

Have you considered switching your afterschool snack program to a complete meal?



A turnkey solution to upgrade your program and increase revenue.

Federal reimbursement for CACFP afterschool meals is now available to programs in all states thanks to the Healthy, Hunger-Free Kids Act of 2010. The rate is nearly 4 times higher than for snacks and USDA has made it easier for Schools to participate.

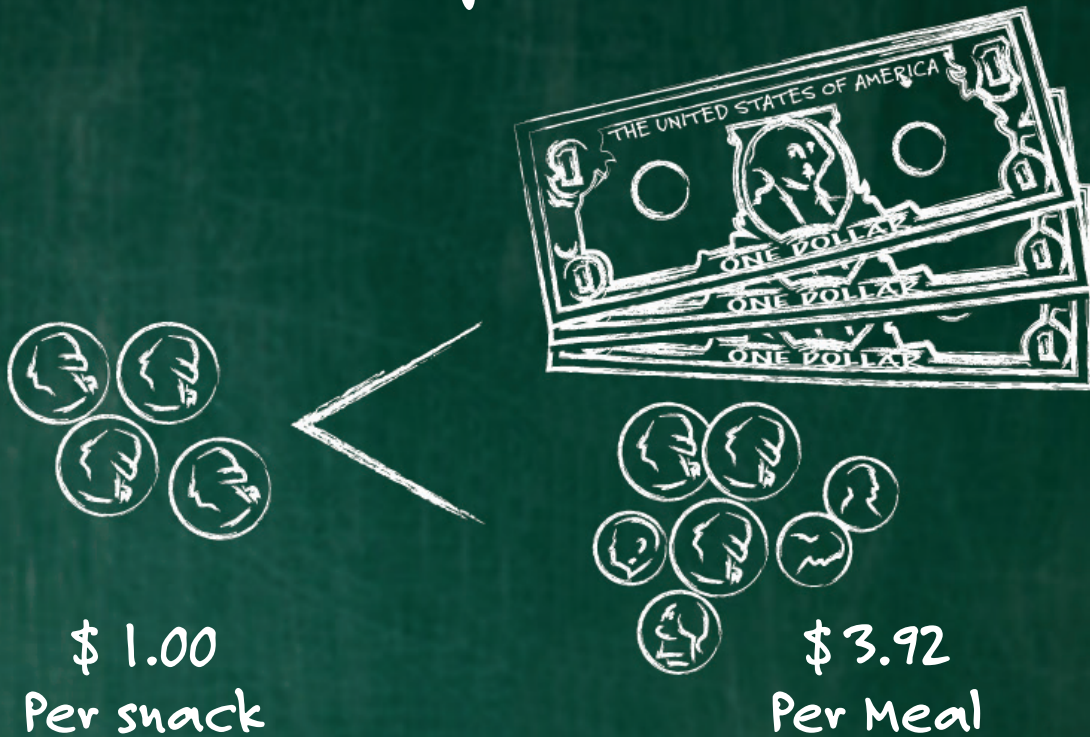
Increase your revenue, reduce child hunger and increase effectiveness of enrichment activities.

E S Foods makes upgrading your program easy.

- **Pre-packaged meals and entrees that qualify for reimbursement when served with milk**
- **Cycle menus and other resources to get your program running**

Call 516.682.5494 for information and assistance or visit esfoods.com.

It's Simple Math.



SAMPLE SNACK

Juice or Milk	\$0.25
Cracker or Graham	0.11
Napkin	0.01
<hr/>	
Total food cost	0.37
Labor (50% of all costs)	0.37
<hr/>	
Total snack cost	0.74
<hr/>	
Federal reimbursement	1.00
<hr/>	
Total reimbursement	1.00
Total snack cost	-0.74
Net gain/(loss) per snack	\$0.26

SAMPLE MEAL

Meal* (min 1 G, 2 M/MA, 1/2-1c F/V)	\$ 2.10
Milk	0.25
Napkin (included)	0.00
<hr/>	
Total food cost:	2.35
Labor (maintain labor cost per meal, at snack cost structure)	0.37
<hr/>	
Total meal cost	2.72
<hr/>	
Federal reimbursement	3.66
Cash in Lieu of Commodities	+ .26
<hr/>	
Total reimbursement	3.92
Total meal cost	-2.72
Net gain/(loss) per meal	\$1.20

*Meal Break w/commodity cheese

For every 2,500 students receiving a meal rather than a snack, over 170 serving days the District receives the following:

Additional federal reimbursements (annual): **\$1,241,000*** (\$1.66 million total)

Additional bottom line contribution (annual): **\$399,500***

*based on SY21/22 Federal Reimbursement Rates

How to — create a simple transition

- Pre-assembled meals (or “enhanced snacks”) are a turnkey solution to upgrade the student offering, using the structure already in place to deliver snacks
- No or minimal additional labor cost per meal is incurred by the Food Services Division when using a vendor-supplied, pre-assembled meal
- Just pack the meals in cooler bags and place for pickup
- The same afterschool personnel that serve the two items for snack can just as easily serve two or three items (milk, a meal kit and possibly fresh fruit) as a meal
- **Product solutions to make serving a meal as simple as serving a snack**



Thaw & Serve

Item Code	Thaw & Serve Meal BREAKS	W/G	CN Equivalent	Serv/Case	Commodity Avail
61920S	Combo Hoagie Sandwich , Applesauce (unsweetened), Juice Breaks Vegetable Juice, 100% Juice	✓	2 m/ma, 2 g, 1/2 c F, 1/2 c V	30 ct	Cheddar
61921	Crustless Peanut Butter & Grape Jelly Sandwich , String Cheese, Strawberry Applesauce (unsweetened), Cheez-Its®, Juice Breaks Vegetable Juice, 100% Juice	✓	2 m/ma, 2 g, 1/2 c F, 1/2 c V	30 ct.	Mozzarella
61925	Turkey & Cheese Hoagie Sandwich , Applesauce (unsweetened), Juice Breaks Vegetable Juice, 100% Juice	✓	2 m/ma, 2 g, 1/2 c F, 1/2 c V	30 ct	Cheddar
61938	Italian Combo Wrap , Strawberry Applesauce (unsweetened), Juice Breaks Vegetable Juice, 100% Juice	✓	2 m/ma, 1 g, 1/2 c F, 1/2 c V	30 ct	Cheddar
61948	Turkey Ham & Cheese on Split Wheat Bun , Applesauce (unsweetened), Juice Breaks Vegetable Juice, 100% Juice	✓	2 m/ma, 1 1/2 g, 1/2 c F, 1/2 c V	30 ct	Cheddar
61949	Crustless SunButter & Grape Jelly Sandwich , String Cheese, Strawberry Applesauce (unsweetened), Juice Breaks Vegetable Juice, 100% Juice	✓	2 m/ma, 1 1/2 g, 1/2 c F, 1/2 c V	30 ct	Mozzarella
61950	Breaded Chicken on Wheat Bun , Strawberry Applesauce (unsweetened), Juice Breaks Vegetable Juice, 100% Juice	✓	2 m/ma, 3 g, 1/2 c F, 1/2 c V	30 ct	—
61952	Breaded Chicken on Waffle , String Cheese, Strawberry Applesauce (unsweetened), Juice Breaks Vegetable Juice, 100% Juice	✓	2 m/ma, 1 1/2 g, 1/2 c F, 1/2 c V	30 ct	Mozzarella
61953	Turkey Pizza Sub Sandwich with Cheese & Sauce , Applesauce (unsweetened), Juice Breaks Vegetable Juice, 100% Juice	✓	2 m/ma, 2 g, 1/2 c F, 1/2 c V	30 ct	Cheddar
61954	Crustless Peanut Butter & Strawberry Jelly Sandwich , String Cheese, Strawberry Bites, Applesauce (unsweetened), Juice Breaks Vegetable Juice, 100% Juice	✓	2 m/ma, 2 g, 1/2 c F, 1/2 c V	30 ct.	Mozzarella

Shelf Stable

Shelf Stable Meal BREAKS					
61401	Chicken Salad , Wheat Crackers, Strawberry Applesauce (unsweetened) Juice Breaks Vegetable Juice, 100% Juice	✓	2 m/ma, 1 1/4 g, 1/2 c F, 1/2 c V	30 ct	—
61402	Skippy Peanut Butter and Jelly Pack , Sunflower Seeds, MJM Honey Grahams, Apple Sauce (unsweetened), Juice Breaks Vegetable Juice, 100% Juice	✓	2 m/ma, 1 g, 1/2 c F, 1/2 c V	30 ct	—
61404	Butterball Turkey Stick , Sunflower Seeds, Mini Cinnamon Grahams (WG), Applesauce (unsweetened), Juice Breaks Vegetable Juice, 100% Juice,	✓	2 m/ma, 1 g, 1/2 c F, 1/2 c V	30 ct	—
61406	Cheese Stick , Beef Stick, Cheez-It® Crackers (WG), Strawberry Applesauce (unsweetened), Juice Breaks Vegetable Juice, 100% Juice	✓	2 m/ma, 1 g, 1/2 c F, 1/2 c V	30 ct	Cheddar
61410	Cheese Cup , Sunflower Seeds, Wheat Crackers (WG), Raisins, Juice Breaks Vegetable Juice, 100% Juice	✓	2 m/ma, 1 1/4 g, 1/2 c F, 1/2 c V	30 ct	Cheddar
61411	Sun Butter w/ Jelly Pack , Cheese Stick, Wheat Crackers (WG), Raisins, Juice Breaks Vegetable Juice, 100% Juice	✓	2 m/ma, 1 1/4 g, 1/2 c F, 1/2 c V	30 ct	Cheddar
61417	Roasted Red Pepper Hummus , Sunflower Seeds, Wheat Crackers (WG), Raisins, Juice Breaks Vegetable Juice, 100% Juice	✓	2 m/ma, 1 1/4 g, 1/2 c F, 1/2 c V	30 ct	—
61418	Cheese Stick w/ Marinara Sauce , Wheat Crackers (WG), Strawberry Applesauce (unsweetened)	✓	2 m/ma, 1 1/4 g, 1/2 c F, 1/2 c V	30 ct	Cheddar
61419	Cheese Cup w/ Salsa , Sunflower Seeds, Wheat Crackers (WG), Apple Juice 100% Juice Pouch	✓	2 m/ma, 1 1/4 g, 1/2 c F, 1/2 c V	30 ct	Cheddar
61435	Jack Links Sweet BBQ Chicken Bites (white meat) , Sunflower Seeds, Cheez-It® Crackers (WG), Raisins, Juice Breaks Vegetable Juice, 100% Juice	✓	2 m/ma, 1 g, 1/2 c F, 1/2 c V	30 ct	—
61437	No Nut Butter , Sunflower Seeds, Strawberry Bites, Applesauce (unsweetened), Juice Breaks Vegetable Juice, 100% Juice	✓	2 m/ma, 1 g, 1/2 c F, 1/2 c V	30 ct	—
61445	Beef Stick (clean label) , Sunflower Seeds, Cheez-Its®, Crackers (WG) Raisins, Juice Breaks Vegetable Juice, 100% Juice	✓	2 m/ma, 1 g, 1/2 c F, 1/2 c V	30 ct	—

Heat & Serve

Hot Meal BREAKS					
61853	Hot MB Macaroni & Cheese w/Carrots	✓	2 m/ma, 1 g, 1/2 c V	48 ct	Cheddar
61857	Hot MB Veggie Chili w/Spanish Rice	✓	2 m/ma, 1 1/4 g, 1/2 c V	48 ct	—
61860	Hot MB WG Penne Alfredo w/Carrots & Peas	✓	2 m/ma, 1 g, 1/2 c V	48 ct	Mozzarella
61862	Hot MB Lasagna with Veggie Sausage Crumbles (vegetarian)		2 m/ma, 1 g, 1/2 c V	48 ct	Mozzarella

Shelf Stable

Shelf Stable Snack BREAKS					
61275	No Nut Butter , Strawberry Bites (WG)	✓	1 m/ma, 1 g	30 ct	—
61279	Roasted Red Pepper Hummus , Wheat Crackers (WG)	✓	1 m/ma, 1.25 g	30 ct	—
61280	Cheddar Cheese Stick , 6 oz. Apple Juice,		1 m/ma, 3/4 c F	30 ct	Cheddar
61282	Animal Crackers Original (WG), 6 oz Fruit Punch, 100% Juice	✓	1 g, 3/4 c F	30 ct	—
61288	Mini Cinnamon Animal Grahams (WG), 6 oz Apple juice	✓	1 g, 3/4 c F	30 ct	—
61289	Cheez-It® Cracker (WG), 6 oz Fruit Punch, 100% Juice	✓	1 g, 3/4 c F	30 ct	—
61290	Strawberry Bites (WG), 6 oz Apple Juice	✓	1 g, 3/4 c F	30 ct	—