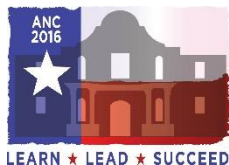




Paying Down the Unpaid Meal Debt

Tim Davis

**Foodservice Director
Jefferson R-7, Festus, Missouri**







Biography

- 5 years Food Service Director with Jefferson R-7
- Current president of School Food & Nutrition Directors Association of St. Louis
- 35 years of Food Industry Experience .





R-7 School District

- 1050 Students
- 34% Free & Reduced Students.
- 70% participation at lunch
- 5 years ago, Overall Debt \$174,000 – Today – Debt Free.
- Over \$3,000 in Outstanding student lunch debt in May of 2015 . Currently only \$800 in debt with \$500 of it being from paid students.





1 Rule of Reducing School Debt

- IT
- IS NOT
- THE
- STUDENT'S
- FAULT!!!!!!





HORROR STORIES

- .30 CENTS
- Employee fired over \$1.70
- Students had their tray seized
- Sandwich of Shame- Social Media





FACTS OF DEBT:

- DEBT VARIES BY DISTRICT SIZE.
- \$2.00 TO \$4.7 MILLION
- 46% OF SCHOOLS HAVE FORMAL POLICY. 29% HAVE INFORMAL POLICY
- 71% OF DISTRICTS HAVE DEBT.





SAD FACT

- 75% OF TEACHERS SAY
STUDENTS COME TO
SCHOOL HUNGRY
EVERY DAY!!!





HOW CAN I HELP YOU ?





PREPPING TO REDUCE DEBT

- BUY IN FROM :
 - ADMINISTRATION
 - B.O.E.
 - STAFF





GETTING STARTED

- APPLICATION PROCESS
 - REGISTRATION
 - OPEN HOUSE
 - ALL CALL TO DISTRICT





PREVENTING DEBT FROM THE START

- REVIEW APPLICATIONS ASAP
- 10 DAY RULE
- DIRECT CERT – MANDATORY –
 - SAVE TIME OF PROCESSING APPS
 - RECERTIFY AS MANY TIMES AS STATE ALLOWS





PREVENTING DEBT FROM THE START

- AT OPEN HOUSE OR REGISTRATION:
 - GIVE OUT APPLICATIONS AND ENVELOPE WITH YOUR NAME ON IT.
 - EMAIL / TEXT PERMISSIONS LETTER
 - ALA CARTE PERMISSION LETTERS





HOW DOES DEBT GROW?

- PARENTS DON'T FILL OUT FORM
- PARENTS DON'T THINK THEY QUALIFY FOR PROGRAM.
- ALA CARTE – DOUBLE EDGE SWORD
- LACK OF SUPPORT FROM STAFF
- NO DIRECTION TO COLLECT DEBT





HOW DOES DEBT GROW?

- BEING REACTIVE VS. PROACTIVE
- BIGGEST GROWTH IN BEGINNING OF THE YEAR
 - 30 DAY EXTENSION TO NEXT YEAR
 - ALL CALL TO DISTRICT
 - REMINDER EMAILS WEEKLY





SOLUTIONS

- REMINDER LETTERS WEEKLY
- TEXT AND EMAIL ALERTS(TWICE A WK)
- PHONE CALLS
- LETTERS GIVEN OUT:
 - PARENT TEACHER CONFERENCE





SOLUTIONS

- NO ALA CARTE IF THEY ARE NEGATIVE
 - DUTY TEACHER RESPONSIBILITY
- SANDWICH CHOICE : LETTER
 - HIGH SCHOOL AT THE END OF THE LINE
- REVERSE LINE .





SOLUTIONS

- LIMIT ACTIVITIES
 - DANCES (SET LIMIT)
 - PARKING PASSES (TWICE A YEAR)
 - CHROME BOOK ISSUANCES
 - GRADUATION CERTIFICATE(WILL EXPLAIN)





COMMUNITY HELP

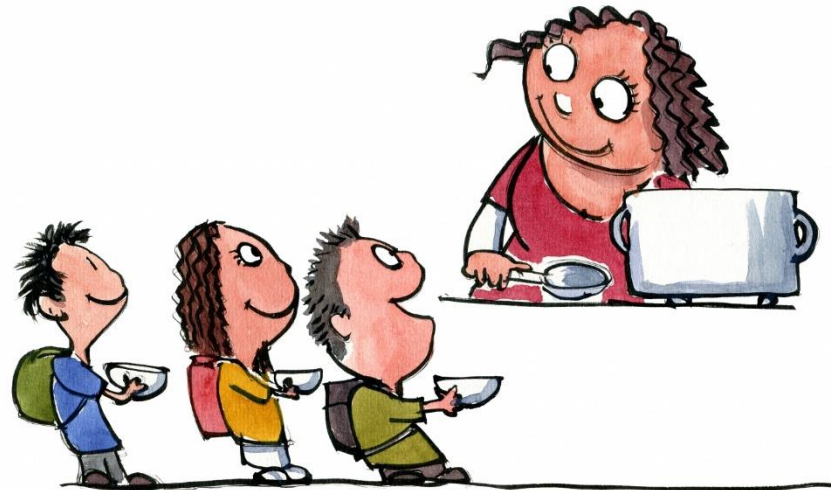
- UNITED WAY
- SET UP A FUND
- SENIORS PAY IT FORWARD
- CAR WASH TO CREATE FUND
- COOKIE SALE AT HOMECOMING





CLOSING

IT IS NOT THE CHILDS FAULT!



Frits Ahlefeldt

QUESTIONS?





Thank you!
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