

# Food and beverage control system

[Business, Industries](#)



## LABORATORY MANUAL Food and Beverage Control System Laboratory Activity

No. \_\_\_ MAKING A SALES FORECAST Objectives: \* To be able to know the

future sales of the restaurant \* | Materials to be used: Paper Pen Calculator

Procedures: 1. Read and analyze the stated assumptions. 2. Supply the data needed for the percentage increase for the forecast 2013. 3. To get the forecasted actual covers, multiply the total covers for each month of 2012 to the assumed percentage increase. 4.

To get the forecasted average check, multiply the average check for each month of 2012 to the assumed percentage increase. 5. Then, get the sales forecast for 2013 by multiplying the forecasted total covers to the forecasted average check. Instructions: Make a 2013 sales forecast for KSP Bar and Grill using the following data and assumptions. KSP Bar and Grill, a food outlet with 200 seating capacity, generated the following revenue in the year 2012. Make a sales forecast for year 2013, working on the following assumptions:

1.

There is an expected fifty percent (50%) increase of patronage in the month of February because the food outlet will come out with special promotions on Valentine's Day (February 14) and Chinese Year (also in the month of February). For November 2013, the projected increase in covers is 40% and 50% by the month of December. 2. With better products, intensive promotions and improved services, 20% increase in covers for 2013 is expected. 3. Because of the upgraded menus, prices will increase by 18% for 2013. | SALES 2012|

Months| Total Covers| Average Check| Total F&B Revenue| January| 13, 020| P 247. 25| P 3, 219, 195| February| 19, 500| P 253| P 4, 933, 500| March| 17,

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250| P 250. 70| P 4, 324, 575| April| 12, 840| P 258. 75| P 3, 322, 350| May|  
 12, 000| P 255. 30| P 3, 063, 600| June| 9, 600| P 224. 25| P 2, 152, 800| July|  
 9, 000| P 227. 70| P 2, 049, 300| August| 7, 200| P 224. 25| P 1, 614, 600|  
 September| 12, 960| P 232. 30| P 3, 010, 608| October| 13, 440| P 242. 20| P  
 3, 523, 968| November| 14, 640| P 270. 25| P 3, 956, 460| December| 20,  
 250| P 276| P 5, 589, 000| | | | P 40, 759, 956| SALES 2013| Covers| Average  
 Check| Sales in Pesos| Month| % increase| Quantity| % increase| Amount in  
 pesos| | January| | | | | February| | | | | March| | | | | April| | | | | May| | | | |  
 | June| | | | | July| | | | | August| | | | | September| | | | | October| | | | |  
 November| | | | | December| | | | | | | | | | Laboratory Activity No. \_\_\_\_\_

PREPARING A BUDGET WORKSHEET Objectives:| Materials to be used: Pen  
 Paper Calculator Procedures: 1. Read and analyze the problem. 2. Supply the  
 data needed on revenue for the sales distribution. 3.

Divide the revenue of food sales and beverage sales by the total sales to get  
 the ratio of sales over gross sales. 4. Supply the data needed on cost ratio to  
 sales on budget distribution. 5. Multiply the revenue of food sales and  
 beverage sales by the cost ratio to sales to get the budget needed. 6. Supply  
 the data needed on cost ratio to sales on budget allocation from the given  
 data. 7. Multiply the total sales by the cost ratio to sales to get the budget  
 needed for the breakdown of budget allocation. Prepare a budget worksheet  
 for KSPCoffee Shopfor the month of August.

Assume a sales forecast of P2, 890, 000 with P890, 000 beverage sales and  
 P2, 000, 000 food sales. Use 38% cost ratio to sales for food cost and 20%  
 cost ratio to sales for beverage cost. Use the following budget allocation:  
 Food/Beverage cost (Cost of Sales) ----- 35% Labor cost

and employee benefits -----	20%	Direct operating
expenses -----	4 %	Utilities
-----	5%	Rental/Amortization
-----	%	Advertising
----- 1 %		Repairs and Maintenance
-----	1%	Taxes
-----	1%	Insurance
-----	2%	Depreciation cost
----- 2%		Administrative/General expenses
-----	3 %	Profit
-----	18%	Total
-----	100%	

BUDGET WORKSHEET SALES DISTRIBUTION| Source| Revenue| Ratio of Sales Over Gross Sales| Food Sales| | Beverage Sales| | Total Sales| | BUDGET DISTRIBUTION| Budget Items| Budget in Pesos| (Cost Ratio to Sales)| A. Food Cost| | B. Beverage Cost| | BREAKDOWN OF BUDGET ALLOCATION| 1. Cost of sales (combined food and beverage)| | 2. Labor cost and employee benefits| | 3. Direct Operating Expenses (supplies, materials, etc. )| | 4. Rental| | 5. Administrative expenses| | 6. Amortization for loan| | 7. Utilities| | . Repairs and Maintenance| | 9. Insurance| | 10. Depreciation| | 11. Others - ads, etc| | Total Budget for Expenses| | Profit| | Total| |

Laboratory Activity No. \_\_\_\_\_ RECIPE COSTING AND PRICE DETERMINATION Objectives:| Materials to be used: Pen Paper Calculator Procedures: The recipe indicates the following ingredients for the preparation of the dish RIB ROAST ROYALEYield: 4 portions Ingredients: 450 grams

trimmed US prime rib 2 pieces baked potatoes 200 grams fresh butter (1 block) 2 pieces dinner rolls 0 grams chives 2 portions butter 15 grams tarragon leaves 2 portions bottled 40 grams parsley 40 grams salt  
 Price list:  
 US prime rib P 460.00 Magnolia fresh butter (1 block) P 24.00 Refined salt (kilo) P 30.00 Buttered vegetables (portion) P 4.00 Chives (kilo) P 30.00 Portion butter (piece) P 5.90 Tarragon leaves (bottle of 10 grams) P 25.00 Parsley (kilo) P 85.00  
 Recipe cost: Baked potatoes P 5.00 Rolls (piece) P 2.00  
 Total cost and selling price after getting saleable weight | | Standard Yield| Adjusted Yield| Items| Unit/Size (UOM)| Portion/Size| Unit Cost| Cost| Portion/Size| Cost| US prime rib| | | | | | fresh butter| | | | | | chives| | | | | | tarragon leaves| | | | | | parsley| | | | | | baked potatoes| | | | | | dinner rolls| | | | | | butter| | | | | | Buttered vegetables| | | | | | salt| | | | | | Total| | | | | | Buffer margin (10%)| | | | | | Cost/serving| | | | | | Selling price| | | | | | | | Food Cost %| | | | | |