

# **NSLP Projected Operating Costs-Base Proposal**

Contract Begin Date 7/1/10  
 Contract End Date 6/30/10  
 Days of Service 177

School Food Authority Warren County School District  
 FSMC Metz and Associates

<u>Actual "In-School" Revenue</u>					
(Include Seamless Summer Option (SSO) Actual Revenue, if applicable)					
<b>BREAKFASTS:</b>		<b>MEALS</b>		<b>RATES</b>	
Elementary Paid	#	23,541	X	\$1.000	= \$ 23,541.00
Elementary Tiered Paid	#	0	X	\$0.000	= \$ -
Middle Paid	#	0	X	\$0.000	= \$ -
Middle Tiered Paid	#	0	X	\$0.000	= \$ -
Secondary Paid	#	22,479	X	\$1.000	= \$ 22,479.00
Secondary Tiered Paid	#	0	X	\$0.000	= \$ -
Reduced-Price	#	17,877	X	\$0.300	= \$ 5,363.10
Adult Paid	#	0	X	\$0.0000	= \$ -
A la Carte Sales	#	0	X	\$0.0000	= \$ -
<b>Subtotal Breakfasts</b>	#	<b>63,897</b>			<b>\$ 51,383.10</b>
<b>LUNCHES:</b>					
Elementary Paid	#	118,059	X	\$2.000	= \$ 236,118.00
Elementary Tiered Paid	#	0	X	\$0.000	= \$ -
Middle Paid	#	0	X	\$0.000	= \$ -
Middle Tiered Paid	#	0	X	\$0.000	= \$ -
Secondary Paid	#	119,121	X	\$2.150	= \$ 256,110.15
Secondary Tiered Paid	#	0	X	\$0.000	= \$ -
Reduced-Price	#	42,126	X	\$0.400	= \$ 16,850.40
Adult	#	0	X	\$0.000	= \$ -
A la Carte Sales	#	85,440	X	\$3.023	= \$ 258,243.00
<b>Subtotal Lunches</b>	#	<b>364,746</b>			<b>\$ 767,321.55</b>
<b>SNACKS/SUPPLEMENTS</b>					
Paid	#	0	X	0.00	= \$ -
Reduced-Price	#	0	X	0.00	= \$ -
Adult	#	0	X	0.00	= \$ -
A la Carte Sales	#	0	X	0.00	= \$ -
<b>Subtotal Snacks/Supplements</b>	#	<b>0</b>			<b>\$ -</b>
<b>OTHER:</b>					
Special Milk					\$ -
Vending Machine Sales/Concession					\$ -
Special Functions					\$ -
<b>Subtotal Other</b>					<b>\$ -</b>
<b>Total "IN-SCHOOL" Revenue</b>	#	<b>428,643</b>			<b>\$ 818,704.65</b>

<u>Federal Reimbursement</u>					
To Be Completed By SFA (include SSO Reimbursements, if applicable)					
<b>BREAKFASTS:</b>		<b>MEALS</b>		<b>RATES</b>	
Paid	#	46,020	X \$	0.260	= \$ 11,965.20
Free	#	113,988	X \$	1.480	= \$ 168,702.24
Free, Severe Need	#	0	X \$	1.760	= \$ -
Reduced	#	17,877	X \$	1.180	= \$ 21,094.86
Reduced, Severe Need	#	0	X \$	1.460	= \$ -
<b>Subtotal Breakfasts</b>	#	<b>177,885</b>			<b>\$ 201,762.30</b>
<b>HIGH RATE LUNCHES:</b>					
Paid	#	0	X \$	0.280	= \$ -
Free	#	0	X \$	2.740	= \$ -
Reduced	#	0	X \$	2.340	= \$ -
<b>Subtotal High Rate Lunches</b>	#	<b>0</b>			<b>\$ -</b>
<b>LOW RATE LUNCHES:</b>					
Paid	#	237,180	X \$	0.260	= \$ 61,666.80
Free	#	224,436	X \$	2.720	= \$ 610,465.92
Reduced	#	42,126	X \$	2.320	= \$ 97,732.32
<b>Subtotal Low Rate Lunches</b>	#	<b>503,742</b>			<b>\$ 769,865.04</b>
<b>SNACKS/SUPPLEMENTS:</b>					
Paid	#	0	X \$	0.0600	= \$ -
Free	#	0	X \$	0.7400	= \$ -
Reduced	#	0	X \$	0.3700	= \$ -
<b>Subtotal Snacks/Supplements</b>	#	<b>0</b>			<b>\$ -</b>
<b>SPECIAL MILK</b>					
Paid	#	0	X \$	0.178	= \$ -
Free*	#	0	X \$	-	= \$ -
<b>Subtotal Special Milk</b>	#	<b>0</b>			<b>\$ -</b>
<b>Total Federal Reimbursement</b>	#	<b>681,627</b>			<b>\$ 971,627.34</b>

NSLP Projected Operating Costs									
State Reimbursements									
(Include SSO Reimbursements, if applicable)									
<b>BREAKFASTS:</b>									
		<b>MEALS</b>			<b>RATES</b>				
Paid	#	46,020	X	\$	0.100	=	\$	4,602.00	
Free	#	113,988	X	\$	0.100	=	\$	11,398.80	
Free, Severe need	#	0	X	\$	0.100	=	\$	-	
Reduced	#	17,877	X	\$	0.100	=	\$	1,787.70	
Reduced, Severe Need	#	0	X	\$	0.100	=	\$	-	
	<b>Subtotal Breakfasts</b>	#					\$	<b>17,788.50</b>	
<b>LUNCHES:</b>									
Paid	#	237,180	X	\$	0.100	=	\$	23,718.00	
Free	#	224,436	X	\$	0.100	=	\$	22,443.60	
Reduced	#	42,126	X	\$	0.100	=	\$	4,212.60	
Breakfast Incentive <=20%	#	0	X	\$	0.020	=	\$	-	
Breakfast Incentive >20%	#	503,742	X	\$	0.040	=	\$	20,149.68	
	<b>Subtotal Lunches</b>	#					\$	<b>70,523.88</b>	
SNI Lunch	#	503,742	X	\$	0.010	=	\$	5,037.42	
SNI Breakfast	#	177,885	X	\$	0.010	=	\$	1,778.85	
SNI Breakfast Incentive <=20%	#	0	X	\$	0.010	=	\$	-	
SNI Breakfast Incentive >20%	#	177,885	X	\$	0.020	=	\$	3,557.70	
	<b>Subtotal SNI Incentive</b>	#					\$	<b>10,373.97</b>	
<b>Total State Reimbursement</b>	#	<b>1,841,130</b>					\$	<b>98,886.35</b>	
<b>SUMMARY:</b>									
Total "IN-SCHOOL" Revenue							\$	818,704.65	
Total All Reimbursements							\$	1,070,313.69	
Other Income							\$	115,481.00	
Interest Income							\$	18,832.00	
<b>Total Revenue</b>							\$	<b>2,023,331.34</b>	
<b>Less Commodity Usage @</b>	\$	0.1950	<b>Per Reimbursable Lunches:</b>	<b>503,742</b>	\$			<b>(98,229.69)</b>	

(This page to be completed by FSMC)		
<b>EXPENSES:</b>	<b>TOTAL COST</b>	<b>COST/MEAL</b> (Only if Fixed Price Contract)
<b>Food Cost-Including Commodities*</b> Enter the amounts of food and milk purchased and received. Include the Commodity Distribution Assessment Fee, Commodity Value and Bonus Commodity Value (Do not include rebates, discounts and credits)	\$893,560.65	1.165
<b>Commodity Delivery Charge*</b> Enter the charge to have the commodities delivered	\$10,224.41	0.013
<b>Direct Labor and Benefits*</b> Enter the gross amount paid for salaries and fringe benefits to foodservice workers	\$879,317.16	
<b>Other Direct</b> Enter the cost for nonfood items such as paper goods, supplies, equipment repairs	109,689.25	0.143
<b>Nonreimbursable Expenses*</b> Enter all expenditures that are not an allowable cost for reimbursement purposes	\$0.00	
<b>Administrative Fee*</b> Enter the fee that will be charged to manage the program	\$31,000.00	0.040
<b>FSMC Management Fee*</b> Enter the fee that will be charged to manage the program	\$82,331.44	0.107
<b>Indirect Costs*</b> Enter the amount of utilities and indirect labor charged to manage the program	\$0.00	
<b>Other: Please List*</b>	\$189,835.04	0.248
<b>Subtotal Expenses/Total Cost Per Meal</b>	<b>\$2,195,957.95</b>	<b>1.717</b>
<b>Less Rebates, Discounts and Applicable Credits</b>	<b>(41,864.82)</b>	<b>(0.05)</b>
<b>Total Expenses</b>	<b>\$2,055,863.45</b>	<b>1.662</b>
<b>SUMMARY:</b>		
<b>Guarantee to SFA</b>	<b>Break Even or Better</b>	<b>Total Revenue</b> \$2,023,331.34
		<b>Total Expenses</b> \$2,055,863.45
<b>School Nutrition Program-Profit or (Loss)</b>		<b>\$ (32,532.10)</b>

\*All items must be included in a budget summary and itemized in full detail

Budget Summary

BASE PROPOSAL

Warren County School District

2011-2012

EXPENSES:

Food Cost-Including Commodities\*

Commodity Delivery Charge\*

Direct Labor and Benefits\* (FSMC)

Direct Labor and Benefits\* (SFA)

Other Direct

Liability/Fidelity Insurance

Promotions

Paper Supplies

Cleaning Supplies

Uniforms

Nutrition Education / Promo's

Smallwares Replacement

SD Travel

Telephone

Licenses & Fees

Computers/ technology

Office Supplies

Vehicle Expenses/Fuel/Travel

Repairs & Maintenance

Sub-total Other Direct

Nonreimbursable Expenses\*

TOTAL COST

\$ 893,561

\$ 101,224

\$ 879,317

\$ 189,935

SEE ATTACHED DETAIL

\$ 109,689 -- \$

\$ 0

Fees

Administrative Fee\*

FSMC Management Fee\*

Total Fees

Cost/Meal

Total Meals

\$ 51,000

.040

766,997

\$ 82,331

.107

766,997

\$ 113,331 -

\$

766,997

Indirect costs

\$ 0

Sub-total Other

\$ 0

District Other

\$ 0

\$ 2,055,863.45

**Direct Cost Detail - Base Proposal**  
**Warren County School District**

General Liability Insurance	\$3,689.59
Repair/Maint.	\$10.00
Laundry/Uniforms	\$5,100.00
Paper Expense	\$61,359.73
Cleaning Expense	\$15,339.93
Equipment Rental	\$10.00
Replacement Accural	\$0.00
Promotion	\$10.00
Office Supplies & Postage	\$1,500.00
Menu Printing & Meal Tickets	\$750.00
Service Contracts	\$0.00
Depreciation	\$0.00
Air Courier	\$0.00
Travel Expense	\$1,500.00
Telephone	\$10.00
Want ads	\$10.00
Misc. Exp.	\$1,000.00
Taxes/Licenses	\$0.00
Amortization	\$0.00
Vehicle Cost	\$12,000.00
Opening Costs	\$2,500.00
Marketing	\$2,400.00
Computer Expense	\$2,500.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00
School District Expense	\$0.00
Performance Bond	\$0.00
<b><u>Total Direct Expense</u></b>	<b><u>\$109,689.25</u></b>