



TECHNICAL UNIVERSITY OF MOMBASA
Faculty of Business & Social Studies

DEPARTMENT OF HOSPITALITY & TOURISM

UNIVERSITY EXAMINATIONS FOR DEGREE IN
BACHELOR OF SCIENCE IN TOURISM MANAGEMENT

BHH 4211: FOOD AND BEVERAGE CONTROL

END OF SEMESTER EXAMINATIONS

SERIES: APRIL 2014

TIME: 2 HOURS

INSTRUCTIONS:

- Answer question **ONE (Compulsory)** in Section **A** and any other **TWO** questions in Section **B**.

This paper consists of Four printed pages

SECTION A (Compulsory)

QUESTION 1

- a) Explain the objectives of food and beverage control. **(10 marks)**
- b) Dave Manages a sportsbar in Westlands, Nairobi and has been keeping track of his sales and customer count since he opened the restaurant. The restaurant has a seating capacity of 150. Dave believes that he needs to average at least Ksh. 200,000 per day to achieve his monthly profit objectives.

Sales period	Date	Sales	No. of Guests	Av. Sales guest	Set Turnover
Monday	1	184,000	190	_____	_____
Tuesday	2	204,800	201	_____	_____
Wednesday	3	176,000	179	_____	_____
Thursday	4	216,000	225	_____	_____
Friday	5	418,400	365	_____	_____
Saturday	6	398,000	230	_____	_____
Sunday	7	<u>318,000</u>	<u>280</u>	_____	_____
Total		<u>1,915,200</u>			

(7 marks)

- i) Which are the most productive day of the week and why? (3 marks)
- ii) How many customers per day on average would he need to achieve his sales objective if the average check is 1000/- and what would be the seat turnover. (4 marks)

c) Explain what these terms mean:

- i) Maximum allowable food cost percentage.
- ii) Actual food cost percentage as used in calculating food cost. (6 marks)

SECTION B (Answer any TWO questions)

QUESTION 2

- a) i) What do you understand by term budgetary control? (2 marks)
- ii) Describe the process of budgeting for food and beverage operations. (6 marks)
- b) The following monthly budget was prepared by a catering establishment.

	Dining room	Grill room	Total
No. of covers	6,000	4,000	10,000
A.S.P	500	750	
Sales	3,000,000	3,000,000	6,000,000
Less cost of sales	<u>1,350,000</u>	<u>1,200,000</u>	<u>2,550,000</u>
Gross profit	1,650,000	1,800,000	3,450,000
Less operating expenses			
Labour			2,000,000
Overheads			1,600,000
Budgeted Net Profit			

The actual results for the month were

	Dining room	Grill room
No. of covers	6,200	3,900
A.S.P	510	740
Gross Profit	52%	62%

Actual labour and overhead cost were as budgeted.

- i) Prepare a monthly report showing clearly the variances between budgeted and actual results. **(10 marks)**
- ii) Comment on the results. **(2 marks)**

QUESTION 3

Discuss the purchasing function in a catering facility. **(20 marks)**

QUESTION 4

Hotel Awiza has two outlets for the food and beverage sales. Their performance for the month of January 2014 was as reported below:

	Unit A	Unit B
	\$	\$
Sales	35,600	38,900
Labour costs	8,188	8,947
Covers	6,300	6,500
Labour costs	1,638	1,720

Provide the following ratios.

- a) Average check **(2 marks)**
- b) Labour cost percentage **(2 marks)**
- c) Sales per labour hour **(2 marks)**
- d) Labour cost per labour hour. **(2 marks)**
- e) Cover per labour hour. **(2 marks)**
- f) Labour cost per guest served. **(2 marks)**
- g) Guest served per labour hour. **(2 marks)**

Which outlet is using its labour more productively and why? **(6 marks)**

QUESTION 5

- a) Describe any **FIVE** indirect cost factors that influence menu pricing. **(10 marks)**
- b) Menu prices will either be market driven or demand driven. Discuss. **(10 marks)**