



**KITCHEN MANAGEMENT**  
**‘SURVIVING THE WINTER OF**  
**DISCONTENT’**





**RIISING COST OF FOOD**

	JAN 2010	JAN 2011		JAN 2010	JAN 2011
					
<b>APPLES</b> PER POUND	<b>\$1.14</b>	<b>\$1.24</b>	<b>BREAD</b> PER POUND	<b>\$1.36</b>	<b>\$1.40</b>
					
<b>CHEDDAR CHEESE</b> PER POUND	<b>\$4.72</b>	<b>\$5.14</b>	<b>COFFEE</b> PER POUND	<b>\$3.81</b>	<b>\$4.42</b>
					
<b>EGGS</b> PER DOZEN	<b>\$1.79</b>	<b>\$1.81</b>	<b>GROUND BEEF</b> PER POUND	<b>\$2.83</b>	<b>\$2.99</b>

SOURCE: U.S. BUREAU OF LABOR STATISTICS; PHOTOS: THINKSTOCK



**CHALLENGES  
AHEAD**





# Challenges and what to do about them.



Keep a Regular Maintenance Schedule  
Check Seals and Gaskets  
Clean the Condenser Coils on Your Refrigeration Units  
Go with “Green” Lighting  
Don’t Waste Water  
Shut Down Unused Equipment  
Coach Yourself and Your Staff





# Challenges and what to do about them.



Train and Retain  
Opening Hours  
Upskilling and Cross  
Training  
Minimum Wage Increase





# Minimum wage increase

**€11.30 with (17.5% loading) true cost to the business in 2023 is €13.28**

Isolate the days that are worth opening !!!!!



# Challenges and what to do about them.

Portion Control  
Effectively Costed Dishes  
Menu Engineering  
Supplier Negotiation  
Waste Management





# Kitchen Management





# Challenges and what to do about them.

# How much of your waste is actually waste

# Train, train, train

# Portion size

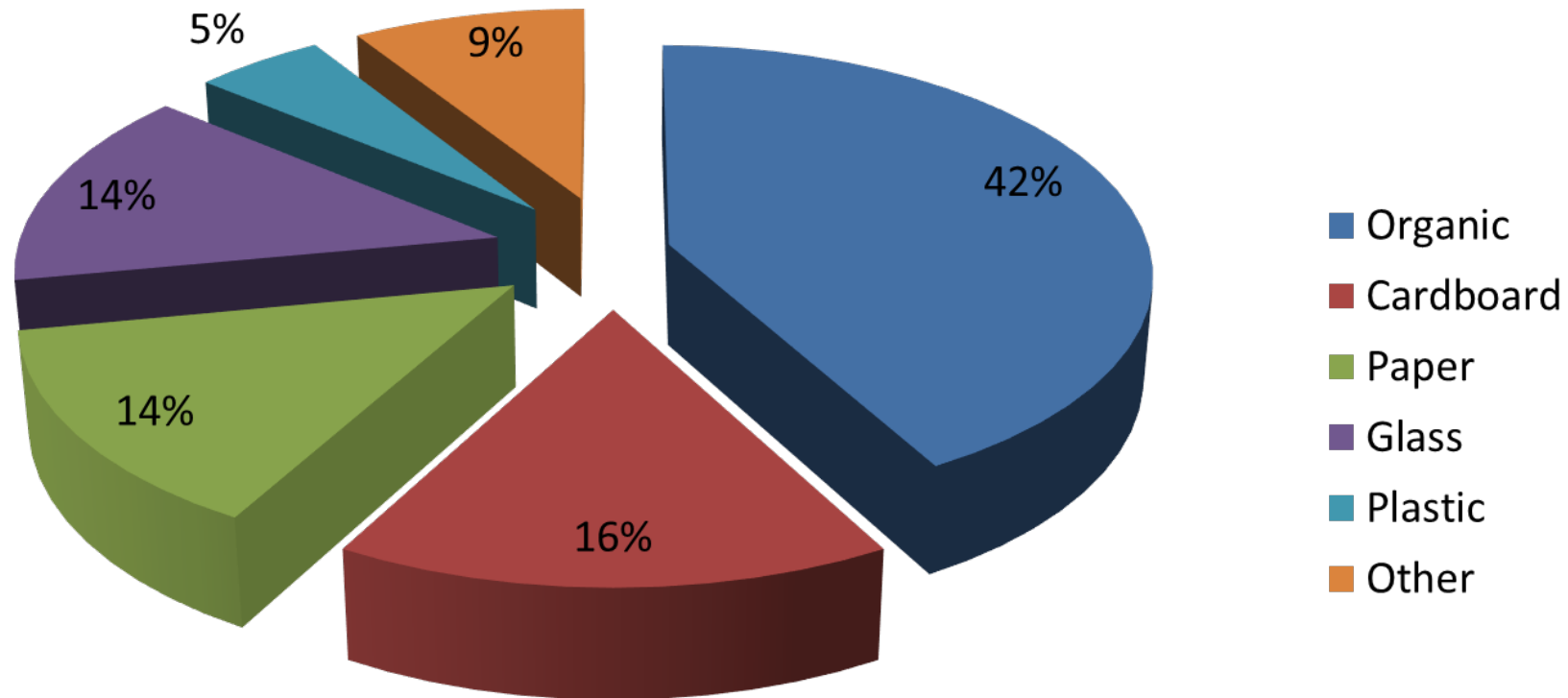
# Menu size

# Menu Engineering



# Food waste is a killer

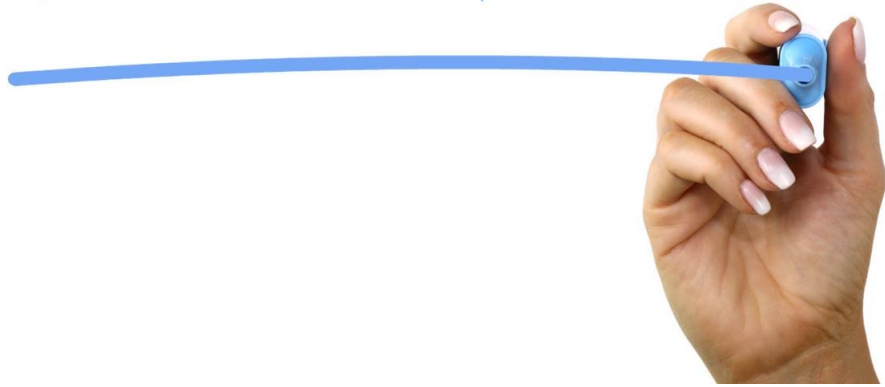
EPA- types of waste produced by pubs in Ireland





# Challenges and what to do about them.

INFLATION



Don't go into the winter blind  
Weekly Revenue v Expense  
meetings  
Surround Costs are everywhere  
Consumables  
Projections of revenue

**ACT NOW**

**MAKE IT EVERYONE'S  
RESPONSIBILITY TO  
STILL BE IN BUSINESS  
2023**







**MARTIN POTTS**

**SYNERGY**  
 **PROCHEF**

