Implementing Alternative Service Models in Your School Breakfast Program

March 7, 2019

1:30 PM – 2:30 PM

Professional Standards

Learning Codes: 3510, 4120

Welcome!

Today's webinar is intended for School Nutrition Directors who are operating, or are interested in operating, an alternative service model in the School Breakfast Program.

We will review the types of alternative service models and the resources available to you to implement one of these models.

This webinar is being recorded for future use.

Welcome!

My name is Jessica Krug. I am a trainer and School Nutrition Programs Specialist at the Arizona Department of Education.

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Agenda

- Introduction to the School Breakfast Program (SBP)
- Types of alternative service models
- Arizona School Breakfast Toolkit

Introduction to the SBP

Arizona Hunger Stats

- 22.7% of Arizona children live in food-insecure homes

- Above the national average of 17.5%

- Maricopa County has the 4th highest number of child food insecurity in the country

Source: Feeding America Map the Meal Gap 2018 Child Food Insecurity Report

Arizona School Breakfast Participation

- Arizona served 55.1 low-income breakfasts for every 100 lunches served

- Ranked 30 in the nation

- FRAC's goal is 70/100

Why Aren't Kids Participating in School Breakfast?

- Stigma associated with school breakfast
- Kids want to play with their friends instead of take time to eat
- Late school buses/rushed mornings at home
- Families that qualify for reduced-price or paid meals may still struggle to pay
- Students are not hungry in the morning
- Cafeteria is not convenient for students

Alternative Service Models

One of the most effective ways to significantly boost breakfast participation.

- Improves access to breakfast by bringing meals to the kids or making it more convenient to participate

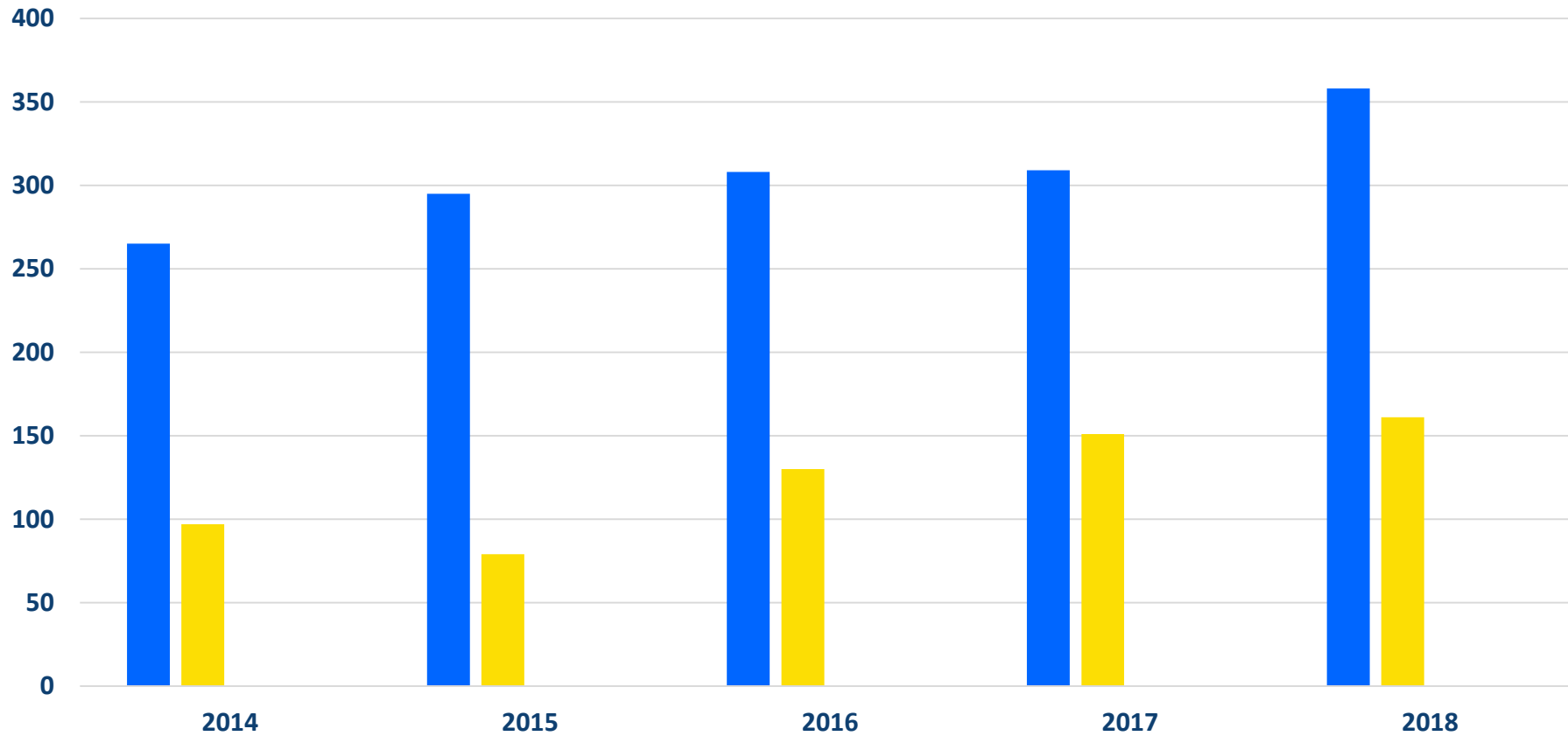- Average free and reduced-price breakfast participation reaches 58-88% with alternative service models*

*No Kid Hungry Center for Best Practices Analysis of 2,201 Schools from 14 States

Alternative Service Models

Breakfast meal service that takes place outside of the traditional before-school cafeteria-based model.

- Breakfast in the Classroom (BIC)
- Grab 'N' Go
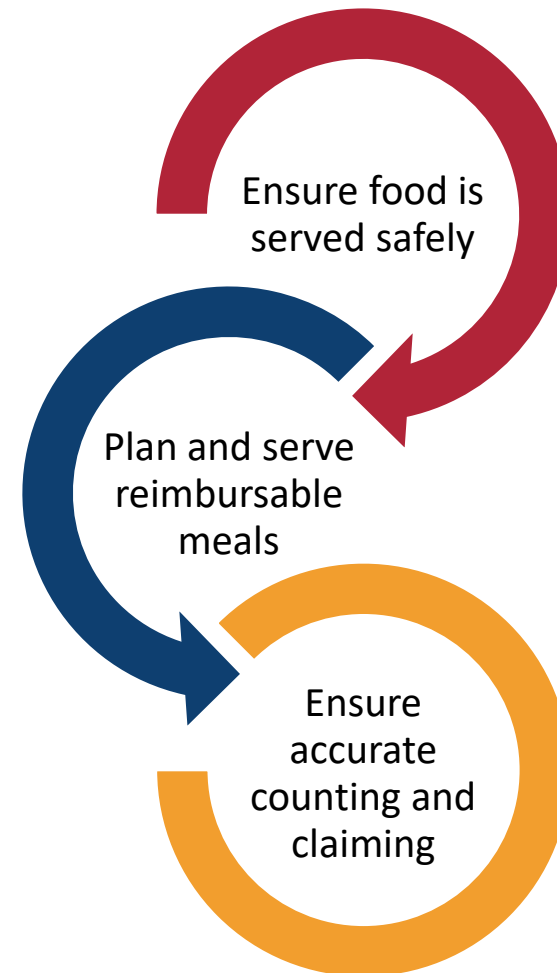- Second Chance Breakfast
- Breakfast on the Bus

Alternative Service Models

Alternative service models are fully customizable!

- There is no one size fits all
- LEAs/sites can do more than one model or type of service

Ensure food is served safely

Plan and serve reimbursable meals

Ensure accurate counting and claiming

Universal Free Breakfast

Benefits of providing breakfast at no charge to all students:

- Removes the stigma often associated with school breakfast
- Improves access to school breakfast for children from families that struggle to pay the reduced-price or paid breakfast charges
- Streamlines the implementation of alternative service models

Universal Free Breakfast

Schools have three options to offer universal free breakfast:

- Operate Special Assistance Provision 2 or 3

- Operate the Community Eligibility Provision (CEP)

- Operate a "non-pricing" breakfast program—schools do not charge for reduced-price or paid breakfast meals and continue to receive Federal reimbursement based on student eligibility

The Big Question

Would offering free breakfast to all students increase participation enough to offset the elimination of student payments?

Pricing SBP

Total Enrollment	Eligibility Category	Participation	# of Students Participating	Reimbursement Rate	Reimbursement $	Student Payments	Revenue from Payments	Total $ Received
500	Free	50.00%	250	$ 2.14	$ 535.00	$ -		$ 535.00
200	Reduced-price	50.00%	100	$ 1.84	$ 184.00	$ 0.30	$ 30.00	$ 214.30
300	Paid	50.00%	150	$ 0.31	$ 46.50	$ 1.50	$ 225.00	$ 273.31
1000								$ 1,022.61

Non-pricing SBP

Total Enrollment	Eligibility Category	Anticipated Participation	# of Students Participating	Reimbursement Rate	Reimbursement $	Student Payments	Revenue from Payments	Total $ Received
500	Free	80.00%	400	$ 2.14	$ 856.00	$ -	$ -	$ 856.00
200	Reduced-price	80.00%	160	$ 1.84	$ 294.40	$ -	$ -	$ 294.40
300	Paid	80.00%	240	$ 0.31	$ 74.40	$ -	$ -	$ 74.40
1000								$ 1,224.80

Comparison

Difference per Day	Serving Days per Month	Difference per Month
$ 202.19	20	$ 4,043.80

Additional Considerations

- Labor costs
- Food costs
- Unpaid meal debt

Recipe for Success

Factors that support successful breakfast programs include:

✓ Universal free breakfast

✓ Alternative service models

✓ Proper planning

✓ Stakeholder support

Types of Alternative Service Models

Breakfast in the Classroom

- Breakfast items are packed into coolers or insulated bags to be transported to each classroom

- Students eat at their desks during instruction, morning announcements, attendance, etc.

- More common in elementary schools, but works well at any age level

Breakfast in the Classroom

Opportunities	Obstacles
- One of the most effective strategies for increasing breakfast participation - Removes the stigma associated with cafeteria breakfast - Teachers eat free!	- Requires a great deal of stakeholder support - Relies on teachers to implement correctly - Common Administrative Review findings - Limits menu variety - Clean up and trash removal - Need to ensure student accounts are charged if unable to offer universal free breakfast

Grab 'N' Go

- Students grab a breakfast meal from a cart, kiosk, or the cafeteria

- Carts, kiosks, or tables can be placed in convenient areas on campus or in the cafeteria

- Works well at any age level, but is particularly good for middle and high schools

Grab 'N' Go

Options for Grab and Go:

- Students take a meal and eat before class
- Grab and Go to the classroom: students pick up their meals from the cafeteria or other location on campus on their way to the classroom
- School nutrition staff take grab and go carts to classrooms and students select their meal from the cart and eat in the classroom

Grab 'N' Go

Opportunities	Obstacles
• Lots of flexibility in implementation • Meals can be served anywhere on campus • Style of service appeals to kids • School nutrition staff are responsible for serving and counting meals • Good option for schools unable to offer universal free breakfast	• If multiple locations, will need to ensure accurate meal counts • May need to purchase equipment • Limits menu variety

Second Chance Breakfast

- Breakfast is served later in the morning, usually after first period
- Provides a nutritious morning break for students that may not be hungry first thing in the morning
- Works well with middle and high school students who have time in between classes
- Ensure enough time between breakfast and lunch

Second Chance Breakfast

Opportunities	Obstacles
• Lots of flexibility in implementation • Meals can be served anywhere on campus • Captures students who arrive late or are not hungry in the morning • School nutrition staff are responsible for serving and counting meals	• May need to adjust bell schedules • Students need enough time to get a meal, eat, and get to the next class • If more than one meal service/location, will need to ensure students take only one reimbursable breakfast • May need to purchase equipment • May limit menu variety

Breakfast on the Bus

- Breakfast is served to students as they step onto the bus

- This model is ideal for areas where students spend long periods of time on the school bus, or have a large population of students who ride the bus to school

Breakfast on the Bus

Opportunities	Obstacles
- Students have ample time to eat breakfast before school - Capitalizes on the time spent on long bus rides - Eliminates issue of students missing breakfast due to late buses	- Limits menu variety - Requires collaboration with and support from transportation staff - Relies on transportation staff to implement correctly

Arizona School Breakfast Toolkit

Arizona School Breakfast Coalition

- Arizona Department of Education
- Association of Arizona Food Banks
- Dairy Council of Arizona
- Valley of the Sun United Way

Arizona School Breakfast Toolkit

- Developed by the Arizona School Breakfast Coalition to support our outreach goals

- Designed to get you started with your alternative service model

- Expanded to include Grab 'N' Go and Second Chance Breakfast

Arizona School Breakfast Toolkit

Each toolkit includes sections for:

- Food Service Director

- School Kitchen Manager

- Principals

- Teachers

- Custodial Staff

Toolkit Highlights

- Frequently asked questions
- BIC budgeting tools from Oregon DOE
- Potential funding sources
- Timeline and checklist *begins in March!*
- Sample menus
- Marketing tools
- Teacher training tools
- Quality assurance tools

Toolkit Highlights

- The toolkit is not one size fits all
- Everything can be customized to fit your specific school and program

Checklist for March: Grab 'N' Go

March

1. ☐ **Communicate:** Work with principals to communicate current breakfast participation rates at each school and how they can be improved through Grab 'N' Go.

2. ☐ **Commitment:** Work with ADE and site administrators to obtain a commitment to implement Grab 'N' Go.

3. ☐ **Grab 'N' Go Site Team:** Work with the school kitchen manager to convene a team of stakeholders at the school level to work on developing a plan for implementing Grab 'N' Go at that particular site. This team could include the principal, school kitchen manager, teachers, site custodian, and other interested personnel.

4. ☐ **Menus:** Meet with kitchen managers to plan menus for the Grab 'N' Go breakfast program. Review sample Grab' N' Go Breakfast menus provided or existing Grab 'N' Go Breakfast menus from your district or other districts.

5. ☐ **Staffing:** Work with school kitchen managers to review current staffing schedules and determine possibility of increased hours as needed, which will likely be offset by increased reimbursement.

6. ☐ **Storage:** Review and assess storage space for hot and cold foods at each Grab 'N' Go location.

Checklist for April: Grab 'N' Go

April

1. ☐ **Participation Numbers:** Review current breakfast participation and estimate anticipated increase in participation. Obtain forecast numbers from site manager and plan for increased ordering. This may require additional hot or cold storage equipment.

2. ☐ **Initial Grab 'N' Go Team Meeting:** Work with the kitchen manager to initiate the first site Grab 'N' Go planning team meeting. Begin by reviewing site maps and Grab 'N' Go Equipment Checklist to determine serving locations, delivery routes and equipment needed.

3. ☐ **Supplies:** Develop a list of items that will need to be ordered/purchased. Review list with site administrators for approval if needed.

4. ☐ **Funding:** Begin to apply for grant funds for start-up materials.

5. ☐ **Production Schedules:** Review production schedules with site managers and make adjustments for Grab 'N' Go Breakfast services. Schedule additional staff hours to prep and package more meals.

Grab 'N' Go School Readiness Evaluation Tool

Date: **Rollout Date:**

School Name:

1. School Type (Prep, satellite, etc.):

2. School enrollment:

3. Projected daily breakfast participation:

4. Review the campus map and outline possible locations for food delivery and trash collection:

5. Number of serving locations:

6. Where will food be served?

7. Are there any serving locations located on the 2nd floor? ☐ Yes ☐ No

   If Yes: Number of elevators available:

8. Are there any equipment concerns? ☐ Yes ☐ No

   How many food carts will be needed to deliver food to serving locations?

   Check space availability for equipment:

   Check electrical outlet availability:

   Is there adequate storage for all Grab 'N' Go materials, which may include POS software, food carts, bags, and additional foods?

   ☐ Yes ☐ No

   If no, what additional equipment or storage space is needed?

   How will you obtain items/storage needed?

9. Where will students dispose their trash?

10. When and how will trash bins be collected?

Grab 'N' Go Breakfast Equipment Checklist

✓	Item	Quantity Needed per School/Notes
☐	Mobile point of sale/service system (POS)	
☐	Carts/Portable tables	
☐	Reimbursable meal signage	
☐	Insulated bags or food distribution system	
☐	Portable milk cooler	
☐	Napkins	
☐	Trash bins/liners	
☐		
☐		

Arizona School Breakfast Toolkit

Electronic version is available on the [ADE School Breakfast Program webpage](#) under the Alternative Service Models tab.

Print version is going to print and will be ready to send sometime this month.

Sign up to receive your copy here:
https://www.surveymonkey.com/r/AZSBPToolkitRequest

Additional Resources

No Kid Hungry Center for Best Practices: Implement Breakfast After the Bell

- Webinar recordings

Food Research and Action Center

- School Breakfast Expansion Strategies

Additional Resources

Recorded webinar: Equipment for Your School Breakfast Program

http://www.azed.gov/hns/nslp/trainingps/ under Live & Recorded Webinars

Next Steps

- Sign up to receive a copy of the toolkit

- Download the Timeline and Checklist and begin the March tasks

- Begin having conversations with stakeholders and forming your planning team

- Contact ADE if you have any questions

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Thank You!

Any questions?
Please type them into the chat bar now.

If you are attending the live webinar, you will receive a link to complete the survey in EMS. After you complete the survey you can print a certificate of completion.

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- Key Area: 3000-Administration; 4000-Communications and Marketing
- Length: 1 hour

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- *This recorded webinar is a non-interactive activity, which may count toward no more than two hours of annual training.*

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