

# Walker Quality Services

**School Nutrition Conference  
Making Your Program Solvent  
through P & L Tracking  
June 29<sup>th</sup>, 2009**

## Goal P & L Session

- Share insights on Accountability
- Discuss spreadsheets for Tracking Information
- Be able to tailor Documents for your team
- Educate staff on Importance of their jobs
- Customize Goals for your program and share best practices
- Take away Ideas for continuous improvement

## *Communications and Training*

- Employee meetings-Huddle Up, Share Info, Buy In
- One-on-one meetings-Garbage In, Garbage out
- Excel training-Encourage professional growth
- Communicate goals to staff and administration
- Move managers from high to low maintenance
- Develop Bench Strength

# *Profit and Loss Tracking*

- Copy of Monthly P&L statement.xls
- Comparison P & L(1)(1).xls

## *Creating the Road Map*

- Increase program participation over prior years
- Improve revenues over prior years
- Decrease food and labor costs
- Improve food presentation and equipment
- Implement new food standards, recipes, and menus
- Expand menu variety and add more fruits, vegetables, cultural foods, and cookouts
- Improve safety and sanitation practices
- Implement monthly tracking and financial worksheets

## Contact Information

**Alfred Walker**

**President**

**Walker Quality Services**

**P.O. Box 1568**

**Richmond, Texas 77406**

**281-545-1064 Office**

**832-892-4404 Cell**

**[alfred@walkerqualityservices.com](mailto:alfred@walkerqualityservices.com)**

**[www.walkerqualityservices.com](http://www.walkerqualityservices.com)**