Making Sense of Your Dollars and Cents

Area 3 Administration

Carolyn Barton, Director School Nutrition Services
Transylvania County Schools, Brevard, NC 28712
Begin with the End in Mind

• Budget
• Monitor Profitability
• Frequent Forecasting
• Key Variables
• Action Steps
Tracking Change

- Variables - Changes
- % Change
- % Profitability
- Historical Data
- Spread Sheets
## REVENUES

<table>
<thead>
<tr>
<th>Month</th>
<th>June 07-08</th>
<th>June 08-09</th>
<th>June 09-10</th>
<th>June 10-11</th>
<th>June 11 - 12</th>
<th>June 13</th>
<th>April 14</th>
<th>FY 13-14</th>
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## EXPENSES

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<th>Item</th>
<th>June 07-08</th>
<th>June 08-09</th>
<th>June 09-10</th>
<th>June 10-11</th>
<th>June 11 - 12</th>
<th>June 13</th>
<th>April 14</th>
<th>FY 13-14</th>
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Budget

• Baseline
• Combination
• Zero Based

Last Years R&E
Key Variables
Calculate from Zero
Budgeting Revenues

• Reimbursement Rates
• New Programs
• Breakfast
• Smart Snack (+/-)
• By Source
• Relative Revenue %’s
Program Expansion

**Deal** or No Deal

- Breakfast Expansion
- Universal Breakfast
- CEP
- After School Snacks
- At Risk Supper Program
- Summer Feeding
- Catering & Miscellaneous
Universal Breakfast

Breakfast % By Fiscal Year
Snack Sales

Fiscal Year 2004 - 2015
Supplemental Sales Total Dollars

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Budgeting Expenses

• Food – 40%
• Supplies -20%
• Labor-40%

• (As % of Budget)
Unexpected Impacts

- Employee Benefits (Insurance, Retirement)
- Repair Parts, Materials & Labor
- Equipment Purchases
- Other Contracted Services
- Tracking Rule......% or % of Profitability
Monitoring Profitability

• Entire Program
• Program Units
• Cycles
• Key Variables/ Programs
What’s Driving Your Profitability
HHFKA-Changes

• Plate Cost
• Breakfast
• Smart Snacks
• Public Perception
• Marketing
Frequent Forecasting

• Checking Progress
• Accurate Measure
• Accurate Results
Action Steps
Action = $$Dollars$$

• You must ASK
• You must DO
• Acts and Omissions
• What Makes you MOVE
Take Home

• Confidence Boosters & Rules of Thumb

• Tracking Financial Variables

• Impact of Change

• You must take ACTION
Revenues

• New Programming

• New Funding Sources

• Participation
Manage Your Expenses

• Plate Cost
• Inventory Control
• Procurement & Ordering
• Food Waste PR ‘s and Recipes
• Supplies and Small Wares
Employee Expenses

• Training
• Retirement
• Health Insurance
• SL & AL costs
Participation Changes

• Breakfast Expansion
  • Methods impact participation numbers

• Lunch Service
  • Smart Lunch
  • Lunch Schedules
Questions