



Back in Session:

Preparing for the Fall

We'll get started in a couple of minutes...

- Housekeeping
- Introductions
- Back in Session: Preparing for the Fall
- Q&A
- Wrap Up



Type your questions into the Q&A box at the bottom of your screen.

We will have a 15 minute Q&A at the end of the presentation.

Linsey LaPlant, MS, RDN

- Health-e Pro Regional Sales Manager
- 17 years of Child Nutrition experience
- Former Dietitian Manager in large Seattle area School District
- Former WA State Program Reviewer
- Has barely survived homeschooling her 3 school aged sons during COVID closures

Lynn Shavinsky

- Health-e Pro Regional Sales Manager
- 10+ years with Health-e Pro in Customer Support and Sales
- Former Food Service Director in four school districts in three different states
- Adjunct Instructor on Infant Nutrition for 5 years
- Loved not having to rouse my teenager out of bed to get to virtual school during Covid

Kim Lange

- Support Specialist
- Former Health-e Pro Trainer
- Creator of Health-e Pro's Training Videos for Success
- Works directly with manufacturers to get products into Health-e Pro's Manufacturer Marketplace

Kristen Lindorf

- Health-e Pro Customer Success Manager
- 10+ years Child Nutrition, AR experience
- Just as many years teaching and coaching for success
- Loves the challenge of taking programs to the next level!
- Eager to see these kids return to a safe school setting!
- Has the deepest respect for our “Super Hero” directors who provided comfort and fuel for our kids during the toughest of times!

Do you have concerns about compliance as we start to return to normal? (meal pattern, SSO, service type, OVS)

USDA Waivers & Flexibilities for SY 2021-22:

- Nationwide Waiver to allow Seamless Summer Option (SSO) through June 30, 2022
- Nationwide Waiver to allow Summer Food Service Program (SFSP) Reimbursement Rates

USDA Waivers & Flexibilities for SY 2021-22:

- Nationwide Waiver to allow Non-Congregate meal service
- Nationwide Waiver of Meal Time Requirements & Parents/Guardians may pick up meals for children

USDA Waivers & Flexibilities for SY 2021-22:

- Nationwide Waiver to Allow Specific Meal Pattern Flexibility
 - Dietary Specs for Sodium
 - Only whole grain-rich grains
 - Variety of vegetables from vegetable subgroups
 - Offering two different options of fluid milk
 - That low fat milk must be unflavored
 - Planning menus for specified age/grade groups

USDA Waivers & Flexibilities for SY 2021-22:

- Nationwide Waiver to Allow Offer vs Serve Flexibility for High Schools (grades 9-12)
- Nationwide Waiver of Area Eligibility in Afterschool Programs

Common questions:

- Which program is best for my district?
- Do we still need to collect Free/Reduced Applications?
- Do I need to have standardized recipes for SSO?
- What meal counting procedures are best for SSO?
- Will Salad Bars be allowed again? Self-service options?

School Year 2021/22:

**Serving SSO
Reimbursed as SFSP**

Savings:

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Planning Ahead

- Always check with your state agency for guidelines and waivers.
- Forecast for Commodities on your menus first.
- Select USDA items first and then work on adding other products.
- Commodity rates for 21/22: commodity crediting based on 2 years ago.

Commodity Menus




May

◀ May 2021 ▶

Weekly Monthly

Monday	Tuesday	Wednesday	Thursday	Friday
03 Entree Chicken Enchilada Pasta Bake Vegetables Renewable Refried Beans Fruit Pluto Peaches Milk Move It Skim Milk	04 Entree Spaghetti and Meat Sauce Vegetables Fresh Side Salad Fruit Raisins Grains Garlic Breadstick	05 Cinco de Mayo Taco Day! Chicken Fajita Taco Vegetables Black Beans Mild Salsa Fruit Sliced Pears Milk	06 Entree Southwest Cobb Salad Fruit Frozen Strawberry Cup Milk Move It Skim Milk Fat Free Chocolate Milk	07 Entree Everything Casserole Vegetables Cut Green Beans Fruit Fresh Apples Grains Dinner Roll

Southwest Cobb Salad



Allergens

Attributes

Ingredients

- Corn-100313
- Black beans-100359
- Mozzarella cheese-100034
- Salsa-100330

Reduce Food Waste by Planning Ahead!

- Average of [26%](#) of an NSLP-participating school's food budget is wasted.
- Fruits & Vegetables are the highest in waste percentage for schools.
- Plan on multiple ways to use a commodity.



Commodity Example



Using overstocked commodities

- Prevents waste by turning them into creditable meal components.
- Serves as a great addition to a reimbursable meal.



Cast Your Vote for Fiesta Friday Lunch

- Chicken Fajitas
- Chicken Taquitos

Simple polling options to use on your website:

- Google Forms
- Micropoll
- Typeform
- Using Social Media

Recipe Ideas with Global Recipes



Health-e MEAL PLANNER


My Account | Log Out | Help

Dashboard Manufacturers Ingredients **Recipes** Menus Reports District

Recipes


Search by Title or Recipe Number

Filter Category: **Breakfast Entree** Sort Order: **Modified Descending** Recipe Type: **Global Recipes** Display: **Default**




Recipe #2056462
Waffle, Apple Cinnamon, Snack 'n Waffle, Smucker's,
33663, 72/2.4oz


last updated by
reinbach@hmppro
May 13, 2021
Category: **Breakfast Entree**



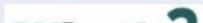
Recipe #2056462
Waffle, Apple Cinnamon, Snack 'n Waffle, Smucker's,
33663, 72/2.4oz



Recipe #2063501
All Day Breakfast Potato Bowl



Recipe #2059501
Bacon, Egg & Cheese Pizza (2.5M/MA, 2.25G, 0.125RO)




Recipe #2040201

Connect with your vendors:

- Talk with your distributor to see what they have most available and create your menus using those items.
- Vendors love input and will relay back to procurement department.

Many vendors have a K-12 portion of their websites where directors can find the SEPDS (spec sheets) along with a commodity calculator.

- 
- [Tyson](#)
 - [National Food Group](#)
 - [Simplot](#)
 - [Integrated Food Service](#)

The third party commodity management team (K-12 and Processorlink) have contact information on their K-12 portion of their website.

- 
- [Del Monte](#)
 - [Peterson Farms](#)
 - [Red Gold](#)

What is the benefit of directors reaching out to their vendors and forming a relationship?

1

Manufactures can provide product ideas, solutions and applications that can help directors determine which items they would like to use.

2

Having vendor communication helps both parties in forecasting, which is big to assure supply.

3

Manufactures can help directors manage their balances by providing reports and handle transfer between schools, cooperatives and states.

Poll Question:

**What staffing adjustments
do you anticipate next year?**



$$\text{Meals Per Labor Hour} = \frac{\text{Total Meals \& Meal Equivalents}}{\text{Total Hours Worked}}$$

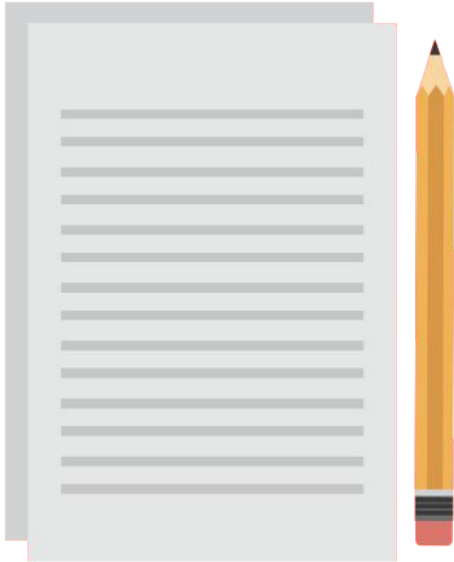
- Current total hours, total hours/site, number of unfilled hours
- Number of meals, previous number of meals, likelihood of meals

Meals Per Labor Hour



Questions to Consider

- Is my type of service different? What are the jobs to do? How long will that take? Is it possible to serve all students in this manner?
- Do I have enough staff to serve that way? How many people are needed at a minimum?
- How much more staff is needed to serve all the students who can eat?
- What service changes can I make to accommodate short staffing?
- What preparation change can help with staffing?



What do I have currently?

- Meals/labor hour at each location: filled and unfilled
- What is unfilled that I must have?
- What will I need to add to do service for all students?
- What is my threshold number of meals to add labor?

Service

- Centralized Production and Delivery
- Self Service
- Pre-Order Options or Vending
- Packaging Machines
- Multiple Service Stations
- Limit or Thoughtful Menu Choices
- Production - Weighing vs Counting



Human Resources

- Incentives and Hiring Options
- Targeted Audience
- Substitutes - PTA, Community, Empl.
- Additional Persons to Assist
- Tech or College Student Schedule
- Word of Mouth Rewards or Referrals

Poll Question:

**Assuming you have staff returning,
what is your greatest challenge
with returning staff?**



Once you get staff, you have to work at keeping them happy.

- How do I ensure my staff is safe?
- How do I keep staff motivated?
- How can I ensure I am serving safely?
- How do I ensure compliance with regulations?
- How can I encourage the staff?
- How can I listen to their concerns and have a plan to adjust?
- What are ways that I can “reward” them for the work they do?



Why do you do what you do?





Participation

- Awareness/Satisfaction
- Cultural Enthusiasm
- Nutrition Education
- Interaction
- Staffing Engagement
- Feedback



Key Performance Indicators

- Forecasting
- Menu Popularity
- Compliance
- Commodity Usage
- Meals per Labor Hour
- Documentation

Play to Your Strengths



Menu Optimization Report

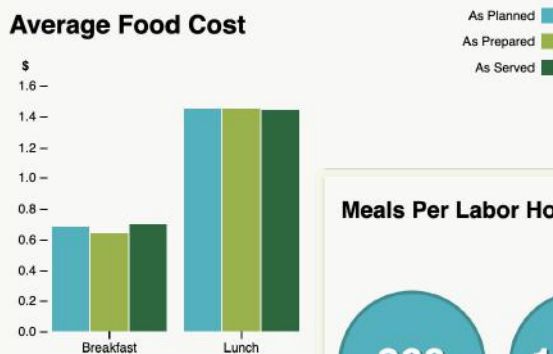
School: On Site School, Satellite School

Menu: , 20-21 Breakfast Infant (sat), 20-21 Breakfast K-5 (sat), 20-21 Lunch 3-5 CACFP (sat), 20-21 Lunch K-5 (on), 20-21 Lunch Layouts (all), CK menu, Lunch K-5, 19-20

Dates: February 01, 2021 to February 05, 2021

Recipe Name	Total Served	Popularity %	Recipe Cost	Entree Food Cost %	Profit Meter	Popularity Meter	Performance
Asian Salad with Chicken	11	0.15%	\$0.84	28.46%	Low	Low	Dog
BBQ Chicken	460	6.07%	\$1.23	41.67%	Low	High	Workhorse
Bacon and Egg Breakfast Taco	500	6.60%	\$0.25	8.47%	High	High	Rockstar
Beefy Street Tacos	99	1.31%	\$0.48	16.26%	High	Low	Puzzle
Buffalo Chicken Pizza	108	1.43%	\$0.24	8.13%	High	Low	Puzzle
Caesar Chicken Salad	18	0.24%	\$1.20	40.65%	Low	Low	Dog
Campfire S'mores, Zee Zee's, 120ct/cs (2WG)	500	6.60%	\$0.33	11.18%	High	High	Rockstar
Cheese Burger	118	1.56%	\$0.46	15.58%	High	Low	Puzzle
Cheese Pizza	52	0.69%	\$0.54	18.29%	High	Low	Puzzle
Chicken & Strawberry Balsamic Salad	19	0.25%	\$2.38	80.62%	Low	Low	Dog
Chicken Fajita Taco	353	4.66%	\$1.29	43.70%	Low	High	Workhorse
Chicken Sandwich	38	0.50%	\$0.93	31.50%	Low	Low	Dog
Cocos Puffs w/ Graham Crackers	500	6.60%	\$0.30	10.16%	High	High	Rockstar
Country Fried Mini Beef Steaks	86	1.14%	\$0.50	16.94%	High	Low	Puzzle
Crispy Bean & Cheese Burrito, 72ct/cs (2M/MA, 2WG)	100	1.32%	\$0.60	20.33%	High	Low	Puzzle

Average Food Cost



Meals Per Labor Hour



Total Meals Prepared and Served





**What questions do
you have?**

Thank you for joining us!



www.healthepro.com

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