

# DAKOTA 10: SHARED SERVICES PILOT

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## BACKGROUND (WHY BRANDON VALLEY ASKED)

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### Why

- Many school food service departments lose money annually
- Brandon Valley felt the need for an Assistant Director/ Registered Dietitian
- Desire to assist others in need through past leadership experience

### Big Idea: Shared Services

- Create a pilot (secure funding and demonstrate value)
- Improved menu planning, increased buying power, lower purchasing costs

### How

- Relationships fell into place
- Small rural district school lunch programs are led by the Business Manager
- Relationships made with district leadership – Superintendents and Business Managers
- First step was five districts formed a buying group before project was officially funded

## SHARED SERVICES: DAKOTA TEN

District	Free/Red %	District Enrollment	Area Population
Chester	21%	598	261 (pull from rural area)
Colman-Egan	28%	278	582 (Colman) 271 (Egan)
Deubrook	18%	384	491
Howard	23%	358	760
Lake Preston	38%	188	556
Menno	36%	277	729
Montrose	15%	249	443
Oldham-Ramona	33%	178	120 (Oldham), 210 (Ramona)
Rutland	42%	175	205
Sioux Valley (Volga)	15%	666	2020

## SHARED SERVICES: NUTRITION & BUSINESS COLLABORATION

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### Menu writing and nutritional analysis

- Cycle menus
- Procured menu application
- Monthly Newsletters

### Business Operations

- Buying group savings
  - Market basket: 3.2%
  - All other purchases: 14%
- Training Strategies
  - Zoom group, on site, phone calls, compliance and civil rights
- Switch to FREE meals for all students across all meal patterns
- Data Analysis
  - Tracking meals per labor hour, participation rates
- A la Carte Sales
  - Addition of extra sales

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**KIDS AT THEIR BEST**

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MEETING PEOPLE  
WHERE THEY ARE

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OUR STAFF IS  
THE  
COMMUNITY

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WE TOOK A  
PROBLEM  
AND  
MADE IT INTO  
OUR SOLUTION

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# NEXT LEVEL

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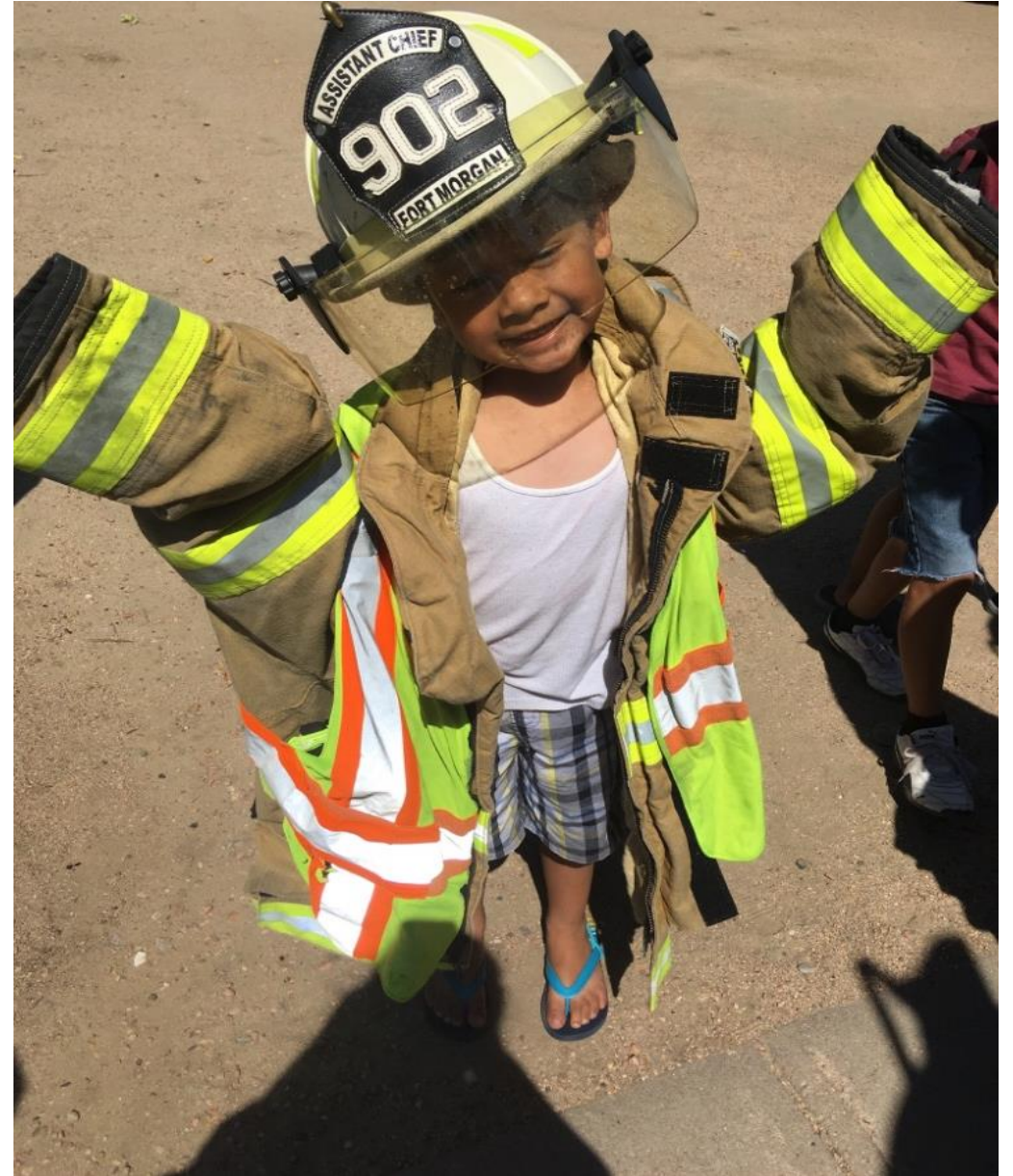














# The Journey of Cumberland PATH



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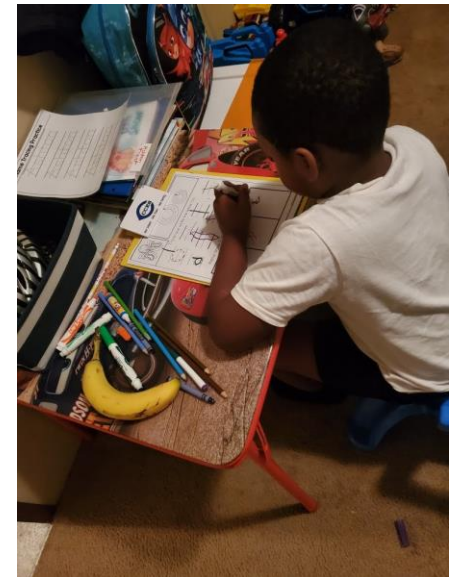
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# What is Cumberland PATH?

Pilot program providing \$40/month for fresh/frozen fruit & vegetables to households in Cumberland County, VA with young children and/or older adults



## Why Cumberland PATH?

On feeding your family over the course of the month...

We kind of squeeze through. The end of the month is kind of tight and we're like, "Okay, you can go in there and eat a peanut butter and jelly sandwich." Because we have lots of peanut butter and jelly. "Eat a peanut butter and jelly sandwich and it'll be okay."

Do you feel like you are able to get the kind of food that you would like to....?

I'm finding that the healthier options, which are like the fruits and the vegetables and the things like that, they tend to be more expensive than going out there and buying your junk food, you chips and cookies and things like that.

In Patricia's words....

What's changed in your community?

And that place took food stamps, and I could go there and buy milk and bread if I needed to, on a quick thing. Now I got to go 20 minutes to Dollar General. And I don't get produce or anything there. So if I know I'm going to need bell pepper or onion or anything like that, you're up for Walmart.

Anything else important about the bigger picture of food and feeding your family?

It's just the ease of getting to a grocery store is hard, because, like I said, the nearest real grocery store is about 30 minutes that way. 20 minutes to the dollar store, but they don't have produce, so therefore, the healthier options would not be there, so. But yeah, the ease of getting to a grocery store and then budgeting it out trying to get through the month.

## Who is Cumberland PATH?      We are.....

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### Cumberland Community Cares



- Boots on the ground: Paula!
- Input from and/or collaboration with: Local families, local School District, Board of Supervisors, SNAP-Ed agent
- Vendor Network
  - Midway Market, Bear Creek Market, Center for Rural Culture, Sunnyside Farm, Pineview Bulk Food and Deli, Country Corner, Kroger
- Cumberland PATH Participants





## Early Learnings of Cumberland PATH

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- Feasibility of f/v voucher program in rural community without a large, full-service grocery store?
  - Proof of concept
- Challenges
  - Seasonal differences in availability
  - Tension between local investment and consistent access to variety of high-quality, affordable F&V
- Next Steps

