

High School Contest Procedures

Students will create a beef centric meal that could be sold at their school cafeteria. Meals should include one of each of the five components identified by the National School Breakfast and Lunch Program. Meals must be able to be sold in the school cafeteria and eaten on sight or carried home by or delivered to students. Once students have developed their meal, they will market it to their peers and teachers to persuade them to purchase their beef centric school meal.

Students are encouraged to work individual, as teams, or as a class. Students should work closely with their food service personnel to understand how food is sourced, procured, cooked, served, and to develop an understanding of the components of a balanced meal.

* For homeschool student/student groups, FFA chapters, private schools, and other groups who are unable to engage with a food service person please discuss procurement with parents about family food budgeting, local restaurants, and/or grocery stores. Groups must meet all other requirements as identified.

We have provided a contest template to guide your students through each step of the project. Have students fulfill each of the bold areas in the submission form.

Media may be designed electronically or as a hard copy, but all final submissions should be submitted electronically. Hard copy posters should be scanned or photographed and submitted electronically. Electronic files (photos, scans, or digitally created files) will be submitted through an online form. You will receive submission instructions after preregistering.

Computer aided graphics and other materials must be of original design. Use of trademarked or copyrighted material will be grounds for disqualification. If you choose to use clip art or other graphics, please ensure that they are in the public domain.

Other acceptable media sources are:

- o Video interviews*
- Print advertisements**
- Radio or podcast advertisements*
- Commercials*
- Cooking show segments

- Websites
- o Social media accounts, advertisements, or posts
- o Jingles
- Graphic Novels
- PowerPoint, Google Slides presentations**
- * Videos or audio files will only be accepted as YouTube links. Any other form of video or audio submission will not be accepted or counted towards the final project.
- **Any Google Suite files should be downloaded and saved as PDFs prior to submission. Please do not provide links to Google Suite files.

All media will be judged by the following criteria:

- o Does the project identify and promote a beef product?
- o Does the project follow the contest theme?
- o Does the project show originality by the student?
- o Does the project show evidence of research and learning about beef?
- o Does the project show artistic merit and creativity?
- o Does the project accurately reflect and portray beef nutrition information?
- o Is the project neat and visually pleasing?



Submission Form

Introduction

Name and Grade of Students: Product Name: School Name: Teacher Name: Teacher Contact:

Product

Product Description

Students will use their creativity to develop a beef-centric well-rounded lunch meal. Students need to include one item from all 5 areas identified in the national breakfast and school lunch program.

National School Breakfast and Lunch Program

Slogan

Recipe

Include the final recipe in your submission, including all ingredients, measurements, and the procedures for preparing your food product.

Storage & Handling

Identify the storage and safe food handling procedures which should accompany this meal.

Nutrition

Identify the nutritional value of your meal.

Market Analysis

Target Audience

Paint the picture of who your target audience is, how will you "sell" them on your meal, what makes your meal unique, what are the benefits, when and where will your meal be served, etc...

Marketing/Brand

Students must include a minimum of three marketing pieces from, but not limited to, the list in the procedures. Include any pictures or links to videos, social media posts, or other



links developed by your class. Videos should be uploaded to YouTube with links provided in this document.

Cost Analysis

Use the provided grid to help determine the cost of the ingredients, identify the preferred profit margin, and determine your sales price.

Ingredients List	Ingredient Cost	Measurement of each ingredient per item (oz/tsp/tbsp/cups)	Cost of each ingredient per meal
Ex. 1lb burger	\$4.00	½ lb	\$1
	Total Co	ost to Make Your Meal Meal Price	
		Gross Profit Gross Profit Margin	

Example:

Meal costs \$1.50 to make and customers are charged \$4.00. Gross profit is \$4.00-\$1.50 = \$2.50 gross profit. To find profit percentage $$2.50/$4.00 = .625 \times 100 = 62.5\%$ Gross Profit Margin

