

# **SANDWICHES AND SALADS...Kicking it Up a Notch**

**Michelle Curry, Director of Food and Nutrition  
South Pasadena USD**



# About My District...



- Three Elementary (\$3.00),
- One Middle School (\$3.25-\$3.75)
- One High School (\$3.25-4.00)
  - Have two additional contracted sites
- **12% Free and Reduced**
- Only 5 employees over 5 hours
- **Serve about 1600 meals (lunch) per day PLUS 500 meal equivalents with our a la carte program.**
  - = 24% Revenue is a la carte.
  - Serve about 36% of students
- **Only seniors in good standing can leave campus**

# About My Background

- Attended South Pasadena Schools
- My children were attending when I started

Attended Culinary School in SF

Pastry Chef



Taught Cooking/ Caterer



Returned to College: Food and Nutrition Degree



School Food Service for 13 years

Over 25 years in Food Industry



# What I've Learned...

## ...What they Want



- **McDonald's Taught me Consistency**



- **Serving taught me customer service**
- **My love of food and eating taught me that CHOICE MATTERS**

- **Culinary Revolution has changed eating**
- **Exposure to ethnic foods is common**
- **Variety is King**
- **Keep trying new things...if it isn't working MOVE ON!**



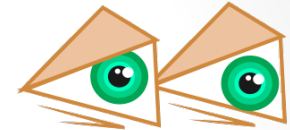
# Know your Customer

- Every district is a little bit different, but they all want **GOOD TASTING FOOD**
- **Parents in SPUSD are watching!!**
  - A la carte at the elementary sites is minimal
  - We still have chicken nuggets and corn dogs, but we serve a large variety over the month.
- **Order in bulk (Not packaged) if it is a pre-made item. We wrap it ourselves (secondary sites). Burritos and PB & J Uncrustables are the only exceptions.**
- **When it isn't homemade *give the ILLUSION* that it IS!**
- **Pizza will always be popular**
- **Food must have visual appeal and be CONSISTENT**

# What My Staff Knows about ME???

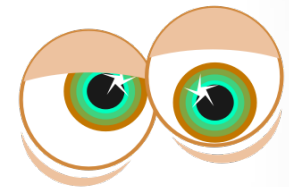
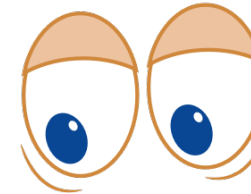
- I'm always **TASTING** the products.

- I eat our food for lunch **EVERY DAY**
- I taste fillings (Tuna/ Egg)



- I'm **PICKY!** (In a good way)

- The food must have flavor
- The food must be consistent
- The food must look appetizing and be packaged with **LOVE** (no squished bread/ no dry spots)
- I always like the menu item they take off the menu!!



- When you **RAISE THE BAR** with your **STAFF**

- They take Pride in what they are preparing
- The students will have more respect for those serving them

# Sandwiches-Elementary

- **Deli Variety** (1-2 times per week as second choice)

- 4 inch **WG Hoagie** from Shannon's
- **Turkey, Turkey Ham, Tuna and Egg**
- **Cheese, Romaine lettuce, Mayo**



- **Toasty Ham and Cheese Sliders**

- **Shannon's Aloha roll**
- **Turkey Ham, American cheese**
- **Served Warm and Toasted**

# Sandwiches-Elementary

- **Toasted Cheese on WG Flatbread**
  - **No more “Grilled Cheese Sandwich”**
  - **Father’s Tables Flatbread**
  - **Swiss and American cheeses**
  
- **Turkey Ranch Wrap (Low sales)**
  - **Lavash**
  - **Turkey, Romaine, Shredded Cheese, Olives, Ranch**
  - **Looking at doing a “Popcorn Chicken Wrap”**



# Sandwiches-Secondary

## Deli/ Wrap Sandwich Variety

### • Bread Variety

- Shannon's Ciabatta Rolls
- Whole Grain Bread
- Knot Buns WG
- Lavash WG

### • Meat Variety

- Turkey, Turkey Ham
- Italian Combo
- Tuna (add basil)
- Egg
- Veggie: Cheese only

### • Cheese Variety

- Swiss
- Cheddar
- Jalapeno Jack

### • Lettuce

- Romaine
- Arugula
- Spinach

### • Labels

- Sandwich bags or Clear Wrap



**Shannon's WG Ciabatta  
Browned Turkey-Tyson  
Swiss Cheese  
Arugula**



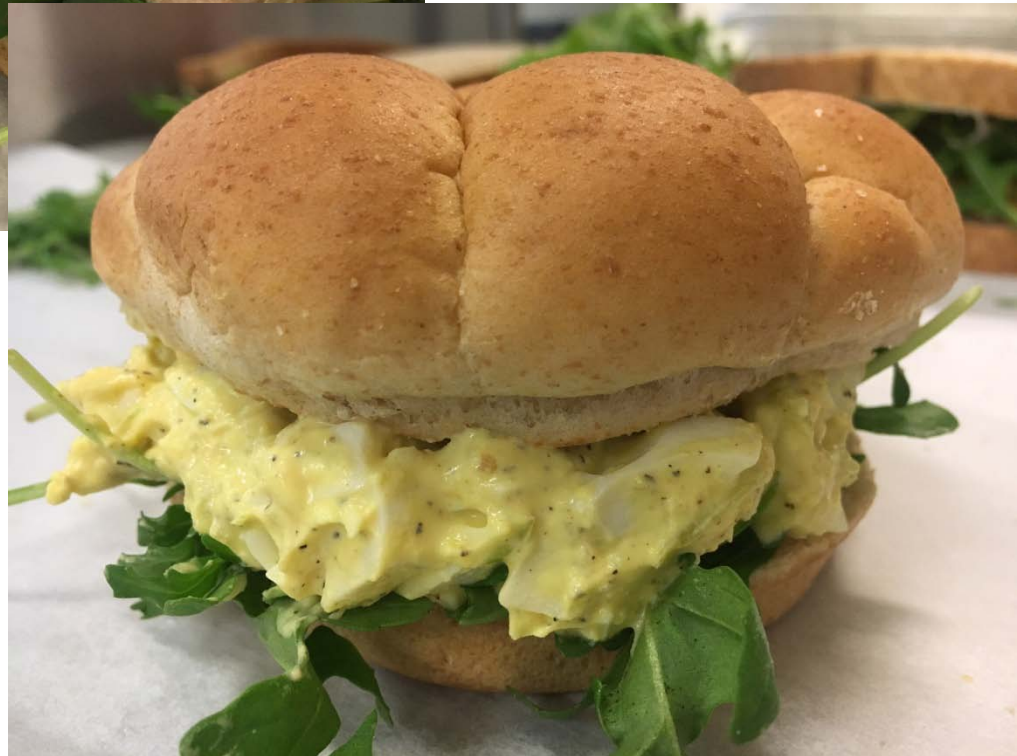
**Cottage Hearth 9-Grain  
Spinach  
Egg, Turkey or Tuna**



**Galassos WG Knotted  
Bun  
Egg Salad  
Tuna  
Arugula**

**IDEAS:**

**Each filling has *Signature*  
Bread  
Variety of Lettuces  
Pickles/Tomatoes/Mustard**



**SO MANY  
VARIATIONS!!**

**Turkey Wrap  
WG Lavash  
Turkey, Olives, Spinach,  
Ranch  
(Complete Meal)**



# Hot Sandwiches- High School

- **3-4 week Rotation**
- **Labor Intensive**
- **Higher Food Cost**
  - **Balances out**
- **Pair it with quick-Cook n Serve Items**  
**(Tenders/Corn Dogs OR on Pizza Day (Pizza Hut))**

- **Prep 50-70 depending on the popularity (20% of total entrees)**
- **Available at one station**
- **Combo Only (tiered pricing)**
- **Established Trust so new items move easily**

# Meatball Marinara Hoagie



# CheeseSteak Hoagie w/ Queso Blanco





# Toasted Ham & Cheese Panini



# **Hot Turkey Pastrami w/ Pickles and Mustard**

# Other Hot Sandwiches

- **Tuna Melt on Flatbread or WG Sourdough**
  - Toast bread w/ Buttermist
  - Use cheddar cheese
- **Santa Fe Chicken Burger w/ Green Chile**
  - Jalapeno Jack
  - Onion Rings
- **Shrimp or Chicken Po Boy**
  - Shrimp Poppers or Hot and Spicy Popcorn Chicken
  - Douse with Crystal Hot Sauce
  - Make a "Quick" Remoulade (Mayo, Parsley, Lemon Juice, Garlic)
  - Tomato, Pickle and Lettuce cup on the side
- **Cuban Pork Sandwich**
  - Shredded Pork, Ham slices, Swiss Cheese (top and bottom!)
  - Pickles, Mustard
- **BBQ Beef Sliders**
  - Aloha Bread w/ Pickled Onions

# Entrée and Side Salads

- **Traditional and Trendy**
- **Secondary- Good sized Portion**
- **Container Equals a Complete Meal**
- **Charge 50 cents more**
- **Changes Daily**
- **16-22 Per Day** (higher calories)

## MAJOR FAILS...

- **Every type of SLAW imaginable** (because I love them)
  - Southwest
  - Broccoli
  - Tangy Ranch
  - Asian (\*high school OKAY)
- **SW Corn & Bean Salad**
- **I didn't give up easily...**

# Chinese Chicken Salad



**Shredded lettuce, Red &  
White Cabbage, lettuce,  
Carrots  
Mandarin Oranges  
Chicken tossed in  
Dressing  
Cucumbers & Cilantro  
Asian Sesame Dressing**

# Chicken Caesar

(also side @ Elementary - no chicken)



**Chicken Tossed in  
Caesar Dressing  
Romaine  
Cherry Tomatoes  
Shredded Parmesan  
Caesar Dressing**

**Plus Croutons =  
Three Full  
Components!**

# Turkey Chef's Salad

**Crunchy Romaine  
Browned Thick Slice Turkey  
Egg, Cheese, Carrots  
Tomato and Cucumber  
Crackers**



**Plus Croutons =  
Three Full  
Components!**



# Asian Noodle w/

# Chicken

**Three Full  
Components!**

**Try  
Tossing  
Salads!!**

**WG Spaghetti  
Chicken Cubed  
Shredded Carrot  
Mandarin  
Oranges  
Edamame  
Cilantro  
Marzetti's Asian  
Sesame Dressing**



# Tangy Kale (Vegetarian)

**Plus WG Roll=  
Three Full  
Components!**

**MAKE  
AHEAD!!**

**Kale Mix w/ Brussel Sprouts  
Shredded Red Cabbage  
Julienne Red Bell Peppers  
Mandarin Oranges  
Sunflower Seeds/ Mozz  
Cheese  
Zesty Citrus Dressing**



# Side Salad Meets REGS!!

## High School

$\frac{1}{2}$  Cup Dark Green  
 $\frac{1}{8}$  cup: Red/Orange; Legumes;  
Starchy; Other  
Five Days a Week

## Elementary

$.375$  Cup Green  
 $\frac{1}{8}$  Cup Red/Orange  
 $\frac{1}{8}$  Cup Legumes  
4-5 Days a Week



# Fruit Cups and Parfait

**16 oz Fruit Cup**

**\$2.50**



# Salads In The WORKS...

- **Thai Something**
- **Tofu Something**
- **Vegetarian**
- **Spinach w Feta and Craisins and Almond  
(Vegetarian)**
- **Baby Greens w/ Turkey Strips, and Lemon  
Vinaigrette**


# Other Fast Scratch Items...



**FRESH TOMATO W/  
BASIL "PESTO"**

# BBQ CHICKEN PIZZA





**Mexican Style Corn  
w/ Lime Juice, Mayo,  
Parmesan and Tajin**

**THANK YOU!!**

**MCURRY@SPUSD.NET**