

# FOOD COSTING, OLD/NEW PRACTICE

1.

40/40/20

**1. FORTY % FOOD COST; 40 % LABOR COST; 10 % ADMINISTRATIVE AND OTHER EXPENSES, LEAVING 10% PROFIT.**

**A. THIS WAS ALWAYS THE GOAL IN THE BACK OF YOUR MIND IN THE HOTEL AND RESTAURANT BUSINESS. YOU KNEW THAT IF YOU DID BETTER THAN THIS, YOU WERE GOLDEN.**

**B. THIS WAS ALL PRE-CORRECTIONS BUT THE PROCESS FOR PURCHASING FOOD WAS SIMILAR. THE EXCEPTION IS THAT THE HOTEL AND RESTAURANT INDUSTRY FOR THE MOST PART DOES NOT HAVE THE “SPECIAL BUY” COMPANIES THAT WE ENJOY. THE REASON IS THESE MANUFACTURERS WHICH THE SPECIAL BUY COMPANIES USE KNOW THAT THE FOOD IS GOING TO CORRECTIONAL FACILITIES AND THUS THERE IS NO COMPETITION TO WORRY ABOUT OR THE FLOODING OF THE MARKET WITH LOWER PRICED FOOD OF THE SAME QUALITY SOLD IN RETAIL OUTLETS.**

**C. THESE COMPANIES HAVE PROLIFERATED OVER THE YEARS AND THE # OF PRODUCTS SOLD HAS ALSO GROWN. NOW, THESE COMPANIES OFFER EVERYTHING FROM CLEANING RAGS TO CHEMICALS, SHOE COVERS TO INDUCTION COOKING EQUIPMENT AND OF COURSE FOOD AND BEVERAGES. MEATS ARE THE PRIME OFFERING AND SOY PRODUCTS ARE BIG. VEGETABLES FRUIT, FROZEN AND CANNED AND MUCH MORE. CUSTOM MADE ORDERS ARE AVAILABLE AND THESE PRODUCTS MAY BE THE NEXT BIG SPECIAL BUYS AS States, counties and other programs nationwide are looking to set specific standards for content of the food products. Pushing THIS CHANGE ARE THE DECREASED CALORIE COUNTS AND STRICT NUTRITIONAL ANALYSIS OF THE FOOD SERVED TO PRISONERS. MORE ON THIS LATER.**

**D. THE CORRECTIONS FOOD SERVICE DIRECTOR DOESN'T**

**WORRY ABOUT MAKING A % FOOD COST BECAUSE WE DON'T HAVE ANY SALES. INSTEAD WE HAVE PURCHASES AND PRISONER DAYS IN OUR FOOD COST FORMULAS. THE FOOD COSTING FORMULA'S ARE SIMILAR. BI+P-EI=COGS. THIS IS THE SAME IN BOTH INDUSTRIES TO ARRIVE AT THE COST OF THE FOOD PRODUCTS USED IN ANY GIVEN PERIOD. HOWEVER, IN CORRECTIONS, INSTEAD OF USING SALES divided by COGS, WE CALCULATE THE FOOD COST PER PRISONER DAY OR BY THE AVERAGE # OF PRISONERS FOR THE PERIOD x THE NUMBER OF DAYS IN THE PERIOD. THIS GIVES THE TOTAL PRISONER DAYS FOR THE PERIOD. WE THEN TAKE THE PERIOD PURCHASES AND DIVIDE BY THE TOTAL PRISONER DAYS TO GET OUR PER CAPITA COST.**

**(EXAMPLE: USE PICTURE OF MARCH 2012 INVENTORY AND FOOD COST REPORT)-TAKE PICTURE OF FORM OR MAKE COPIES FOR DISTRIBUTION WITH SLIDES.)**

**THE KEY TO A GOOD FOOD COST REPORT IS ACCURACY IN THE BEGINNING AND ENDING INVENTORIES. KEEPING YOUR INVENTORIES ON A LEVEL KEEL FROM MONTH TO MONTH PRETTY MUCH WILL LET YOU DO THE MATH OFF THE TOP OF YOUR HEAD TO DETERMINE YOUR RESTAURANT FOOD COST % OR YOUR PRISON PER CAPITA FOOD COST (PER PRISONER PER DAY)**

## **E. FACTORS AFFECTING FOOD COSTS**

**1. MENU MIX-CASSEROLES WILL BE LESS EXPENSIVE FOR THE MOST PART THAN SINGLE SERVE ITEMS.**

**A. RESTAURANTS AND PRISONS BOTH HAVE HIGH AND LOW COST MENU ITEMS.**

**B. WE SERVE A CHICKEN DINNER ON SUNDAY'S.**

**1. VERY EXPENSIVE NOW FOR CHICKEN 1/4'S.**

**2. FOOD SHORTAGES AND HIGHER COSTS IN THE FUTURE WILL AFFECT NEW MENU'S**

**2. OVER COOKING**

**A. SHRINKING FOOD DUE TO OVERCOOKING.**

**1. PRISONERS TEND TO WANT EVERYTHING**

**WELL DONE.**

**2. RECIPES ARE NOT BEING FOLLOWED-RESULTS IN AN IMPROPER YIELD.**

**3. NOT COOKING IN BATCHES-VOLUME CAN DECREASE SITTING IN A HOT BOX.**

**3. PORTION CONTROL**

**A. FEEDING HIGH VOLUMES WILL CAUSE PRISONERS TO RUSH AND SERVING UTENSILS WILL NOT BE PROPERLY LEVELED. RESULT-OVERPORTIONING.**

**B. PROPER SERVING UTENSILS**

**1. AT LEAST 2 COMPANIES HAVE SERVING SPOODLES UNIQUE TO CORRECTIONS.**

**A. THESE SPOODLES FEATURE DEEP BOWLS AND LES SURFACE AREA. THIS REDUCES OVERPORTIONING BECAUSE LESS FOOD CAN BE MOUNDED ON TOP OF THE SERVING UTENSIL.**

**2. ONE PRODUCT HAS A SHAPE ALLOWING EASY ACCESS TO THE CORNERS OF THE STEAM TABLE PAN.**

**3. ANOTHER PRODUCT IS A LARGER DISHER THAT CAN BE USED IF YOU HAVE THE TIME AND STAFF TO MONITOR THAT THE SCOOP IS SERVED LEVEL. THIS WOULD GIVE A EXACT PORTION. JUST ONE OUNCE OF EXTRA FOOD IN A SERVING UTENSIL FOR EVERY 100 PEOPLE SERVED IS 25-4 OZ. PORTIONS LOST. THAT CAN REALLY AD UP.**

**IS IT REALLY JUST FOOD OR IS IT THAT PRISONERS JUST DON'T GIVE A CARE ABOUT ANYTHING? EVEN WHEN YOU TELL THEM OVER AND OVER AGAIN, THEY WILL OVER PORTION UNLESS YOU WTCH THEM EVERY MINUTE AND EVEN THEN STILL DO IT. THIS IS VERY FRUSTRATING AND YOU HAVE TO DEAL WITH THIS PROFESSIONALLY BECAUSE THEY KNOW IT GETS TO YOU. I THINK THEY WANT TO RUN OUT, JUST TO GET SOMETHING ELSE OR TO JUST WATCH US RUN AROUND TO GET SOMETHING COOKED IN TIME.**

**C. SERVING TRAYS**

**1. WITH TODAY'S SMALLER CALORIE COUNTS,**

**LARGE TRAYS OF THE PAST ARE OUTDATED. SMALLER TRAYS WITH LESS CAPACITY COMPARTMENTS WILL BETTER SUITE TODAY'S PORTIONS.**

**D. TECHNOLOGY**

**1. NUMEROUS METHODS FOR SAVING MONEY WITH COOKING, PACKAGING AND SERVING FOOD ARE AVAILABLE WHICH WILL REDUCE FOOD COSTS.**

**A. INDIVIDUAL, DISPOSABLE AND BIODEGRADABLE FOOD TRAYS.**

**1. PROVEN IN THE CORRECTIONS INDUSTRY AND IN THE MEALS ON WHEELS PROGRAMS TO REDUCE FOOD COSTS BY 15%.**

**A. PROVIDE EXCELLENT PORTION CONTROL**

**B. ELIMINATE OVER PORTIONING**

**C. HAVE GOOD EYE APPEAL, PRISONERS LIKE THEM.**

**D. CAN BE RE-THERMED IN THE OVEN, MICROWAVE OR IN RE-THERM CABINETS.**

**E. EQUIPMENT FOR SEALING TRAYS IS AVAILABLE FROM SEVERAL MANUFACTURES, AS IS THE SEALING FILM.**

**F. CAN BE COMBINED WITH A PULPING AND DEHYDRATING SYSTEM TO ELIMINATE DISHMACHINES AND SIGNIFICANTLY REDUCE TRASH GOING TO THE LANDFILL.**

**1. FINAL PRODUCT FROM THE PULPING AND DEHYDRATING PROCESS IS NITROGEN RICH AND CAN BE THE BASIS OF A FOR PROFIT COMPOSTING SYSTEM.**

**2. COOKING EQUIPMENT IS SOFISTICATED ENOUGH NOW TO MONITOR ALL ASPECTS OF THE COOKING AND HOLDING PROCESS.**

**A. REDUCE SHRINKAGE OF MEATS.**

**B. COOK DURING NON PEAK OFF HOURS, REDUCING ENERGY COSTS.**

**C. BUILT IN FEATURES SUCH AS: TRACKING TEMPERATURES OF FOOD; INERNAL THERMOMETERS FOR OPTIMUM PRODUCT QUALITY ELIMINATE OVERCOOKING.**

**D. MANY CORRECTIONAL FACILITIES ARE USING SOME APPLICATION OF A PRODUCTION KITCHEN. SOME**

**FACILITIES DON'T HAVE KITCHENS ANYMORE. FOOD IS PRODUCED OFF SITE AND TRUCKED IN DAILY OR DEPENDING ON STORAGE CAPACITY, FOR SEVERAL DAYS. DINING ROOMS CAN BE EASILY ELMINATED IF A FACILITY BUILDS SPACE IN THE HOUSING UNITS TO RE-THERM HOT TRAYS.**

**2. PRISONER KITCHEN WORKERS**

**A. IF YOU HAVE BEEN IN A CORRECTIONAL KITCHEN FOR EVEN A SHORT TIME YOU HAVE SEEN MANY CHALLENGES WITH PRISONER MANAGEMENT IN THE KITCHEN.**

**B. PRISONERS WANT FOR THE MOST PART TO WORK IN THE KITCHEN AS THEY FEEL MORE FOOD WILL BE AVAILABLE TO THEM, ONE WAY OR ANOTHER.**

**C. WHAT I HAVE FOUND IS THAT A MAJORITY OF PRISONERS WILL POSITIVELY RESPOND TO CULINARY ARTS TRAINING. THIS INCLUDES ALL THE REQUIREMENTS NEEDED TO BECOME A VALUABLE INDIVIDUAL IN THE FOOD SERVICE BUSINESS. SANITATION, SAFETY, CULINARY HISTORY AND FOOD PRODUCTION. DO WE HAVE THE TIME TO DO THIS IN THE KITCHEN? PROBABLY NOT.**

**1. A CERTIFIED CULINARY PROGRAM, SUCH AS CHEFS PRO START OR A SIMILAR CURRICULUM OFFERED IN CONUCTION WITH WORKING IN THE FACILITY LITCHEN IS THE ULTIMATE FOOD SERVICE TRAINING FOR A PRISONER.**

**E. A TRAINED PRISONER KITCHEN WORKER WILL:**

- 1. REDUCE THE NUMBER OF PRISONER WORKERS NEEDED IN A PRISON OR JAIL KITCHEN.**
- 2. BE MORE PRODUCTIVE.**
- 3. HAVE A CURRENT AND FUTURE INTEREST IN A FOOD SERVICE CAREER (CHEF JEFF)**
- 4. WILL TAKE INSTRUCTION BETTER AS HE/SHE WILL HAVE A BETTER UNDERSTANDING OF WHY WE DO WHAT WE DO.**
- 5. ACCIDENTS ARE REDUCED. TRAINED KITCHEN WORKERS ARE COMFORTABLE WITH EQUIPMENT WHEN WELL TRAINED IN ITS USE.**
- 6. A FORMAL PROGRAM WITH NATIONWIDE RECOGNIZED CERTIFICATION WILL GO A LONG WAY TO ENSURING OUTSIDE EMPLOYERS KNOW WHAT THE**

**PERSON IS CAPABLE OF PRODUCING.**

## **F. EXAMPLES OF SPECIAL BUY PRODUCTS AND HOW TO USE THEM OR NOT USE THEM IN YOUR FACILITY.**

- 1. MOST IMPORTANT IS TO SET STANDARDS.**
- 2. NUTRITIONAL GUIDELINES WILL PLAY A PART IN YOUR CHOICES OF PURCHASES.**
- 3. WORK WITH PEOPLE YOU KNOW AND TRUST.**
- 4. GET SAMPLES AND SEE HOW THE PRODUCT WILL FIT INTO YOUR OPERATION, HOW IT COOKS UP, TEST THE OPINIONS OF YOUR KITCHEN WORKERS AND SEE IF IT WORKS OUR FINANCIALLY. You may find that shrinkage, uneven portions, broken pieces and other factors make the product not workable or actually costs you more money in portioning.**
- 5. THIS IS A LOT OF WORK TO CONSTANTLY PURCHASE SPECIAL BUY ITEMS. YOU NEED TO FIND OUT AND DECIDE WHO IS GOING TO DO IT AND MAKE SURE THAT PERSON HAS SPECIFIC PARAMETERS FOR PURCHASING. THIS CAN BE VERY REWARDING WITH BIG SAVINGS, BUT YU HAVE TO BE SURE AS THE FOOD SERVICE DIRECTOR THAT YOU ARE NOT OVEREXTENDING YOURSELF AS YOU NEED TO MANAGE THE OPERATION FIRST.**