



# Connecting the Dots:

## *Schools and the Afterschool Meal Program*

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## Speakers



- Clarissa Hayes, Food Research and Action Center
- April Brown, Hesperia Unified School District
- Betty Crocker, Redlands Unified School District



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## Food Research and Action Center

### **Who we are:**

- National anti-hunger organization in Washington DC
- Nonprofit and nonpartisan

### **What we do:**

- Conduct research and policy analysis
- Serve as a clearinghouse
- Provide technical assistance
- Lobby Congress



## Where are we now?

### **In October 2016:**

- Nearly 1.1 million children received an afterschool supper.
- Average daily participation grew from about 200,000 children in October 2011.
- Nearly 1.6 million children received an afterschool snack.
- More than 44,000 afterschool programs provided a meal, a snack, or both.





## Why Afterschool Meals?

- Can incorporate into existing operations
- Many schools have afterschool programming (captive audience)
- Schools are trusted source in community
- Streamlined process for schools participating in CACFP Afterschool Meal Program



## Promising Practices

- Serving meals on weekends, breaks, and school holidays
- Rebranding as “supersnack”
- Different service models – concession, in the classroom, expanding service to unaffiliated sites/all programs in school
- Working with out-of-school time partners
- Streamlining program





## FRAC Afterschool Meals Resources

- Summer and Afterschool Meals Matter series
- Data reports
- Summer meals mapper
- Guides, model programs and menus
- Summer and Afterschool Meals Monthly Newsletter
- Connections to other schools

Clarissa Hayes – [Chayes@frac.org](mailto:Chayes@frac.org)

## Afterschool Meals in Hesperia, CA



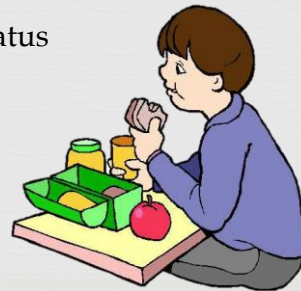
Hesperia Unified School District  
Presented by: April Brown



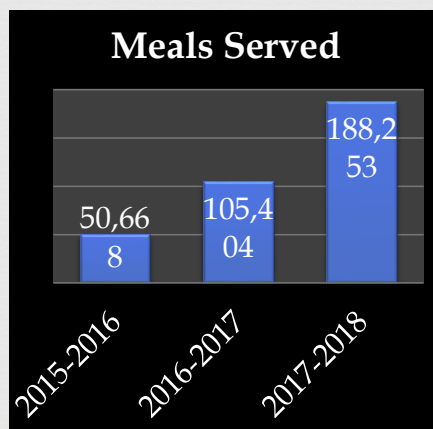
# About Hesperia USD



- ❖ We have 23 schools in our District and 10 schools are CEP
  - 5 High Schools
  - 3 Jr High/Middle Schools
  - 15 Elementary Schools
- ❖ 75% of our students have free/reduced status
- ❖ Afterschool activities include
  - Sports
  - Tutoring
  - S.T.E.M./Robotics
  - Drama, ASB, and more
- ❖ We partner with Parks & Rec



# History of Program



- ❖ 2015-2016 only 7 sites served afterschool meals
- ❖ 2016-2017 began serving our 1<sup>st</sup> High School site and some teachers served during their programs
- ❖ 2017-2018 now serving 3 High Schools and opened some Elementary computers



# How Our Program Works



## Hot Menu (4 sites)

- ☞ Prepared and on site by FSW
- ☞ Meals served by FSW
- ☞ Computer used to record meals served
- ☞ More control, less chance for error

## Cold Menu (9 sites)

- ☞ Prepared on site by FSW
- ☞ Served by teachers/partner
- ☞ Rosters used to record meals served
- ☞ Less control, more change for error

WEEKLY SUPPER SNACK RECEIPT

WEEK OF: \_\_\_\_\_

SITE: \_\_\_\_\_

PROGRAM: Hesperia Parks and Rec

PROGRAM COORDINATOR: \_\_\_\_\_

CONTACT P: \_\_\_\_\_

MONDAY	Qty Sent	FNS Lead Initials	Snack Coord RECEIVED	Meals Served	Snack Coord RETURNED	Snack Coord Initials	FNS Lead RETURNED	FNS Lead Initials
DATE:								
ENTREE:								
CHOC MILK								
WHITE MILK								
JUICE								
VEG								
FRUIT								
COMMENTS								
TUESDAY	Qty Sent	FNS Lead Initials	Snack Coord RECEIVED	Meals Served	Snack Coord RETURNED	Snack Coord Initials	FNS Lead RETURNED	FNS Lead Initials
DATE:								
ENTREE:								
CHOC MILK								
WHITE MILK								
JUICE								
VEG								
FRUIT								
COMMENTS								
WEDNESDAY	Qty Sent	FNS Lead Initials	Snack Coord RECEIVED	Meals Served	Snack Coord RETURNED	Snack Coord Initials	FNS Lead RETURNED	FNS Lead Initials
DATE:								
ENTREE:								
CHOC MILK								
WHITE MILK								
JUICE								
VEG								
FRUIT								
COMMENTS								
THURSDAY	Qty Sent	FNS Lead Initials	Snack Coord RECEIVED	Meals Served	Snack Coord RETURNED	Snack Coord Initials	FNS Lead RETURNED	FNS Lead Initials
DATE:								
ENTREE:								
CHOC MILK								
WHITE MILK								
JUICE								
VEG								
FRUIT								
COMMENTS								
FRIDAY	Qty Sent	FNS Lead Initials	Snack Coord RECEIVED	Meals Served	Snack Coord RETURNED	Snack Coord Initials	FNS Lead RETURNED	FNS Lead Initials
DATE:								
ENTREE:								
CHOC MILK								
WHITE MILK								
JUICE								
VEG								
FRUIT								
COMMENTS								

• Return Weekly Snack Receipt to Cafeteria inside box with snacks daily

• If there are menu substitutions or damaged units, notate date, items substituted, quantity and reason

## Supper Receipt

- ❖ When we leave food for Park & Rec Staff or teachers we use this form.
- ❖ Our Lead or Supervisor will fill out a Production Record using the information on this form.

**CACFP WEEKLY ROSTER**

PROGRAM NAME \_\_\_\_\_ SCHOOL \_\_\_\_\_

PROGRAM LEADER \_\_\_\_\_ DATES (WEEK OF) \_\_\_\_\_

CHECK ONE IF STUDENT RECEIVED MEAL

STUDENT NAME	STUDENT ID	GRD	MON	TUE	WED	THU	FRI	NOTES
1.								
2.								
3.								
4.								
5.								
6.								
7.								
8.								
9.								
10.								
11.								
12.								
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24.								
25.								
26.								
27.								
28.								
29.								
30.								
<b>TOTALS</b>								
<b>INITIAL BOX TO VERIFY DAILY TOTALS</b>								
<b>VERIFIED TOTALS (office use only)</b>								

PROGRAM LEADER SIGNATURE \_\_\_\_\_ SUPERVISOR SIGNATURE \_\_\_\_\_

# Roster

- ❖ Park & Rec and teachers use this form to show which students received a meal.
- ❖ Our Lead or Supervisor enter the students into the computer the next day.



## PAR's Example

California Department of Education  
Nutrition Services Division

Child and Adult Care Food Program  
CACFP 73 (REV. 02/2015)

**Personnel Activity Report**

Agency Name: **Hesperia Unified School District** Site Name: **Nutrition Services Office**

Employee Name: **April Brown** Month/Year: **September 2016** Total Hours Per Day: **8**

Instructions: Please enter the number of hours to reflect a full day's work.

Activity	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	Total Hours Per Month	Percent Charged
CACFP Food Program Admin	0	1	0	0	0	1	0	1	1	0	0	0	0	0	1	0	0	0	0	0	0	0	2	0	0	0	0	0	2	0	9	6%
CACFP Food Program Operating	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0%
Holiday, Sick, or Vacation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	8	0	0	8	0	0	0	0	0	0	0	0	0	0	0	16	
Other Regular Duties	8	7	0	0	0	7	8	7	7	0	0	8	8	8	7	0	0	0	8	8	8	6	0	0	8	8	8	8	6	0	143	94%
Total Hours Worked Per Day	9	8	0	0	0	8	9	9	9	0	0	9	9	9	9	0	0	9	9	9	9	9	0	0	9	9	9	9	9	0	160	100%

**Please Note:** Each day must equal the employee's total work hours per day. The holiday, sick, or vacation pay hours are calculated into the other activities based on the percent of time spent on those activities, so no percentage is shown in the spreadsheet for this time.

I hereby certify that this report is an after-the-fact determination of actual effort expended for the period indicated and that I have full knowledge of 100 percent of these activities. I understand that this information is being given in connection with the receipt of federal funds and that deliberate misrepresentation may subject me to prosecution under applicable state and federal criminal statutes.

Employee's Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Supervisor's Signature: \_\_\_\_\_ Date: \_\_\_\_\_

## Example Menu

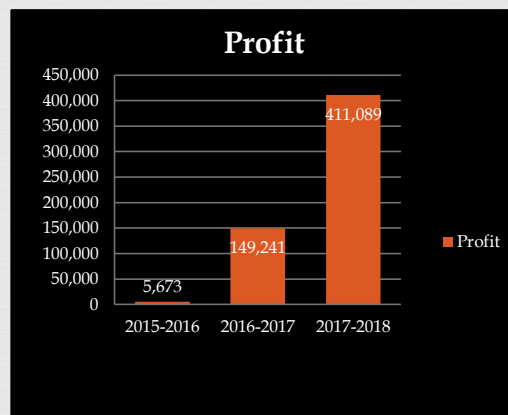
7	<b>SUNFLOWER SNACK PACK</b> Honey Roasted Sunflower Seeds & Cranberries String Cheese Wheat Crackers Cucumbers Slices	8	<b>PEANUT BUTTER &amp; PRETZEL PACK</b> Peanut Butter Double Pack Goldfish Pretzels Celery Sticks Apple Variety	9	<b>YOGURT SNACK PACK</b> Strawberry Yogurt Scooby Doo Grahams String Cheese Broccoli Buds Apple Juice	10	<b>CHEESE PIZZA LUNCH PACK</b> Tropical Twist	11	<b>PBJ GRAPE JAMWICH</b> String Cheese Baby Carrots Orange Juice
<b>HOT MENU</b> ↓				<b>COLD MENU</b> ↑					
2	<b>*PEPPERONI PIZZA POCKET</b> String Cheese Baby Carrots Wild Berry Juice	3	<b>*CHILI CHEESE DOG</b> Vegetarian Baked Beans Sun-Dried Raisins Apple Juice	4	<b>SOFT PRETZEL &amp; CHEESE CUP</b> Green Beans Apple Variety Wild Berry Juice	5	<b>PBJ STRAWBERRY JAMWICH</b> String Cheese Baby Carrots Apple Juice	6	<b>BEAN &amp; CHEESE BURRITO</b> Yellow Corn Oranges Wild Berry Juice
9	<b>CORN DOG</b> Green Beans Oranges Apple Juice	10	<b>BREAKFAST WRAP</b> String Cheese Seasoned Pinto Beans Wild Berry Juice	11	<b>SPICY CHICKEN SANDWICH</b> <b>CRISPY CHICKEN SANDWICH</b> Baby Carrots Apple Juice	12	<b>GALAXY PEPPERONI PIZZA</b> Yellow Corn Oranges Wild Berry Juice	13	<b>PBJ GRAPE JAMWICH</b> String Cheese Baby Carrots Apple Juice
16	<b>BREAKFAST PIZZA</b> String Cheese Green Beans Oranges Apple Juice	17	<b>PBJ STRAWBERRY JAMWICH</b> String Cheese Baby Carrots Wild Berry Juice	18	<b>HOT TURKEY HAM &amp; CHEESE SANDWICH</b> Baby Carrots Apple Juice	19	<b>TURKEY PANCAKE on a STICK</b> String Cheese Vegetarian Baked Beans Apple Variety Wild Berry Juice	20	<b>GALAXY CHEESE PIZZA</b> Yellow Corn Sun-Dried Raisins Apple Juice



## Meals vs. Snack



- ❖ More reimbursement - \$2.35 more per free student
- ❖ More students are eating meals compared to snacks
- ❖ Budget your costs and you will make money





# Meals vs. Snacks



## ❧ Meals Served: 25,000

❧ Food Cost: \$1.65 per meal x 25,000 = \$41,250

❧ Labor Cost: \$5,375.00  
(planning, ordering, serving, accounting)

❧ Revenue: \$3.46 x 25,000 = \$86,500

❧ **PROFIT: \$39,875**

## ❧ Snacks Served: 25,000

❧ Food Cost: \$.48 per meal x 25,000 = \$12,000

❧ Labor Cost: \$1,200  
(planning, ordering, serving, accounting)

❧ Revenue: \$.88 x 25,000 = \$22,000

❧ **PROFIT: \$19,600**

## DIFFERENCE OF:

**\$20,275**



# Hurdles



- ❖ Paperwork – Park & Rec and teachers, more required site monitoring/training
- ❖ Staffing – Permanent or Over Contract
- ❖ Menus – Menu Fatigue
- ❖ Budgeting – Food and Labor
- ❖ Participation – Programs and Advertising
- ❖ Accounting – Separate account codes, orders, and recordkeeping

# Advice



## ☞ Build Relationships

- ☞ Principal Buy In/ District Support
- ☞ Staff Understanding

## ☞ Do Your Homework

- ☞ Menu Planning
- ☞ Budgeting
- ☞ What Programs Are Running
- ☞ Have Back-Up Plans

## ☞ Advertise

# CREATING PARTNERSHIPS WITH AFTER SCHOOL MEALS

Redlands Unified School District  
Child Nutrition Services  
Betty Crocker DrPH<sub>(c)</sub>, MPH, RDN – Director



## Objectives

- Identify at least 3 key partnerships you can create to support your program
- List at least 3 potential school or community sites to provide afterschool meals
- Identify benefits to being flexible with your program
- Identify 2 fiscal benefits of utilizing the CACFP Supper program



**CHILD NUTRITION SERVICES**  
REDLANDS USD

## Before Afterschool Meals. . .

- RUSD free/reduced: 59%
  - 24 schools
  - Range 31% - 92% FR
- Span of 5 Cities
- 6 hot CACFP supper sites & 4 NSLP snack sites
- Disconnected OST providers
- Central kitchen workers- part-time

## The Redlands Story

- Expansion of Leadership at CNS Redlands
- Public Health background = Drive to serve greater community



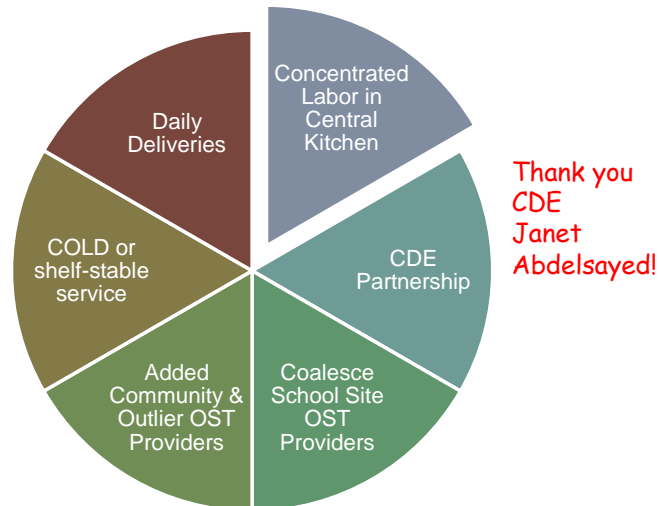
## Afterschool Meals- The What

- Branded "Super Snack"
- Lower labor burden
- Completely Cold Service
- No food handler cards needed
- Happy coordinators





## Afterschool Meals- The How



## Logistics

- Learning curve
- Super Snacks made assembly-line style with overwrap machine.
- Stored in large plastic bins or rolling Cambros
- Transport “Super Snacks” to sites
- Hold in site refrigerators

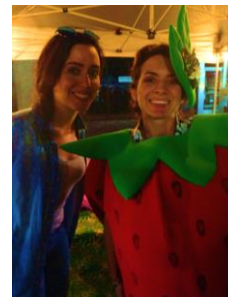
## Logistics

- Field Specialists
  - Partner with site leads
  - Partner with OST providers
  - Partner with Principals
- Outlier programs
  - Principal-Driven Programs
    - Saturday School Grants:
      - Crafton Elementary
  - Special Enrichment Events
    - Franklin Elementary BBQ



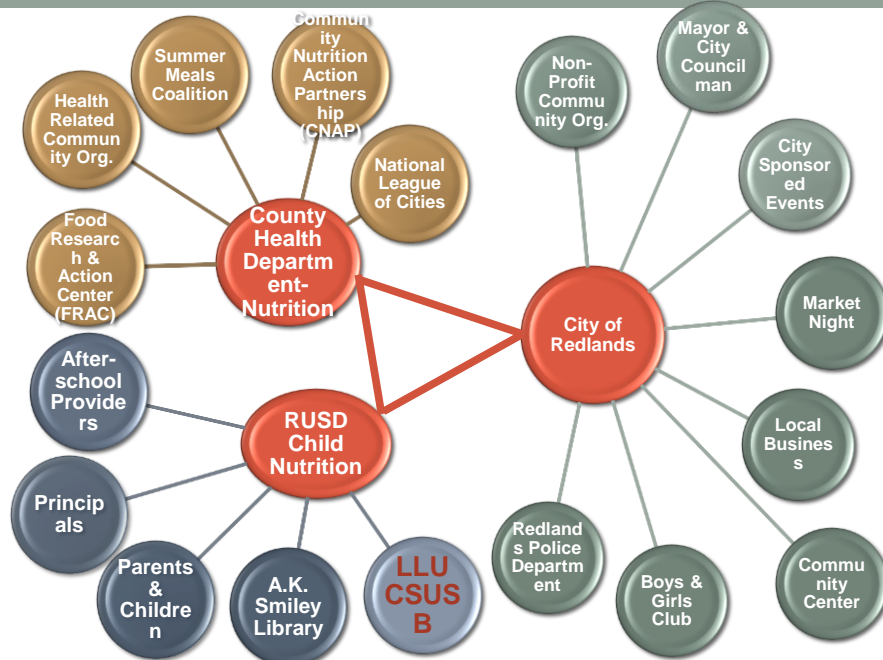
## Reach Out for Support

- Build a lifeline to the CDE
- Follow the lead of neighbor programs that work
- Field Trips- *See what others are doing*
- Follow best practices



## NOT One Size Fits All

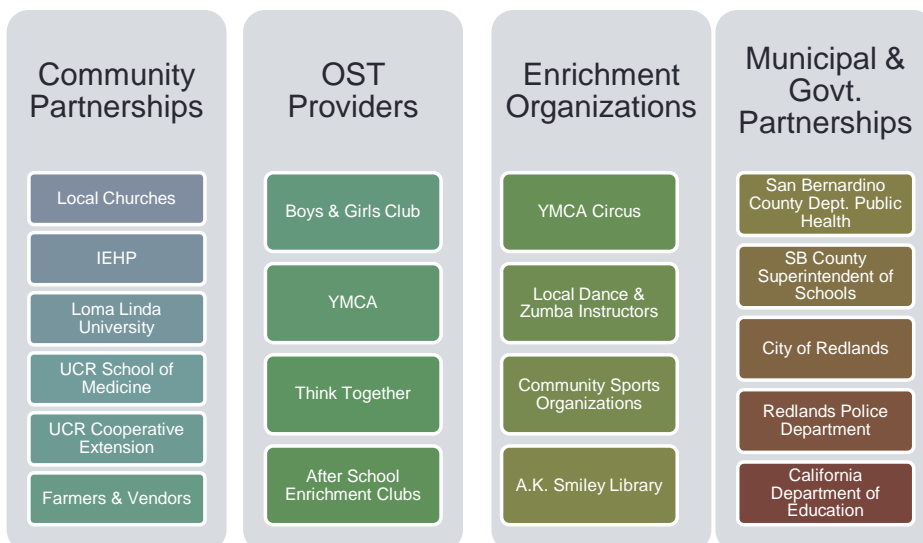
- Adaptable menu options
- Field trips / offsite feeding
- Flexible timelines
- Altering service locations
- Working with sites to meet their individual needs



## Press & Promotion 3 for 3!

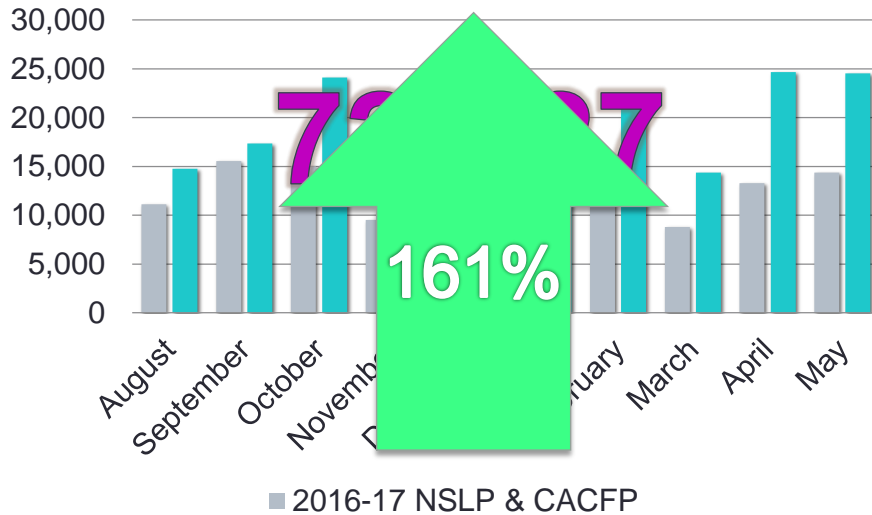


## Partnerships



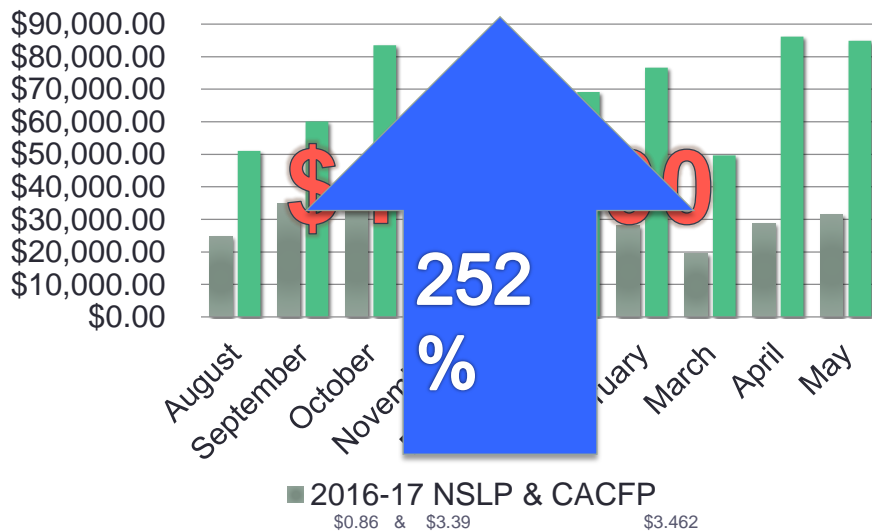


## After School Meal Count Comparison



\*With the addition of the YMCA, Boys & Girls Club, City of Redlands, and Principal-driven enrichment programs brought on line.

## After School Meal Service Comparison



\*With the addition of the YMCA, Boys & Girls Club, City of Redlands, and Principal-driven enrichment programs brought on line.

## Student Impact

- 59% of RUSD kids rely on free/reduced priced meals
- Afterschool Supper Program fills gap for families
- Students who do not receive the 3<sup>rd</sup> meal now have access at ALL elementary & middle schools
- NEXT FRONTIER.....
  - 3 high schools: 7500 high school students SY 2018-19



## Challenges / Lessons Learned

- Be flexible enough to support individual needs of your sites
- Adapt to the culture of your district
  - In ours, principals are key
  - Identify your key players
  - Empower your champions
- Get out of your box and into solution mode
- Follow through = Strong partnerships



Our Kiddos THANK YOU  
& so do we!



Questions?



# Stay in touch!



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