




Focus on Cost Per Serving



1

Today

- What is happening in the produce world right now?
- Cost per serving assessment
- Calendar for the year and menu planning



2

Food Safety

- Second major outbreak of E.coli in 9 months associated with Romaine
 - Why is it always Romaine? It's not.
 - It is really a raw produce problem:
 - Alfalfa Sprouts in 2017
 - Mangoes in 2017
 - Cucumbers in 2016
 - Sprouts (Bean, Clover) in 2014
 - Mangoes in 2012
 - Cantaloupe in 2011
 - Spinach in 2006



3

Why Raw Produce/Leafy Greens?

- Leafy greens are 22% of foodborne illnesses (although that study is now 10 years old)
- Rarely cooked
- Highly irrigated
- Not “smooth surface”; potential for biofilm
 - Resists sanitization



4

How To Stay Safe

- Proper temperature inhibits bacteria growth
- Wash and sanitize your hands and prep stations
- Wash all produce to dislodge bacteria (not perfect, but better than not washing)
- Avoid cross contamination



5

If I Don't Want Romaine, What Are My Options (And Don't Say Iceberg!)

- Best option is Green Leaf Lettuce
 - Romaine: \$0.22 per serving pre-cut
 - Green Leaf: \$0.44 per serving pre-cut
 - Not exactly budget-friendly; need to consider mixing it
 - Cabbage: \$0.10 per serving
 - Spinach: \$0.18 per serving
 - Simple math: 50% at \$0.44 plus 50% at \$0.14 = \$0.29 per serving
 - Greenhouse lettuce: Expect \$0.60 per serving and up



6

The Produce World in November 2018

- Transition of the major growing area from Salinas, CA to Yuma, AZ
 - Normally comes with quality challenges
 - Watch your chopped lettuce items closely; keep tight inventory
 - Why does your supplier miss a “bad bag”?
- A lot of items moving offshore, which means off-DOD
 - Watermelon long gone
 - Cantaloupe and Honeydew
 - Grapes
 - Plums
 - Lowest point in the year for DOD availability



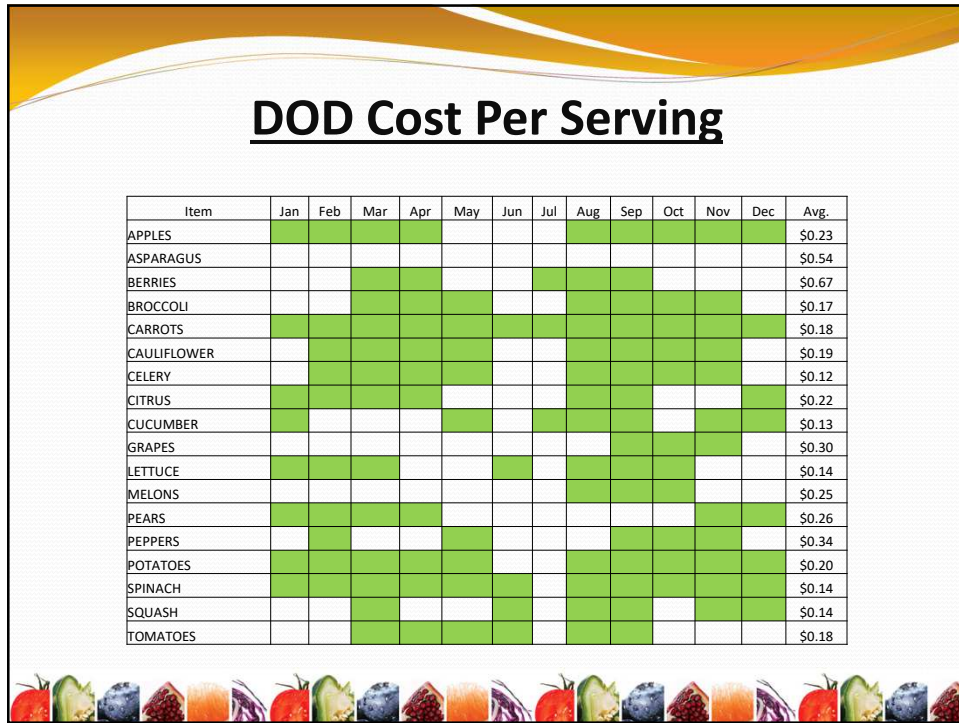
7

Lowering Your Cost Per Serving

- Featuring the right items at the right times of the year can reduce your total budget
- Typical fluctuation high to low can be as much as \$0.05 per serving
- 500 servings at \$0.05 for 175 serving days at 50% effective rate = \$4,375 annual savings




8



9

Returning from Break


- Focus on Citrus: (Oranges roughly \$0.22 per serving; no labor)
- Root vegetables such as Carrots (\$0.18) and Potatoes (\$0.19)
- Cucumbers (\$0.12)
- Cauliflower in February (\$0.18)
- Use Cabbage (\$0.10) and Spinach (\$0.18)



10

Return from break-March


Type	Feature	De-Emphasize
Fruit	Oranges	Berries
Fruit	Clementines	Grapes
Fruit	Apples	Melons
Veg	Potatoes, Beets	Tomatoes
Veg	Cucumbers	Broccoli
Veg	Spinach and Cabbage	Peppers



11

April-June

Type	Feature	De-Emphasize
Fruit	Berries	Clementines
Fruit	Pears	Apples
Fruit	Melons (Non-DOD)	
Veg	Cauliflower	Beets & Root Vegetables
Veg	Broccoli	Cucumbers
Veg		Squash



12

August-mid September

Type	Feature	De-Emphasize
Fruit	Melons	Oranges
Fruit	Plums	Pears
Fruit	Berries	
Veg	Cucumbers	Beets & Root Vegetables
Veg	Peppers	Potatoes
Veg	Squash	Asparagus/Brussels



13

Late-September-winter break

Type	Feature	De-Emphasize
Fruit	Apples	Oranges
Fruit	Grapes	Berries
Fruit	Pears	
Veg	Squash	Cauliflower
Veg	Carrots	Broccoli
Veg	Beets & Root Vegetables	Romaine



14

Conclusions

- Look at your calendar in 4 blocks:
 - August – mid September
 - Menu variety
 - Creative and exciting things for return to school
 - Local
 - Late September-winter break
 - Heavy on Apples, still get lots of variety
 - Pears and Grapes
 - Be sure to wind down reliance on west coast vegetable
 - Return from break-March
 - Citrus time!
 - Lean on Root Vegetables
 - April-June
 - Variety is back
 - End school with a bang; try new things!



15

Non-DOD Ideas



16

Baby Kale

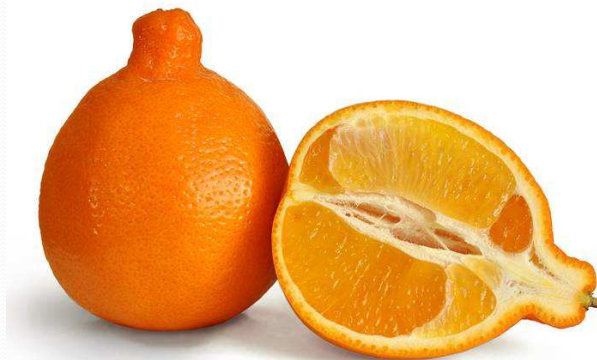
Full Year: Use in Salads: \$0.17-\$0.20 per serving



17

Tangelos

February-April: \$0.17-\$0.22 per serving



18

Rainbow Baby Peeled Carrots

Full Year: \$0.21-\$0.26 per serving



19

Cocktail Heirloom Tomatoes

September-October: \$0.30-\$0.35 per serving



20

