

SCHOOL FOOD SERVICES

APPROACHES TO FOOD SERVICES

Food Service Management Company (FSMC)

- FSMC manages all operations in accordance with contract specifications
- Districts competitively bid for FSMC using NYSED CN bid template and award is based on lowest responsible bidder meeting specifications
- Small number of FSMC on Long Island
- 29 districts in Nassau County use FSMC to manage lunch program

Self-Operated/In-House

- District directly manages food service program with in-house staff. Includes recruiting, training, management, procurement, meal planning, preparation
- Districts hire a food services director who manages all aspects of the program
- 24 districts in Nassau County have in-house programs

Meal Variety and Quality

(based on review of posted menus)

Food Service Management Company (FSMC)

Consistent menu items found across Nassau County districts
pizza, burgers, tacos, chicken nuggets/patties, and pasta are widely offered

- Tended to have more variety in daily menu options
- One district menu indicated Halal
- Syosset offers both Halal & Kosher

Self-Operated/In-House

- A few self-operated districts had more variety in daily menu options.
- One district menu indicated Kosher
- One district menu indicated Halal

Meal Variety and Quality

Food Service Management Company (FSMC)

- Menu items specified in bid and adjusted over time
- Large national networks of food suppliers provide variety and scale
- Invests in R&D to develop new menu items
- Incentive system for continuous improvement to drive sales and profit

Self-Operated/In-House

- More flexibility/direct control over menu items
- Purchase food with local/regional bidding cooperative
- Fewer resources for product development
- Less pressure for profit

REGULATIONS AND GUIDELINES

Overarching rules and regulations apply to both self-operated and contracted programs

- Highly regulated by federal, state, and local laws
- Guides all aspects of the program
- Nutritional content (Fat, Sodium, Sugar)
- Meal portions and servings
- Food Handling and Safety
- Food Allergies
- Facilities Requirements
 - Three-compartment sinks
 - Vent cleaning
 - Water temperature in sinks
- FRPL rules and regulations

SYOSSET SNAPSHOT

- Whitsons is the current FSMC in Syosset, based on the district's bid from Spring/Summer of 2024
- Aramark was the district's FSMC based on the district's bid in the 2019 school year
- A full breakfast and lunch program is offered in the secondary schools
- Elementary schools do not have full kitchens; meals are prepared in High School and HBT and delivered to elementary schools
- Grant funding provided for the installation of countertop pizza ovens allowing for on-site pizza cooking at the elementary schools in 23-24
- Capital work in elementary schools could expand kitchens and on-site meal prep options in the future

Labor

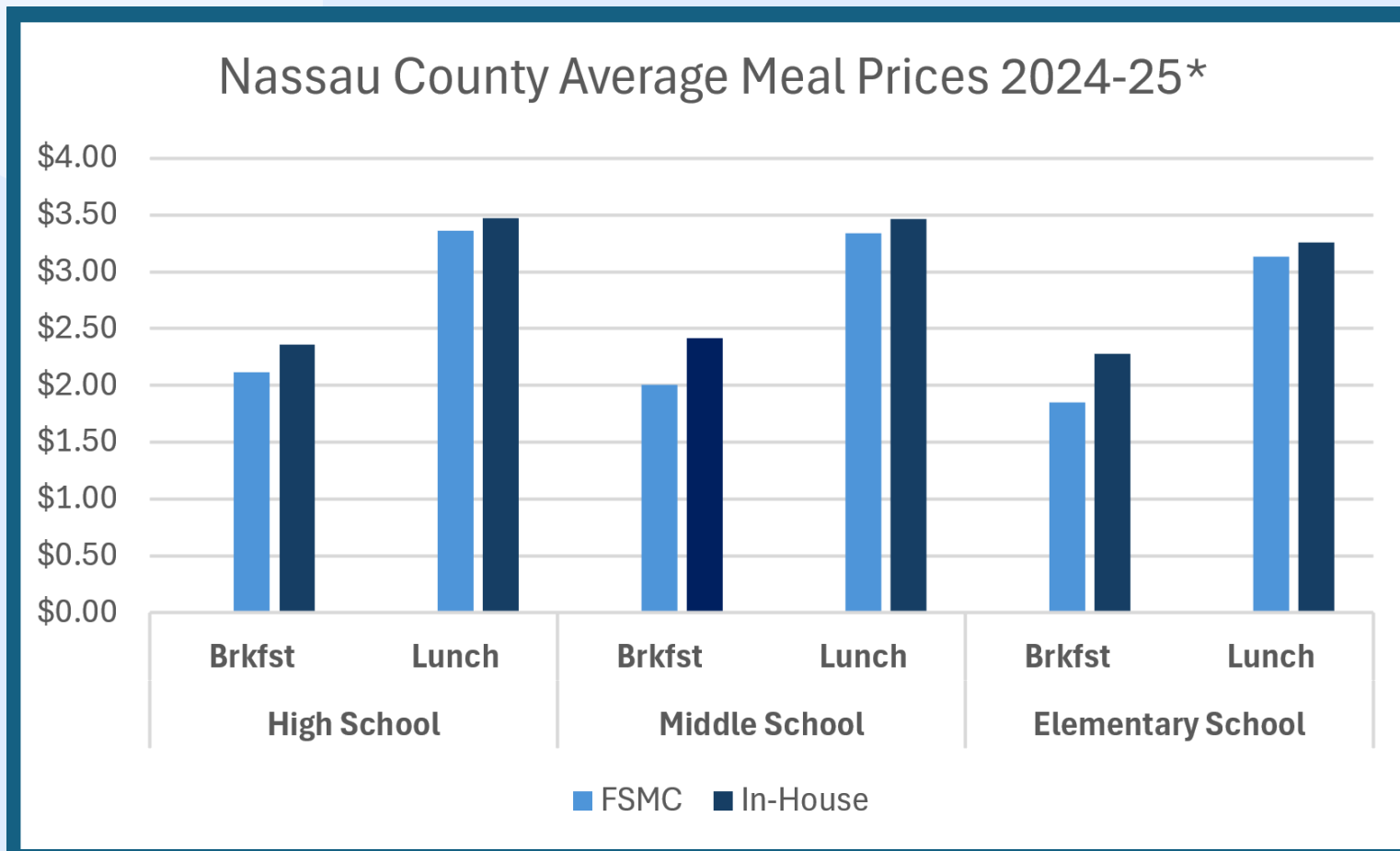
Food Service Management Company (FSMC)

Self-Operated/In-House

Labor shortages continue to impact the food service industry
High turnover and persistent vacancies are common

- All aspects of hiring, training and supervision managed by FSMC
- Employees work for the management company
- Not subject to Civil Service rules, which may provide greater flexibility in employment actions

- All aspects of hiring, training and supervision managed by the district
- Employees work directly for the district
- Subject to Civil Service rules and collective bargaining agreements, which may prolong employment actions and increase the cost of labor



* Average excludes districts qualifying for CEP

Average Meal Prices

- Meal prices were higher in self-operated districts
- Lunch prices - 3% to 4% higher in self-operated districts
- Breakfast prices - 11% to 23% higher in self-operated districts
- Syosset - Breakfast = \$1.50 and lunch = \$3.15
- Some districts charge additional for premium meals, which typically include Boar's Head products and Kosher & Halal meals
- Syosset does not impose additional costs for Boar's Head products or Kosher and Halal meals

Financial Considerations

Food Service Management Company (FSMC)

Self-Operated/In-House

Program revenues should be sufficient to cover expenditures
Program should maintain adequate fund balance to fund enhancements and improvements

- Contracts typically provide predictable financial terms
- District pays a fixed price for each meal sold
- Guaranteed returns are not dependent on general fund contributions

- Financial operations may be subject to greater volatility
- Some districts must supplement revenue with contributions from the general fund
- General fund contributions ranged from \$24K to \$457K














































































OFF-PROGRAM

Some districts choose not to participate in the National School Lunch Program

The district does not receive any benefits of participation including federal and state reimbursements to offset program costs

They are also not required to comply with NSLP rules and regulations

Not financially viable for most districts

6 Mon	7 Tue	8 Wed	9 Thu	10 Fri
Create	Create	Create	Create	Create
<div>French Toast Meal</div> <div>\$10</div> <div> +2</div> <div></div>	<div>Beef Slider Bar</div> <div>\$10</div> <div></div> <div></div>	<div>Ravioli & Meatballs</div> <div>\$12</div> <div> +1</div> <div></div>	<div>California Roll</div> <div>\$8.25</div> <div> +2</div> <div></div>	<div>Salmon Meal</div> <div>\$14</div> <div></div> <div></div>
<div>Hash Brown Patty</div> <div></div>	<div>Pasta</div>	<div>Pasta</div>	<div>Cucumber Avocado Roll</div> <div>\$8.25</div> <div></div> <div></div>	<div>Steamed Quinoa</div>
<div>Pasta</div>	<div>Pasta- HS/MS</div> <div>\$6</div> <div></div> <div></div>	<div>Pasta- HS/MS</div> <div>\$6</div> <div></div> <div></div>	<div>Philadelphia Roll</div> <div>\$8.25</div> <div> +2</div> <div></div>	<div>Pasta</div>
<div>Pasta- HS/MS</div> <div>\$6</div> <div></div> <div></div>	<div>On the Go</div>	<div>On the Go</div>	<div>Shrimp Tempura Roll</div> <div>\$10.25</div> <div> +3</div> <div></div>	<div>Pasta- HS/MS</div> <div>\$6</div> <div></div> <div></div>
<div>On the Go</div>	<div>Angus Burger Meal (Seas...</div> <div>\$10</div> <div></div> <div></div>	<div>Angus Burger Meal (Seas...</div> <div>\$10</div> <div></div> <div></div>	<div>Spicy Crab roll</div> <div>\$8.25</div> <div> +2</div> <div></div>	<div>On the Go</div>
<div>Angus Burger Meal (Seas...</div> <div>\$10</div> <div></div> <div></div>	<div>Chicken Tender Meal (Se...</div> <div>\$9</div> <div></div> <div></div>	<div>Chicken Tender Meal (Se...</div> <div>\$9</div> <div></div> <div></div>	<div>Wild Greens</div>	<div>Angus Burger Meal (Seas...</div> <div>\$10</div> <div></div> <div></div>
<div>Chicken Tender Meal (Se...</div> <div>\$9</div> <div></div> <div></div>	<div>Wild Greens</div>	<div>Wild Greens</div>	<div>Pasta</div>	<div>Chicken Tender Meal (Se...</div> <div>\$9</div> <div></div> <div></div>
	<div>Build your Own Salad</div> <div>\$8</div> <div></div>	<div>Build your Own Salad</div> <div>\$8</div> <div></div>		

Food Service Considerations

Meal quality and variety

Labor/Personnel

Food Allergies

Financial factors

- Meal prices

- General fund contribution

END