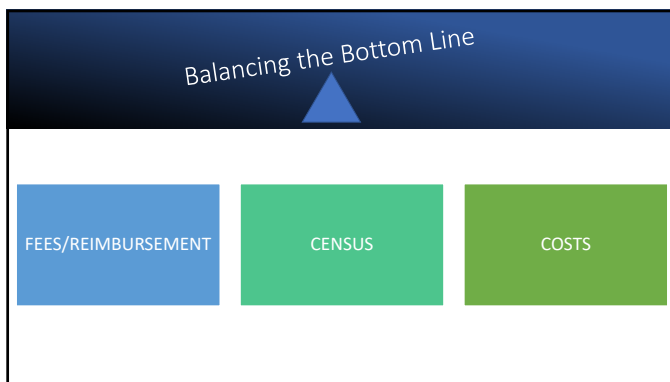
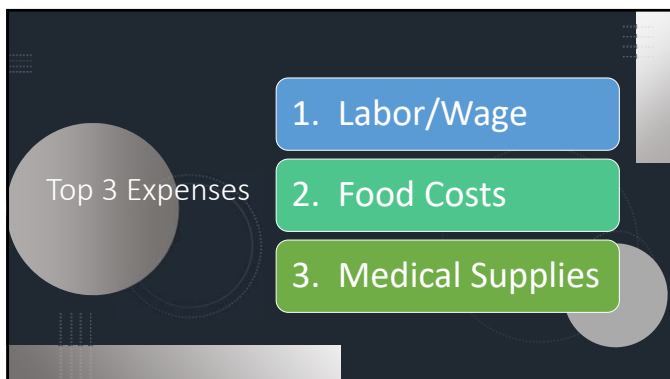




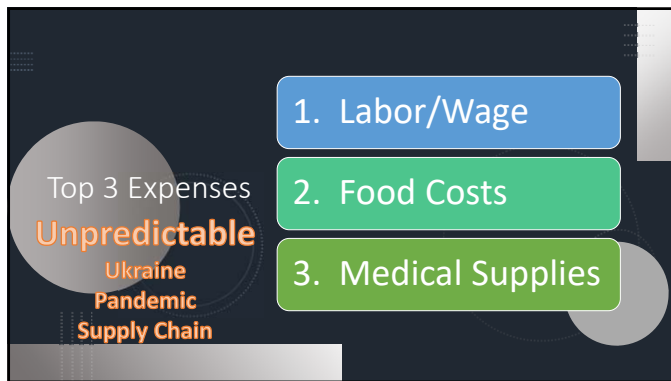
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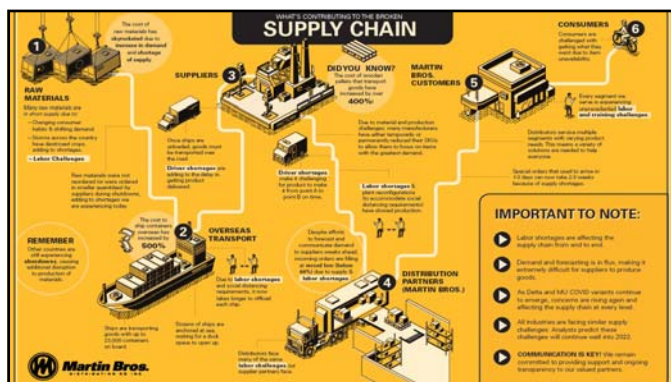
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5



6

Weekly
Market
Trends

Category	Week 10 (2022)	Week 9 (2022)	Week 8 (2022)	Week 7 (2022)	Week 6 (2022)	Week 5 (2022)	Week 4 (2022)	Week 3 (2022)	Week 2 (2022)	Week 1 (2022)	Week 0 (2022)
Beef (Carcasses)	Stable	Available	Stable								
Fluid Dairy	Increasing	Class 1	Increasing	Class 2	Strong	Class 1	Strong	Class 2			
Oil/Shortening	Increasing	Available	Strong								
Pork (Carcasses)	Increasing	Available	Strong								
Pork (Sides/Butts)	Increasing	Available	Strong								
Poultry (Turkey)	Increasing	Strong	Strong								
Produce	Decreasing	Increasing	Strong	Strong	Strong	Strong	Strong	Strong	Strong	Strong	Strong
Unfed	Increasing	Strong	Strong								
Sugar	Increasing	Strong	Strong								
Meat (Other Beef Products)	Increasing	Available	Strong								
Expendable (Eggs)	Increasing	Available	Strong								

7



8

Benchmark
“Standard or Point
of Reference”

Measured in PPD’s:
Per Patient
(or Resident) Day
Costs

9

Calculating PPDs

- Determine patient days per month
(# of days/month)
 $\times$ (# of patients)
= Resident days/month
- Calculate food cost per patient day
 $\frac{\text{Raw food cost}}{\text{Resident days/month}} = \text{food cost PPD}$



10

Calculating PPDs

- Determine patient days per month
31 days
 $\times$ 50 residents
= 1550 resident days
- Calculate food cost per patient day
 $\frac{\$12,500}{1550 \text{ resident days}} = \8.06 PPD



11

PPD Relevant Trends & Considerations

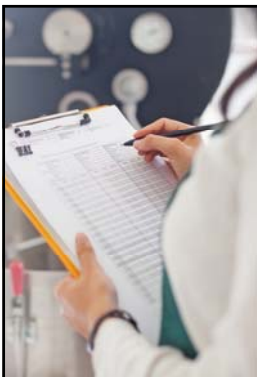
Regional Trends: \$5.50-\$8.50

ANFP Median in 2020: \$6.50

Facility History

What is included in the PPD?

Inflation



12



2021: \$6.50 x 6% inflation = \$6.89
2022: \$6.89 x 10% inflation = \$7.58

13

Other PPD Categories	Supplements: \$.19-\$1.45 (\$.50 Median)
	Supplies: \$.47-\$1.61 (\$.91 Median)
	Snacks/Nourishments
	Activities/Marketing
	Equipment/Maintenance

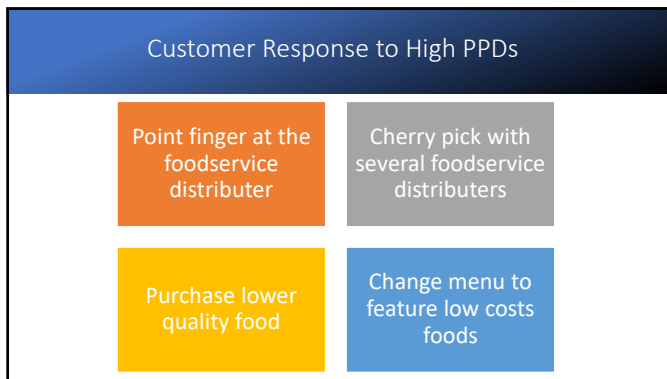
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“Free” Meals

- Example:
 - 60 bed community
 - 9 “free” employee/guest meals/day
 - \$6.00 ppd
- 3 resident equivalents x \$6.00 = \$18.00/day
- \$18.00/60 residents = \$.30 additional ppd

15



16

Comparisons

- Timing
- Apples to Apples
- Accuracy in Case ratios/Yields
- Catch Weight & Split Cases

TIPS FOR ACCURATE Price Comparison

"What is your price?" is a common question asked that food service managers when comparing prices. However, it is not always as simple as it seems. To ensure accurate price comparisons, along with a cost savings strategy, consider the following:

APPROACH TO PRICE COMPARISON

When the opportunity arises to compare prices, the most likely time to do so is when the public is in the market.

Make sure the product is the same

Be sure to compare apples to apples. Do not compare apples to oranges. For example, do not compare a 10 lb case of apples to a 5 lb case of apples. Do not compare a 10 lb case of apples to a 10 lb case of oranges.

Check the quantity of the case and the unit of the product

For example, if you are comparing a 10 lb case of apples to a 10 lb case of oranges, you must compare the price per pound. Do not compare the price per case.

Check the quality of the product

For example, if you are comparing a 10 lb case of apples to a 10 lb case of oranges, you must compare the quality of the product. Do not compare a 10 lb case of apples to a 10 lb case of oranges if the apples are of a different quality than the oranges.

Check the price of the product

For example, if you are comparing a 10 lb case of apples to a 10 lb case of oranges, you must compare the price of the product. Do not compare a 10 lb case of apples to a 10 lb case of oranges if the apples are of a different price than the oranges.

17



18

Week 1 REGULAR/NAS									
SPRING SUMMER 2022 BASE MENU									
Estimated Cost At A Glance									
	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday		
CHOICE OF JUICE	0.10	CHOICE OF JUICE	0.10	CHOICE OF JUICE	0.10	CHOICE OF JUICE	0.10	CHOICE OF JUICE	0.10
CHOICE OF CEREAL	0.07	CHOICE OF CEREAL	0.07	CHOICE OF CEREAL	0.07	CHOICE OF CEREAL	0.07	CHOICE OF CEREAL	0.07
EGG.....	0.31	SAUSAGE LINK	0.30	SAUSAGE GRAVY	0.10	EGG.....	0.31	SCRAMBLED EGG	0.37
BREAKFAST	0.32	TOAST	0.10	BISCUIT	0.10	PANCAKES/SYRUP	0.16	TOAST	0.10
PASTRY									
MILK	0.35	MARGARINE/JELLY	0.07	MILK	0.07	MILK	0.35	MARGARINE/JELLY	0.07
Meal Total	1.25	1.15	0.96	1.15	1.37	1.37	1.37	1.15	
CHICKEN BREAST	1.47	CHEESY TORTILLAS	1.20	FRENCH ONION	1.20	SAVORY ROAST	1.20	LEMON PEPPER	1.50
CORON BLEU									
ITALIAN ROASTED	0.23	SPRIGS	0.20	BAKED SWEET	0.20	MAKASHED POTATOES	0.20	ITALIAN PEPPER	0.20
POTATOES									
BU CAPRI BLEND	0.35	SALAD	0.20	POTATO	0.20	BEAN GRAVY	0.10	MACARONI CORN	0.27
VEGG									
ROLL/MARG	0.22	CHEESECAKE	0.35	BREAD/MARG	0.15	ROASTED CARROTS	0.10	CREAMY COLESLAW	0.27
CHERRY PIE	1.00								
MILK	0.35								
Meal Total	3.63	2.87	2.96	2.87	2.87	2.87	2.87	2.87	2.70
BURRITO	0.75	VEGETABLE BEAN	1.20	STROGANOFF	1.20	SAVORY TURKEY	1.20	SAVORY CHICKEN	1.20
SHREDDED	0.25	ON CROISSANT	0.25	ON CROISSANT	0.25	ON CROISSANT	0.25	ON CROISSANT	0.25
LETTUCE/TOMATO									
CORN	0.24	PEA SALAD	0.24	PEA SALAD	0.24	PEA SALAD	0.24	PEA SALAD	0.24
PEARS	0.30	MANDARIN	0.30	MANDARIN	0.30	MANDARIN	0.30	MANDARIN	0.30
MILK	0.35								
Meal Total	2.03	2.03	2.03	2.03	2.03	2.03	2.03	2.03	2.03
Day Total	6.93	6.93	6.93	6.93	6.93	6.93	6.93	6.93	6.93
Estimated Week Average: \$6.63									

19

Week 1 REGULAR/NAS									
SPRING SUMMER 2022 BASE MENU (PLAIN LANG)									
Estimated Cost At A Glance									
	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday		
CHOICE OF JUICE	0.10	CHOICE OF JUICE	0.10	CHOICE OF JUICE	0.10	CHOICE OF JUICE	0.10	CHOICE OF JUICE	0.10
CHOICE OF CEREAL	0.07	CHOICE OF CEREAL	0.07	CHOICE OF CEREAL	0.07	CHOICE OF CEREAL	0.07	CHOICE OF CEREAL	0.07
EGG.....	0.31	SCRAMBLED EGG	0.31	SCRAMBLED EGG	0.31	SCRAMBLED EGG	0.31	SCRAMBLED EGG	0.31
BREAKFAST	0.32	TOAST	0.10	BISCUIT	0.10	PANCAKES/SYRUP	0.16	TOAST	0.10
PASTRY									
MILK	0.35	MARGARINE/JELLY	0.07	MILK	0.07	MILK	0.35	MARGARINE/JELLY	0.07
Meal Total	1.25	1.15	0.96	1.15	1.37	1.37	1.37	1.15	
CHICKEN BREAST	1.47	CHEESY TORTILLAS	1.20	FRENCH ONION	1.20	SAVORY ROAST	1.20	LEMON PEPPER	1.50
CORON BLEU									
ITALIAN ROASTED	0.23	SPRIGS	0.20	BAKED SWEET	0.20	MAKASHED POTATOES	0.20	ITALIAN PEPPER	0.20
POTATOES									
BU CAPRI BLEND	0.35	SALAD	0.20	POTATO	0.20	BEAN GRAVY	0.10	MACARONI CORN	0.27
VEGG									
ROLL/MARG	0.22	CHEESECAKE	0.35	BREAD/MARG	0.15	ROASTED CARROTS	0.10	CREAMY COLESLAW	0.27
CHERRY PIE	1.00								
MILK	0.35								
Meal Total	3.63	2.87	2.96	2.87	2.87	2.87	2.87	2.87	2.70
BURRITO	0.75	VEGETABLE BEAN	1.20	STROGANOFF	1.20	SAVORY TURKEY	1.20	SAVORY CHICKEN	1.20
SHREDDED	0.25	ON CROISSANT	0.25	ON CROISSANT	0.25	ON CROISSANT	0.25	ON CROISSANT	0.25
LETTUCE/TOMATO									
CORN	0.24	PEA SALAD	0.24	PEA SALAD	0.24	PEA SALAD	0.24	PEA SALAD	0.24
PEARS	0.30	MANDARIN	0.30	MANDARIN	0.30	MANDARIN	0.30	MANDARIN	0.30
MILK	0.35								
Meal Total	2.03	2.03	2.03	2.03	2.03	2.03	2.03	2.03	2.03
Day Total	6.93	6.93	6.93	6.93	6.93	6.93	6.93	6.93	6.93
Estimated Week Average: \$5.78									

20

Week 1 REGULAR/NAS									
SPRING SUMMER 2022 BASE MENU (LOW LABOR)									
Estimated Cost At A Glance									
	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday		
CHOICE OF JUICE	0.10	CHOICE OF JUICE	0.10	CHOICE OF JUICE	0.10	CHOICE OF JUICE	0.10	CHOICE OF JUICE	0.10
CHOICE OF CEREAL	0.07	CHOICE OF CEREAL	0.07	CHOICE OF CEREAL	0.07	CHOICE OF CEREAL	0.07	CHOICE OF CEREAL	0.07
EGG.....	0.31	SAUSAGE LINK	0.30	SAUSAGE GRAVY	0.10	EGG.....	0.31	SCRAMBLED EGG	0.37
BREAKFAST	0.32	TOAST	0.10	BISCUIT	0.10	PANCAKES/SYRUP	0.16	TOAST	0.10
PASTRY									
MILK	0.35	MARGARINE/JELLY	0.07	MILK	0.07	MILK	0.35	MARGARINE/JELLY	0.07
Meal Total	1.25	1.15	0.96	1.15	1.37	1.37	1.37	1.15	
CHICKEN BREAST	1.47	CHEESY TORTILLAS	1.20	FRENCH ONION	1.20	SAVORY ROAST	1.20	LEMON PEPPER	1.50
CORON BLEU									
ITALIAN ROASTED	0.23	SPRIGS	0.20	BAKED SWEET	0.20	MAKASHED POTATOES	0.20	ITALIAN PEPPER	0.20
POTATOES									
BU CAPRI BLEND	0.35	SALAD	0.20	POTATO	0.20	BEAN GRAVY	0.10	MACARONI CORN	0.27
VEGG									
ROLL/MARG	0.22	CHEESECAKE	0.35	BREAD/MARG	0.15	ROASTED CARROTS	0.10	CREAMY COLESLAW	0.27
CHERRY PIE	1.00								
MILK	0.35								
Meal Total	3.63	2.87	2.96	2.87	2.87	2.87	2.87	2.87	2.70
BURRITO	0.75	VEGETABLE BEAN	1.20	STROGANOFF	1.20	SAVORY TURKEY	1.20	SAVORY CHICKEN	1.20
SHREDDED	0.25	ON CROISSANT	0.25	ON CROISSANT	0.25	ON CROISSANT	0.25	ON CROISSANT	0.25
LETTUCE/TOMATO									
CORN	0.24	PEA SALAD	0.24	PEA SALAD	0.24	PEA SALAD	0.24	PEA SALAD	0.24
PEARS	0.30	MANDARIN	0.30	MANDARIN	0.30	MANDARIN	0.30	MANDARIN	0.30
MILK	0.35								
Meal Total	2.03	2.03	2.03	2.03	2.03	2.03	2.03	2.03	2.03
Day Total	6.93	6.93	6.93	6.93	6.93	6.93	6.93	6.93	6.93
Estimated Week Average: \$6.94									

21

Week 1 Sunday to Week 5 Saturday					
Grocery List - SPRING SUMMER 2022 BASE MENU					
April 10, 2022 to May 14, 2022					
Item #	Item Description	Pack Size	Cases Needed	Cases On Hand	Purchase Cases
Bakery & Baking Products					
450631	Baking Powder Five Pound Tin	1 / 5# TIN	**		
461171	Baking Soda	1 / 1 pound	**		
983640	Biscuit Dough Southern Style 2.75 Inch	120 / 2.2 ounce	4 1/4		
415638	Bread Crumbs Plain	1 / 15 pound	3/4		
989150	Bread Garlic Toast Brown And Serve	125 / 1.8 ounce	5 3/4		
986370	Bread Hoagie Hinged Sliced 5-6 Inch	9 / 6/5.5 inch	2		
989120	Bread Wheat Splittop Sliced	10 / 24 ounce	15		
989110	Bread White Splittop Sliced	10 / 24 ounce	2 1/4		
343456	Breadstick 6 Inch Mini	1 / 175 Count	2		
989130	Bun Hamburger White Sliced 4 inch	10 / 12 Count	3 1/2		
989140	Bun Hot Dog White Sliced	12 / 12 Count	1 1/2		
402150	Cake Mix White	6 / 5 pound	1/2		
402140	Cake Mix Yellow	6 / 5 pound	1 1/2		
712260	Cheesecake Mix No Bake Creamy	6 / 4 pound	3/4		
465170	Chocolate Chips Semisweet	12 / 12 ounce	1/2		

Generate
Grocery Lists

22



23



24

[illegible][illegible]

Preparation & Service

Are standardized recipes utilized?	Are the recipes aligned with your production strengths?	Is proper portioning done?	
Are leftovers evaluated? Are they planned overs?	Are staff trained on preparation principles?	Are small portion requests honored?	
	Have you evaluated the use of portion packs & disposables?		



Ordering

Is an inventory taken before ordering?

Is census considered in product needs? Do you utilize a grocery list tied to your menu system considering census?

Are you purchasing according to your buying program or GPO?

Are you optimizing product selections routinely with your distributor?

How many outs, subs, and damaged items are you experiencing?

Are grocery store trips minimized?

Who is checking in the orders?

31

Descending Dollar Report

Supplier	SKU	Description	Unit	Quantity	Unit Price	Total Price
WALSH MEATS LLC	800007	Beef Ground 80/20 Fine Fresh	5 LB	8	\$119.87	\$957.48
ELMER FOODS - FOODCARE/US, INC.	10000706	Egg - count white whole (case)	12/24 CTN	18	\$18.00	\$324.00
JEFFERSON MEATS	1000007	Beef 10 - 12 Count Single Slice Steaks	1/2 PM	3	\$45.00	\$135.00
USONE MEATS LLC	1700	Acme Orange 100% Ready To Use Sausage	12/24 CTN	17	\$4.80	\$81.60
WELCH'S MEATS	17754	Beef Hot Sausage Sliced	12/24 CTN	8	\$4.80	\$38.40
USONE MEATS LLC	1748	Acme Cheddar's Cooked 100% Ready To Use	12/24 CTN	21	\$4.50	\$94.50
WELCH'S MEATS	17539	Beef Prime Rib Roast No Fat	12/24 CTN	2	\$46.75	\$93.50
LIBBY'S FOODS	1712	Cheddar Sausage Non Fermented	12/24 CTN	4	\$22.50	\$90.00
BAUCKER FOODSERVICE & S.	200000119	Coffee Classic Road Filter Pack	12/24 CTN	4	\$22.50	\$90.00
DAVIDSON CRYSTAL BRANDS	28078	Sugar Brown Individual Packet	12/24 CTN	18	\$18.00	\$324.00
FOODHANDLER INC.	22 41274	Udon Noodle 1/2" Thick	12/24 CTN	18	\$18.00	\$324.00
MICHAEL FOODS, INC.	40001	Egg - Refrigerated Large Shell	12/24 CTN	7	\$27.00	\$189.00
WALSH MEATS LLC	30004	Beef Patty 80/20 Round	12/24 CTN	8	\$11.25	\$90.00
WISH USA FOODS	3000708	Cheddar Sausage Sliced	12/24 CTN	8	\$11.25	\$90.00
BRANDS-ON-BRANDS	3000	Cheddar Sausage Sliced	12/24 CTN	8	\$11.25	\$90.00
1 & 1 BROS	3000001	Beef Prime Rib	12/24 CTN	8	\$11.25	\$90.00
DAVIDSON CRYSTAL BRANDS	300000000	Coffee Classic Road Filter Pack	12/24 CTN	8	\$11.25	\$90.00
GLIMMER MEATS	3000001	Beef Brisket Barbecue Sauce Fully Cooked	12/24 CTN	8	\$11.25	\$90.00
USONE MEATS LLC	300000000	Cheddar Sausage Sliced	12/24 CTN	8	\$11.25	\$90.00
BAUCER AMERICAN FOODS	3000000	Potato French Fry Ready To Use No Fat	12/24 CTN	8	\$11.25	\$90.00

32



And....

Are you tracking budget vs actual spend?

Do you GL code or separate your invoices?

Is your storage areas locked and monitored?

Do you have a policy to prevent theft and educate your staff?

Have you investigated options for additional revenue?

Do you meet regularly with your Administrator on measures you are taking to meet the budget?

33

Total Employee Hours Worked Per Day Without Manager:

Sunday:

Monday:

Tuesday:

Wednesday:

Thursday:

Friday:

Saturday:

Total FTE:

Total Hours Per Week:

Residents:

Single Meals per day average:

Total Meals/meal equivalents Per Week:

Meals Per Labor Hour:

Estimating Staffing Needs Using an Industry Productivity Level (1)

Much research has gone into summarizing productivity levels. This reference has determined the meals per labor hour for the following foodservice operations:

Quick-service restaurant	9.5
Fine dining restaurant	1.4
Family restaurant	4.8
Cafeteria	5.5
Acute Care Facility (hospital)	3.5
Extended Care Facility	5.0
School Foodservice	13.0-15.0

1. Gregoire, M. Foodservice Organizations, A Managerial and Systems Approach, Seventh Edition, Prentice Hall, 2010.



34

Total Employee Hours Worked Per Day Without Manager:

Sunday:

Monday:

Tuesday:

Wednesday:

Thursday:

Friday:

Saturday:

Total FTE:

Total Hours Per Week:

Residents:

Single Meals per day average:

Total Meals/meal equivalents Per Week:

Meals Per Labor Hour:

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Extended Care Facility	5.0
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1. Gregoire, M. Foodservice Organizations, A Managerial and Systems Approach, Seventh Edition, Prentice Hall, 2010.



35



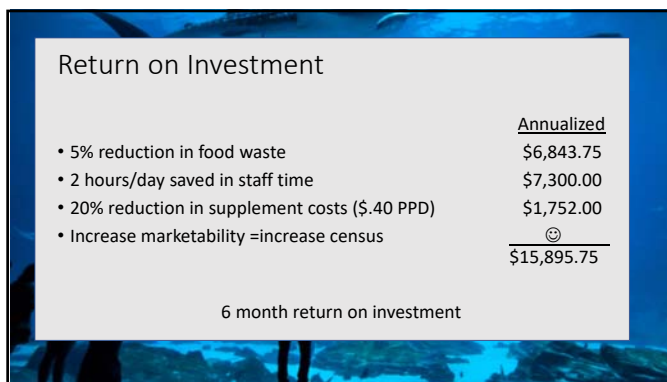
Dining Efficiencies Discovered During Covid

- Streamlining Menus
- Cross Training
- Cohorting
- Communication Enhanced
- Triaging

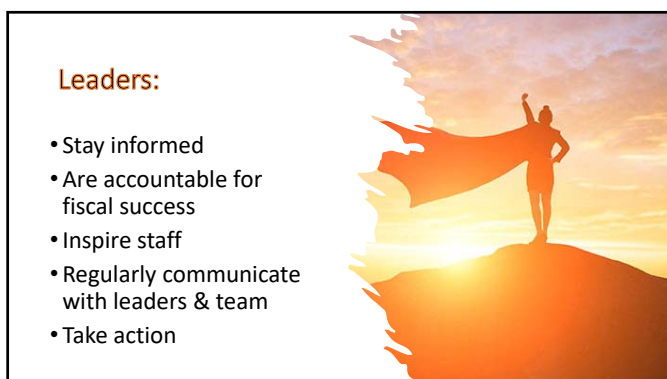
36



37



38



39

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40

14