



The Math Managers Can Run

Purpose

Give managers simple, no-jargon math they can run during the week to measure impact. These calculations show whether the weekly bets are improving contribution, throughput, or consistency without requiring advanced analysis.

Why This Math Matters

Managers do not need full financial models. They need five or six numbers they can check daily or weekly to confirm whether the new flow is producing better outcomes. Attach rate, RevPASH, portion variance, and simple throughput indicators tell the story quickly.

This math keeps the weekly operating loop grounded in facts the team can understand and influence.

The Core Calculations

1. Attach Rate

Shows how often a natural offer becomes a sale.
Checks how well regained FOH time is supporting guest engagement.

Formula: $\text{Accepts} \div \text{Offers}$

2. RevPASH (Revenue per Available Seat Hour)

Shows whether the store is generating more value from the same seating capacity.

Good for measuring pacing, turns, and expo stability.

Formula: $\text{Total Revenue} \div (\text{Seats} \times \text{Hours})$

3. Portion Variance

Measures how tight BOH execution is and whether food cost drift is improving.

Formula: $\text{Actual Portion Weight} \div \text{Ideal Portion Weight}$

4. Portion Cost Impact

Shows whether tightened BOH execution is translating into dollars.

Formula: $(\text{Actual Cost per Portion} - \text{Ideal Cost per Portion}) \times \text{Weekly Volume}$

5. Waste and Yield Impact

Checks whether regained prep cycles are reducing trim loss and improving usable product.

Formula: $\text{Waste Weight} \times \text{Cost per lb}$

6. Table Turns

Measures whether pacing and handoffs are improving throughput.

Formula: $\text{Covers} \div (\text{Seats} \times \text{Hours})$



Inputs

Covers, checks, item counts, ticket times, attach data, portion weights, basic revenue numbers.

Output

A Manager Math Pack (XLSX) with simple sheets that calculate attach, RevPASH, portion economics, and throughput indicators so managers can see impact in minutes.