



**Graduation Day**

**Who:** Food Service Directors

**Where:** Madison-Oneida County BOCES, Verona, NY

**When:** Four 4-day sessions during July/August



Questions?

518-473-8781

[www.cn.nysed.gov](http://www.cn.nysed.gov)

**NYS Education Department's  
Managing Your Child  
Nutrition Program**



**Dinitto's Dairy Farm Tour**



New York State Education Department

This institution is an equal opportunity provider.

**Provides 15 training hours of required  
School Nutrition Program Training**

**Register online at:**

[www.cn.nysed.gov](http://www.cn.nysed.gov)

**Go to [www.cn.nysed.gov](http://www.cn.nysed.gov) to apply!**



## Financial Management

- Meals per Labor Hour
- Calculating Revenue
- Determine Direct Costs
- Meal charge policy
- Budgeting
- Meal equivalents
- Paid Lunch Equity
- Non-Program Food



## Communication

- Customer Service
- Signage
- Professionalism
- Program Image
- Public Relations
- Non-verbal communication

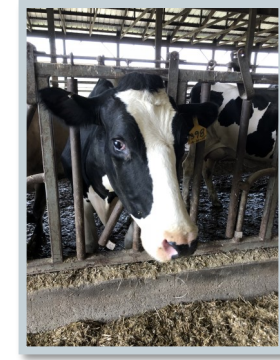


## Menu Planning and Costing

- Meal Pattern Requirements
- Costing Menus
- Inventory
- USDA Foods
- Non-Program Food Costs
- Student Allergies

*Experienced Food Service Directors conduct the classroom instruction workshops during 4 weeks in July and August.*

*Lodging, meals, training and all materials are provided at no cost to you or your school district. Transportation to Madison Oneida BOCES is not included.*



## Procurement & Farm to School

- Procurement Methods
- Bids and Specifications
- Targeting Local Food
- Farm Visit

## Marketing

- Eye Appeal
- Customer Service
- Promotion
- Themes, Taste Tests & Garnishes
- Focus on Fruits and Vegetables

