



Sunderland City Council School Meals service

**Sunderland
City Council**

Background

- 65 schools (including 4 secondaries)
- 300 employees
- Management team – Catering Services Manager, 1 x Senior Area Supervisor, 2 x Area Supervisors (T/Time) & 1 x Catering Support Officer (part time/ TT)
- Current Primary school meal uptake – 63% total (40% paid & 80% free)
- 1.71 million primary school meals served in 22/23



What's coming up

Trading Arrangements

Financial Controls – labour & food costs , meal uptake

Theme Days / promotions

Secondary school branding



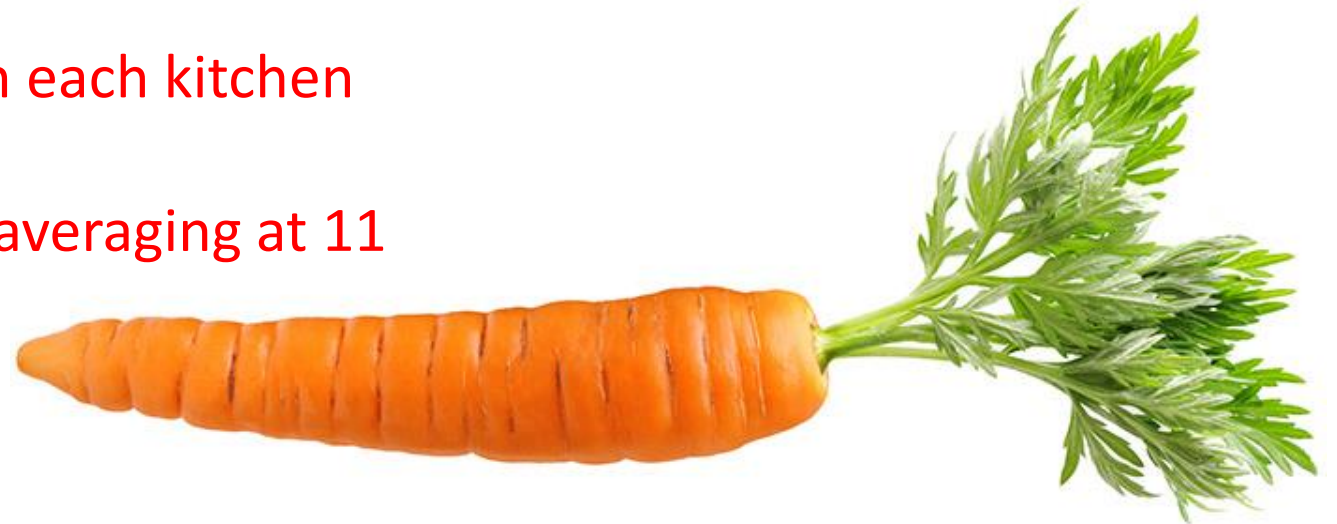
Trading arrangements

- Consortium (until 2019) – cross subsidising between schools, pooled funding
- Cost / meal model (2019 – 2023) – specific cost / meal charged to each school reflective of operational costs for that school. Paid & free meal income retained by schools
- Annual fixed cost (from 2023) – specific to each school based on projected meal numbers (21/22 actuals). Marginal cost applied thereafter (incentivises meal growth)



Financial controls – Labour Productivity

- Maximum weekly hours cap set for all kitchens based on what school is being charged for.
- Natural wastage – constant review of kitchen contracted hours to enable savings to be made without redundancies / reductions to existing staff permanent hours .
- Weekly review of hours worked in each kitchen
- M.P.H ranging from 8.5 to 13 but averaging at 11



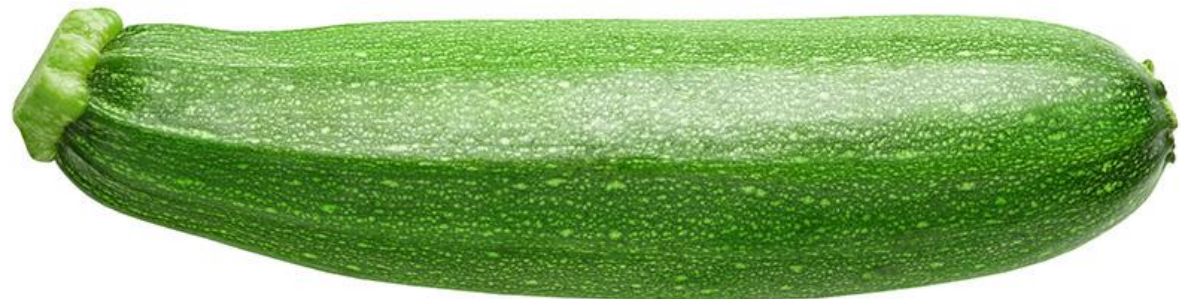
Financial controls – Labour productivity



- Redeployment of some staff where necessary to speed up the labour cost savings whilst protecting employment and earnings
- Simplified menus – less labour intensive, ensuring that menus are popular (not cooking to bin) and keeping control on choice
- Review of working methods at site level – time & motion studies to ensure efficient operations

Financial Controls – food costs

- Pre-ordering to minimise waste
- 5% over – production to allow for spillages – unexpected events
- Auditing regimes to check that recipes followed, production and wastage levels recorded, good stock control in place, portion sizes served as per recipes
- Monthly stocktaking and monitoring of closing stock levels and food cost / meal for each kitchen to identify “hot spots” and target intervention work
- Coaching of Unit Supervisors to heighten financial awareness



Financial Controls – maximising meal uptake

- Meal price to parent set by school (Council guides)
- Weekly tracking meal numbers and % uptake v targets to focus intervention work
- Importance of partnership working with schools – communication is key
- Pupil & parent surveys – market research
- One to one coaching for Unit Supervisors to improve food presentation / cooking standards




Theme days / Promotional Activity



Sunderland City Council

Secondary school branding

Meal deal
£2.40



CURRY BOWL



DESSERT

Meal deal
£2.40



GRAB AND GO

Southmoor Academy
ASPIRE - ACHIEVE - ENJOY

Meal deal
£2.30

Curry bowl, naan & rice + dessert + drink

Sandwich of choice + tray bake + drink

Club lunch meal deal
£2.30

LUNCH TIME

HEALTHY FOOD

MASTER CHEF



YOUR MENU

Curry bowl meal deal £2.30
Curry bowl, naan & rice + dessert + drink

Main meal meal deal £2.30
Main meal + dessert + drink

Grab and go meal deal £2.30
Sandwich of choice + tray bake + drink

Club lunch meal deal £2.30
Sandwich of choice + tray bake + drink

CURRY BOWL	
Curry bowl	£1.85
MAIN MEALS	
Pasta bowl	£1.85
Chicken / tuna pasta pot	£1.55
Jacket potato	£1.50
Jacket potato with filling	£1.85
Filled salad bowl	£1.85
Sandwich basic	£1.55
Filled wrap	£1.85
Soup and roll	£1.60
GRAB AND GO	
Panini	£1.85
Deft sub	£1.85
Pizza slice	£1.60
Toasted sandwich	£1.85
Chips	£1.60
Bacon sandwich	£1.50
Cereal	£0.55
Toast	£0.55
DESSERTS	
Cake / slice	£0.70
Biscuit	£0.60
Donut	£0.60
Waffle	£0.85
Dessert and custard	£0.85
Fresh fruit	£0.40
Freshes / melon	£0.40
Grapes / fruit salad	£0.70
Yoghurt	£0.45
Ice cream	£0.55
Jelly	£0.80
SIDES	
Baked beans	£0.45
Vegetables	£0.45
DRINKS	
Plain Mineral Water	£0.50
Flavoured water	£0.70
Milk	£0.55

YOUR MENU

Meal deal £2.40
Main meal + dessert + drink

Club lunch meal deal £2.40
Sandwich of choice + tray bake + drink

CURRY BOWL	
Curry bowl	£1.95
MAIN MEALS	
Pasta bowl	£1.95
Jacket potato	£1.55
Jacket potato with filling	£1.95
Filled salad bowl	£1.95
Tuna pasta pot	£1.30
Chicken pasta pot	£1.65
Sandwich basic	£1.65
Filled wrap	£1.95
Soup and roll	£1.65
Chips	£1.65
GRAB AND GO	
Panini	£1.95
Deft sub	£1.95
Pizza slice	£1.65
Toasted sandwich	£1.30
Bacon sandwich	£1.55
Cereal	£0.55
Toast	£0.55
Chips	£1.65
DESSERTS	
Cake / slice	£0.75
Biscuit	£0.65
Donut	£0.65
Waffle	£0.90
Dessert and custard	£0.90
Custard	£0.20
Fresh fruit	£0.45
Grapes / melon	£0.65
Fresh fruit salad	£0.75
Yoghurt	£0.45
Ice cream	£0.55
Jelly	£0.85
SIDES	
Baked beans	£0.45
Vegetables	£0.45
Gravy	£0.20
Condiment	£0.10
DRINKS	
Bottled water	£0.55
Radnor fruits	£0.75
Cuplet	£0.55
Milk	£0.55
Disposable carton	£0.20

YOUR MENU

Main meal meal deal £2.40
Main meal + dessert + bottle of water

Curry bowl meal deal £2.40
Curry bowl + tray bake + bottle of water

Club lunch meal deal £2.40
Sandwich of choice + tray bake + bottle of water

Pasta lunch meal deal £2.40
Pasta bowl + tray bake + bottle of water

BREAKFAST / MORNING BREAK	
Sausage / bacon bun	£1.50
Breakfast murrin	£1.25
Pizzelli	£1.60
Hash browns	£1.30
Cheese twist	£0.85
Croissant	£1.00
Bagel	£0.80
Toast	£0.55
MAIN MEALS	
Main meal (one course)	£2.00
Jacket potato	£1.90
Jacket potato with filling	£2.00
DESSERTS	
Hot dessert & custard	£0.90
Cake / traybake / doughnut	£0.90
Jelly / mousse	£0.80
Biscuit	£0.80
Fresh fruit	£0.55
Fruit pot	£0.70
Yoghurt	£0.55
Granola & yoghurt	£0.65
GRAB AND GO	
Chicken burger	£1.75
Beef burger	£1.65
Posh Dog	£1.55
Fish finger sandwich	£1.65
Deft sub sandwich	£1.85
Theo's chicken sandwich	£1.90
Panini	£1.90
Pasta / curry pot	£1.90
Pizza slice	£1.65
Cold sandwiches	£1.60
Cold wraps	£1.80
Chips	£1.60
Chips & curry sauce/gravy	£1.90
DRINKS	
Plain mineral water	£0.70
Fresh fruit juice	£1.00
Flavoured water	£1.00
Milk	£0.70

Southmoor Academy
ASPIRE - ACHIEVE - ENJOY

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Thank you – any questions ?



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