



2022-23 Universal Meal Plan

Presentation #3

Rancho Santa Fe School District

Donna S. Tripi , Superintendent

Allison Oppeltz, Director of Finance

Regular Board of Education Meeting

August 12, 2022

Recap:



AB 130 California Assembly Bill: Provide two nutritiously adequate school meals free of charge to any pupil who requests a meal without consideration of the pupil's financial eligibility. State is supplementing the federal free and reduced lunch program. Program requires notification that was done through the Parent Notification in the registration packet.

● **No Reimbursement vs. Reimbursement**

- Program is new and there are still a lot of unknowns
- Most districts going through this process have kitchens and can handle the changes to their existing programs - **no special accommodations for no-kitchen schools**
- Ability to pivot at any time

● **Reimbursement Questions**

- **Can parents purchase other entree options instead of the free meal for a fee?**
 - *No, due to equity issues the free option is the main entree(s)*
 - *You can offer "add-ons" for a fee*
- **Can we still use Jersey Mike's?**
 - *Yes, but schools should not promote or use "manpower" to execute*
 - *Our view is that it is the same as a parent providing their own lunches for their children*
- **What is the our initial cost of equipment?**
 - *Depends on the selected vendor*
 - *\$15-\$20K initial investment*
 - *Possible to rent back from the vendor as part of the RFP*

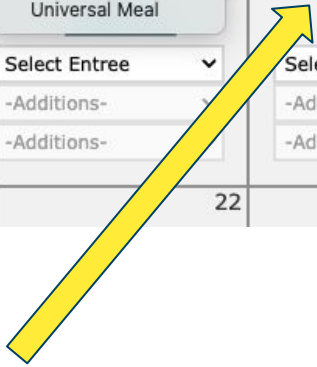
Short-term: No Reimbursement



- No need to become a School Food Authority
- Health permit is approved for Ki's services
- Assess demand
- Nutritionally adequate USDA meals (grain, protein, milk, fruit, veggies)
- Ki's will offer a free lunch option as well as their regular menu
 - Parents will be asked to order in advance, but we will be prepared for additional lunches if someone asks for it
 - Free lunch will be nutritionally adequate USDA meals
 - District receives a bill for the number of free lunches the District orders for students
 - Lunches will be pre-packaged for all students
 - No more fruit and salad bar (but students ordering a lunch from the regular menu will still have choices for their lunch boxes)
- District will serve breakfast from 7:30-7:45
 - Granola Bar and Juice or Fruit (milk offered)
 - Available in one of the lunch distribution areas
 - Must be seated to eat - don't want students eating and playing

Ki's - No Reimbursement

Copy from week	15	16	17	18	
<input checked="" type="checkbox"/> Pasta Day <input type="checkbox"/> Universal Meal Select Entree -Additions- -Additions-	International Day <input type="button" value="View Menu"/> Select Entree -Additions- -Additions-	Down Home Day <input type="button" value="View Menu"/> Select Entree -Additions- -Additions-	Home Cooking Day <input type="button" value="View Menu"/> Select Entree -Additions- -Additions-	Pizza Day <input type="button" value="View Menu"/> Select Entree -Additions- -Additions-	
Copy	22	23	24	25	



First option will be the parent purchase lunch options.

- Hot Lunch
- Bean & Cheese Burrito - \$6.35
- Burrito - Chicken, Rice, Bean & Salsa - \$7.10
- Cheese Ravioli with Veggie Marinara Sauce - \$6.85
- Chicken Breast GF - \$7.60
- GF Pasta with Butter (Parmesan on the side) - \$7.10
- GF Pasta with Turkey Meat Sauce - \$7.10
- GF Pasta with Veggie Marinara - \$7.10
- Pasta with Butter (Parmesan on the side) - \$6.10
- Pasta with Turkey Meat Sauce - \$6.35
- Pasta with Veggie Marinara Sauce - \$6.35
- Bowls (Gluten Free)
- Acai Bowl - \$7.85
- Chicken Bowl w/ Veggies - \$6.75
- Chicken Rice Bowl - \$6.60
- Mexi-Bowl - \$6.10
- Roasted Tofu Bowl with Veggies - \$6.85
- Roasted Tofu Rice Bowl - \$6.60
- Teriyaki Chicken Bowl - \$6.75
- Teriyaki Tofu Bowl - \$6.75
- Soups & Chili
- Chicken Noodle Soup - \$6.10
- Chicken and Rice Soup GF - \$6.10
- Turkey Chili GF - \$6.10
- Turkey Chili Mac - \$6.35
- Veggie Stew GF - \$6.35
- Salads
- Asian Chicken Salad - \$7.60
- Asian Salad with Roasted Tofu - \$7.60
- Caesar Salad - \$7.10
- Chefs Salad GF - \$8.35
- Chicken Caesar Salad - \$7.85
- Chopped Salad with Chicken - \$8.35
- Cobb Salad - \$8.60
- Garden Salad GF & Vegan - \$7.35
- Garden Salad with Chicken GF - \$7.85
- Garden Salad with Ranch GF - \$7.35
- Garden Salad with Tuna GF - \$7.60
- Sandwiches
- 1/2 Avocado & Cheese Sandwich - \$6.35
- 1/2 Ham & Cheese Sandwich - \$6.35
- 1/2 Ham Sandwich NO CHEESE - \$6.35
- 1/2 Tuna Sandwich - \$6.35
- 1/2 Turkey & Cheese Sandwich - \$6.35
- 1/2 Turkey Sandwich NO CHEESE - \$6.35
- Avocado & Cheese Sandwich - \$7.85
- Avocado Sandwich NO CHEESE - \$7.85
- Bagel and Cream Cheese - \$6.35
- Egg Salad Sandwich - \$6.85

Ki's - No Reimbursement & Preview for Reimbursement

Copy from week 15

Universal Meal

International Day

View Menu

View Menu

✓ Select Entree

Universal Meal

WG/GF Pasta with Turkey Meat Sauce

One lunch option for no charge.

Copy from week 15 16

Universal Meal

International Day

View Menu

View Menu

WG/GF Pasta with Turkey Meat Sauce

-Additions-

-Additions-

Paid Additions

Paid Additions

- Snacks
 - Fruit Strip GF Organic - \$1.00
 - GF Organic Rice Rollers - \$1.00
 - Garlic Bread - \$0.50
 - Gluten Free Snack - \$1.00
- Organic Drinks
 - Berry Lemonade (Organic) - \$1.60
 - Chocolate Milk (Organic) - \$1.75
 - Lemonade (Organic) - \$1.60
 - Milk (Organic) - \$1.80
 - Organic Apple Juice Box - \$1.50
 - Organic Fruit Punch Juice Box - \$1.50
 - Organic Grape-Apple Juice - \$1.50
- Smoothies
 - Acai Smoothie - \$2.50
 - Apple Smoothie - \$2.10
 - Strawberry Smoothie - \$2.10
 - Tropical Smoothie - \$2.10
- Sides
 - Steamed Veggies - \$2.75
- Hot Lunch
 - Chicken Breast GF - \$4.00
- Bowls (Gluten Free)
 - Chicken Bowl w/ Veggies - \$2.90
 - Chicken Rice Bowl - \$2.75
 - Mexi-Bowl - \$2.25
 - Roasted Tofu Bowl with Veggies - \$2.75
 - Roasted Tofu Rice Bowl - \$2.75
 - Teriyaki Chicken Bowl - \$2.90
- Soups & Chili
 - Chicken Noodle Soup - \$2.75
 - Chicken and Rice Soup GF - \$2.75
 - Cup Chicken Noodle Soup - \$2.75
 - Cup Chicken Rice Soup - \$2.75
 - Cup Veggie Stew - \$3.00
 - Turkey Chili GF - \$2.75
 - Turkey Chili Mac - \$3.00
 - Veggie Stew GF - \$3.00
- Sandwiches
 - 1/2 Ham & Cheese Sandwich - \$2.50
 - 1/2 Ham Sandwich NO CHEESE - \$2.50
 - 1/2 Tuna Sandwich - \$2.50
 - 1/2 Turkey & Cheese Sandwich - \$2.10
 - 1/2 Turkey Sandwich NO CHEESE - \$2.50
 - Bagel and Cream Cheese - \$2.50

No Reimbursement: Menu



- Milk is offered at every meal
- Will provide a vegetarian option every day
- Below menu contains gluten-free and vegan options every day
- Special meal restrictions require a doctor's note stating what they can't eat (Dairy-free, Gluten-free, etc.) in order to ensure you have an option every day. Will require ordering online. No doctor's note is required if it is already on the daily menu.
- No reimbursement does not require a different menu every week

Monday:

- Pasta with Turkey Meat sauce or Veggie Marinara (**GF & Vegan**); both options include a packet of parmesan cheese and apple slices

Tuesday:

- Bean & Cheese Burrito or Bean Burrito (**GF & Vegan**); both options include orange slices

Wednesday:

- Teriyaki Chicken Bowl (**GF**) or Teriyaki Veggie Bowl (**GF & Vegan**); both options contain broccoli and includes grapes

Thursday:

- Baked Potato with Cheese on the side (**GF & Vegan**) and watermelon slices

Friday:

- Pesto Quinoa with Green Beans or Roasted Tofu with Veggies (**GF & Vegan**); both options include raisins

No Reimbursement Recap:



- **Pros:**

- **Food variety for students**
- No application for families
- No audit
- Student Council Snack Cart & other “sale” opportunities do not need to adhere to “Smart Snacks” standards (Student Council sells healthy options already.)

- **Con:**

- Budget sustainability if the program becomes popular

- **Costs - \$100,800 plus milk costs (approx 35¢/ea):**

- \$4.85 per free lunch delivered
 - 100 per day - \$87,300/annually
 - Track patterns every month for accurate future estimates of the number of lunches to order
- Breakfast - 75¢
 - 100 per day - \$13,500/annually
- North County Purchasing Consortium for milk - add to a current bid
 - Offered, not served

Reimbursement Recap:



- **Pro:**
 - Reduce budgetary implications
- **Con:**
 - Variety for Students - due to equity issues all students would receive the same lunch option
 - May have the ability to buy an additional lunch in addition to the free lunch
 - Student Body Snack Cart sales would need to comply as well as Friday Pizza Sales
- **Costs plus milk costs (approx 35¢/ea):**
 - Reimbursement amounts still not solidified (\$4.50 for lunch and \$2.55 for breakfast)
 - Profit from add-on options will go toward the gap between reimbursement amounts and actual costs, still may cost \$25-\$50K annually
 - Food Service Consultant - \$15-\$20K for first year only
 - Equipment - \$6,000 - \$20,000 (depending on rental or purchase)
 - Additional staffing requirements: Staff to oversee deliveries/quality control standards and staff for serving - \$30K
 - **Cost range for first year: \$76K-\$120K**
 - **Subsequent years: \$83K/annually**

Recommended Next Steps:



Wait to assess demand in the first two months of the school year and come back to the Board with a recommendation at that time.

If we choose **reimbursement**, we will proceed with the following:

- Select a food consultant to start the process
 - Vendor RFP
 - SFA Application Process
 - Create Parent Application
 - Point of Sale System
 - Recommend Equipment Options (rental or purchase)
 - Required Procedures and Employee Training

- Educate Parents
 - CDE's Meal Pattern limits choices

Addendum:



- **School Food Authority - What does that mean?**
- **First look at other Catering Vendors**
 - Other school districts are not an option for the first year
 - May be for subsequent years
- **Why use a Food Consultant?**
- **First look at Food Consultants**



Questions?

School Food Authority (SFA)



- Must become a SFA for reimbursement
- Application process (takes three - four months)
- Family application process and submission
- Vendor RFP; vendor and menu certification submission
- First year extensive state audit; approximately every three years thereafter
- Must have compliant policies and procedures with all facets of the program
- Train staff on NSLP requirements and regulations
- Monthly reimbursement claims

Catering Vendors:

(Prices based on spring conversations - will change for RFP)



- **Ki's** (no servers)
 - \$4.50 for lunches & \$2.85 for breakfast
 - Limited experience with food meal patterns and requirements
- **TopNotch Catering** (no servers)
 - \$3.22 - \$3.83 for lunches, \$2.06 - \$2.40 for breakfast
 - Extensive experience with required food meal patterns and requirements
 - Extensive experience working with Food Consultants
- **Oceanside Kitchen Collective** (no servers)
 - Del Mar's Choice - recent review
 - \$5 per lunch and \$3.50 for breakfast
- **Choice Lunch** (no servers)
 - Specializing in private schools - Rhoades
 - \$8-10 per lunch including delivery
- **Enjoyables** (no servers)
 - Very small - serves two schools, 150 lunches three days a week
 - \$10 per lunch including delivery
 - Not familiar with with food meal patterns and requirements

Food Service Consultants



Make the right decisions out of the gate

- Leverage their experience for the best results with RFPs, food vendors, equipments, CDE experience
 - Can tailor the RFP questions to fit our needs and vet applicants
 - Create compliant processes and procedures
 - Maximize reimbursement opportunities
 - Seek CDE Kitchen Grants
 - Experience with POS and equipment
 - Train staff
 - Assist with health permit
 - Recommend sustainable plan (catering, school district, build kitchen, pop-up kitchens)
 - Know how to successfully pass a first audit
- Best interest of the district to ensure most cost effective long term solution and compliant policies and procedures - avoid costly errors (audit, equipment, liability)
- Ensure a successful first year audit

Food Service Consultants



- **School Food Solutions - \$20K w/ audit**
 - RFP Process - \$3K without taste test
 - Start-up costs including the SFA application process - \$3,500
 - POS procurement process (software cost separate)
 - Ongoing Support- \$300-\$500 per month
 - **Audit support - \$8,500 (first year only)**

- **School Food & Wellness Group - \$19,500**
 - SFA Application - \$2K
 - RFP Process - \$2- \$3K
 - Start-up costs & Ongoing Support - \$12,500
 - POS procurement process (software cost separate)
 - Audit support - documentation only - \$2K

- **LunchAssist - \$15K**
 - Wait list - 3 or 4 on the list
 - Former Encinitas School District Food Service Manager
 - Emphasis on training and teaching - not doing it for us; would require a main staff member to train