



District Financial Calculation Worksheet

Step 1

Visit www.NutritionExplorations.org/sfs/schoolmilk_calculator.asp for an online, user-friendly calculator tool to determine if adopting the New Look of School Milk model increases your overall school meal program costs.

Step 2

- If the online tool shows no additional costs, contact your local Dairy Council for assistance with implementation.
- If the online tool shows an increase in overall costs, use this worksheet to help identify how to provide milk in plastic containers — the packaging that 9 out of 10 students prefer!

NSLM Implementation cost from calculator model (suggest printing out results) \$ _____

Option A: Increase meal price(s)

Paid lunches served previous year: _____ X proposed increase \$ _____ = \$ _____

Paid breakfasts served previous year: _____ X proposed increase \$ _____ = \$ _____

Subtotal additional revenue generated: \$ _____

Option B: USDA commodity allocations increased

Average Daily Participation increases based on New Look Pilot results: You will find these ADP increases calculated as part of the online calculator tool.

Secondary ADP increase (5%): _____ X commodity rate \$ _____ = \$ _____

Elementary ADP increase (1½%): _____ X commodity rate \$ _____ = \$ _____

Subtotal additional revenue generated: \$ _____

Option C: Increase a la carte prices

Select the top selling a la carte product(s) from the previous year:

Product Name _____ # sold/yr _____ X proposed price increase \$ _____ = \$ _____

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Product Name _____ # sold/yr _____ X proposed price increase \$ _____ = \$ _____

Subtotal additional revenue generated: \$ _____

TOTAL revenue generated with implementation (Add subtotals from Options A, B & C) \$ _____

Step 3

Calculate the bottom line (subtract total additional revenue from calculator costs). \$ _____

If costs are still not met, go back and review the options that you have included.

Keep in mind that enhancing the milk package will increase the number of students choosing and drinking more milk. The New Look of School Milk can also help with implementation of local wellness policies by improving one of the Food Groups to Encourage as outlined in the *2005 Dietary Guidelines for Americans*.

