

STACHS & WRAXX

The Partnership

How the arrangement works, how it is measured, and what the property retains

There is no upfront fee, no retainer and no standing charge. Stachs & Wraxx is paid exclusively from improvement measured against an agreed baseline and verified. Where no improvement is verified, nothing is payable — the property carries no financial exposure in establishing whether the opportunity is real.

£0

UPFRONT COST

12 mth

INITIAL TERM, RENEWABLE

4-way

SPLIT OF VERIFIED
IMPROVEMENT

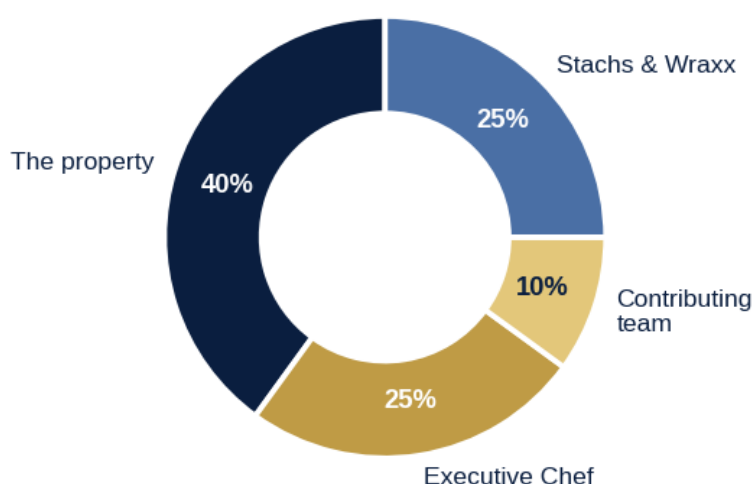
30 days

PAYMENT AFTER PERIOD
CLOSE

HOW A PARTNERSHIP RUNS

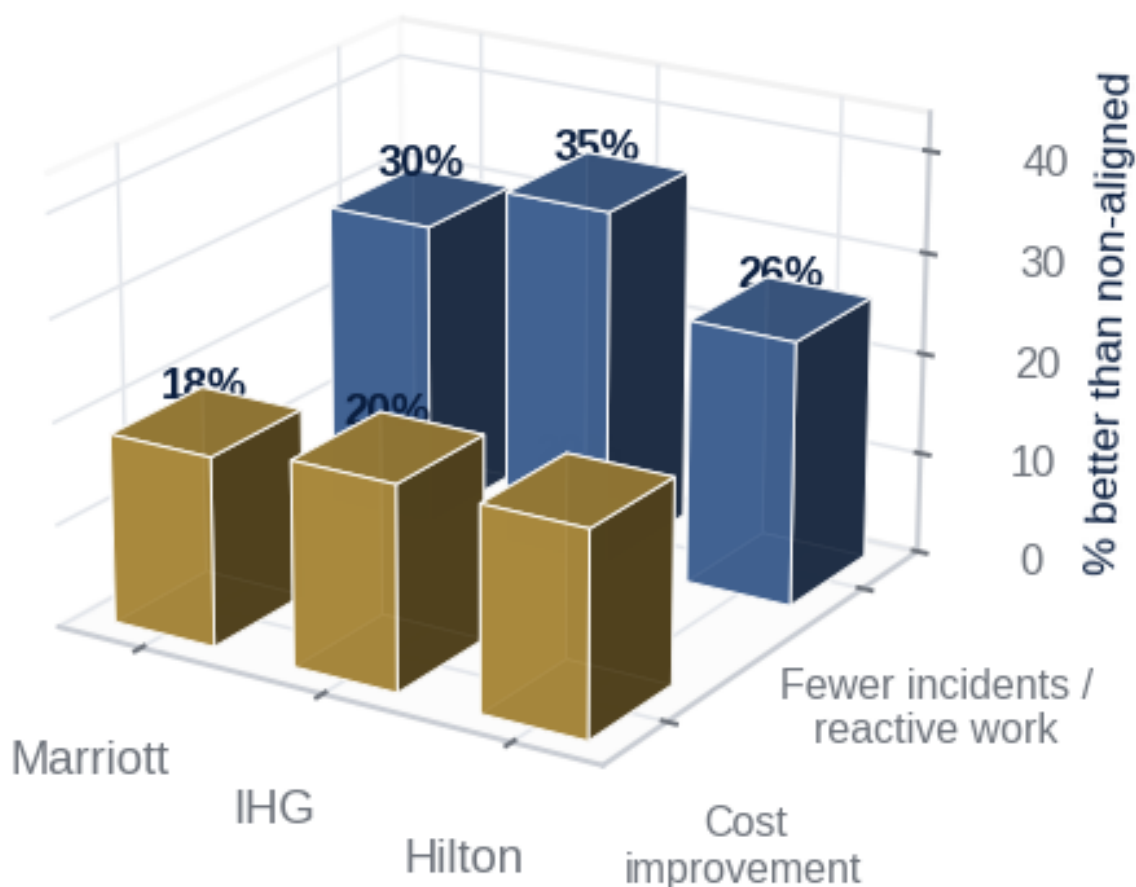
PHASE	TIMING	WHAT HAPPENS
Audit	Weeks 1–2	Every line in scope measured against benchmark — measured, not estimated.
Quantification	Week 3	A written report placing a monetised annual value against each lever, ranked by size and speed of realisation.
Implementation	Months 1–4	Systems, process and discipline built with your brigade, not handed to them.
Verified share	Ongoing	Monthly departmental P&L against the agreed baseline, every variance attributed, and only then is anything shared.

How verified improvement is shared (illustrative proportions)



Illustrative proportions. Agreed in writing before any work begins and reported monthly.

Operator data — financially aligned departments



Operator datasets measuring kitchens whose chefs carry direct financial alignment to cost and compliance outcomes against those that do not.

REAL-WORLD Cornell — menu engineering: culinary and commercial integration

Result: Chef-led menu engineering integrating culinary judgement with GP% data increases menu profitability by 10–18%.

The most effective programmes are those where the chef is both the culinary and financial decision-maker, using GP% as a creative constraint rather than an external limitation.

Source: Cornell Center for Hospitality Research; Kasavana & Smith

REAL-WORLD FSA / NEBOSH — food safety compliance and commercial risk

Result: Kitchens with documented HACCP frameworks experience 40% fewer incidents and demonstrably lower insurance premiums.

Beyond eliminating regulatory risk, insurers increasingly reward documented compliance with reduced premiums on food safety and liability cover.

Source: UK Food Standards Agency; NEBOSH

CORE TERMS

- **Duration** — twelve-month initial term, renewable annually.
- **Scope** — every lever set out in the opportunity document.
- **Measurement** — monthly departmental P&L against an agreed baseline, every variance attributed and verified before anything is shared.
- **Reporting** — a monthly summary to the General Manager, the Executive Chef and ownership. Nothing about the arrangement is invisible to anyone in the building.
- **Threshold** — where verified improvement falls below the agreed threshold, nothing is payable.

HOW VERIFIED IMPROVEMENT IS SHARED

Improvement is divided four ways: the property, the Executive Chef who delivered it, the contributing team members, and Stachs & Wraxx. Proportions are agreed in writing before any work begins, and reported monthly to the General Manager and to ownership.

WHAT THE PROPERTY RETAINS

At the end of a twelve-month term the property keeps all of the infrastructure: configured demand forecasting, the recipe costing system, a documented HACCP Level 3 framework, an engineered menu with GP% by dish, and a commercially credentialled Executive Chef. None of it is licensed, and none of it leaves.

DEVELOPMENT FOR THE TEAM

- Certified Executive Chef (CEC) — ACF / Worldchefs
- Level 3/4 Diploma in Culinary Supervision & Leadership
- HACCP Level 3 and allergen certification
- Food cost control and forecasting — accredited module

We succeed only when the department succeeds. That is the financial architecture of the arrangement, not a positioning statement.