



How To Reduce LTSS Food Costs & Reap Multiple Benefits



THE AMOUNT YOU PAY PER FOOD ITEM IS ACTUALLY AMONG THE LEAST CRITICAL OF FACTORS DRIVING REDUCED GROCERY EXPENSE IN LTSS SETTINGS.

About Us

We're strictly focused on the human services sector...it's all we do. Mainstay's My25 programs have been facilitating substantial food cost reductions—while simultaneously streamlining mealtime for DSPs, elevating person-centered choice, and improving health for people supported with IDD, TBI, SPMI, and behavioral challenges. We've been successful among the nation's leading provider organizations in 30 states, with a 98% retention rate. We're the innovators behind **Strategic Mealtime** and recognition that the amount you pay per food item is actually among the least critical of factors driving reduced grocery expense in LTSS settings.

Where Food Cost Reductions Come From & Resulting Outcomes

So where do food cost reductions come from if largely not from the amount you pay per grocery item at the store? You can certainly have consumers take it on the chin by procuring ultra poor quality or institutional food, but these pathways typically violate a number of compliance guidelines, increase risk exposure and pay-out for providers, and are at odds with normalization and consumer-centric standards.

There's a better, more effective way; the information we highlight here is based on what we've learned, and accomplished, within thousands of LTSS settings.

While there are additional items to pay attention to, and we do—such as maximizing food stamp funding within both nonprofit and for-profit providers and creating buy-in and engagement regarding mealtime change among people supported, staff, and family members—the following 4 areas of focus drive approximately 80 to 90% of food cost reduction in an LTSS setting.

As such, My25 deliverables center on foolproofing mealtime along these lines—which fosters additional, beneficial outcomes.



1. MENU DESIGN & CONSTRUCTION

Weekly menu design and construction assiduously adhere to:

- Compliance guidelines
- Person-centered choice
- Perpetual census change adjustments
- Nutritional/health needs of consumers
- Budget targets
- Ease of use by staff and people supported, considering that most have limited kitchen skills and nutrition knowledge
- Seasonality and celebration
- Steering clear of sporadic food price spikes

3. DSP PRODUCTIVITY & ACCOUNTABILITY

DSP productivity and accountability are strategically prioritized and managed—which is more seamlessly accomplished as a result of numbers 1 and 2 above. In the process, reduced labor expense typically flows to the bottom line along with food cost savings.

As an example, when well-constructed menus and grocery shopping lists are adhered to (and cupboards are checked before heading to the store to see what is already on hand), food costs come in right on budget or below.

As another example, when well-constructed menus and grocery shopping lists are adhered to, the health of consumers improves; food costs decrease, because healthier people require fewer expensive detours and add-ons at the grocery store.

Further, when staff is held accountable for well-constructed menus and the associated mealtime toolkit, theft of food is reduced (food going out the back door is estimated at approximately 10% of total food costs throughout the human services industry).

And finally, paying attention to strategic productivity factors, such as ordering online and utilizing curbside pick-up for a majority of the week's groceries, substantially aids in food cost reduction.

2. ASSOCIATED MEALTIME TOOLKIT

Mealtime tools associated with the above menus are similarly robust,

easy to use, and include automatically-generated information needed by staff on a daily basis and important to house managers, licensors and accreditors for oversight purposes.

- Grocery shopping lists with an estimate of cost
- Recipe prep steps
- Nutrition by daypart detail
- Therapeutic portioning specifics

4. HEALTH OF CONSUMERS

Healthier consumers lead to reduced food expense in almost all instances. You get to healthier consumers through numbers 1-3. The added bonus: quality of life elevates materially and PRN, prescription medication, and acute care expense diminish as do risk-associated events and pay-out for the provider.



Mainstay™

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