

Food Service Purchasing & Production During an Emergency Part 2

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Objectives

1. Explain how to adjust standardized recipes
2. List the benefits of a standardized recipe
3. Discuss the role portion size plays in production control
4. Learn how to avoid overproduction



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Pam Brummit, MA RD/LD

- Founder/President of Brummit & Associates, Inc.
- Over 40 years consulting
- Speaker, Author
- Taught the Dietary Managers course for 30 years and ServSafe for 25 years
- Past Chair of DHCC; Currently the Professional Development Coordinator for DHCC
- Award winning RDN

Disclosures: Pam is on the Advisory Council for Hormel Health Labs however she certifies that no conflict of interest exists for this program



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Production Planning

- Forecasting
- Production scheduling
- Time temperature controls
- Training



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Production Control

- Standardize recipes
- Understanding of purchase amounts vs yielded amounts
- Utilizing a production sheet
- Proper preparation effects product yields
- Adjusting recipes for client count



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Standardized Recipes

- A recipe that contains detailed specifications and has been adapted and tested in your own operation
- Tells exactly how much to use of each ingredient; how to add ingredients and what procedures to use



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Recipes

Consistent product

- Size
- Quality
- Nutritional value
- Yield
- Time

Includes

- Ingredients
- Preparation method
- Portion
- How much time to prepare
- Equipment needs
- Consider
 - Labor cost
 - Skill level

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Recipe Math

- Desired (new) yield / original yield = conversion (adjustment) factor
- Example of how to adjust recipe portions: The original recipe serves 50, but you need 85 or 28

Desired Yield		Original Yield	Adjustment Factor
85	\div	50	$=$ 1.7
28	\div	50	$=$ 0.56

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Recipe Adjustment from 50 to 28 Portions

50 Chicken fried steaks

17 lbs beef round sliced
6 eggs
3 cups milk
5 cups bread crumbs
4 cups flour
4 ½ Tbs salt
2 Tbs Pepper

Adjust 50 to 85

17 lbs X 1.7 = 29 lbs
6 eggs X 1.7 = 10
3 cups X 1.7 = 5 cups
5 cups X 1.7 = 8 ½ cups
4 cups X 1.7 = 6 ¾ cups
4 ½ Tbs X 1.7 = 2/3 cup (7.7 Tbs)
2 Tbs X 1.7 = 3 ¾ Tbs

Adjust to 50 to 28

17 lbs X 0.56 = 9 ½ lbs
6 eggs X 0.56 = 3 1/3
3 cups X 0.56 = 1 2/3 cups
5 cups X 0.56 = 2 ¾ cups
4 cups X 0.56 = 2 ¼ cups
4 ½ Tbs X 0.56 = 2 ½ Tbs
2 Tbs X 0.56 = 1 Tbs

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Standard Can Sizes

Can Size	Contents
8 ounces	1 cup
No 1 Flat	1 cup
No 1	1 1/3 cups
No 303	2 cups
No 2	2 ½ cups
No 2	3 ½ cups
No 3	4 cups
No 3 Cylinder (46 oz)	5 ¾ cups
No 5	6 ¾ cups
No 10	12-13 cups

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Equivalent Weights and Measures

3 tsp	1 Tbs	2 cups	1 pint
4 Tbs	¼ cup	4 cups	1 quart
5 1/3 Tbs	1/3 cup	4 quarts	1 gallon
8 Tbs	½ cup	16 oz	1 pound
10 2/3 Tbs	2/3 cup		
12 Tbs	¾ cup		
16 Tbs	1 cup		



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Training

- Abbreviations
- Math
- Proofread



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Clean and Sanitize

- Workspace
- Tools
- Equipment



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Gather Tools and Ingredients

- Mixing bowls, utensils
- Pans, cookware, foil
- Preheat ovens
- Thermometers
- Foods, seasonings, cold items
- Wipe lids, wash veggies/fruit



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Scheduling

- How long will it take to cook each item?
 - Prepare longest first
- What method will be used?
 - Oven
 - Stovetop
 - Moist/Dry
- How long/What temperature?
 - 15 minutes/1 ½ hours
 - 275°F/350 °F



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Avoid Overproduction

- \$5.75 (food/labor/supplies)
- X 10 meals
- \$57.50/day
- X365 days/year
- \$20,987.50/ year



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Control Overproduction

- Amount food prepared
- How food is served
 - Document what and how much food is left
- Handling leftovers
 - Adjust recipes
- Use standardized recipes
 - Adjust recipes
- Control portion sizes
- Train employees
- Plate waste studies



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What does a 1-ounce error on a portion mean to your cost?

- Cost of \$4.16 a pound for a roast
- The roast shrinks 25% in cooking
- Yielded cost per pound is \$5.20
 - An average serving is 2 oz with a cost of 65 ¢/serving
 - Over portioning by 1 oz will increase the cost to 32.5 ¢/serving
 - Over portioning by 1 oz will increase PPD cost by nearly 33¢/serving

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Make or Buy

- Raw roast beef at \$4.16/lb
 - 25% shrinkage makes it \$5.20/lb
 - 65 cents per 2 oz serving
- Cooked roast beef at \$4.89/lb
 - 61 ¢ per 2 oz serving
 - 4 ¢ savings/serving for 100 servings is \$4.00
 - If it's on the menu once a week that is a savings of **\$208/year**



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Portion Control

- Do you serve small portions when requested?
- Are servings left in the can?
- How much plate waste do you have? How many residents don't drink their milk?
- The cost per patient can be far more than the cost of producing
 - If it cost \$0.45 to produce a portion of soup, but only 1 of 2 portions prepared are actually used, then the cost PPD is \$0.90!



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Reduce the Price You Pay for Food and Supplies

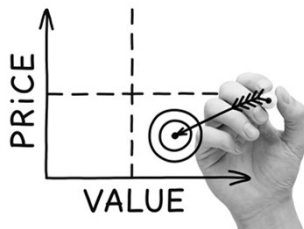
- Join a GPO and save 5-10%
- Pay the bills on time
- Avoid trips to the local store
- Reduce the number of vendors
- Check orders in
- Use the right quality of product
- Scratch versus convenience
- Monitor supplement costs



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Purchasing Controls

- Know your numbers
- Vendor management
 - Cost comparisons
 - Contracted agreements
- Firm specifications
- Utilization of further processed product
- Purchase of portion-controlled product
- Receiving procedures



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Theft

- 1 of every 3 employees will steal from you
- Have some controls in place to keep them honest
- Missing 4 portions/day at \$1.68/portion = **\$2453/year**



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Theft

- Employees
 - Background checks
 - Who makes purchases
 - Use of PO's
 - Adequate supervision
 - Trash disposal procedures: who and when
 - Employee meal policy
 - Having the proper inventory on hand
- Vendors
 - Proper receiving
 - Proper and immediate storage
 - Adequate lighting
- Outsiders
 - Locks
 - Who has access to the kitchen

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Theft

- Have checks and balances in place to decrease the risk of theft
- Implement an inventory system
- Keep inventory low
- Have a back-door policy
- Keep storage areas locked
- Cash receipts



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Factors Affecting Productivity

- Layout and design of production facility
- Production planning
- Staffing and scheduling
- Training and skill level of employees
- Motivation of employees
- Size of facility



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Key Points

- Accurate counts for each food item
- Employee sign in for meals
- Do not allow vendors to determine substitutions without pre-established guidelines
- Standardized recipes
- Proper portioning devices (scoops, weight scale, etc.)
- Adhere to customer preference
- Avoid excessive between meal snacks
- Control staff access to snack foods
- Check yields before purchasing
- Avoid leftovers
- Secure storage areas
- Check pricing
- Check deliveries
- Compare supplement prices regularly

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Key Points

- Do not allow vendors to determine order
- Do not over serve puree portions
- Follow the menu
- Avoid last minute purchases from local stores
- Pay early
- Know market trends and pricing
- Be aware of cost per serving
- Use production sheets
- Purchase appropriate items
- Use standardized recipes
- Portion control
- Appropriate meal substitutions
- Monitor special diet products
- Nourishment/snack costs
- Secure storage area

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Thank you!



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- References and resources provided with handout
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Becky Dorner & Associates, Inc. Resources <http://www.beckydorner.com/covid19/>

- Policy & Procedure Manual for Nutrition and Food Service in Healthcare Facilities, Chapters on Food Production and Food Safety and more
<https://www.beckydorner.com/product/policy-procedure-manual/>
- Enhancing Nutritional Value with Fortified Foods: A Resource for Professionals
<https://www.beckydorner.com/wp-content/uploads/2018/04/2018EnhancingNutritionalValue-3859.pdf>
- Emergency/Disaster Plan for Food and Dining Services
 - Book only <https://www.beckydorner.com/product/emergency-disaster-plan-for-food-and-dining-services-2018-edition-book-only/>
 - Book with CPE Course <https://www.beckydorner.com/product/emergency-disaster-plan-for-food-and-dining-services-2018-cpe-self-study-program/>

Association of Food and Nutrition Professionals (ANFP)

<https://www.anfponline.org/news-resources/covid-19-resources>

- Top 10 Tips for Purchasing Food https://www.anfponline.org/docs/default-source/top-10-resource-lists/top-10-tips-for-purchasing-food.pdf?sfvrsn=f2770bf6_2
- Top 10 Tips on Ways to Utilize Fortified Foods <https://www.anfponline.org/docs/default-source/top-10-resource-lists/top-10-ways-to-utilize-fortified-foods.pdf>
- ANFP Practice Standards <https://www.cbdmonline.org/cdm-resources/practice-standards>
 - Calculating Food Costs <https://www.cbdmonline.org/cdm-resources/practice-standards/competency-area-2-foodservice/calculating-food-costs>
 - Measuring Meal Production & Calculating Meal Equivalents <https://www.cbdmonline.org/cdm-resources/practice-standards/competency-area-2-foodservice/measuring-meal-production-calculating-meal-equivalents>
 - Determining Menu Item Prices <https://www.cbdmonline.org/cdm-resources/practice-standards/competency-area-2-foodservice/determining-menu-item-prices>
 - Controlling Costs in Foodservice <https://www.cbdmonline.org/cdm-resources/practice-standards/competency-area-2-business-operations/controlling-costs-in-foodservice>
 - Emergency Planning <https://www.cbdmonline.org/cdm-resources/practice-standards/competency-area-2-sanitation-safety/emergency-planning>

- ANFP Resources for Purchase
 - Foodservice Management – By Design, 2nd Edition, Legvold and Salisbury
https://nf.anfponline.org/eweb/DynamicPage.aspx?WebCode=ProdDetailAdd&Action=Add&ObjectKeyFrom=1A83491A-9853-4C87-86A4-F7D95601C2E2&DoNotSave=yes&ParentObject=CentralizedOrderEntry&ParentDataObject=Invoice%20Detail&ivd_formkey=69202792-63d7-4ba2-bf4e-a0da41270555&ivd_cst_key=00000000-0000-0000-0000-000000000000&ivd_prc_prd_key=C95C9D26-7D1C-4C1F-8330-70E62A4A11F6&ptp_key=8B55F4EF-55AE-45C9-BE87-4950B4AF8FCD&ptc_key=FBF21E8E-F298-4641-B8C9-F2727C23AC02&ptpcode1=Textbooks%20and%20Exam%20Prep
 - Article on Inventories: Management Connections – May/June 2020 – The Case for Doing Monthly Inventories
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- ANFP Videos:
 - Raw Food Cost Per Meal <https://videos.anfponline.org/raw-food-cost-per-meal/>
 - Make or Buy <https://videos.anfponline.org/make-or-buy>
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- Emergency/Disaster Plan for Food and Dining Services (2018)

More titles (see website for all titles – added frequently):

- Nutrition and Integrative Medicine: A Primer for Clinicians (2020)
- The Genomic Kitchen: Your Guide to Understanding and Using the Food-Gene Connection for a Lifetime of Health (2020)
- Salt Fat Acid Heat: Mastering the Elements of Good Cooking (2020)
- Nutrition & Diabetes Pathophysiology and Management (2019)
- Minimum Data Set (MDS) 3.0 RAI Manual v1.17 Course (2019)
- CMS State Operations Manual Appendix PP Course (2019)
- AADE Quick Guide to Medications (2019)
- Sports Nutrition: A Handbook for Professionals, 3rd Edition (2019)
- Nutrition for the Older Adult (2019)
- Food Code 2017 Course (2019)

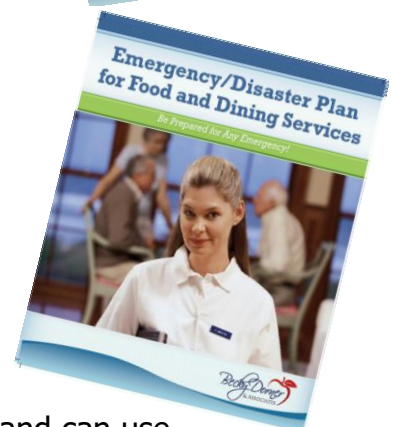
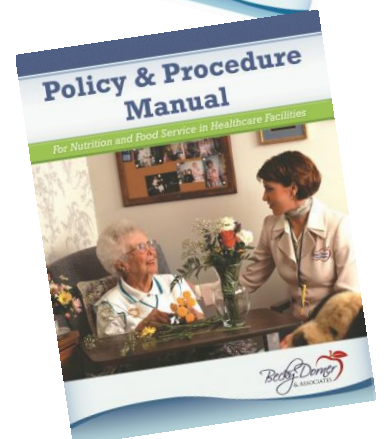
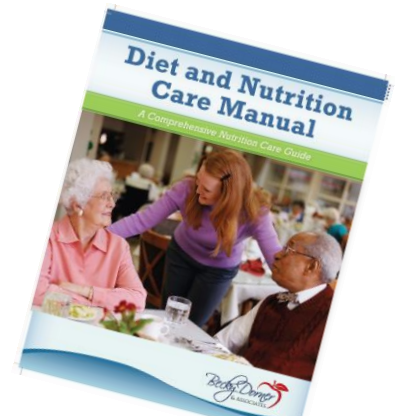
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