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Smart Spending: Balancing Pricing + Profit in 2025

Clint Elkins, SB Value

Rajan Mistry, District Events & Catering

Anthony Lambatos, Footers Catering

Jay Varga, The JDK Group

Today's Panel



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Anthony Lambatos
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Jay Varga
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**How are food costs shaping up in 2025
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 2025 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?

**How does employee engagement
translate to greater profitability?**

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?**

On that note, how can you make your prices competitive without losing money?

**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?

Navigate 2025 with Cost Saving Resources



Thank you for coming!



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