

# Nutrition Base Bid

## PROJECTED OPERATING COST To Be Completed by SFA

BIDDER: Nutrition, Inc. Based on 176B/176L Days of Service

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

#### Breakfasts:

Paid	#	18,832	x	1.00	=	\$	18,832.
Reduced	#	10,384	x	0.30	=	\$	3115.20
Adult	#	_____	x	_____	=	\$	_____
A la Carte Sales	#	_____	x	_____	=	\$	_____
Other sponsors	#	_____	x	_____	=	\$	_____

#### Subtotal Breakfasts

\$ 21,947.20

#### Lunches:

Paid Elem.	#	89,232	x	1.70	=	\$	151,694.40.
Paid Jr.	#		x		=	\$	
Paid Sr.	#	79,904.	x	1.85	=	\$	147,822.40
Reduced	#	48,400.	x	0.40	=	\$	19,360.
Adult	#	18,847.04	x	1	=	\$	18,847.04
A la Carte Sales	#	267,987.20.	x	1.00	=	\$	267,987.20.
Other, i.e., Head Start, Senior Citizens, etc.	#		x		=	\$	
Other sponsors	#	_____	x	_____	=	\$	_____

#### Subtotal Lunches

\$ 605,711.04

#### Supplements:

Paid	#	_____	x	_____	=	\$	_____
Reduced	#	_____	x	_____	=	\$	_____
A la Carte	#	_____	x	_____	=	\$	_____

#### Subtotal Supplements:

\$ \_\_\_\_\_

Special Milk	#	_____	x	_____	=	\$	_____
Vending Machine Sales	#	_____	x	_____	=	\$	_____
Special Functions	#	_____	x	_____	=	\$	_____

TOTAL "IN-SCHOOL" REVENUE = \$ 627,658.24

Projected Operating Costs  
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FEDERAL REIMBURSEMENTS:

Breakfasts:

Free	#	3,696	x	1.27	=	\$	4,693.92
Free, severe need	#	70,928	x	1.51	=	\$	107,101.28
Reduced	#	880	x	.97	=	\$	853.60
Reduced, severe need	#	9,504	x	1.21	=	\$	11,499.84
Paid	#	18,832	x	.23	=	\$	4,331.36

Lunches:

Free	#	165,616	x	2.32	=	\$	384,229.12
Reduced	#	48,400	x	1.92	=	\$	92,928.
Paid	#	169,136	x	.22	=	\$	37,209.92

Supplements:

Free	#		x		=	\$	
Reduced	#		x		=	\$	
Paid	#		x		=	\$	

Special Milk:

Paid	#		x		=	\$	
Free	#		x		=	\$	

Summer Foodservice:

Breakfast	#		x		=	\$	
Lunch	#		x		=	\$	
Snack	#		x		=	\$	

TOTAL FEDERAL REIMBURSEMENT = \$642,847.04

STATE REIMBURSEMENT

Breakfasts:

Free	#	3,696	x	.10	=	\$	369.60
Free, severe need	#	70,928	x	.10	=	\$	7092.80
Reduced	#	880	x	.10	=	\$	88.00
Reduced, severe need	#	9,504	x	.10	=	\$	950.40
Paid	#	18,832	x	.10	=	\$	1883.20

Lunches:

Free	#	165,616	x	.10	=	\$	16,561.60
Reduced	#	48,400	x	.10	=	\$	4,840.00
Paid	#	169,136	x	.10	=	\$	16,913.60
Breakfast Incentive, .02	#	383,152	x	.02	=	\$	7,663.04
Breakfast Incentive, .04	#		x	.04	=	\$	

TOTAL STATE REIMBURSEMENT = \$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 and SFA

Expenses That SFA Is Contracting for And Charging to the Foodservice Account

EXPENSES:	TOTAL COST	COST PER MEAL:
Food Cost - Including Commodities	\$542,338	\$ .907
Commodity Delivery Charge	\$8,000.	\$ .013
Labor Cost	\$511,003.	\$ .855
Fringe Benefits incl. P/ Related	\$227,736.	\$ .381
FSMC Team Salary & Benefits	\$116,000.	\$ .194
Other Direct Costs	\$20,000.	\$ .033
Garbage, Repairs, etc.		
Non-Food (Paper Products, Supplies, etc.)	\$114,828.	\$ .192
Special Functions:		
Food, Labor & Supplies		
FSMC Administrative Cost	\$33,000	\$ .055
FSMC Management Fee	\$22,000	\$ .037
Other:		

Subtotal Expenses                      \$1,594,905.                      Total Cost Per Meal    \$2.667

Less Commodity Usage at \$.175  
Per Reimbursable Lunch                      \$ (    67,051.60    )

TOTAL EXPENSES                      \$1,527,853.

SUMMARY:

Total Revenue                      \$ 1,326,867.52                      \*Meal equivalent factor use 2.5925

Total Expenses:                      \$1,527,853.

PROFIT OR (LOSS)                      (\$200,986.)

Guaranteed Loss Not To Exceed \$100,000.

# Nutrition Participation Increase

A17.1

PROJECTED OPERATING COST

To Be Completed by SFA

BIDDER: Nutrition, Inc. Based on 176B/176L Days of Service

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

### Breakfasts:

Paid	#	18,832	x	1.00	=	\$	18,832.
Reduced	#	10,384	x	0.30	=	\$	3115.20
Adult	#	_____	x	_____	=	\$	_____
A la Carte Sales	#	_____	x	_____	=	\$	_____
Other sponsors	#	_____	x	_____	=	\$	_____

### Subtotal Breakfasts

\$ 21,947.20

### Lunches:

Paid Elem.	#	98,208	x	1.70	=	\$	166,953.60
Paid Jr.	#	_____	x	_____	=	\$	_____
Paid Sr.	#	87,824	x	1.85	=	\$	162,474.40
Reduced	#	53,152	x	0.40	=	\$	21,260.80.
Adult	#	18,847.04	x	1	=	\$	18,847.04
A la Carte Sales	#	348,552.16	x	1.00	=	\$	348,552.16
Other, i.e., Head Start, Senior Citizens, etc.	#	_____	x	_____	=	\$	_____
Other sponsors	#	_____	x	_____	=	\$	_____

### Subtotal Lunches

\$ 718,088.

### Supplements:

Paid	#	_____	x	_____	=	\$	_____
Reduced	#	_____	x	_____	=	\$	_____
A la Carte	#	_____	x	_____	=	\$	_____

### Subtotal Supplements:

\$ \_\_\_\_\_

Special Milk	#	_____	x	_____	=	\$	_____
Vending Machine Sales	#	_____	x	_____	=	\$	_____
Special Functions	#	_____	x	_____	=	\$	_____

TOTAL "IN-SCHOOL" REVENUE

= \$ 740,035.

Projected Operating Costs

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FEDERAL REIMBURSEMENTS:

Breakfasts:

Free	#	3,696	x	1.27	=	\$	4,693.92
Free, severe need	#	70,928	x	1.51	=	\$	107,101.28
Reduced	#	880	x	.97	=	\$	853.60
Reduced, severe need	#	9,504	x	1.21	=	\$	11,499.84
Paid	#	18,832	x	.23	=	\$	4,331.36

Lunches:

Free	#	182,160	x	2.32	=	\$	422,611.
Reduced	#	53,152	x	1.92	=	\$	102,052.
Paid	#	186,032	x	.22	=	\$	40,927.

Supplements:

Free	#		x		=	\$	
Reduced	#		x		=	\$	
Paid	#		x		=	\$	

Special Milk:

Paid	#		x		=	\$	
Free	#		x		=	\$	

Summer Foodservice:

Breakfast	#		x		=	\$	
Lunch	#		x		=	\$	
Snack	#		x		=	\$	

TOTAL FEDERAL REIMBURSEMENT = \$694,070.

STATE REIMBURSEMENT

Breakfasts:

Free	#	3,696	x	.10	=	\$	369.60
Free, severe need	#	70,928	x	.10	=	\$	7092.80
Reduced	#	880	x	.10	=	\$	88.00
Reduced, severe need	#	9,504	x	.10	=	\$	950.40
Paid	#	18,832	x	.10	=	\$	1883.20

Lunches:

Free	#	182,160	x	.10	=	\$	18,216.
Reduced	#	53,152	x	.10	=	\$	5315.20
Paid	#	186,032	x	.10	=	\$	18,603.2
Breakfast Incentive, .02	#	421,344	x	.02	=	\$	8426.88
Breakfast Incentive, .04	#		x	.04	=	\$	

TOTAL STATE REIMBURSEMENT = \$60,945.28

TOTAL OF ALL REIMBURSEMENTS = \$ 755,015.28

INTEREST INCOME = \$

TOTAL REVENUE = \$ 1,495,050.

Projected Operating Costs

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This Page To Be Completed by FSMC and SFA

ALTERNATE BID #1

\*INCREASE IN PARTICIPATION

Expenses That SFA Is Contracting for And Charging to the Foodservice Account

EXPENSES:	TOTAL COST	COST PER MEAL:
Food Cost - Including Commodities	<u>\$625,468.</u>	<u>\$ .938</u>
Commodity Delivery Charge	<u>\$8,000.</u>	<u>\$ .012</u>
Labor Cost	<u>\$511,003.</u>	<u>\$ .767</u>
Fringe Benefits incl. P/ Related	<u>\$227,736.</u>	<u>\$ .341</u>
FSMC Team Salary & Benefits	<u>\$116,000.</u>	<u>\$ .174</u>
Other Direct Costs	<u>\$20,000.</u>	<u>\$ .030</u>
Garbage, Repairs, etc.		
Non-Food (Paper Products, Supplies, etc.)	<u>\$125,516.</u>	<u>\$ .188</u>
Special Functions:		
Food, Labor & Supplies		
FSMC Administrative Cost	<u>\$33,000</u>	<u>\$ .049</u>
FSMC Management Fee	<u>\$22,000</u>	<u>\$ .033</u>
Other:		

Subtotal Expenses \$1,688,723. Total Cost Per Meal \$2.532

Less Commodity Usage at \$.175  
Per Reimbursable Lunch \$ ( 73,735. )

TOTAL EXPENSES \$1,614,988.

SUMMARY:

Total Revenue \$ 1,495,050. \*Meal equivalent factor use 2.5925

Total Expenses: \$1,614,988.

PROFIT OR (LOSS) (\$119,938.)

Guaranteed Loss Not To Exceed \$100,000.

# Nutrition Base Bid - Nutrition Labor

**A17 2**

## PROJECTED OPERATING COST To Be Completed by SFA

BIDDER: Nutrition, Inc. Based on 176B/176L Days of Service

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

#### Breakfasts:

Paid	#	18,832	x	1.00	=	\$	18,832.
Reduced	#	10,384	x	0.30	=	\$	3115.20
Adult	#	_____	x	_____	=	\$	_____
A la Carte Sales	#	_____	x	_____	=	\$	_____
Other sponsors	#	_____	x	_____	=	\$	_____

#### Subtotal Breakfasts

\$ 21,947.20

#### Lunches:

Paid Elem.	#	89,232	x	1.70	=	\$	151,694.40.
Paid Jr.	#		x		=	\$	
Paid Sr.	#	79,904.	x	1.85	=	\$	147,822.40
Reduced	#	48,400.	x	0.40	=	\$	19,360.
Adult	#	18,847.04	x	1	=	\$	18,847.04
A la Carte Sales	#	267,987.20.	x	1.00	=	\$	267,987.20.
Other, i.e., Head Start, Senior Citizens, etc.	#		x		=	\$	
Other sponsors	#	_____	x	_____	=	\$	_____

#### Subtotal Lunches

\$ 605,711.04

#### Supplements:

Paid	#	_____	x	_____	=	\$	_____
Reduced	#	_____	x	_____	=	\$	_____
A la Carte	#	_____	x	_____	=	\$	_____

#### Subtotal Supplements:

\$ \_\_\_\_\_

Special Milk	#	_____	x	_____	=	\$	_____
Vending Machine Sales	#	_____	x	_____	=	\$	_____
Special Functions	#	_____	x	_____	=	\$	_____

TOTAL "IN-SCHOOL" REVENUE = \$ 627,658.24

Projected Operating Costs

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FEDERAL REIMBURSEMENTS:

Breakfasts:

Free	#	3,696	x	1.27	=	\$	4,693.92
Free, severe need	#	70,928	x	1.51	=	\$	107,101.28
Reduced	#	880	x	.97	=	\$	853.60
Reduced, severe need	#	9,504	x	1.21	=	\$	11,499.84
Paid	#	18,832	x	.23	=	\$	4,331.36

Lunches:

Free	#	165,616	x	2.32	=	\$	384,229.12
Reduced	#	48,400	x	1.92	=	\$	92,928.
Paid	#	169,136	x	.22	=	\$	37,209.92

Supplements:

Free	#		x		=	\$	
Reduced	#		x		=	\$	
Paid	#		x		=	\$	

Special Milk:

Paid	#		x		=	\$	
Free	#		x		=	\$	

Summer Foodservice:

Breakfast	#		x		=	\$	
Lunch	#		x		=	\$	
Snack	#		x		=	\$	

TOTAL FEDERAL REIMBURSEMENT = \$642,847.04

STATE REIMBURSEMENT

Breakfasts:

Free	#	3,696	x	.10	=	\$	369.60
Free, severe need	#	70,928	x	.10	=	\$	7092.80
Reduced	#	880	x	.10	=	\$	88.00
Reduced, severe need	#	9,504	x	.10	=	\$	950.40
Paid	#	18,832	x	.10	=	\$	1883.20

Lunches:

Free	#	165,616	x	.10	=	\$	16,561.60
Reduced	#	48,400	x	.10	=	\$	4,840.00
Paid	#	169,136	x	.10	=	\$	16,913.60
Breakfast Incentive, .02	#	383,152	x	.02	=	\$	7,663.04
Breakfast Incentive, .04	#		x	.04	=	\$	

TOTAL STATE REIMBURSEMENT = \$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 and SFA

**Expenses That SFA Is Contracting for And Charging to the Foodservice Account**

EXPENSES:	TOTAL COST	COST PER MEAL:
Food Cost - Including Commodities	\$542,338	\$ .907
Commodity Delivery Charge	\$8,000.	\$ .013
Labor Cost	\$	\$
Fringe Benefits incl. P/ Related	\$	\$
FSMC Team Salary & Benefits	\$116,000.	\$ .194
Other Direct Costs	\$20,000.	\$ .033
Garbage, Repairs, etc.		
Non-Food (Paper Products, Supplies, etc.)	\$114,828.	\$ .192
Special Functions:		
Food, Labor & Supplies		
FSMC Administrative Cost	\$33,000	\$ .055
FSMC Management Fee	\$22,000	\$ .037
Other:		
Staff Wages/Payroll Related	\$514,549.	\$ .861
Staff Fringe Benefits	\$70,944.	\$ .119

Subtotal Expenses                      \$1,441,659.                      Total Cost Per Meal    \$2.411

Less Commodity Usage at \$.175  
Per Reimbursable Lunch              \$ ( 67,051.60 )

TOTAL EXPENSES                      \$1,374,607.

SUMMARY:

Total Revenue                      \$ 1,326,867.52                      \*Meal equivalent factor use 2.5925

Total Expenses:                      \$1,374,607.

PROFIT OR (LOSS)                      (\$47,739.)

Guaranteed Break Even

# Nutrition Participation Increase

AN.3

PROJECTED OPERATING COST  
To Be Completed by SFA

(Nutrition Labor)

BIDDER: Nutrition, Inc. Based on 176B/176L Days of Service

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

### Breakfasts:

Paid	#	18,832	x	1.00	=	\$	18,832.
Reduced	#	10,384	x	0.30	=	\$	3115.20
Adult	#		x		=	\$	
A la Carte Sales	#		x		=	\$	
Other sponsors	#		x		=	\$	

Subtotal Breakfasts \$ 21,947.20

### Lunches:

Paid Elem.	#	98,208	x	1.70	=	\$	166,953.60
Paid Jr.	#		x		=	\$	
Paid Sr.	#	87,824	x	1.85	=	\$	162,474.40
Reduced	#	53,152	x	0.40	=	\$	21,260.80.
Adult	#	18,847.04	x	1	=	\$	18,847.04
A la Carte Sales	#	348,552.16	x	1.00	=	\$	348,552.16
Other, i.e., Head Start, Senior Citizens, etc.	#		x		=	\$	
Other sponsors	#		x		=	\$	

Subtotal Lunches \$ 718,088.

### Supplements:

Paid	#		x		=	\$	
Reduced	#		x		=	\$	
A la Carte	#		x		=	\$	

Subtotal Supplements: \$ \_\_\_\_\_

Special Milk	#		x		=	\$	
Vending Machine Sales	#		x		=	\$	
Special Functions	#		x		=	\$	

TOTAL "IN-SCHOOL" REVENUE = \$ 740,035.

# FEDERAL REIMBURSEMENTS:

## Breakfasts:

Free	#	3,696	x	1.27	=	\$	4,693.92
Free, severe need	#	70,928	x	1.51	=	\$	107,101.28
Reduced	#	880	x	.97	=	\$	853.60
Reduced, severe need	#	9,504	x	1.21	=	\$	11,499.84
Paid	#	18,832	x	.23	=	\$	4,331.36

## Lunches:

Free	#	182,160	x	2.32	=	\$	422,611.
Reduced	#	53,152	x	1.92	=	\$	102,052.
Paid	#	186,032	x	.22	=	\$	40,927.

## Supplements:

Free	#		x		=	\$	
Reduced	#		x		=	\$	
Paid	#		x		=	\$	

## Special Milk:

Paid	#		x		=	\$	
Free	#		x		=	\$	

## Summer Foodservice:

Breakfast	#		x		=	\$	
Lunch	#		x		=	\$	
Snack	#		x		=	\$	

TOTAL FEDERAL REIMBURSEMENT = \$694,070.

# STATE REIMBURSEMENT

## Breakfasts:

Free	#	3,696	x	.10	=	\$	369.60
Free, severe need	#	70,928	x	.10	=	\$	7092.80
Reduced	#	880	x	.10	=	\$	88.00
Reduced, severe need	#	9,504	x	.10	=	\$	950.40
Paid	#	18,832	x	.10	=	\$	1883.20

## Lunches:

Free	#	182,160	x	.10	=	\$	18,216.
Reduced	#	53,152	x	.10	=	\$	5315.20
Paid	#	186,032	x	.10	=	\$	18,603.2
Breakfast Incentive, .02	#	421,344	x	.02	=	\$	8426.88
Breakfast Incentive, .04	#		x	.04	=	\$	

TOTAL STATE REIMBURSEMENT = \$60,945.28

TOTAL OF ALL REIMBURSEMENTS = \$ 755,015.28

INTEREST INCOME = \$

TOTAL REVENUE = \$ 1,495,050.

This Page To Be Completed by FSMC and SFA

**Expenses That SFA Is Contracting for And Charging to the Foodservice Account**

EXPENSES:	TOTAL COST	COST PER MEAL:
Food Cost - Including Commodities	\$625,468.	\$ .938
Commodity Delivery Charge	\$8,000.	\$ .012
Labor Cost	\$	\$
Fringe Benefits incl. P/ Related	\$	\$
FSMC Team Salary & Benefits	\$116,000.	\$ .174
Other Direct Costs	\$20,000.	\$ .030
Garbage, Repairs, etc.		
Non-Food (Paper Products, Supplies, etc.)	\$125,516.	\$ .188
Special Functions:		
Food, Labor & Supplies		
FSMC Administrative Cost	\$33,000	\$ .049
FSMC Management Fee	\$22,000	\$ .033
Other:		
Staff Wages/Payroll Related	\$514,549.	\$ .772
Staff Fringe Benefits	\$70,944.	\$ .106

Subtotal Expenses                      \$1,535,477.                      Total Cost Per Meal    \$2.302

Less Commodity Usage at \$.175  
Per Reimbursable Lunch              \$ ( 73,735. )

TOTAL EXPENSES                      \$1,461,742.

SUMMARY:

Total Revenue                      \$ 1,495,050.                      \*Meal equivalent factor use 2.5925

Total Expenses:                      \$1,461,742.

PROFIT OR (LOSS)                      (\$33,308.)