



Lower Costs, Higher Profits: Pricing in 2024

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Daniel Joseph, Blue Plate Chicago

Rajan Mistry, District Events & Catering

Anthony Lambatos, Footers Catering

Jay Varga, The JDK Group



Today's Panel



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How are food costs shaping up in 2024 and what does that mean for caterers in terms of adjusting prices?

Can you speak to any continued shortages and/or inflation of products?

**Likewise, what are your predictions
for 2024 in terms of deflation of
food costs - if any?**

Are there specific food items that have experienced significant price fluctuations, and how have you adjusted your menu offerings and prices accordingly?

How have you communicated price changes with your clients, and what kind of feedback have you received?

**What are some ways that caterers
can avoid leaving money on the
table?**

What are some of your best practices for reducing and negotiating costs while maintaining quality?

**I am a small to mid-sized catering
company –
how can I increase my bottom line?**

After you plan properly and purchase correctly, how can you further maximize sales and profits?

**What staple food items can you
buy differently without
negatively impacting your
company's standards?**

In an industry known for seasonality when it comes to ingredients, how do you adapt your pricing strategies for anything that may be out-of-season?

**What should I pay attention to
when negotiating pricing with
my supplier(s)?**

Questions?

**Let's Continue the
Conversation**



Thank you for coming!



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