

Eligibility

Based on household income and federal poverty guidelines:

- ▣ Free Meals: Up to 130% of the federal poverty line (\$24,089 for a family of 3)
- ▣ Reduced price meals: 130% to 185% of the federal poverty line (\$34,281 for a family of 3)
- ▣ Paid meals: Above 185% of the poverty line.



School Breakfast Reimbursement

Per breakfast:

- ▣ Free: \$ 1.55
- ▣ Reduced-price: \$ 1.25 (can't charge students more than \$.30 per breakfast)
- ▣ Paid: \$.27
- ▣ Schools where at least 40% of the lunches served during the second preceding school year were F/RP qualify for extra \$.30 for each F/RP breakfast served ("severe need").



Service Models

- ▣ Cafeteria – before school
- ▣ During school hours
 - Delivered to the Classroom (K-6)
 - Grab and Go to the Classroom – from carts in the hall or from the cafeteria (K-8)
 - Grab and Go to the hallways, home room or 2nd period in (6 – 12)
- ▣ Reimbursable Vending – before school and during morning hours



Breakfast at No Charge

- ▣ Schools with high percentages of low-income students can offer free breakfast to all students
- ▣ Key is high participation – make breakfast a part of the school day
 - Breakfast in the Classroom
 - Grab-N-Go



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No Charge: Non-Pricing

- ▣ Schools do not collect fees from reduced-price and paid students for breakfast
- ▣ Counting and claiming procedures continue to be the same as with pricing
- ▣ Applications are collected in the same way



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Provision 2

- ▣ Similar to non-pricing but school receives blended rate per meal
- ▣ Reimbursement rate based on the number of free, reduced-price and paid students participating during the “base year”
- ▣ As long as all costs of serving all meals at no charge are covered through Federal reimbursements, there is no need for additional non-Federal funds

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Community Eligibility

- ▣ Now available in 11 states: DC, FL, GA, KY, IL, MA, MD, MI, NY, OH, and WV
- ▣ Reimbursement rate is based on "Identified Students" those who are certified without an application because of participation in SNAP, TANF or FDPIR, or because they are receiving Head Start, Homeless or Migrant education services. Some foster children may also be included in this category if they are certified by a data match and not by application.



Community Eligibility

- % Identified Students $\times 1.6$ = % meals reimbursed at "free" rate; the rest are reimbursed at "paid" rate
- Example: a school with **50% Identified Students** would be reimbursed at the **free rate for 80%** of the breakfasts and lunches it served ($50\% \times 1.6 = 80\%$) and the remaining 20 percent would be reimbursed at the paid rate
- Participating schools are guaranteed to receive the same reimbursement rate (or a higher one if the percentage of Identified Students increases) for 4 years



How Schools Afford Higher Participation

For schools with high percentages of low-income students:

- ▣ Labor efficiencies and other economies of scale bring down per meal costs
- ▣ Increased federal revenue comes into the school nutrition fund account
- ▣ Improved Average Daily Attendance (ADA) can raise general education fund income



Universal Breakfast Cost Analysis				
School Name: Ball ES, Houston ISD				
Student Eligibility				
Enrollment (#)	Free Meals (%)	Reduced Priced Meals (%)	Paid (%)	Free and Reduced Priced Population (%)
808	77.2%	8.9%	14.9%	86.1%
Reimbursement Rate				
	Reduced	Paid		
\$1.85	\$1.55	\$0.27		
Before Breakfast in the Classroom				
Average Number of Student Eating Breakfast				
Free (#)	Reduced (#)	Paid (#)	% Eating	
218	8	9	28.9%	
Total \$ from Reimbursements	\$	414.83		
Food Costs	\$	174.75		
Labor Costs w/ Benefits	\$	209.70		
Supplies	\$	25.83		
Remaining \$ for equipment maintenance, utilities, indirect costs	\$	4.35	Multipled by 180 serving days per year	\$ 783.00
After Breakfast in the Classroom				
Average Number of Student Eating Breakfast				
Free (#)	Reduced (#)	Paid (#)	% Eating	
445	52	94	73.9%	
Total \$ from Reimbursements	\$	929.23		
Food Costs	\$	443.25		
Labor Costs w/ Benefits	\$	268.91		
Supplies	\$	65.01		
Remaining \$ for equipment maintenance, utilities, indirect costs	\$	152.07	Multipled by 180 serving days per year	\$ 27,371.70

Child Nutrition Outreach Program's (CNOP) School Breakfast Calculator

Justine Kahn
Director of Special Projects
Project Bread

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Who is Project Bread and CNOP

■ Project Bread – Statewide antihunger org

- Walk for Hunger- \$ for community food programs
 - FoodSource Hotline
 - SNAP outreach and application assistance
 - SBP and SFSP outreach and technical assistance
 - CACFP afterschool meal outreach
 - Chefs in Schools, Chefs in Head Start
- www.projectbread.org

■ CNOP- Child Nutrition Outreach Program

- Contract with state Dept of Elementary and Secondary Education for SBP and SFSP outreach - www.Meals4kids.org

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Current Monthly Breakfast Revenue			
School Name	Total Federal Reimbursement	Total State Reimbursement	Total Student Payments
Anytown School	\$2,850.01	\$199.79	\$234.10
Total Breakfast Revenue			\$3,283.87

Projected Monthly Breakfast Revenue				
% of Enrollment Projected to Participate in Breakfast	Total Federal Reimbursement	Total State Reimbursement	Total Student Payments	Total Breakfast Revenue
50%	\$6,495.06	\$549.70	\$0.00	\$7,044.76
80%	\$10,392.10	\$879.52	\$0.00	\$11,271.62

Monthly Breakfast Expenses		
Current Expenses		Totals
Current per meal food cost	\$0.90	\$1,563.30
Current per meal non-food supply costs (paper goods, cleaning supplies, etc.)	\$0.10	\$179.70
Staff person 1: Number of hrs	2	
Staff person 1: Hourly rate including benefits	\$16.28	
Staff person 2: Number of hrs	1	
Staff person 2: Hourly rate including benefits	\$13.20	
Breakfast operating days per month (average)	20	
Total Labor Expenses		\$689.60
Total Current Expenses		\$2,326.60

Projected Expenses		Totals	
Per Meal Cost		50%	80%
Projected per meal food cost	\$0.90	\$4,302.00	\$6,683.20
Projected per meal non-food supply costs (paper goods, cleaning supplies, etc.)	\$0.10	\$478.00	\$754.80
Staff person 1: Number of hrs	2		
Staff person 1: Hourly rate including benefits	\$16.28		
Staff person 2: Number of hrs	2		
Staff person 2: Hourly rate including benefits	\$13.20		
Breakfast operating days per month (average)	20		
Total Labor expenses		\$1,178.20	\$1,178.20
Total Projected Expenses		\$5,958.20	\$8,622.20

Monthly Current vs Projected Profit/Loss									
Revenue					Expenses				
	Current	50%	80%		Current	50%	80%		
Total Federal Reimbursement	\$2,850.01	\$6,495.06	\$10,392.10	Food Costs	\$1,563.30	\$4,302.00	\$6,683.20		
Total State Reimbursement	\$199.79	\$549.70	\$879.52	Non-Food Costs	\$179.70	\$478.00	\$754.80		
Total Student Payments	\$234.10	\$0.00	\$0.00	Labor Costs	\$689.60	\$1,178.20	\$1,178.20		
Total Breakfast Revenue	\$3,283.87	\$7,044.76	\$11,271.62	Total Breakfast Expenses	\$2,326.60	\$5,958.20	\$8,622.20		
					Current	50%	80%		
					Projected Rev-Exp	\$257.27	\$1,085.56	\$2,444.42	
					Compared to Current Profit Margin	\$128.30	\$1,467.58		

Monthly Breakfast Expenses: Food Cost Example

Current Expenses		Totals	
Current per meal food cost	\$0.90	\$1,563.30	
Current per meal non-food supply costs (paper goods, cleaning supplies, etc.)	\$0.10	\$173.70	
Staff person 1: Number of hrs	1		
Staff person 1: Hourly rate including benefits	\$16.28		
Staff person 2: Number of hrs	1		
Staff person 2: Hourly rate including benefits	\$13.20		
Breakfast operating days per month (average)	20		
Total Labor Expenses		\$689.60	
Total Current Expenses		\$2,326.60	

Projected Expenses		Totals	
Projected per meal food cost	\$1.20	\$5,736.00	\$9,177.60
Projected per meal non-food supply costs (paper goods, cleaning supplies, etc.)	\$0.10	\$478.00	\$764.80
Staff person 1: Number of hrs	2		
Staff person 1: Hourly rate including benefits	\$16.28		\$16.28
Staff person 2: Number of hrs	2		
Staff person 2: Hourly rate including benefits	\$13.20		\$13.20
Breakfast operating days per month (average)	20		
Total Labor expenses		\$1,179.20	\$1,179.20
Total Projected Expenses		\$7,393.20	\$11,121.60

Monthly Current vs Projected Profit/Loss

Food Cost Example

	Revenue				Expenses		
	Current	50%	80%		Current	50%	80%
Total Federal Reimbursement	\$2,850.01	\$6,466.06	\$10,392.12	Food Costs	\$1,563.30	\$5,736.00	\$9,177.60
Total State Reimbursement	\$180.76	\$846.70	\$679.52	Non-Food Costs	\$173.70	\$478.00	\$764.80
Total Student Payments	\$24.10	\$0.00	\$0.00	Labor Costs	\$689.60	\$1,179.20	\$1,179.20
Total Breakfast Revenue	\$3,254.87	\$7,312.76	\$11,071.64	Total Breakfast Expenses	\$2,326.60	\$7,393.20	\$11,121.60

	Current	50%	80%
Projected Rev-Exp	\$957.27	(\$348.44)	\$150.02
Compared to Current Profit Margin		(\$1,305.70)	(807.24)

Monthly Breakfast Expenses: Supply Cost Example

Current Expenses		Totals	
Current per meal food cost	\$0.90	\$1,563.30	
Current per meal non-food supply costs (paper goods, cleaning supplies, etc.)	\$0.10	\$173.70	
Staff person 1: Number of hrs	1		
Staff person 1: Hourly rate including benefits	\$16.28		
Staff person 2: Number of hrs	1		
Staff person 2: Hourly rate including benefits	\$13.20		
Breakfast operating days per month (average)	20		
Total Labor Expenses		\$689.60	
Total Current Expenses		\$2,326.60	

Projected Expenses		Totals	
Projected per meal food cost	\$0.90	\$4,302.00	\$6,893.20
Projected per meal non-food supply costs (paper goods, cleaning supplies, etc.)	\$0.24	\$1,147.20	\$1,836.52
Staff person 1: Number of hrs	2		
Staff person 1: Hourly rate including benefits	\$16.28		\$16.28
Staff person 2: Number of hrs	2		
Staff person 2: Hourly rate including benefits	\$13.20		\$13.20
Breakfast operating days per month (average)	20		
Total Labor expenses		\$1,179.20	\$1,179.20
Total Projected Expenses		\$6,628.40	\$9,897.92

Monthly Current vs Projected Profit/Loss

Supply Cost Example

Revenue				Expenses			
	Current	50%	80%		Current	50%	80%
Total Federal Reimbursement	\$2,850.00	\$6,495.06	\$10,382.10	Food Costs	\$1,563.30	\$4,302.00	\$6,883.20
Total State Reimbursement	\$189.76	\$546.70	\$879.53	Non-Food Costs	\$173.70	\$1,147.20	\$1,835.80
Total Student Payments	\$234.10	\$0.00	\$0.00	Labor Costs	\$559.60	\$1,179.20	\$1,179.20
Total Breakfast Revenue	\$3,283.87	\$7,041.76	\$11,271.62	Total Breakfast Expenses	\$2,326.60	\$6,628.40	\$9,897.82

	Current	50%	80%
Projected Rev - Exp	\$957.27	416.36	1,373.70
Compared to Current Profit Margin	(540.00)		416.44

Monthly Breakfast Expenses: Labor Cost Example

Current Expenses		Totals
Current per meal food cost	\$0.90	\$1,563.30
Current per meal non-food supply costs (paper goods, cleaning supplies, etc)	\$0.10	\$173.70
Staff person 1: Number of Hrs	1	
Staff person 1: Hourly rate including benefits	\$16.28	
Staff person 2: Number of Hrs	1	
Staff person 2: Hourly rate including benefits	\$13.20	
Breakfast operating days per month (average)	20	
Total Labor Expenses		\$569.60
Total Current Expenses		\$2,326.60

Projected Expenses		Totals	
	Per Meal Cost	60%	80%
Projected per meal food cost	\$0.90	\$4,302.00	\$6,883.20
Projected per meal non-food supply costs (paper goods, cleaning supplies, etc)	\$0.10	\$478.00	\$764.80
Staff person 1: Number of Hrs		3	3
Staff person 1: Hourly rate including benefits		\$16.28	\$16.28
Staff person 2: Number of Hrs		3	3
Staff person 2: Hourly rate including benefits		\$13.20	\$13.20
Breakfast operating days per month (average)		20	20
Total Labor Expenses		\$1,768.80	\$1,768.80
Total Projected Expenses		\$6,648.80	\$9,416.80

Monthly Current vs Projected Profit/Loss

Labor Cost Example

Revenue				Expenses			
	Current	50%	80%		Current	50%	80%
Total Federal Reimbursement	\$2,850.00	\$6,495.06	\$10,382.10	Food Costs	\$1,563.30	\$4,302.00	\$6,883.20
Total State Reimbursement	\$189.76	\$546.70	\$879.53	Non-Food Costs	\$173.70	\$478.00	\$764.80
Total Student Payments	\$234.10	\$0.00	\$0.00	Labor Costs	\$559.60	\$1,768.80	\$1,768.80
Total Breakfast Revenue	\$3,283.87	\$7,041.76	\$11,271.62	Total Breakfast Expenses	\$2,326.60	\$6,648.80	\$9,416.80

	Current	50%	80%
Projected Rev - Exp	957.27	495.96	1,854.82
Compared to Current Profit Margin	(461.30)		897.56

Any Questions?

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STRIVING. ACHIEVING. EXCELLING.

Breakfast in the Classroom (BIC) was implemented in 2012-13 in 12 schools (8 elementary, 3 middle, 2 high schools) with funding from the Walmart Foundation and the *Partners for Breakfast in the Classroom* for start-up equipment and supplies.

Partners for BIC:

- ❑ FRAC
- ❑ National Association of Elementary School Principals Foundation
- ❑ NEA Health Information Network
- ❑ School Nutrition Foundation

Local Partners:

- ❑ Second Harvest Food Bank of NW North Carolina
- ❑ Guilford County Association of Educators
- ❑ North Carolina Principals and Assistant Principals Association



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Method to the Madness - Phase I

- ❑ Grant finalized on April 27, 2012
- ❑ School Nutrition Staff started to set up the program.
- ❑ Retirement of FSD and CFO
 - Business Manager took lead roll



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BIC Action Plan Phase II

- ▣ We picked 18 schools to do site assessments with the assistance of 2 In-Team consultants. Principals were consulted in the process. Some did not want the program at their school, while others embraced it.
- ▣ Once the sites were approved as acceptable operationally, we consulted with the district CFO to select the final list of 12 schools that met our financial criteria.



BIC Action Plan Phase III

- ▣ The next steps were:
 - Complete the district action plan.
 - Compile the needs for large and small equipment, supplies, etc. (for 12 schools based on their delivery method to students).
 - Determine additional labor needs for each school.
 - Once the grant was approved, the next phase began.



BIC Action Plan Phase IV

- ▣ Grant approval was received on July 3, 2012.
- ▣ Putting the plan into action!
- ▣ Bids were written for supplies, small equipment, large equipment and technology equipment (2-way radios and computer tablets).
- ▣ Equipment was ordered.
- ▣ Vendors were really pushed to get equipment delivered in time - we really needed an extra month to receive equipment before starting.



BIC Action Plan Phase V

Communication and Training

- ▣ The district's Communication's Office met with principals and administrators to determine marketing and training needs.
- ▣ All school staff was required to attend a training session prior to start-up. This included principals, teachers, custodians and foodservice staff. This was conducted during the teacher work days prior to the start of the school year.



BIC Action Plan Phase VI

Implementation phase:

- ▣ Final checklist – food ordered, supplies, equipment installed and training completed.
- ▣ Roll out schedule was developed. Although most all schools wanted to start the first day of school, we managed to spread them out the first week. The high schools started last, one high school (Smith) started a month later due to delay in getting a large amount of equipment in.



Assessment of the Program: Success!

- ▣ The program has been successful:
 - reduced tardiness
 - increased breakfast participation by 88.5% overall for the 12 BIC schools this year!
- ▣ Survey conducted at the end of the school year (still under analysis) - in general the responses were favorable.
- ▣ There are still some concerns about:
 - classroom spills and clean-up
 - variety of menu choices - we are constantly looking for more pre-packaged, affordable, appealing breakfast items.



Universal Breakfast Cost Analysis				
School Name: Walcott Middle, Guilford County Schools				
Student Eligibility				
Enrollment (#)	Free Meals (%)	Reduced Price Meals (%)	Paid (%)	Free and Reduced Priced Population (%)
496	63.67%	7.46%	8.87%	91.13%
Reimbursement Rate				
Free	Reduced	Paid		
\$1.35	\$1.35	\$0.37		
Before Breakfast in the Classroom				
Average Number of Student Eating Breakfast				
Free (#)	Reduced (#)	Paid (#)	% Eating	
118	8	7	26.2%	
Total \$ from Reimbursements	\$	232.69		
Food Costs	\$	72.03		\$17,130.00 per year
Other Costs w/ Benefits	\$	74.38		\$17,130.00 per year
Supplies	\$	7.84		
Remaining \$ for equipment maintenance, utilities, indirect costs	\$	78.50	Multipled by 180 serving days per year	\$ 14,130.00
After Breakfast in the Classroom				
Average Number of Student Eating Breakfast				
Free (#)	Reduced (#)	Paid (#)	% Eating	
297	25	36	72.2%	
Total \$ from Reimbursements	\$	597.92		
Food Costs	\$	237.83		\$17,130.00 per year
Other Costs w/ Benefits	\$	178.13		\$17,130.00 per year
Supplies	\$	19.54		
Remaining \$ for equipment maintenance, utilities, indirect costs	\$	162.45	Multipled by 180 serving days per year	\$ 29,241.00

Contact Me

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Discussion

All Questions and Comments are
 Welcomed and Encouraged!!



Thank you!

Register for our Upcoming Webinars at frac.org

July 18 - SNAP in the Aftermath of Disaster: Advocacy and Outreach Best Practices

August 6 - Afterschool Meals Matter Back-to-School: Start Serving Afterschool Meals This Fall

August 29 - Breakfast Matters Back to School: Effective Strategies for Expanding Participation in School Meals

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