Make Cents of Your Cycle Menu
Speaker Introductions

Sue Bevins, SNS
Child Nutrition Manager
Genesee ISD

Carolyn Thomas, SNS
Child Nutrition Consultant
Macomb ISD
Affiliation or Financial Disclosure

• Sue Bevins, Genesee ISD
  - Nothing to disclose

• Carolyn Thomas, Macomb ISD
  - Nothing to disclose
Cycle Menus
Cycle Menus

• Supports the need to know weekly averages to meet HHFKA meal pattern requirements

• Types of cycle menus
  – Weekly – repeats every week
  – Monthly – repeats on the same day each month
  – Combo – some items repeat weekly, others monthly
  – 2 – 6 week cycles – repeats every two – six weeks
Cycle Menus

• Can be provided to families formatted in a variety of ways
  – Calendar
  – Color coded
  – Cycle with dates
### Lunch Menu

#### Monday
- No Classes

#### Tuesday
- French Bread Pizza, Breaded Chicken Caesar Salad, and Mixed Fruit

#### Wednesday
- Chicken Quesadilla Toddler Box, Baked Tots, Tots in Gravy, and Applesauce

#### Thursday
- Turkey Meat Skewers with Barbecue Sauce and Grilled Cheese Sandwiches

#### Friday
- Eight Tossed Salad with Ranch Dressing, Brown Rice, and Mixed Fruit

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### Boost Your Brain with Breakfast

Studies have consistently shown that eating a healthy breakfast every morning contributes to maintaining a healthy weight and supporting overall performance. A recent analysis of school breakfast programs and public policy by the National School Lunch Program (NSLP) indicates that breakfast consumption can increase academic achievement and reduce health disparities among students. School breakfast can be an effective way to promote healthy eating habits, especially for students who may not have access to nutritious meals at home.

**Weekly Breakfast Options:**
- Whole grain cereals
- Fresh fruit
- Yoghurt
- Whole grain muffins

**Notes:**
- Whole grain cereals may include reduced-sodium varieties of Kellogg’s Cinnamon Toast, Rice Crisp, Cinnamon Toast Crunch, Honey Nut Cheerio, Apple Cinnamon Oatmeal, and more.
- Breakfast cereal choices may include bran, oatmeal, and other whole-grain products.
- Whole grain muffins include 1% or 2% fat and low-sodium cereals.
- A serving of fruit or vegetable is required with every reimbursable meal.

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### Other Important Information

**NEW LACOS**
- The NSLP was reauthorized with new requirements for meal preparation, serving size, and health guidelines. Schools are required to serve a variety of healthy meals, including fresh fruits and vegetables, whole grains, and low-fat dairy products. These changes are designed to improve the nutritional quality of school meals and promote healthy eating habits among students.

**Meals by the Week:**
- Full meals, snacks, and a la carte items are available at the school. Students should check with their school principal for details on meal options.

**PICKUP DATES:**
- Meals can be picked up from 8:00 AM to 12:00 PM on Fridays at the school. Students should check with their school principal for details.

**MARCHING ORDER:**
- Meals are delivered to students at the end of the 11th school year and are not available for pickup. Parents or guardians are responsible for retrieving meals from the school.

**CONTACT INFORMATION:**
- For more information, please contact the school district’s nutrition services department at (555) 555-5555.
# LUNCH MENU/JANUARY-MARCH 2017

### WEEK 1

**MONDAY**
- Super Sloppy Joe
  - On Whole Wheat Bun
  - Bush’s Baked Beans
  - Applesauce
  - Choice of Milk

**TUESDAY**
- Terrific Chicken Tacos
  - W/G Ultra Low Fat Guacamole
  - Diced Tomatoes, Shredded Mexican Blend Cheese, Sliced Radishes
  - Fresh Baby Carrots
  - Red Grapes
  - Choice of Milk

**WEDNESDAY**
- W/G Meat or Cheese Pizza
  - Green Beans
  - Sliced Peaches
  - Choice of Milk

**THURSDAY**
- Turkey & Gravy
  - Whole Grain Roll
  - Mashed Potatoes
  - Cooked Carrots
  - Fresh Pear
  - Choice of Milk

**FRIDAY**
- Tangerine Chicken
  - Asian Brown Rice
  - Broccoli Cauliflower CombiLite Ranch
  - Fruit Sidekick
  - Choice of Milk

### WEEK 2

**MONDAY**
- Hot Ham & Cheese Pocket
  - Bush’s Baked Beans
  - Mandarin Orange
  - Choice of Milk

**TUESDAY**
- Mac and Cheese
  - Green Beans
  - Strawberry Applesauce
  - Choice of Milk

**WEDNESDAY**
- Tony’s W/G Pepperoni or Cheese Pizza
  - broccoli cauliflower CombiLite Ranch
  - Fresh Apple Slices
  - Pineapple Chunks
  - Choice of Milk

**THURSDAY**
- Chicken Pot Pie
  - Bread Bowl
  - Fresh Sugar Snap Peas
  - Pineapple Chunks
  - Choice of Milk

**FRIDAY**
- Spaghetti with Meat Sauce
  - Whole Grain Garlic Toast
  - Romaine and Spinach Mixed Green Salad
  - Fresh Orange
  - Choice of Milk

### WEEK 3

**MONDAY**
- Happy Hamburger
  - On Whole Grain Bun
  - Mini Meatloaf Pizza
  - Baked Beans
  - Salsa/Sour Cream
  - Fruit Cocktail
  - Choice of Milk

**TUESDAY**
- Fajita Chicken Strip
  - Ultra Grain Flour Tortilla
  - Roasted Pepper/Red, Millet Cheddar
  - Salsa/Sour Cream
  - Fresh Guacamole
  - Apple Slices
  - Choice of Milk

**WEDNESDAY**
- Cheesy Garlic French Bread Pizza
  - Green Peas
  - Strawberry Cup
  - Choice of Milk

**THURSDAY**
- Grilled Cheese Sandwich
  - On Whole Grain Bread
  - Tomato Soup
  - Banana
  - Choice of Milk

**FRIDAY**
- W/G Boneless Chicken Wings
  - BBQ Sauce/Baked Beans
  - Fresh Orange
  - Choice of Milk

### WEEK 4

**MONDAY**
- Classic Chili
  - Cheddar/Goldleaf Crackers
  - Whole Kernel Corn
  - Rice
  - Choice of Milk

**TUESDAY**
- Mini Twin Burger
  - Broccoli-Lite Ranch Dressing
  - Sweet Potato Waffle Fries
  - Mandarin Oranges
  - Choice of Milk

**WEDNESDAY**
- 4” Personal Pan Pizza
  - Green Peas/Lite Dressing
  - Strawberry Cup
  - Choice of Milk

**THURSDAY**
- Chicken Patty on W/W Bun
  - Shredded Romaine Romaine Lettuce
  - Honey Mustard
  - Bush’s Baked Beans
  - Banana
  - Choice of Milk

**FRIDAY**
- Chicken Queso Dip
  - Baked
  - Green Beans
  - Apple
  - Choice of Milk

### WEEK 5

**MONDAY**
- Chicken Drumstick
  - Corn Muffin
  - Red Grapes
  - Cooked Peas and Carrots
  - Choice of Milk

**TUESDAY**
- Deluxe Nacho’s
  - Tortilla Chips
  - Beefy Cheese Sauce
  - Pomegranate Raspberry
  - Fiesta Beans
  - Mild Salsa
  - Cherry Applesauce
  - Choice of Milk

**WEDNESDAY**
- Tony’s Whole Grain Pepperoni or Cheese Pizza
  - Celery Sticks/Sun Butter
  - Pineapple Chunks
  - Choice of Milk

**THURSDAY**
- Pork BBQ Sandwich
  - On Whole Grain Steak Roll
  - Green Beans/Lite Ranch
  - Banana
  - Choice of Milk

**FRIDAY**
- Chicken Waffle Bites
  - Belgian Waffle
  - Whole Kernel Corn
  - Fresh Apple Slices
  - Choice of Milk

### WEEK 6

**MONDAY**
- Corn Dog
  - Crispy Wedge Fries
  - Mixed Fruit Applesauce
  - Choice of Milk

**TUESDAY**
- Lasagna Rollups
  - Whole Grain Garlic Toast
  - Steamed Broccoli
  - Orange
  - Choice of Milk

**WEDNESDAY**
- Whole Grain Pizza Bocce
  - Big Go Yogurt
  - Cherry Tomatoes/Lite Dressing
  - Fresh Grapes
  - Choice of Milk

**THURSDAY**
- Taco Pie
  - with Sour Cream
  - iceberg Lettuce Shredded
  - or Turkey Sub
  - Whole Kernel Corn/Sprite Cup
  - Choice of Milk

**FRIDAY**
- Cheeseburger on W/W Bun
  - Baked Beans
  - Fruit Sidekick
  - Choice of Milk

### JANUARY 2017

**WEEK 1**
- **M**
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**WEEK 2**
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**WEEK 3**
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**WEEK 4**
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**WEEK 5**
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**WEEK 6**
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  - 31

### FEBRUARY 2017

**WEEK 1**
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**WEEK 3**
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**WEEK 4**
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**WEEK 5**
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**WEEK 6**
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### MARCH 2017

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**WEEK 3**
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**WEEK 4**
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**WEEK 6**
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### FISH SANDWICH OR A
W/G BUN OFFERED FOR LENT
SEASON EVERY FRIDAY
BEGINNING March 3, 2017
THROUGH April 7, 2017

**MENUS ARE SUBJECT TO CHANGE**

**CHOICE OF MILK:**
- FAT FREE WHITE
- 1% WHITE
- FAT FREE CHOCOLATE
- FAT FREE STRAWBERRY

**BABY CARROTS OFFERED DAILY**

**USDA IS AN EQUAL OPPORTUNITY PROVIDER AND EMPLOYER**
MONDAY

BIG DADDY'S PIZZA
4 Meat or Chicken BBQ

SPICY CHICKEN
ON WG BUN

MEATBALL SUB
on WG BUN

SPICY CHICKEN
on WG BUN

TOSSED SALAD

FRESH BURRITO BAR
8" WHOLE GRAIN TORTILLA

CHOICE OF:
BBQ PORK
or
CHICKEN TACO

TOPPINGS:
QUEUES CHEESE

ASSORTED
FRESH FRUIT & VEGETABLES

SHREDDED REDUCED FAT AMERICAN CHEESE
AMERICAN CHEESE
UNCLE BEN'S
RICE RED BEANS
BLACK BEANS
JALEPENO ROLLS
GUACAMOLE
DICE TOMATOES
LIGHT SOUR CREAM/SALSA

GRAB & GO
OFFERED DAILY

VEGETARIAN ENTRÉE:
HUMMUS, WHITE
CHEDDAR, BACON CHEESE, OR
QUEUES CHEESE CUP
W/TORTILLA CHIPS

OR
PEANUT BUTTER & JELLY

INCLUDED
FRESH VEGETABLES & FRUIT

Submarine Sandwiches
With Fresh Veggie and Fruit

VEGGIE BURGER
AVAILABLE DAILY UPON REQUEST

WEDNESDAY

BONELESS CHICKEN WINGS
w/ WG ROLL OR MUFFIN

DELUXE BURGER
with or without Cheese
ON WG BUN
with Toppings/Lettuce & Tomato

BIG DADDY'S GOURMET PIZZA @ PHHS

DOMINO'S PIZZA @ PHHS
TOSSED SALAD

WALKING TACO
BEEFY CHEESE SAUCE
ROMAINE LETTUCE RIBBONS
FRESH DICED TOMATOES
SALSA/JALAPENO SLICES
ASSORTED FRESH FRUIT & VEGETABLES
NACHO CHEESE TORTILLA CHIPS
LIGHT SOUR CREAM

THURSDAY

CHICKEN TENDERS
W/ WG DINNER ROLL OR MUFFIN

PERSONAL PAN PIZZA

CHEESE BOSCO
OR
PRETZEL BOSCO
BOTH WITH MARINARA
TOSSED SALAD

BIG DADDY'S GOURMET PIZZA @ PHHS
DOMINO'S PIZZA @ PHHS
TOSSED SALAD

MAURICE SALAD BAR
DICED NATURAL TURKEY
DICED TURKEY HAM
DICED EGGO/FETA CHEESE
SHREDDED AMERICAN BLEND CHEESE
ROMAINE LETTUCE
SPINACH LEAF FLAT
GRANO TOMATOES
CUCUMBER SLICES
ASSORTED FRESH FRUIT & VEGETABLES
COTTAGE CHEESE
WG DINNER ROLL OR MUFFIN
CRUTONS
SUNFLOWER SEADS
COOKED PEAS
ASSORTED LITE DRESSING

FRIDAY

CHILI DOG
ON WG BUN
OR CORN DOG

BAKED FRY DAY
CHOICES WILL CHANGE
SPICY WEDGE
SWEET POTATO FRIES
3/4 CUT FRIES

PEPPERONI PIZZA BAGEL

SPICY CHICKEN
ON WG BUN

BIG DADDY'S GOURMET PIZZA @ PHHS

DOMINO'S PIZZA @ PHHS
TOSSED SALAD

CAESAR WRAP BAR
CHICKEN STRIP FAJITA
DICED EGG
SHREDDED MOCZARELLA
CHEESE--COTTAGE CHEESE
ROMAINE RIBBONS
SPINACH LEAF FLAT
DICED TOMATOES
CUCUMBER SLICES
ASSORTED FRESH FRUIT & VEGETABLES
SEASONED CROUTONS
8" W/ WRAP
YOGURT

OFFERED DAILY

ASSORTED FRESH FRUIT
ASSORTED FRESH VEGGIE SALAD
DAILY DELI OPTIONS MAY INCLUDE:
8" ITALIAN COMBO SUB
8" TURKEY CHEESE
8" HAM & CHEESE
3" VEGETABLES
TURKEY, HAM, EGG, TUNA SALAD

MILK OFFERED DAILY
1% WHITE
FAT FREE WHITE
FAT FREE CHOCOLATE
FAT FREE STRAWBERRY

POTATO BOWLS
10 PIECE CHICKEN BITES
MASHED POTATOES
2 OZ CORN
1 OZ GRAVY
CHEDDAR CHEESE
GARNISH

POTATO TOPPING BAR
CHEEZY BEEF

6 OZ BAKED POTATO
CHILI BEEF
AMERICAN SHREDDED CHEESE
ROMAINE LETTUCE
JALEPENO ROLLS
GUACAMOLE
RICE RED BEANS
BLACK BEANS
OLIVES
WG DINNER ROLL OR MUFFIN

WELCOME to Bright Ideas #ANC18
Menu Tools
USDA Menu Tool

• AKA the Six Cent Tool
• The latest version is available at https://www.fns.usda.gov/school-meals/certification-compliance
USDA Menu Tool Tips

• One version for each week of the cycle menu
• For cafeterias with several offerings, create a template with the weekly offerings, salad bar and condiments
• Create a weekly cycle for vegetable subgroups
• Keep copies of the latest CN labels for food items that are credited to the meal pattern for m/ma and grains
MDE Adult and a la Carte Pricing Worksheet

- From the Michigan Department of Education and available to all states
- Determine food cost for cycle menus
- Determine pricing for non-student meals and non-program foods
- The latest version is available at http://www.michigan.gov/mde/0,4615,7-140-66254_50144-336662--00.html
- Complete before school begins with current year food costs
- Best practice to include commodity values in food cost
## MONTHLY MENU COSTING OUT WORKSHEET

**MONTH:**

**SCHOOL:**

**LUNCH PRICE:** $2.35

**FOOD COST PERCENTAGE:** 45.8%

### WEEK 1

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**Non-Program**

**Adult Pricing Non-CEP**

**Adult Pricing CEP**

**Menu**
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## MONTHLY MENU COSTING OUT WORKSHEET

**MONTH:** 4 week cycle  
**SCHOOL:** ES  
**LUNCH PRICE:** $2.75  
**FOOD COST PERCENTAGE:** 52.3%

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<td>Romaine Salad</td>
<td>Romaine Salad</td>
<td>Romaine Salad</td>
</tr>
<tr>
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<td>Celery Sticks</td>
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</tr>
<tr>
<td>Mixed Fruit</td>
<td>$0.24</td>
<td>Diced Peaches</td>
<td>$0.24</td>
<td>Pineapple Tidbits</td>
</tr>
<tr>
<td>Fresh Fruit</td>
<td>Fresh Fruit</td>
<td>Fresh Fruit</td>
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</tr>
<tr>
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<tr>
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</table>

<table>
<thead>
<tr>
<th>MONDAY</th>
<th>TUESDAY</th>
<th>WEDNESDAY</th>
<th>THURSDAY</th>
<th>FRIDAY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Weekly Menu</strong></td>
<td><strong>Weekly Menu</strong></td>
<td><strong>Weekly Menu</strong></td>
<td><strong>Weekly Menu</strong></td>
<td><strong>Weekly Menu</strong></td>
</tr>
<tr>
<td>Item</td>
<td>Cost</td>
<td>Item</td>
<td>Cost</td>
<td>Item</td>
</tr>
<tr>
<td>Chicken &amp; Waffles</td>
<td>$0.80</td>
<td>Sweet &amp; Sour Chicken</td>
<td>$0.79</td>
<td>French Toast Sticks w/sausage</td>
</tr>
<tr>
<td>Bosco Sticks</td>
<td>$0.72</td>
<td>Bosco Sticks</td>
<td>$0.72</td>
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<td>Steamed Broccoli</td>
</tr>
<tr>
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<td>Romaine Salad</td>
<td>Romaine Salad</td>
<td>Romaine Salad</td>
<td>Romaine Salad</td>
</tr>
<tr>
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<td>Celery Sticks</td>
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<td>Diced Peaches</td>
<td>$0.24</td>
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</tr>
<tr>
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<td>Fresh Fruit</td>
<td>Fresh Fruit</td>
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<td>Fresh Fruit</td>
</tr>
<tr>
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<tr>
<td>Total Cost</td>
<td>$1.63</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>MONDAY</th>
<th>TUESDAY</th>
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<th>FRIDAY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Weekly Menu</strong></td>
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</tr>
<tr>
<td>Item</td>
<td>Cost</td>
<td>Item</td>
<td>Cost</td>
<td>Item</td>
</tr>
<tr>
<td>Grilled Cheese</td>
<td>$0.79</td>
<td>Cherry Blossom Chicken</td>
<td>$0.59</td>
<td>Fish &amp; Chips</td>
</tr>
<tr>
<td>Chicken Nuggets</td>
<td>$0.34</td>
<td>Chicken Nuggets</td>
<td>$0.34</td>
<td>Chicken Nuggets</td>
</tr>
<tr>
<td>Corn</td>
<td>$0.23</td>
<td>Sweet Potato Fries</td>
<td>$0.27</td>
<td>Steamed Broccoli</td>
</tr>
<tr>
<td>Romaine Salad</td>
<td>Romaine Salad</td>
<td>Romaine Salad</td>
<td>Romaine Salad</td>
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<tr>
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<td>Celery Sticks</td>
<td>$0.15</td>
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<td>Diced Peaches</td>
<td>$0.24</td>
<td>Pineapple Tidbits</td>
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<td>TUESDAY</td>
<td>1.548</td>
<td></td>
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<td>--------------</td>
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<td>-------</td>
<td></td>
</tr>
<tr>
<td>Item</td>
<td>Cost</td>
<td>Item</td>
<td>Cost</td>
<td></td>
</tr>
<tr>
<td>BD Pizza</td>
<td>$0.84</td>
<td>Sweet &amp; Sour Chicken</td>
<td>$0.79</td>
<td></td>
</tr>
<tr>
<td>Yogurt Lunch</td>
<td>$0.54</td>
<td>Yogurt Lunch</td>
<td>$0.54</td>
<td></td>
</tr>
<tr>
<td>Corn</td>
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<td>Sweet Potato Fries</td>
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<td></td>
</tr>
<tr>
<td>Romaine Salad</td>
<td></td>
<td>Romaine Salad</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Carrot Sticks</td>
<td>$0.15</td>
<td>Celery Sticks</td>
<td>$0.12</td>
<td></td>
</tr>
<tr>
<td>mixed fruit</td>
<td>$0.24</td>
<td>diced peaches</td>
<td>$0.24</td>
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</tr>
<tr>
<td>fresh fruit</td>
<td></td>
<td>fresh fruit</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Milk</td>
<td>$0.25</td>
<td>Milk</td>
<td>$0.25</td>
<td></td>
</tr>
<tr>
<td>Total Cost</td>
<td>$1.56</td>
<td>Total Cost</td>
<td>$1.55</td>
<td></td>
</tr>
</tbody>
</table>
### MONTHLY MENU COSTING OUT WORKSHEET

<table>
<thead>
<tr>
<th>MONDAY</th>
<th>TUESDAY</th>
<th>WEDNESDAY</th>
<th>THURSDAY</th>
<th>FRIDAY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>LUNCH PRICE:</strong></td>
<td><strong>TOTAL COST:</strong></td>
<td><strong>TOTAL COST:</strong></td>
<td><strong>TOTAL COST:</strong></td>
<td><strong>TOTAL COST:</strong></td>
</tr>
<tr>
<td><strong>Milk $0.25</strong></td>
<td><strong>Steamed Broccoli $0.70</strong></td>
<td><strong>Yogurt Lunch $0.19</strong></td>
<td><strong>Green Beans $0.12</strong></td>
<td><strong>Chicken &amp; Waffles $1.56</strong></td>
</tr>
<tr>
<td><strong>Chicken Nuggets $1.00</strong></td>
<td><strong>Sweet Potato Fries $0.34</strong></td>
<td><strong>Chicken Patty Sandwich $0.15</strong></td>
<td><strong>Grilled Cheese $0.25</strong></td>
<td><strong>Mac &amp; Cheese $0.12</strong></td>
</tr>
<tr>
<td><strong>Romaine Salad</strong>: <strong>Fresh Fruit $0.25</strong></td>
<td><strong>Corn $0.24</strong></td>
<td><strong>Sweet &amp; Sour Chicken $0.23</strong></td>
<td><strong>Steamed Broccoli $0.70</strong></td>
<td><strong>Chicken Pot Pie $1.53</strong></td>
</tr>
<tr>
<td><strong>Milk $0.25</strong></td>
<td><strong>Chicken Nuggets $1.00</strong></td>
<td><strong>Chicken Patty Sandwich $0.15</strong></td>
<td><strong>Grilled Cheese $0.25</strong></td>
<td><strong>Milk $0.25</strong></td>
</tr>
<tr>
<td><strong>Romaine Salad</strong>: <strong>Fresh Fruit $0.25</strong></td>
<td><strong>Corn $0.24</strong></td>
<td><strong>Sweet &amp; Sour Chicken $0.23</strong></td>
<td><strong>Steamed Broccoli $0.70</strong></td>
<td><strong>Chicken Pot Pie $1.53</strong></td>
</tr>
<tr>
<td><strong>Milk $0.25</strong></td>
<td><strong>Chicken Nuggets $1.00</strong></td>
<td><strong>Chicken Patty Sandwich $0.15</strong></td>
<td><strong>Grilled Cheese $0.25</strong></td>
<td><strong>Milk $0.25</strong></td>
</tr>
<tr>
<td><strong>Romaine Salad</strong>: <strong>Fresh Fruit $0.25</strong></td>
<td><strong>Corn $0.24</strong></td>
<td>**Sweet &amp; Sour Chicken $0.23$</td>
<td>**Steamed Broccoli $0.70$</td>
<td>**Chicken Pot Pie $1.53$</td>
</tr>
</tbody>
</table>

**FOOD COST PERCENTAGE:** 52.3%

**MONTH:** 4 week cycle

**SCHOOL:** ES

**LUNCH PRICE:** $2.75

**TOTAL COST:**

- Monday: $1.42
- Tuesday: $1.35
- Wednesday: $1.42
- Thursday: $1.04
- Friday: $1.39
## MDE Worksheet

### ALA CARTE PRICING WORKSHEET

<table>
<thead>
<tr>
<th>Item</th>
<th>Total Cost</th>
<th>Approx Price</th>
<th>Actual Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>milk</td>
<td>$0.25</td>
<td>$0.50</td>
<td>$0.50</td>
</tr>
<tr>
<td>water large</td>
<td>$0.17</td>
<td>$0.34</td>
<td>$0.50</td>
</tr>
<tr>
<td>water propel</td>
<td>$0.59</td>
<td>$1.18</td>
<td>$1.25</td>
</tr>
<tr>
<td>V8 Splash</td>
<td>$0.90</td>
<td>$1.80</td>
<td>$1.80</td>
</tr>
<tr>
<td>entrée salad</td>
<td>$1.70</td>
<td>$3.40</td>
<td>$2.50</td>
</tr>
<tr>
<td>chips</td>
<td>$0.30</td>
<td>$0.60</td>
<td>$0.50</td>
</tr>
<tr>
<td>donuts</td>
<td>$0.64</td>
<td>$1.28</td>
<td>$1.25</td>
</tr>
<tr>
<td>second entrée with a meal</td>
<td>$0.87</td>
<td>$1.74</td>
<td>$1.75</td>
</tr>
<tr>
<td>a la carte entrée</td>
<td>$0.87</td>
<td>$1.74</td>
<td>$2.50</td>
</tr>
<tr>
<td>arizona tea</td>
<td>$0.57</td>
<td>$1.14</td>
<td>$1.15</td>
</tr>
<tr>
<td>bagel</td>
<td>$0.42</td>
<td>$0.84</td>
<td>$1.00</td>
</tr>
<tr>
<td>biscuit</td>
<td>$0.23</td>
<td>$0.46</td>
<td>$0.50</td>
</tr>
<tr>
<td>breakfast bread</td>
<td>$0.56</td>
<td>$1.12</td>
<td>$1.00</td>
</tr>
<tr>
<td>breakfast pizza</td>
<td>$0.30</td>
<td>$0.60</td>
<td>$1.00</td>
</tr>
<tr>
<td>cereal bowl</td>
<td>$0.20</td>
<td>$0.40</td>
<td>$0.50</td>
</tr>
<tr>
<td>1 oz cheese</td>
<td>$0.17</td>
<td>$0.34</td>
<td>$0.50</td>
</tr>
<tr>
<td>sausage biscuit</td>
<td>$0.34</td>
<td>$0.68</td>
<td>$1.00</td>
</tr>
<tr>
<td>cream cheese</td>
<td>$0.20</td>
<td>$0.40</td>
<td>$0.50</td>
</tr>
<tr>
<td>dressing packet</td>
<td>$0.16</td>
<td>$0.32</td>
<td>$0.50</td>
</tr>
<tr>
<td>hard boiled egg</td>
<td>$0.21</td>
<td>$0.42</td>
<td>$0.50</td>
</tr>
<tr>
<td>egg roll</td>
<td>$0.53</td>
<td>$1.08</td>
<td>$1.25</td>
</tr>
<tr>
<td>fruit serving</td>
<td>$0.30</td>
<td>$0.60</td>
<td>$0.50</td>
</tr>
<tr>
<td>soy milk</td>
<td>$0.71</td>
<td>$1.42</td>
<td>$1.50</td>
</tr>
<tr>
<td>vegetable serving</td>
<td>$0.42</td>
<td>$0.84</td>
<td>$0.84</td>
</tr>
<tr>
<td>yogurt</td>
<td>$0.28</td>
<td>$0.56</td>
<td>$0.65</td>
</tr>
<tr>
<td><strong>Average food cost %</strong></td>
<td><strong>47.37%</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### MDE Worksheet

**TIP:** Insert additional columns for determining food cost for a la carte and discounted second entrées based on actual prices.

<table>
<thead>
<tr>
<th>Item</th>
<th>Total Cost</th>
<th>Approx Price</th>
<th>Actual Price</th>
<th>Actual Food Cost %</th>
<th>As Second Entrée w/Meal Price</th>
<th>As Second Entrée w/Meal Food Cost %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Popcorn Chicken Bowl</td>
<td>$0.90</td>
<td>$1.91</td>
<td>$2.75</td>
<td>32.73%</td>
<td>$1.75</td>
<td>51.43%</td>
</tr>
<tr>
<td>Chicken Pot Pie</td>
<td>$0.87</td>
<td>$1.85</td>
<td>$2.75</td>
<td>31.64%</td>
<td>$1.75</td>
<td>49.71%</td>
</tr>
<tr>
<td>Chicken &amp; Waffles</td>
<td>$0.80</td>
<td>$1.70</td>
<td>$2.75</td>
<td>29.09%</td>
<td>$1.75</td>
<td>45.71%</td>
</tr>
<tr>
<td>Grilled Cheese</td>
<td>$0.76</td>
<td>$1.62</td>
<td>$2.75</td>
<td>27.64%</td>
<td>$1.75</td>
<td>43.43%</td>
</tr>
<tr>
<td>Grilled Cheese &amp; Tomato Soup</td>
<td>$0.60</td>
<td>$1.28</td>
<td>$2.75</td>
<td>21.82%</td>
<td>$1.75</td>
<td>34.29%</td>
</tr>
<tr>
<td>Sweet &amp; Sour Chicken</td>
<td>$0.79</td>
<td>$1.68</td>
<td>$2.75</td>
<td>28.73%</td>
<td>$1.75</td>
<td>45.14%</td>
</tr>
<tr>
<td>Orange Chicken</td>
<td>$0.79</td>
<td>$1.68</td>
<td>$2.75</td>
<td>28.73%</td>
<td>$1.75</td>
<td>45.14%</td>
</tr>
<tr>
<td>General Tso Chicken</td>
<td>$0.79</td>
<td>$1.68</td>
<td>$2.75</td>
<td>28.73%</td>
<td>$1.75</td>
<td>45.14%</td>
</tr>
<tr>
<td>Cherry Blossom Chicken</td>
<td>$0.59</td>
<td>$1.26</td>
<td>$2.75</td>
<td>21.45%</td>
<td>$1.75</td>
<td>33.71%</td>
</tr>
<tr>
<td>Mini Corn Dogs</td>
<td>$0.46</td>
<td>$0.98</td>
<td>$2.75</td>
<td>16.73%</td>
<td>$1.75</td>
<td>26.29%</td>
</tr>
<tr>
<td>Build-a-Burger</td>
<td>$0.45</td>
<td>$0.96</td>
<td>$2.75</td>
<td>16.36%</td>
<td>$1.75</td>
<td>25.71%</td>
</tr>
<tr>
<td>FT Sticks w/Sausage ES</td>
<td>$0.54</td>
<td>$1.15</td>
<td>$2.75</td>
<td>19.64%</td>
<td>$1.75</td>
<td>30.86%</td>
</tr>
<tr>
<td>FT Sticks w/Sausage MS&amp;HS</td>
<td>$0.59</td>
<td>$1.26</td>
<td>$2.75</td>
<td>21.45%</td>
<td>$1.75</td>
<td>33.71%</td>
</tr>
<tr>
<td>Breakfast Sandwich</td>
<td>$0.63</td>
<td>$1.34</td>
<td>$2.75</td>
<td>22.91%</td>
<td>$1.75</td>
<td>36.00%</td>
</tr>
<tr>
<td>Breakfast Pizza</td>
<td>$0.38</td>
<td>$0.81</td>
<td>$2.75</td>
<td>13.82%</td>
<td>$1.75</td>
<td>21.71%</td>
</tr>
<tr>
<td>Fish &amp; Chips</td>
<td>$0.84</td>
<td>$1.79</td>
<td>$2.75</td>
<td>30.55%</td>
<td>$1.75</td>
<td>48.00%</td>
</tr>
<tr>
<td>Mac&amp;Cheese</td>
<td>$0.69</td>
<td>$1.47</td>
<td>$2.75</td>
<td>25.09%</td>
<td>$1.75</td>
<td>39.43%</td>
</tr>
<tr>
<td>Pasta w/Meat Sauce</td>
<td>$0.31</td>
<td>$0.66</td>
<td>$2.75</td>
<td>11.27%</td>
<td>$1.75</td>
<td>17.71%</td>
</tr>
<tr>
<td>Pasta w/marinara sauce</td>
<td>$0.26</td>
<td>$0.55</td>
<td>$2.75</td>
<td>9.45%</td>
<td>$1.75</td>
<td>14.86%</td>
</tr>
</tbody>
</table>
**MDE Worksheet**

- Use the Adult pricing tabs for determining non-student meal prices

---

**Adult meals cannot be subsidized with federal funds,** therefore teachers and other staff members must be charged a higher price than students even if the meal is exactly the same. Schools have the option of charging all a la carte prices or setting an adult unit price for the whole meal. MDE does not cap prices for adult meal prices or a la carte items; however, the prices must cover the food cost at the same level as your school meals. We advise using the following chart to determine adult prices.

### Breakfast:

<table>
<thead>
<tr>
<th>School:</th>
<th>School Name or District Wide</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>*Price of student breakfast</td>
</tr>
<tr>
<td></td>
<td>**Value of paid student breakfast reimbursement (SY 2017-2018)</td>
</tr>
<tr>
<td></td>
<td>Subtotal</td>
</tr>
<tr>
<td></td>
<td>Sales tax</td>
</tr>
<tr>
<td></td>
<td>**Total minimum adult price</td>
</tr>
</tbody>
</table>

### Lunch:

<table>
<thead>
<tr>
<th>School:</th>
<th>School Name or District Wide</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>*Price of student lunch</td>
</tr>
<tr>
<td></td>
<td>Value of commodity entitlement (SY 2017-2018)</td>
</tr>
<tr>
<td></td>
<td>**Value of paid student lunch reimbursement (SY 2017-2018)</td>
</tr>
<tr>
<td></td>
<td>Subtotal</td>
</tr>
<tr>
<td></td>
<td>Sales tax</td>
</tr>
<tr>
<td></td>
<td>**Total minimum adult price</td>
</tr>
</tbody>
</table>
Meals Per Labor Hour (MPLH)

- Industry standard for scheduling labor hours
- Determine values to be used
  - How many breakfast meals equal one meal
  - How many lunch meals equals one meal
  - How many a la carte dollars equal one meal
Meals Per Labor Hour (MPLH)

- Calculate staffing hours per day
- Determine the number of meals sold per day
- Divide the # of meals by the # of staff hours
- MPLH = meals per day / labor hours per day
- 20 – 25 for a production kitchen with a simple menu
- The more complex the menu, the lower the MPLH
Menu Analysis
Menu Analysis Steps

- Gather sales and nutritional data
- Determine food, supply and labor costs
- Analyze sales
- Market your new menu
Gather Data

- Both sales and production data needed
- Point of Sale System
- Production Records
- CN Labels
- Nutritional Data Sheets
Determine Costs

- Invoices
- Broad line supplier websites
- Purchasing group pricing contracts
- USDA Food Buyers Guide
- CN Labels and Nutritional Data Sheets
- Employment contracts
- Informal or Formal Procurement documentation
• Look for items that are trending up or down
• Use multiple cycles of the menu for analysis
• Determine mitigating factors (days off, half days, sports schedules, field trips, etc.)
• How do meals sold match up to meals produced
  - More entrées produced than meals sold could be over-portioning
  - Harder to access over portioning this way at buildings with high a la carte entrée sales
### Analyze Sales

<table>
<thead>
<tr>
<th>Entrée</th>
<th>week 1</th>
<th>week 2</th>
<th>week 3</th>
<th>week 4</th>
<th>Total Cycle 1</th>
<th>week 1</th>
<th>week 2</th>
<th>week 3</th>
<th>week 4</th>
<th>Total Cycle 2</th>
<th>Trending %</th>
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<td>651</td>
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**Total Entrées for the week**

<table>
<thead>
<tr>
<th>Meals Sold</th>
<th>887</th>
<th>835</th>
<th>974</th>
<th>1030</th>
<th>3726</th>
<th>903</th>
<th>949</th>
<th>979</th>
<th>997</th>
<th>3828</th>
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<tr>
<td>Difference</td>
<td>7</td>
<td>6</td>
<td>4</td>
<td>2</td>
<td>19</td>
<td>8</td>
<td>17</td>
<td>15</td>
<td>8</td>
<td>48</td>
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</tbody>
</table>

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Analyze Sales

• Categorize entrée items; Stars, dogs, plow horses and puzzles
• Consider which entrée items to remove from the cycle menu
• Determine replacement entrées
• Consider the impact of menu changes to your core customer group
## Analyze Sales

<table>
<thead>
<tr>
<th>Entrée</th>
<th>Food Cost</th>
<th>Price</th>
<th>Margin</th>
<th>Usage</th>
<th>Total Profit</th>
<th>Menu Mix %</th>
<th>Menu Mix Cat</th>
<th>Margin Cat</th>
<th>Classification</th>
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<tbody>
<tr>
<td>BD Pepperoni Pizza</td>
<td>$0.84</td>
<td>$2.75</td>
<td>$1.91</td>
<td>364</td>
<td>$695.24</td>
<td>4.78%</td>
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<td>low</td>
<td>Plow Horse</td>
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<tr>
<td>BD Cheese Pizza</td>
<td>$0.84</td>
<td>$2.75</td>
<td>$1.91</td>
<td>20</td>
<td>$38.20</td>
<td>0.26%</td>
<td>low</td>
<td>low</td>
<td>Dog</td>
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<tr>
<td>Sweet &amp; Sour Chicken</td>
<td>$0.79</td>
<td>$2.75</td>
<td>$1.96</td>
<td>186</td>
<td>$364.56</td>
<td>2.44%</td>
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<td>low</td>
<td>Dog</td>
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<tr>
<td>Mini Corn Dogs</td>
<td>$0.68</td>
<td>$2.75</td>
<td>$2.07</td>
<td>285</td>
<td>$589.95</td>
<td>3.74%</td>
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<td>low</td>
<td>Plow Horse</td>
</tr>
<tr>
<td>Mac &amp; Cheese</td>
<td>$0.69</td>
<td>$2.75</td>
<td>$2.06</td>
<td>238</td>
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<td>3.12%</td>
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<td>low</td>
<td>Plow Horse</td>
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<tr>
<td>Soft Beef Taco</td>
<td>$0.38</td>
<td>$2.75</td>
<td>$2.37</td>
<td>242</td>
<td>$573.54</td>
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<tr>
<td>Yogurt w/ String Cheese</td>
<td>$0.67</td>
<td>$2.75</td>
<td>$2.08</td>
<td>616</td>
<td>$1,281.28</td>
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<td>Dog</td>
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<tr>
<td>Orange Chicken</td>
<td>$0.79</td>
<td>$2.75</td>
<td>$1.96</td>
<td>94</td>
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<td>Cheeseburger</td>
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<td>$2.38</td>
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<td>$480.76</td>
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<td>Puzzle</td>
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<tr>
<td>Chicken Alfredo</td>
<td>$0.67</td>
<td>$2.75</td>
<td>$2.08</td>
<td>84</td>
<td>$174.72</td>
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<td>low</td>
<td>Dog</td>
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<tr>
<td>Nacho Grande</td>
<td>$0.54</td>
<td>$2.75</td>
<td>$2.21</td>
<td>559</td>
<td>$1,235.39</td>
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<td>Star</td>
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<td>Chicken Patty Sandwich</td>
<td>$0.50</td>
<td>$2.75</td>
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<td>$2,166.75</td>
<td>12.64%</td>
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<td>high</td>
<td>Star</td>
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<tr>
<td>Chicken &amp; Waffles</td>
<td>$0.80</td>
<td>$2.75</td>
<td>$1.95</td>
<td>169</td>
<td>$329.55</td>
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<td>low</td>
<td>Dog</td>
</tr>
<tr>
<td>Breakfast for Lunch</td>
<td>$0.54</td>
<td>$2.75</td>
<td>$2.21</td>
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<td>$488.41</td>
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<td>high</td>
<td>Puzzle</td>
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<tr>
<td>Ravioli</td>
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<td>$2.75</td>
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<td>152</td>
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<td>low</td>
<td>Dog</td>
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<tr>
<td>Chili Cheese Fries</td>
<td>$0.70</td>
<td>$2.75</td>
<td>$2.05</td>
<td>103</td>
<td>$211.15</td>
<td>1.35%</td>
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<td>low</td>
<td>Dog</td>
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<td>Bosco Sticks</td>
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<td>$2,441.40</td>
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<td>Fish &amp; Chips</td>
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<td>$130.56</td>
<td>0.84%</td>
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<tr>
<td>Rotini w/ Meat Sauce</td>
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<td>17.95%</td>
<td>high</td>
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</tbody>
</table>

| Totals                | $14.86    | $48.39 | 7621   | $16,201.34 | aver food cost % | 24.56% |

Average Margin: $2.13
Aver Menu Mix %: 3.04\(\times\) \(\frac{100}{\# \text{ Items}}\)*0.70
Market Your Menu

• Determine how you will advertise your new entrée items
• Samples; with a select group or during meal service
• Promotions; incentives for purchasing a meal
• Social media; pictures and positive comments from students, parents and staff members
• District website
• Service line
• POS
What’s Next?
Samples, Surveys and Taste Tests

- Student tastings and samplings can increase participation especially with new menu items
  - Sample items close to the day they are served on the menu
  - Remind students when the new item will be served for lunch
- Sampling with a smaller group first can help to get other students to try new items
- Walk around with samples on a tray
- Offer incentives to try the new item
- Use online or paper surveys to determine the popularity of cycle menu entrées (Surveymonkey.com)
  - Can create separate surveys for specific grades or buildings
Program Promotion

• Toot your horn!!!
• Contests and incentives
• Decorate your service areas
• Branding and signage can affect participation
• Offer catering for district events that food is served; keeps the money spent in the district
• Folding hallway signs can promote meal periods
• Create a catering menu to distribute in the community
• Have a table at registration and open house events
Next Steps

• Allow 3 menu cycles of new items
• Keep the Stars on the menu (highly popular, highly profitable)
• Look for ways to improve sales of the Puzzles (low popularity, highly profitable)
• Watch the Plow Horses (highly popular, low profitability); can you reduce costs without sacrificing quality?
• Consider changing the Dogs (low popularity, low profitability); what is the impact for your core customers?
Questions?
This session provides one (1) CEU

- **Key Area:** 3 – Administration 3300
- **Key Topic:** Make Cents of Your Cycle Menu
Thank you and enjoy your ANC18 experience!