



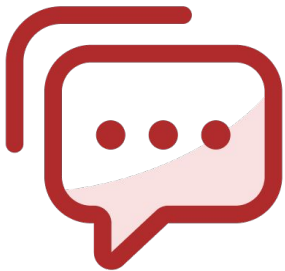
Plymouth-Canton School Meals

From idea to reality - and everything in between!

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PLYMOUTH-CANTON
COMMUNITY SCHOOLS
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Audience Q&A



Presenting with animations, GIFs or speaker notes? Enable our [Chrome extension](#)

slido

Goals for our time together:

- Showcase how menu ideas move from suggestions to reality
- Reveal behind-the-scenes work required for approval, testing, and implementation
- Share the improvements we've made to make student input easier, faster, and more impactful.



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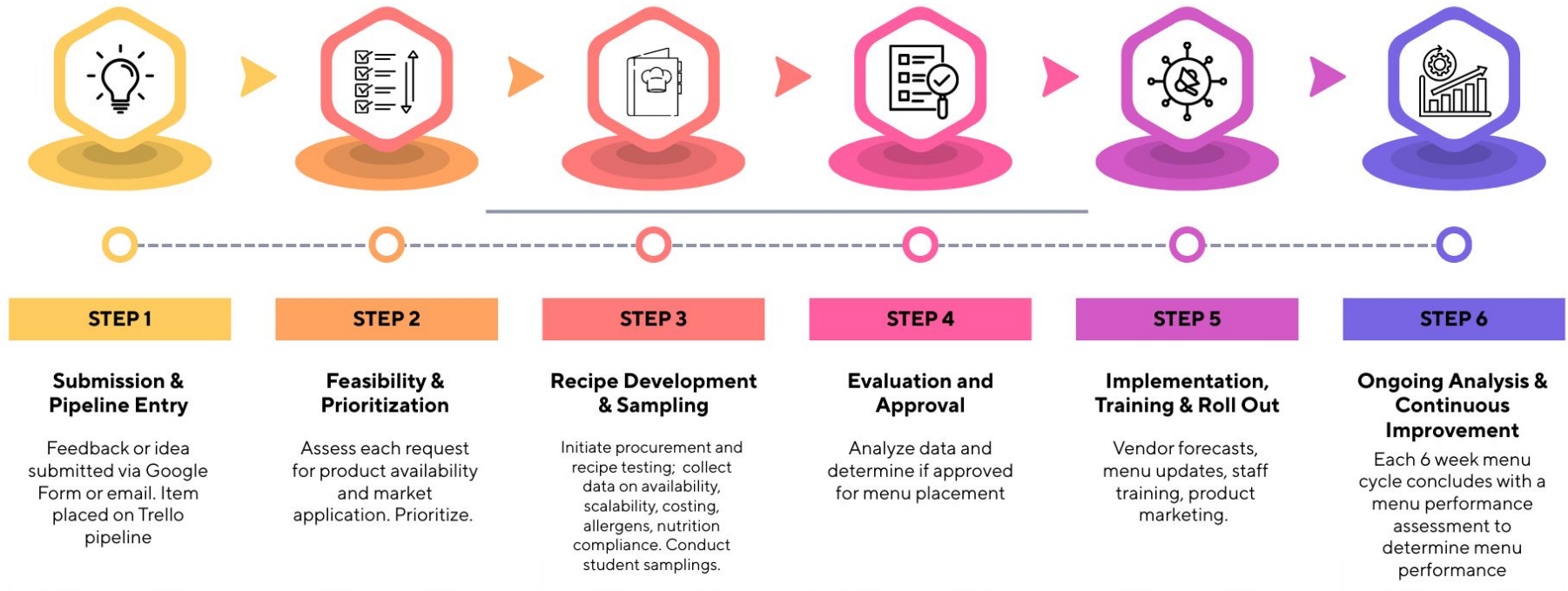
Your Voice Matters!



- Student feedback and student participation data directly influences our menu
 - Navigating our considerations (next slides), this is our “guiding light”
 - Also input from: staff, teachers, community members, family members, trends
- Current Feedback Methods:
 - healthy.meals@pccsk12.com
 - Lunch Survey on our Website
 - **Menu Request and Development Form**
←(QR code shown)
 - End of school year surveys
 - Taste test data



New! Menu Development Pipeline



NEW! Menu Request & Innovation Pipeline:



- New form for everyone to use!
 - Submission > Review > Testing > Approval > Implementation
- Why?
 - Streamlined turnaround and response ability
 - Clear process for everyone
 - More opportunities for student-centered testing and input
 - Targeted data on requests per building and grade level
 - Transparent follow-up so everyone knows what happened to their idea



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Product Testing, Development and Sampling

- Recipe search or development in different kitchens
- Is the product available commercially? Is it better?
- Student Sampling
 - Different grade levels
- Limited time offerings



Example Taste Test Results



- Zee Zees Soft Baked Bars
 - Blueberry Lemon - 15/17 - 88% approval
 - Cinnamon Crisp - 18/20 - 90% approval
 - Cocoa Cherry - 27/31 - 87% approval
- Vegan Chili
 - 6 tasters - 100% approval
- Halal Chicken Tenders
 - 24 tasters - 88% approval



- Hot Dogs
 - Blind Tasting:
 - 68% preferred beef
 - 26% preferred turkey
 - In School Tasting
 - 128 tasters - 97% approval
 - Considerations - beef is 3x price. Comparable nutrition. Turkey is already stocked vs. we'd have to make commitment with distributor for beef



Nutrition Guidelines & Compliance



- Weekly Requirements:
 - All of the following “components” must be served daily and in specific quantities per week:
 - Fruits
 - Vegetables - and then requirements to serve certain amounts of each subgroup: Dark green, red/orange, beans/peas/lentils, starchy and other
 - Whole Grains
 - Meats/Meat Alternate
 - Fluid milk
 - Planned menus must have a weekly average dietary level within specific requirements for:
 - Calories (minimum and maximum by grade level)
 - Saturated fat (<10% total cal)
 - Added sugars (<10% total cal)
 - Sodium (maximum by grade level)



Allergies & Dietary Preferences



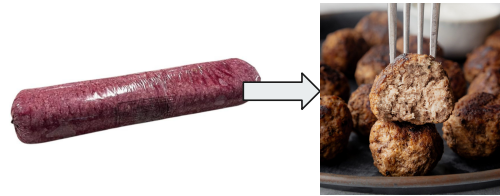
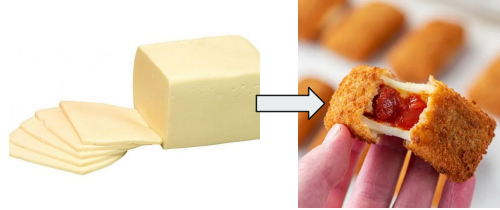
GLUTEN
FREE



- Access and inclusivity may take on different forms:
 - Allergy-Friendly main item
 - Alternative entree item choice
 - Customizable options
 - Online menus with itemized nutrient information
 - Labeling
 - Complete avoidance in menu
 - If necessary: case-by-case accommodations
- P-CCS Nutrition Services' Role and Responsibility:
 - Provide a variety safe and inclusive *choices*
 - Intentional balance to offer options for wide range of needs
- Student Role
 - Ultimately *choose* whether or not to eat the meal that day
 - Provide both positive and constructive feedback and ideas
 - Communicate needs
 - Choose items right for you



Budget:



- Our Budget depends on Students Eating!
 - We only get funding for the meals we serve (reimbursement)
- Our Budget: \$4.68 per Lunch, \$2.59 per breakfast
 - Labor 40-50%
 - Overhead 10-20%
 - This is everything that keeps the lights on and facilities in good condition
 - Food & Supplies - 40-50% -
 - \$1.87- \$2.34 to spend on:
 - Food
 - Supplies
 - Less supplies/containers means slower service
 - More “cupping” and packaging helps lines move but increases waste
- *Secret Weapon!* - USDA Commodities
 - Like a bank account of money to spend each year on certain products - almost like a coupon
 - Grains, cheese, proteins, canned goods, USA grown produce
 - Each type of product has a value that draws down on that account, but does not require us to spend our real money
 - Allows us to purchase higher quality items elsewhere in menu that are likely higher cost
 - Ex. Halal, Gluten Free products, Local organic produce (Gateway)



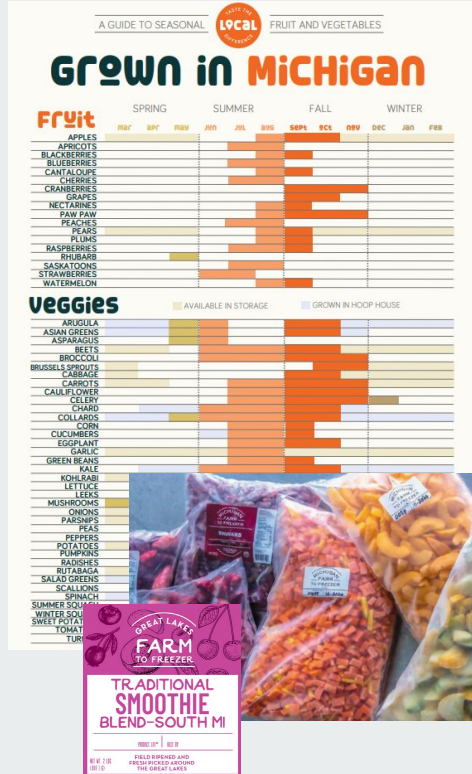
Operational and Facility



- Do we have the right equipment?
- Are our staff trained and/or do we have the time / resources to train?
- Is it possible to serve to hundreds of students the meal in 1 hour time?
- Is it scalable across 14-24 sites?
- How long does it take to prepare?
- How many pans or pieces of equipment does it require?
- How do we set it up on the line?
- What items are right to serve on the same day? (serving wells, considerations above, performance)



Ingredient/Product Availability



Know a local vendor for your favorite food? Send them our way!

- Variables:
 - Distributor commitments
 - Seasonality
 - Lead Time
 - Price
 - Pack Size
 - Shelf Life
 - Ingredients & Nutrition
- Make from scratch?
 - Facilities, scale, skill and labor levels
 - Not always the most cost effective
 - Not always the highest quality or best tasting!
 - “Speed Scratch”
- Source direct?
 - Procurement laws & Contract pricing
 - Direct ship cost, requirements & administrative burden
 - Nutrition requirements



Staffing & Labor Skill



- Limiting factor to menu change and new item implementation
- Fluid -
 - We have to be able to adapt menu with fluctuations
- Lesson Learned:
 - **Every recipe**
 - requires testing and training
 - every kitchen
 - No matter how seemingly simple



School Environment



- Principal style, preferences and requests
- Day schedule and predictability
- Cafeteria layout
- Speed of service expectations
- Cafeteria supervision, administration support and PE availability
- Special events



When do we eat??

- Behind every menu:
 - Standardized recipes, production records, serving line layout plans
 - Communication of forecast to vendors
 - Staff training
 - Marketing and communication to students
 - Schedule when new item will be first served & arrange deliveries
 - Update online menus and allergy databases



It all starts with an idea!



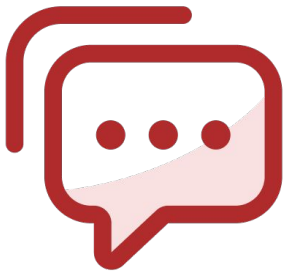


Survey



Thank you for this opportunity to share!





Audience Q&A

