

Last Year's Menus Evaluated for Current Regulations –

Elementary –

Average weekly calories too low (550 minimum)

Average weekly fat too high (30% Total/10% Saturated maximum)

Heavy reliance on processed food for entrée offerings (approximately 11 Heat & Eat entrees)

Lacking in variety of vegetable subgroups offered (Dark Green, Red/Orange, Starch, Legumes & Other)

Some weeks not compliant for number of servings of whole or enriched grains

Middle School –

Average weekly calories too low (600 minimum)

Average weekly fat too high (30% Total/10% Saturated maximum)

Heavy reliance on processed food for entrée offerings (approximately 16 Heat & Eat entrees)

Lacking in variety of vegetable subgroups offered (Dark Green, Red/Orange, Starch, Legumes & Other)

High School –

Average weekly calories too low (750 minimum)

Average weekly fat too high (30% Total/10% Saturated maximum)

Heavy reliance on processed food for entrée offerings (approximately 10 Heat & Eat entrees)

Lacking in variety of vegetable subgroups offered (Dark Green, Red/Orange, Starch, Legumes & Other)

All Menus This Year –

Compliant with all current regulations (Certified by the New Hampshire Dept. of Education Bureau of Nutrition Programs & Services as of October 2012)

Minimal reliance on processed food (3 Heat & Eat entrees)

Close to sodium targets set to take effect in school year '14-'15

SY 2013-14 Price Adjustment Calculator

[Go to Instructions](#)

SY 2013-14 Weighted Average Price Requirement	
Requirement price to the nearest cent	Optional price requirement ROUNDED DOWN to nearest 5 cent
\$ 2.59	\$ 2.55
<i>Note: Above prices are based on adjusting SY 2012-2013 price requirement by the 2% rate increase plus the Consumer Price Index (2.93%)</i>	

SY 2012-13 Weighted Average Price Calculator

Enter the paid prices and number of paid lunches sold at each price for October 2012.

	Monthly # of Paid Lunches	Paid Lunch Price	Monthly Revenue	SY 2012-13 Weighted Average Price
1.	14,136	\$ 2.00	\$ 28,272.00	
2.	25,047	\$ 2.50	\$ 62,617.50	
3.			\$ -	
4.			\$ -	
5.			\$ -	
6.			\$ -	
7.			\$ -	
8.			\$ -	
9.			\$ -	
10.			\$ -	
TOTAL	39,183		\$ 90,889.50	\$ 2.32

Note: SY 2012-13 Weighted Average Price equal to or above \$2.59 are compliant for SY 2013-14. \$2.59 is the difference between the Free and Paid reimbursement rates for SY 2012-13.

Total Price Increase for SY 2013-14
\$ 0.23

Required price increase for SY 2013-14 (with 10 cent cap)
\$ 2.42

Remaining increase carried forward to SY 2014-15
\$ 0.13

Remaining credit carried forward to SY 2014-15
\$ -

[Go to SY2013-2014 Report](#)

Step 3 (Optional)





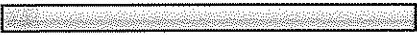
Pricing Estimation Calculator

Below is a tool allowing users to manipulate prices to achieve the required new weighted average price.




	Monthly # of Paid Lunches	Paid Lunch Price	Monthly Revenue	Weighted Average Price
1.	14,136	\$ 2.10	\$ 29,685.60	
2.	25,047	\$ 2.60	\$ 65,122.20	
3.			\$ -	
4.			\$ -	
5.			\$ -	
6.			\$ -	
7.			\$ -	
8.			\$ -	
9.			\$ -	
10.			\$ -	
TOTAL	39,183		\$ 94,807.80	\$ 2.42

Note: This tool is created to allow the user to only enter the number of paid lunches and the related prices. If any other parts of the tool are modified, the user runs the risk of calculating an incorrect new average price. Users should not modify the tool's current functionality.




1. How long have you worked at as part of the Dover food service program?

		Response Percent	Response Count
Less than 6 months		17.6%	3
6 months – 1 year		5.9%	1
1-3 years		5.9%	1
3-5 years		5.9%	1
More than 5 years		64.7%	11
answered question			17
skipped question			3




2. Overall, how satisfied are you as an employee at Cafe Services?

		Response Percent	Response Count
Very Satisfied		31.6%	6
Satisfied		52.6%	10
Neutral		15.8%	3
Dissatisfied		0.0%	0
Very Dissatisfied		0.0%	0
answered question			19
skipped question			1




3. Do you feel that employees are recognized for a job well done?

		Response Percent	Response Count
Strongly Agree		15.0%	3
Agree		50.0%	10
Neither Agree nor Disagree		35.0%	7
Disagree		0.0%	0
Strongly Disagree		0.0%	0
		answered question	20
		skipped question	0





4. How motivated are you to see the company succeed?

		Response Percent	Response Count
Very motivated		65.0%	13
Somewhat motivated		30.0%	6
Not very motivated		0.0%	0
Not at all motivated		0.0%	0
Not sure		5.0%	1
		answered question	20
		skipped question	0

5. How flexible is the company with respect to your family responsibilities?

		Response Percent	Response Count
Very flexible		68.4%	13
Somewhat flexible		26.3%	5
Neither		5.3%	1
Somewhat inflexible		0.0%	0
Very inflexible		0.0%	0
answered question			19
skipped question			1

6. Would you advise a friend to apply for a job at this company?

		Response Percent	Response Count
Definitely		65.0%	13
Probably		15.0%	3
Not sure		15.0%	3
Probably not		5.0%	1
Definitely not		0.0%	0
answered question			20
skipped question			0

7. The company clearly communicates its expectations to me.





		Response Percent	Response Count
Strongly Agree		40.0%	8
Agree		40.0%	8
Neither Agree or Disagree		15.0%	3
Disagree		5.0%	1
Strongly Disagree		0.0%	0
answered question			20
skipped question			0

8. I feel management is approachable and quick to respond to my concerns





		Response Percent	Response Count
Strongly Agree		55.0%	11
Agree		30.0%	6
Neither Agree nor Disagree		15.0%	3
Disagree		0.0%	0
Strongly Disagree		0.0%	0
answered question			20
skipped question			0

How many employees






9. I have a clear path for career advancement.

		Response Percent	Response Count
Strongly Agree		15.0%	3
Agree		40.0%	8
Neither Agree nor Disagree		40.0%	8
Disagree		0.0%	0
Strongly Disagree		5.0%	1
		answered question	20
		skipped question	0






10. My job requirements are clear

		Response Percent	Response Count
Strongly Agree		40.0%	8
Agree		35.0%	7
Neither Agree nor Disagree		20.0%	4
Disagree		5.0%	1
Strongly Disagree		0.0%	0
		answered question	20
		skipped question	0

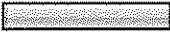




1. The Cafeteria Staff is friendly

		Response Percent	Response Count
Really Agree		55.3%	119
Agree		33.5%	72
No Opinion		5.1%	11
Disagree		4.2%	9
Really Disagree		1.9%	4
answered question			215
skipped question			3






2. The Cafeteria food is good

		Response Percent	Response Count
Really Agree		35.8%	76
Agree		42.5%	90
No Opinion		15.1%	32
Disagree		3.8%	8
Really Disagree		2.8%	6
answered question			212
skipped question			6












3. I like the choices on the menu

		Response Percent	Response Count
Really Agree		25.7%	53
Agree		40.8%	84
No Opinion		22.8%	47
Disagree		6.3%	13
Really Disagree		4.4%	9
answered question			206
skipped question			12

4. I buy lunch from the cafe:

		Response Percent	Response Count
Every day		25.0%	46
Most of the time		20.1%	37
Sometimes		26.1%	48
Almost never		12.0%	22
Never		16.8%	31
answered question			184
skipped question			34






5. Click all of the foods that you like

		Response Percent	Response Count
Meatloaf		25.7%	52
Mac & Cheese		59.4%	120
BBQ Chicken		42.1%	85
Chili		19.8%	40
Sloppy Joe on a Bun		23.8%	48
Grilled Cheese		54.5%	110
Roast Pork		25.7%	52
French Toast		69.3%	140
Tacos		45.5%	92
Fajitas		32.2%	65
Turkey & Cheese Wrap		23.8%	48
answered question			202
skipped question			16







6. What is your favorite food in the cafeteria?

	Response Count
	186
answered question	186
skipped question	32

1. How many times a week do you purchase lunch?

		Response Percent	Response Count
0		0.0%	0
1		8.2%	6
2		13.7%	10
3		6.8%	5
4		6.8%	5
5		64.4%	47
answered question			73
skipped question			0

2. How many times per week do you purchase breakfast?

		Response Percent	Response Count
0		78.1%	57
1		6.8%	5
2		4.1%	3
3		5.5%	4
4		4.1%	3
5		1.4%	1
answered question			73
skipped question			0

3. Please rate your cafeteria on the following:

	Outstanding	Good	Satisfactory	Fair	Needs Improvement	Rating Average	Rating Count
The Quality of Food Served	13.7% (10)	31.5% (23)	24.7% (18)	13.7% (10)	16.4% (12)	2.88	73
Speed of Service (the time it takes to get served)	21.9% (16)	30.1% (22)	17.8% (13)	15.1% (11)	15.1% (11)	2.71	73
The Variety of Foods Offered	26.0% (19)	31.5% (23)	12.3% (9)	20.5% (15)	9.6% (7)	2.56	73
The Friendliness of Food Service Staff	39.7% (29)	31.5% (23)	13.7% (10)	6.8% (5)	8.2% (6)	2.12	73
The Responsiveness of Food Service Staff (how well the staff addresses any concerns or ideas you may have)	37.0% (27)	19.2% (14)	17.8% (13)	13.7% (10)	12.3% (9)	2.45	73
					answered question		73
					skipped question		0

4. Overall, how satisfied are you with the lunch program?

	Very Satisfied	Satisfied	Not Satisfied	Rating Average	Rating Count
I am	20.5% (15)	61.6% (45)	17.8% (13)	1.97	73
				answered question	73
				skipped question	0

5. Please rank the following issues in order of how important they are to you

	Most important to me	Kind of important to me	Not that important to me	Not important at all	Rating Average	Rating Count
Having healthy food choices in the cafeteria	46.6% (34)	35.6% (26)	6.8% (5)	11.0% (8)	1.82	73
Having cafe foods prepared with locally grown foods	37.0% (27)	37.0% (27)	16.4% (12)	9.6% (7)	1.99	73
A recycling program for students to use in the cafeteria	47.9% (35)	30.1% (22)	15.1% (11)	6.8% (5)	1.81	73
A composting program for students to use in the cafeteria	31.5% (23)	37.0% (27)	24.7% (18)	6.8% (5)	2.07	73
Green Initiatives - Programs like biodegradable plastic products, or paper products made from 100% recycled materials	47.9% (35)	24.7% (18)	17.8% (13)	9.6% (7)	1.89	73
					answered question	73
					skipped question	0






6. Please rate the stations in your cafe from your most favorite to your least favorite

	Favorite	Second Favorite	Third Favorite	Fourth Favorite	Least Favorite	We Don't Have That!	Rating Average	Rating Count
Signature Cafe (Entrees)	28.8% (21)	21.9% (16)	16.4% (12)	12.3% (9)	17.8% (13)	2.7% (2)	2.68	73
Cafe Express (Chicken Burgers, Daily Specials)	17.8% (13)	15.1% (11)	26.0% (19)	21.9% (16)	15.1% (11)	4.1% (3)	3.01	73
Pizza	5.5% (4)	12.3% (9)	20.5% (15)	26.0% (19)	32.9% (24)	2.7% (2)	3.70	73
Market Fresh (Salads & Yogurt Parfaits)	17.8% (13)	17.8% (13)	20.5% (15)	21.9% (16)	17.8% (13)	4.1% (3)	3.04	73
Deli	28.8% (21)	30.1% (22)	13.7% (10)	13.7% (10)	13.7% (10)	0.0% (0)	2.53	73
answered question								73
skipped question								0






7. If you would like to, please enter any comments you have about your school lunch program here. (500 characters max)

	Response Count
	45
answered question	45
skipped question	28

1. How many times a week do you purchase lunch?

		Response Percent	Response Count
0		0.0%	0
1		10.0%	1
2		20.0%	2
3		10.0%	1
4		20.0%	2
5		40.0%	4
answered question			10
skipped question			0

2. How many times per week do you purchase breakfast?

		Response Percent	Response Count
0		50.0%	5
1		20.0%	2
2		10.0%	1
3		10.0%	1
4		0.0%	0
5		10.0%	1
answered question			10
skipped question			0

3. Please rate your cafeteria on the following:

	Outstanding	Good	Satisfactory	Fair	Needs Improvement	Rating Average	Rating Count
The Quality of Food Served	10.0% (1)	40.0% (4)	30.0% (3)	10.0% (1)	10.0% (1)	2.70	10
Speed of Service (the time it takes to get served)	0.0% (0)	30.0% (3)	40.0% (4)	20.0% (2)	10.0% (1)	3.10	10
The Variety of Foods Offered	10.0% (1)	80.0% (8)	0.0% (0)	0.0% (0)	10.0% (1)	2.20	10
The Friendliness of Food Service Staff	30.0% (3)	40.0% (4)	0.0% (0)	20.0% (2)	10.0% (1)	2.40	10
The Responsiveness of Food Service Staff (how well the staff addresses any concerns or ideas you may have)	0.0% (0)	60.0% (6)	10.0% (1)	10.0% (1)	20.0% (2)	2.90	10
answered question							10
skipped question							0

4. Overall, how satisfied are you with the lunch program?

	Very Satisfied	Satisfied	Not Satisfied	Rating Average	Rating Count
I am	30.0% (3)	50.0% (5)	20.0% (2)	1.90	10
answered question					10
skipped question					0

5. Please rank the following issues in order of how important they are to you

	Most important to me	Kind of important to me	Not that important to me	Not important at all	Rating Average	Rating Count
Having healthy food choices in the cafeteria	50.0% (5)	20.0% (2)	20.0% (2)	10.0% (1)	1.90	10
Having cafe foods prepared with locally grown foods	10.0% (1)	50.0% (5)	30.0% (3)	10.0% (1)	2.40	10
A recycling program for students to use in the cafeteria	10.0% (1)	50.0% (5)	30.0% (3)	10.0% (1)	2.40	10
A composting program for students to use in the cafeteria	20.0% (2)	30.0% (3)	40.0% (4)	10.0% (1)	2.40	10
Green Initiatives - Programs like biodegradable plastic products, or paper products made from 100% recycled materials	10.0% (1)	30.0% (3)	40.0% (4)	20.0% (2)	2.70	10
					answered question	10
					skipped question	0

6. Please rate the stations in your cafe from your most favorite to your least favorite

	Favorite	Second Favorite	Third Favorite	Fourth Favorite	Least Favorite	We Don't Have That!	Rating Average	Rating Count
Signature Cafe (Entrees)	40.0% (4)	30.0% (3)	0.0% (0)	10.0% (1)	20.0% (2)	0.0% (0)	2.40	10
Cafe Express (Chicken Burgers, Daily Specials)	20.0% (2)	20.0% (2)	20.0% (2)	30.0% (3)	10.0% (1)	0.0% (0)	2.90	10
Pizza	0.0% (0)	0.0% (0)	40.0% (4)	20.0% (2)	40.0% (4)	0.0% (0)	4.00	10
Market Fresh (Salads & Yogurt Parfaits)	20.0% (2)	10.0% (1)	30.0% (3)	10.0% (1)	30.0% (3)	0.0% (0)	3.20	10
Deli	20.0% (2)	40.0% (4)	10.0% (1)	30.0% (3)	0.0% (0)	0.0% (0)	2.50	10
answered question								10
skipped question								0

7. If you would like to, please enter any comments you have about your school lunch program here. (500 characters max)

	Response Count
	3
answered question	3
skipped question	7

Dover Comparison

	Numbers included in RFP 2011	Anticipated numbers for 12-13	Variance
Enrollment	4028	4010	-18
Free	941	944	3
Reduced	218	201	-17
Cash Sales	\$ 777,377	\$ 825,125	\$ 47,748
Reimbursement	\$ 597,968	\$ 576,800	\$ (21,168)
Total Revenue	\$ 1,375,345	\$ 1,401,925	\$ 26,580
Total Meals Served			
Breakfast	61,870	57,395	(4,475)
Lunch	358,754	355,849	(2,905)