

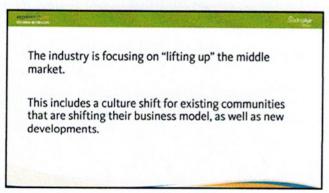
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Objectives for Today:

- Explain budget management needed by the dining teams to be successful in a middle-market community.
- Identify the training fundamentals needed for culinary support in middle-market community dining programs.
- Describe the key elements for leveraging dining for effective marketing and occupancy growth.

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Budget Management in an Everchanging Environment

- 1. Get more from your food budget.
 - Develop a through Order Guide to match budget expectations.
 - · Develop purchasing standards.
 - Review velocity reports
 - · Keep convenience items to a minimum.
 - Spend tracking review costs daily, weekly, monthly
 - · Waste management
 - · Portion control

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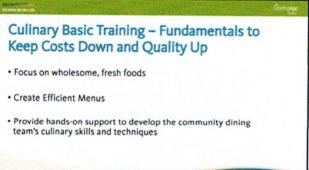
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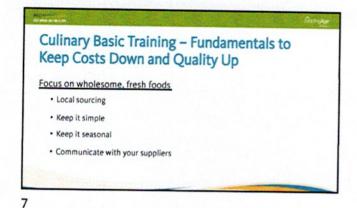
Budget Management in an Everchanging Environment

- 2. Leverage labor for effective coverage
 - · Smart food prep planning
 - Using utility workers for more than utility work
 - · Dept. Heads working the dining room
 - · Cross-training
 - · Runner system in dining room

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Culinary Basic Training – Fundamentals to Keep Costs Down and Quality Up

Tighter Menu = More Variety
Tighter Menu = Increased Quality
Tighter Menu = Enhanced Presentation
Tighter Menu = Easy to Add Last Minute Requests from Residents

