



# 2022-23 Universal Meal Plan

Presentation #4

**Rancho Santa Fe School District**

Donna S. Tripi , Superintendent

Allison Oppeltz, Director of Finance

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Regular Board of Education Meeting

September 15, 2022

# Agenda:



- **Recap Program & Numbers to Date**
- **Food Service Consultant Presentation**
  - **School Food & Wellness** - Emily Chatelain
  - **School Food Solutions** - Ryan Gomes
  - **Lunch Assist** - Not a viable option; requires a food service staff currently in place
- **Discussion & Next Steps**

# Current Breakfast Program



- **Infrastructure (required for either program)**

- Ordered one milk cooler (fits 16 milk crates)
- Hollandia Dairy & Juice Contract - piggybacking on Carlsbad's RFP
  - Approximately \$150/per week - \$5,250 annually
  - May introduce chocolate milk once milk cooler arrives - participation will most likely double
  - Milk prices vary each month

- **Breakfast in the courtyard from 7:30 - 7:45 am**

- Milk & juice every day
- Changes made as of 9/6 to add variety:
  - Nutri-grain and/or Belvita Bars every day
  - Tuesday & Thursday - Cereal
  - Friday - Muffins (new this week)
  - Currently staffed by Beth Engstrom

- **Breakfast participation numbers**

- Varies greatly depending on menu item and the "friend" factor
- First two weeks - 6 to 16 (average 11 students)
- Second two weeks (cereal added) - 10-45 (average 23 students)

# Breakfast Finances:



## Non-Reimbursement:

- **Meal Type**

- Juice - 25¢
- Milk - 45¢ (varies)
- Breakfast Bar - 45¢
- Cereal w/ Milk - \$1.30
- Muffins - 70¢

- **Meal Price - 25¢ - \$1.30**

- Anticipating an average of **40 students** per day - up to \$52 per day
- Annual Costs - up to \$9,360 annually
- Staffing - negligible

## Reimbursement:

- **22-23 State Reimbursement Rate - \$2.655**

- Vendors - \$2.50 - \$3.50
- Difference in Food Cost - \$0 - 85¢ per day
- **75 students** per day - \$0 - \$64 per day
- Annual Food Costs - \$0 - \$11,520
- Staffing regulations - requires 2 people (one for distribution, one recordkeeping)
  - Will require a full-time food staff member
- More variety in meals and more substantial meals

# Current Lunch Program



- **Lunch supplied by Ki's**

- Pre-order meals online/15 meals ordered daily for walk-ups (\$4.85 per meal)
- No longer allowing “add-ons” for UMP meals - slows down distribution of food
- Weekly menu does not change - Ki's changed two unpopular choices at our request
- Will supply an October menu with more options
- Increased portion size substantially due to initial feedback
- Milk offered every day
- Willing to continue to work with us as long as we provide the paid option
- Not interested in participating in an RFP if we take the reimbursement route

- **UMP Lunch participation (62 - 93 students daily)**

- Turkey Pasta - 90
- Bean & Cheese Burrito - 77
- Beef Broccoli Teriyaki Bowl - 68
- Baked Potato - 69
- Ham Sandwich - 62

# Lunch Finances:



## Non-Reimbursement:

- Free UMP meal price - \$4.85 (Price may increase as costs increase)
  - 75 students per day average = \$364
  - Annually = \$65,520
- Ki's provides staffing
- Can maintain the paid program with a varied menu - over 35 options daily
  - The chart below of three days in a recent week demonstrates that families choose a variety of menu items each day.

	<b>143 meals</b>	<b>136 meals</b>	<b>115 meals</b>
<b>Number of Different Entrees Chosen</b>	22	22	32
<b>Drinks (lemonade, Juice)</b>	60	50	50
<b>Smoothies</b>	20	12	9
<b>Snacks</b>	42	34	33

# Lunch Finances:



## Reimbursement:

- **22-23 State Reimbursement Rate - \$4.455**
  - Vendors - \$4.85 - \$6.00
    - May not be organic
    - Would have to follow federal guidelines for meal composition
  - Difference in Food Cost - 40¢ - \$1.55 per day
  - 150 students per day - \$60 - \$233 per day
  - Annual Food Costs - **\$10,800- \$41,850**
  - Food Consultant first year - **\$20,000**
  - Will need staffing; minimum one additional staff member (full time food service person) - **\$50K**
  - **Total: \$80,800 - \$111,850**
  - UMP meals follow portion, and nutritional guidelines

## Summary of Non-Reimbursement Versus Reimbursement

Item	Non-Reimbursement	Reimbursement
<b>Quality</b>	*Currently using Ki's - organic ingredients, etc.	*Will need a new vendor; can screen for quality *Must follow meal guidelines
<b>Variety for Paid Lunches</b>	*Can keep choices for paid students as well as the UMP meal option	*Cannot have a paid hot lunch option through the school *Can have drop off services, e.g. Jersey Mike's
<b>Variety for UMP Lunches</b>	* Ki's provides a limited variety due to not wanting to interfere with paid choices	*More variety monthly, but only 1-3 choices daily
<b>Servers</b>	*Minimal issues for breakfast- cover internally *Ki's provides servers for lunch	*We would need our own food service staff members
<b>Current Vendor</b>	*Ki's will continue to work with us if we provide the paid options	*Ki's will not bid on the program if we go this route
<b>Infrastructure</b>	*None needed	*Need Point of Sale system, food service equipment, health permits, distribution system
<b>Audits</b>	*No audit; not taking funds	*Definitely have an audit Year 1 and likely every two or three years thereafter
<b>Costs</b>	*Paying out of pocket for entire program; breakfast and lunch *Predictable costs	*Will have some out-of-pocket expenses – difference between the state reimbursement and cost of the meals with the vendors *Staffing costs
<b>Controls</b>	*Work with vendor on portion size, calorie count, etc. – will not be monitored	*Must follow strict guidelines for portion, calorie count, variety of vegetables, etc. *Impacts all food on campus including ASB Snack Cart



# Food Service Consultants



- **School Food Solutions - \$19,500 w/ full audit support**
  - RFP Process - \$3K without taste test
  - Start-up costs including the SFA application process - \$3,500
    - POS procurement process (software cost separate)
  - Ongoing Support- approximately \$525 per month (\$4,500)
  - Full Audit support - \$8,500 (first year only)
  
- **School Food & Wellness Group - \$19,500 - \$20,500**
  - SFA Application - \$2K
  - RFP Process including submission to state - \$2- \$3K
  - Start-up costs & ongoing support - \$12,500 (special rate)
    - POS procurement process (software cost separate)
  - Administrative verification of required forms - \$1K
  - Audit support - documentation only - \$2K
  
- **LunchAssist - \$15,150**
  - Emphasis on training and teaching - not doing it for us; would require a main staff member to train
  - Consulting, mentoring, and coaching your food service staff

# School Food Solutions



- Operating since 2009 - services over 100 schools with more than 40K students
- Works closely with state agencies to ensure all state & federal regulations are being met, while providing schools the healthiest and most economical options
- Successful CA state audit record - no audit findings
- Difference - monthly ongoing support is based on actual number of meals served versus student enrollment



**Discussion/Next Steps?**