
2017 Nutrition Services Department Annual Report

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Nutrition Services Support of the District Strategic Plan

BSD's Nutrition Services department supports students in achieving post high school success by providing:

- **Nutritious meals that appeal to students** – Nutrition Services meets the USDA standards for nutrient content of meals, and tries to exceed the standards whenever financially possible, e.g. purchasing organic, local produce or chicken raised without antibiotics. At the same time, Nutrition Services strives to ensure that the menu choices, food preparation and presentation are appealing to students. Providing nutritious meals that students will actually eat is a continual challenge as a perfectly planned “nutritious” meal doesn’t meet its goal if students won’t eat it.
- **A welcoming, safe environment for students to eat and practice their nutrition skills** - Nutrition Services staff strive to ensure that students are always treated kindly and helpfully, with a warm welcome to the cafeteria. We also want to ensure that staff understand the dynamics of the Adult/Child feeding relationship so that students can safely practice their nutrition skills. For example, students should feel free to try small portions of new foods without fear that they’ll be forced to eat an entire portion of a food they don’t care for. Children become adventurous eaters with gentle encouragement, not pressure.
- **Reliable resources for nutrition education and information** – Although separate funding for nutrition education at the district level is no longer available through USDA, the Nutrition Services Department works to provide access to reliable nutrition education resources and information to students, families and teachers.

2016-17 Strategic Plan and Operations

Nutrition Services Strategic Plan for 2016-17 shown on the next few pages includes:

- How the Nutrition Services Leadership team currently organizes its continuous quality improvement efforts each year.
- The specific efforts planned for and implemented in 2016-17
 - Items marked with a **red** ✓ have been completed.

Overarching Nutrition Services Department Mission

We support student achievement by ensuring:

- Nutritious meals that appeal to students
- An efficient operation
- A welcoming, safe environment for kids to eat and practice their nutrition skills
- Reliable resource for nutrition information/education

Offer the very best program (as described by Department Mission) while maintaining financial stability

Financial Stability means: $\text{Income} - \text{Expenses} = \text{Small profit to save for large equipment expenses}$

Project Categories:

- I. Implement strategies/tools to increase student participation in school meals
- II. Implement strategies/tools to manage resources well
- III. Implement strategies/tools to improve available resources for Nutrition Information/Education
- IV. Implement New Requirements (district, local, state or federal)

I. Implement strategies/tools to increase participation/revenue

A. Marketing/Community Partnerships - In Process

1. Develop Marketing Plan for 2017-18 in conjunction with EcoTrust. Various areas to include:

- Articles for publication in district and school newsletters
- Increase media interviews/spotlights
- Nutrition Services Website Update

Have met twice with EcoTrust and have another meeting scheduled early May to complete plan.

2. Nutrition Services Student Handbook Update ✓

B. Improve Meal Benefits Efficiency & Outreach - In Process

1. Streamline meal application processing procedures for faster approval and notification to parents.

- E-mail application notification letters vs. send via postal service whenever possible – started last fall, but had to suspend due to software glitch that is sending notifications to Synergy e-mail address vs. address on meal application. We are working with the software vendor to fix this glitch for use next school year.
- Implement new scan-able paper application to speed processing of applications. – Plan to implement this during May, 2017

II. Implement strategies/tools to manage resources well

A. Implement new school nutrition management software, (Primer Edge) “Back-of-House” In Process

1. “Front-of-House” functions (includes student eligibility, meal counting, cashiering functions, on-line parent pay system, SchoolCafe) ✓
 - Student eligibility was implemented in mid-August. Other functions were implemented on the first day of school.
2. “Back-of-House” (includes inventory, menu planning, procurement, production)
 - These functions will be implemented on May 1, 2017.

III. Implement strategies/tools to offer, reliable Nutrition Information/Education

- A. Implement new Primer Edge software that will offer improved nutritional analysis, which can be shared with customers through a new feature of the mobile app of SchoolCafe,

IV. Implement New Initiatives/Requirements (district, local, state or federal)

A. Implement new Oregon Farm-to-School Grant – approximately \$125,000 to spend on foods that are grown or processed in Oregon,

1. Find vendors that can deliver identified products through district's contracted grocery distributor or directly to sites. ✓
 - In the 2016-17 implementation, we collaborated with local farms and firms so that Oregon farmers and manufacturers provided food for BSD school meals and students. Not only does this ensure that students get to eat fresher, better tasting (some organic too!) produce, but working with local farms and manufacturers also supports the local economy. One farm in particular, Adelante Mujeres provides aspiring Latino farmers with the training and skills to grow produce using sustainable methods and to successfully market their products. Also, schools with higher need populations were targeted for receiving the fresh produce since some local farms have trouble delivering the local produce to all 50 schools.
 - The following Farm2School foods have been served this school year:
 - Fresh fruits and vegetables - 5 varieties of organic apples, 2 varieties of organic pears, 2 varieties grapes, watermelon, red leaf and romaine lettuce, blackberries, blueberries, cherries, canary melon, kiwi, corn on the cob, radishes, zucchini, colored cauliflower, purple potatoes, 2 varieties of beets, 2 varieties of tomatoes, carrots, mini sweet peppers, lemon cucumbers
 - Frozen Fruits & Veggies: - Oregon Berry Mix, whole strawberries, green garbanzo beans
 - Processed Vegetables - chili lime bean dip cups; hummus cups
 - Other Processed Foods - vegetarian lasagna, dried cranberries

2015-16 Profit/Loss, and YTD March, 2017 Profit/Loss

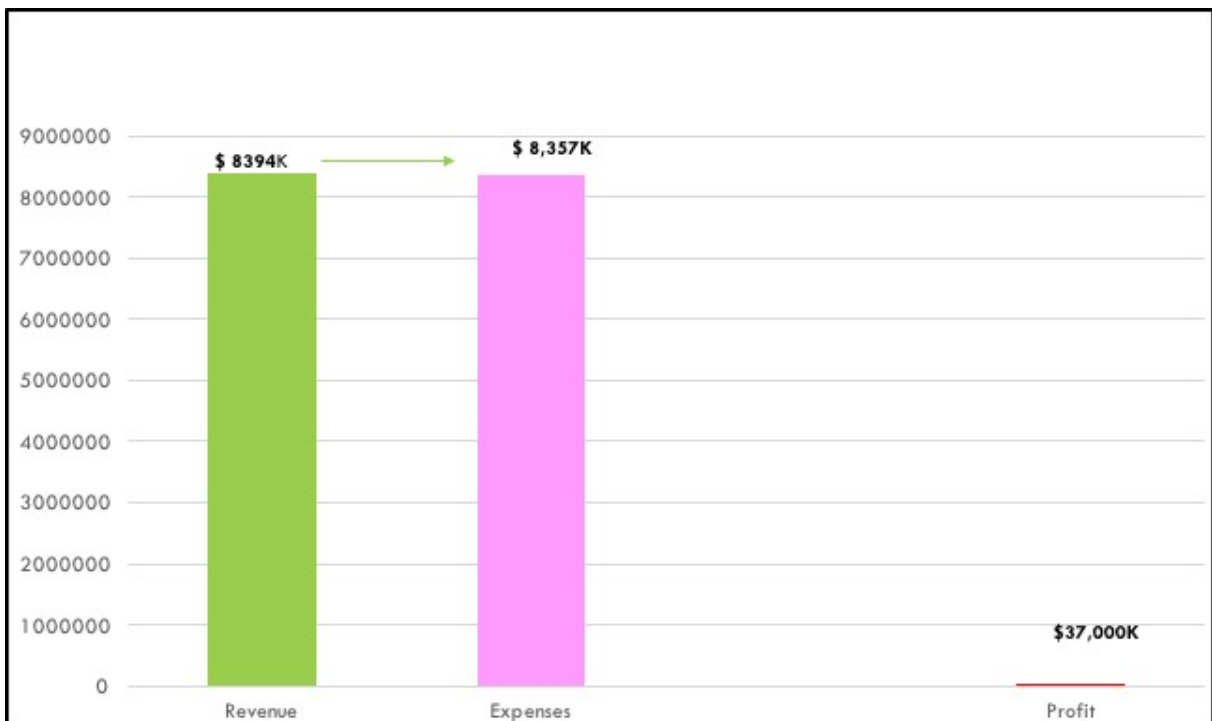
YTD March, 2017 Profit/Loss

The following graphs show Nutrition Services profit year-to-date, March, 2017, as well as a comparison of numbers of meals served, expenses and revenue for YTD March, 2017 vs. YTD March, 2016.

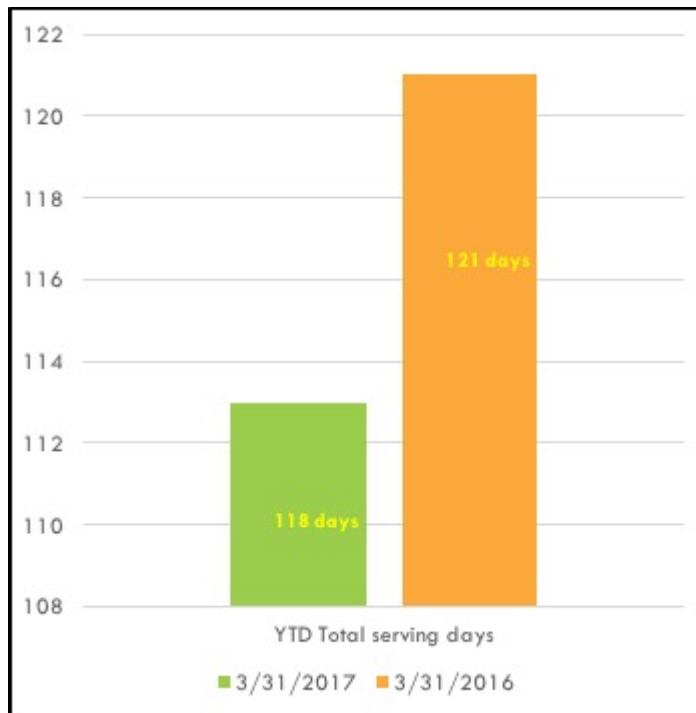
Considering the fact that we had ten inclement weather days this winter, it's very fortunate that we have a small profit as of YTD 3/31/17. On the inclement weather days, we still had to pay most of our usual labor expenses as well incurring some food loss expenses, without the incoming revenue to offset them. Having the opportunity to recover the revenue from four more of the ten inclement weather days to be made up during the remainder of the school year, will also definitely help.



Profit/Loss as of 3/31/2017



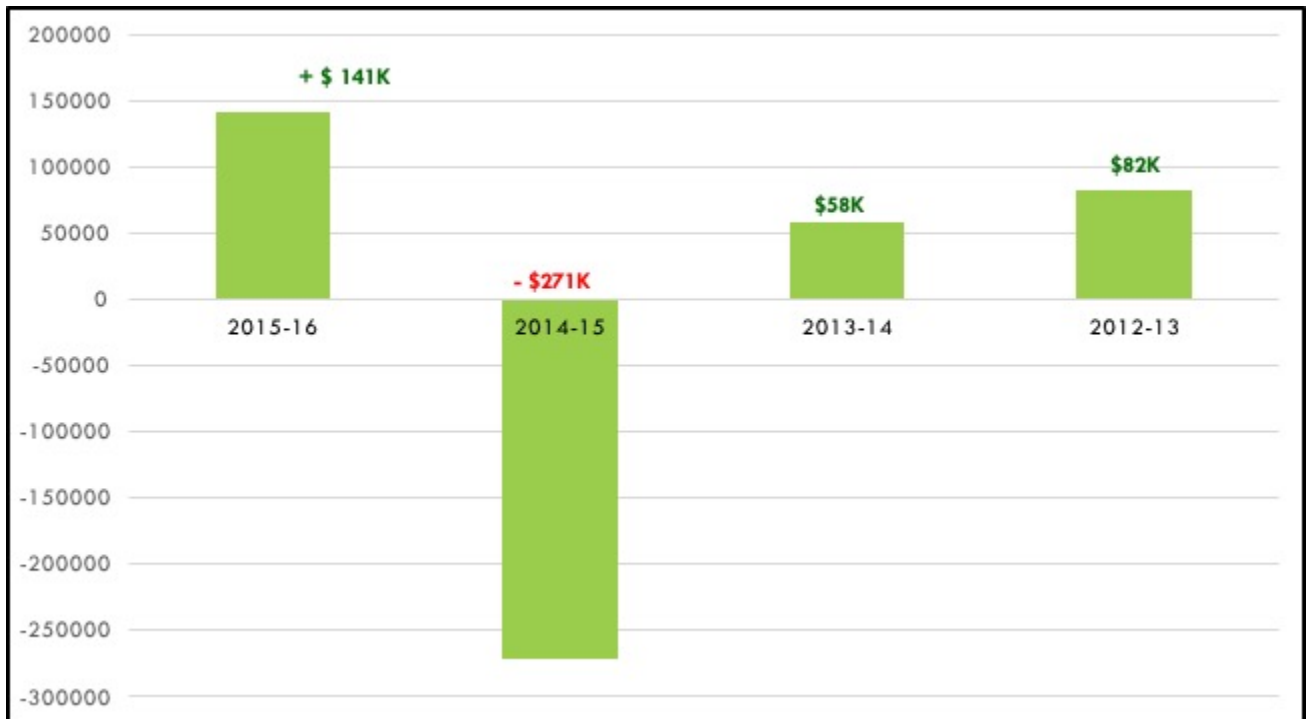
Serving Day Comparison 2017 versus 2016



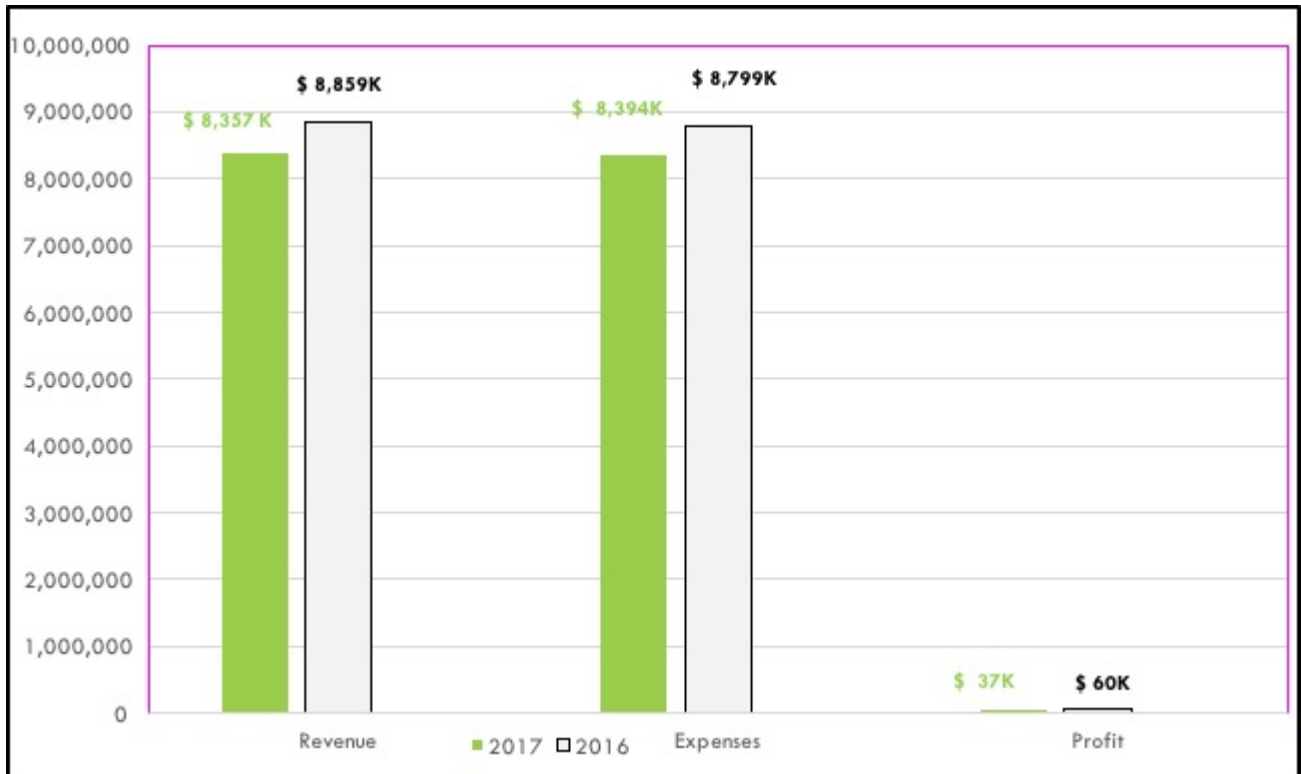
Note: As this graph indicates, there is a difference between the total number of serving days as of YTD March 31, 2017 vs. YTD March 31, 2016. Subsequent graphs do not correct for this difference in number of serving days, except for the graphs showing Total Average Lunch & Total Average Breakfast Participation.



Profit/Loss History

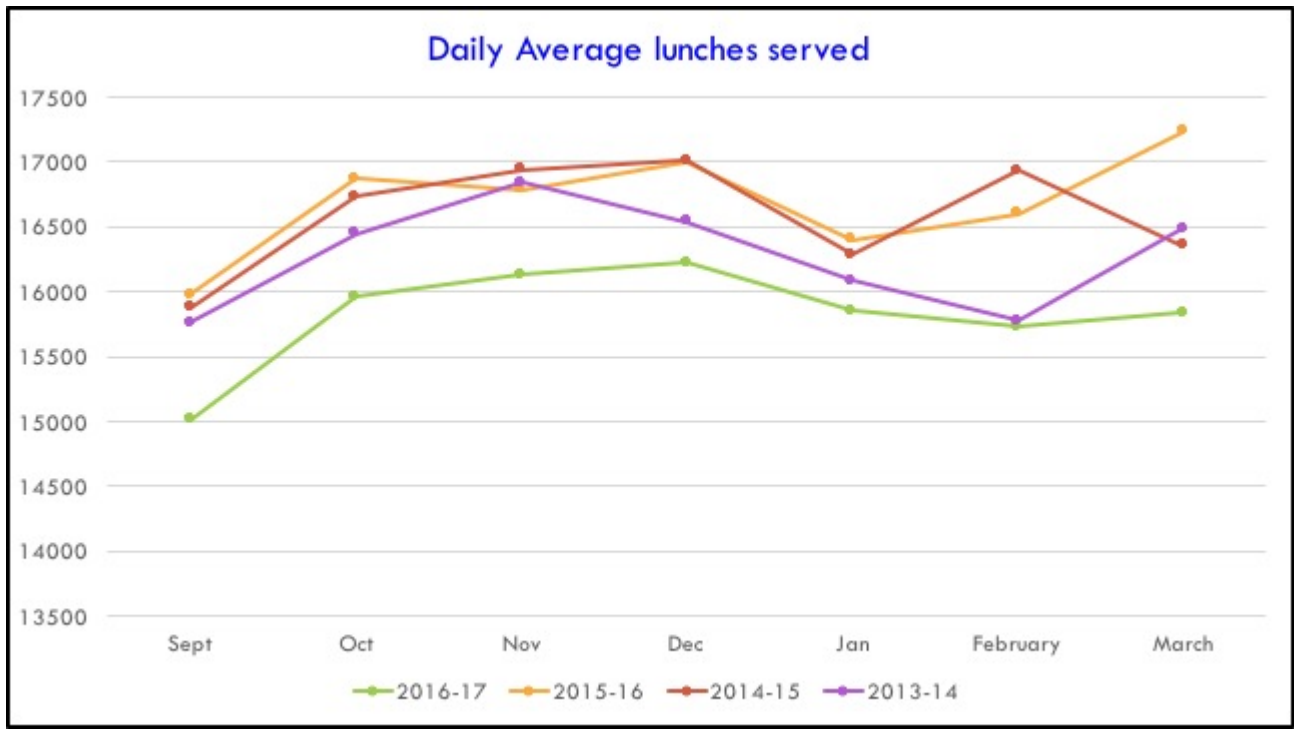


Comparison YTD March 2017 versus 2016



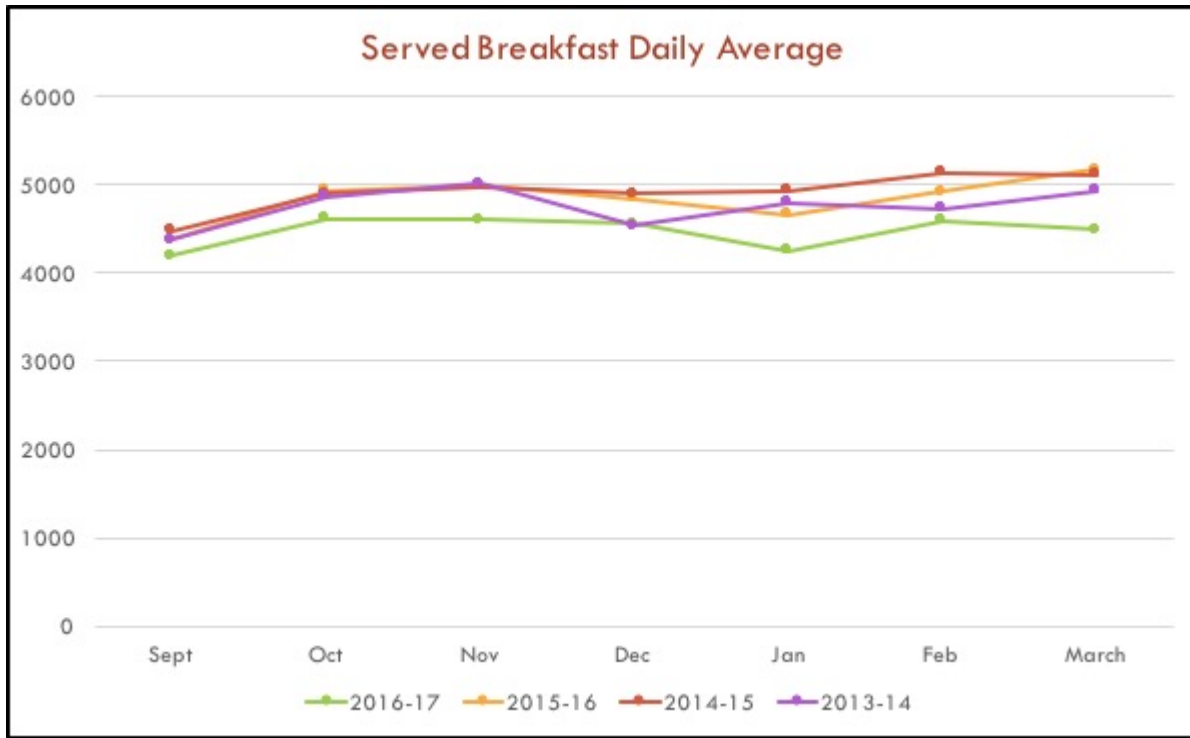


NSLP-Total Lunches claimed YTD 3/31



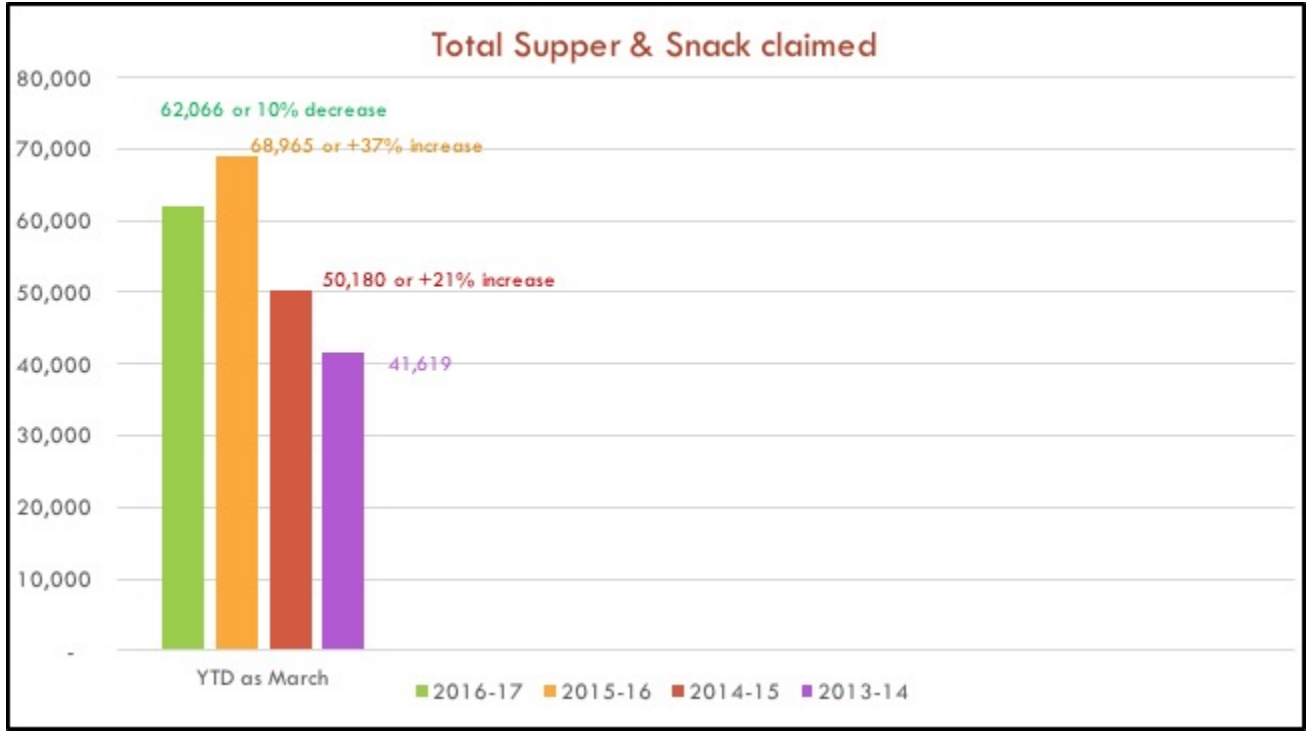


Total Breakfast claimed YTD 3/31



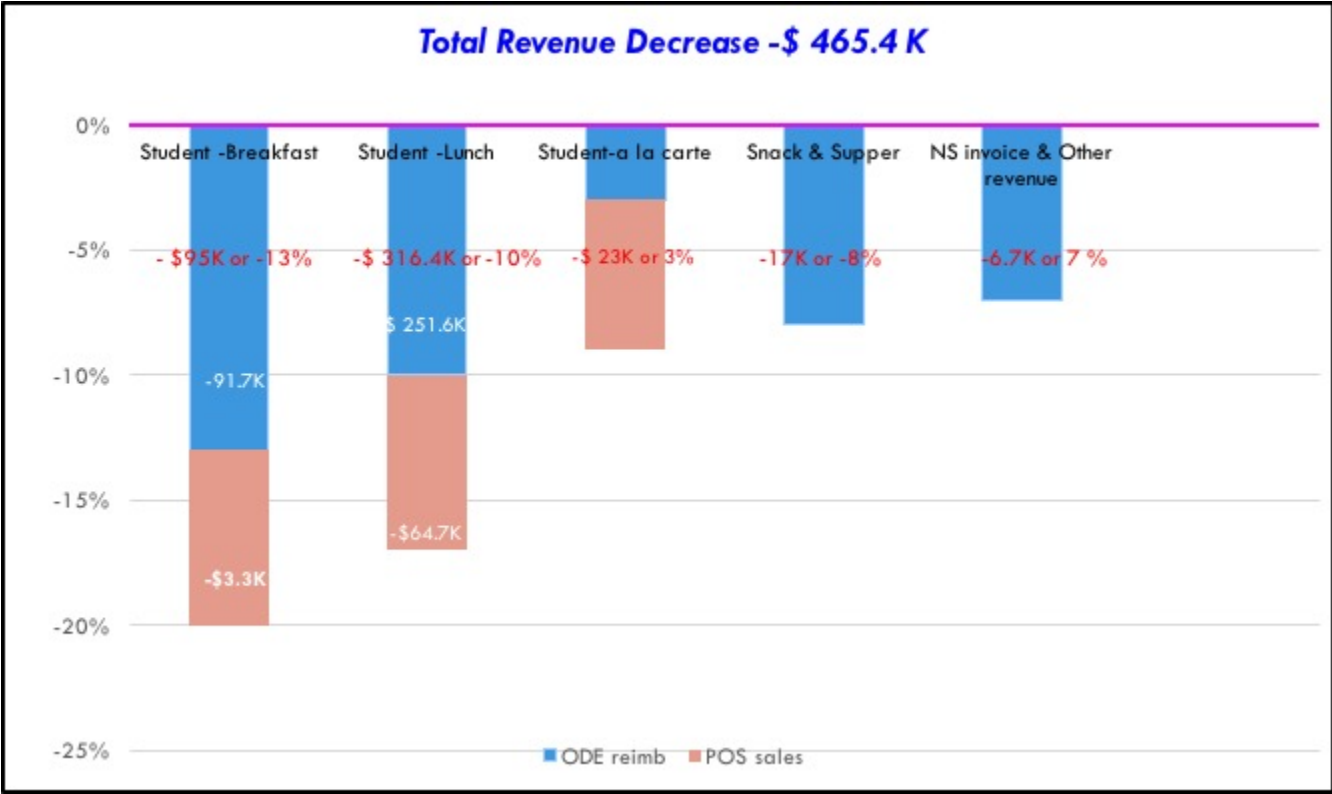


Total Supper/Snack claimed YTD 3/31



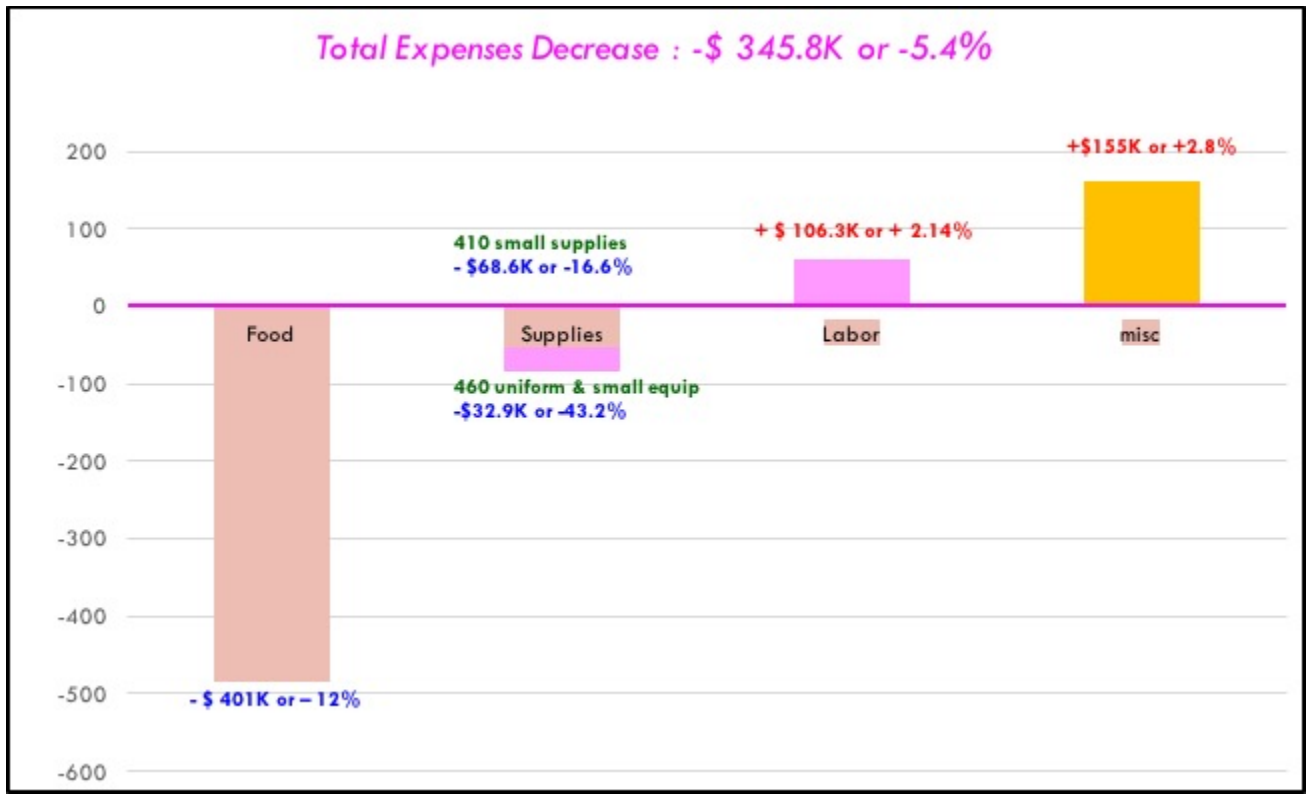


Changes in Revenue 2016-17 vs. 2015-16





Changes in Expenses 2016-17 vs. 2015-16



New Legislative Actions Affecting Child Nutrition Programs

Background

Although Child Nutrition Programs are federal entitlement programs, i.e. “*The kind of government program that provides individuals with personal financial benefits (or sometimes special government-provided goods or services) to which an indefinite number of potential beneficiaries have a legal **right** (enforceable in court, if necessary) whenever they meet eligibility conditions that are specified by the standing law that authorizes the program.*”, every five years Congress takes the opportunity to review and tweak or “reauthorize” the laws governing these programs. Programs such as our district participates in: the National School Lunch Program (NSLP), School Breakfast Program (SBP), Summer Food Service Program (SFSP), Child and Adult Care Feeding Program (CACFP) - (covers after-school Suppers), the Fresh Fruit and Vegetable Program (FFVP) and the Community Eligibility Program (CEP).

The last time a **Child Nutrition Reauthorization (CNR)** occurred was in 2010 with the Healthy, Hunger-Free Kids Act, (HHFKA). This act made significant changes, (NEA summary of some of the changes: [http://www.nea.org/assets/docs/HHFKA_fact_sheet-final\(1\).pdf](http://www.nea.org/assets/docs/HHFKA_fact_sheet-final(1).pdf)) in the requirements for school meal programs. Although BSD Nutrition Services had implemented many of the meal pattern and nutrition changes 5-10 years previous to the passage of HHFKA, several of the new requirements increased the cost of providing meals to students while also having the effect of decreasing student participation in the programs. For example, implementing the requirement that students have to take a half-cup serving of fruit/vegetable with their lunch and breakfast, decreased participation, increased food waste and increased costs both at BSD and other school districts nationwide. Hopefully, as students get used to this requirement, those effects will be eliminated. Likewise, the additional requirements for documenting exactly: the amounts of food offered to students, the amounts served and the amounts leftover, increased labor and training costs while simultaneously limiting menu choices for students. No longer could we offer a made-to-order sandwich bar at the high schools because a change of one ingredient to a sandwich required separate recipes and documentation on the production records.

While the NEA summary listed above notes that the HHFKA also came with \$4.5 billion in funding over 10 years, much of this money appropriated was for USDA and state agencies to provide training to districts on how to implement the new regulations. It was not available directly to districts to cover the cost of implementing the new regulations. In fact, when the regulations were released, USDA estimated increased food and labor costs under the new rules would amount to a 10 cent increase in the cost of preparing every lunch and 27 cent increase in the cost of preparing every breakfast. Congress provided schools an additional 6 cents for each lunch served, but no extra funding for breakfast. The money that was earmarked for districts, (an increase in 6 cents per lunch) only ends up paying for a one quarter of one apple more to offer students.

Consequently, trying to meet the new regulations while simultaneously achieving a stable financial footing for Nutrition Services has been challenging over the past few years.

Child Nutrition Reauthorization Legislation

With the change in presidential and congressional priorities, it's unlikely that there will be a Child Nutrition Re-authorization bill introduced this year. The 2014 Farm Bill expires September 30, 2018.

Current Bills/Actions

Bills

There are currently no bills in Congress that would affect school Nutrition. However, last year's proposed Republican legislation to implement a trial of block grants to states for school meals is of great concern. A Congressional Budget Office analysis of using block grants to fund school meals estimated that this funding method would decrease the amount spent on school meals by 8% (\$21.3 billion) over the 2016-2025 period.

Actions

Last week, Senator Pat Roberts, (R-KS), Chairman of the Senate Committee on Agriculture, Nutrition, and Forestry, sent a [letter](#) to USDA asking for regulatory relief from rigid school meal standards, specifically sodium limits and whole grain and dairy requirements. Nutrition Services supports having more flexibility in with regard to the sodium limits and the whole grain requirements.

Challenges (current and future)

- **Funding to cover increased costs**
 - Labor costs in particular have been high in the past few years due to higher wage and benefit rates. As Oregon gradually moves to a higher minimum wage this problem will be exacerbated. Higher percentages of revenue spent on labor costs mean less to spend on both food quality and varied menu options.
- **Lack of a BSD Central Warehouse** increases supply costs since vendors need to deliver to all 52 sites. It also limits our ability to work with farms and other smaller, local vendors because they often don't have the capacity to deliver to all 52 sites.
- **Meal Times** – The amount of time scheduled for meals greatly affects Nutrition Services ability to deliver meals and more importantly affects the amount of time students have to eat. This is especially concerning for low-income students who depend on school meals for at least two-thirds of their daily nutrition.

Strategic Plan Draft for 2017-18

I. Implement strategies/tools to increase participation/revenue

A. Marketing/Community Partnerships

1. Implement marketing plan for 2017-18

B. Ensure High Quality Food is consistently served at Lunch

1. Visit sites during lunch time to determine what district-wide quality level is currently; take pictures
2. Identify most common issues, (e.g. specific recipe (pizza), quality of product; staff not following recipe), then prioritize and develop plan.

II. Implement strategies/tools to manage resources well

- #### **A. Roll-out Financial Tools module of Primero Edge.**

III. Implement strategies/tools to improve available resources for Nutrition Education/Information

- #### **A. Update website with new information.**

IV. Implement New Measures (dept., district, local, state or federal)

- #### **A. Open Hazeldale Kitchen at Timberland.**

- #### **B. Open new kitchens at Mountainside High School, Vose Elementary School and Sato Elementary School.**

- #### **C. Adjust operations according to any new federal, state or district requirements.**