



SAYREVILLE

School Food Service Department

...feeding one child at a time...

Sayreville School Nutrition Department Update SY 18-19





Summary of Topics

- Current State Reimbursement Rates
- Comparison of total meals sold from SY17-18 to SY18-19
- Where are we now?
 - *Strengths and opportunities*
- **Summary of Strategies to drive participation**
 - *Must adhere to state/federal guidelines (USDA)*
- Finances





Current Reimbursement Rates



Lunch

Free	4 % Increase	\$3.31
Reduced	4.5% increase	\$2.91
Paid	16.6% increase	\$0.31

Breakfast

Free	2.3% increase	\$2.50
Reduced	2.7% increase	\$2.20
Paid	4% decrease	\$0.35

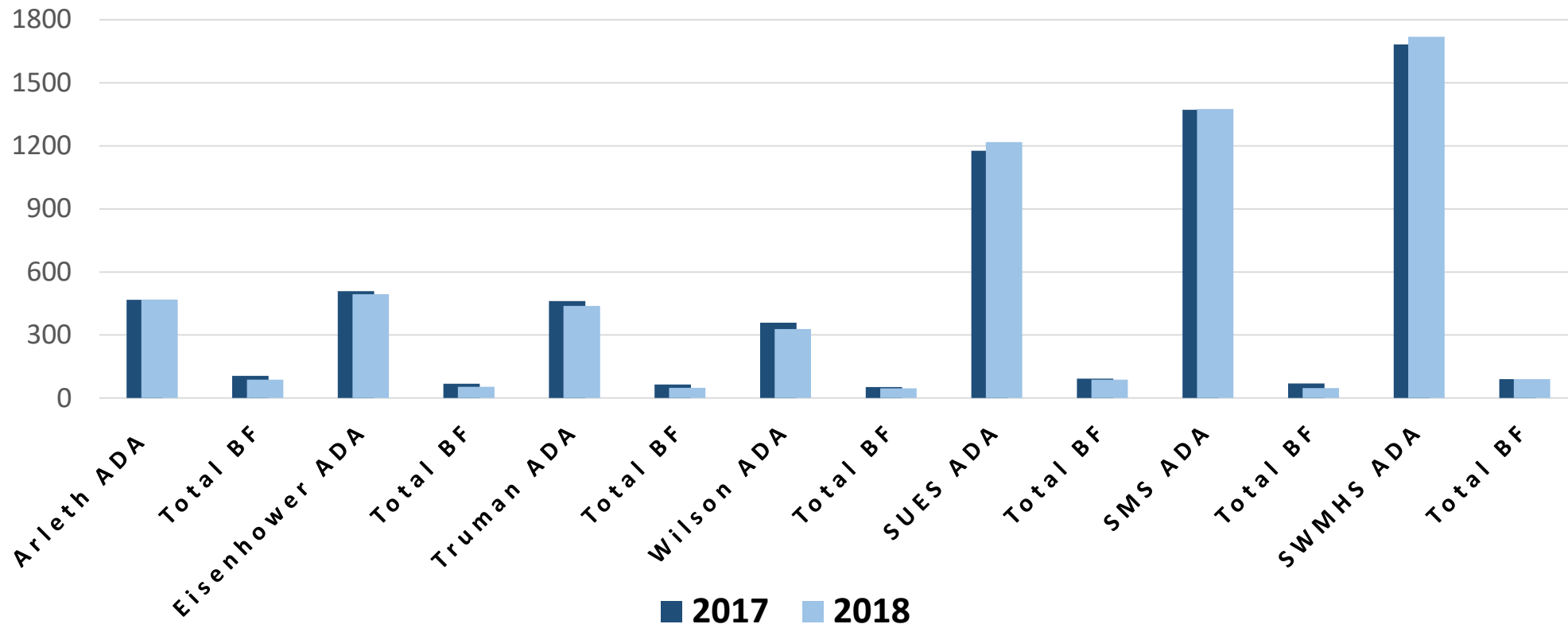




Breakfast Meals Sold Comparison



September 2017-2018 Breakfast Comparison

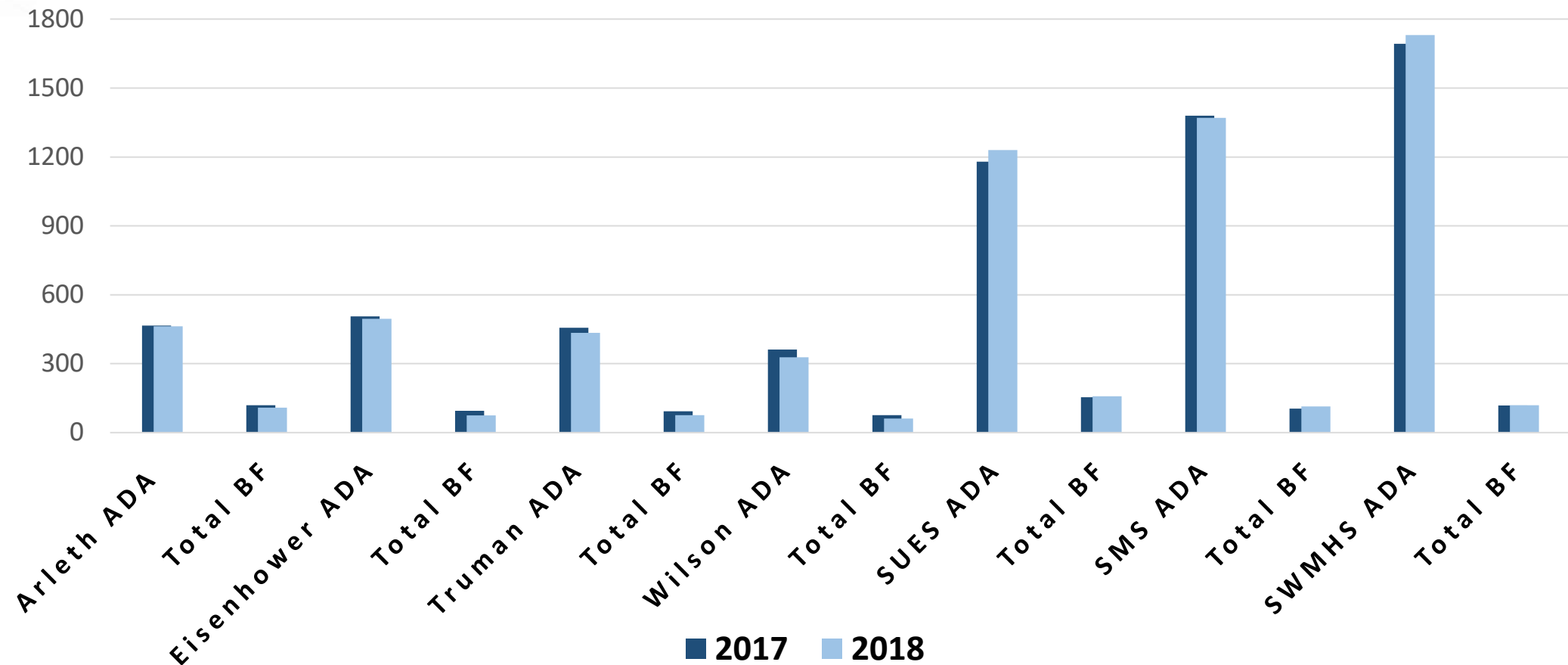


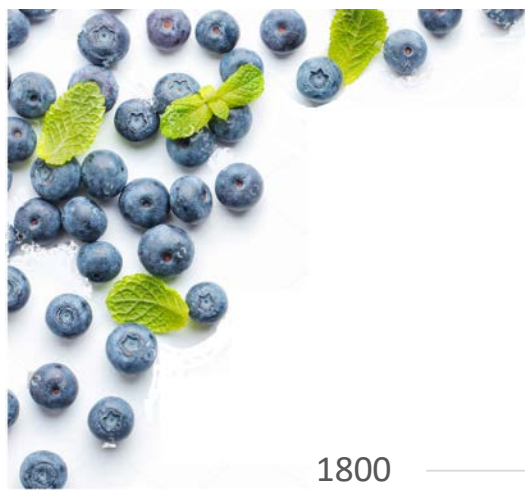


Breakfast Meals Sold Comparison



October 2017 & 2018 Breakfast Comparison

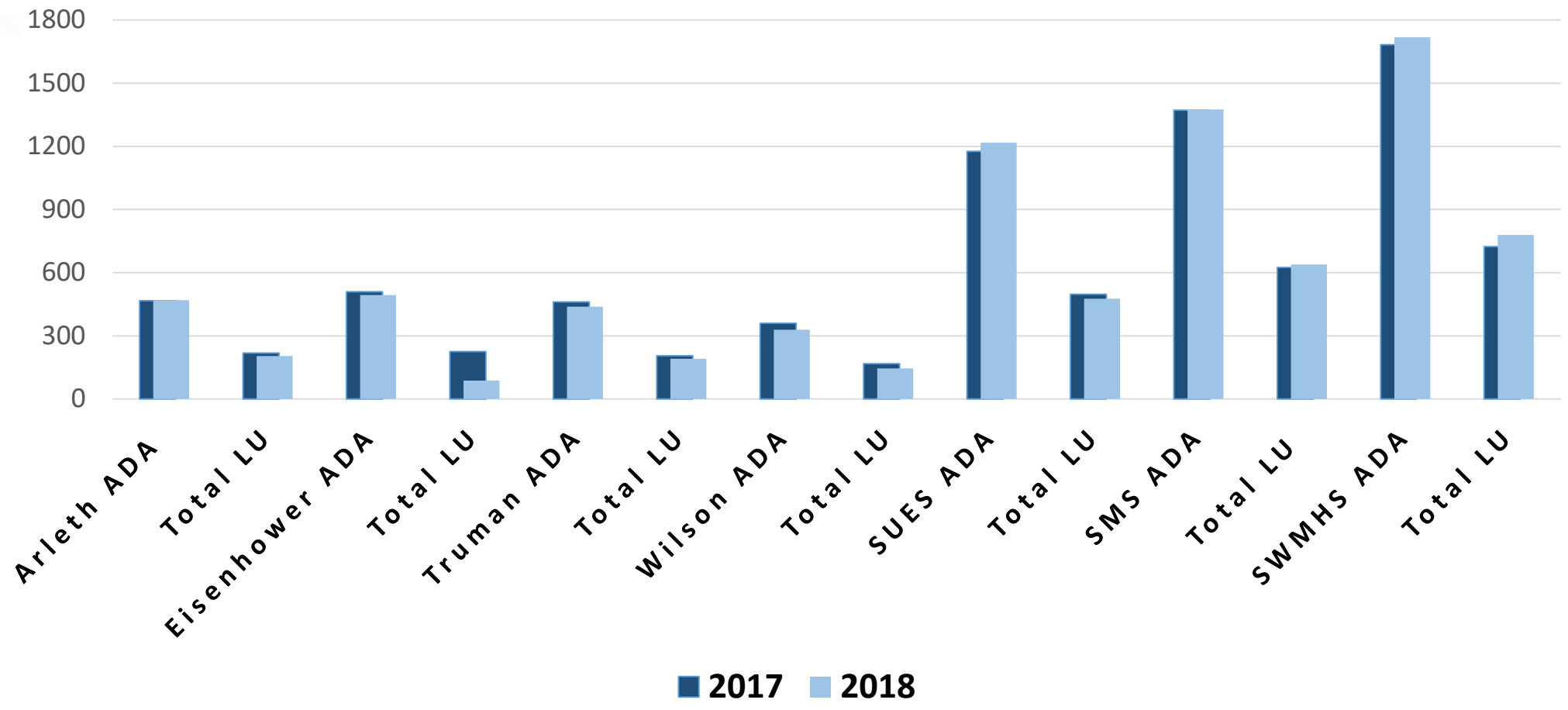




Lunch Meals Sold Comparison



September 2017 & 2018 Lunch Comparison

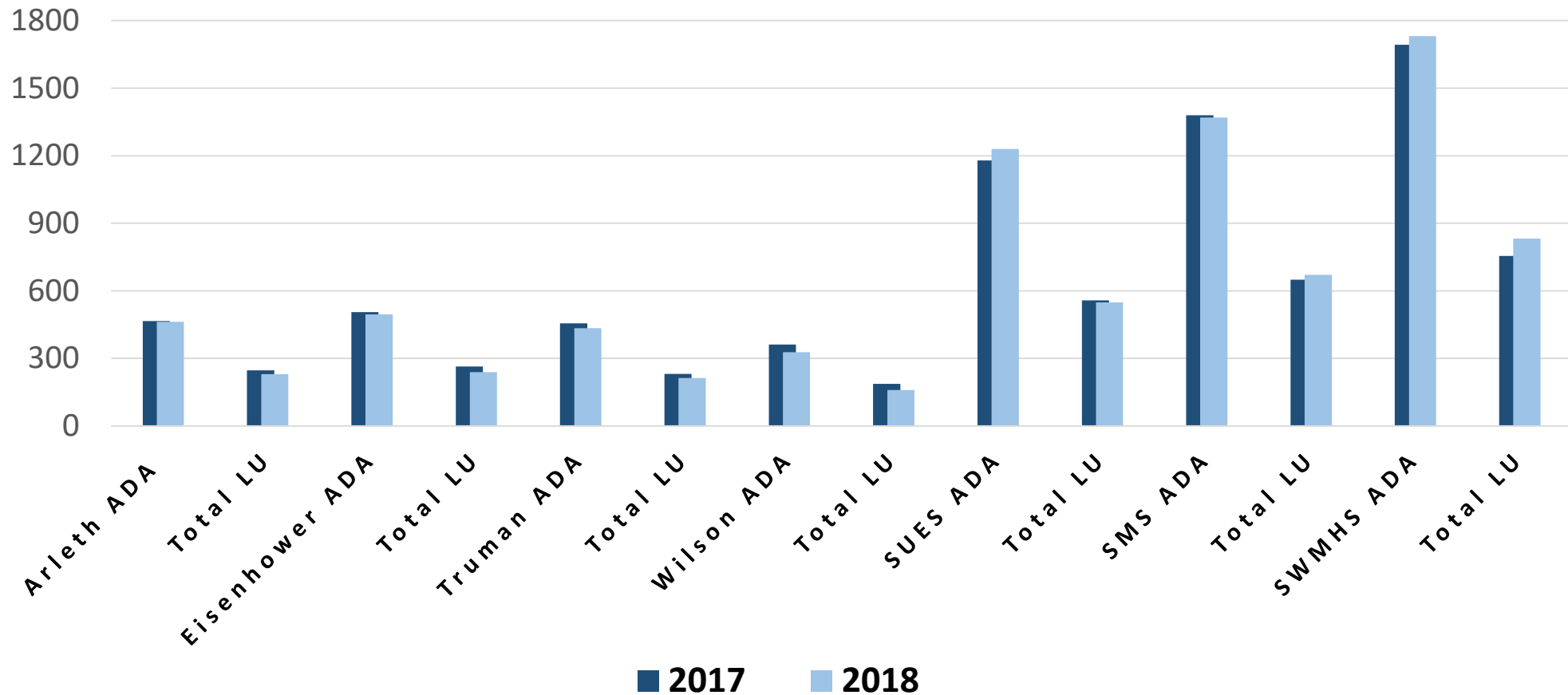


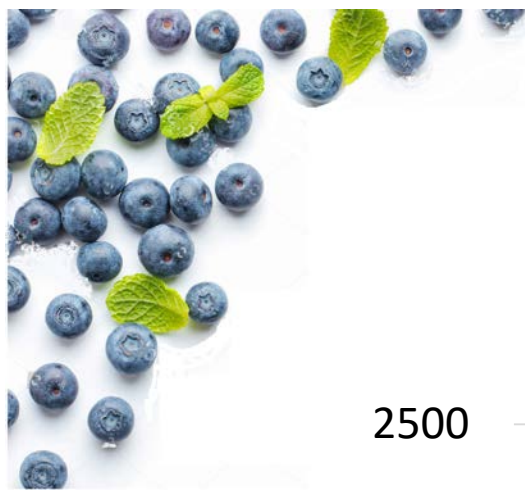


Lunch Meals Sold Comparison

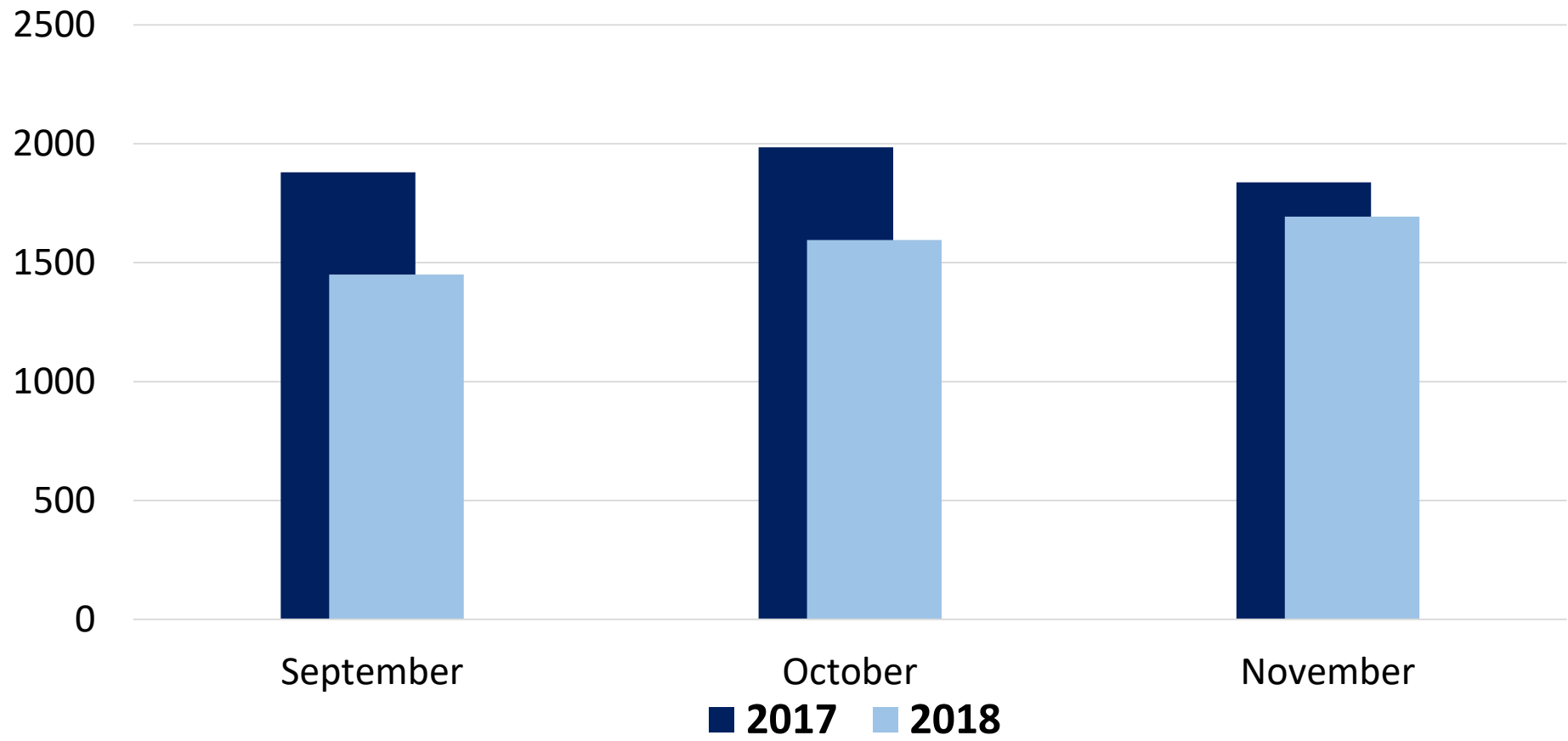


October 2017 & 2018 Lunch Comparison





A la Carte Sales Comparison





Where are we today?

Last year area's for improvement were identified as the following:

- Website communication
- Compliance with the completion of free and free and reduced application NS
- Handling IOU's

Where are we now?

- We have increased online visibility
- We are following the IOU policy
- For July-August of 2019 we will send weekly email blasts to parents about the free-reduced application





Strategies for Increasing Participation

IMPROVEMENT OPPORTUNITIES

- Breakfast Delivery
- Plate Presentation
- Increasing awareness of Breakfast
- Offering more variety – *a la carte varieties*
- Marketing
- Updating Line Equipment
 - *Retail Style Items-Black Tops, Salad Bar Inserts, crowd controls etc...*





Strategies for Increasing Participation MARKETING

- Twitter
- Facebook
- School Messenger
- Bomber Blasts
- OnCourse Connect
- Department Logo

BREAKFAST at Wilson

Mornings are busy enough why not join us for breakfast!

DAILY Woodrow Wilson Elementary will be serving an assortment of cereals such as fruit loops, cocoa puffs, Frosted WG Flakes and pop tarts. Fresh fruit will be available and a variety of milk!

Come jump-start the day right here!

We are looking to include some student suggestions for new items so please let us know your ideas!

Full Prices	
Elementary	\$1.60

*All free and reduced students get breakfast for **FREE***

Thanksgiving DAY
FEAST

THURSDAY NOVEMBER 15th

JOIN US FOR A THANKSGIVING FEAST RIGHT HERE IN YOUR SCHOOL CAFÉ!

*Fresh Baked Turkey with Gravy *Whipped Mashed Potatoes
* Green Beans * Warmed Dinner Roll

National Calzone Day

Thursday November 1st

Celebrate National Calzone Day with us right here in your café. We will be serving a tri-cheese calzone with marinara.

Mangia!

We're on Twitter! Come follow us at [@Sayrevillecafe](https://twitter.com/Sayrevillecafe) to see what's cookin'

HOLIDAY LUNCH

THURSDAY December 13th

JOIN US FOR A HOLIDAY LUNCH RIGHT HERE IN YOUR SCHOOL CAFÉ!

*Fresh Baked Turkey with Cranberry Sauce *Cheesy Shredded Potatoes (**NEW**) *Fresh Broccoli

Lunch Prices	
High School \$3.60	Elementary \$2.85
Middle School \$3.35	Adult Lunch \$5.10
Reduced \$0.40	



Strategies for Increasing Participation

GRANTS



Applied for a Breakfast grant for about \$10,000-awaiting for funds



Applied for a Salad Bar grant to increase vegetable and fruit acceptance – awaiting for funds



Strategies for Increasing Participation

RECIPE DEVELOPMENT



Adding new bid items for the 19/20 SY



Lifting the menu/recipe platform up onto the computer

Catering
SAYREVILLE
School Food Service Department
...feeding one child at a time...

Tier Priced Catering
New recipes, options and more!

Your Sayreville School Food Services Department is revamping their catering menu to offer more options at varying costs! Don't see the items you exactly want, no worries we'll work with you.

Coming soon

Need More Info?
Contact the Food Services Department at X. 8127

Costing out new recipes to implement Catering menus



Strategies for Increasing Participation & Revenue FOLLOWING FED/STATE GUIDELINES

K-5

½ cup FRUIT	1 cup MILK	¾ cup VEGGIE
1 oz eq GRAIN	1 oz MEAT/ALTERNATE	

6-8

½ cup FRUIT	1 cup MILK	¾ cup VEGGIE
1 oz eq GRAIN	1 oz MEAT/ALTERNATE	

9-12

1 cup FRUIT	1 cup MILK	1 cup VEGGIE
2 oz eq GRAIN	2 oz MEAT/ALTERNATE	



½ cup



K-5/6-8: ¾ cup
9-12: 1 ¼ cup



½ cup



½ cup



K-5/6-8: ½ cup
9-12: ¾ cup

**Additional
to meet
weekly total**

K-5/6-8: 1 cup
9-12: 1 ½ cup

Applying for a Whole Grain (WG) waiver SY19/20

The USDA may be lifting some restrictions on WG, Milk and Sodium



Summary of Finances



	AUDITED	AUDITED	AUDITED	AUDITED	ANTICIPATED	ANTICIPATED
	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20
OPERATING REVENUE						
DAILY SALES - REIMBURSABLE	\$ 1,048,456.81	\$ 1,081,226.37	\$ 724,722.72	\$ 739,811.24	\$ 755,000.00	\$ 775,000.00
DAILY SALES - NONREIMBURSABLE	\$ -	\$ -	\$ 369,680.00	\$ 341,624.92	\$ 330,900.00	\$ 333,000.00
SPECIAL EVENT SALES	\$ -	\$ -	\$ 24,320.12	\$ 29,466.13	\$ 30,750.00	\$ 33,000.00
NONOPERATING REVENUE						
STATE SCHOOL LUNCH	\$ 25,206.28	\$ 24,124.20	\$ 24,891.91	\$ 29,723.72	\$ 28,000.00	\$ 29,000.00
NATIONAL SCHOOL LUNCH	\$ 1,069,791.86	\$ 963,616.95	\$ 1,004,875.74	\$ 1,022,019.78	\$ 1,042,000.00	\$ 1,063,000.00
NATIONAL SCHOOL BREAKFAST		\$ 183,086.82	\$ 217,301.56	\$ 231,525.43	\$ 236,500.00	\$ 242,000.00
USDA FOOD COMMODITIES	\$ 174,589.38	\$ 155,944.68	\$ 161,604.01	\$ 123,312.52	\$ 170,000.00	\$ 170,000.00
TOTAL REVENUE	\$ 2,318,044.33	\$ 2,407,999.02	\$ 2,527,396.06	\$ 2,517,483.74	\$ 2,593,150.00	\$ 2,645,000.00
OPERATING EXPENSES						
COST OF SALES - REIMBURSABLE	\$ 829,791.41	\$ 897,150.45	\$ 841,540.00	\$ 818,441.43	\$ 844,000.00	\$ 870,000.00
COST OF SALES - NONREIMBURSABLE	\$ -	\$ -	\$ 81,158.00	\$ 79,747.00	\$ 82,000.00	\$ 85,000.00
USDA FOOD COMMODITIES	\$ 174,589.38	\$ 155,944.68	\$ 161,604.01	\$ 123,312.52	\$ 170,000.00	\$ 170,000.00
SALARIES	\$ 926,623.09	\$ 1,003,776.45	\$ 1,015,310.05	\$ 1,013,690.87	\$ 1,025,000.00	\$ 1,035,000.00
EMPLOYEE BENEFITS	\$ 154,035.45	\$ 187,117.43	\$ 202,567.98	\$ 176,997.08	\$ 200,000.00	\$ 207,500.00
REPAIRS AND MAINTENANCE	\$ 31,179.32	\$ 41,611.41	\$ 27,904.09	\$ 39,634.91	\$ 45,000.00	\$ 45,000.00
SUPPLIES AND MATERIALS	\$ 162,414.99	\$ 96,019.07	\$ 79,356.10	\$ 113,832.66	\$ 140,000.00	\$ 140,000.00
MISCELLANEOUS	\$ 3,305.85	\$ 2,001.15	\$ 10,549.07	\$ 2,850.64	\$ 5,000.00	\$ 5,000.00
DEPRECIATION	\$ -	\$ -	\$ -	\$ 345.00	\$ -	\$ -
TOTAL OPERATING EXPENSES	\$ 2,281,939.49	\$ 2,383,620.64	\$ 2,419,989.30	\$ 2,368,852.11	\$ 2,511,000.00	\$ 2,557,500.00
NET PROFIT(LOSS)	\$ 36,104.84	\$ 24,378.38	\$ 107,406.76	\$ 148,631.63	\$ 82,150.00	\$ 87,500.00
RETAINED EARNINGS 7/1	\$ 103,163.36	\$ 139,268.20	\$ 163,646.58	\$ 271,053.34	\$ 419,684.97	\$ 501,834.97
RETAINED EARNINGS 6/30	\$ 139,268.20	\$ 163,646.58	\$ 271,053.34	\$ 419,684.97	\$ 501,834.97	\$ 589,334.97



Questions?

