

Aramark Base Bid

BASE PROPOSAL

PROJECTED OPERATING COSTS To Be Completed by SFA

BIDDER: ARAMARK Based on 176 Days of Service

ACTUAL "IN-SCHOOL" REVENUE (DOLLARS ONLY):

Breakfast:

Paid	<u>18,832</u>	X	<u>\$ 1.00</u>	=	<u>\$ 18,832.00</u>
Reduced	<u>10,384</u>	X	<u>\$ 0.30</u>	=	<u>\$ 3,115.20</u>
Adult	<u>-</u>	X	<u>\$ -</u>	=	<u>\$ -</u>
A la Carte Sales	<u>-</u>	X	<u>\$ -</u>	=	<u>\$ -</u>
Other sponsors	<u>-</u>	X	<u>\$ -</u>	=	<u>\$ -</u>

Subtotal Breakfasts \$ 21,947.20

Lunches:

Elementary Paid	<u>89,232</u>	X	<u>\$ 1.70</u>	=	<u>\$ 151,694.40</u>
Secondary Paid	<u>79,904</u>	X	<u>\$ 1.85</u>	=	<u>\$ 147,822.40</u>
Reduced	<u>48,400</u>	X	<u>\$ 0.40</u>	=	<u>\$ 19,360.00</u>
Adult	<u>18,847</u>	X	<u>\$ 1.00</u>	=	<u>\$ 18,847.04</u>
A la Carte Sales	<u>267,987</u>	X	<u>\$ 1.00</u>	=	<u>\$ 267,987.20</u>
Intermediate Platters i.e., Head Start, Senior Citizens, etc.	<u>-</u>	X	<u>\$ -</u>	=	<u>-</u>
Other Sponsors	<u>-</u>	X	<u>\$ -</u>	=	<u>-</u>

Subtotal Lunches \$ 605,711.04

Supplements:

Paid	<u>-</u>	X	<u>\$ -</u>	=	<u>\$ -</u>
Reduced	<u>-</u>	X	<u>\$ -</u>	=	<u>\$ -</u>
A la Carte	<u>-</u>	X	<u>\$ -</u>	=	<u>\$ -</u>

Subtotal Supplements: \$ -

Special Milk	<u>-</u>	X	<u>\$ -</u>	=	<u>\$ -</u>
Vending Machine Sales	<u>-</u>	X	<u>\$ -</u>	=	<u>\$ -</u>
Special Functions	<u>-</u>	X	<u>\$ -</u>	=	<u>\$ -</u>

TOTAL "IN-SCHOOL" REVENUES \$ 627,658.24

Projected Operating Costs

Page 2

FEDERAL REIMBURSEMENTS:

Breakfasts:

Free	3,696	X	\$ 1.2700	=	\$ 4,693.92
Free, Severe Need	70,928	X	\$ 1.5100	=	\$ 107,101.28
Reduced	880	X	\$ 0.9700	=	\$ 853.60
Reduced, Severe Need	9504	X	\$ 1.2100	=	\$ 11,499.84
Paid	18,832	X	\$ 0.2300	=	\$ 4,331.36

Lunches:

Free	165,616	X	\$ 2.3200	=	\$ 384,229.12
Reduced	48,400	X	\$ 1.9200	=	\$ 92,928.00
Paid	169,136	X	\$ 0.2200	=	\$ 37,209.92

Supplements:

Free	-	X	\$ -	=	\$ -
Reduced	-	X	\$ -	=	\$ -
Paid	-	X	\$ -	=	\$ -

Special Milk:

Paid	-	X	\$ -	=	\$ -
Free	-	X	\$ -	=	\$ -

Summer Food Service:

Breakfast	-	X	\$ -	=	\$ -
Lunch	-	X	\$ -	=	\$ -
Snack	-	X	\$ -	=	\$ -

TOTAL FEDERAL REIMBURSEMENTS = \$ 642,847.04

STATE REIMBURSEMENTS

Breakfasts:

Free	3,696	X	\$ 0.10	=	\$ 369.60
Free, Severe Need	70,928	X	\$ 0.10	=	\$ 7,092.80
Reduced	880	X	\$ 0.10	=	\$ 88.00
Reduced, Severe Need	9504	X	\$ 0.10	=	\$ 950.40
Paid	18,832	X	\$ 0.10	=	\$ 1,883.20

Lunches:

Free	165,616	X	\$ 0.10	=	\$ 16,561.60
Reduced	48,400	X	\$ 0.10	=	\$ 4,840.00
Paid	169,136	X	\$ 0.10	=	\$ 16,913.60
Breakfast Incentive, .02	383,152	X	\$ 0.02	=	\$ 7,663.04
Breakfast Incentive, .04	-		\$ 0.04	=	\$ -

TOTAL STATE REIMBURSEMENTS = \$ 56,362.24

TOTAL OF ALL REIMBURSEMENTS = \$ 699,209.28

INTEREST INCOME = \$ -

TOTAL REVENUE = \$ 1,326,867.52

This Page To Be Completed by FSMC ad SFA

Expenses That SFA Is Contracting for And Charging to the Food Service Account

EXPENSES:	Total Cost	Cost per Meal	
Food Cost-Including Commodities	\$ 543,429	0.8960	
Commodity Delivery Charge	\$ 8,000	0.0132	
Labor Cost	\$ 511,003	0.8425	
Fringe Benefits & Taxes	\$ 227,736	0.3755	
On-Site Manager Salary & Benefits	\$ 108,462	0.1788	
Other Direct Costs			
Garbage, Repairs, etc	\$ -	-	
Amortization	\$ -	0.0209	
Non-Food (Paper Products, Supplies, etc.)	\$ 37,179	0.0613	
Smallwares	\$ 788	0.0013	
Vehicle Expense	\$ 6,732	0.0111	
Management Meeting	\$ 1,213	0.0020	
Promotions & Nutrition Education	\$ -	0.0184	
Office Expense	\$ 788	0.0013	
Marketing and Packaging	\$ -	0.0053	
Computer Expense	\$ 5,459	0.0090	
Telephone	\$ 1,456	0.0024	
FSMC Administrative Cost	\$ 24,260	0.0400	
FSMC Management Fee	\$ 12,130	0.0200	
Other:	\$ 2,426	0.0040	
Indirect Cost	\$ 20,000	0.0264	
Depreciation	\$ -	-	
Travel, Dues, Seminars	\$ -	-	
	\$ -	-	
Subtotal Expenses	\$ 1,511,062	Sub-Total Cost/Meal	\$ 2.49
Less Commodity Usage at \$.175 Per Reimbursable Lunch	\$ (67,052)		
TOTAL EXPENSES	\$ 1,444,010	Total Cost/Meal	\$ 2.38

SUMMARY:

Total Revenue:	\$ 1,326,867.52
Total Expenses:	\$ 1,444,010.29
	\$ (117,142.77)

ARAMARK Guarantees a District Surplus of \$24,827

ALTERNATE
PROPOSAL

District Labor

BIDDER:

ARAMARK

PROJECTED OPERATING COSTS

To Be Completed by SFA

Alt. 1

Aramark Participation Increase
(District Labor)

Based on 176 Days of Service

ACTUAL "IN-SCHOOL" REVENUE (DOLLARS ONLY):

Breakfast:

Paid	21,468	X	\$ 1.00	=	\$ 21,468.00
Reduced	11,676	X	\$ 0.30	=	\$ 3,502.80
Adult	-	X	\$ -	=	\$ -
A la Carte Sales	-	X	\$ -	=	\$ -
Other sponsors		X	\$ -	=	\$ -
Subtotal Breakfasts					\$ 24,970.80

Lunches:

Elementary Paid	109,226	X	\$ 1.70	=	\$ 185,684.20
Secondary Paid	101,671	X	\$ 1.85	=	\$ 188,091.35
Reduced	60,859	X	\$ 0.40	=	\$ 24,343.60
Adult	21,855	X	\$ 1.00	=	\$ 21,855.00
A la Carte Sales	327,718	X	\$ 1.00	=	\$ 327,718.00
Intermediate Platters i.e., Head Start, Senior Citizens, etc.	-	X	\$ -	=	
Other Sponsors	22,088	X	\$ 0.75	=	\$ 16,566.00
Subtotal Lunches					\$ 764,258.15

Supplements:

Paid	-	X	\$ -	=	\$ -
Reduced	-	X	\$ -	=	\$ -
A la Carte	-	X	\$ -	=	\$ -

Subtotal Supplements:

Special Milk	-	X	\$ -	=	\$ -
Vending Machine Sales	-	X	\$ -	=	\$ -
Special Functions	-	X	\$ -	=	\$ -

TOTAL "IN-SCHOOL" REVENUES

\$ 789,228.95

Projected Operating Costs

Page 2

FEDERAL REIMBURSEMENTS:

Breakfasts:

Free	4,322	X	\$ 1.2700	=	\$ 5,488.94
Free, Severe Need	82,118	X	\$ 1.5100	=	\$ 123,998.18
Reduced	993	X	\$ 0.9700	=	\$ 963.21
Reduced, Severe Need	10683	X	\$ 1.2100	=	\$ 12,926.43
Paid	22,105	X	\$ 0.2300	=	\$ 5,084.15

Lunches:

Free	208,040	X	\$ 2.3200	=	\$ 482,652.80
Reduced	60,858	X	\$ 1.9200	=	\$ 116,847.36
Paid	210,897	X	\$ 0.2200	=	\$ 46,397.34

Snack

Free	22,088	X	\$ 0.05	=	\$ 1,104.40
Reduced	-	X	\$ -	=	\$ -
Paid	-	X	\$ -	=	\$ -

Special Milk:

Paid	-	X	\$ -	=	\$ -
Free	-	X	\$ -	=	\$ -

Summer Food Service:

Breakfast	-	X	\$ -	=	\$ -
Lunch	-	X	\$ -	=	\$ -
Snack	-	X	\$ -	=	\$ -

TOTAL FEDERAL REIMBURSEMENTS	=	\$ 795,462.81
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STATE REIMBURSEMENTS

Breakfasts:

Free	4,322	X	\$ 0.10	=	\$ 432.20
Free, Severe Need	82,118	X	\$ 0.10	=	\$ 8,211.80
Reduced	993	X	\$ 0.10	=	\$ 99.30
Reduced, Severe Need	10683	X	\$ 0.10	=	\$ 1,068.30
Paid	22,105	X	\$ 0.10	=	\$ 2,210.50

Lunches:

Free	208,040	X	\$ 0.10	=	\$ 20,804.00
Reduced	60,858	X	\$ 0.10	=	\$ 6,085.80
Paid	210,897	X	\$ 0.10	=	\$ 21,089.70
Breakfast Incentive, .02	479,795	X	\$ 0.02	=	\$ 9,595.90
Breakfast Incentive, .04	-		\$ 0.04	=	\$ -

TOTAL STATE REIMBURSEMENTS	=	\$ 69,597.50
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TOTAL OF ALL REIMBURSEMENTS	=	\$ 865,060.31
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INTEREST INCOME	=	\$ -
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TOTAL REVENUE	=	\$ 1,654,289.26
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This Page To Be Completed by FSMC ad SFA

Expenses That SFA Is Contracting for And Charging to the Food Service Account

EXPENSES:	Total Cost	Cost per Meal	
Food Cost-Including Commodities	\$ 680,518	0.8998	
Commodity Delivery Charge	\$ 8,000	0.0106	
Labor Cost	\$ 511,003	0.6757	
Fringe Benefits & Taxes	\$ 227,736	0.3011	
On-Site Manager Salary & Benefits	\$ 108,462	0.1434	
Other Direct Costs			
Garbage, Repairs, etc	\$ -	-	
Amortization	\$ 15,809	0.0209	
Non-Food (Paper Products, Supplies, etc.)	\$ 53,942	0.0713	
Smallwares	\$ 1,000	0.0013	
Vehicle Expense	\$ 8,400	0.0111	
Management Meeting	\$ 1,500	0.0020	
Promotions & Nutrition Education	\$ 13,900	0.0184	
Office Expense	\$ 1,000	0.0013	
Marketing and Packaging	\$ 4,000	0.0053	
Computer Expense	\$ 6,780	0.0090	
Telephone	\$ 1,800	0.0024	
FSMC Administrative Cost	\$ 30,252	0.0400	
FSMC Management Fee	\$ 15,127	0.0200	
Other	\$ 2,998	0.0040	
Indirect Cost	\$ 20,000	0.0264	
Depreciation	\$ -	-	
Travel, Dues, Seminars	\$ -	-	
	\$ -	-	
Subtotal Expenses	\$ 1,712,227	Sub-Total Cost/Meal	\$ 2.26
Less Commodity Usage at \$.175 Per Reimbursable Lunch	\$ (82,765)		
TOTAL EXPENSES	\$ 1,629,462	Total Cost/Meal	\$ 2.15

SUMMARY:

Total Revenue:

Total Expenses:

ARAMARK Guarantees the Projected Return

Gross Meal Rate	\$ 2.260	
District Labor	\$ 0.977	\$ 1,654,289.26
District Direct	\$ 0.026	\$ 1,629,462.00
		\$ 24,827.26
Total Meal Rate	\$ 1.257	

ALTERNATE
PROPOSAL
ARAMARK labor
BIDDER: _____

PROJECTED OPERATING COSTS
To Be Completed by SFA

Aramark Participation Increase
(Aramark Labor)
A17.2

Based on 176 Days of Service

ACTUAL "IN-SCHOOL" REVENUE (DOLLARS ONLY):

Breakfast:

Paid	<u>22,106</u>	X	<u>\$ 1.00</u>	=	<u>\$ 22,106.00</u>
Reduced	<u>12,021</u>	X	<u>\$ 0.30</u>	=	<u>\$ 3,606.30</u>
Adult	<u>-</u>	X	<u>\$ -</u>	=	<u>\$ -</u>
A la Carte Sales	<u>-</u>	X	<u>\$ -</u>	=	<u>\$ -</u>
Other sponsors		X	<u>\$ -</u>	=	<u>\$ -</u>

Subtotal Breakfasts \$ 25,712.30

Lunches:

Elementary Paid	<u>117,227</u>	X	<u>\$ 1.70</u>	=	<u>\$ 199,285.90</u>
Secondary Paid	<u>104,782</u>	X	<u>\$ 1.85</u>	=	<u>\$ 193,846.70</u>
Reduced	<u>64,134</u>	X	<u>\$ 0.40</u>	=	<u>\$ 25,653.60</u>
Adult	<u>21,855</u>	X	<u>1.00</u>	=	<u>\$ 21,855.00</u>
A la Carte Sales	<u>344,896</u>	X	<u>\$ 1.00</u>	=	<u>\$ 344,896.00</u>
Intermediate Platters i.e., Head Start, Senior Citizens, etc.	<u>-</u>	X	<u>\$ -</u>	=	
Other Sponsors	<u>23,848</u>	X	<u>\$ 0.75</u>	=	<u>\$ 17,886.00</u>

Subtotal Lunches \$ 803,423.20

Supplements:

Paid	<u>-</u>	X	<u>\$ -</u>	=	<u>\$ -</u>
Reduced	<u>-</u>	X	<u>\$ -</u>	=	<u>\$ -</u>
A la Carte	<u>-</u>	X	<u>\$ -</u>	=	<u>\$ -</u>

Subtotal Supplements: \$ -

Special Milk	<u>-</u>	X	<u>\$ -</u>	=	<u>\$ -</u>
Vending Machine Sales	<u>-</u>	X	<u>\$ -</u>	=	<u>\$ -</u>
Special Functions	<u>-</u>	X	<u>\$ -</u>	=	<u>\$ -</u>

TOTAL "IN-SCHOOL" REVENUES \$ 829,135.50

FEDERAL REIMBURSEMENTS:

Breakfasts:

Free	4,867	X	\$ 1.2700	=	\$ 6,181.09
Free, Severe Need	84,091	X	\$ 1.5100	=	\$ 126,977.41
Reduced	555	X	\$ 0.9700	=	\$ 538.35
Reduced, Severe Need	11467	X	\$ 1.2100	=	\$ 13,875.07
Paid	22,105	X	\$ 0.2300	=	\$ 5,084.15

Lunches:

Free	221,044	X	\$ 2.3200	=	\$ 512,822.08
Reduced	64,134	X	\$ 1.9200	=	\$ 123,137.28
Paid	222,009	X	\$ 0.2200	=	\$ 48,841.98

Snack

Free	23,848	X	\$ 0.05	=	\$ 1,192.40
Reduced	-	X	\$ -	=	\$ -
Paid	-	X	\$ -	=	\$ -

Special Milk:

Paid	-	X	\$ -	=	\$ -
Free	-	X	\$ -	=	\$ -

Summer Food Service:

Breakfast	-	X	\$ -	=	\$ -
Lunch	-	X	\$ -	=	\$ -
Snack	-	X	\$ -	=	\$ -

TOTAL FEDERAL REIMBURSEMENTS	=	\$ 838,649.81
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STATE REIMBURSEMENTS

Breakfasts:

Free	4,867	X	\$ 0.10	=	\$ 486.70
Free, Severe Need	84,091	X	\$ 0.10	=	\$ 8,409.10
Reduced	555	X	\$ 0.10	=	\$ 55.50
Reduced, Severe Need	11467	X	\$ 0.10	=	\$ 1,146.70
Paid	22,105	X	\$ 0.10	=	\$ 2,210.50

Lunches:

Free	221,044	X	\$ 0.10	=	\$ 22,104.40
Reduced	64,134	X	\$ 0.10	=	\$ 6,413.40
Paid	222,009	X	\$ 0.10	=	\$ 22,200.90
Breakfast Incentive, .02	507,187	X	\$ 0.02	=	\$ 10,143.74
Breakfast Incentive, .04	-		\$ 0.04	=	\$ -

TOTAL STATE REIMBURSEMENTS	=	\$ 73,170.94
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TOTAL OF ALL REIMBURSEMENTS	=	\$ 911,820.75
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INTEREST INCOME	=	\$ -
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TOTAL REVENUE	=	\$ 1,740,956.25
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This Page To Be Completed by FSMC ad SFA

Expenses That SFA Is Contracting for And Charging to the Food Service Account

EXPENSES:	Total Cost	Cost per Meal	
Food Cost-Including Commodities	\$ 712,871	0.8960	
Commodity Delivery Charge	\$ 8,000	0.0101	
Labor Cost	\$ 511,003	0.6423	
Fringe Benefits & Taxes	\$ 244,383	0.3072	
On-Site Manager Salary & Benefits	\$ 108,462	0.1363	
Other Direct Costs			
Uniforms	\$ 7,600	0.0096	
Amortization	\$ 15,809	0.0199	
Non-Food (Paper Products, Supplies, etc.)	\$ 55,691	0.0700	
Smallwares	\$ 3,000	0.0038	
Vehicle Expense	\$ 8,400	0.0106	
Management Meeting	\$ 1,500	0.0019	
Promotions & Nutrition Education	\$ 13,900	0.0175	
Office Expense	\$ 1,000	0.0013	
Marketing and Packaging	\$ 4,000	0.0050	
Computer Expense	\$ 6,780	0.0085	
Telephone	\$ 1,800	0.0023	
FSMC Administrative Cost	\$ 71,601	0.0900	
FSMC Management Fee	\$ 17,502	0.0220	
Other	\$ 2,998	0.0038	
Indirect Cost	\$ 20,000	0.0251	
Depreciation	\$ -	-	
Travel, Dues, Seminars	\$ -	-	
	\$ -	-	
Subtotal Expenses	\$ 1,816,300	Sub-Total Cost/Meal	\$ 2.28
Less Commodity Usage at \$.175 Per Reimbursable Lunch	\$ (87,460)		
TOTAL EXPENSES	\$ 1,728,840	Total Cost/Meal	\$ 2.17

SUMMARY:

Total Revenue:

Total Expenses:

Gross Meal Rate	\$ 2.280	
District Direct	\$ 0.025	\$ 1,740,956.25
Total Meal Rate	\$ 2.255	\$ 1,728,840.00
		\$ 12,116.25

ARAMARK Gaurantees the Projected Surplus