

## 5. INITIATE COST BREAKDOWNS



**This essential step entails a breakdown  
Of your offerings to attain a true  
return on your investment.**

**#5 OBJECTIVE:**

**Work with your distributor to breakdown all associated costs for your initial item selection and identify your final fifteen by using the item analysis worksheets at the bottom of this section. Your prices should reflect the same as those on your menu, though you will add in the packaging in your calculations. Keep in mind that you will not have the same front of the house cost.**

**Select your final items based on product quality, condition, and profit. You may consider a 'bundled' takeout meal (appetizer, two entrees and dessert) to increase takeout check averages.**

	FINAL 15 OFFERINGS	PORTION SIZE	FOOD COST (INCLUDE PKG – SEE STEP #6)	SELLING PRICE	PROFIT
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					

## ITEM ANALYSIS WORKSHEET

ITEM:	COST BREAKDOWN
COMPONENT:	
COMPONENT:	
COMPONENT:	
COMPONENT:	
COMPONENT:	
PACKAGING (SEE STEP #6)	
TOTAL COST	
SELLING PRICE	
GROSS PROFIT	
FOOD COST %	

ITEM:	COST BREAKDOWN
COMPONENT:	
COMPONENT:	
COMPONENT:	
COMPONENT:	
COMPONENT:	
PACKAGING (SEE STEP #6)	
TOTAL COST	
SELLING PRICE	
GROSS PROFIT	
FOOD COST %	