

## A consultation with Foodbuy's Culinary experts can help to increase your operational efficiency!

### MEMBER PROFILE

Part of an Independent Hotel Investment & Management Firm with properties ranging from resorts, franchise branded, independent luxury, boutique, and lifestyle hotels.

This hotel includes:



A 750 Room Convention Center



Four Restaurants



83,000 Sq. Ft. of Meeting and Exhibition Space

### CHALLENGE

The goals were to review and lower the inbound Cost of Goods (COGS) as well as assess current operations for opportunities to improve efficiency.

### SOLUTION

- Foodbuy Culinary Solutions, in conjunction with the management company, conducted a consulting review of the Convention Center Property by request of the property's Executive Leadership.
- Using the customer compliance report, Foodbuy Culinary Solutions worked directly with the property's executive chef and food and beverage director to obtain local spend invoices. Local spend was optimized by the primary local supplier while the Foodbuy team optimized broadline spend.
- After extensive analysis of purchases, all outlets, menu mixes, marketing as well as operations, Foodbuy Culinary Solutions was able to identify \$120k in annualized savings while on property with another \$20k+ proposed.

### RESULTS:

- \$8k in savings with conversion to contracted manufacturers
  - 51 items converted out of 60
  - 85% conversion rate
- \$22k in savings by switching to fresh made pizzas
- \$5k in savings by converting select shredded and sliced cheese
- \$26k savings by converting to regional meat/seafood/specialty purveyors
- \$3k in revenue gain by selling chicken wings in 10 count portions in one outlet
- \$34k in revenue gain by equalizing price of 10 chicken wings in three restaurants
- \$3k revenue gain in In Room Dining (IRD) by equalizing pricing and ensuring IRD is premium priced over the main restaurant
- \$4k in new Volume Allowance (VA/Rebate) for property
- \$80k Total Savings/Revenue Gain not inclusive of additional conversions