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DSW - European Student Affairs Conference

**Sustainability - improving efficiency in
canteens, creating affordable housing,
achieving sustainability goals.**

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I. Improving efficiency in canteens

**Main Goal: Reducing the cost of goods sold
without compromising quality**

Requirements:

- Product data maintenance in the merchandise management system with Manufacturer specifications
- Comparison unit identical: Kilograms or liters
- The purchase decision must be made in the purchasing department.

Main Questions

- ✓ What do we buy most often?
- ✓ What do we spend most of our money on?
- ✓ Where do we pay the most per kg/L?
- ✓ Which suppliers do I purchase the most from?

Take Measures

1. Negotiating supplier terms and conditions

- Fast-Moving Consumer Goods
- Refunds
- Natura discounts
- Promotions supported by free items, e.g. new product launches

2. Always create comparison prices

Schweinelachsschnitzel Mini pan. geb TK						Fleisch TK		
schartikel		4 Verkaufspreise						
Art.Nr . b. Lief.	Artikel	Gebinde	Lief.N r.	Lieferant	Preis		Endpreis Vgl-Eh	
273336	Schweinelachsschnitzel Mini	Krt. 6 kg (240 x 25 g)* Salomon Food World	70307	Transgourmet Deutschland	60,6840		10,8220	
91110	Schweinelachsschnitzel Mini	Krt. 6 kg (240 x 25 g)* Salomon Food World	74212	Steidinger + Schmidt GmbH	62,8100		11,2011	
29888	Schweinelachsschnitzel Mini	Krt. 6 kg (240 x 25 g)* Salomon Food World	79057	Hirschburger GmbH	77,4600		13,6756	
1866160	Schweinelachsschnitzel Mini	Krt. 6 kg (240 x 25 g)* Salomon Food World	73903	CHEFS CULINAR Süd GmbH	86,1000		15,3545	

3. Attract suppliers with large quantities

Spätzle frisch	Krt. 10 kg (4 x 2,5 kg) * Bürger +71254 Ditzingen	kg	10.040,00
Gnocchi natur vegan TK	Krt. 2 x 2,5 kg* Bürger#73535 +71254 Ditzingen	kg	7.215,00
Maultaschen Gemüse geschnit. vorgegartTK	Krt. 6 kg* Bürger # 65911+71254 Ditzingen	kg	4.668,00
Cannelloni Verdi TK	Krt. 4 kg (100 x 40 g) Bürger + 71254 Ditzingen	kg	4.512,00
Schupfnudeln mit Kartoffeln dick frisch	Krt. 10 kg (4 x 2,5 kg) * Bürger #83386+71254 Ditzingen	kg	4.160,00
Schupfnudeln vegan odz TK	Krt. 5 kg (2 x 2,5 kg) * Bürger +71254 Ditzingen	kg	4.105,00
Maultaschen Spinat Käse vorgegart TK	Krt. 8,5 kg (100 x 85 g) * Bürger # 65895+71254 Ditzingen	kg	4.029,00
Gnocchi Süßkartoffel TK	Krt. 5 kg (2 x 2,5 kg) * Bürger +71254 Ditzingen	kg	2.055,00
Maultaschen Gemüsefüllung TK	Krt. 5 kg (100 x 50 g) * Bürger +71254 Ditzingen	kg	1.470,00
Spätzle vegan TK	Krt. 5 kg (2 x 2,5 kg) Bürger #63167+71254 Ditzingen	kg	995,00
Tortelloni Mediterran vegan TK	Krt. 5 kg (2 x 2,5 kg) * Bürger #63025+71254 Ditzingen	kg	775,00
Maultaschen Schwein gerollt geschnitteTK	Krt. 6 kg* Bürger # 65534+71254 Ditzingen	kg	672,00

4. Private Labels

- Ask the manufacturer
- Compare specifications
- Request a sample
- Often identical product to branded goods

5. Price increases

- Always renegotiate.
- Do not accept short-term price increases!
- Order goods again before the increase

6. Rules for menu planning

- Example: Fresh beef only every 2 weeks
- Fish only once a week
- If serving a vegetable side dish, then no side salad.
- Menu plans are checked by the purchasing department

7. Rules for reporting requirements

- Purchase requests must be received by the purchasing department at least 2 weeks in advance.

8. Consolidate deliveries to reduce logistic costs

9. Purchase directly from the manufacturer/or importer

10. Fast sellers and slow sellers lists for merchandise/cafeteria supplies

11. Recipes

- Swap ingredients in recipes

12. Measures in the facilities

- Boost additional sales through promotions, Example: Coffee + croissant (ask for free items from the manufacturer)
- Question portion sizes (serve only 8 meatballs instead of 12)
- Cook in batches
- New and attractive dishes/trends/newcomers are constantly being added: bowls, classics like doner kebab,...

13. Participate in EU tenders

- Bundled quantities = good purchase price conditions, Example of current tender of “EK Süd-West” (Purchasing cooperative): Confectionery, fats & oils, dry goods, energy drinks, soft drinks - average price reduction - 16%

Results

Costs of goods sold Percentage for Canteens

	2023	2024	2025
%	59,89	58,24	53,38

Costs of goods sold Percentage for University Catering

	2023	2024	2025
%	53,65	52,14	48,48

II. Creating affordable housing



- **Example: Student Residence Hall in Falkenbergerstraße 20a, Freiburg, Germany** (Construction: 09/2024 - 11/2025)
- **138 residential places in 110 single apartments, 8 two-person and 3 four-person shared apartments.** The shared apartments are barrier-free. The flooring is high-quality and durable (solid oak parquet). The building has **four floors and an underground parking garage** . There is a common room on the ground floor.
- **Outdoor area: an elongated open space with perennial beds and shrubs**, creating a sheltered courtyard. **Benches are strategically placed throughout the green spaces**, encouraging residents to **gather and socialize**.
- The two entrance areas each have **56 and 60 covered bicycle parking spaces**.
- **All rainwater can be collected and infiltrated on-site.** Waste from all residents is collected in **six underground containers** .

Costs of the construction project

- **approximately € 11 million => € 11 million / 138 residential places
=> only around € 80.000 per residential space!**
 - € 9.8 million building (land: leasehold)
 - Approximately € 720,000 in furniture
 - approx. € 480,000 outdoor facilities
 - plus approx. € 60,000 for a photovoltaic system

Financing

GRANT => First dormitory with funding from the new federal-state program “Junges Wohnen” (“Youth Housing”)

Previously, subsidies per newly created residential place were up to €8,000; now € 55,000 per accommodation place from the state funding
=> 138 residential places x 55 TEUR = **€ 7.59 million**

LOAN

KfW subsidized loan from the KfW program 298 (Climate-friendly new residential buildings) amounting to **€ 3 million**

Upon application: Interest rate 0.89%, 10-year fixed interest rate, 2-year grace period.

approx. 11 million minus 7.59 million minus 3 million = **€ 410 Equity Capital**

Details on the financing of a "climate-friendly new building"

- The new building was partially financed with a subsidized loan of 3 million EUR from KfW under the **program “Climate-friendly new residential building” (product number 298)**.
- Requirements that a new building must meet for program 298 :
 - ✓ **Efficiency House Standard 40**
 - ✓ **Exclusion of fossil fuel heating systems**
 - ✓ **Life cycle analysis (LCA):** the limits for greenhouse gas emissions must be met over the entire life cycle of the building.

Student rentals

- **€ 395** furnished single room, 4-person shared apartment
- **€ 405** furnished single room, 2-person shared apartment
- **€ 440** furnished apartment with private bathroom and kitchenette

(All-inclusive rent including electricity, water, waste disposal and internet)



Cost-effectiveness of floor plans

The goal of (most) architects:

- Beautiful projects for the office portfolio
- Realization of lofty ideals
- Chance of winning an award or prize

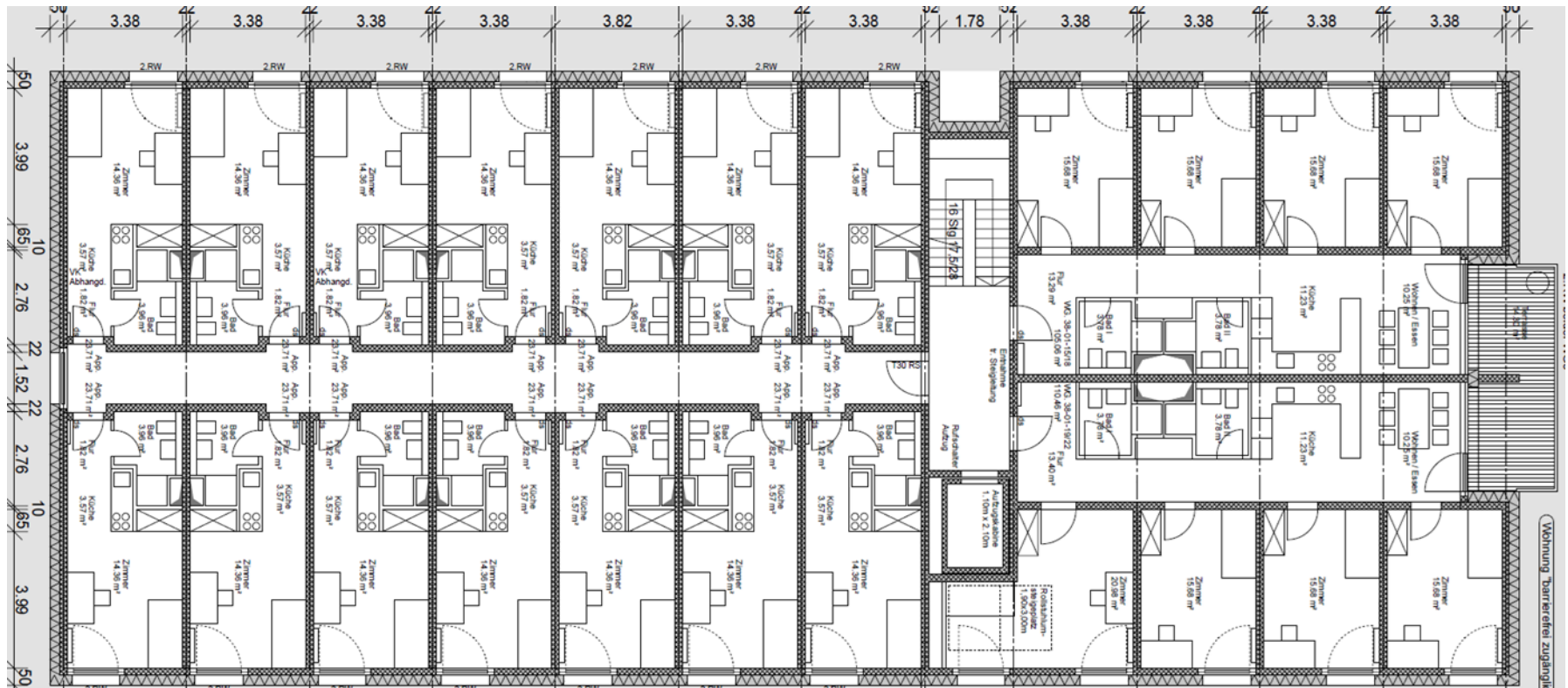
Architects are usually less interested in this:

- Economic success of the building owner
- Benefit for the residents

=> Select or engage pragmatic planners!

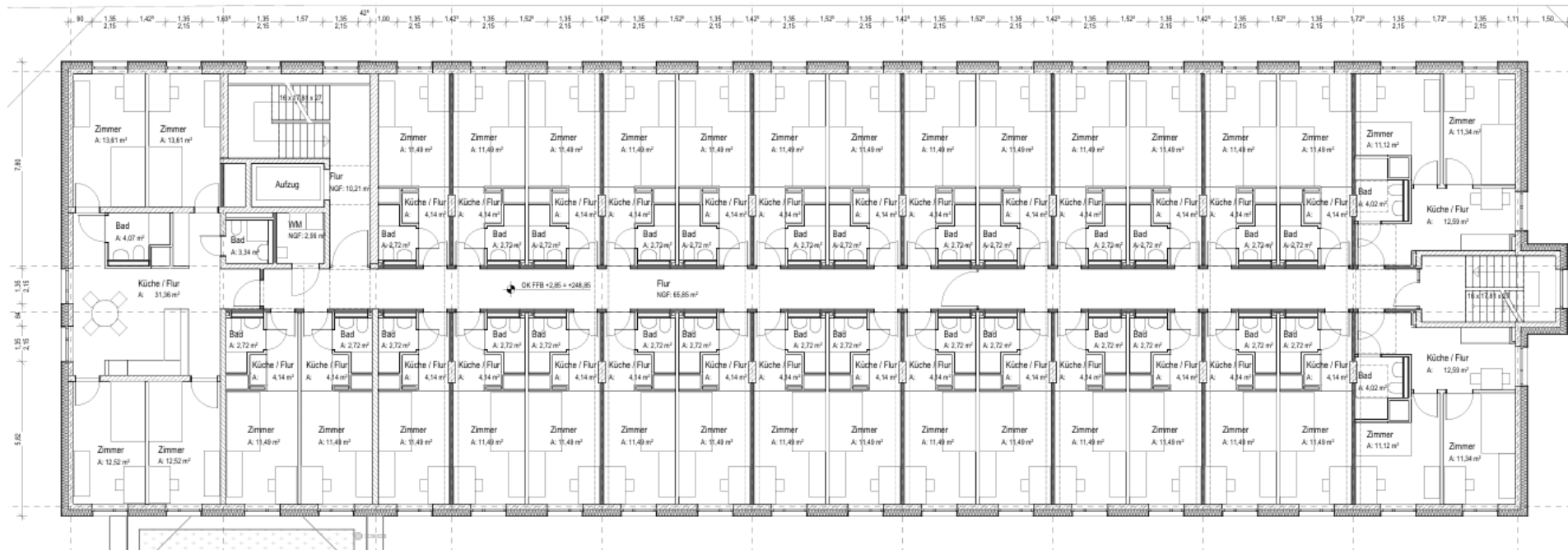
Economic efficiency of floor plans - Sundgauallee 16 + 38

Ground floor – 2nd floor: 35 m² GFA/WP, 4th-8th floors: 44 m² GFA/WP, on average 38.4 m²/WP, despite favorable conditions: deep building structure, ladder access



Economic efficiency of floor plans – Falkenbergerstraße 20a

Ground floor – 3rd floor: Shallow building structure 17.16 m, 2 stairwells: 26.3 m² gross floor area / heat pump



Conclusions

- By optimizing the floor plan, load-bearing system, and construction method, a space-efficient, low-emission, and climate-adapted building is created. It achieves both economic and ecological goals.
- In order to successfully implement a new building project, the following parameters are important in addition to the key areas shown:
 - It is (almost) always possible to implement the cheapest financing option.
 - Anything that doesn't need to be built saves money.
 - Technically complex solutions are costly in terms of construction and planning, and also involve high follow-up costs. Therefore, avoid technology whenever possible.
 - Give the planning architect clear specifications regarding area and costs.
 - Competitions usually cost a lot of money! (and time too)

III. Where do we stand in achieving our sustainability goals?

The following table of key figures shows the development of the central sustainability indicators at Studierendenwerk Freiburg and highlights progress as well as areas requiring action in the key fields:

Key figure	2022	2023	2024	2025	Goal	trend
Total GHG emissions [t CO ₂ e]	14,135	12,389	11,845	11,071	2030: 7,067	
GHG intensity [t CO ₂ e per 1,000 €]	0.44	0.32	0.29	0.26	continuous reduction	
GHG emissions per residential area [t CO ₂ e]	0.270	0.228	0.324	0.173	2028: 0.25	
Installed photovoltaic capacity [kWp]	278	320	388	469	continuous expansion	
Percentage of plant-based dishes [%]	25	32	28	31	2029: min. 41	
Percentage of organic food, by weight [%]	8.3	8.0	8.5	8.5	2027:10	
Dormitory supply rate [%]	12.84	13.67	14.27	14.44	20	
Percentage of regional food products, weight [%]	-	47.4	46.7	46.5	2027: 50	

legend

-  On track – development supports goal achievement (based on current data)
-  without major change – development is not yet sufficient or is ambiguous
-  Not on track – development is hindering goal achievement

Thank you for your time!