

November 2005 Barrington Software Newsletter

North Florida Evaluation And Treatment Center Upgrades to CookenPro 3.17

Recently, North Florida Evaluation and Treatment Center worked with Barrington Software to upgrade their CookenPro software to CookenPro 3.17 and incorporated the Sales Module as a tool for establishing menu prices in their cafeteria. Amanda Jene Ezell, Assistant Food Service Director says: *“Thank you so much. You really went out of your way to make sure this works properly for us.”*

The sales module provides three methods for calculating menu prices:

- [Percentage Method](#) - A price is calculated by dividing the cost by the user established percentage.
- [Contribution Method](#) – This refers to the contribution that the sale of each menu item should make toward covering the production costs and profit. Profit, when using this method, is to be treated as an expense that is to be covered by sales. The amount is calculated by dividing profit or Total Contribution (Gross food sales - Cost of food sold) by the number of customers.
- [Menu Engineering](#) - Menu engineering looks at the sales history, selling price, and cost of food for menu items. It relates their profit or contribution margins and their menu mix percentages to determine which items are both popular and profitable. Each item is assigned to one of the four categories: Stars (popular and profitable), Plow Horses (popular but not as profitable), Puzzles (not popular but highly profitable), and Dogs (neither popular or profitable).

North Florida Evaluation & Treatment Center, <http://www.dcf.state.fl.us/institutions/nfetc/>, is part of the mental health system in Florida which includes services ranging from out-patient community mental health treatment, hospitalization at a state hospital, and evaluation and treatment at NFETC. The 216 bed facility's mission is: *“To evaluate and treat men with a mental disorder, committed by a criminal court, in a safe and secure environment with the goal of a successful return to the court or community.”*

For information about CookenPro and the Sales Module call toll free 888-394-0047 or email <mailto:sales@barringtonsoftware.com>.

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