

OUR SERVICES

RECIPE DOCUMENTATION

One of the most critical documents in the business is the recipe. It is important that it is completed properly and accurately. Return On Ingredients® can assist in ensuring that you not only have a great training tool but also as solid base to determine our true cost to produce each menu item.

RECIPE COSTING

Recipe costing is an incredible task to tackle on your own. Team up with Return On Ingredient® to provide the path to determine accurately the three components of cost: ingredients, labor, and overhead. Once you have developed these costs, menu engineering can have a dramatic impact!

RECIPE & OPERATIONS AUDIT

Verifying the accuracy of the recipe documentation against what the operation is actually doing is part of increasing the accuracy of your recipe documentation. Have us conduct an operational audit of your recipes today!

MENU ENGINEERING

Menu Engineering is such a critical process and in so many cases it is done incorrectly or not at all. Decisions need to be made not only on the passion and emotion that you have, but data as well. Improve your profitability!

MENU DESIGN & LAYOUT

Just how the process of menu engineering is critical, so is the design and layout of your menu as well. Having items location in the proper place on the menu as well as ensuring readability and proper disclosure of allergens and nutritional data.

CULINARY CONSULTING

If you need assistance in developing existing or new products, contact Return On Ingredients®. Our Corporate Chef is available to assist to improve the menu items not only for their flavor profile, presentation, and value perception, but also profitability!

THE PROCESS

The Initial Interview & Meeting

Part of us getting involved is conducting an initial interview to best determine the path that Return On Ingredients® can have it's greatest impact with an understood budget and payback.

A LA CARTE PRICING

All pricing is done a la carte. When a path is selected, we will quote on the estimated hours for each service. Hourly rates range depending on who is involved on the customized project. Rates currently range from \$50—\$75/hour.

A PARTNERSHIP

Our team essentially become a partner with our client. Our goal is to develop a partnership that lasts many years and that over time, we provide you with many of our services very methodically that assist in the long term growth in your company.

CONTACT US

Let's get started! To get the initial meeting scheduled, contact us today!

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OUR TEAM



Mark Kelnhofer, President and CEO of Return On Ingredients® LLC, is an international speaker and author on recipe costing and menu engineering. He has more than 20 years of experience in bottom line-boosting accounting. Proper recipe documentation and costing (ingredients, labor,

and overhead) is the base of his approach. In 2002, Mark was brought into the Bravo Brio Restaurant Group (NASDAQ:BBRG) to implement a cost control system based principles learned from his past industry experience. After the initial implementation, BBRG experienced five consecutive years of cost reductions resulting in millions of dollars in savings. Mark started Return On Ingredients® LLC in January 2009 based on those same principles including accurate recipe costing, effective menu engineering, and process improvements.



Chef Phil Yandolino, Corporate Chef of Return On Ingredients® LLC, has over 25 years culinary experience. As the founding chef of the Bravo Brio Restaurant Group (BBRG), he created the Bravo!, Brio Tuscan Grille, and Bon Vie concepts. Today, the restaurant company has over 100 locations in the United States and Puerto

Rico and it publically trades on the NASDAQ stock market. He was responsible for streamlining the processes and procedures to increase operational efficiency and worked closely with culinary teams to create exciting new menu items that not only increases sales, but also profitability.

As a team Mark and Chef Phil can not only improve the quality of the ingredients, flavor profile, and presentation of your menu items, but also provide accurate recipe costing to ensure that your business is one that is growing and thriving! Contact us today to star the relationship.