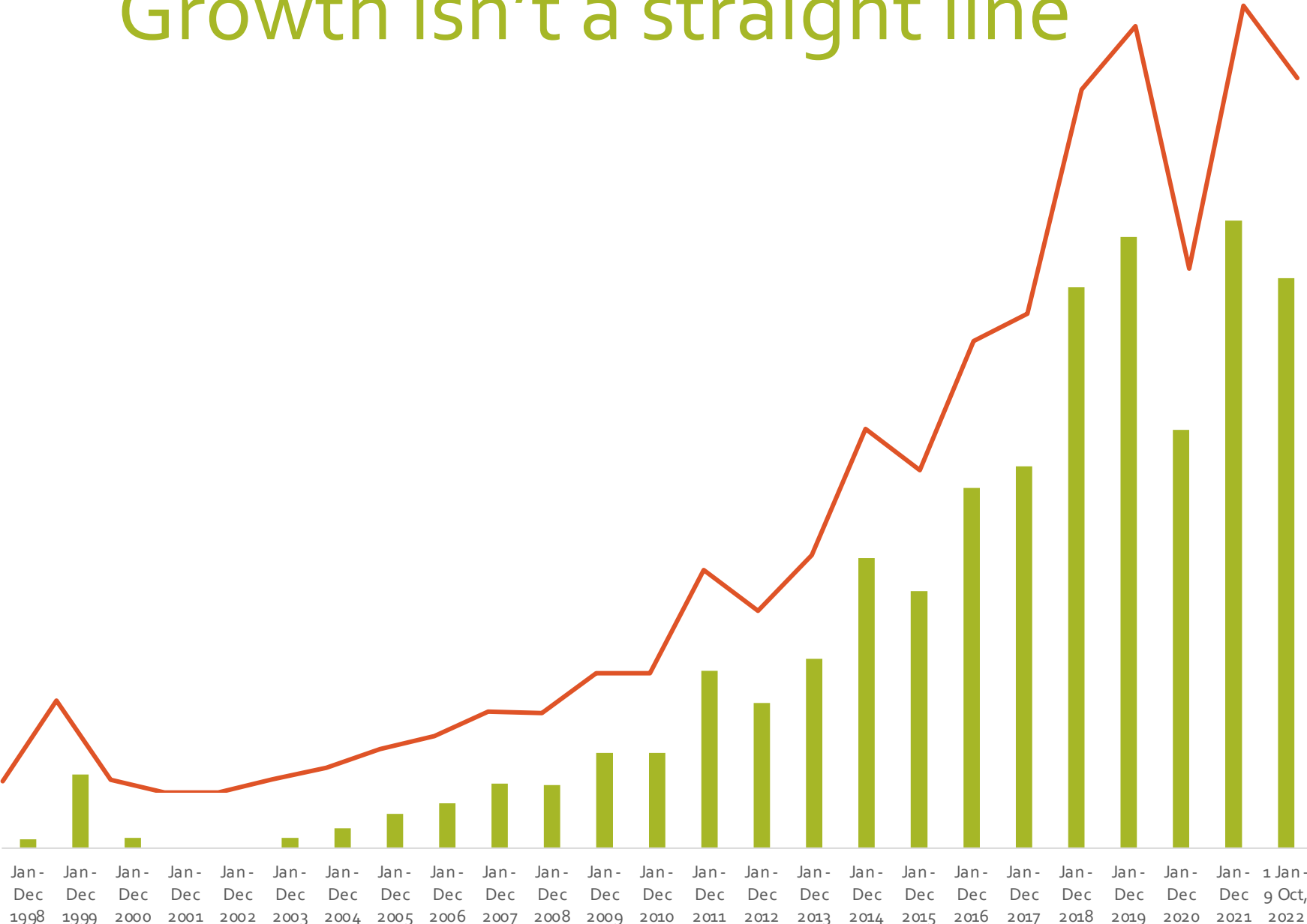
Start Quantity	Ingredient	End Quantity	Calories	Cost	Add
Step 1: Cream:					
25 g	Butter Champion Salted	25 g	119.25	€0.1867	
25 g	Caster Sugar	25 g	96.25	€0.0289	
Step 2: Beat:					
0.444 g	Whole Eggs	0.444 g	0.66	€0.0026	
1.667 ml	Milk Whole Full Fat	1.667 ml	1	€0.0015	
2.3 g	Fresh Lemon Zest	2.3 g	8.21	€0.115	
Step 3: Fold:					
25 g	Flour Self Raising	25 g	88.5	€0.018	

Weight: 103.304 g
Nutrition per 100g: Energy: 412.47kcal, Fat: 21.33g, Protein: 3.18g, Fibre: 0.82g

Method:
1. Preheat oven to 180C
2. Cream butter and sugar until soft, scrape sides of bowl to prevent the butter cooling and not mixing fully
3. Mix eggs, lemon zest and milk and add slowly to the butter mix, be sure to scrape bowl after each addition
4. When combined add the flour in small stages being sure to scrape bowl before first and last addition
5. Divide into narrow bread tins, the mix should weigh 500g in each tin
6. Bake for 1 hour, remove from oven and pierce multiple times with a skewer
7. Juice the lemons and whisk with sugar until the sugar has dissolved then pour evenly over each

Notes:
One Batch = 12 loaves = 108 portions
1 loaf = 9 slices
Average Weight of a Cooled Loaf 1223 to include Lemon Syrup
Weight of Raw mix 600g
Storage Instructions: Wrap in cling film and place label on one end so that it can be halved if necessary

Growth isn't a straight line



Key Learnings?

- **Stay Agile**
- **Stay Positive – tomorrow is another day**
- **Systems Systems Systems**
- **Profit above Turnover**
- **Don't forget about YOU**
- **Contracts – HR and Client**
- **Listen to your Customers and Team**
- **Watch your figures – use the tools**
- **Get out and talk to others**
- **Don't forget about YOU**

THANK YOU

I'm always available for a chat – especially over coffee or wine!

Tara Beattie

