

QUARTER 3, 2022

MOSAIC RED HAT GROUP

WE BUILD OPPORTUNITY



MOSAIC RED HAT GROUP'S FIRST MULTI-UNIT GENERAL MANAGER

Jason Sanchez, from our West Palm Market, has worked with us since 2017. He started as a Team Member in Vero Beach & worked his way up to a Certified Training Manager. He has proudly helped develop multiple managers in our company. Jason has been promoted to Mosaic Red Hat Group's first ever Multi-Unit General Manager! Congratulations, Jason! Thank you for everything that you do everyday.

COMPANY HIGHLIGHTS



We want to give a huge shout out to Our Riverview Team for receiving a Triple Ace on their official AOR. Congratulations to Yvonne Rockeymore, Victor Garcia, Jennifer Moncada, Kesnel Benoit and the entire Riverview team! Thank you all for all of your hard work!



Tiffany Hammonds and the New Port Richey Team made it to the final round of the Inspiring Smiles Challenge 2022! They had a great visit with Hamid & Keith & even though they were not one of the winners of the challenge, we are so proud of them and how far they got in the challenge!

MILLION DOLLAR SALES CLUB

RIVERVIEW
VERO BEACH
BROOKSVILLE
PALMETTO
LAKEWOOD RANCH
REIDSVILLE
ZEPHYRHILLS

PLANT CITY
GALAX
SEBRING
NEW PORT RICHEY
SPRING HILL
SEMINOLE
BRADENTON

ULMERTON
ROANOKE RAPIDS
ROCKY MOUNT
GARNER
SOUTH HILL
NORTHLAKE
ROYAL PALM

DELRAY BEACH



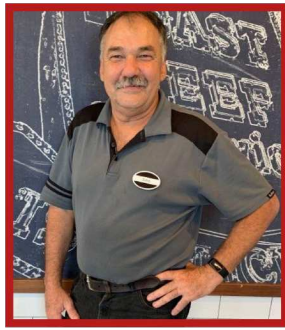
AMBITION - INTEGRITY - VERSATILITY - CONNECTIVITY

EMPLOYEE SPOTLIGHTS

JOHN AT RIVERVIEW!

John Roe, from our Riverview location, has been with us since Riverview's Grand Opening. Since day one, he has always gone above and beyond to help in different areas of the restaurant. He's a true

"Mr. Fix It"! His team describes him as funny & genuine. He's for sure one of a kind! Thank you, John, for everything you do everyday! You are appreciated!



MEET TABBETHA!

Tabbatha McDowell, from our Countryside location, has amazing guest service, she's never late & is always in uniform! When she's not at work she loves to thrift shop. She enjoys working at Arby's because she knows she is making a difference in our guests lives. The guests sure do love Tabbatha and so do we! Thank you for everything you do everyday!



JAELEEL! FROM WATERS!

Jaleel Robinson, from our Waters location, was recently promoted to a Shift Manager. Since his first day, he has been eager to learn everything he can about the business! He is always putting a smile on everyone's face - his fellow employees & all of

our Guests! We are so proud of his recent promotion and look forward to watching him grow with us!



MEET KELSEY & ARBEE!

Kelsey Burcham, from our Galax location, is a Team Trainer who is extremely talented & enjoys drawing. In this comic she drew, we learn about Arbee and the start of his journey to Meat Mountain. Thank you for boosting your teams morale!



HEY!, IT'S MICHAEL!

Michael Furintino, from our Spring Hill location, was Drive Thru Shopped by Director of Operations, Chad Zeitz, and did a fantastic job. Thank you "Big Mike" for your focus on service!

NEW BUILDS & REMODELS



Our Venice location (Unit 1350) opened its beautifully remodeled doors on August 25th, 2022. Our Guests were very excited for the transformation.



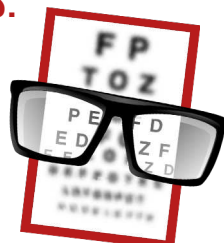
We continue to grow! Construction has started on our next new location. It will be Unit 8977 (Lakeland Highlands) in Lakeland, FL.

EMPLOYEE BENEFITS

OPEN ENROLLMENT IS IN DECEMBER!

CURRENT ELECTED BENEFITS DO NOT AUTOMATICALLY ROLL OVER INTO NEXT YEAR. THEY WILL END 12/31/2022. PLEASE MAKE SURE TO RE-ELECT YOUR BENEFITS FOR 2023 IN YOUR PAYCITY PORTAL ONCE OPEN ENROLLMENT BEGINS.

DATE: TBA



TRAINING CORNER: FOOD COST

Food Cost (the cost of food to prepare your menu items) is one of the largest expenses for a restaurant. Managing food cost is one of the keys to successfully running the business & can save thousands of dollars every year. Part of it being one of the largest expenses is due to food waste/ food loss (food that was purchased but never made it to the customer). While some loss is expected, the goal is to keep it to a minimum by using good inventory procedures and following the simple calculation: **Ideal Usage – Actual Usage = Variance**

$$I - A = V$$

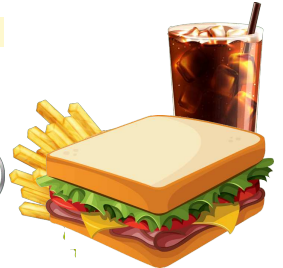
Ideal Actual Variance (Shrinkage)

IDEAL USAGE IS THE AMOUNT OF FOOD THAT YOU SHOULD HAVE USED, IF YOU HAD NO FOOD WASTE/ LOSS:
(RECIPE) X (QUANTITY SOLD) = IDEAL USAGE

ACTUAL USAGE IS THE TOTAL AMOUNT OF EACH RAW ITEM USED:
(BEGINNING INVENTORY) + (DELIVERY) +/- (TRANSFERS) - (ENDING INVENTORY) = ACTUAL USAGE



As stated above, some food waste is expected. But if your variance is showing more loss than expected, it's your job to be a detective and find out what happened to the missing product!



****GOAL IS TO HAVE LESS FOOD WASTE****

PROFIT FLOW OF FOOD: ORDERING - RECEIVING - STORAGE - PREPARATION - SERVING

Over Ordering & Under Ordering are both potential problems:

- Over Ordering – Money tied up on the shelves, Extra waste & more product on hand for potential theft, and more of a chance for loss due to spoilage.
- Under Ordering – Being Out of Product results in loss of sales & extra labor dollars spent to get product.

- Make sure to check the weights of all products purchased by the pound (Turkey, Brisket, etc.) & Verify Quantities at time of delivery and check for damaged products.
- Don't sign for the delivery until all products have been accounted for. Make sure to get credits if needed.

When prepping, Follow Sales Projections. Don't Over Prep. Don't Under Prep.

- Over prepping causes too much food waste. Not prepping enough will cause slower service times if they have to prep during rushes. Slower service times is less money in the registers.
- Check equipment for the proper temperature three times a day & Always ensure the slicer is sharpened.

Make sure that all shelves are Clean & Organized & make sure to date all of the product as it is received. This will make it much easier to follow FIFO.

Make sure not to store food near the backdoor. This will help with potential theft.

Food Cost is built into the sandwich build to. Always follow up to ensure that each sandwich is being prepared correctly. Always ensure that products are being rung in at the correct price. Less profit is made when products are discounted so watch coupons & discounts. No profit is made when products are served for free.

We must make sure that we are serving fresh quality products & checking for accuracy so we don't have to replace free food.

ORDERING

RECEIVING

PREPPING

STORAGE

SERVING

KNOWING YOUR INVENTORY REPORTS

- Make Sure Counts Are Entered Every Night & that all troubleshooting is done before running End-of-Day.
- Please make sure you are reviewing all the reports LINE BY LINE for errors to minimize errors and time.
- QBI Detail Daily– Shows daily errors in counts item by item.
- QBI Detail Weekly – Shows weekly errors in counts item by item.
- QBI Detail Period Food– shows period errors in counts, item by item. Look for items highlighted in yellow.
- QBI Detail Period Paper– Look for yellow highlights or drastic shifts
- QBI Weekly Comparison– shows if you're within the QBI Goal for the week.
- Period End Counts: Check Net Change Report– a net change over \$500 could be a counting or an entry error.
- The total dollar amount of food missing divided by the weekly sales gives you the difference of % of sales.
- The Goal of QBI is currently at +.15% to -0.5%.
- Best Opportunity Variance Report – This report shows the top 10 waste items in your unit. The goal is to fix the top 10 and after it's fixed, you will get another top 10 to work on.

$$I - A = V$$

Ideal Actual Variance (Shrinkage)



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