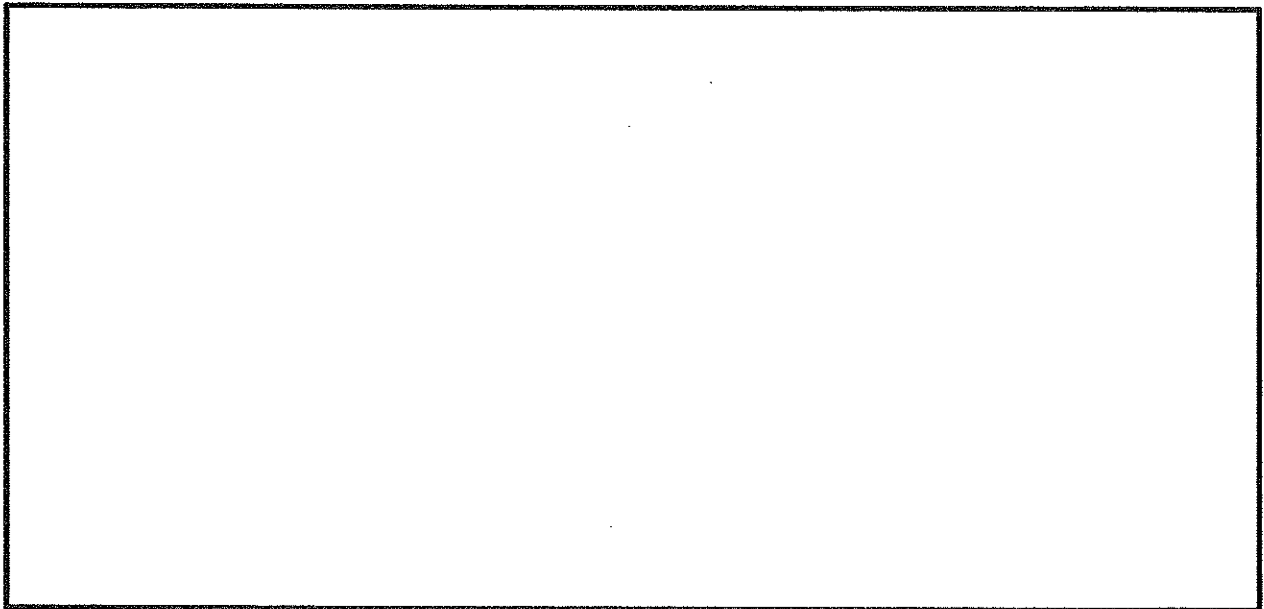
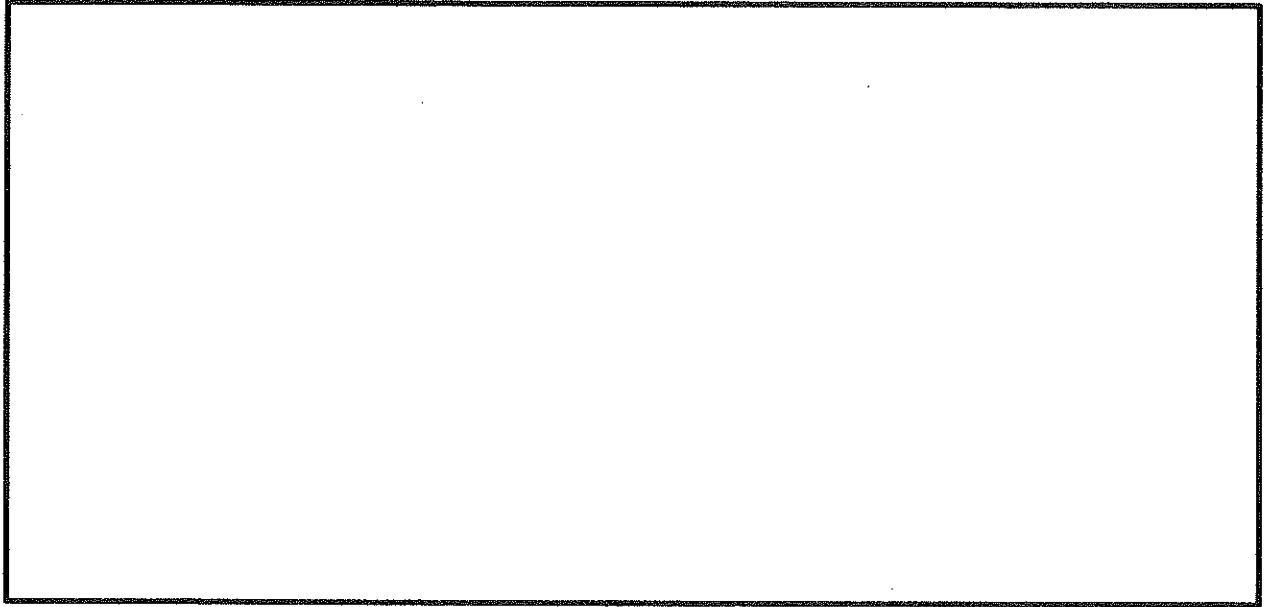


## ACTIVITY 1: Change is Challenging



Statement of Activity				Activity 2
# Operating Days	20		60	
REVENUE	Current Month	% Revenues	Year-to-Date	% Revenues
Student Breakfast	\$ 1,550.00	2.1%	\$ 4,650.00	2.1%
Student Lunch	\$ 14,300.00		\$ 42,900.00	19.8%
Ala Carte	\$ 18,725.00		\$ 56,175.00	25.9%
Spec. Function	\$ 915.00	1.3%	\$ 4,800.00	
Head Start	\$ 4,535.00	6.3%	\$ 13,605.00	6.3%
Interest	\$ 80.00	0.1%	\$ 250.00	0.1%
Social Security	\$ 900.00	1.2%	\$ 2,000.00	0.9%
Retirement	\$ 2,140.00	3.0%	\$ 4,700.00	2.2%
State Reimburse	\$ 765.00	1.1%	\$ 2,295.00	1.1%
Fed. Reimburse	\$ 28,420.00		\$ 85,260.00	
<b>TOTAL</b>	<b>\$ 72,330.00</b>	<b>100.0%</b>	<b>\$ 216,635.00</b>	<b>100.0%</b>
Avg Daily	\$ 3,616.50		\$ 3,610.58	
EXPENDITURES	Current Month	% Revenues	Year-to-Date	% Revenues
Food & Milk	\$ 30,980.00		\$ 92,940.00	42.9%
Labor	\$ 30,680.00		\$ 92,040.00	
Hosp/Life	\$ 1,800.00	2.5%	\$ 5,400.00	2.5%
Dental/Vision	\$ 700.00	1.0%	\$ 2,100.00	1.0%
Social Security	\$ 1,800.00	2.5%	\$ 5,400.00	2.5%
Retirement	\$ 4,300.00	5.9%	\$ 12,900.00	6.0%
Supplies	\$ 1,900.00	2.6%	\$ 2,300.00	1.1%
Repairs/Maint.	\$ 2,800.00	3.9%	\$ 4,125.00	
Equipment	\$ -	0.0%	\$ 6,000.00	2.8%
<b>TOTAL</b>	<b>\$ 74,960.00</b>		<b>\$ 223,205.00</b>	
Profit/(Loss)			-\$ 6,570.00	
Avg Daily	\$ 3,748.00		\$ 3,720.08	

Statement of Activity - Answers				Activity 2
# Operating Days	20		60	
REVENUE	Current Month	% Revenues	Year-to-Date	% Revenues
Student Breakfast	\$ 1,550.00	2.1%	\$ 4,650.00	2.1%
Student Lunch	\$ 14,300.00	19.8%	\$ 42,900.00	19.8%
Ala Carte	\$ 18,725.00	25.9%	\$ 56,175.00	25.9%
Spec. Function	\$ 915.00	1.3%	\$ 4,800.00	2.2%
Head Start	\$ 4,535.00	6.3%	\$ 13,605.00	6.3%
Interest	\$ 80.00	0.1%	\$ 250.00	0.1%
Social Security	\$ 900.00	1.2%	\$ 2,000.00	0.9%
Retirement	\$ 2,140.00	3.0%	\$ 4,700.00	2.2%
State Reimburse	\$ 765.00	1.1%	\$ 2,295.00	1.1%
Fed. Reimburse	\$ 28,420.00	39.3%	\$ 85,260.00	39.4%
<b>TOTAL</b>	<b>\$ 72,330.00</b>	<b>100.0%</b>	<b>\$ 216,635.00</b>	<b>100.0%</b>
Avg Daily	\$ 3,616.50		\$ 3,610.58	
EXPENDITURES	Current Month	% Revenues	Year-to-Date	% Revenues
Food & Milk	\$ 30,980.00	42.8%	\$ 92,940.00	42.9%
Labor	\$ 30,680.00	42.4%	\$ 92,040.00	42.5%
Hosp/Life	\$ 1,800.00	2.5%	\$ 5,400.00	2.5%
Dental/Vision	\$ 700.00	1.0%	\$ 2,100.00	1.0%
Social Security	\$ 1,800.00	2.5%	\$ 5,400.00	2.5%
Retirement	\$ 4,300.00	5.9%	\$ 12,900.00	6.0%
Supplies	\$ 1,900.00	2.6%	\$ 2,300.00	1.1%
Repairs/Maint.	\$ 2,800.00	3.9%	\$ 4,125.00	1.9%
Equipment	\$ -	0.0%	\$ 6,000.00	2.8%
<b>TOTAL</b>	<b>\$ 74,960.00</b>	<b>103.6%</b>	<b>\$ 223,205.00</b>	<b>103.0%</b>
Profit/(Loss)	-\$ 2,630.00	-3.6%	-\$ 6,570.00	-3.0%
Avg Daily	\$ 3,748.00		\$ 3,720.08	

Financial Management  
Activity 3: Meal Equivalents

**Total Meal Equivalents:** Calculate the missing information to determine the total number of meal equivalents served in the Slumbering Valley Middle School.

<b>MEAL EQUIVALENTS</b>		
<b>MEAL</b>	<b>FORMULA</b>	<b>MEAL EQUIVALENTS</b>
Breakfast Served	$4,410 \times .67$	=
Lunch Served	$11,802 \times 1$	=
After School Snack Served	$1,197 \times .33$	=
Other Food Sales (Student Nonprogram + Adult Nonprogram)	$\underline{\$5,600.50}$ $(\$3.41 + \$0.10 + \$0.2375) = \$3.75$	=
<b>Total Meal Equivalents</b>		=
<b>Meal Equivalents per day (21 days)</b>		=

\*2019-2020 Free Reimbursement Rate + \$0.10 State Reimbursement Rate + 2019-2020 USDA Commodity Rate

Financial Management  
Activity 3: Meal Equivalents

<b>MEAL EQUIVALENTS (ANSWERS)</b>		
<b>MEAL</b>	<b>FORMULA</b>	<b>MEAL EQUIVALENTS</b>
Breakfast Served	$4,410 \times .67$	= 2,954.7
Lunch Served	$11,802 \times 1$	= 11,802
After School Snack Served	$1,197 \times .33$	= 395.01
Other Food Sales (Student Nonprogram + Adult Nonprogram)	<u>\$5,600.50</u> $(\$3.41 + \$0.10 + \$0.2375) = \$3.75$	= 1,493.47
<b>Total Meal Equivalents</b>		= 16,645.18
<b>Meal Equivalents per day (21 days)</b>		= 792.63

\*2019-2020 Free Reimbursement Rate + \$0.10 State Reimbursement Rate + 2019-2020 USDA Commodity Rate

## Pricing Food Items Activity 4

Using a food cost mark-up of 38% (2.63) determine the prices for these items and what you would charge.

Item	Raw Food Cost	Mark-up	Price you would charge	Reason for pricing
Chicken Nuggets	\$ .42			
Fresh Apple	\$ .29			
Chocolate Milk	\$ .23			
Water, 16 oz	\$ .14			
Relish Boat (Broccoli, Carrots, etc.)	\$ .32			
Ice Cream Sandwich	\$ .18			
Adult Lunch	\$ 2.85			
Sandwiches for Catered event	\$ .94			
Spaghetti Meal served before Football game	\$ 2.15			
Stuffed Chicken Breast + Other Banquet Food	\$ 4.95			

## Pricing Food Items Activity 4

Using a food cost mark-up of 38% (2.63) determine the prices for these items and what you would charge.

Item	Raw Food Cost	Mark-up	Price you would charge	Reason for pricing
Chicken Nuggets	\$ .42	\$1.105		Does the price you would charge for this item meet or exceed your NSLP meal price when combined with one or two other components?
Fresh Apple	\$ .29	\$.763		
Chocolate Milk	\$ .23	\$.605		
Water, 16 oz	\$ .14	\$.368		
Relish Boat (Broccoli, Carrots, etc.)	\$ .32	\$.841		
Ice Cream Sandwich	\$ .18	\$.474		
Adult Lunch	\$2.85	\$7.50		Would an adult pay this price?
Sandwiches for Catered event	\$ .94	\$2.473		
Spaghetti Meal served before Football game	\$2.15	\$5.658		
Stuffed Chicken Breast Banquet Food	\$4.95	\$13.03		Does this cover all your costs?

## Productivity - Staffing

1. Current Meals per labor hour \_\_\_\_\_
2. Current Daily Production hours \_\_\_\_\_
3. Current Meal Equivalents \_\_\_\_\_
4. Set the desired mplh \_\_\_\_\_
5. Divide current Meal Equivalents by new desired mplh for the number of labor hours to schedule.

$$\frac{\text{Current Meal Equivalents}}{\text{New Desired MPLH}} = \frac{\text{New labor hours}}{\text{New labor hours}}$$

$$6. \frac{\text{Current Hours}}{\text{Current Hours}} - \frac{\text{New Hours}}{\text{New Hours}} = \frac{\text{\# Hours to Adjust}}{\text{\# Hours to Adjust}}$$

7. **Suggestions on how to make the adjustment?**



## Productivity - Staffing

1. Current Meals per labor hour     15.6
2. Current Daily Production hours     51.0
3. Current Meal Equivalents     798.0
4. Set the desired mplh     17.0
5. Divide current Meal Equivalents by new desired mplh for the number of labor hours to schedule.

$$\begin{array}{r} \text{Current Meal Equivalents} \\ \hline \text{New Desired MPLH} \end{array} \frac{798.0}{17.0} = \frac{46.9}{\text{New labor hours}}$$

$$6. \frac{51.0}{\text{Current Hours}} - \frac{46.9}{\text{New Hours}} = \frac{-4.1}{\# \text{ Hours to Adjust}}$$

### 7. Suggestions on how to make the adjustment?

- a. Reduce staff through attrition
- b. Evaluate production methods
- c. Do a time/labor study to identify work force efficiency
- d. Increase a la carte sales
- e. Increase breakfast and lunch sales
- f. Work with Principal if serving periods are an issue
- g. Others: