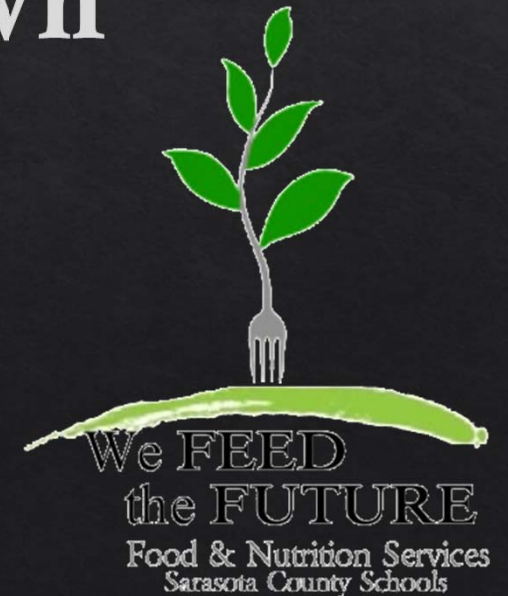


Welcome to the Largest “Restaurant” in Town

Beverly L. Girard, PhD, MBA, RD
Director, Food and Nutrition Services
Sarasota County Schools



Sarasota County Restaurants

McDonald's
16

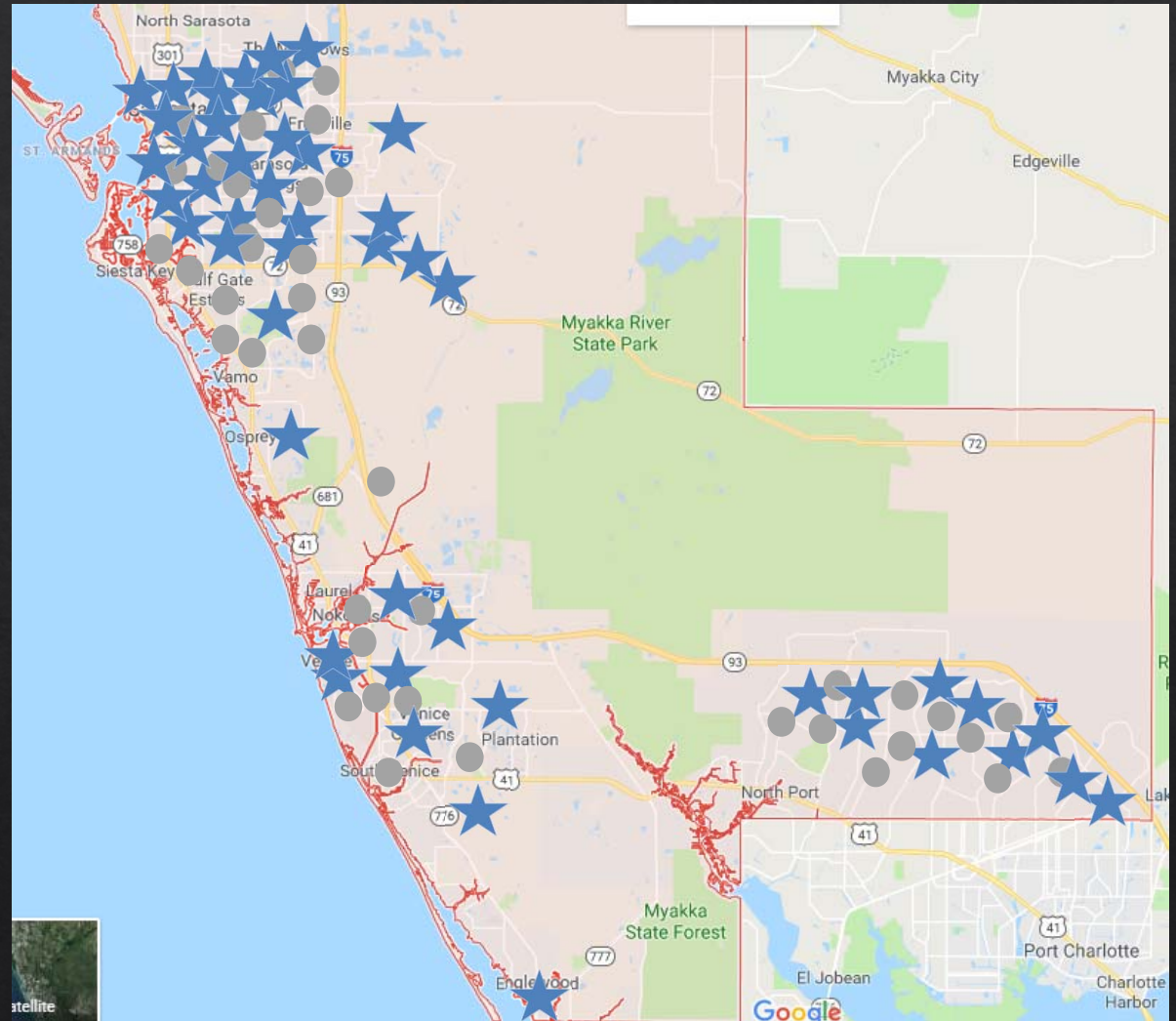
Chipotle
3

Panera
6

Dominos
10

Taco Bell
7

Sarasota County
Schools FNS
53



Statistics

- ◇ 42,396 students
 - ◇ 53.42% eligible for Free or Reduced Price Meals
 - ◇ 20,526 Free
 - ◇ 2,122 Reduced
- ◇ 28,774 meals served daily; 33,247 meals served daily following Hurricane Irma
 - ◇ 6,301 breakfasts, 20,920 lunches, 904 suppers, 649 snacks
 - ◇ 7,457 breakfasts, 24,659 lunches, 974 suppers, 669 snacks served post Hurricane Irma
 - ◇ 15% breakfast participation, 49% lunch participation
 - ◇ 17% breakfast participation, 59% lunch participation served post Hurricane Irma
- ◇ 53 sites
 - ◇ 5 High Schools, 7 Middle Schools, 23 Elementary Schools, 3 Combination Schools (Oak Park, Laurel Nokomis, and Pine View), 15 Charter Schools
 - ◇ 9 distinct menus every day



By the Numbers

- ◆ \$20.4 M Annual Budget
- ◆ \$8.7 M Annual Payroll Cost (44.5%)
- ◆ \$7.5% M Annual Food Purchases (38.5%)



Our Programs

- ◆ Breakfast
- ◆ Lunch
- ◆ Supper
- ◆ After School Snack
- ◆ Summer Meals
- ◆ Fresh Fruit & Vegetable Program
- ◆ Farm to School



09 Wed

Teriyaki Chicken with Uncle Ben's Asian Rice

BBQ Chicken with Whole-Grain Dinner Roll

Summer Salad with Homemade Muffin

Steamed Broccoli

Urban Pickles

Garden Salad

Applesauce

Orange Slices

Assorted 100% Fruit Juice

09 Mié.

Pollo Teriyaki con arroz asiático de tío ben

pollo BBQ con rollo integral cena

Ensalada de verano con muffins caseros

brócoli al vapor

salmueras urbanos

Ensalada de jardín

compota de manzana

rodajas de naranja

Surtido de 100% jugo

Menus for Everyone



Fresh From Florida Product

We're proud to announce this product is grown in Florida! Stimulate our local economy by participating with us today!



Greek Salad

This salad is big in size and large in flavor. We take fresh romaine lettuce and top it with scratch made potato salad, crisp veggies (tomatoes, cucumbers, black olives, green peppers, onions) and creamy shredded cheese (mozzarella and feta). We pair this with our homemade Greek dressing.



Milk



Egg

<i>1 salad</i>	Serving Size
259	Calories
15 g	Fat
6 g	Saturated Fat
0 g	Trans Fat
209 mg	Cholesterol
745 mg	Sodium
16 g	Total Carbs
4 g	Fiber
14 g	Protein
5398 IU	Vitamin A
189 mg	Calcium
18.1 mg	Vitamin C
1.5 mg	Iron

Ingredients: Potatoes, Green Pepper, Mayonnaise, Romaine Lettuce, Tomato, Cucumbers, Green Onions, Black Olives, Greek Peppers, Eggs, Mozzarella Cheese, Feta Cheese, Greek Dressing, Whole-Wheat Roll

09 Wed

teriyaki poul avèk Azi diri monnonk Bennadab

barbecue poul avèk tout ti grenn manje woulo liv

salad sezon lete an avèk bonb ponmkèt

la Bwokoli

pikliz Iben

salad jaden

sòs pòm

Orange tranch

ji fwi 100% divers

09 Ср

Поуль Терияки авèк Azi Дири monnonk bennadab

Поуль Барбекю авèк рекламировать ти Грен манje woulo Лив

Салат сезон лете авèк bonb ponmkèt

Ла bwokoli

Ибен pikliz

Джейден салат

sòs pòm

оранжевий транша

ji fwi 100% дайверов

sarasotacountyschools.nutrislice.com



Chef's Move to School



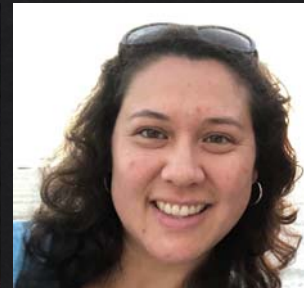


Hurricane Irma



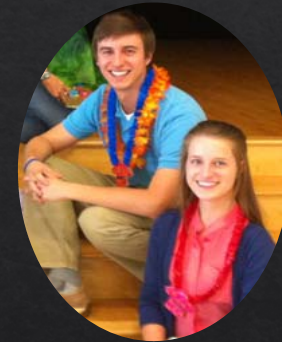


Food and Nutrition Services in Sarasota has **7 Registered Dietitians** on staff.



Dietetic Internship

- ◇ 19th class of dietetic interns graduate on May 24th, 2018
- ◇ 48 graduates



Sarasota County School's
School Related Employee of the Year
Sarah Woods



One of 5 State Finalists!





Not School Food, We are Great Food, Served at School!



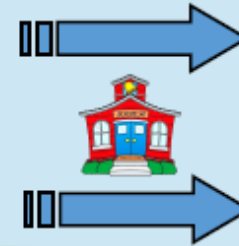
Farm to School



Garden



To



Cafeteria



Sarasota Food and Nutrition Services Farm to School Program proudly supports and encourages growing food at school to use in the kitchens.



GROW



HARVEST



PREPARE



SERVE



ENJOY

Farm to School Grants since 2013

Year	Amount	Funding Source
2013-2014	\$100,000	USDA Farm to School Implementation
2016-2017	\$75,000	Florida Department of Agriculture Farm to School
2017-2018	\$30,000	Florida Department of Agriculture Farm to School
2018	\$36,339	Florida Department of Agriculture Equipment Grant
2018-2020	\$100,000 pending	USDA Farm to School Implementation

Jones Potato Farm

Jones Potato Farm, a local farm that provides Sarasota County School Cafeterias with delicious and nutritious potatoes, recently received a 2016 Commissioner's Agricultural Environmental Leadership Award. This award goes to the farmer selected for best management practices for irrigation, soil, food safety, and fertilization. Alan and Leslie Jones, owners of Jones Potato Farm, are committed to taking care of the environment. "We have always believed in taking proper care of the land, because the land is what takes care of us" says Alan. Sarasota County's Food and Nutrition Services serves Jones Potato Farm potatoes each spring and is proud to work with such an amazing farmer!



“As Sarasota County Schools graduates, we take pride in growing premium quality produce for Sarasota County residents, most notably our youngest customers currently in Sarasota County Schools. The journey from growing a few cases of lettuce for seven schools to now supplying one-third of the district’s overall lettuce demand to all schools has allowed Homestead Hydroponic Farm to increase growing capacity by adding 5,000 square feet of greenhouse space and environmental controls, which ultimately extends our growing season. We sincerely appreciate the business partnership we maintain with Sarasota County Schools Food and Nutrition Services and look forward to many productive years of a Farm to School partnership.”

-Sarah Whannel & Mike Baker



Summer Feeding 2017 Stats



- ◆ 55,774 breakfasts
- ◆ 114,337 lunches
- ◆ 50 locations





Food Safety

Food Security



Local Wellness Policy

- ◆ 2 Meetings
 - ◆ November 30, 2017
 - ◆ April 30, 2018
- ◆ New Wellness Policy Assessment Tool



Local Wellness Policy Assessment Stats from School-Based Wellness Champions

◆ Preliminary Findings

- ◆ Schools reported healthy foods are offered at their schools
- ◆ Physical activity goals are being met
- ◆ Many wellness activities are being offered, including:
 - ◆ Flu Shot Clinics
 - ◆ Jump Rope for Heart
 - ◆ Mileage/Run Club
 - ◆ Health Screenings
 - ◆ Step Challenge



Menu Modification Medical Statement Update

◆ Menu Modification Medical Statement (MMMS) required for all diet orders.

◆ Completed annually by physician

◆ Clear and concise format

◆ User-friendly!

◆ Form allows Nutrition Educators to contact doctor for clarification of diet order.



A Year in the Life of the Food and Nutrition Services Fund



“ The school food service program is one of the most regulated programs in the district. There are numerous procedures and policies in place following USDA and state regulations. The program is audited many times a year by different federal and state agencies. ”

Michael Eugene, Immediate Past Chief Operations Officer, Orange County Public Schools.
Currently, Los Angeles City Chief Operations Officer

1992 FNS Reorganization Program Success Impact Factors

- ✓ USDA Donated Commodities
- ✓ Federal Revenue
- ✓ State Revenue
- Competitive Foods
- ✓ Increased Labor and Benefits Cost
- ✓ Increased Food/Supply Cost
- Student Enrollment
- ✓ Meal Scheduling
- ✓ Environmental Concerns
- Special Interest Groups





The State of Florida
requires a fund balance not
to exceed 3 months'
operating expenses
(~\$4.4M)

September 2017

- ◆ Shelters at 13 schools
- ◆ 19,000 people served
- ◆ \$85,234 food cost
- ◆ Lost 6 days of revenue
 - ◆ Roughly \$60,000 of reimbursable meals and \$9,285 of a la carte per day

Total Loss: \$500,944



2017-2018 New Maintenance Fees

◆\$255,000 for maintenance and repairs previously funded by Facilities.



Equipment Replacement and Renovations

- ◆ Capital expenditures in
 - ◆ 2016-2017: \$539,629
 - ◆ 2017-2018: \$650,000 (projected)
- ◆ Freezers, coolers, remodeling



Salaries and Benefits

- ◆ FNS pays all salaries and benefits
- ◆ FNS employee raises funded by FNS budget
- ◆ Recent pay raise = \$450,000 in additional annual expenses



Summary of 2017-2018 Unanticipated Program Impact Factors

Item	Cost
Hurricane Irma	\$500,944 loss
New Facilities Expense	\$255,000 loss
Salary and Benefit Increases	\$450,000 loss
One less week of Summer Feeding 2017	\$53,000 loss
Post Hurricane Irma NSLP & NSBP Revenue	\$435,808.57 gain
Total Additional Expenses	\$832,135.57 loss

Staffing

June 15, 2017- Present

- ◆ 215 job postings entered
- ◆ 97 positions filled



Anticipated Challenges for 2018-2019

- ◇ Staffing
- ◇ Uncertain federal funding/requirements
- ◇ Increased expenses
 - ◇ Salary increases, food costs
- ◇ Weather conditions affecting crop yields





Every Child,
Every Day



Whatever it Takes!