

Lunch Comparison

	<u>Revolution Foods</u>	<u>Lunch On The Go</u>
Lunch Cost	\$3.25	\$2.95
Milk	included	\$0.30
Total Cost	\$3.25	\$3.25
Start Up Cost	\$1,500-\$3,000	\$0.00
Includes	Nutrition Education	employee
	Ultra healthy food	Average healthy food
		Kid friendly food
	On-line ordering	On-line ordering
	Ordering 1 month at at time	Ordering 1 month at a time with 48 hr late lunch order possible.
	Milk included in price	Milk ordering handled separately (volunteer job)

What are we looking for in a lunch program?

Good food that kids like and administratively easy.

Which company provides the healthiest lunches?

Revolution Foods definitely provides the healthiest lunches; however, from what I have heard and experienced, they sometimes go too far. Example: my Mexican dish at the taste testing was made with a corn husk rather than a tortilla. I would not eat it and I would not expect my kids to eat it. I feel that once parents have experienced something like this a couple times, they will stop ordering Revolution Foods lunches. The best healthy food does absolutely no good if it is too extreme and therefore the kids will not eat it.

What are other schools' experiences with Revolution Foods?

Revolution Foods feels that their levels of participation are connected to whether the school allows them to come in and do nutrition education programs. I feel this is not the only driving factor. I believe it has more to do with demographics or parent population lifestyles. Most of the high participation schools are in areas that have a very high free and reduced lunch population. I feel that these kids don't really have a choice about what they are eating. Revolution Foods compares our demographics to Soar Charter School who also has a high participation rate; however, Soar's whole charter concept is centered on 'plant-based eating' and they only give their students the vegetarian options. I do not feel Soar's population can be compared to Ben Franklin Academy's population.

What are our neighbors saying about Revolution Foods?

All of the charter/private schools around us (i.e. Littleton Academy, SkyView Academy, and Mackintosh Academy) who have used Revolution Foods have not been happy with them and have canceled their contracts at the end of one year. I am not sure if American Academy is planning to cancel or keep Revolution Foods but I do know that their participation is very low.

What are other schools' experiences with Lunch On The Go?

Lunch On The Go has 4 clients. Their clients with the number of years they have served them are Cherry Creek Academy (8 years of service), Parker Core Knowledge (8 years of service), North Star Academy (5 years of service), and Southeast Christian School (2 years of service).

North Star principal, Cynthia Haws, says she feels she could not ask for anything more in a lunch provider. She feels that it is key that they provide an employee to be responsible and that Lunch On The Go takes care of all of the ordering.

Southeast Christian School had Mile High Catering in the past. Everything that Mile High provided was pre-packaged. When they asked Mile High to make changes, Mile High said they would make changes, but the next year everything was the same. They did a thorough investigation of their options and chose Lunch On The Go. They have asked Lunch On The Go to make a change and it was done. Very different from their previous experience.

Parker Core Knowledge has been happy with Lunch On The Go, but last year they did a thorough investigation of their options just because it has been awhile since it had been looked at. They decided that Lunch On The Go was still their best option and decided to stay with them.

Lunch On The Go has had 2 schools decide to stop using them (Aurora Academy and another school). Both have been because of free and reduced lunch needs, which Lunch On The Go does not cater to.

Bottom line?

I want our lunch program to be liked by MOST parents and students. I feel that Revolution Foods is too risky with having to spend \$1,500-3,000+ on food warmers and negative reviews from schools with similar demographics and parent population. My recommendation is for Ben Franklin Academy to contract with Lunch On The Go and skip the negative experience that our neighbors have gone through with Revolution Foods.

What is next?

We need to decide if we want to add a fund-raising amount onto the cost of lunch.

Lunch On The Go

<u>Cost (includes milk but it comes separately)</u>	<u>with servers</u>	<u>16 days a month</u>			
Base cost	\$3.25	\$52.00			
Fundraising - \$.10	\$3.35	\$53.60			
Fundraising - \$.15	\$3.40	\$54.40			
Fundraising - \$.20	\$3.45	\$55.20			
Fundraising - \$.25	\$3.50	\$56.00			
Fundraising - \$.30	\$3.55	\$56.80			
500 Students					
	20%	40%	50%	60%	80%
Fundraising - \$.10	\$160.00	\$320.00	\$400.00	\$480.00	\$640.00
Fundraising - \$.15	\$240.00	\$480.00	\$600.00	\$720.00	\$960.00
Fundraising - \$.20	\$320.00	\$640.00	\$800.00	\$960.00	\$1,280.00
Fundraising - \$.25	\$400.00	\$800.00	\$1,000.00	\$1,200.00	\$1,600.00
Fundraising - \$.30	\$480.00	\$960.00	\$1,200.00	\$1,440.00	\$1,920.00

Revolution Foods

Cost (includes milk)	without servers	16 days a month			
Base cost (includes milk)	\$3.25	\$52.00			
Fundraising - \$.20	\$3.45	\$55.20			
Fundraising - \$.25	\$3.50	\$56.00			
Fundraising - \$.30	\$3.55	\$56.80			
500 Students					
	20%	40%	50%	60%	80%
Fundraising - \$.10	\$160.00	\$320.00	\$400.00	\$480.00	\$640.00
Fundraising - \$.15	\$240.00	\$480.00	\$600.00	\$720.00	\$960.00
Fundraising - \$.20	\$320.00	\$640.00	\$800.00	\$960.00	\$1,280.00
Fundraising - \$.25	\$400.00	\$800.00	\$1,000.00	\$1,200.00	\$1,600.00
Fundraising - \$.30	\$480.00	\$960.00	\$1,200.00	\$1,440.00	\$1,920.00
Cost of Employee for 3 hours - 16 days a month					
	\$508.80	\$508.80	\$508.80	\$508.80	\$508.80
Cost of Employee for 4 hours - 16 days a month					
	\$678.40	\$678.40	\$678.40	\$678.40	\$678.40
Profit/loss - 3 hr employee					
Fundraising - \$.10	-\$348.80	-\$188.80	-\$108.80	-\$28.80	\$131.20
Fundraising - \$.15	-\$268.80	-\$28.80	\$91.20	\$211.20	\$451.20
Fundraising - \$.20	-\$188.80	\$131.20	\$291.20	\$451.20	\$771.20
Fundraising - \$.25	-\$108.80	\$291.20	\$491.20	\$691.20	\$1,091.20
Fundraising - \$.30	-\$28.80	\$451.20	\$691.20	\$931.20	\$1,411.20
Profit/loss - 4 hr employee					
Fundraising - \$.10	-\$518.40	-\$358.40	-\$278.40	-\$198.40	-\$38.40
Fundraising - \$.15	-\$438.40	-\$198.40	-\$78.40	\$41.60	\$281.60
Fundraising - \$.20	-\$358.40	-\$38.40	\$121.60	\$281.60	\$601.60
Fundraising - \$.25	-\$278.40	\$121.60	\$321.60	\$521.60	\$921.60
Fundraising - \$.30	-\$198.40	\$281.60	\$521.60	\$761.60	\$1,241.60