

# Case Study

## Charleston County School District



### Overview

Charleston County School District is South Carolina's second largest school district. CCSD has an enrollment of more than 42,000 students in 86 schools spread over an area of nearly 1,000 square miles. Each day CCSD Food Services' 400 employees serve 30,000 meals to an economically diverse student population

**"It's my confidence in Meals Plus that really makes the difference"**

**-Walter Campbell  
Food Service  
Director**

### Follow Up with Walter Campbell

Charleston's child nutrition program was using another software system, but found consistent discrepancies between necessary and daily reports. Sales Analysis, Receipts and Collections, Charge and Prepayment, and Participation reports rarely, if ever, matched up with the accounting reports, resulting in painstaking efforts to reconcile revenue and expenses. Troubleshooting these inaccuracies with the software provider, Mr. Campbell was simply told, time and again, "It's an anomaly." It wasn't helpful.

So four years ago, he began comparing alternative school cafeteria software systems, and after an exhaustive review, selected Meals Plus. Now, in addition to easily reconciled reports, Mr. Campbell can analyze individual school participation and revenues, rely on Meals Plus menu planning to match the products on the South Carolina Alliance Bid and count on the Meals Plus lunch application process to synchronize with his Meals Plus prepay program.

Furthermore, every day at 3:00, Mr. Campbell runs his daily reports. The information from the day's meals served is automatically analyzed into a sales analysis with revenue summary that reconciles receipts and collections. "It's the push of a button," he says. Plus, he can track participation at any given school, drill down to participation in a given classroom and understand in real time what's contributing to his numbers.

And, supervisors and cafeteria managers know he has this level of oversight. They understand that with Meals Plus inventory, he can track when a product is ordered, received and used. The result is better control of Charleston's food costs as he better manages loss (no longer a problem) and has statistics to help him negotiate prices with food vendors. "Given Meals Plus reporting and tracking, my food costs have remained stable for the past three years, even in this period of higher food and transportation costs," he says.

Mr. Campbell is now in the middle of budgeting for the coming school year. What was a laborious part of this process, revenue projections that are broken down into 80 schools and 16 sub categories, is now "less than a 10 minute task," he says. But even more valuable to Mr. Campbell is the reliability of the overall system. "It's not the broad capabilities of Meals Plus, but more my confidence in its accuracy, timeliness and reliability. It's my confidence in Meals Plus that really makes the difference."