

Hopkinton Nutrition Department Midyear Update

Whitsons understands the unique needs of Hopkinton's school lunch program, and we are committed to customizing our nutrition services to meet those needs.

Provided training to team members includes:

- Safety in the workplace
- Allergen awareness
- Offer vs serve procedures
- Hands on culinary training from our Executive Chef to enhancing the presentation skills of the team.

Program Review

The Massachusetts Department of Elementary and Secondary Education is required to review the District's nutrition program every three years to determine whether the program meets all State and Federal requirements. Our review was conducted at the end of January. We were informed at the exit interview that the team did very well, and the District did not receive any deficient findings.

Marketing and Promotions

- Each elementary school cafeteria was updated with our Nutrition Safari characters signage to bring our nutrition program to life and create a fun dining environment. Each of our characters represents a different food group, each offer their own unique message. Our characters help to communicate our Produce of the Month and Activity of the Month promotions to encourage students to increase produce consumption and become more active.
- At the Secondary Schools our Spice promo, Little Italy, is moving nicely. Students continue to enjoy their Italian favorites with a healthy twist. We always encourage healthy

eating with our Activity of the Month posters and flyers that are also designed to help generate excitement around keeping active. International week at the High School was a success this year.

- We continue to maintain the custom District Web Page which features monthly menus, general program information, nutritional activity sheet downloads, and educational links.
- Our menus include links to nutritional and allergen information that parents can click on directly for each menu item. This allows parents to review the nutritional and allergen information of every item we offer.
- A mobile menu app is available on the website for a breakdown of daily menu items as well as nutritional facts.

Whitsons Nutrition Initiatives:

Providing healthy food and ingredients to our customers is Whitsons' first priority. Whitsons was the first food service contractor to eliminate high fructose corn syrup, trans-fats, artificial flavors and colorings, and MSG from all products that we cook from scratch. Whitsons is working towards being one of the first contractors that will offer organic and or non-GMO free products as an option in the near future. This is a very difficult undertaking considering organic and non-GMO products are typically much higher in cost. Considering this cost and the demand from local communities, it is now up to the manufacturer to deliver the product that is more cost effective for school food service. Whitsons is working closely with them to reduce the cost of organic and non- GMO free products in order for us to provide this to our customers. As we make strides on this, we will incorporate these items within the purchasing structure for all of our schools. There is also a school lunch staff learning curve as making organic/ non-GMO meals from scratch requires culinary

expertise on site and or additional labor. This is something that will need to be reviewed during the budget process.

Some of these items that we are presently working to source for the 2016-2017 school year are as follows: spices, salad dressings condiments, oils and shortenings and breakfast bars.

In addition, our granola and bulk portioned yogurts are already organic from Stonyfield.

Ongoing Nutrition Education Programs

- Character Visits – one of the safari characters will come in full costume along with the Ranger to speak to the children about nutrition
- Guest Chef Visits – Our traveling guest Chef prepares special meals and interacts with students
- Nutritional menus with nutritional messages from the Safari spokes-“animals”.

Looking forward:

- We will be adding a new concept next month “Veggie Power” which will promote and feature delicious vegetarian options
- Ongoing culinary team member training,
- Conduct a student survey to assist us in improving our services
- Go to PTO meeting to present program enhancement ideas to obtain feed back
- Increased parent communications
- Contributing to the Hopkinton wellness fair

Financial Update

Average daily participation year over year for the first quarter is shown below. As you can see, overall district participation percentages have remained even at 35%

Hopkinton	FY2014			FY2015				FY2016				
	School Average	School Average	Percentage Average	Enrollment	Attendance	Participation	Percentage	Enrollment	Attendance	Participation	Percentage	
School	Daily	Daily	Daily	Daily	Daily	Daily	Daily	Daily	Daily	Daily	Daily	
Enrollment	Attendance	Participation	Participation	Enrollment	Attendance	Participation	Participation	Enrollment	Attendance	Participation	Participation	
	3410	3309	1,161	35%	3404	3293	1,157	35%	3401	3286	1,137	35%

Year to date through January:

YTD Revenues	\$ 458,504
YTD Expenses	\$ 441,068
YTD Surplus	\$ 17,436

Other Considerations:

- *The Point of Sale system needs to be upgraded. The software is out-dated and is no longer supported by the system provider. Most of the hardware won't support the upgraded software. We will work with the Administration to solve this problem.*
- *We are projecting that we will meet our budgeted income goal for the 2015-16 school year.*
- *Due to federal price equity requirements it will be necessary to increase school lunch prices next year. In Hopkinton, prices have customarily been increased by \$0.25 across the board. Presently, prices are:*

\$2.50 Elementary

\$2.75 Secondary

\$3.25 Premium