Small District? Make the Most of Your Resources

Laura Lynn, Ed.S., SNS
Ideas@Work education sessions are intended to inspire and encourage innovation in school nutrition through peer-to-peer learning and engagement.
Affiliation or Financial Disclosure

• Laura Lynn, Ed.S., SNS
• Brantley County Schools, Nahunta, GA
• List any affiliations/financial disclosures.
  • Nothing to disclose
A Bit About Brantley Co. Schools

- 3600 students
- CEP in all schools
- Rural – School System is the largest employer
- 7 Schools – 5 Primary/Elementary, 1 Middle & 1 High
- 37 Fulltime employees
  - 6 Managers, 28 Assistants, Secretary, Bookkeeper & Director
How could I utilize the manpower I already had:

1. To raise participation at breakfast and lunch
2. Increase revenue
3. Develop ownership throughout each kitchen
The Big Problem

Managers and Staff:

No idea of how much they were spending
Did not understand the perpetual inventory concept
Had not seen monthly reports
Did not make good decisions
Recycled menus
Planning

PERPETUAL INVENTORY

FOOD COST

MENU PLANNING

LABOR COST
Implementation – Perpetual Inventory

Taught the managers about perpetual inventory
Monitored them weekly and then monthly
Taught school nutrition assistance the importance of accurate reporting on production records
Created a contest between kitchens
Lowest amount of adjustments within 3 months were treated to a steak dinner
Implementation – Monthly Reports

Discussion:

How to read a report
What factors control food and labor cost
Participation comparison from month to month
Inventory limits
Make Money vs Lose Money
Implementation – Menu Planning

Resources to Use

• USDA Commodity Products Ordered
• USDA Commodity Processed Items – when and how much
• Current Grocery Bid
• List of Recipes for all Lunch Entrée & Vegetables with cost
• List of Recipes for all Breakfast Entrée with cost
• Daily Menu Chart
• Food Buying Guide
### Implementation – Menu Planning

#### Maal Pattern
Reimbursable Lunches
Grades K-8

<table>
<thead>
<tr>
<th>SFA Name:</th>
<th>K-8 Menu #:</th>
</tr>
</thead>
</table>

Each reimbursable meal consists of all required food except milk and/or side dish. Total amount of fruit offered with this meal, total amount of vegetables in a main dish and/or side dish, and amount of milk. The vegetable cups and types of milk will be recorded on a different tab.

**Click here to go to the Food**
**Click here to go the instructions**
**Click here to the Weekly Report**

<table>
<thead>
<tr>
<th>Meal Name</th>
<th>Grains [oz equivalents]</th>
<th>Fruit (cups)</th>
<th>Vegetables (cups)</th>
<th>Fluid Milk (cups)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Other information:**
- Of the grains offered with this meal, enter the number of ounce equivalents that are whole grain rich.
- Of the grains offered with this meal, enter the number of ounce equivalents that are grain-based desserts.
- Select the number of cups of fruit including bar fruit offered with this meal.
- ONLY select the cups of fruit juice offered with this meal.
- Select the number of cups of vegetables including vegetable juice offered with this meal.
- ONLY select the cups of vegetable juice offered with this meal.
- Enter the number of cups of fluid milk offered with this meal.

**Optional Tool to Assist in Fraction and Decimal Calculations**

- Fractions Calculator: Use this calculator to add the number of cups.
- Decimal/Fraction Converter: (Recorded down to the nearest 1/8)

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Results – Participation Increased

Lunch Participation

<table>
<thead>
<tr>
<th>Year</th>
<th>Participation</th>
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<tbody>
<tr>
<td>2014</td>
<td>77%</td>
</tr>
<tr>
<td>2015</td>
<td>80%</td>
</tr>
<tr>
<td>2016</td>
<td>83%</td>
</tr>
<tr>
<td>2017</td>
<td>84%</td>
</tr>
<tr>
<td>2018</td>
<td>84%</td>
</tr>
<tr>
<td>2019</td>
<td>85%</td>
</tr>
</tbody>
</table>

Breakfast Participation

<table>
<thead>
<tr>
<th>Year</th>
<th>Participation</th>
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<tbody>
<tr>
<td>2014</td>
<td>60%</td>
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<tr>
<td>2015</td>
<td>61%</td>
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<tr>
<td>2016</td>
<td>62%</td>
</tr>
<tr>
<td>2017</td>
<td>63%</td>
</tr>
<tr>
<td>2018</td>
<td>65%</td>
</tr>
<tr>
<td>2019</td>
<td>69%</td>
</tr>
</tbody>
</table>
Results – Inventory Decreased

• Program
  • Total Food Inventory decreased
    • Ex. BCHS SY2015 March $22,276 to SY2019 March $15,336
    • A true snapshot of inventory amounts could be seen at any time
    • Decrease in overspending
    • Less inventory leftover for summer

• Staff
  • Better job on production records
  • Better decisions made weekly
  • Assistance became more accountable too
Results – Monthly Reports

• Everyone is engaged and learning
• Daily decisions can sway results
• Waste and absenteeism are big factors

It takes everyone to run a sound program!
Results – Menu Planning

• Ownership of Menus
• Complete knowledge of USDA Meal Pattern
• Menus drive participation
• Creativity and variety are good things
Your Takeaway

• Look for ways to engage staff in various parts of the decision making process.
• Trust and give ownership
• Find ways to utilize resources you already have
You had the power all along.
Evaluate This Session

Use the ANC App to evaluate the sessions you attend and you will automatically be entered to win a FREE registration to ANC 2020 in Nashville.*

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Thank you!

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