



UNIVERSITY of CANTERBURY
**STUDENTS'
ASSOCIATION**

Ākonga tū, ākonga ora

KA ORA, KA AKO

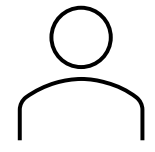
WHEN COMMERCIAL MEETS COMMUNITY

JEREMY HANNA
DIRECTOR, COMMERCIAL OPERATIONS





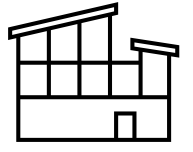
UNIVERSITY OF CANTERBURY



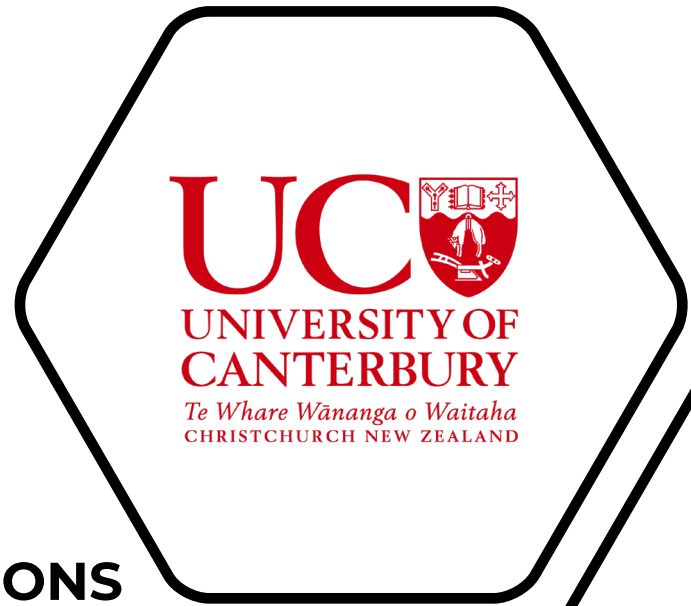
STUDENTS
20,919



STAFF
5,276



CAMPUSES
2



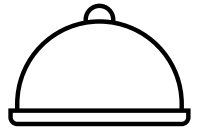
UCSA | COMMERCIAL OPERATIONS



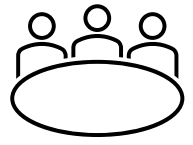
CAFES



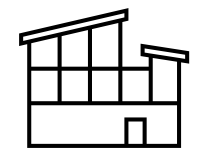
BARS



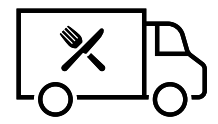
CATERING



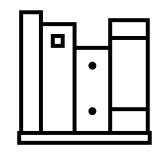
CONFERENCE &
EVENT
CENTRE



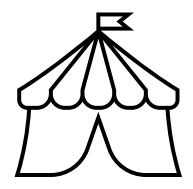
FACILITIES
MANAGEMENT



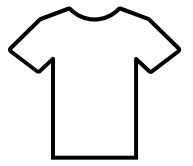
WHOLESALE
KITCHEN



BOOKSHOP



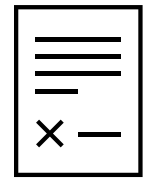
HIRE
BUSINESS



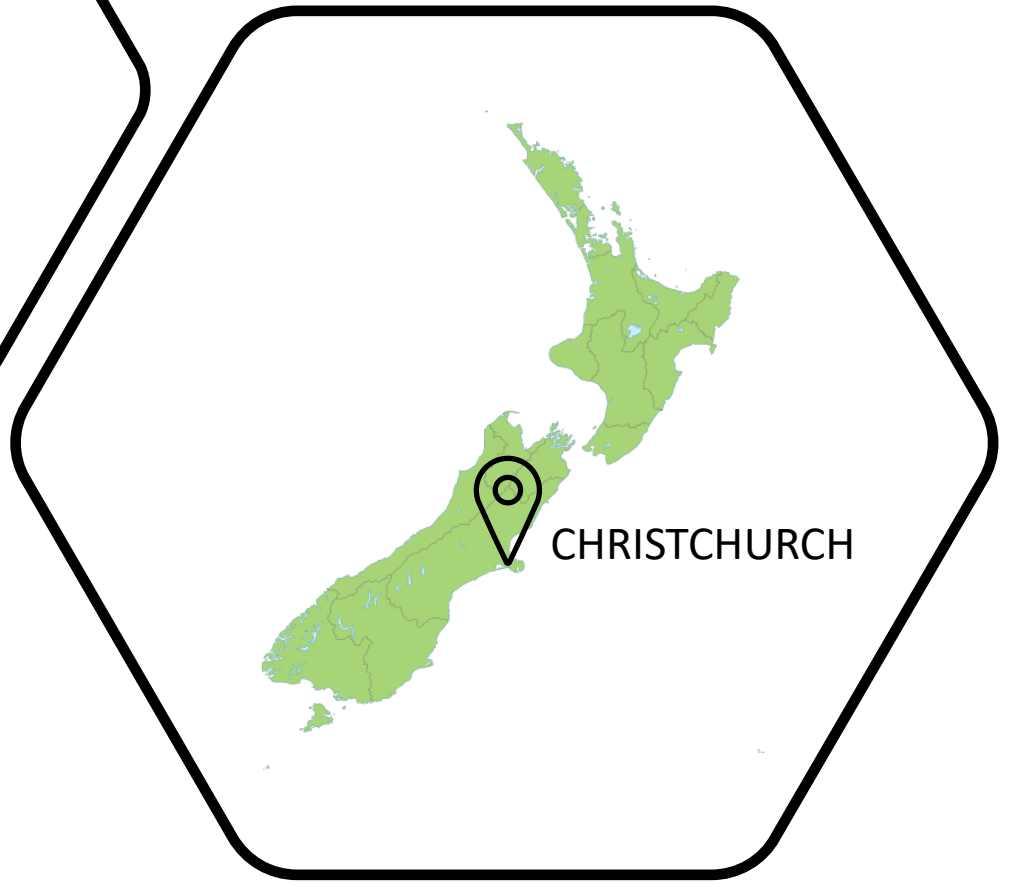
RETAIL



MILKMAN



CONTRACT
MANAGEMENT





KA ORA, KA AKO

“Live & Learn”

- NZ Government initiative
 - Deliver a healthy and nutritious lunch to communities facing greater socio-economic barriers
 - Piloted with in-school kitchens and chefs in each school
-
- Rapid rollout
 - Government tender by region
 - End-to-end solution required including distribution & waste management
 - Maximum price \$5 small | \$7 large
 - Menu must be compliant with Ministry of Health nutritional criteria



NUTRITIONAL REQUIREMENTS

Traffic Light System approach – Green, Amber & Red

All meals must be minimum 75% green, no more than 25% amber & contain no red items
Amber items can be used no more than twice per week



Brown Rice
Wholegrain Bread Products
Wholegrain Pasta
Lean Meats (fat removed)
Beans
Lentils
Vegetables
Tofu
Fish (steamed / baked)
Reduced fat dairy (small quantities)



Baked Products (under 40gm)
Items with HSR <3.5
Low fat, unsweetened dairy products
Chicken with skin
Sushi
Lite coconut cream / milk
Cooking oil
Items exceeding energy limits



White Rice
White Bread Products
White Pasta
Processed Meats / Seafood
Standard Mince
Icing
Sausages
Full fat dairy products
Standard Cheese
Fried ingredients



BUILDING OUR MODEL

TASTY MEALS

Healthy, Nutritious & Appetising

SUPPORTING LOCAL

Using local suppliers & producers

HIRING LOCAL

Using staff from within school communities

END-TO-END MANAGEMENT

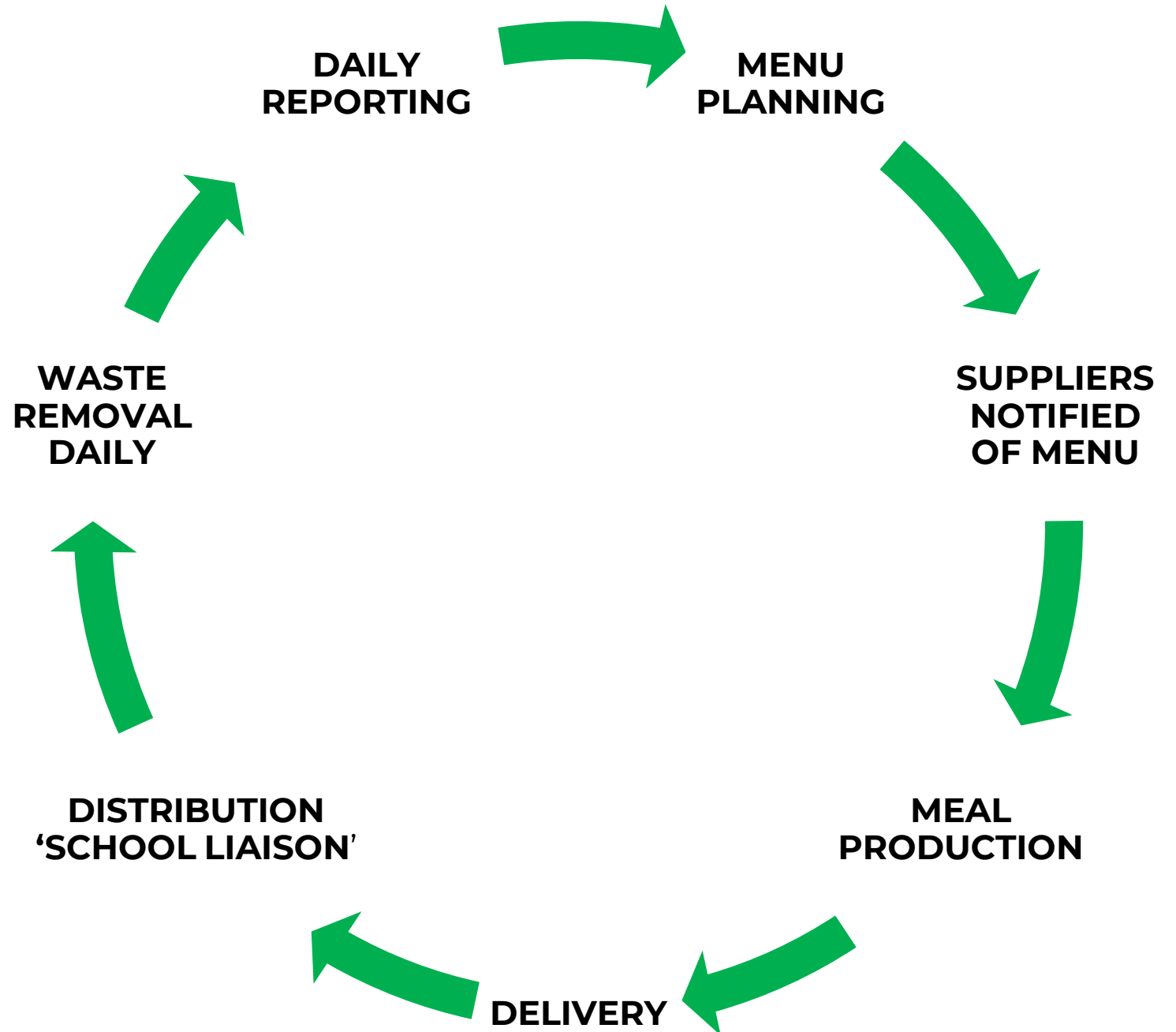
Delivering all aspects internally

SUSTAINABILITY

Minimising waste generated at all levels

INFORMED DECISION MAKING

Having the data to continuously improve our service offering



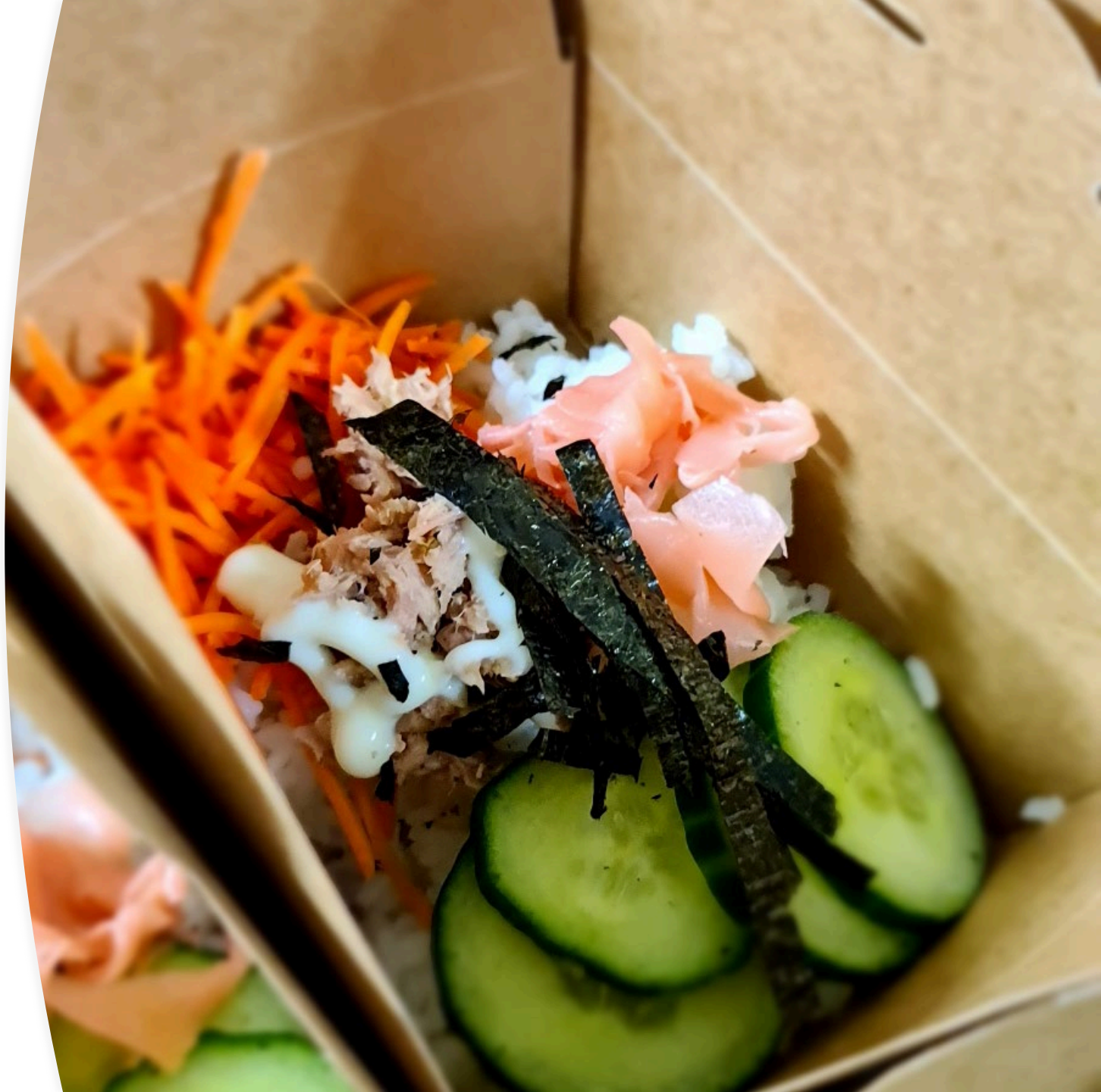


BROADER OUTCOMES

Supporting the next generation of tertiary students

- Distributing leftover meals within the community
- Delivering leftover meals to tertiary students with priority on those on the foodbank recipient list
- College of Health – real world education opportunities
- Connection with UC
- Connection with UC clubs
- Employment with the school communities
- Student employment

Profits are used to directly benefit current and future generations of students, and ensure they succeed in tertiary education.



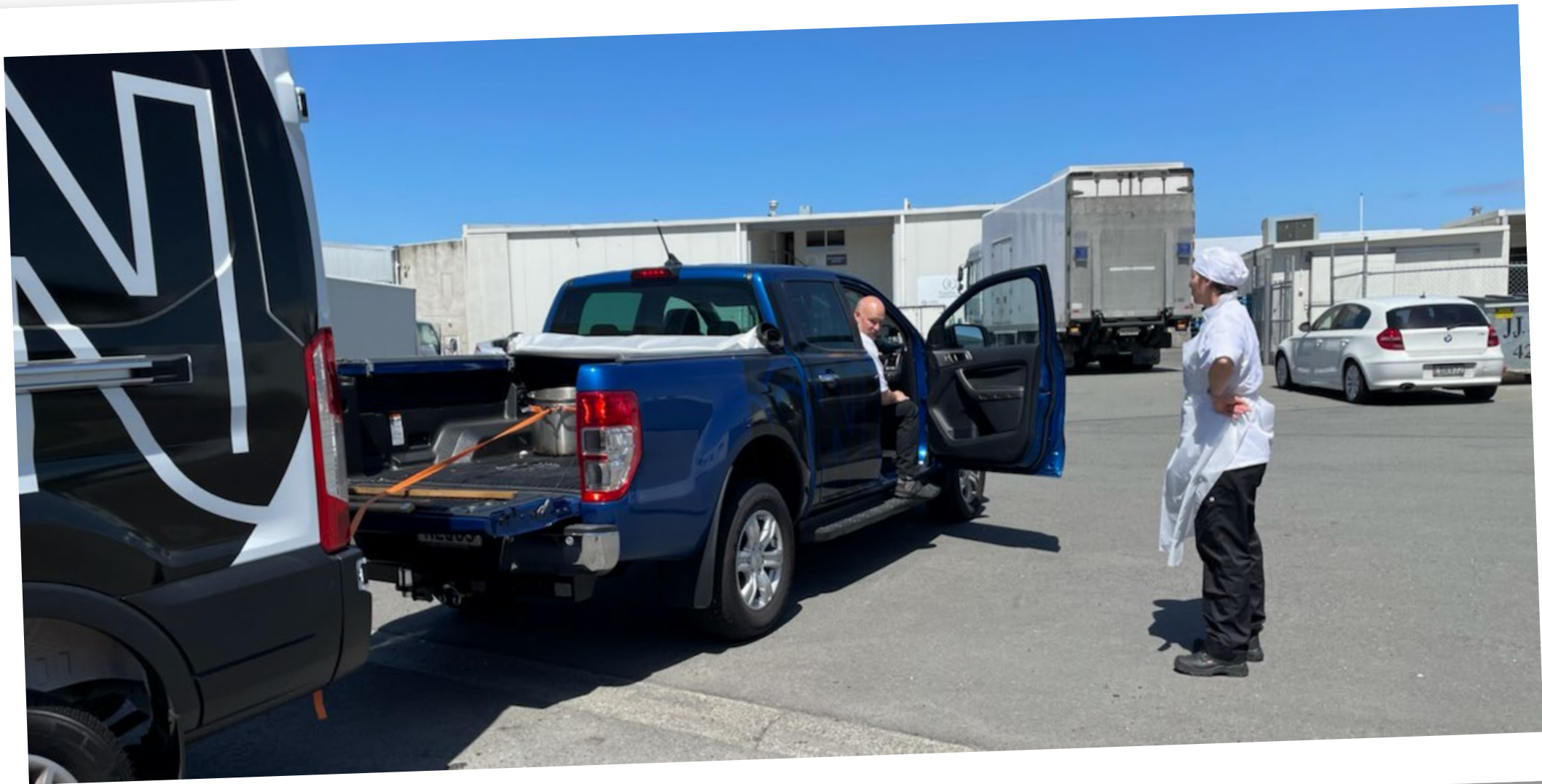


THREE WEEK FITOUT



- \$200,000 setup budget
- COVID shipping delays
- All electrical & plumbing work
- Vehicle acquisition
- Extraction & air circulation
- Recruiting, onboarding & training a team of 37 staff







TERM 2 WEEK 7

13/06/2022

MONDAY

May 30th

Served Hot

Chicken Schnitzel
Roast Veggies

TUESDAY

May 31st

Veggie Pizza

WEDNESDAY

June 1st

Roast Beef Roll
w/ Cheese & Chutney

THURSDAY

June 2nd

Chicken & Veggie
Noodles

FRIDAY

June 3rd

Served Hot

Beef Meatballs
w/ Tomato Sauce,
Mash & Cheese

MAINS

Falafel & Tzatziki
Roast Veggies (v)

Suitable (v)

Roast Pumpkin &
Chickpea Wrap
w/ Sweet Chilli

Tofu & Edamame
w/ Noodles(v)

Vegetarian
Bolognese(v)

SNACKS

Ranch Slaw

Berry Yoghurt Pot

Biscuit
Carrot Sticks

Fresh Fruit

Apple Slice

Coleslaw (v)

Suitable(v)

Fresh Fruit (v)

Suitable(v)

Suitable(v)

Vegetarian Option (v)

*Please Advise your school of any allergies, cultural or dietary requirements your child might have

Schoollunches@ucsa.org.nz

*Menu may change due to supply



TERM 2 WEEK 8

20/06/2022

MONDAY

June 20th

Served Hot

Macaroni Cheese

TUESDAY

June 21st

Chicken Slaw Bun
w/ Aioli

WEDNESDAY

June 22nd

Teriyaki Chicken
Rice Bowl

THURSDAY

June 23rd

Served Hot

Chicken Casserole
Mash

FRIDAY

June 24th

MAINS

Suitable (v)

Hummus, Slaw &
Cheese Bun (v)

Teriyaki Tofu &
Edamame
Rice Bowl (v)

Sweet & Sour Tofu (v)

MATARIKI

ENJOY THE
LONG WEEKEND

SNACKS

Little Muffin

Goodness Bar
Carrot Sticks

Bobby Banana

Fresh Fruit

Suitable (v)

Suitable(v)

Suitable (v)

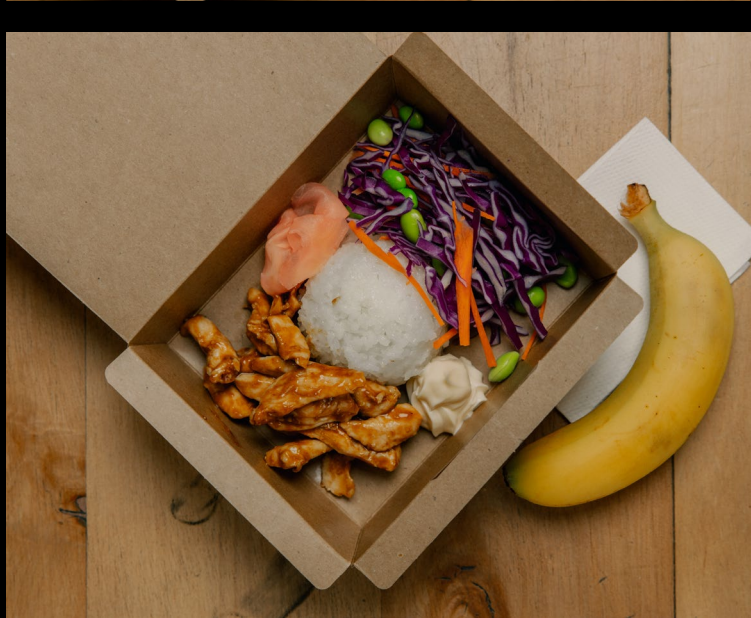
Suitable(v)

Vegetarian Option (v)

*Please Advise your school of any allergies, cultural or dietary requirements your child might have

Schoollunches@ucsa.org.nz

*Menu may change due to supply



TAKING KAI HOME FROM SCHOOL



WHEN YOU GET HOME



EAT WITHIN 24 HOURS OF GETTING HOME



today



tomorrow



the next day



IF KAI NEEDS REHEATING

1 USE THE RIGHT CONTAINER



2



Stir while heating



Stir halfway through heating

3

HEAT KAI UNTIL IT'S STEAMING HOT





STUDENT ENGAGEMENT

Popcorn machines
Role Models
Golden Tickets

Lunch Monitors
Lucky classes
Themed Days

'Tidy Kiwi'
Celebration Events
Recruitment

YOU'RE A STAR

To

I really love it when you ...



YOU'RE AWESOME

To

It's great when you ...



Hillmorton High School
20 May at 15:25 · 🌐

Huge thanks to all who dressed up in their pink!!
Thank you to USCA too for supporting our day with their cupcake and compliment initiative.
And as always.. great to have Lottie our mascot with us!
More photos will be coming!



👍❤️ 19



This term's golden ticket winner!
Thanks UCSA for our great food and all your hard work on our behalf!
Lucky Joel got a voucher to spend at Westfield!!
#ka ora ka ako
#fuelled for learning
#healthy food

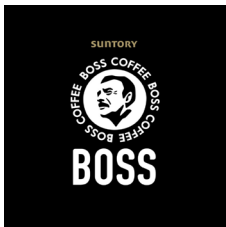


anna from University of Canterbury Students Association presenting Luka with his health prize for finding the golden ticket this week! The Easter bunny also joined celebrations!



prize home in time for the holidays.









 HAEATA
COMMUNITY
CAMPUS





Thank you for the kai that you provide us with. It is very yummy. My favourite is the sushi bowl. We all really appreciate the time that goes into the lunches and how yummy they are, even the effort that goes into delivering them. Nobody is hungry at school because of the healthy lunches you do. Everybody learns better because of them. The fruit is delicious as well. The favourite lunch that everybody likes is pizza.

Hello UC I am really grateful for the food. My favourite one is meatballs they are amazing. I hope you keep Doing the lunches. They are amazing Thank you.

Dear UC chefs

Thank you for the food. My favourite meal is the meatballs. They are really nice and are a nice addition to the food being a hot meal. I am grateful for the food as some people don't get food at all. Once again thanks for the food I am very grateful.

Kia ora Chefs

I would like to thank you so much for making us food every day because I really enjoy it. My favourite meals are pizza and rice balls. I am very grateful for you guys because it really helps getting that food everyday. A couple of the reasons why it helps getting this food is because we can get to school faster because we don't have to pack our own food. It also really helps getting good nutritional food to help our brains learn better.

Wilbur

Hi guys,

I just wanted to say thank you for cooking our lunches. My favourite lunch is meatballs on fridays. I like all of them but I like meatballs the most. I hope there are the some next year.

Thank you

Amy

Dear UC chefs,
Thank you so much for the food, my favourite meal is the potato and metball and cheese dish. I'm grateful that you guys give us food because it's real good.

Valentina

Thank you for making our school lunches. They really help those in need of more food and they taste really good. Everyone here at HHS is very grateful for the yummy food you make for us. I can imagine how hard it would be to create hundreds of lunches on a daily basis. It is hard to make food that everybody enjoys the taste of, you guys are doing an exceptional job. We are very thankful for the wonderful meals that you produce.

Dear UC chefs
Thank you chefs wonderful food every day without food is truly del with lots of love I'm looking forward to tasting all of the wonderful recipes in the future. We are so grateful for you and
:)

♡-jaimeo

All of our parents are very thankful for all the things for
THANK YOU

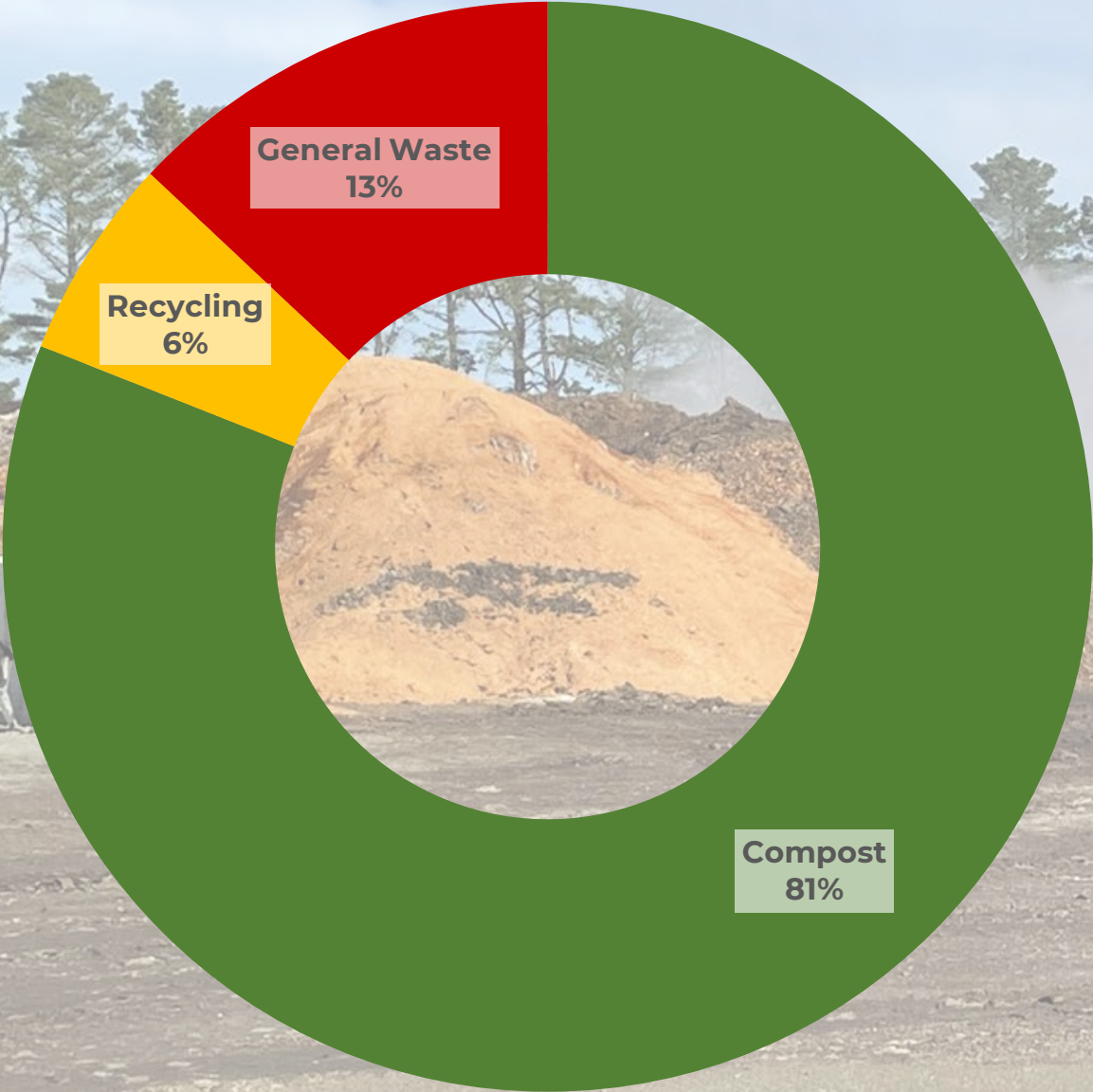


From Jacob





SUSTAINABILITY



- 86.6% waste diversion from landfill
- Composted locally and used by Canterbury Farmers
- >50% reduction in synthetic fertiliser usage
- Waste compaction reduced carbon emissions
- Education programme: 'Tidy Kiwi'
- Visits to composting facility
- Finalist : Hospitality New Zealand – Best Environmental / Sustainable Business



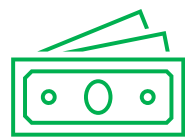


KA ORA, KA AKO



SETUP

\$186,348



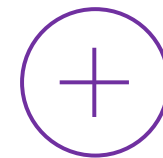
FY21 REVENUE

>\$3,000,000



YEAR 1 ROI

157%



BUDGET

+\$30,000



PROFIT MARGIN

16%



KA ORA, KA AKO

FY 2022 \$4.9 million

FY 2023 >\$6.4 million

COMMERCIAL

2019 \$3.5m p.a

2022 >\$10.5m p.a

200% revenue growth despite the adverse impacts of COVID-19



MINISTRY OF EDUCATION INTERIM REPORT

SUMMARY

- 'large benefits' for all learners in respect of the types of food available and consumed
- large gains' in fullness for learners who previously had insufficient food, with these learners, on average, feeling an 20% fuller after lunch than before the programme
- 'large gains' in mental wellbeing by the most disadvantaged learners
- a statistically significant reduction in the proportion of learners with low health quality of life
- significant improvements for learners, on average, in terms of their overall health quality of life, as well as in their physical and emotional functioning.



MEALS SERVED
1,000,000+



FREE LUNCHES TO UC
STUDENTS
40,000+



JOBS CREATED
37



TONNES OF COMPOST
100+



YEAR 1 ROI
157%

QUESTIONS?



UNIVERSITY of CANTERBURY
STUDENTS' ASSOCIATION
Ākonga tū, ākonga ora