

• FAMILY-OWNED AND OPERATED •  
**UPPER LAKES FOODS**  
EST 1967

TRAINING  
AND  
DEVELOPMENT

# PENNY PROFIT PRINCIPLE

## and Optimization Workshop

*Workshop designed to help employees understand that every penny counts in the profitability of a restaurant.*

Over half of all restaurants fail in the first year and around 80 percent won't make it to their 5th anniversary. It isn't easy to make money in this industry and too often employees don't appreciate how everything they do has a cost. A broken glass, a dropped pan of cooked bacon, a few extra French fries on a plate, giving away a free drink to a friend, milking the timeclock for an extra hour so the employee hits overtime. To the employee they are accidents or unearned benefits, but to owners they are pennies and dollars off the bottom line and out of their bank accounts.

Our Penny Profit Principle workshop is designed to introduce employees to the different costs associated with running a restaurant and to make them aware of how their actions impact the overall success of the operation. Informative, engaging, and impactful, this is one of our most requested workshops for new restaurant openings and by restaurant operators that have seen margins drop.

## WE'RE HERE FOR YOU

**Mission Statement:** *The Upper Lakes Foods Specialist team brings innovative operational and culinary expertise to deliver value and inspire solutions for all our partners success.*

Let's do this.

*Contact us to find a solution that works for you and your operation.*

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