


Successfully Managing the Complexities of School Nutrition Programs



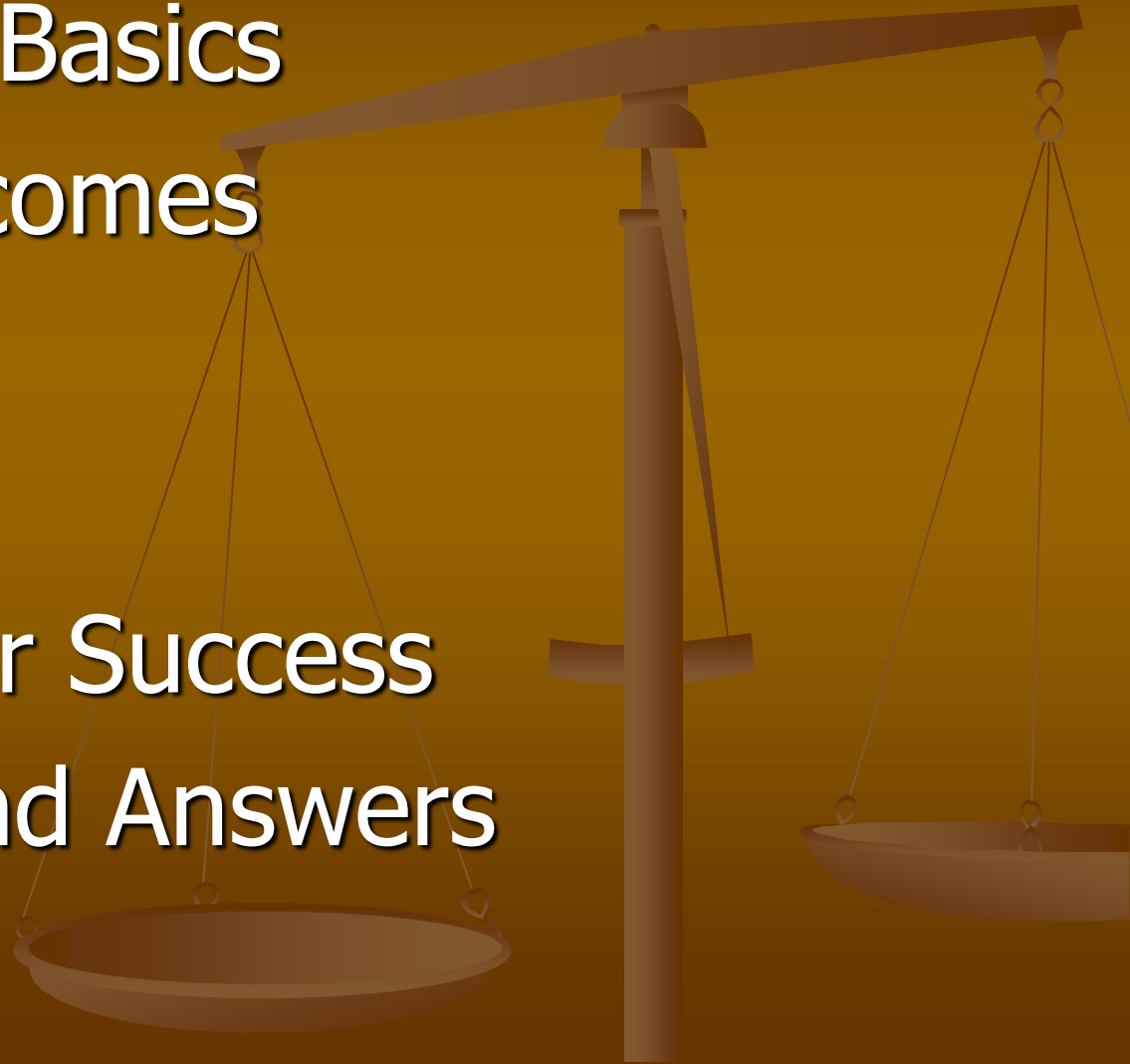
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Agenda Overview

- School Meal Basics
- Desired Outcomes
- Expenses
- Revenues
- Strategies for Success
- Questions and Answers





Nutrition Standards



Appealing Choices



Food Safety



Affordable Meals



Perceptions



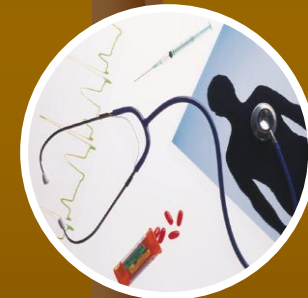
Cultural Diversity



Commercial Influences



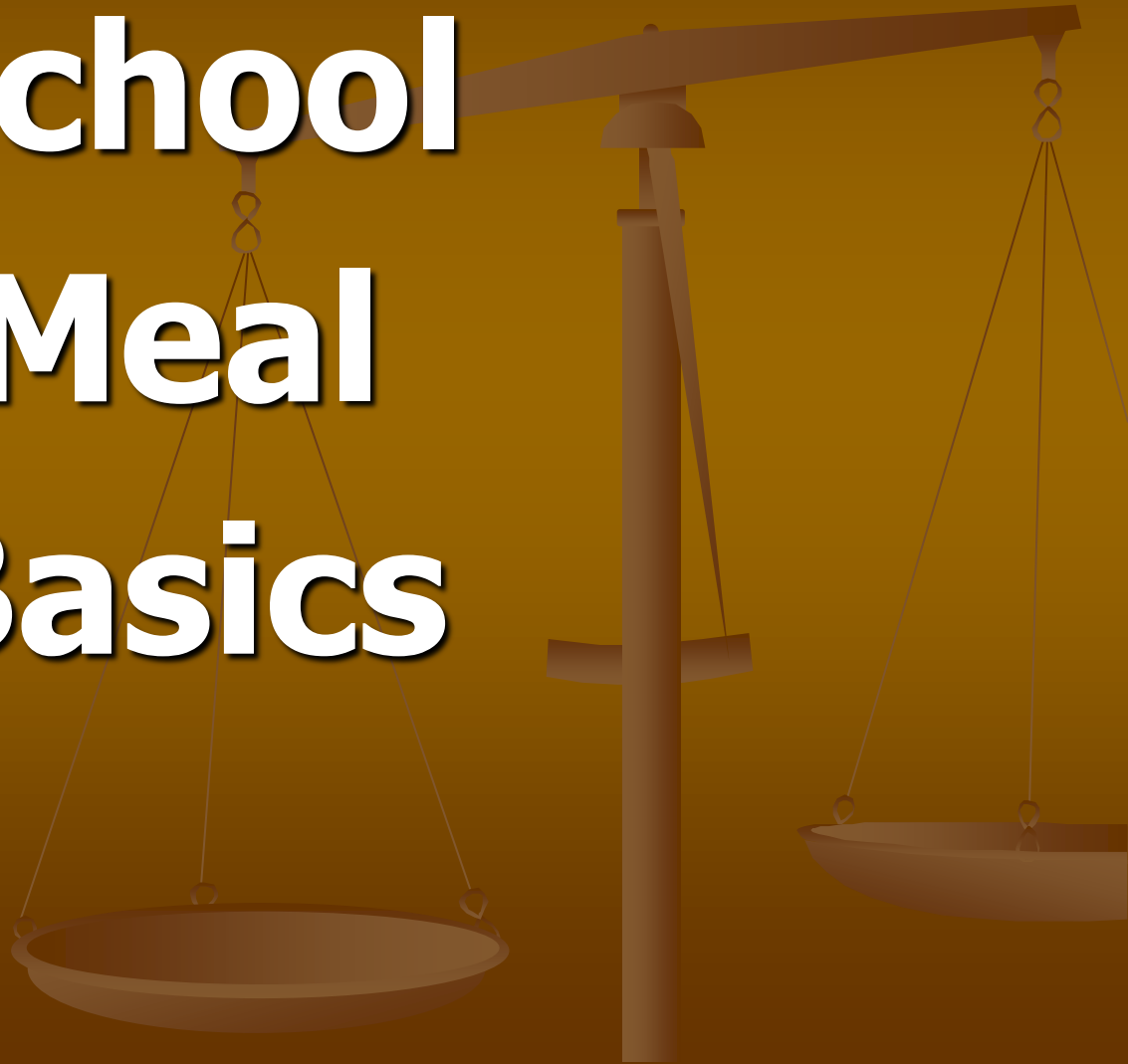
Student Preferences



Health Related Concerns & Food Allergies

Juggling Issues

School Meal Basics



Federal Guidelines

- Keep changing
- Some are vague
- Not always realistic in some situations
- Can be confusing



Federal Guidelines What Changed?

- Meal Pattern Requirements
- Professional Standards
- Unpaid Meal Charges
- Administrative/Financial Review



What Concerns Us?

- Student participation
- Food waste
- Budgets
- Finding staff

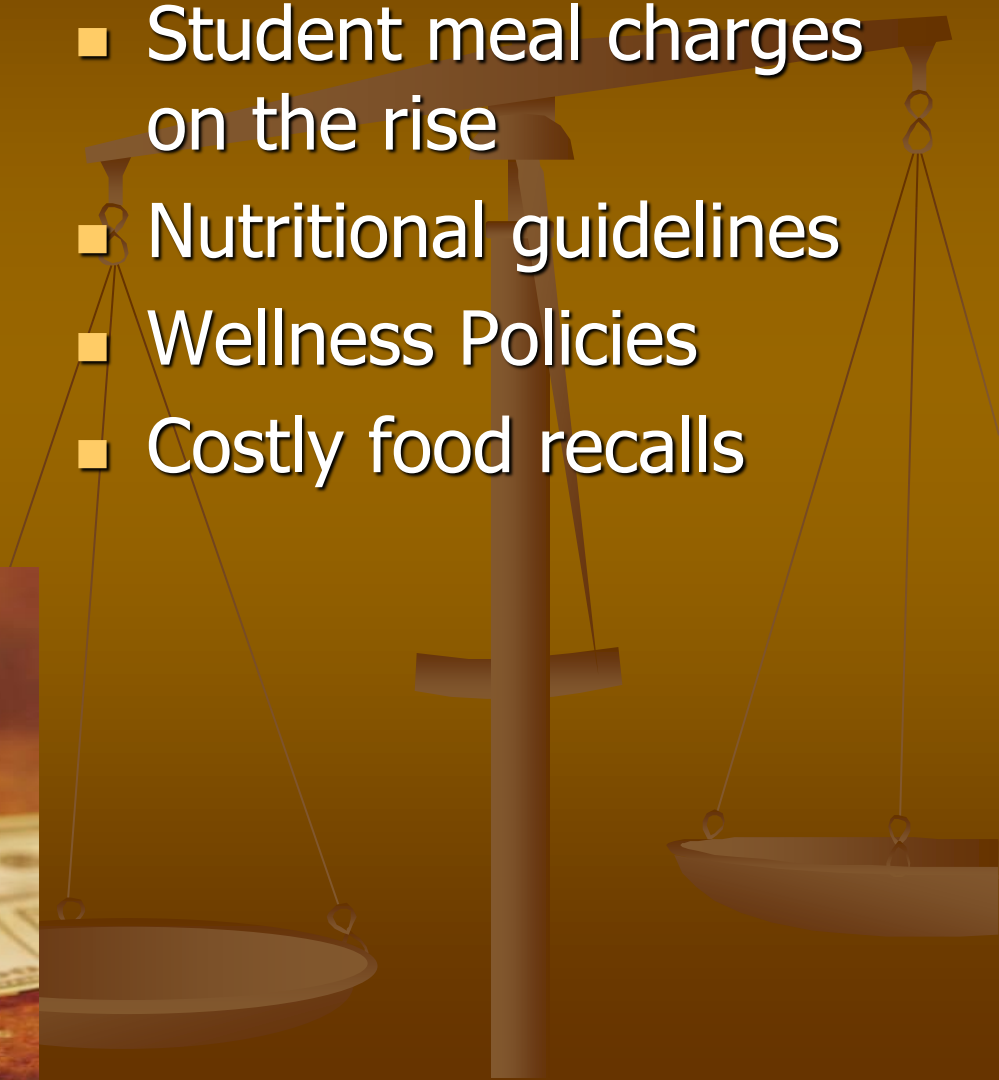


Expenses



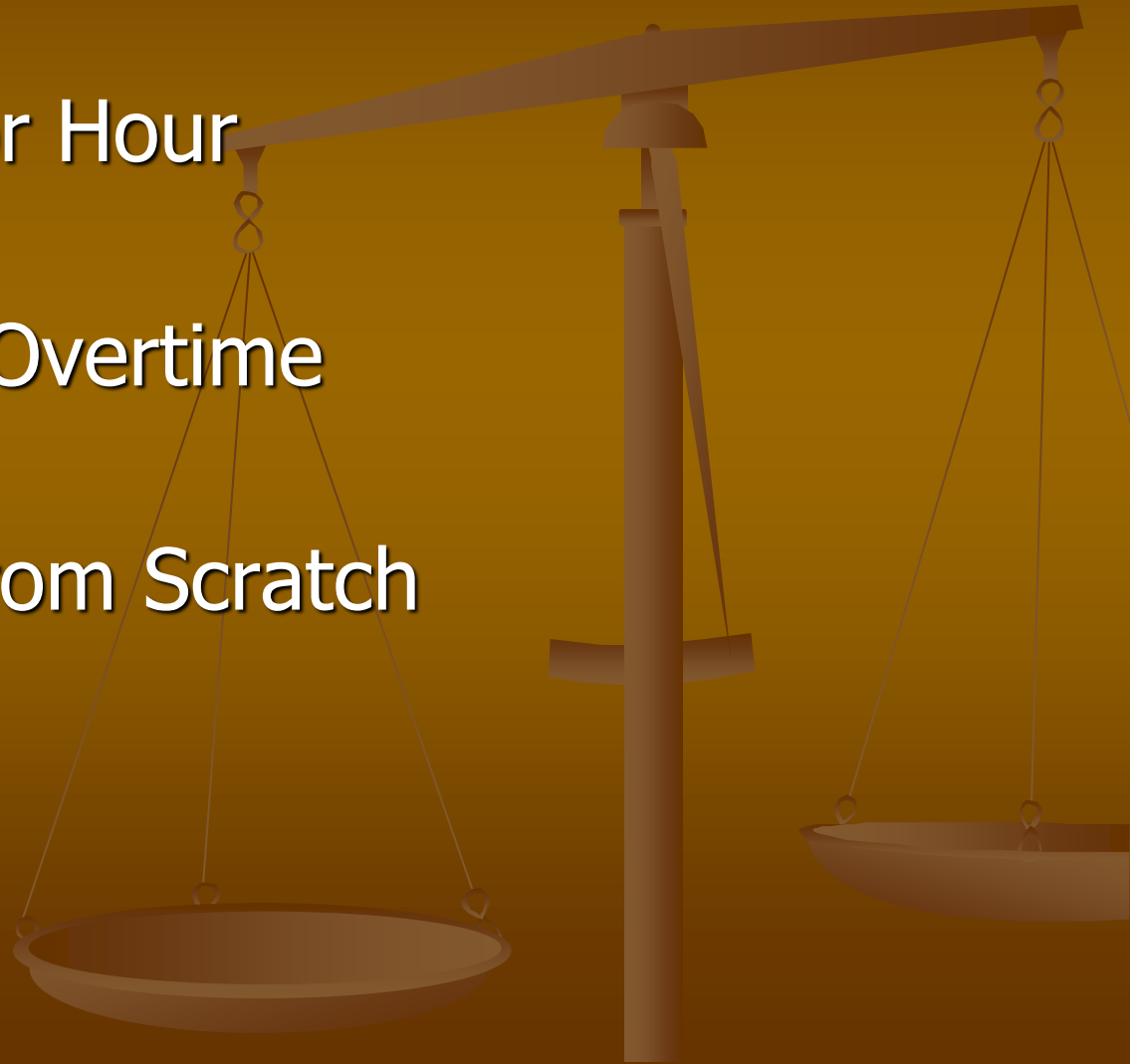
The Storm Begins...

- Increased operating costs
- Increased cost of food
- Decreasing program revenues
- Student meal charges on the rise
- Nutritional guidelines
- Wellness Policies
- Costly food recalls



Labor and Productivity

- Meals Per Labor Hour
- Extra time and Overtime
- Purchased vs From Scratch



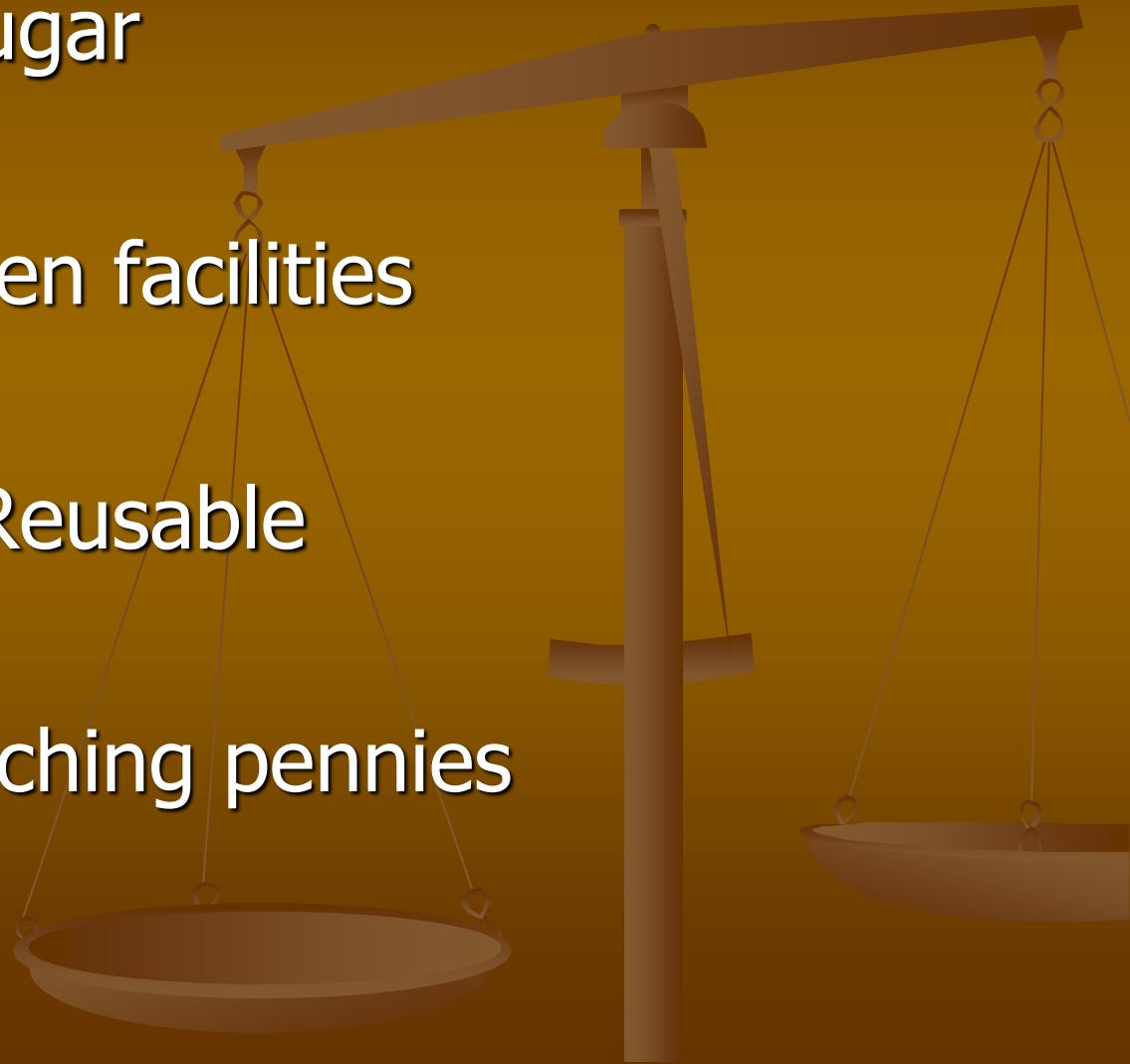
Food Costs

- Food Bids
- Rebates
- USDA Foods
- Overproduction
- Standardized Recipes
- Serving Sizes



Supplies and Chemicals

- Only a cup of sugar
- Use of the kitchen facilities
- Disposable vs. Reusable
- Waste not – Pinching pennies



All About Revenue



Sources of Revenue

- Federal Reimbursements
- State Reimbursements
- Cash
- USDA Foods



Other Revenue Sources

- ✓ Ala Carte
- ✓ Classroom Parties
- ✓ Field Trips
- ✓ Bake Sales
- ✓ Take Out Meals
- ✓ Fun Fairs
- ✓ Student Fund Raisers
- ✓ Concessions



How Do You Keep It All Together?



Best Practice Tips For Success



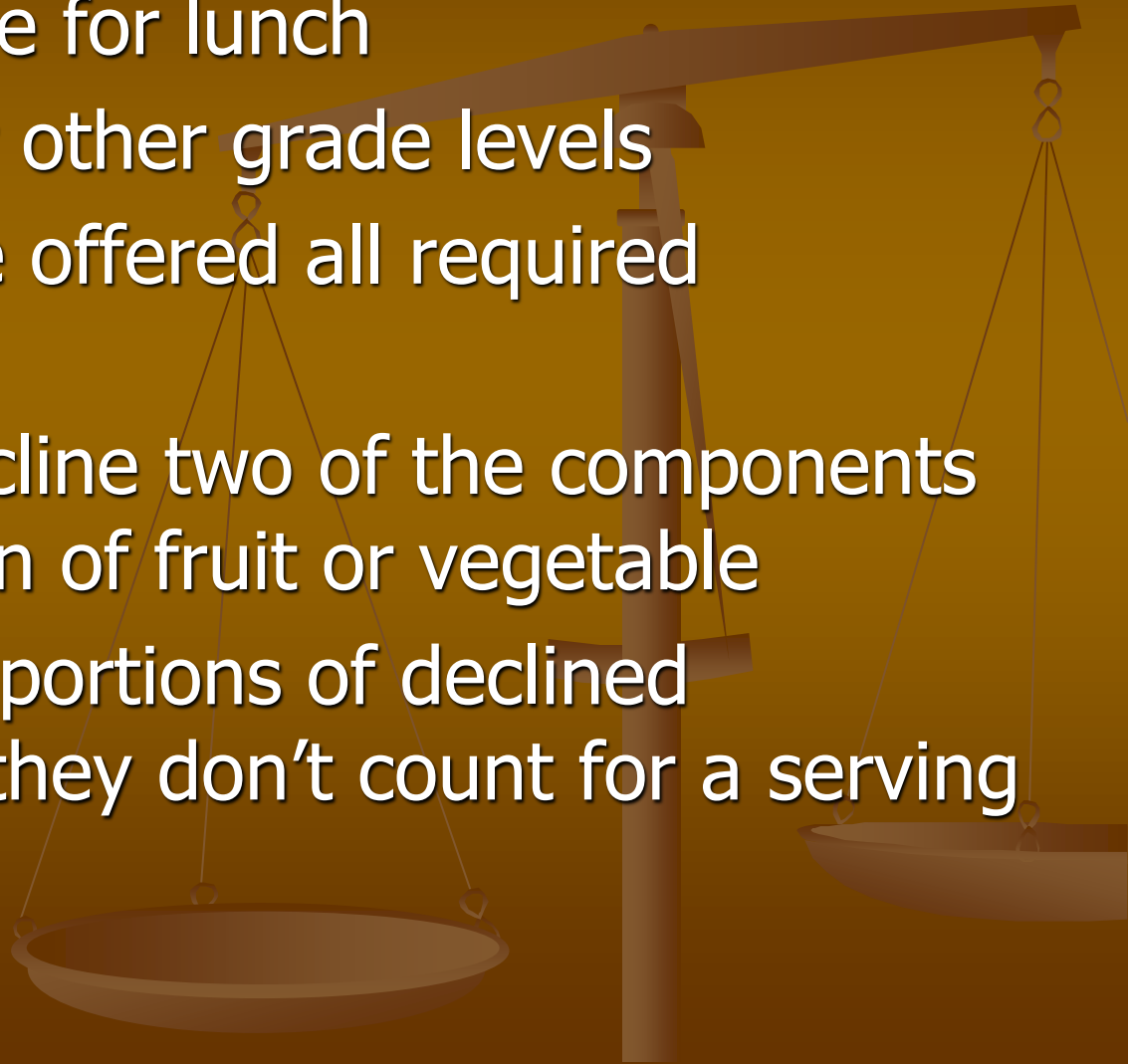
Best Practices

- Offer vs. Serve
- Standardized Recipes
- Portion Control
- Accurate Production Records
- Procurement Practices
- Key Performance Indicators
- Marketing to Improve Perception



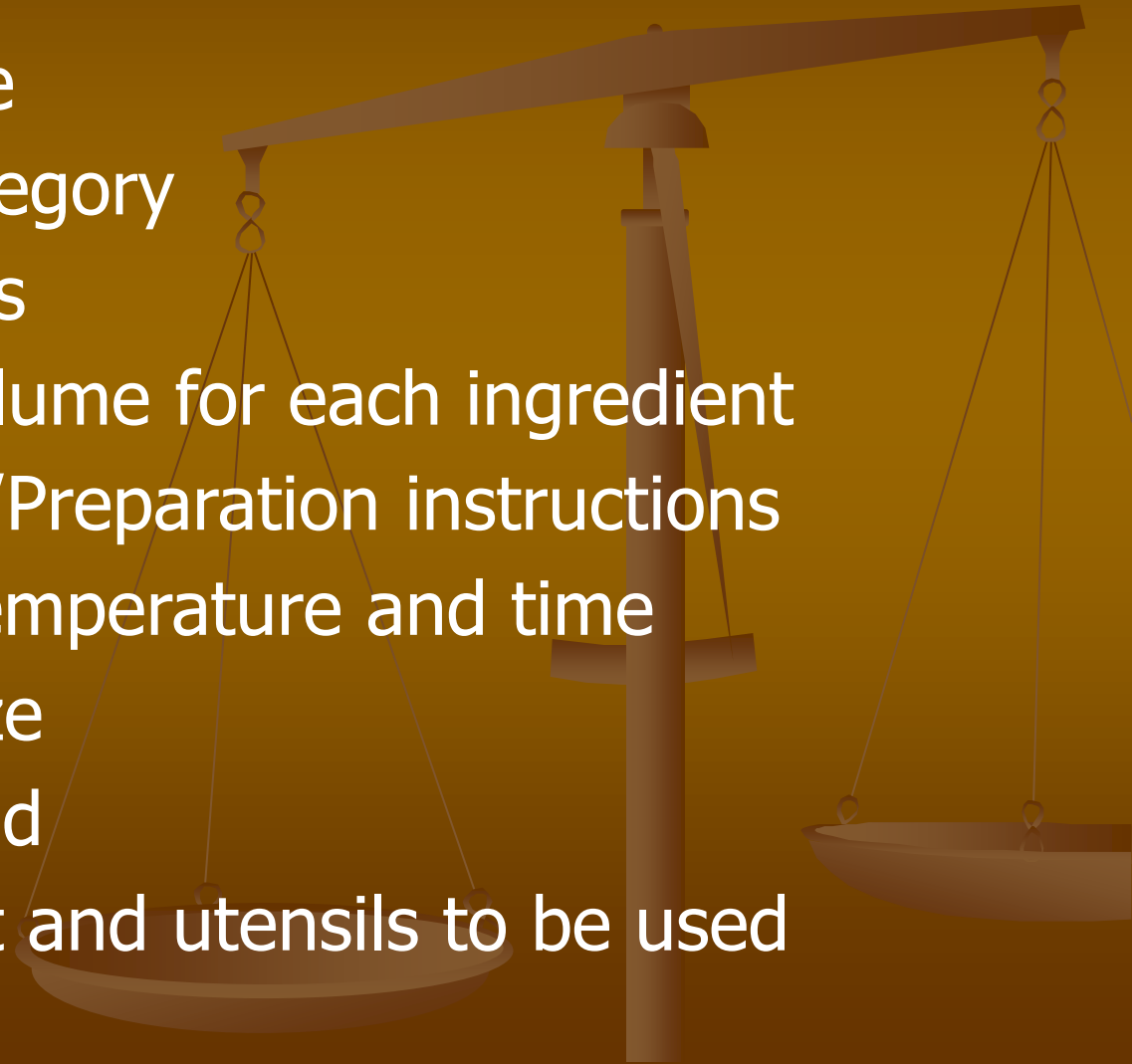
Offer vs Serve

- Only senior high schools are required to have Offer versus Serve for lunch
- It is voluntary for other grade levels
- Students must be offered all required components
- Students can decline two of the components with the exception of fruit or vegetable
- Can take smaller portions of declined components but they don't count for a serving



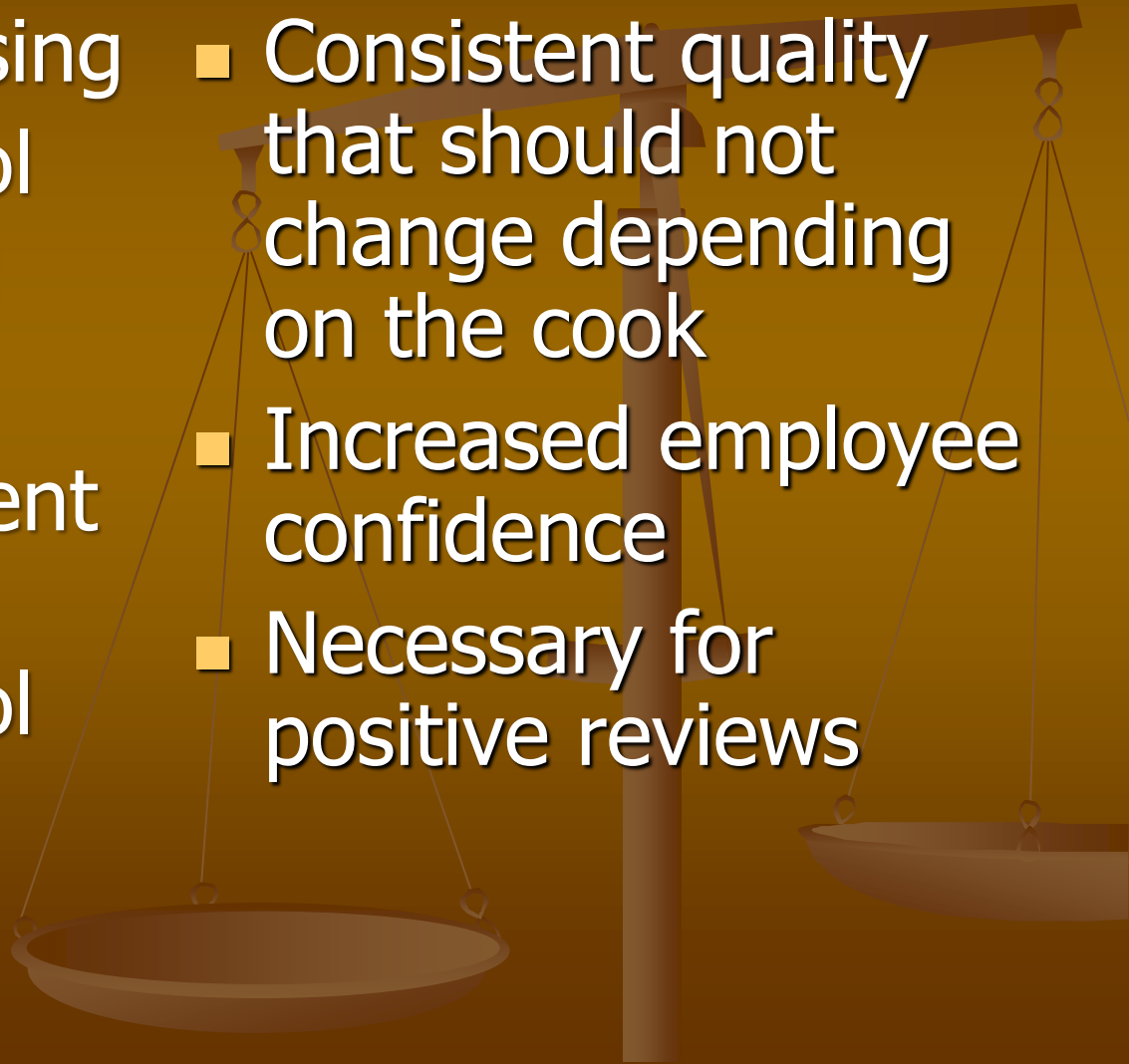
Standardized Recipe Components

1. Recipe title
2. Recipe category
3. Ingredients
4. Weight/Volume for each ingredient
5. Directions/Preparation instructions
6. Cooking temperature and time
7. Serving size
8. Recipe yield
9. Equipment and utensils to be used



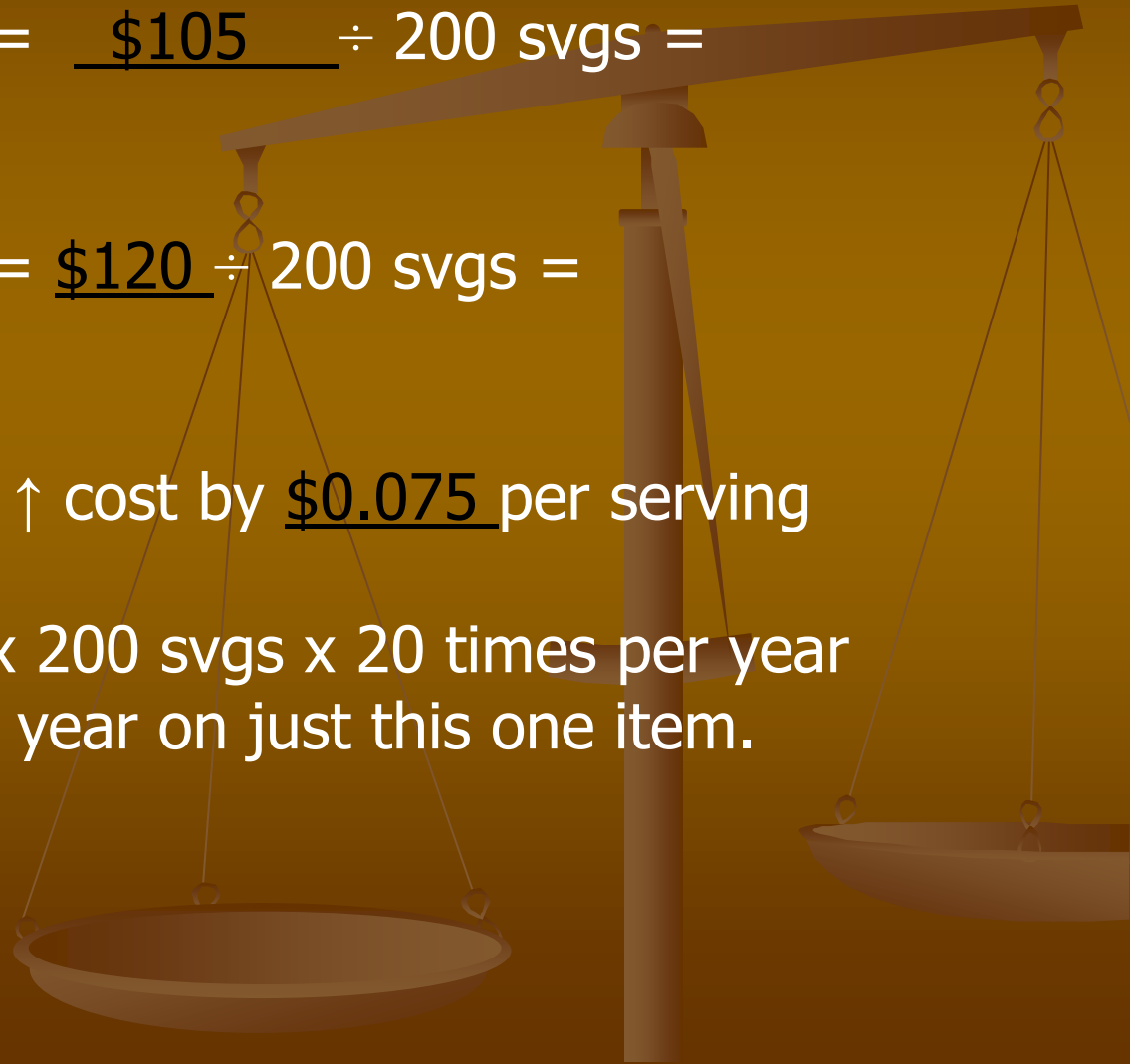
Importance of Standardized Recipes

- Efficient purchasing
- Inventory control
- Predictable yield
- Tested
- Consistent nutrient content
- Food cost control
- Consistent quality that should not change depending on the cook
- Increased employee confidence
- Necessary for positive reviews



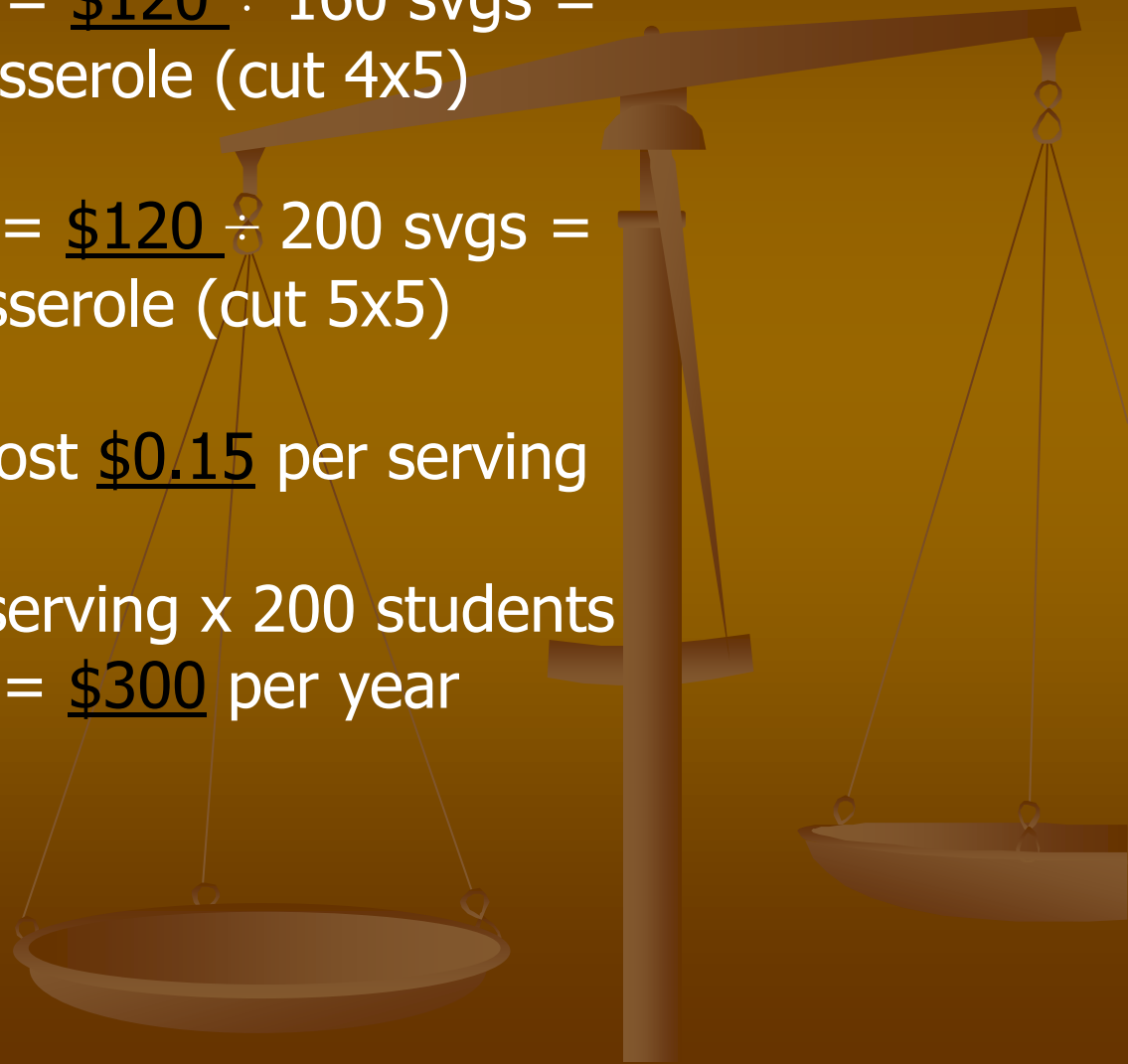
Standardized Recipe Example

- 35 lb x \$3.00 per lb = \$105 ÷ 200 svgs = \$0.525 per serving
- 40 lb x \$3.00 per lb = \$120 ÷ 200 svgs = \$0.60 per serving
- 40 lb of ground beef ↑ cost by \$0.075 per serving
- \$0.075 per serving x 200 svgs x 20 times per year = \$300 per year on just this one item.



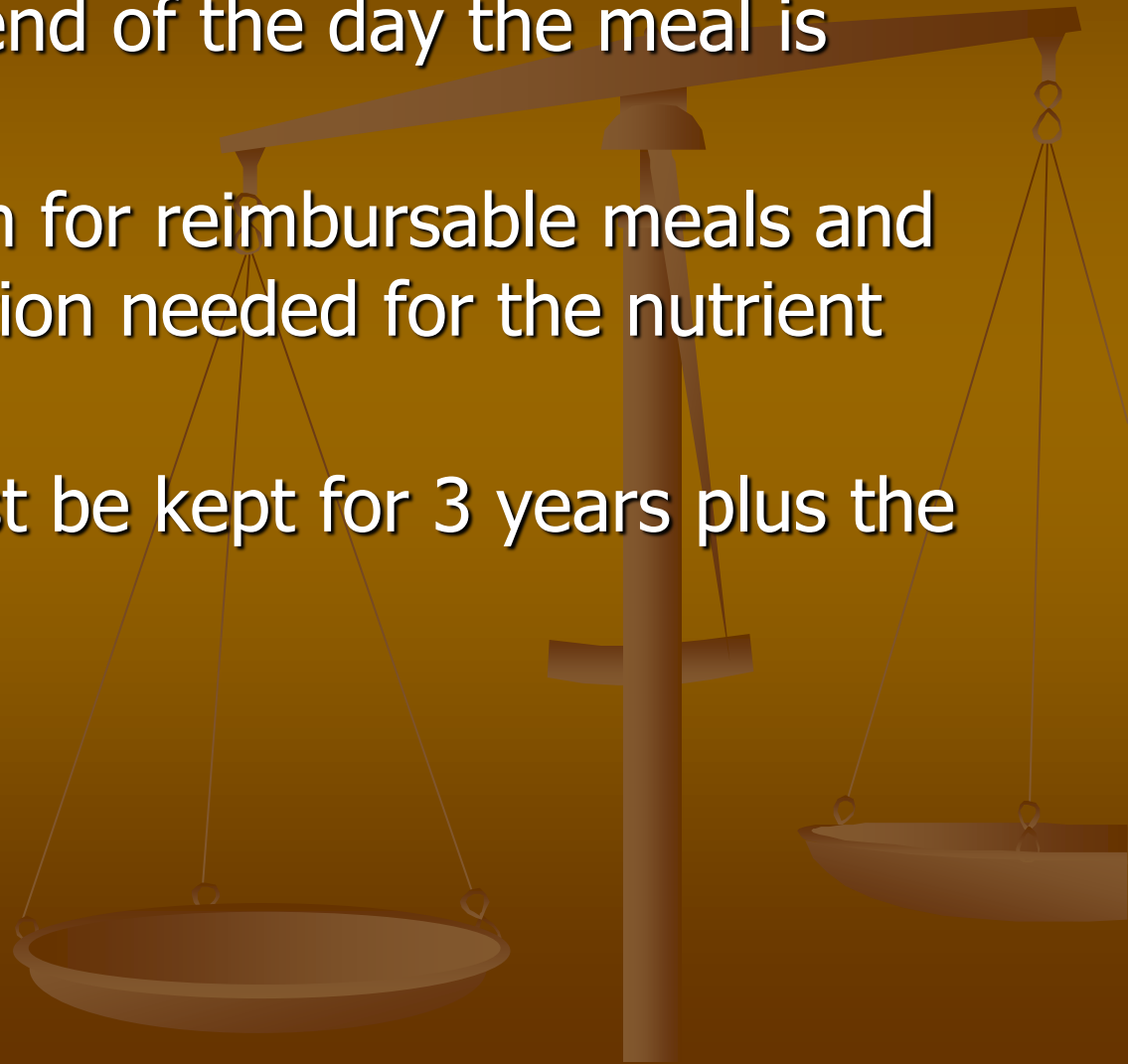
Portion Control

- 40 lb x \$3.00 per lb = \$120 ÷ 160 svgs = \$0.75 per svg of casserole (cut 4x5)
- 40 lb x \$3.00 per lb = \$120 ÷ 200 svgs = \$0.60 per svg of casserole (cut 5x5)
- The larger serving cost \$0.15 per serving
- An extra \$0.15 per serving x 200 students x 10 times per year = \$300 per year



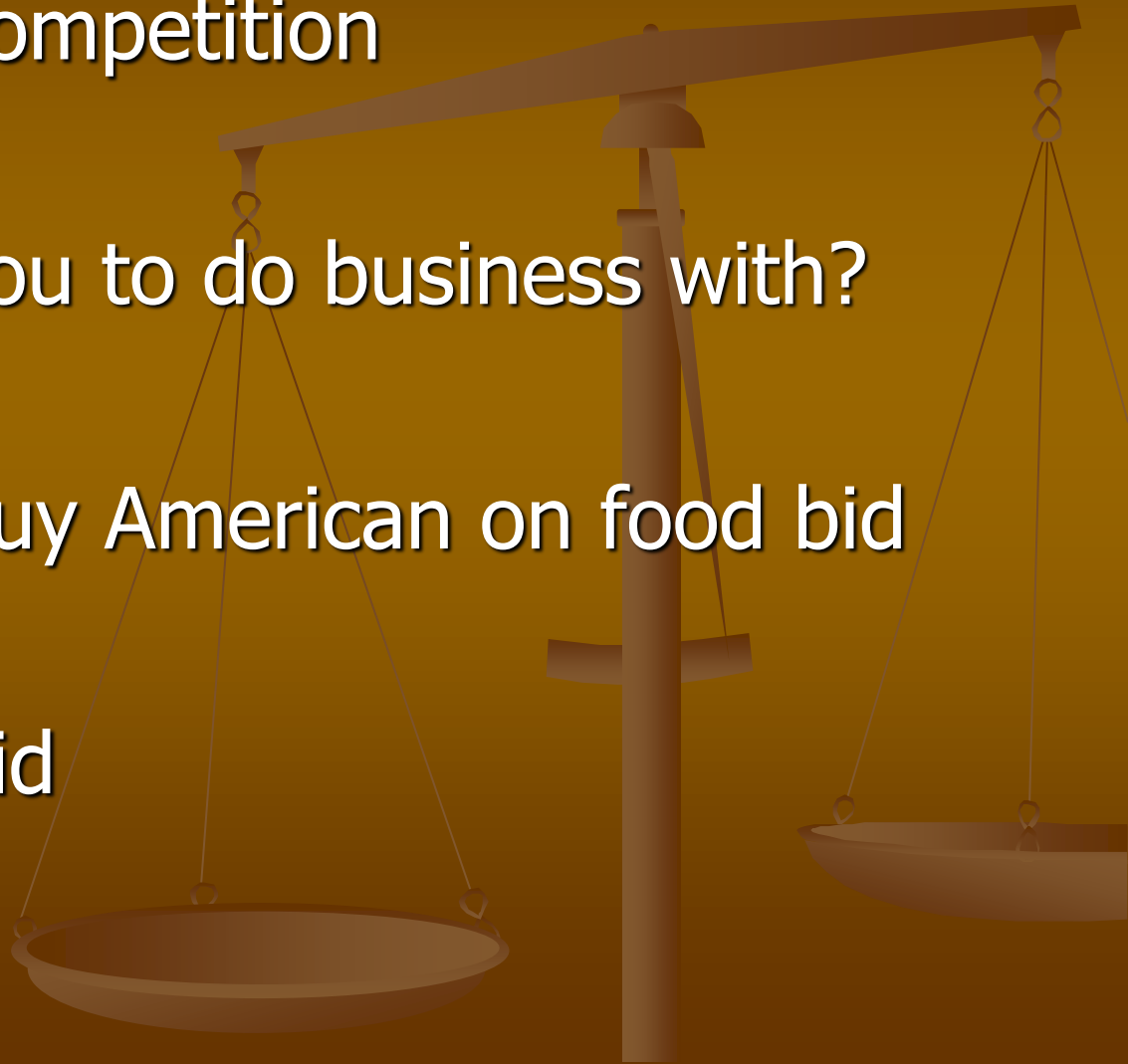
Production Records Required

- Complete by the end of the day the meal is served.
- Supports the claim for reimbursable meals and identifies information needed for the nutrient analysis.
- Required and must be kept for 3 years plus the current year.



Bids

- Open and fair competition
- How easy are you to do business with?
- Remember to Buy American on food bid
- Buy what you bid



Buy American Provision

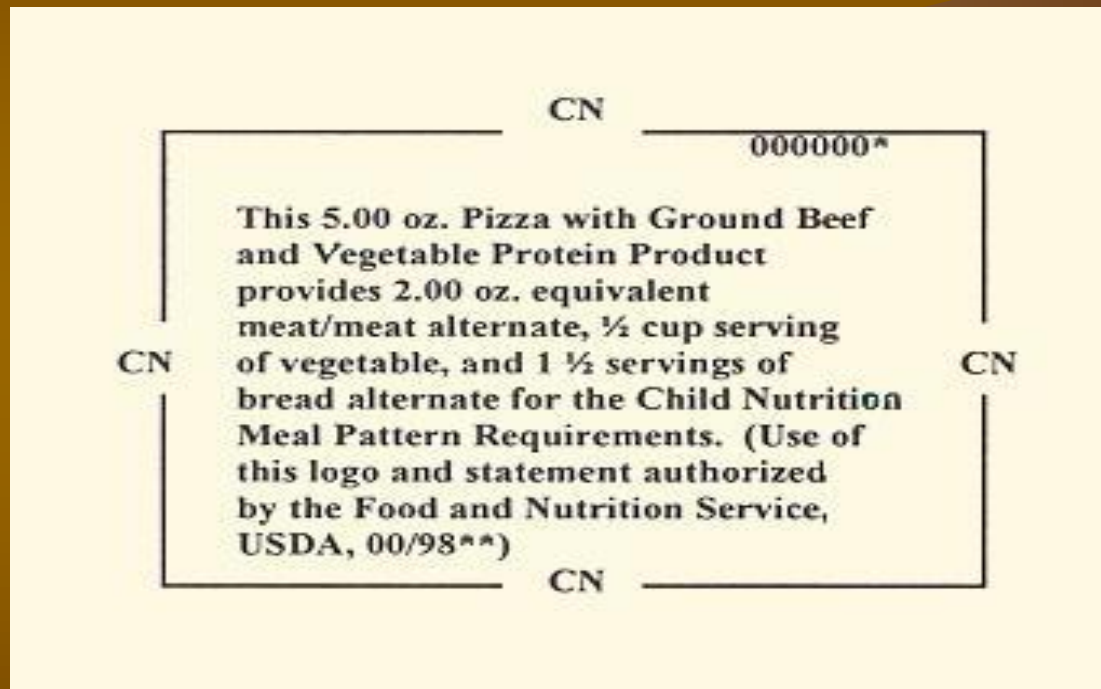
- ***Domestic Commodity or Product*** – an agricultural commodity that is produced in the United States and a food product that is processed in the U.S. using substantial agricultural commodities that are produced in the U.S.
- ***Substantial*** – Over 51% of the final processed product consists of agricultural commodities that were grown domestically

Buy American Concerns

- American label products containing foreign product
- Misleading POS
- Specific type of packaging does not warrant an exception
- Can a different domestic product be substituted?

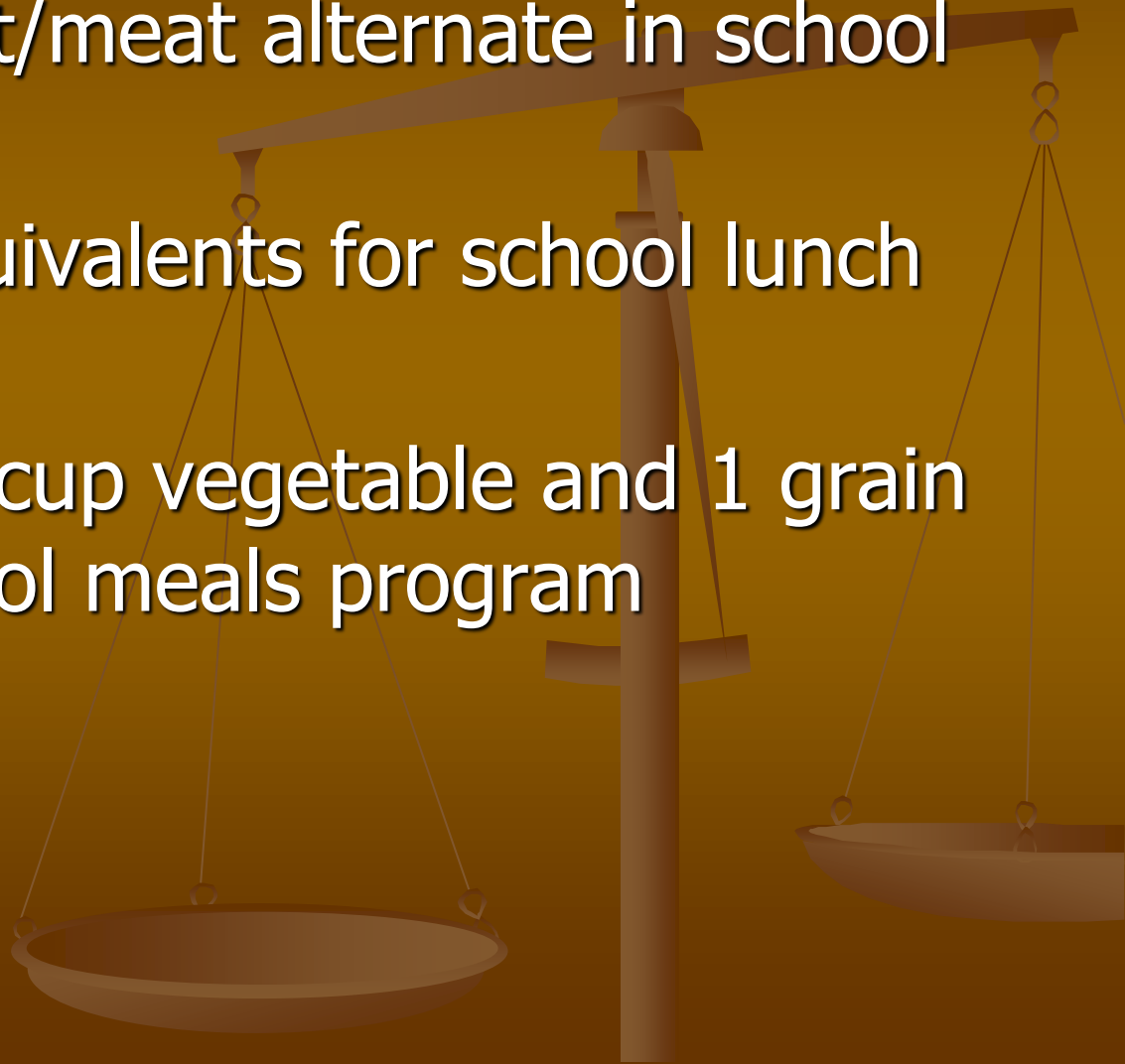


Certified Child Nutrition Label

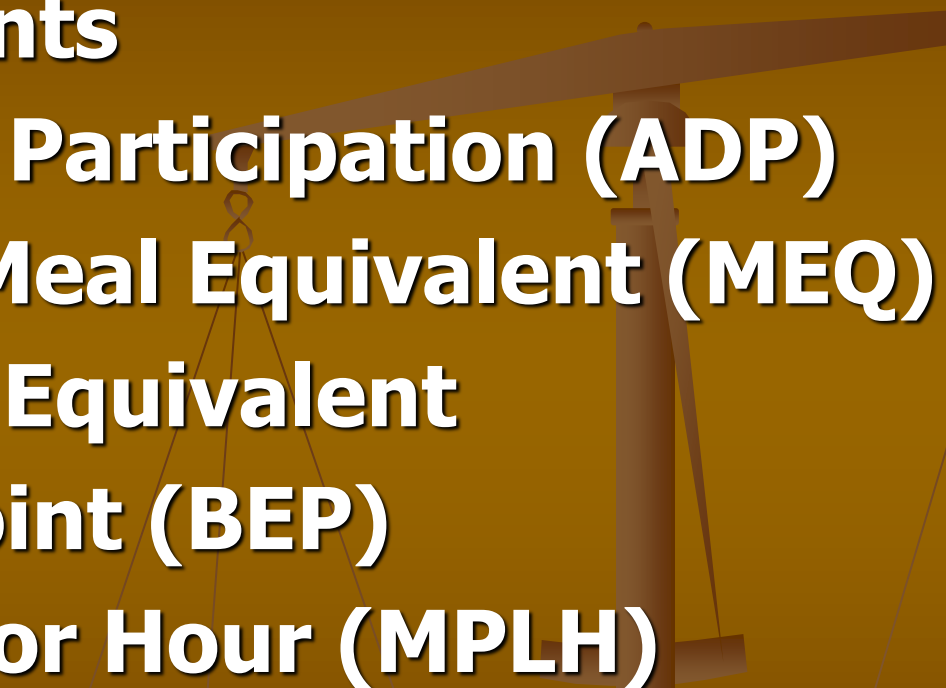


Other Styles

- Contains 1 meat/meat alternate in school lunch
- Whole grain equivalents for school lunch program
- Qualifies for $\frac{1}{4}$ cup vegetable and 1 grain in national school meals program



Key Performance Indicators

- **Meal Equivalents**
 - **Average Daily Participation (ADP)**
 - **Revenue Per Meal Equivalent (MEQ)**
 - **Cost Per Meal Equivalent**
 - **Break Even Point (BEP)**
 - **Meals Per Labor Hour (MPLH)**
- 

Marketing to Teachers

Lunch Order Form Name _____

_____ *Chef Salad* Lunch No: _____

CHECK ONE _____ *Sub Sandwich*
_____ *Croissant*

CHECK CHOICES
(one meat & one cheese)

| | | |
|--------------------|-----------------------|------------|
| _____ Turkey | _____ Ham | _____ Tuna |
| _____ Lettuce | _____ Tomato | |
| _____ Mozz. Cheese | _____ American Cheese | |
| _____ Butter | _____ Mustard | _____ Mayo |

_____ Fat Free French
_____ Fat Free Ranch
_____ Peppercorn

Friday Only

_____ Personal Pan Pizza

Please take to the kitchen by 8:30 a.m. daily with \$2.75 or your lunch number. Your lunch will be in the milk cooler. Thank you for your business! Your pizza will be in the warmer behind the serving line.

Bus Drivers

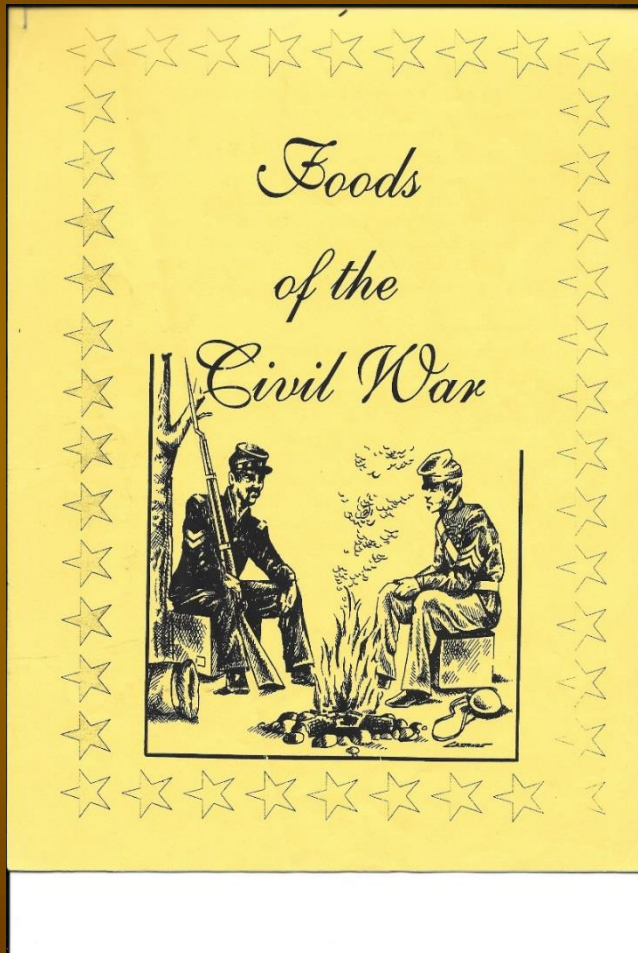
**Thank You for Transporting Our
Kids Safely Every Day
And
For Getting Them To Breakfast On
Time!!!**

**We Appreciate It!
Enjoy a Small Goodie Bag From Us**

The School Nutrition Department



Students/Parents



CIVIL WAR HARDTACK RECIPE TWO WAYS TO MAKE IT

Hardtack

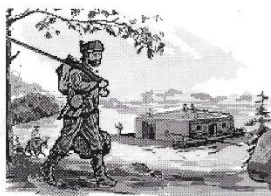
Two cups water
One tablespoon salt
Add Flour until dough is not "sticky"

Roll out to the Army standard - one-half inch.
Cut into 3 and a quarter by 3 inch pieces.
Use the end of a wooden spoon or some other round object to put in the
16 holes - four rows of four - in each piece.
Bake at 400 degrees for one hour.

Hardtack

Two cups Flour
1/2 tablespoon Salt (optional)
1/2 tablespoon Sugar (optional)
1/2 cup Water

Mix together with electric blender medium speed until this has the
consistency playdough. I roll mine out with a rolling pin to about 1/3"
+/- (the thinner the crisper), then cut it into 3" by 3" squares. I use the
barrel of a ball point pen to punch 16 holes (4 x 4) in each square. Bake at
375 degrees the first side for 20-25 min. or until light brown, then turn
them over and bake for another 15-20 min.



EARLY AMERICAN COOKING AND BAKING

TERMS TO KNOW:

1. **Table Board** - A long, narrow board supported on saw horses. Sometimes made from wooden shipping crates. This was the dining table.
2. **Board Cloth** - The linen cover used at mealtime, covering the table board. Napkins were also plentiful because forks were unknown until about 1677 and fingers were used for eating.
3. **Saler** - The centerpiece (salt cellar) for the table. Large and high piece, made of silver. Guest of honor sat above the salt, children below the salt.
4. **Trencher** - Large wooden block, 10-12 inches square and 3-4 inches deep. Used as a plate.
5. **Pewter** - Material used to make platters and mugs. A favorite wedding gift used by wealthy colonists.
- 1750 brought newspapers with advertisements and more articles for table use.
6. **Sugar Boxes** - Sugar bowls
7. **Milk Ewers** - Milk pitchers
8. **Twiffers** - Pudding dishes
9. **Sneak Cups** - Small cups
10. **Voider** - A deep wooden or straw basket passed around to place dirty trenchers, napkins

Indian Corn Pone

Stir up for lunch before bread comes out of oven.

Combine: 1 c. cornmeal
1/2 t. salt
1 t. baking powder

Add: 2 T. oil
1/2 c. milk

Grease heavy skillet well. Drop batter into 4 pones.
Brown on both sides.

Pumpkin-Maple Coffee Cake

Pictured on right

Prep Time: 30 minutes (Ready in 1 hour 20 minutes)

COFFEE CAKE

- 1 1/2 cups Pillsbury® BEST® All Purpose Flour
- 3/4 cup firmly packed brown sugar
- 2 teaspoons baking powder
- 1/2 teaspoon salt
- 1/4 teaspoon baking soda
- 2/3 cup buttermilk
- 1/2 cup canned pumpkin
- 1/2 cup oil
- 1/2 teaspoon maple flavor
- 2 eggs, beaten

TOPPING

- 1/2 cup sugar
- 1 teaspoon cinnamon
- 1 teaspoon maple flavor

1 Heat oven to 350°F. Spray bottom only of 9-inch square pan with nonstick cooking spray. Lightly spoon flour into measuring cup; level off. In large bowl, combine flour and all remaining coffee cake ingredients; mix just until dry ingredients are moistened.

2 In small bowl, combine 1/2 cup sugar and cinnamon; mix well. Add 1 teaspoon maple flavor; mix well with fork.

3 Spread half of batter in sprayed pan. Sprinkle with half of topping. Spoon remaining batter over top; spread evenly. Sprinkle with remaining topping.

4 Bake at 350°F. for 25 to 35 minutes or until toothpick inserted in center comes out clean. Cool 15 minutes. Serve warm.

9 servings

HIGH ALTITUDE (ABOVE 3500 FEET):

Increase flour to 1 3/4 cups. Bake as directed above.

NUTRITION INFORMATION PER SERVING:

| SERVING SIZE | 1/9 of Recipe | Calories | 290 | Calories from Fat | 90 |
|--------------------|---------------|----------|-----|-------------------|----|
| % DAILY VALUE | | | | | |
| Total Fat | 10 g | | | 15% | |
| Saturated | 2 g | | | 10% | |
| Cholesterol | 50 mg | | | 17% | |
| Sodium | 350 mg | | | 13% | |
| Total Carbohydrate | 47 g | | | 16% | |
| Dietary Fiber | 1 g | | | 4% | |
| Sugars | 31 g | | | | |
| Protein | 4 g | | | | |

| | | | |
|-----------|-----|-----------|-----|
| Vitamin A | 60% | Vitamin C | 0% |
| Calcium | 10% | Iron | 10% |

DIETARY EXCHANGES: 1 Starch, 2 Fruit, 2 Fat.

OR 3 Carbohydrate, 2 Fat

From top:
Pumpkin-Maple Coffee Cake,
Cranberry-Pumpkin Bread p. 69

clidays

Perception = Revenue

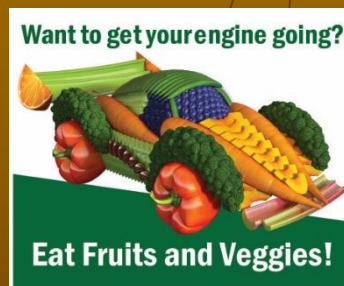
Customer Service
+ Quality Food
+ Perception of Value
= Participation



Team Nutrition



<http://www.fns.usda.gov/tn/graphics-library>



For menus, newsletters, standardized recipes, culinary ideas

Questions ?

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