

Food Services Board of Education Workshop

February 1, 2012

Learning By All

Overview



- ▶ 2012 – 2013 Budget Overview
- ▶ Nutrition Standards Review, Healthy Hunger-Free Kids Act
- ▶ Potential Revenue Sources

Food Services Contract

- ▶ Cohoes City Schools is currently under contract with Advanced Meals Management Company for food services program
- ▶ The existing contract has an established guaranteed return of **\$260,750**
- ▶ The contractual cost per meal is subject to an annual CPI increase, while the guaranteed return remains flat

Food Services Contract

Salaries, Payroll Taxes		\$202,800
Employee Benefits		\$55,550
BOCES Services (NutriKids)		\$15,430
Contractual Services		\$14,250
Equipment/Repairs		\$25,000
Materials & Supplies		\$5,000
Subtotal		(\$318,030)
Guaranteed Return		\$260,750
Potential Gap		(\$57,280)

Additional Expense Considerations

- Contractual salary increases
- Increase in equipment & repairs
- Increased cost from the Food Service Management Company to meet the new Healthy Hunger Free Kids Act requirements

Federal Mandates

- ▶ New nutrition standards in National School Lunch and School Breakfast Programs
- ▶ Implementation begins Fall 2012

Current Requirements for Lunch

- ▶ Fruit and Vegetable – Combined $\frac{1}{2}$ to $\frac{3}{4}$ cup for the two.
- ▶ Vegetables – no specs on serving type.
- ▶ Meat/Meat Alternative – 1.5 – 2oz daily min requirement for all ages.
- ▶ Grains – 8 servings per week – minimum of 1 serving per day
- ▶ Whole Grains – Encouraged but not mandated
- ▶ Milk – 1 Cup variety of fat content allowed, flavor not restricted.

New Requirements for Lunch

- ▶ Vegetables – $\frac{3}{4}$ cup to 1 cup daily.
- ▶ Fruit – $\frac{1}{2}$ cup to 1 cup daily.
- ▶ Students may take both but have to take one.
- ▶ Vegetable Requirements – Weekly (dark green, red/orange, beans, peas (legumes), starchy or other as defined in 2010 Dietary Guidelines).
- ▶ Meat /Meat Alternative –
 - Grades K-5 1oz min daily (8-10 oz weekly)
 - Grades 6-8 1oz min daily (9-10 oz weekly)
 - Grades 9-12 2oz min daily (10-12oz weekly)

Whole Grains – At least half of the grains must be whole grain rich beginning 07/01/2012. By 07/01/2014 – we need to be 100%.

Milk – Must be either fat free (flavored or unflavored) or 1% LF unflavored.

New Requirements for Breakfast

- ▶ Fruit – 1 cup per day – up from ½ cup currently. (Vegetable Substitution allowed).
- ▶ Grains and Meats (MA) –
 - Grades k-5 - 1oz min (7-10oz weekly)
 - Grades 6-8 – 1oz min (8-10oz weekly)
 - Grades 9-12 – 1oz min (9-10oz weekly)

Currently we offer 2oz grains or 2oz meats. Next year, schools may offer a M/MA after the minimum grain requirement has been achieved.

Whole Grains and Milk same as lunch requirement.

Suggested Dark Green and Orange Vegetables to be offered daily

Acorn Squash

Beet Greens

Bok Choy

Broccoli

Butternut Squash

Carrots

Collard Greens

Dark Green Leafy Lettuce

Endive

Escarole

Kale

Mesclun

Mustard Greens

Pumpkin

Romaine Lettuce

Spinach

Sweet Potatoes

Swiss Chard

Turnip Greens

Watercress

Suggested dry beans and peas – offer 1 serving per week – ¼ cup

Black Beans

Black – Eyed Peas – Mature

Garbanzo Beans (Chick Peas)

Great Northern Beans

Kidney Beans

Lentils

Lima Beans – Mature

Navy Beans

Pink Beans

Pinto Beans

Red Beans

Soy Beans

Split Peas



HEALTHY, HUNGER-FREE KIDS ACT OF 2010

Before/After Elementary School Lunch Menu

Monday

BEFORE

- Bean and cheese burrito (5.3 oz) with mozzarella cheese (1 oz)
- Applesauce (1/4 cup)
- Orange Juice (4 oz)
- 2% Milk (8 oz)

AFTER

- Submarine Sandwich (1 oz turkey, .5 oz low-fat cheese) on Whole Wheat Roll
- Refried Beans (1/2 cup)
- Jicama (1/4 cup)
- Green Pepper Strips (1/4 cup)
- Cantaloupe wedges, raw (1/2 cup)
- Skim Milk (8oz)
- Mustard (9 grams)
- Reduced fat mayonnaise (1oz)
- Low Fat Ranch Dip (1 oz)

Tuesday

BEFORE

- Hot dog on bun (3 oz) with ketchup (4 T)
- Canned Pears (1/4 cup)
- Raw Celery and Carrots (1/8 cup each) with ranch dressing (1.75 T)
- Low fat (1%) Chocolate Milk (8 oz)

AFTER

- Whole Wheat Spaghetti with Meat Sauce (1/2 cup) and Whole Wheat Roll
- Green Beans, cooked (1/2 cup)
- Broccoli (1/2 cup)
- Cauliflower (1/2 cup)
- Kiwi Halves, raw (1/2 cup)
- Low-fat (1%) Milk (8 oz)
- Low Fat Ranch Dip (1 oz)
- Soft Margarine (5 g)

Wednesday

BEFORE

- Pizza sticks (3.8 oz) with marinara sauce (1.4 cup)
- Banana
- Raisins (1 oz)
- Whole Milk (8 oz)

AFTER

- Chef Salad (1 cup romaine, .5 oz low-fat mozzarella, 1.5 oz grilled chicken) with Whole Wheat Soft Pretzel (2.5 oz)
- Corn, cooked (1/2 cup)
- Baby Carrots, raw (1/4 cup)
- Banana
- Skim Chocolate Milk (8 oz)
- Low Fat Ranch Dressing (1.5 oz)
- Low Fat Italian Dressing (1.5 oz)



Thursday

BEFORE

- Breaded beef patty (4 oz) with ketchup (2 T)
- Wheat roll (2 oz)
- Frozen Fruit Juice Bar (2.4 oz)
- 2% Milk (8 oz)

AFTER

- Oven-Baked Fish nuggets (2 oz) with Whole Wheat Roll
- Mashed Potatoes (1/2 cup)
- Steamed Broccoli (1/2 cup)
- Peaches (canned, packed in juice - 1/2 cup)
- Skim Milk (8 oz)
- Tartar Sauce (1.5 oz)
- Soft Margarine (5 g)

Friday

BEFORE

- Cheese pizza (4.8 oz)
- Canned Pineapple (1/4 cup)
- Tater Tots (1/2 cup) with ketchup (2 T)
- Low-fat (1%) Chocolate Milk (8 oz)

AFTER

- Whole Wheat Cheese Pizza (1 slice)
- Baked Sweet Potato Fries (1/2 cup)
- Grape tomatoes, raw (1/4 cup)
- Applesauce (1/2 cup)
- Low-fat (1%) Milk (8 oz)
- Low Fat Ranch Dip (1 oz)

Revenue Options – Lunch Meal Price Increase

- ▶ Estimated annualized paid meal participation = \$81,590

\$0.10 increase	\$0.15 increase	\$0.25 increase
81,590 Meals x \$.10 = \$8,159.02	81,590 Meals x \$.15 = \$12,238.52	81,590 Meals x \$.25 = \$20,397.54

Revenue Options – Pro-Active Universal Breakfast

- ▶ Request Building Administration become more pro-active in having the many free and reduced eligible students participate in the breakfast program.
- ▶ Reimbursement for free breakfast is \$1.90 per meal and the District cost to Advance Meal is only \$.97/meal. This unclaimed \$.93 per student could be a HUGE influx of needed revenue.

Revenue Options – Elimination of the FREE Universal Breakfast to Paid Students

- ▶ Estimated annualized paid breakfast meal participation considering a 50% decrease in the paid participation = 138 Breakfast/Day

\$0.50 breakfast	\$0.75 breakfast	\$1.00 breakfast
138 Meals x \$.50 x 175 Days = \$12,075.00	138 Meals x \$.75 x 175 Days = \$18,112.50	138 Meals x \$1.00 x 175 Days = \$24,150.00

Revenue Options – A la carte price increases

Entrée w/Meal		11,473 x \$.10 = \$1,147.34
2 nd Full Meal		1,645 x \$.25 = \$411.44
20 oz. Sport Drink		2,573 x \$.10 = \$257.32
12 oz. Sport Drink		2,052 x \$.10 = \$205.20
20 oz. Water		6,484 x \$.10 = \$648.46
1 oz. Baked Chips		38,201 x \$.15 = \$5,730.20
Low Fat Cookies		52,936 x \$.10 = \$5,293.67
2 oz. Fruit Snack		1,685 x \$.10 = \$168.50
Ice Cream Novelties		3,338 x \$.25 = \$834.56

Revenue Options – A la carte price increases

Total Potential Ala Carte Revenue Increases =
\$14,696.69

less estimated 10% decrease in sales due to
price increase equates to a

net revenue increase of \$13,227.03

Other revenue considerations

- Eliminate the prepaid Bonus Meal Plan
- Currently the District issues one free lunch meal with the purchase of \$18.00 in prepayments. There are an estimated 8,157 bonus meals redeemed each year.

$$8,157 \times \$ 2.05 = \$16,721.85$$

Potential **TOTAL** revenue increase

Lunch Meal Increase of \$.25		\$20,397.54
Begin Charging \$.50 for Breakfast		\$12,075.00
Ala Carte Price Increase		\$13,227.03
Eliminate the Bonus Meals		\$16,721.85
Encourage Free & Reduced Eligible Students at Breakfast to participate more		????
Estimated Total		\$62,421.42