2027 South Carolina ProStart Invitational®

Procedures and Rules
for the
Culinary and Management Competitions

Participating teams are responsible for understanding and following all the procedures and rules contained in this document; they will not be reviewed at the South Carolina ProStart Invitational. Please read this document carefully to maximize your opportunity for success and to avoid receiving penalties during the competition. Refer all questions to the appropriate state ProStart® Coordinator prior to arrival at the South Carolina ProStart Invitational.

2027 South Carolina ProStart Invitational Procedures and Rules

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WHAT'S NEW FOR 2027

General

- Students are eligible to compete at SCPI for up to three (3) years, two (2) as an active competitor and one (1) as a team manager. (p. 6)
- Rules have been reorganized for clarity, such as:
  - Competition-specific information was moved from the General section and from Exhibits to the rules sections.
  - Removed repetitive exhibits so Culinary and Management share worksheet examples. (pp. 38 – 40)
  - Team checklists include all competition deadlines and requirements, not just proposal materials. (Culinary p. 49, Management p. 54)
  - Supplemental, competition-specific information is now in appendices. (pp. 45 – 55)
  - Blank worksheet templates have been added to the end of the rules. (p. 56)
- Student-led ownership, problem solving and execution has been strengthened. (p. 5)
- Event Personnel are more clearly defined. (p. 5)
- Judges should not be contacted directly after the competition. (p. 7)
- Misconduct by adults associated with teams will result in disqualification. (p. 7)
- Recipe costing must include costs for garden- or farm-grown ingredients. An example is provided in the costing exhibit. (pp. 12, 26, 39)

Culinary

- An exhibit with provided dishware has been added. (p. 42)
- Cooking method requirements have been updated (p. 18):
  - Teams are required to use an Event Official-selected cooking method (and must still choose one other approved cooking method for evaluation).
  - The required cooking method for 2027 is SHALLOW POACH.
  - Cooking methods must be listed in presentation menu footer with selected knife cuts. (p. 12)
  - Not using the required cooking method, presenting unapproved cooking methods for judging, and/or not including cooking methods in the footer of the presentation menu result in a one (1)-point penalty.
- Three (3) knife cuts (large, medium and small dices) have been removed from the approved knife cuts list (teams can still use the cuts, but they cannot be presented for judging). (p. 18)
- Equipment to create decorative knife cuts, such as waffle, crinkle, spiral, ribbon, etc., is allowed. (p. 18)
- Equipment to create uniform knife cuts, such as choppers, dicers, mandolines, etc., is not allowed. (p. 18)
- The rule banning aerosol sprays has been clarified to prohibit aerosol as an ingredient and equipment; pump sprays are allowed. (pp. 10, 15)
- Formatting and/or ordering the proposal incorrectly is included in the penalty regarding the written proposal not meeting specifications. (pp. 12, 49)

Management

- Build-your-own dishes, or any dishes featuring substitution options, will result in a penalty. Teams may still develop a build-your-own restaurant concept, but the twelve (12) items featured on their menu must be composed dishes with static ingredients. (p. 31)
- Team managers are now permitted to join their team in a consultant role during their assigned break segments during competition and in breaks between presentation segments. They may also actively participate during the judge feedback session. (p. 6)
- The cost-per-click for Instagram and Facebook social media tactic has been updated. (p. 27)

GENERAL COMPETITION OVERVIEW

Purpose

The South Carolina ProStart Invitational (SCPI) is the premier student competition of the ProStart program, challenging students to demonstrate the knowledge, skills, creativity, and professionalism required to succeed in the restaurant, foodservice, and hospitality industry. Through the Culinary and Management competitions, students apply what they have learned through the ProStart program and the Foundations of Restaurant Management and Culinary Arts curriculum in a real-world, high-stakes environment that mirrors industry expectations.

SCPI is a student-led competition designed to develop the next generation of restaurant and hospitality leaders. Students are responsible for understanding and following the competition rules; creating and refining their restaurant concepts and menus; researching and developing recipes; completing costing and pricing analyses; preparing competition materials; and delivering all aspects of the culinary or management presentation. While educators, mentors, and ProStart Coordinators play a critical role in coaching, guidance, registration, and administrative support, the work presented at SCPI must reflect the students' own ideas, decisions, problem-solving abilities, and execution.

Participation reinforces not only technical knowledge and industry competencies, but also leadership, teamwork, communication, critical thinking, and professionalism—skills that prepare students to become future leaders of the restaurant and hospitality industry. By placing students at the center of the learning and competition experience, SCPI showcases the power of ProStart to develop career-ready talent and inspire the next generation of industry professionals.

Event Personnel

The SC ProStart Invitational® (SCPI) is hosted by the South Carolina Restaurant and Lodging Foundation (SCRLF) and made possible through the generous support of industry sponsors, donors, and hundreds of dedicated volunteers. Together, these partners help provide a high-quality, industry-driven experience that showcases student talent and supports the development of future restaurant and hospitality leaders.

Personnel Group	Who They Are	Primary Responsibilities
Event Organizers	SCRLF staff members	Plan, manage, and oversee all aspects of SCPI; coordinate competition operations, logistics, and participant experience.
Volunteers	Trained and assigned by SCRLF	Provide event support, assist with competition operations, guide participants, and help ensure a successful event experience.
Team Ambassadors	SCRLF-trained volunteers assigned to teams	Serve as official timekeepers, escort teams through the competition process, communicate timing milestones, and support fair competition procedures.
Judges	Restaurant and foodservice industry professionals and post-secondary educators	Evaluate team performance, provide feedback, and score competitions according to established criteria.
Co-Lead Judges	Senior judges designated by SCRLF	Oversee judging consistency, assist with rules interpretation and scoring processes, and support judge panels; do not score teams directly.

Eligibility Requirements

Students	
Enrollment	At state competition, must be currently, actively enrolled in a confirmed ProStart program and certified by ProStart Coordinator.
Team Member Definition	Members include active competitors (i.e., cooking or presenting) and team managers.
Competition Limit	May compete in SCPI for a maximum of three (3) competition years: • Up to two (2) years as an active competitor. • Up to one (1) year as a team manager. Years do not have to be consecutive. Student can serve as manager in any year or participation (first, second or third year).
Competition Categories	May compete in Culinary, Management, or both in the same year. Competing in both counts as one competition year.
Eligibility Compliance	Failure to meet national/state standards may result in disqualification.
Teams	
School Participation	Each school may have one (1) culinary team and one (1) management team. The same team may represent both competitions.
Team Size	Two (2) to four (4) competitors plus one (1) optional Team Manager. (*Max 5 students)*
Adult Support	Up to two (2) educators and one (1) industry mentor may attend. *They are not competitors and may not communicate with teams during competition.*
Alternates	No alternate competitors are allowed. Only the Team Manager may replace a competitor if approved by Lead Judges and Event Organizers.
Replaced Competitor	Must leave active team area; may not communicate with team until competition dismissal.
Team Manager (Optional)	
Competition Status	Considered part of the team and subject to all communication restrictions.
Communication	May not communicate with anyone outside of the team and event personnel.
Emergency Replacement	May replace a competitor with approval from Lead Judges and Event Organizers.
Post-Replacement	If Manager replaces a competitor, they remain in that role for the rest of the competition.
Culinary-Specific	May serve as an expediter. May talk to the team at any time. May have printed materials, writing utensils, notebooks, timers, etc., to help keep team on track. May taste food during production (must carry their own supply of tasting spoons). May fully participate in Product Check-In, organization prior to arriving at station, feedback segments, and station clean-up. May carry framed menu to tasting room after production segment. *May not handle, organize, or prepare anything during Mise en Place or Production segments.* *May not carry backpack to hold materials. Small bags such as fanny packs are allowed.*
Management-Specific	May serve as a consultant to provide feedback, guidance and/or notes on previous and/or upcoming segments, ONLY during three (3)-minute breaks between competition segments and two (2) assigned break segments. May have writing utensils and paper, notebook, cards, etc., for taking notes during presentation. May be introduced with team at beginning of production segments. May actively participate in feedback segment after presentation segments. Must remain in the designated Team Manager seating area throughout the team presentation. *May not communicate with team or judges or answer questions directly during presentations.*
There are no additional provisions for teams without a Team Manager.	

COMPETITION EXPECTATIONS & GENERAL DISQUALIFICATIONS

Failure to comply with the requirements below will result in disqualification. See full lists of disqualifications and penalties in the sample Culinary and Management Competition Score Sheets.

Participation

- Teams must attend all required SCPI events, including the Opening Ceremony, event check-in, and all assigned competition segments.
- Teams are responsible for arriving on time and following all competition schedules and instructions.

If you encounter **unexpected travel delays** beyond the control of your team **that impact your attendance** at any portion of SCPI, please **notify event organizers** in a timely manner to avoid disqualification.

Communications

- From check-in through the completion of competition, competitors may not receive coaching, assistance, or communication from spectators, educators, mentors, family members, or other supporters.
- The determination of what constitutes coaching or unauthorized communication is solely at the discretion of Event Organizers and Judges.
- SCPI strives to provide fair and consistent evaluations; however, all judged competitions involve professional discretion. All judges' decisions and scores are final. All questions regarding scoring must be directed to christal@scrla.org. Judges should not be contacted directly after the competition by teams, educators, parents or mentors.

Conduct & Professionalism

- Competitors are expected to conduct themselves in a safe, respectful, and professional manner throughout the event.
- Competitors must follow safe foodservice and workplace practices at all times. Unsafe behavior, horseplay, or actions that create a risk of injury will not be tolerated.
- Prohibited behavior includes, but is not limited to, illegal activity, nonprescription drug use, alcohol use, unsportsmanlike conduct, harassment, or any behavior that threatens the safety or integrity of the competition.
- Teams must comply with all written and verbal instructions provided by Event Organizers.
- Educators, mentors, chaperones, family members, and other team supporters share responsibility for supporting appropriate conduct and compliance with competition rules. Misconduct by any adult associated with a team that compromises the fairness, safety, or operation of the event may result in penalties or disqualification of the team.

2027 South Carolina ProStart Invitational®

CULINARY COMPETITION

Culinary Competition Overview

Teams demonstrate their culinary knowledge, skills, and creative abilities during the competition through demonstration of skills and the preparation of a unique three-course meal consisting of (i) a starter; (ii) an entrée; and (iii) a dessert. Performance during the Culinary event is observed and rated by judges from the foodservice industry and post-secondary schools. Teams demonstrate their ability to work together while creating and presenting their meal.

1. Each team prepares two (2) identical three-course meals, garnished and served appropriately. One meal is evaluated by the judges for both taste and presentation, and one meal will be used for display.
2. Each meal component should be appropriate to the complete menu. Flavors across the menu should have harmony for the palate. Dishes will be evaluated across five characteristics.

Meal Components	Description & Specifications
Starter	Soup, salad or appetizer 4-6 ounces total edible weight
Entrée	Center of the plate item (suggested 4-6 ounces) Two accompaniments, e.g., vegetable and/or starch (suggested 2-3 ounces each) Sauce
Dessert	Something sweet served at the end of a meal 3+ ounces of total edible weight
Category	**Five Characteristics**
Oral	Flavor, Texture, Temperature
Visual	Color, Shape

Competition Segments and Scoring

Segment	Time (in minutes)	Possible Points
Production Day		
Report to Competition	10	
Product Check-In & Critique	15	5
Team & Menu Introduction	5	*Evaluated with Team Presentation & Knife Skills Critique (below)*
Production Mise en Place	20	
Meal Production	60	
Plate Presentation	5	
Team Presentation & Knife Skills Critique	5	10
Work Skills & Organization Critique	5	15
Tasting Judges Critique	10	Starter: 15 / Entrée: 20 / Dessert: 15
Menu & Recipe Critique	10	5
Station Cleanup	20	
Sanitation Critique & Dismissal	5	15
Dishwashing (Optional)	15	
Totals	**~3 hours, 00 minutes**	**100 points**

In the event of a tie:

- The tying teams will each be interviewed by a panel of judges for further insights into their performance.
- Teams will answer questions regarding the methods, preparation and presentation of their meal/concept.
- Judges will discuss and make a group determination as to the ranking of final winner(s).

Competition Schedules

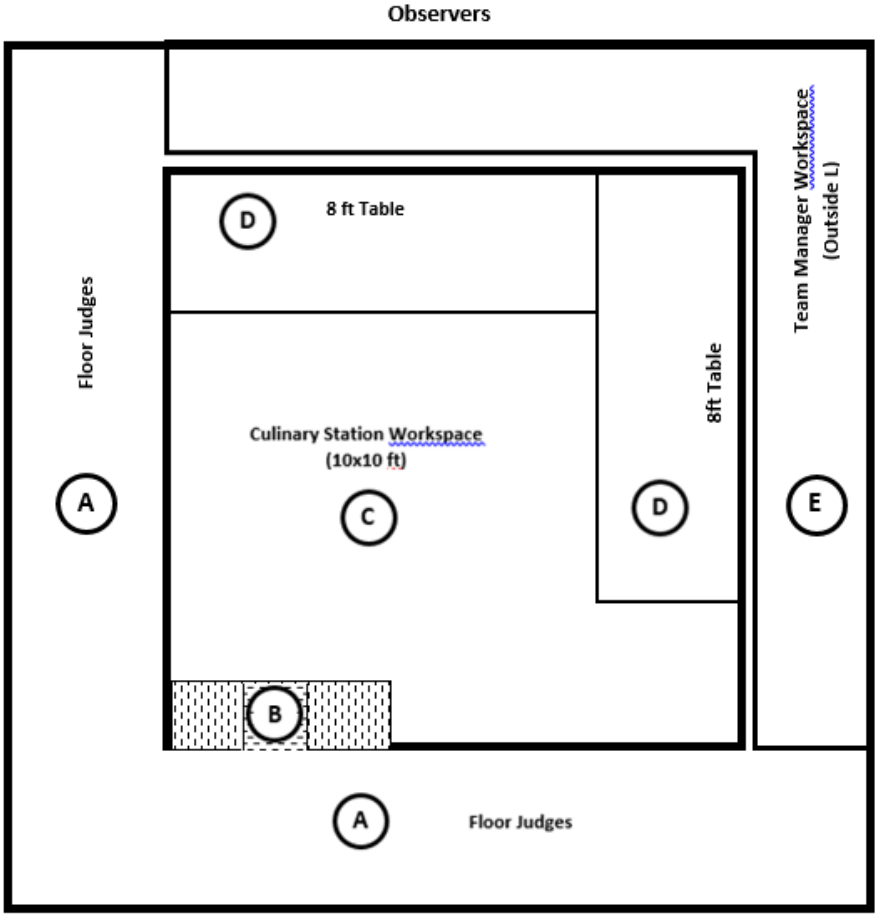
Competition schedules will be distributed in advance of the event once all teams have been identified. The schedule will include assigned start and finish times for all competition segments. All schedules are subject to change and will be communicated with as much advance notice as possible. *(See Appendix 1 for sample)*

Equipment & Workspace

Item	Notes
Provided at Product Check-In	
1 speed rack	Will be Provided at Product Check in at assigned report time.
Four (4) full-size sheet pans	Will be provided at Product Check in on speed rack at assigned report time.
Uniform Elements: • Aprons • Hats • Team Manager Armband	Teams must confirm they have received the correct amount of items as they are required uniform elements on Check in Day.
Equipment: • Thermometer • Cutting Board	Teams are required to take these items at Check-In, but they are not required to use them during competition.
Dishware for Meal Presentation	Teams will be asked to submit the dishes they need prior to competition and should review issued dishes for accuracy at Check-in. Changing dishes after Check-In is not allowed. (See Exhibit F for sample dishware)
Provided at Workspace for Production	
Two (2) Tables	See Workspace section for more details.
Two (2) Sterno 15,000 BTU burners (or equivalent) and fuel	No additional burners are permitted, but fuel will be replenished as needed.
Sanitation Buckets	Will be prepped with solution when teams arrive in station.
Access to ice	
Access to running water	Available prior to and after the competition only.
Provided at Workspace for Judge Evaluation	
Acrylic frame for presentation menu	Menu must be placed in frame and displayed prior to beginning Team Introduction and Menu Presentation.
Two (2), 1 oz. containers for Knife Skills selections	Knife cuts for judging must be presented within the first 20 minutes of production.

Teams must provide ALL necessary supplies to prepare the food they have selected, such as small utensils, cutting boards, knives, small hand tools, cookware, hair/beard nets, gloves, and enough cloths for competition and clean-up.

Culinary Station Blueprint



Note: This is a sample layout. The locations of tables, doorways, observer spaces, etc. are subject to change; however, general configuration will remain consistent. Image not to scale.

Area	Description & Specifications
(A) Competition Floor	• This area falls outside of the team's Culinary Station Workspace. • Teams may access this area to use handwashing station ONLY. • Floor judges have access to this space.
(B) Presentation Staging Area *~2.5 ft. wide*	• Space designated for presentation trays. • No equipment is allowed in this area (space is not marked). • Tray jacks will be set within the final ten (10) minutes of production.
(C) Culinary Station Workspace *10ft. x 10ft.*	• All materials must be inside this designated area. • Teams may store equipment under and around the tables, but storage should not impede movement. • Teams may not move doorway or tables in the workspace at any point. • Team Managers may not enter this space.
(D) Two Tables *8ft (long) x 36in (height)*	• Covered with fire-retardant materials for consistency across stations. (Covers must remain in place during competition.) • Set up in "L" formation.
(E) Team Manager Workspace	• Team members are not allowed in this space. • Judges and Team Ambassadors may access this space.

Evaluation Criteria, Penalties and Disqualifications

Evaluation criteria for each judging category, Culinary penalties, and general- and Culinary-specific disqualifications are included in the Sample Culinary Competition Score Sheet.

CULINARY COMPETITION RULES

Team Proposal Submission

Each team must prepare a packet of materials that allows judges to review preparation and execution of the meal on a menu. Teams are required to provide the following, with specifications, procedures and deadlines in the next sections:

1. A digital packet with the required documentation prior to the competition.
2. Eight hard-copy folders to be turned in at Product Check-in for in-person judge review.
3. One presentation menu to bring with team equipment upon Report to Competition and displayed at their assigned station.

Materials Formatting

- The digital and hard copy proposals should be identical.
- All materials should be typed and submitted on 8½" x 11" sized documents.
- All pages should be single sided.
- All documentation must use the official templates provided in the rules exhibits.

Materials Requirements	
Materials must be organized in this order for all courses. *Presentation menu only needs to be included once at the beginning of the packet.* *Teams will receive a penalty if documents are not arranged in the correct order.*	
Presentation Menu	• School name prominently placed at the top of the page • Menu item descriptions • Menu item prices • Two (2) knife cuts and two (2) cooking methods selected for judging in the footer • *Creative elements may be included but should not obstruct required components*
Recipes *Exhibit B*	• All recipes used for any element of the meal presentation • Acknowledgements and sources listed in MLA formatting • Written in a logical sequence
Recipe Costing *Exhibit C*	• Recipe cost must be calculated for each individual recipe • Small amounts of kosher/table salt and black pepper may be priced at 1% of the total recipe cost • Oil for deep frying may be priced at 2% of the total recipe cost • Everything else must be costed out, including garden-grown ingredients
Menu Pricing *Exhibit D*	• One menu price worksheet for each course • Calculations should be based on the recipe's costs and calculated at a 33% food cost percentage • Final calculation before rounding must be indicated in the costing template • Total menu price for the entire menu may not exceed $125 after applying the 33% food cost percentage
Plate Photographs	• Color photographs only • Photos should be large enough to fill the page • One photo/dish per page

Proposal Submission Requirements

Digital Submission

Submit all proposal materials as one PDF document to christal@scrla.org by **Thursday, February 24, 2027**. Minor corrections and adjustments are permitted after submission; major changes are not allowed. Review the Standard of Change section or contact event Organizers if you have questions regarding whether a change is considered minor.

Teams making revisions after the initial submission must include a change summary page that identifies all changes and the page number where each change was made. Revised digital proposals should be submitted to christal@scrla.org by **Wednesday, March 3, 2027**.

Hard-Copy Submission (submitted at Product Check-in)

- Submit eight (8) identical hard copy packets for judge review.
- Hard copy must match the final digital submission.
- Display the team's school name and competition year on each cover.
- Use softbound binders or folders only. *(See Exhibit A for examples)*
- Do not use plastic page protectors or pockets, as they hinder judges' ability to review and provide feedback.

Presentation menu for display in Production is NOT submitted at check-in.

Please review the Culinary Competition Checklist for competition deadlines, proposal outline, and other general competition requirements.

Standard of Change and Proposal Review

To promote student-led innovation and creativity, team submissions must represent original work and may not be significantly repetitive of materials submitted to SCPI within the previous three competition years.

Teams are encouraged to review the Standard or Change during menu development to ensure compliance. Submitting work—or portions of work—that has previously been submitted to SCPI may result in immediate team disqualification, either before or during the event.

The SCRLF will review all proposals for originality and adherence to the Standard of Change. Feedback will be provided to teams no later than **Thursday, March 1, 2027**, allowing sufficient time for approved revisions prior to competition. Revised digital proposals should be submitted to christal@scrla.org by **Wednesday, March 3, 2027**.

Meal Component	Required Changes from Previous SCPI Submissions
Starter	• Protein **or** cooking method must change. • Vegetable **or** cooking method must change. • Starch **or** cooking method must change. • Presentation must be visibly different.
Entrée	• Protein **or** cooking method must change. • Vegetable **or** cooking method must change. • Starch **or** cooking method must change. • Presentation must be visibly different.
Dessert	• Base must change (e.g., mousse, Bavarian, tart, cake, etc.). • Garnish components **or** processing must change (e.g., whole raspberry vs. coulis). • Presentation must be visibly different.

Uniform Requirements

Element	Specifications	When to Wear
Chef Coat	White, Long-Sleeved *Sponsor names and/or logos are permitted; chef coat must remain white*	All Segments
Pants	Loose, Long, Black or Checkered *Must pull away from body by at least 1in.*	All Segments
Shoes	Black, hard sole, non-slip, non-porous, closed toe **AND** heel	All Segments
Apron & Hat	MUST wear items provided	Production Day
Mgr. Armband	MUST wear item provided	Production Day

Teams should refer and adhere to ServSafe standards as they relate to uniform and hygiene in the workspace to include: Hair completely covered, facial piercings taped over, no jewelry or accessories.

Report to Competition

10 Minutes | Not Scored (Penalty assessed for late arrival)

On Production Day, teams will report to competition no later than 15 minutes before their assigned Report to Competition time. Teams who arrive earlier may be instructed to leave the area and return at their assigned report time.

Teams will:

- Meet their SCRLF-assigned Team Ambassador, who will escort them through the event facility and will time each segment of competition
- Take ingredients and equipment to a holding area and the competition floor

Policies and Procedures

- SCPI name badges are not required during competition. Upon reporting, team members should give their name badges to their educator, or mentor,(no further communication is allowed).
- While in the holding area, teams may organize their equipment and speed racks. If they do not finish before being called to the competition floor, they may finish organizing during Mise en Place.

REPORT TO COMPETITION SEGMENT NOTES

Once teams report, they are not allowed to communicate with or receive assistance from anyone outside of Event Organizers, Judges, Assigned Team Ambassador.

RELATED PENALTIES

A .5 penalty will be assessed for every 15 seconds a team arrives late. More than 10 minutes late results in disqualification.

TEAM & MENU INTRO SEGMENT NOTES

Teams may start to organize their station before their introduction begins, but may not move tables or presentation staging area.

RELATED PENALTIES

Team not in uniform — 5pts

Presentation menu not displayed correctly or on time — 1 pt

Started segment early or finished segment late — ¼ -10 pts (1/4 pt per 15 seconds)

DISQUALIFICATIONS

Team arrives more than 10 minutes late.

Unauthorized coaching or communication.

Failed to compete in a required segment.

Started or finished segment 10 or more minutes early or late.

Product Check-In

15 Minutes | 5 points

Product Check-in is the first segment of the competition, occurring the day of the assigned production time.

Teams must report at their confirmed time, in uniform and should have all of their tools and equipment for production with them as they will be immediately escorted to the competition floor.

Teams will:

- Present their ingredients for review
- Review meal presentation dishes
- Submit menu presentation folders
- Receive feedback for this segment immediately

Policies and Procedures

- Teams', teacher(s), and mentor may **observe only**, from a designated area, during the entire Product Check-in process.
- Parents, chaperones, and/or any other team supporters are not allowed to observe any portion of Product Check-in.
- Food and/or drinks unrelated to a team's ingredient check-in are prohibited.
- Failure to comply with Event Organizer and Judge instructions, or any for of communication or coaching will result in team disqualification.

Complete printed product inventory lists must be placed on ALL containers holding food items. Inventory lists must:

- Be attached to both the inside AND outside of containers
- Be placed in plastic sleeves to protect from damage
- Include every item in the container, in alphabetical order
- Be submitted on the official Inventory Template (Exhibit E)

SEGMENT NOTES

Teams are responsible for storing all ingredients and equipment pre-competition.

Teams will receive:

- One speed rack
- Four full size sheet pans
- Selected dishware (for review only)

All items above are required for the duration of competition. With the exception of sheet pans, teams may not bring/use their own items listed above.

All equipment must be provided by the team.

Equipment and presentation menu are not submitted at check-in.

Teams must review dishes for accuracy and cleanliness. Substitutions are allowed at the discretion of Judges and Event Organizers, based on a case-by-case basis and pending availability.

Unauthorized coaching or communication.

Team did not compete in a required segment.

DISQUALIFICATIONS

Product Check-In (continued)

15 Minutes | 5 points

Permitted Ingredients

- Team-prepared stocks
- Team-prepared clarified butter
- Team-prepared pre-soaked beans
- Dry goods, open but in the original packaging/not premeasured
- Pre-measured butter and oil
- Pre-washed produce (may also be washed during Mise en Place)
- Dry ice
- Spray pumps

Prohibited Ingredients

- Pre-chopped, pre-sliced, or pre-prepared food not commercially manufactured
- Meat, poultry, seafood that is not in original or commercial/professional labeled packaging
- Reductions, finished sauces, and clarified broths
- Items that risk food illness
- Pre-measured dry goods
- Sprays that use compressed air/aerosol as propellant or require electric or battery power to operate.

Any items not listed on the permitted list are prohibited even if not on the prohibited list.

Follow your school guidelines concerning alcohol in your recipes. SCPI permits the use of alcohol for Culinary Competition

Missing required folders at check-in— 2 pts

Replacement product did not meet requirements and was discarded — 2 pts

Team not in uniform — 5pts

Use of prohibited ingredients — 5pts

Ingredient Specifications and Review

Packaging	Produce and proteins must be submitted in the manner in which it was purchased. Products much remain in original, professionally/commercially labeled packaging. They must be properly contained with no leaking or pooling liquids. Repackaged ingredients are not permitted.
Required Label Information	Labels must include item type, weight, packaging date, and source (e.g., grocery store, butcher shop, etc.)
Ingredient Approval	Ingredients that do not meet competition requirements (e.g., temperature, packaging, prohibited items) will be discarded.
Replacement Products	Disallowed ingredients may be replaced and resubmitted for approval before the team's assigned report time. If it does not meet requirements, it will be discarded.

Team Presentation & Menu Introduction

5 Minutes | 5 points (assessed with Knife Skills)

Teams will:

- Display their presentation menu in the provided acrylic frame
- Introduce themselves and present menu to judges:
    - Describe the three (3) course meal
    - Explain how they designed their unique menu
    - Explain what each team member is charged with executing

Mise en Place

20 Minutes | Evaluations considered in category critiques

Teams will:

- Set up station for meal production; organize equipment/ingredients
- Check burner functionality
- Measure dry and liquid ingredients; put ingredients together in bowls (without combining or mixing)
- Obtain water/ice from designated area; wash produce at washing station (escorted by Team Ambassador)

Policies and Procedures

- Teams may not alter, process, or transform ingredients beyond their original state, or perform any tasks beyond what is permitted during Mise en Place.
- After Mise en Place, team members may only leave the workstation to use the handwashing stations. Other requests to leave the workstation must be approved by a competition official.
- Large containers or items may not be larger than 2ft x 4ft x 3 ft. Stacked containers may not exceed dimensions, may not be used to create additional workspace, and may not block station entryway.

Equipment

Category	Permitted	Not Permitted
Workspace Storage & Prep	• Additional sheet pans	• Plastic or Plexiglass for covering tables • Additional speed racks or luggage carts
Burners & Heat Sources	• Camping oven and/or smoker attachments for provided burner • Metal, stone, or other types of plates or apparatus to extend cooking surface • Handheld butane/propane for FINISHING & CARAMELIZING only (must bring own fuel)	• Additional burners or butane fuel (except handhelds) • Additional heat sources (e.g., insulated bags, MRE heat packs, etc.)
Meal Production	• Dry ice • Handheld whipped cream chargers • Digital scales • Digital thermometers • Cutters, slicers, spiralizers, etc., for decorative cuts (e.g., crinkle, waffle, ribbon, noodle)	• Electric, battery-operated, or compressed air/aerosol or gas devices • Mandolines, cutters, choppers, etc., for uniform cuts (e.g., dices, minces, and cuts from the evaluation list) • Cutting guides or measurement aids
Electronic Devices	• Devices with no communication abilities (basic calculator or timer) • Audio recording device for feedback sessions only	• Cell phones, tablets, smart watches, meta glasses or other internet-connected communication devices, unless needed for health reasons.

SEGMENT NOTES

Teams must carry all containers, along with their dry ingredients and speed rack, without assistance from anyone, in one trip, from report to competition to station.

All equipment can be stored on or under tables, or around the station perimeter. Containers may be stacked.

Ingredients may be stored on speed rack or on tables as needed.

Students who need electronic devices for health reasons should email their request in advance to christal@scrla.org.

Event Organizers will confirm the accommodation with appropriate event personnel.

All equipment must be used in a safe manner and must not obstruct proper butane function.

RELATED PENALTIES

Team manager touches or handles any equipment or food — 5pts

Started segment early or finished segment late — ¼ -10 pts (1/4 pt per 15 seconds)

Used prohibited equipment — 5pts

Used prohibited ingredients — 5pts

DISQUALIFICATIONS

Unauthorized coaching or communication.

Failed to compete in a required segment.

Started or finished segment 10 or more minutes early or late.

Used prohibited electrical equipment or heat source.

Production

60 Minutes | Evaluations considered in category critiques

Each team must cook and plate two (2) identical, three (3) course meals consisting of a starter, entrée and dessert. The SCRLF-assigned Team Ambassador will announce the time at regular intervals, becoming more frequent towards the end of meal production.

- Teams must demonstrate proficiency in two (2) cooking methods, with one (1) method selected by Event Organizers. Teams will choose a second method for judge evaluation from the approved list below.
- Both the required cooking method and the team-selected cooking method must be listed in the footer of the presentation menu, and must be used in the meal.
- Additional cooking methods and techniques are permitted in addition to the required cook methods.
- Molecular Gastronomy such as spherification, foams, and meat glue (transglutaminase) is allowed; Liquid nitrogen is prohibited.

Required Cooking Method	**Shallow Poach**
Approved Cooking Methods	Braise, Pan Fry, Poach, Steam, Sauté

Knife Skills

First 20 Minutes | 10 points w/ Team & Menu Presentation

Teams must demonstrate two (2) of eight (8) knife cuts from the list below.

- Knife cuts for evaluation must be demonstrated in the first 20 minutes of production time.
- Teams must set aside and fill a one (1) oz. cup volume measurement for each knife cut for evaluation in the designated workspace area.
- Knife cuts may only be demonstrated on fruits, vegetables, or herbs.
- Selected knife cuts must be listed in the footer of the presentation menu, and must be used in the meal.
- Additional cuts are permitted in addition to the selected cuts.

Knife Cuts	
Rondelle	¼" thick disc shaped slices
Diagonal	¼" thick oval shaped slices
Batonnet	Cut into long, thin, rectangular pieces ¼" x ¼" x 2"
Julienne	Cut into long, thin, rectangular pieces 1/8" x 1/8" x 2"
Brunoise	Very small dice 1/8" x 1/8" x 1/8"
Paysanne	Square cut ½" x ½" x 1/8"
Chiffonade	Leafy green vegetables stacked, rolled tightly, and then cut into long thin strips. Width approx. 1/8"
Tourne	football shape, seven equal sides, flat ended ¾" dia. x 2" long

Production segment ends when food is plated, dishes are placed on service trays, and all team members have stepped away and raised their hands.

PRODUCTION SEGMENT NOTES

Team is responsible for knowing their start time and be ready to begin when start is announced.

Teams may present their final dishes up to three (3) minutes before the scheduled production end time.

RELATED PENALTIES

Started segment early or finished segment late — ¼ -10 pts (1/4 pt per 15 seconds)

Used prohibited equipment — 5pts

Used prohibited ingredients — 5pts

Team manager touches or handles any equipment or food — 5pts

Team uses unapproved dish/glassware — 5pts

Did not use required/approved cooking method(s) — 1pt

KNIFE SKILLS SEGMENT NOTES

Cutting guides or measurement aids are not permitted.

Judges will observe and evaluate knife cuts on a rotation. Teams do not need to notify judges when they are complete.

RELATED PENALTIES

Knife cuts not listed on menu — 1pt

Unapproved knife cuts presented — 1pt

Post-Production: Category Critiques, Cleanup & Dishwashing

60 Minutes | Evaluations considered in category critiques

After production, teams receive feedback from production category judges and clean up their stations before dismissal.

Teams will:

- Designate which set of plates will be evaluated by tasting judges and which will be for display
- Transport both trays and presentation menus to the tasting room
- Return to station for Judge critiques from
    - Work Skills/Organization – 5 minutes
    - Team Presentation & Knife Skills – 5 minutes
- Return to the tasting room for Judge critiques from
    - Tasting – Starter, Entrée, Dessert – 10 minutes
    - Menu and Recipe – 5 minutes
- Deliver display plates to the photo station
- Return to station for clean up – 20 minutes
- Receive Judge critiques from Safety & Sanitation – 5 minutes
- Complete Dishwashing segment (optional) – 15 minutes

Policies and Procedures

- Lead Judges and Team Ambassadors will escort teams to the tasting room. Team Ambassadors will track time and ensure teams remain on time for all Judge critique segments.
- Tasting judges will have ten (10) minutes to evaluate plates.
- A maximum of four (4) people (ProStart State Coordinator, educator(s), and mentor) may observe only during Tasting and Menu & Recipe critiques. Communication with the team is still prohibited.
- During station clean up, teams must clean and pack all items to be taken to dishwashing or dismissal. Stations must be left in the same condition as the start of competition in preparation for the next team.
- Teams may not leave the competition area until they are dismissed by the Safety & Sanitation judges.
- Dishwashing is an optional, unscored segment of the competition. Teams may opt out of dishwashing and go straight to dismissal. Team Ambassadors will confirm the team's selection at Report to Competition.
- Teams who opt to go to dishwashing have fifteen (15) minutes to thoroughly rinse dishes and utensils. All food debris should be scraped into the trash on the competition floor BEFORE going to dishwashing to avoid clogging the venue sinks.
- Teams will be dismissed when they have returned their speed rack and sheet pans to the designated area.

Post Competition

Softbound folders and presentation menu must be picked up by 7 pm on the day of competition or the Event Organizers will dispose of unclaimed materials. Report to the registration desk with a team member's badge to claim the team folders. SCRLF will retain one folder from each team.

SEGMENT NOTES

Teams must produce two identical meals. There should not be a major variance between the two sets of plates.

Evaluation plates receive the most critical judging.

Team Manager may carry the framed menu to tasting room.

RELATED PENALTIES

Started segment early or finished segment late — ¼ -10 pts (1/4 pt per 15 seconds)

Used prohibited equipment and/or ingredients — 5pts

Team manager touches or handles any equipment or food — 5pts

Team uses unapproved dish/glassware — 5pts

Meals not identical — 2pts

Did not use required/approved cooking method(s) — 1pt

Cooking methods not listed on menu — 1pt

Menu differed from approved proposal — 5pts

Station left in an unsanitary manner — 3pts

DISQUALIFICATIONS

Unauthorized coaching or communication.

Failed to compete in a required segment.

Started or finished segment 10 or more minutes early or late.

Previously submitted work.

Team did not produce two (2) complete meals.

2027 South Carolina ProStart Invitational®

MANAGEMENT COMPETITION

Management Competition Overview

Teams will demonstrate their knowledge of the restaurant and foodservice industry by developing a new restaurant concept and presenting it to a panel of judges at a simulated business exposition. The teams will also submit a written proposal for review and will present their concepts to various groups of judges through verbal presentations, question and answer periods, and posters.

1. Mentors and educators may assist teams in preparation for the competition; however, they may not prepare the written materials or posters. Their expertise is limited to acting as a sounding board for concept development.
2. Each team will set up a 10x10 foot trade show booth to demonstrate their restaurant concept. They will present their restaurant concept to judges as they rotate throughout the competition floor.

Concept Components	Description & Specifications
Written Proposal	• Restaurant Concept Description (2 pages maximum) • Floorplan and Selected Restaurant Space Scenario (1 page maximum) • Interior and Décor (2 pages maximum) • SWOT Analysis (1 page maximum • Organizational Chart (1 page maximum) • Menu (1 page maximum) • Recipes • Costing • Menu Pricing • Photographs (2 pages maximum) • Two Marketing Tactics (2 pages maximum per tactic, including sample)
Posters	• Two (2) 24x36 inch posters • Entirely flat and may not include 3-dimensional objects • Poster one (1) – sample menu and floorplan • Poster two (2) – one marketing tactic • If using a social media tactic – a QR code is allowed, but an image of the tactic must be included

3. Restaurant Concept must be located in ProStartville, USA. The strongest concepts use the selected location as an advantage.

   Teams should use the demographic, economic, and location information provided to develop a concept that responds to the needs of the ProStartville community. Strong proposals will demonstrate how the restaurant's menu, target market, operations, staffing, marketing, and financial strategy align with the opportunities presented by the city's residents, visitors, businesses, and attractions.

   While every team works within the same ProStartville framework, creativity is encouraged in how teams bring their concept to life and position it for success within the community.

About ProStartville, USA			
Population	275,508	***Year-Over-Year Population Change***	+2.6%

ProStartville, USA is a fictional city created exclusively for the South Carolina ProStart Invitational (SCPI). The geographic location of ProStartville is at the discretion of each team, allowing competitors to creatively position their concept in the region of the country that best supports their restaurant vision. While fictional, ProStartville is designed to reflect the opportunities and challenges of a vibrant, growing American community.

Home to a diverse mix of families, students, and young professionals, ProStartville features a thriving arts and entertainment scene, a large university with a strong athletic program, an international airport, and a collection of unique neighborhoods that each contribute to the city's character and culture. Together, these elements create a dynamic environment in which a variety of restaurant concepts can succeed.

Demographic Profile			
Median Age	31.8 years	***Gender***	49% Male • 51% Female
Age Distribution	0–9: 8% • 10–19: 12% • 20–29: 26% • 30–39: 16% • 40–49: 11% • 50–59: 10% • 60–69: 9% • 70+: 8%		
Families	33% of population	***Foreign-Born Population***	13%
Median Household Income	$76,817	***Civilian Labor Force Participation***	65%
High School Graduate or Higher (Age 25+)	96%	***Bachelor's Degree or Higher (Age 25+)***	59%

4. Teams will select one (1) of the four (4) provided restaurant space scenarios provided. Teams may enhance their selected scenario but the team may not change the set parameters.

   For example, a team selects the freestanding option but explains that many of the offices are actually open seven days a week so it's always busy.

Scenario	Location Description	Advantages	Considerations
Freestanding	Located on Main Street between the county courthouse and the ProStartville Community Center.	High visibility; strong daytime foot traffic.	Business district activity may result in slower evenings and weekends.
Airport	Located in Concourse B of ProStartville International Airport, beyond TSA security.	Consistent traveler traffic; strong seasonal demand.	Customer base is limited primarily to travelers and airport employees.
Food Truck	Mobile operation that can serve multiple locations and events throughout ProStartville.	Maximum flexibility to reach customers where demand is highest.	Limited workspace and storage require efficient operations and dependable staff.
Strip Mall	Located near the university alongside a nail salon, craft store, bank, and other developing businesses.	Benefits from university traffic and growing commercial activity.	Increased visitor traffic may create parking challenges.

The Management team may collaborate with their state's Culinary team on the menu and recipe items, including recipe development, costing, pricing and photography.

Competition Segments and Scoring

Segment	Time (in minutes)	Possible Points
Pre-Presentation Day		
Materials Check-In	Open Check in during allotted timeframe Sunday, March 14 from 3:00pm to 4:00pm	5
Presentation Day		
Report and Setup	5	
Concept	10	30
Menu	10	35
Break	10	
Marketing	10	40
Critical Thinking A	10	55 (total)
Critical Thinking B	10	
Operations	10	30
Break	10	
Menu & Costing	10	5
Break	5	
Judge Feedback	10	
Totals	**~1 hours, 50 minutes**	**200 points**

In the event of a tie:

- The tied team with the highest number of Critical Thinking points will be awarded one (1) additional point to break the tie.
- Teams will only be evaluated on information and materials requested in these rules.
- If a team has scores from multiple rounds of judging in a single segment, the scores will be averaged (e.g., two (2) rounds of critical thinking).

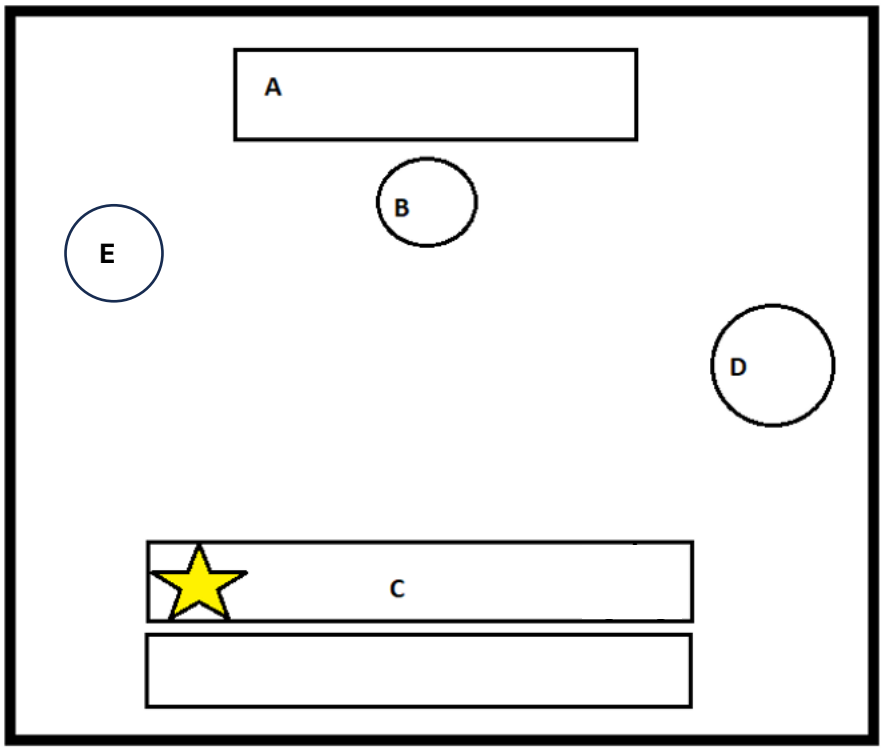
Competition Schedules

Competition schedules will be distributed in advance of the event once all teams have been identified. The schedule will include assigned start and finish times for all competition segments. All schedules are subject to change and will be communicated with as much advance notice as possible.

Equipment & Workspace

Item	Notes
Provided at Presentation Booth	
Two (2) Poster Boards on Easels	Used to affix posters at competition booth
Eight (8) Binder Clips	Used to affix posters at competition booth More binder clips are available upon request

Management Station Blueprint



Area	Description & Specifications
(A) Competition Booth	• Teams will remain at their booths from the time they report and setup until the competition is over, and they are escorted to judge feedback. • During competition, each judge category grouping will rotate between all teams.
(B) Team Table	• Teams' two (2) posters and copies of three (3) proposals will be placed here prior to report and setup.
(C) Spectator Seating	• Outermost front-row seat reserved for Team Ambassador.
(D) Judge High-Top Tables	• Reserved for judges to discuss and enter notes in between category rotations. • Please refrain from placing any personal items on these tables.
(E) Team Manager	• Team Manager designated seating area in the booth.

Evaluation Criteria, Penalties and Disqualifications

Evaluation criteria for each judging category, Management penalties, and general- and Management-specific disqualifications are included in the Sample Management Competition Score Sheet.

MANAGEMENT COMPETITION RULES

Team Proposal Submission

Each team must create a written proposal that allows judges to review preparation and execution of the restaurant concept. Teams are required to provide the following, with specifications, procedures and deadlines in the next sections:

1. A digital, written version of the concept proposal with the required documentation prior to the competition.
2. Fifteen (15) identical printed copies to be turned in at Management Check-in for in-person judge review.
3. One manila folder with the school name and an additional copy of the sample menu, recipes, photographs, and costing and menu pricing worksheets.
4. Two (2) posters for display in their booth.

Materials Formatting

- The digital and hard copy proposals must be identical.
- All fifteen (15) printed copies must be identical.
- Typed, 12 point, Times New Roman or Arial font, 1-inch margins.
- Printed on 8 ½" x 11" white paper, **double-sided**, **and stapled** (not in a folder, spiral bound, binder, etc.).
- Front cover must include only the following information: school name, names of team members, concept name, concept logo, and year. Style and font of the cover page should match the contents.
- Sections should be separated by tabs, with each tab labeled with its corresponding section. When assembling, teams should print each section of their proposal rather than printing the entire proposal at once. This will better allow for tabs to separate each section. Note: Tabs do not need to be a single page; they may be attached to proposal pages.
- All documentation must be on the official templates provided in the rules exhibits.

Materials Requirements	
All packets must include the following documents and all the listed elements. *Teams should utilize Foundations of Restaurant Management & Culinary Arts Levels 1 and 2 when crafting their written proposals. Definitions, explanations, and examples of complex topics are included throughout the curriculum and can provide sufficient background knowledge for teams to develop unique and creative concepts. Additional research and use of outside resources is also encouraged.*	
Restaurant Concept Description Maximum two (2) pages	• Type of establishment • Purpose and impact • Meals served (breakfast, lunch, dinner, etc.) • Hours of operation • Type of cuisine served • Target market within the fictional city of ProStartville (defining characteristics, demographics, business/leisure, etc.)
Floorplan and Selected Restaurant Space Scenario Maximum one (1) page *Exhibit G*	• Identify restaurant space scenario : Freestanding, Airport, Food Truck, Strip Mall • Basic floorplan of the restaurant's layout – front of house and back of house required • Handwritten or electronically diagrammed • As close to scale as possible – scale will not be judged • Convey the restaurant's flow and inclusion of features necessary to run a restaurant
Interior and Décor Maximum two (2) pages	• Description of interior and décor for the restaurant concept • May include photos, samples of paint, etc. • Entirely flat and printed on paper

Materials Requirements	
SWOT Analysis Maximum one (1) page	• Strengths, Weaknesses, Opportunities, and Threats analysis
Organizational Chart Maximum one (1) page *Exhibit H*	• List of positions necessary to staff the restaurant • Demonstration of the reporting structure for the restaurant • It is not mandatory to include how many staff will fill each position • Charts should not be hand drawn
Menu Maximum one (1) page	• Must support restaurant concept • Includes exactly twelve (12) menu items • Representative of how information would be communicated to customers • Must include pricing • Even if a team has developed a build-your-own concept, the 12 menu items must all be composed dishes with static ingredients • Dishes should exemplify a team's unique concept • Menu items that offer ingredient choices or substitutions will result in a penalty for the menu containing fewer or greater than twelve (12) menu items
Recipes No Page Limit *Exhibit B*	• Recipes for the same one (1) of the twelve (12) menu items • Use official template • Must include acknowledgements and sources in MLA format • Must be written in logical sequence
Costing No Page Limit *Exhibit C*	• Costing information for the same one (1) of the twelve (12) menu items • Use official template • All items printed single sided • Must include acknowledgements and sources in MLA format • Recipe cost must be calculated for each individual recipe • Small amounts of kosher/table salt and black pepper may be priced at 1% of the total recipe cost • Oil for deep frying may be priced at 2% of the total recipe cost • Everything else must be costed out, including garden-grown ingredients
Menu Pricing No Page Limit *Exhibit D*	• Prices for the same one (1) of the twelve (12) menu items • Use official template • Calculated at 33% food cost percentage • May be rounded up after applying the 33% food cost percentage for a more realistic price • Final calculation before rounding must be indicated
Photographs Maximum two (2) pages	• Prepare and photograph at least one (1), and up to four (4), menu items • Must be made by the team • Should not be stock photo, clip art, or other published images

Marketing Tactics
Maximum two (2) pages per tactic, including sample
	• Present two (2) traditional tactics or one (1) traditional and one (1) social media tactic
	• Include tactic description, tactic goal, detailed budget with associated costs (use local rates, list rate sources), ROI, paper-based sample
	• At least one traditional tactic from the list below
	  ○ Print or digital ad – mockup of ad
	  ○ Radio commercial – script
	  ○ TV commercial – storyboard
	  ○ Public relations campaign – sample press release
	  ○ Promotional giveaway items – photo or mockup
	  ○ Email or mail campaign – email text and mockup of accompanying artwork
	• The other tactic may be traditional or social media

Materials Requirements	
	○ Video (20-second limit) – Uploaded to SCRLF Dropbox and accessible via QR code with management proposal on the paper-based sample ○ Promotional post – Uploaded to SCRLF Dropbox with management proposal along with a screenshot on paper-based sample ○ Specific to one (1) social media platform (Instagram or Facebook) ○ Use the following cost-per-click amount (the amount team spends per the cost of each click the ad receives) ▪ Instagram - $1.53 per click ▪ Facebook - $0.51 per click • All content produced by the team but may feature an influencer • Enlisting the services of a PR firm or 3rd party agency is strictly prohibited • Required Return on Investment (ROI) formula ○ (Return [profit] – investment [expense] / investment [expense] x 100
One (1) Manila Folder	• Sample menu • Recipes • Photographs • Costing and menu pricing worksheets • Label with state name only • School name should not be included
Two (2) Posters	• 24” x 36” in size • Must be entirely flat • May not include 3-dimensional objects • Should be able to be rolled up when fully constructed • Poster one (1) ○ Sample menu ○ Floorplan • Poster two (2) ○ One marketing tactic and tactic ROI

Proposal Submission Requirements

Digital Submission

Submit all proposal materials as one PDF document to Christal@scrla.org by **Thursday, February 24, 2027.**
If team elects to utilize social media marketing reel/post, upload to Christal@scrla.org **Thursday, February 24, 2027**.

Minor corrections and adjustments are permitted after submission; major changes are not allowed. Review the Standard of Change section or contact event Organizers if you have questions regarding whether a change is considered minor.

Hard-Copy Submission (submitted at Check-in)

- Submit fifteen (15) identical hard copy packets for judge review (3 will be placed in booth for competition)
- One (1) manila folder with school name on front and include:
  - Sample menu
  - Recipes
  - Photographs
  - Costing and menu pricing worksheets
  - School name should not be included
- Two (2) Posters

Please review the Management Competition Checklist for competition deadlines, proposal outline, and other general competition requirements.

Standard of Change and Proposal Review

To promote student-led innovation and creativity, team submissions must represent original work and may not be significantly repetitive of materials submitted to SCPI within the previous three competition years.

The SCRLF will review all proposals for originality and adherence to the Standard of Change.
Feedback will be provided to teams no later than **Thursday, March 1, 2027**, allowing sufficient time for approved revisions prior to competition. Revised digital proposals should be submitted to Christal@scrla.org by **Wednesday, March 3, 2027**.

Teams are encouraged to review the Standard or Change during menu development to ensure compliance. Submitting work—or portions of work—that has previously been submitted to SCPI may result in immediate team disqualification, either before or during the event.

Requirement	Expectations	Notes/Deadlines
Proposal Originality	All eleven (11) components of the Management concept proposal must be unique and not significantly repetitive of work submitted to SCPI within the previous three years.	Failure to meet the Standard of Change may result in disqualification.
Proposal Changes	Teams making revisions after the initial submission must include a change summary page immediately following the cover page. The summary must identify all changes and the page number where each change was made.	Required with any revised proposal submission.
Video or Promotional Post Submission	Teams must submit their required video or promotional post to the SCRLF Dropbox.	February 24, 2027
Revised Proposal Submission	Teams must submit a digital copy of the revised proposal, including annotated changes, to Christal@scrla.org for advance judge review.	March 3, 2027
Judge Review	Revised proposals will be provided to judges prior to the competition to facilitate evaluation and feedback.	SCRLF will distribute materials after the February 24th deadline.

Materials Check-In

Not Timed | 5 points

Materials Check-in is the first segment of the competition, occurring on the Sunday before team presentations begin.

Teams will have Open Check in during allotted timeframe Sunday, March 14, 2027, from 3:00pm to 4:00pm for Materials Check-in timeframe prior to attending the event. Teams must report during timeframe

All team members must be present and in uniform. The Team Manager is expected to fully participate in the Check-in segment.

Teams will:

- Submit their fifteen (15) written proposals
- Submit one (1) manila folder with school name, sample menu, recipes, photograph(s), costing and menu pricing worksheets
- Submit two (2) 244" x 36" posters, rolled for storage

Policies and Procedures

- Teams, teacher(s), and mentor may observe only, from a designated area, during the entire Product Check-in process.
- Parents, chaperones, and/or any other team supporters are not allowed to observe any portion of Product Check-in.
- Food and/or drinks unrelated to a team's check-in are prohibited.

Uniform Requirements

Element	Specifications	When to Wear
Dress Shirt	Collared, solid color, ¾- or long-sleeved *Only ProStart logo and sponsor names are permitted; no other logos are permitted – including concept logos*	All Segments
Dress Pants or Skirts	Appropriate and professional *Khakis allowed; jeans prohibited*	All Segments
Shoes	Professional, suitable for business meeting, closed toe and heel, heel height no more than three (3) inches	All Segments
ProStart Logo	Positioned on right or left chest Printed on shirt OR SCRLAF ProStart-provided pin, if uniform does not include ProStart logo	Presentation Day
Mgr. Armband	MUST wear item provided	Presentation Day

MATERIALS CHECK-IN SEGMENT NOTES

Teams are responsible for storing all materials pre-competition.

Teams will receive:

- ProStart Pins (only if uniform does not include ProStart logo)

Any team that arrives to check-in with incomplete items has until the end of the check-in time to resubmit completed items.

Items not submitted by close of check-in time will not be accepted at a later time.

Judging and scoring is based on the initial check-in by the team.

Judges will not provide feedback on content at this time and will only notify teams of completion status.

UNIFORM REQUIREMENTS SEGMENT NOTES

Neckware of any sort (e.g., necktie, bowtie, bolo tie, etc.) should not be worn.

Team uniforms should reflect a professional event, not their restaurant concept.

RELATED PENALTIES

Team not dressed in uniform — 5pts

Posters do not meet specifications or include additional information — 5pts

DISQUALIFICATIONS

Team submitted work, or parts of work, that was previously submitted.

Team does not check in for Management Check-In on time or at all.

Report to Competition

5 Minutes | Not Scored (Penalty assessed for late arrival)

On Presentation Day, teams will report to competition no later than five (5) minutes before their assigned Report to Competition time. Teams who arrive earlier may be instructed to leave the area and return at their assigned report time.

Teams will:

- Report to the Management Competition floor
- Use an additional five (5) minutes to set up their booth

Policies and Procedures

- Team posters and three (3) copies of the Written Proposal will be in the assigned booth prior to arrival.
- Students should not enter their booth until instructed to do so by Event Organizers.

Competition Flow

Competition includes seven (7)-minute presentation segments for each judging category.

- During this time, students will present on the relevant section of their concept, reference their posters, and answer judge questions.
- Each set of judges will rotate to the next booth at the conclusion of this seven (7)-minute period.
- There will be a three (3)-minute break, and announcement of the next group of judges before the next judges arrive.

Concept | 30 pts

- Teams should be prepared to clearly describe their restaurant concept, including its purpose, target market, distinguishing characteristics, and overall value proposition.
- Presentations should demonstrate how demographic and market data from ProStartville support the concept and explain how the SWOT analysis influenced business decisions, strategic planning, and long-term viability.
- Teams should be able to confidently explain why their concept fills a need in the market and what positions it for success.

Menu | 35 pts

- Teams should be prepared to explain how their menu supports the restaurant concept, appeals to the target market, and contributes to overall business success.
- Presentations should demonstrate thoughtful menu development, including item selection, menu descriptions, pricing strategy, and how menu offerings align with the concept's brand, customer expectations, and operational capabilities.
- The intent is for teams to develop a menu featuring only twelve (12) menu items. This may be treated as a representative of the concept's broader menu.

REPORT TO COMPETITION
SEGMENT NOTES

Once teams report, they are not allowed to communicate with or receive assistance from anyone outside of Event Organizers, Judges, Assigned Team Ambassador.

Each student may bring a bottle of water and notecards into the booth. No other items are permitted.

Teams may not shake hands, distribute materials, or use additional materials. Any relevant materials must be included in the written proposal.

RELATED PENALTIES

Team not dressed in uniform — 5 pts

COMPETITION FLOW
SEGMENT NOTES

There may be more than one round of judging per segment. Scores from multiple rounds will be averaged (i.e., two rounds of critical thinking).

RELATED PENALTIES

Restaurant concept not located in ProStartville or does not match one of the provided restaurant space scenarios — 5pts

Menu Item Description

- Anything packaged together for one price counts as one item
- Outline a menu with twelve (12) feature items or guest favorites
- Build-your-own dishes, or any dishes featuring substitution options, will result in a penalty. Teams may still develop a build-your-own restaurant concept, but the 12 items featured on the menu must be composed dishes with static ingredients.
- An exception to this rule is a table d'hôte menu or prix fixe menu. In those cases, each dish that makes up the table d'hôte or choice for prix fixe counts as one menu item. (See FRMCA Level 2, 1st Edition, pp. 473-74, 2nd Edition, pp. 28-29, 3rd Edition, p. 46.)

Sample Menu

On the sample menu below, there are examples of how to count menu items. Item count is indicated in red.

Appetizers	Salads
Calamari (1) $8.00 Fresh, tender squid lightly floured then deep fried, served with lemon wedges and homemade marinara sauce ***Spinach and Artichoke Dip*** (2) $7.50 Warm blend of creamy spinach, tender artichokes, and melted Asiago and Parmesan cheeses. Served with tortilla chips.	***House*** (3) $6.50 Spring greens, avocado, roasted peppers, onions, shredded carrots, tomatoes & balsamic dressing ***Crazy*** (4) $8.50 Chicken breast, goat cheese, spring greens, crushed walnuts, bacon, roasted peppers, onions & balsamic dressing ***Wild Alaska Salmon*** (5) $10.50 Alaska salmon, spring greens, tomatoes, sliced lemon & balsamic dressing
Sandwiches	**Entrees**
Best Burger (6) $8.50 ¼ lb. beef patty, pickle, tomatoes, sauteed onions, spring greens, cheddar cheese. Served with fries. ***Best Chicken*** (7) $8.00 Chicken breast, spring greens, tomatoes, onions & basil mayo. Served with pasta salad. ***Garden Burger*** (8) $7.00 Veggie patty, sun-dried tomato pesto, spring greens, avocado, tomatoes, onions, shredded carrot & basil mayo. Served with mix green salad.	***Pot Roast Dinner*** (9) $15.75 Piled high with cippolini onions, carrots & mushrooms over mashed potatoes, served au jus ***Chili Glazed Salmon*** (10) $16.50 Served over a roasted vegetable & quinoa pilaf finished with micro greens ***Chicken Pot Pie*** (11) $13.00 Alaska salmon, spring greens, tomatoes, sliced lemon & balsamic dressing
Desserts	**Beverages**
Cake of the Day (12) $4.00 ***Ice Cream Sundae*** (13) $3.50	***Soda*** (14) $2.00 ***Housemade Lemonade*** (15) $2.50 ***Brewed Coffee*** (16) $1.50

Total menu count is 16 – (Appetizers 2, Salads 3, Sandwiches 3, Entrees 3, Desserts 2, Beverages 3)

Menu pricing should reflect the plated menu item.

SEGMENT NOTES

The twelve (12) selected menu items should serve as the true highlights of the restaurant's brand and concept.

Teams are not permitted to present a menu with a Build Your Own concept for the purpose of competition.

Teams may acknowledge opportunities to integrate "Build Your Own" options in the concept's broader menu.

For beverages, each item of the same variety that is individually priced counts as one (1) menu item. For beverages, each item of the same variety that is individually priced counts as one (1) menu item. The total # of items below is four (4).

Brewed Coffee

S - $1.75 M - $1.95
L - $2.00 XL - $2.15

RELATED PENALTIES

Posters do not meet specifications or include additional information — 5pts

Team submits more or fewer than twelve (12) menu items — 5pts

Team includes an alcoholic beverage or any adult consumables are one of their menu items — 5pts

Operations | 30 pts

- Teams should be prepared to explain how the restaurant will function on a day-to-day basis, including facility layout, customer flow, staffing structure, organizational design, and operational procedures.
- Presentations should connect floorplan and décor decisions to the guest experience while demonstrating how operational efficiencies support profitability, employee effectiveness, and customer satisfaction.

Menu & Costing | 35 pts

- Teams should be prepared to explain how their menu supports the restaurant concept, appeals to the target market, and contributes to overall business success.
- Presentations should demonstrate thoughtful menu development, including item selection, menu descriptions, pricing strategy, and how menu offerings align with the concept's brand, customer expectations, and operational capabilities.

Critical Thinking | 55 pts

- Critical Thinking Judges will question each team and evaluate their critical thinking skills and ability to react to management challenges.
- The Judges will present each team mini-scenarios from four (4) of the following seven (7) categories:
    - Safety and Sanitation
    - Customer Service
    - Social Media
    - Human Resources and Staffing
    - Menu Development and Design
    - Marketing
    - Concept Knowledge
- All teams will be evaluated on the same categories – the chosen categories will not be distributed at check-in. The team will present how they would address that scenario from the context of their unique restaurant concept.
- Teams should be prepared to analyze business scenarios, explain their decision-making process, and demonstrate a strong understanding of restaurant and hospitality operations.
- Responses should reflect sound business judgment, application of industry knowledge, and the ability to think strategically when addressing operational, financial, marketing, or customer-service challenges. Judges will look for thoughtful reasoning, confidence, and the ability to adapt ideas when presented with new information.

ALL MANAGEMENT PENALTIES

ALL penalties worth 5 pts

Proposal missing, incomplete, or late.

Team not in uniform.

Posters do not meet specifications.

Concept not in ProStartville/approved scenario.

Menu contains more or fewer than 12 items.

Alcoholic beverage/adult consumable on menu.

Recipes submitted for more/fewer than 1 menu item.

Costing worksheets submitted for more/fewer than 1 menu item.

More/fewer than 1 menu pricing worksheet.

More/fewer than 2 marketing tactics.

Alcohol-related marketing tactic used.

RELATED MANAGEMENT DISQUALIFICATIONS

Unauthorized coaching or communication.

Missed required SCPI event or segment.

Unsafe, illegal, or unsportsmanlike conduct.

Previously submitted work.

Failed to report to competition on time.

Failed to compete in a required segment.

Sample Critical Thinking Scenarios

Social Media

- A guest leaves a negative comment of your restaurant on a popular restaurant review website. How would you handle?
- Someone posts a bad comment on your restaurant's Facebook page. What should you do?

Safety & Sanitation

- While pulling out the beef for your signature ribeye, your prep cook notices that the walk-in seems a bit warm. What do you do?
- While cutting lemon wedges for iced teas, your server finds a moldy lemon halfway through the box of lemons. What should the server do?
- We see that you have a line cook position. While the line cook is carrying your signature soup, he slips in a puddle of water by the dish area. What do you do?

Customer Service

- A reservation for a party of 4 is showing up in your system as cancelled, yet they have arrived and checked in. What will you tell them?
- A guest chokes on a toothpick on their way out the door. What do you do?

Human Resources & Staffing

- One of your employees reports that he is being bullied by another employee. How would you address this? Who would you speak to first?
- A guest calls the day after dining and complains that the server added an extra $5 to the tip the guest left. How do you address this?

Marketing

- In the coupon you printed in the newspaper, you forgot to put an expiration date. Two months later, a table presents it for redemption. What do you do?

Menu Development and Design

- You don't sell as much of the filet as you anticipated on Friday night. What will you do with the extra filets?
- A guest at your steakhouse is a vegetarian. What can you serve them?

Concept Knowledge

- Due to your location, you serve a high-volume during lunch. However, dinner tickets are down. What can you do to increase dinner volume?
- A restaurant very similar to yours opens up across the street. How do you compete?

SEGMENT NOTES

Team Manager may not answer questions directly, but may join the team as a consultant during assigned break segments.

Marketing | 40 pts

- Teams may submit two traditional marketing tactics, or one traditional marketing tactic and one social media marketing tactic.
- Teams MAY NOT submit two social medial marketing tactics.
- Teams should be prepared to explain their overall marketing strategy, including why specific tactics were selected and how those tactics support the target market and restaurant concept.
- Presentations should demonstrate an understanding of budgeting, anticipated results, return on investment, and the role each marketing activity plays in generating awareness, attracting guests, and supporting business goals. Teams should be able to articulate both the creative and financial reasoning behind their decisions.

Traditional Marketing Tactics

- For the traditional marketing tactic, website and social media presence are not tactics in and of themselves. For example, Sprinkles Cupcakes uses twitter for a "whisper words" promotion. Each day a "whisper word" is announced via the official Sprinkles Twitter account, and the first 50 patrons to whisper the word-of-the-day receive a free cupcake. In this example, Twitter is the vehicle for the promotion. The marketing tactic employed is actually sample/free product.

Traditional Marketing Tactics Include:

Tactic	Definition	Examples
Advertising	Paying to present or promote an operation's products, services, or identity.	Newspaper, Radio, Magazine, Billboard, Metro Transit, Digital advertisements on social media or billboards
Promotions	Incentives to entice customers to patronize an operation.	Frequent shopper program, Special Pricing, Special Events, Samples, Contest or Sweepstakes, Signage & Display Materials, Merchandising, Carryout & Door Hanger Menu
Public Relations	The process by which an operation interacts with the community at large.	Hosting a Charity Event, Press Release, Sponsoring a Team or Event
Direct Marketing	Making a connected effort to connect directly with a certain segment of the market.	Post Card Mailing Campaign, E-mail Campaign, Deal of the Day Website (Groupon, Living Social, etc.)

MARKETING SEGMENT NOTES

Teams should be careful to avoid combining tactics. For instance, offering free shirts at a street fair consists of two tactics: a promotion and public relations.

RELATED PENALTIES

More/fewer than 2 marketing tactics — 5pts

Alcohol-related marketing tactic used. — 5pts

Social Media Marketing Tactics

- For the social media marketing tactic, the social media platform itself is not the marketing tactic; rather, it is the vehicle used to deliver and amplify the tactic. Teams should focus on the specific promotional strategy being implemented and explain how social media supports the achievement of their marketing goals.
- For example, a restaurant might use Instagram to promote a limited-time offer, host a giveaway, showcase behind-the-scenes content, highlight menu items, feature customer testimonials, or build community engagement. In each case, Instagram or Facebook serves as the communication channel, while the actual marketing tactic is the promotion, campaign, or customer engagement strategy being executed.
- The video or promotional post created by teams should reinforce the restaurant's brand identity, clearly communicate the concept, and encourage potential customers to take action, such as visiting the restaurant, attending an event, trying a featured menu item, or engaging with the brand online.

Social Media Marketing Tactics Include:

Tactic	Definition	Examples
Video	Promoted short form videos, with captions	Instagram story, Instagram reel, Facebook reel
Promotional Post	Promotion posts with images and captions	Instagram reel, Facebook reel

Post-Presentation & Feedback

- After the final judge rotation of the competition is complete, all teams will receive a five (5)-minute break.
- The entire team (including the team manager) will then be escorted to the Feedback Room at the designated time for a ten (10)-minute feedback session from the judges.
- A maximum of four people comprised of designated teacher(s), mentor(s), and state coordinator(s) are allowed to be present to observe only during the Feedback sessions.
- After feedback, teams will be escorted back to their booths.
- Teams must remove their posters from their booths and may collect their presentations.
- Teams take their posters to their state-assigned frame in the Hall of Champions for display.

MARKETING SEGMENT NOTES

If a team chooses to utilize a social media tactic, they may only choose from two platforms: Instagram and Facebook.

FEEDBACK SEGMENT NOTES

Any communication with the team by outside parties, including teacher(s), mentor(s), state coordinator(s) or other observers is prohibited during this time.

Team managers may fully participate in the feedback segment.

2027 South Carolina ProStart Invitational®

EXHIBITS

Exhibit A: Proposal Folder Examples

Competition	Item	Examples
Culinary	Team Proposal Submission: Hard Copy Folder or Binder	 link  link
Management	Team Proposal Submission Manila Folder	 link

Exhibit B: Recipe Worksheet Example

School Name: **Your School Here**

Educator Chef Jane Doe

Menu Item	Ratatouille		
Dish Element *(e.g., Protein, garnish, sauce, etc.)*	Accompaniment (Vegetable)		
Number of Portions	500	***Portion Size:***	5 ounces
Cooking Method(s)	Sauté		
Recipe Source	Lagasse, Emeril. "Ratatouille." *Food Network,* http://www.foodnetwork.com/recipes/emeril-lagasse/ratatouille-recipe0.html. Accessed 30 September 2016.		

Ingredients	
Item	***Amount***
Olive oil	¼ cup
Yellow onion, small dice	1 ½ cup
Garlic, minced	1 tsp
Eggplant, medium dice	2 cups
Thyme	½ tsp
Green bell pepper, diced	1 cup
Red bell pepper, diced	1 cup
Zucchini squash, diced	1 cup
Yellow squash, diced	1 cup
Tomatoes, peeled, seeded, and chopped	1 ½ cup
Basil, chiffonade	1 tbsp
Parsley, chopped	1 tbsp
Salt and black pepper	TT

Procedure

Set a large 12-inch sauté pan over medium heat and add the olive oil.
Once hot, add the yellow onions and garlic to the pan.
Cook the onions, stirring occasionally, until they are wilted and lightly caramelized, about 5 to 7 minutes.
Remainder of procedures…

Exhibit C: Recipe Costing Worksheet Example

State Name: **Your School Here**

Educator Chef Jane Doe

Menu Item	Ratatouille		
Dish Element *(e.g., Protein, garnish, sauce, etc.)*	Accompaniment (Vegetable)		
Number of Portions	6	***Portion Size:***	5 ounces

Ingredient	*Purchase Unit*	*Purchase Cost*	*Unit Cost*	*Amount Needed*	*Ingredient Cost*
Olive oil	51 oz / 6.375 cup	$16.79	$2.634 / cup	¼ cup	$0.658
Yellow onion, small dice	1 lb / 4 cup	$1.40	$0.35 / cup	1 ½ cup	$0.525
Garlic, minced	1 head	$0.50	$0.10 / tsp	1 tsp	$0.100
Eggplant, medium dice	1 lb / 3 cup	$2.05	$0.683 / cup	2 cups	$1.367
Thyme	Harvested	$0.00	$0.00	½ tsp	$0.000
Green bell pepper, diced	1 lb / 4 cup	$2.30	$0.575 / cup	1 cup	$0.575
Red bell pepper, diced	1 lb / 4 cup	$1.07	$0.268 / cup	1 cup	$0.268
Zucchini squash, diced	1 lb / 2.5 cup	$1.93	$0.772 / cup	1 cup	$0.772
Yellow squash, diced	1 lb / 2.5 cup	$1.93	$0.772 / cup	1 cup	$0.772
Tomatoes, peeled, seeded, and chopped	1 lb / 2 cup	$2.40	$1.20 / cup	1 ½ cup	$1.80
Basil, chiffonade	Harvested	$0.00	$0.00	1 tbsp	$0.000
Parsley, chopped	Harvested	$0.00	$0.00	1 tbsp	$0.000
Herb Garden Seeds	3 seed packets	$8.00	$0.080 / recipe	Recipe share	$0.080
Soil/Compost	2 cu.ft. bag	$12.00	$0.120 / recipe	Recipe share	$0.120
Fertilizer	1 lb. bag	$6.00	$0.060 / recipe	Recipe share	$0.060
Water	Seasonal usage	$1.00	$0.010 / recipe	Recipe share	$0.010
Pest Control	24 oz. bottle	$8.00	$0.080 / recipe	Recipe share	$0.080
Tool Depreciation	Seasonal allocation	$5.00	$0.050 / recipe	Recipe share	$0.050
Garden Labor ($15.00/hr)	2 hrs	$30.00	$0.300 / recipe	Recipe share	$0.300

Subtotal	$7.537
1% for small amounts of salt and Pepper (Q Factor)	$0.075
2% for frying oil (if used)	$0.00
Total Recipe Cost	$7.612
Portion Cost	$1.269

Exhibit D: Menu Pricing Worksheet Example

State Name: **Your School Here**

Educator Chef Jane Doe

Menu Item	Ratatouille		
Menu Category	☒ ***Starter***	☐ ***Entrée***	☐ ***Dessert***

Recipe	***Portion Cost***
Ratatouille	$1.212
Couscous *(from additional recipe & costing sheets not provided in sample)*	$0.972
Garnish *(from additional recipe & costing sheets not provided in sample)*	$0.127
Total Plate Portion Cost	$2.311
Menu Price at 33% Food Cost	$7.003
Actual Price on Menu	$8.00

Exhibit E: Inventory List Example (Culinary)

School Name: **Your School Here**

Year: 2027

Educator Chef Jane Doe

Container Purpose	☒ ***Refrigerated Storage***	☐ ***Dry Storage***
Number of Items in Container	11	

Item	***Confirmed*** *(Column for Judge use only)*
Basil	
Eggplant	
Garlic	
Green Bell Pepper	
Parsley	
Red Bell Pepper	
Thyme	
Tomatoes	
Yellow Onion	
Yellow Squash	
Zucchini	

Exhibit F: Dishware (Culinary)

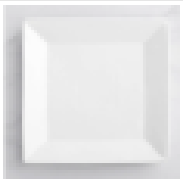
Dish	Size	Service	Sample
Round Large Plate	11”	7”	
Square Large Plate	10”	7”	
Round Medium Plate	9”	5.5”	
Square Medium Plate	8.5”	5.5”	
Round Small Plate (B&B)	6.5”	4”	
Square Small Plate (B&B)	5”	3.5”	
Bowls	6.5”	5”	
Rectangular Plate	14” x 7”	~11” x 4.5”	
Ramekin	1.5”	1.5 oz.	

Exhibit G: Sample Restaurant Floor Plan (Management)

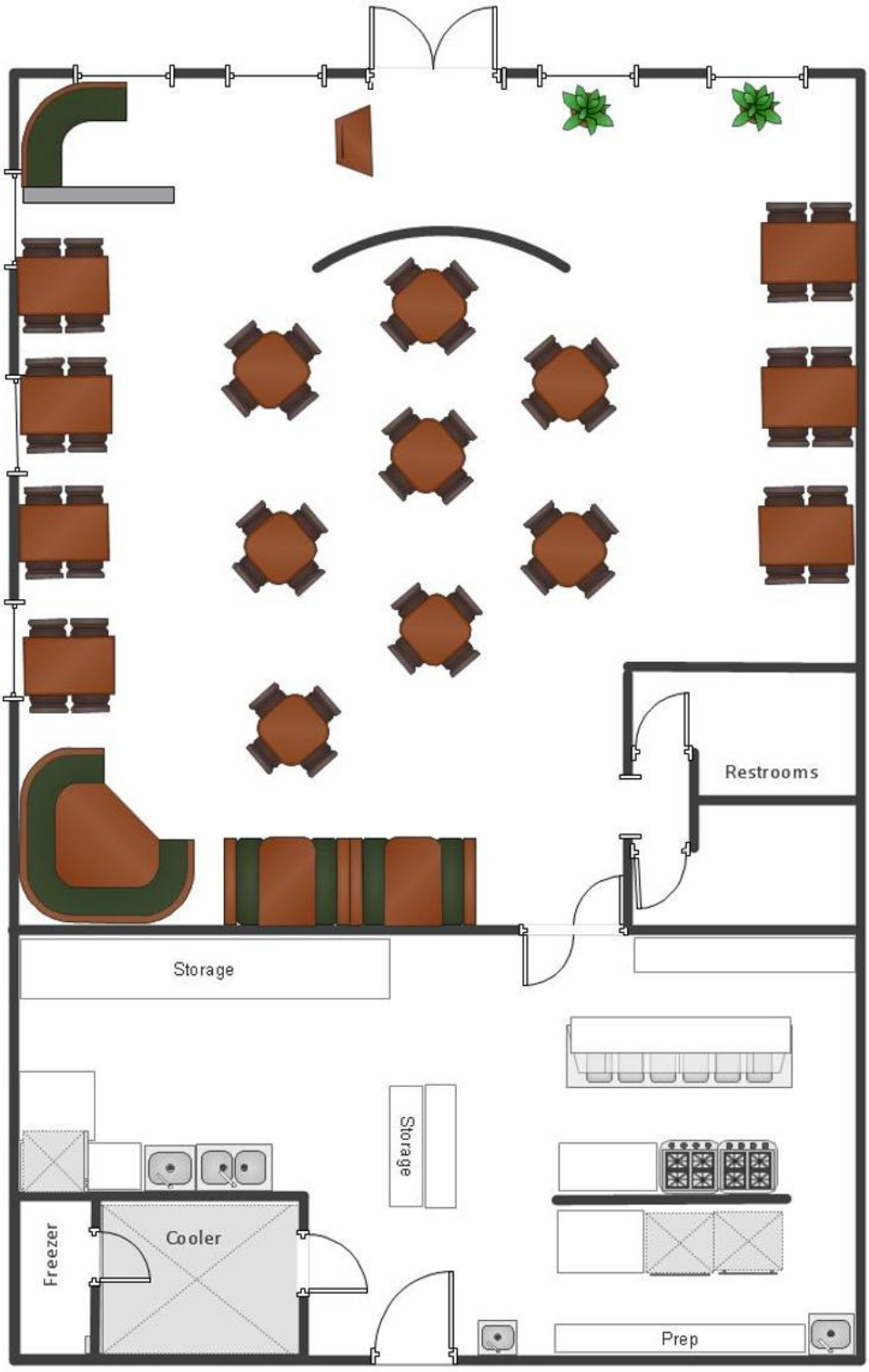
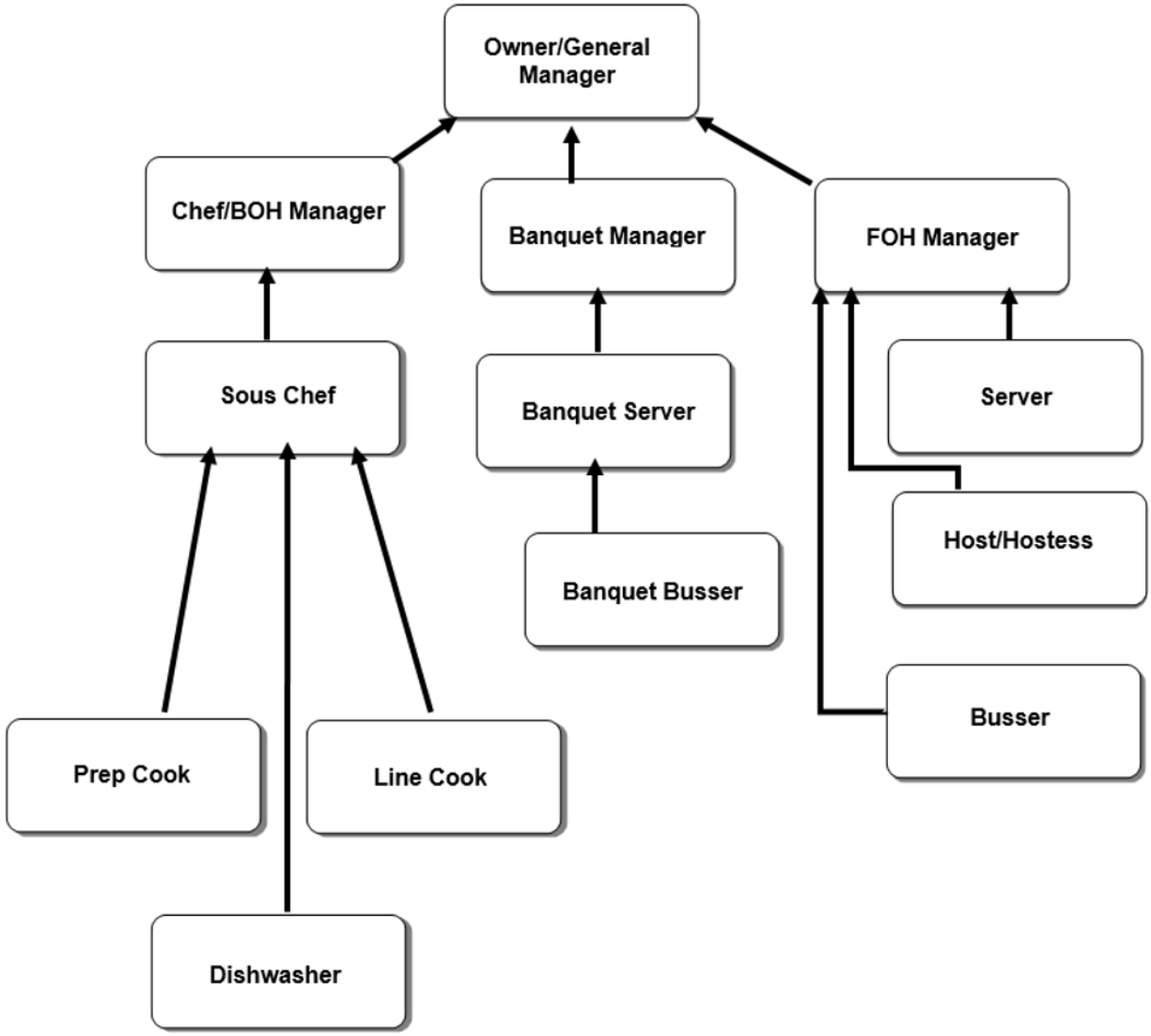


Exhibit H: Sample Organizational Chart (Management)

The Organizational Chart below is an example of the positions needed to staff a full-service restaurant with catering functions.



APPENDIX 1: Culinary Competition Supplemental Information

Sample Culinary Competition Timeline

Station	Team Report	Product Check In / Pictures	Team & Menu Introduction	Production Mise en Place	Start Cooking	Present Plates/ Skills Critique	Tasting Critique	Menu Critique	Clean Up	Sanitation Critique/ Dismissal	Out
1	7:00 AM	7:20 AM	7:50 AM	7:55 AM	8:15 AM	9:15 AM	9:25 AM	9:35 AM	9:40 AM	10:00 AM	10:05 AM
2	7:20 AM	7:40 AM	8:10 AM	8:15 AM	8:35 AM	9:35 AM	9:45 AM	9:55 AM	10:00 AM	10:20 AM	10:25 AM
3	7:40 AM	8:00 AM	8:30 AM	8:35 AM	8:55 AM	9:55 AM	10:05 AM	10:15 AM	10:20 AM	10:40 AM	10:45 AM
4	8:00 AM	8:20 AM	8:50 AM	8:55 AM	9:15 AM	10:15 AM	10:25 AM	10:35 AM	10:40 AM	11:00 AM	11:05 AM
5	8:20 AM	8:40 AM	9:10 AM	9:15 AM	9:35 AM	10:35 AM	10:45 AM	10:55 AM	11:00 AM	11:20 AM	11:25 AM
6	8:40 AM	9:00 AM	9:30 AM	9:35 AM	9:55 AM	10:55 AM	11:05 AM	11:15 AM	11:20 AM	11:40 AM	11:45 AM
7	9:00 AM	9:20 AM	9:50 AM	9:55 AM	10:15 AM	11:15 AM	11:25 AM	11:35 AM	11:40 AM	12:00 PM	12:05 PM
8	9:40 AM	10:00 AM	10:30 AM	10:35 AM	10:55 AM	11:55 AM	12:05 PM	12:15 PM	12:20 PM	12:40 PM	12:45 PM
9	10:00 AM	10:20 AM	10:50 AM	10:55 AM	11:15 AM	12:15 PM	12:25 PM	12:35 PM	12:40 PM	1:00 PM	1:05 PM
10	10:20 AM	10:40 AM	11:10 AM	11:15 AM	11:35 AM	12:35 PM	12:45 PM	12:55 PM	1:00 PM	1:20 PM	1:25 PM
11	10:40 AM	11:00 AM	11:30 AM	11:35 AM	11:55 AM	12:55 PM	1:05 PM	1:15 PM	1:20 PM	1:40 PM	1:45 PM
12	11:00 AM	11:20 AM	11:50 AM	11:55 AM	12:15 PM	1:15 PM	1:25 PM	1:35 PM	1:40 PM	2:00 PM	2:05 PM
13	11:20 AM	11:40 AM	12:10 PM	12:15 PM	12:35 PM	1:35 PM	1:45 PM	1:55 PM	2:00 PM	2:20 PM	2:25 PM
14	11:40 AM	12:00 PM	12:30 PM	12:35 PM	12:55 PM	1:55 PM	2:05 PM	2:15 PM	2:20 PM	2:40 PM	2:45 PM

Sample Culinary Competition Score Sheet

EVALUATION CRITERIA	*POOR*	*FAIR*	*GOOD*	*VERY GOOD*	*EXCELLENT*	*SCORE*
Product Check-In						
Including but not limited to: • Proper temperature • Proper packaging • Complete product inventory list(s) • Uniform and hygiene	1	2	3	4	5	
Work Skills/Organization						
Work Organization/ Teamwork Including but not limited to: • Utilization of a team plan • Mastery of skills required for individual tasks • Workload evenly distributed • Team cohesiveness • Communication • Professionalism • Proper Production Mise en Place • Proper time management	1	2	3	4	5	
Proper Cooking Procedures Including but not limited to: • Appropriate cooking method for product used • Required cooking techniques used minimum of two cooking methods from provided list • Cooking procedures done in a time efficient manner • Proper amount of product for recipe requirements • Effective use of remaining product • Proper pans and tools for intended use	1	2	3	4	5	
Degree of Difficulty Including but not limited to: • Creativity • Complicated techniques • Preparation of item during competition rather than using commercial product	1	2	3	4	5	
Team Presentation/Knife Skills						
Team Appearance Including but not limited to: • White chef coats, long sleeve • Loose, black or checkered pants • Uniform clean & presentable • Hard sole shoes • Hats, aprons, and arm band (provided) • Team uniformity	1	2	3	4	5	
Proper Knife Usage • Appropriate Selection Consistency • Accuracy • Safety • Waste	1	2	3	4	5	
Safety and Sanitation						
Follows Safety and Sanitation Procedures Including but not limited to: • Personal hygiene • Proper knife safety • Proper use and handling of food contact surfaces	1	2	3	4	5	
Proper Food Handling Including but not limited to: • Proper use of gloves • Appropriate temperature control of ingredients • Proper sanitation practices regarding food contact surfaces • Proper storage of food • Avoidance of cross contamination	1	2	3	4	5	

EVALUATION CRITERIA	*POOR*	*FAIR*	*GOOD*	*VERY GOOD*	*EXCELLENT*	*SCORE*
Work Area Cleaned Including but not limited to: • Work area cleaned in appropriate time frame • Dishes & equipment properly prepared for dishwashing and packing • Return of station to original condition	1	2	3	4	5	
Product Taste						
Product Taste – Starter A subjective category based on tasting judges' expertise	1-2	3-4	5-6	7-8	9-10	
Finished Product						
Appearance – Starter Including but not limited to: • Balance of color • Shape • Texture • Portion size	1	2	3	4	5	
Product Taste						
Product Taste – Entrée A subjective category based on tasting judge's expertise	1-3	4-6	7-9	10-12	13-15	
Finished Product						
Appearance – Entrée Including but not limited to: • Balance of color • Shape • Texture • Portion size	1	2	3	4	5	
Product Taste						
Product Taste – Dessert A subjective category based on judge's expertise	1-2	3-4	5-6	7-8	9-10	
Finished Product						
Appearance – Dessert Including but not limited to: • Balance of color • Shape • Texture • Portion size	1	2	3	4	5	
Menu and Recipe Presentation						
Presentation Including but not limited to: • Typewritten • Recipe structure • Menu presentation • Recipe costing • Menu pricing • Within food cost guidelines • Sources and acknowledgements listed	1	2	3	4	5	

GENERAL DISQUALIFICATIONS		
	Team and/or individual competitor failed to meet nationa/statel eligibility requirements.	
	Unauthorized coaching or communication.	
	Failure to attend required SCPI events and/or competition segments.	
	Unsafe, illegal, or unsportmanlike misconduct from team member(s) and/or adult supporters.	
CULINARY-SPECIFIC DISQUALIFICATIONS		
	Team submitted previously submitted work, in part or in full.	
	Team began a segment more than 10 minutes early.	
	Team finished a segment more than 10 minutes late.	
	Team arrived 10 or more minutes late to Report to Competition or after their assigned competition start time.	
	Team used a prohibited electrical/battery-operated device, additional burner, or additional heat source.	
	Team did not produce two (2) complete meals.	
	Team did not compete in a required segment.	
PENALTIES		
	Replacement product did not meet requirements and was discarded.	2 pts
	Menu and/or written proposal does not meet specifications, or was not submitted on time.	5 pts
	Team was not dressed in uniform.	5 pts
	Team did not submit folders with all required materials at Product Check-In.	2 pts
	Team arrived to Report to Competition late or after their assigned competition start time.	1/2 pt per 15 secs
	Team began any competition segment before their assigned start time.	1/4 pt per 15 secs
	Team did not finish any competition segment within their allotted time.	1/4 pt per 15 secs
	Presentation menu was not displayed at time of team presentation, or was not displayed in provided acrylic frame	1 pt
	Team Manager touched or handled any equipment or food when not allowed.	5 pts
	Use of dishware or glassware other than those provided by Event Organizers.	5 pts
	Knife cuts are not listed in the footer of the presentation menu.	1 pt
	Team presented knife cuts that were not approved.	1 pt
	Team did not use the required cooking method or did not use an approved cooking method.	1 pt
	Cooking methods are not listed in the footer of the presentation menu.	1 pt
	Team presented menu items that did not match submitted proposal or presented updated dishes that were not approved.	5 pts
	Use of prohibited equipment.	5 pts
	Use of prohibited ingredients.	5 pts
	Team produced two meals that are not identical.	2 pts
	Station left in unsanitary manner.	3 pts

Culinary Competition Checklist

Deadlines

☐	Submit electronic copy of culinary proposal	Thursday, February 24, 2027
☐	SCRLF Proposal feedback deadline (if applicable)	Thursday, March 1, 2027
☐	Revised Proposal Deadline *(Only changes requested by SCRLF and/or minor edits allowed)*	Wednesday, March 3, 2027

Culinary Proposal Documentation

- ☐ **Presentation Menu**
  - ☐ School Name at top of page
  - ☐ Course Descriptions
  - ☐ Course Prices
  - ☐ 2 Knife cuts in footer for judging
  - ☐ 2 Cooking methods in footer for judging
- ☐ **Starter Materials**
  - ☐ Recipe Worksheets: One for each element of the dish
  - ☐ Recipe Costing Worksheets: One for each element of the dish
  - ☐ Menu Pricing: One that combines all elements of dish
  - ☐ Plate Photograph
- ☐ **Entrée Materials**
  - ☐ Recipe Worksheets: One for each element of the dish
  - ☐ Recipe Costing Worksheets: One for each element of the dish
  - ☐ Menu Pricing: One that combines all elements of dish
  - ☐ Plate Photograph
- ☐ **Dessert Materials**
  - ☐ Recipe Worksheets: One for each element of the dish
  - ☐ Recipe Costing Worksheets: One for each element of the dish
  - ☐ Menu Pricing: One that combines all elements of dish
  - ☐ Plate Photograph

To Bring to Product Check-In

- ☐ **Full team present and in uniform (Aprons & hats not required at this time)**

- ☐ **8 hard copies of culinary proposal in softbound folders/binders**
- ☐ **All dry ingredients in ONE container**
- ☐ **All refrigerated ingredients**
- ☐ **Inventory Lists – Each container should have its own list!**
  - ☐ On official template
  - ☐ Ingredients alphabetized
  - ☐ Inside each container, in a plastic sleeve
  - ☐ Outside each container, in a plastic sleeve

To Bring at Report to Competition

- ☐ **Full team present and in uniform**
- ☐ **1 hard copy of presentation menu**
- ☐ **All equipment needed for menu production**
  - ☐ Containers fit guidelines specified in rules
  - ☐ Team can carry all equipment, speed rack, AND dry ingredients by themselves in one trip

For Dismissal

- ☐ **Clear all trash, debris and equipment from sheet pans and speed rack (either at workspace or in dishwashing)**
- ☐ **Return sheet pans and speed rack to designated area (do not leave at workspace or in dishwashing)**

Post-Competition

- ☐ **Pick up hard copy proposals from registration by 7 p.m. on the day of competition**

APPENDIX 2: Management Competition Supplemental Information

Sample Management Competition Timeline

Team	8:00 AM	8:05 AM	8:15 AM	8:25 AM	8:35 AM	8:45 AM	8:55 AM	9:05 AM	9:15 AM	Break	Feedback Sessions	Students Out
1	Report & Setup	Critical A	Critical B	Operations	***Break***	Menu	Marketing	Concept	***Break***		9:30 AM	9:40 AM
2	Report & Setup	Critical B	Operations	***Break***	Menu	Marketing	Concept	***Break***	Critical A		9:30 AM	9:40 AM
3	Report & Setup	Operations	***Break***	Menu	Marketing	Concept	***Break***	Critical A	Critical B		9:40 AM	9:50 AM
4	Report & Setup	***Break***	Menu	Marketing	Concept	***Break***	Critical A	Critical B	Operations		9:40 AM	9:50 AM
5	Report & Setup	Menu	Marketing	Concept	***Break***	Critical A	Critical B	Operations	***Break***		9:50 AM	10:00 AM
6	Report & Setup	Marketing	Concept	***Break***	Critical A	Critical B	Operations	***Break***	Menu		9:50 AM	10:00 AM
7	Report & Setup	Concept	***Break***	Critical A	Critical B	Operations	***Break***	Menu	Marketing		10:00 AM	10:10 AM
8	Report & Setup	***Break***	Critical A	Critical B	Operations	***Break***	Menu	Marketing	Concept		10:00 AM	10:10 AM
Team	**10:25 AM**	**10:30 AM**	**10:40 AM**	**10:50 AM**	**11:00 AM**	**11:10 AM**	**11:20 AM**	**11:30 AM**	**11:40 AM**	**Break**	**Feedback Sessions**	**Students Out**
1	Report & Setup	Critical A	Critical B	Operations	***Break***	Menu	Marketing	Concept	***Break***		11:55 AM	12:05 PM
2	Report & Setup	Critical B	Operations	***Break***	Menu	Marketing	Concept	***Break***	Critical A		11:55 AM	12:05 PM
3	Report & Setup	Operations	***Break***	Menu	Marketing	Concept	***Break***	Critical A	Critical B		12:05 PM	12:15 PM
4	Report & Setup	***Break***	Menu	Marketing	Concept	***Break***	Critical A	Critical B	Operations		12:05 PM	12:15 PM
5	Report & Setup	Menu	Marketing	Concept	***Break***	Critical A	Critical B	Operations	***Break***		12:15 PM	12:25 PM
6	Report & Setup	Marketing	Concept	***Break***	Critical A	Critical B	Operations	***Break***	Menu		12:15 PM	12:25 PM
7	Report & Setup	Concept	***Break***	Critical A	Critical B	Operations	***Break***	Menu	Marketing		12:25 PM	12:35 PM
8	Report & Setup	***Break***	Critical A	Critical B	Operations	***Break***	Menu	Marketing	Concept		12:25 PM	12:35 PM

Sample Management Competition Score Sheet

EVALUATION CRITERIA	POOR	FAIR	GOOD	VERY GOOD	EXCELLENT	SCORE
Check-In (5 points)						
Including but not limited to: • Arrival within timeframe • Items meet specifications • Complete submission • Uniform	1	2	3	4	5	
Concept (30 points)						
Description of Concept	1-2	3-4	5-6	7-8	9-10	
SWOT Analysis	1-2	3-4	5-6	7-8	9-10	
Presentation Skills	1	2	3	4	5	
Q & A – Depth of Knowledge	1	2	3	4	5	
Menu and Costing (35 points)						
Menu Matches Concept	1	2	3	4	5	
Description of 12 items	1	2	3	4	5	
Sample of how presented	1	2	3	4	5	
Photos	1	2	3	4	5	
Presentation Skills	1	2	3	4	5	
Q & A – Depth of Knowledge	1	2	3	4	5	
Menu Poster	1	2	3	4	5	
Marketing (40 points)						
Matches Concept	1	2	3	4	5	
ROI	1	2	3	4	5	
Tactic Budgets	1	2	3	4	5	
Samples	1	2	3	4	5	
Creativity	1	2	3	4	5	
Presentation Skills	1	2	3	4	5	
Q & A – Depth of Knowledge	1	2	3	4	5	
Marketing Poster	1	2	3	4	5	
Critical Thinking (55 points)						
Teamwork	1	2	3	4	5	
Presentation Skills	1	2	3	4	5	
Q & A – Depth of Knowledge	1	2	3	4	5	
Category 1	1-2	3-4	5-6	7-8	9-10	
Category 2	1-2	3-4	5-6	7-8	9-10	
Category 3	1-2	3-4	5-6	7-8	9-10	
Category 4	1-2	3-4	5-6	7-8	9-10	
Operations (30 points)						
Layout Selection & Floorplan	1-2	3-4	5-6	7-8	10	
Interior and décor	1	2	3	4	5	
Organizational chart	1	2	3	4	5	
Presentation Skills	1	2	3	4	5	
Q & A – Depth of Knowledge	1	2	3	4	5	
Menu and Costing (5 points)						
Recipes, Costing, Pricing	1	2	3	4	5	

GENERAL DISQUALIFICATIONS		
	Team and/or individual competitor failed to meet national/state eligibility requirements.	
	Unauthorized coaching or communication.	
	Failure to attend required SCPI events and/or competition segments.	
	Unsafe, illegal, or unsportsmanlike misconduct from team member(s) and/or adult supporters.	
MANAGEMENT-SPECIFIC DISQUALIFICATIONS		
	Team submitted previously submitted work, in part or in full.	
	Team did not arrive during allotted check-in window on the appropriate date or did not check in at all.	
	Team did not report to the competition floor on time.	
	Team did not compete in a required segment.	
PENALTIES		
	Written proposal does not meet specifications, or was not submitted on time.	5 pts
	Team was not dressed in uniform.	5 pts
	Posters do not meet specifications or include additional information.	5 pts
	Restaurant concept is not located in ProStartville or does not match one of the provided restaurant space scenarios.	5 pts
	Team menu includes more or fewer than twelve (12) items.	5 pts
	Alcoholic beverage or any adult consumable is used as a menu item.	5 pts
	Team submits recipes for more or fewer than one (1) menu item.	5 pts
	Team submits recipe costing worksheets for more or fewer than one (1) menu item.	5 pts
	Team submits more or fewer than one (1) menu pricing worksheet.	5 pts
	Team submits more or fewer than two (2) marketing tactics.	5 pts

Management Competition Checklist

Deadlines

☐	Submit electronic copy of management proposal and supplemental materials	Thursday, February 24, 2027
☐	SCRLF Proposal feedback deadline (if applicable)	Thursday, March 1, 2027
☐	Revised Proposal Deadline *(Only changes requested by SCRLF and/or minor edits allowed)*	Wednesday, March 3, 2027

Management Proposal Documentation

- ☐ **Restaurant Concept Description**
  - ☐ Type of establishment
  - ☐ Purpose and impact
  - ☐ Meals served
  - ☐ Hours of operation
  - ☐ Type of cuisine served
  - ☐ Target market
- ☐ **Floorplan of selected restaurant space scenario**
- ☐ **Description of interior and décor**
- ☐ **SWOT Analysis**
- ☐ **Organizational chart**
- ☐ **Sample menu**
- ☐ **Recipe Worksheet(s) for one menu item**
- ☐ **Costing Worksheet(s) for one menu item**
- ☐ **Menu Pricing Worksheet for one menu item**
- ☐ **Photo of one to four menu items**
- ☐ **Two Marketing Tactics**
  - ☐ Description
  - ☐ Goal
  - ☐ Budget
  - ☐ ROI
  - ☐ Sample
  - ☐ QR code linking to actual social media tactic, if one is used

To Bring to Materials Check-In

- ☐ **Full team present and in uniform**
- ☐ **15 hard copies of management proposal**
- ☐ **2 Posters**
- ☐ **Manila Folder**
  - ☐ School Name
  - ☐ Sample Menu
  - ☐ Recipe Worksheet(s)
  - ☐ Costing Worksheet(s)
  - ☐ Menu Pricing Worksheet
  - ☐ Photograph(s)

Post-Competition

- ☐ **Pick up hard copy proposals from registration by 7 p.m. on the day of competition**

2027 South Carolina ProStart Invitational®

Blank Worksheet Templates

Recipe Worksheet

School Name: _____

Educator _____

Menu Item			
Dish Element *(e.g., Protein, garnish, sauce, etc.)*			
Number of Portions		***Portion Size:***	
Cooking Method(s)			
Recipe Source			

Ingredients	
Item	***Amount***

Procedure

Recipe Costing Worksheet

School Name: _____

Educator _____

Menu Item			
Dish Element *(e.g., Protein, garnish, sauce, etc.)*			
Number of Portions		***Portion Size:***	

Ingredient	*Purchase Unit*	*Purchase Cost*	*Unit Cost*	*Amount Needed*	*Ingredient Cost*

Subtotal	
1% for small amounts of salt and Pepper (Q Factor)	
2% for frying oil (if used)	
Total Recipe Cost	
Portion Cost	

Menu Pricing Worksheet

School Name: _____

Educator _____

Menu Item			
Menu Category	☐ ***Starter***	☐ ***Entrée***	☐ ***Dessert***

Recipe	***Portion Cost***
Total Plate Portion Cost	
Menu Price at 33% Food Cost	
Actual Price on Menu	

Inventory List

School Name: _____

Year: _____

Educator _____

Container Purpose	☐ ***Refrigerated Storage***	☐ ***Dry Storage***
Number of Items in Container		

Item	***Confirmed*** *(Column for Judge use only)*