

Metropolitan Club Foundation presents...

# The Eric Caspers Chef-Manager Workshop

Wednesday, November 30, 2005

Fresh Meadow Country Club  
255 Lakeville Road  
Lake Success, NY 11020  
(516) 482-7300

9:00      **Registration / Kitchen Tour**

9:30      **Morning Session**

- Design Elements Critical to the Success of the Club Kitchen
- The Steps Necessary to Take a Concept from Initial Design to Opening Day
- Creating More Profit Through Menu Engineering
- The Art of Negotiating Prices with Suppliers/Purveyors
- Necessary Systems and Controls for Profitability

12:30     **Lunch**

1:30      **Afternoon Session**

- Analyzing Cost of Goods: A Comparison of Actual vs. Theoretical Usages
- Innovative Ways to Increase Sales
- How to Properly Market the Food and Beverage Operation
- Tools for Better Managing of Labor Costs

4:30      **Test**

## Jim Glover's Deep Thoughts

Character is higher than intellect; character is what you do when nobody is looking.

To overcome difficulties is to experience the full delight of existence.

The only time you realize you have a reputation is when you have not lived up to it.

Don't part with your illusions when they are gone you may still exist but you have ceased to live.

They conquer who they can.

Doubt who you will, but never yourself.

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[www.metcma.org](http://www.metcma.org)  
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