

# Warren County School District - Financial Proposal - Fixed Price

## NSLP Projected Operating Costs



Contract Begin Date 7/1/13  
 Contract End Date 6/30/14  
 Days of Service 177

School Food Authority Warren County School District  
 FSMC Metz Culinary Management

| <b>Actual "In-School" Revenue</b>                                    |   |                |   |              |                      |
|--|---|----------------|---|--------------|----------------------|
| (Include Seamless Summer Option (SSO) Actual Revenue, if applicable) |   |                |   |              |                      |
| <b>BREAKFASTS:</b>   |   | <b>MEALS</b>   |   | <b>RATES</b> |                      |
| Elementary Paid  | # | 13,401         | X | \$1.000      | = \$ 13,401.02       |
| Elementary Tiered Paid   | # | 0              | X | \$0.000      | = \$ -               |
| Middle Paid  | # | 354            | X | \$1.000      | = \$ 354.00          |
| Middle Tiered Paid   | # | 0              | X | \$0.000      | = \$ -               |
| Secondary Paid   | # | 9,023          | X | \$1.000      | = \$ 9,023.00        |
| Secondary Tiered Paid  | # | 0              | X | \$0.000      | = \$ -               |
| Reduced-Price  | # | 10,761         | X | \$0.300      | = \$ 3,228.30        |
| Adult Paid   | # | 0              | X | \$1.5000     | = \$ -               |
| A la Carte Sales   | # | 14,746         | X | \$2.8780     | = \$ 42,438.99       |
| <b>Subtotal Breakfasts</b>   | # | <b>48,285</b>  |   |              | <b>\$ 68,445.31</b>  |
| <b>LUNCHES:</b>  |   |                |   |              |                      |
| Elementary Paid  | # | 59,521         | X | \$2.000      | = \$ 119,042.00      |
| Elementary Tiered Paid   | # | 0              | X | \$0.000      | = \$ -               |
| Middle Paid  | # | 8,389          | X | \$2.150      | = \$ 18,036.35       |
| Middle Tiered Paid   | # | 0              | X | \$0.000      | = \$ -               |
| Secondary Paid   | # | 57,994         | X | \$2.150      | = \$ 124,687.10      |
| Secondary Tiered Paid  | # | 0              | X | \$0.000      | = \$ -               |
| Reduced-Price  | # | 35,150         | X | \$0.400      | = \$ 14,060.00       |
| Adult  | # | 8,286          | X | \$2.878      | = \$ 23,847.11       |
| A la Carte Sales   | # | 47,969         | X | \$2.8780     | = \$ 138,054.78      |
| <b>Subtotal Lunches</b>  | # | <b>217,309</b> |   |              | <b>\$ 437,727.34</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                                     |   |                |   |              | \$ 167.68            |
| Special Functions  |   |                |   |              | \$ 80,183.04         |
| <b>Subtotal Other</b>  |   |                |   |              | <b>\$ 80,350.72</b>  |
| <b>Total "IN-SCHOOL" Revenue</b>                                     | # | <b>265,594</b> |   |              | <b>\$ 586,523.37</b> |

| <b>Federal Reimbursement</b>                                       |   |                |   |              |                      |
|--|---|----------------|---|--------------|----------------------|
| To Be Completed By SFA (include SSO Reimbursements, if applicable) |   |                |   |              |                      |
| <b>BREAKFASTS:</b>   |   | <b>MEALS</b>   |   | <b>RATES</b> |                      |
| Paid   | # | 22,778         | X | \$ 0.270     | = \$ 6,150.07        |
| Free   | # | 13,082         | X | \$ 1.550     | = \$ 20,277.10       |
| Free, Severe Need  | # | 88,040         | X | \$ 1.850     | = \$ 162,874.00      |
| Reduced  | # | 2,111          | X | \$ 1.250     | = \$ 2,638.75        |
| Reduced, Severe Need   | # | 8,650          | X | \$ 1.550     | = \$ 13,407.50       |
| <b>Subtotal Breakfasts</b>   | # | <b>134,661</b> |   |              | <b>\$ 205,347.42</b> |
| <b>HIGH RATE LUNCHES:</b>  |   |                |   |              |                      |
| Paid   | # | 0              | X | \$ 0.290     | = \$ -               |
| Free   | # | 0              | X | \$ 2.880     | = \$ -               |
| Reduced  | # | 0              | X | \$ 2.480     | = \$ -               |
| <b>Subtotal High Rate Lunches</b>                                  | # | <b>0</b>       |   |              | <b>\$ -</b>          |
| <b>LOW RATE LUNCHES:</b>   |   |                |   |              |                      |
| Paid   | # | 125,904        | X | \$ 0.330     | = \$ 41,548.32       |
| Free   | # | 210,917        | X | \$ 2.920     | = \$ 615,877.64      |
| Reduced  | # | 35,150         | X | \$ 2.520     | = \$ 88,578.00       |
| <b>Subtotal Low Rate Lunches</b>                                   | # | <b>371,971</b> |   |              | <b>\$ 746,003.96</b> |
| <b>SNACKS/SUPPLEMENTS:</b>   |   |                |   |              |                      |
| Paid   | # | 0              | X | \$ 0.0700    | = \$ -               |
| Free   | # | 0              | X | \$ 0.7800    | = \$ -               |
| Reduced  | # | 0              | X | \$ 0.3900    | = \$ -               |
| <b>Subtotal Snacks/Supplements</b>                                 | # | <b>0</b>       |   |              | <b>\$ -</b>          |
| <b>SPECIAL MILK</b>  |   |                |   |              |                      |
| Paid   | # | 0              | X | \$ 0.193     | = \$ -               |
| Free*  | # | 0              | X | \$ 0.278     | = \$ -               |
| <b>Subtotal Special Milk</b>                                       | # | <b>0</b>       |   |              | <b>\$ -</b>          |
| <b>Total Federal Reimbursement</b>                                 | # | <b>506,632</b> |   |              | <b>\$ 951,351.38</b> |

PA Projected Operating Costs



| NSLP Projected Operating Costs<br>State Reimbursements<br>(Include SSO Reimbursements, if applicable) |   |              |         |              |       |   |    |              |  |
|---|---|--------------|---------|--------------|-------|---|----|--------------|--|
| <u>BREAKFASTS:</u>  |   | <u>MEALS</u> |         | <u>RATES</u> |       |   |    |              |  |
| Paid  | # | 22,778       | X       | \$           | 0.100 | = | \$ | 2,277.80     |  |
| Free  | # | 13,082       | X       | \$           | 0.100 | = | \$ | 1,308.20     |  |
| Free, Severe need   | # | 88,040       | X       | \$           | 0.100 | = | \$ | 8,804.00     |  |
| Reduced   | # | 2,111        | X       | \$           | 0.100 | = | \$ | 211.10       |  |
| Reduced, Severe Need  | # | 8,650        | X       | \$           | 0.100 | = | \$ | 865.00       |  |
| Subtotal Breakfasts   |   | #            | 134,661 |              |       |   | \$ | 13,466.10    |  |
| <u>LUNCHES:</u>   |   |              |         |              |       |   |    |              |  |
| Paid  | # | 125,904      | X       | \$           | 0.120 | = | \$ | 15,108.48    |  |
| Free  | # | 210,917      | X       | \$           | 0.120 | = | \$ | 25,310.04    |  |
| Reduced   | # | 35,150       | X       | \$           | 0.120 | = | \$ | 4,218.00     |  |
| Breakfast Incentive <=20%   | # | 134,661      | X       | \$           | 0.020 | = | \$ | 2,693.22     |  |
| Breakfast Incentive >20%  | # | 0            | X       | \$           | 0.040 | = | \$ | -            |  |
| Subtotal Lunches  |   | #            | 371,971 |              |       |   | \$ | 47,329.74    |  |
| 6 Cent Review   | # | 0            | X       | \$           | 0.060 |   | \$ | -            |  |
| Subtotal 6 Cent Review  |   | #            | 0       |              |       |   | \$ | -            |  |
| Total State Reimbursement   |   | #            | 506,632 |              |       |   | \$ | 60,795.84    |  |
| <u>SUMMARY:</u>   |   |              |         |              |       |   |    |              |  |
| Total "IN-SCHOOL" Revenue   |   |              |         |              |       |   | \$ | 586,523.37   |  |
| Total All Reimbursements  |   |              |         |              |       |   | \$ | 1,012,147.22 |  |
| Other Income  |   |              |         |              |       |   | \$ | -            |  |
| Interest Income   |   |              |         |              |       |   | \$ | -            |  |
| Total Revenue   |   |              |         |              |       |   | \$ | 1,598,670.59 |  |

|                        |    |        |                           |         |    |             |
|------------------------|----|--------|---------------------------|---------|----|-------------|
| Less Commodity Usage @ | \$ | 0.2275 | Per Reimbursable Lunches: | 371,971 | \$ | (84,623.40) |
|------------------------|----|--------|---------------------------|---------|----|-------------|

| (This page to be completed by FSMC)  |  |                       |  |
|--|--|-----------------------|--|
| <u>EXPENSES:</u>   |  | <u>TOTAL COST</u>     | <u>COST/MEAL</u><br>(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<br>(Do not include rebates, discounts and credits) |  | \$743,990.56          | 1.229  |
| <b>Commodity Delivery Charge*</b>  |  |                       |  |
| Enter the charge to have the commodities delivered   |  | \$7,599.48            | 0.013  |
| <b>Direct Labor and Benefits*</b>  |  |                       |  |
| Enter the gross amount paid for salaries and fringe benefits to foodservice workers  |  | \$968,713.56          | 0.000  |
| <b>Other Direct</b>  |  |                       |  |
| Enter the cost for nonfood items such as paper goods, supplies, equipment repairs  |  | 91,680.05             | 0.151  |
| <b>Nonreimbursable Expenses*</b>   |  |                       |  |
| Enter all expenditures that are not an allowable cost for reimbursement purposes   |  | \$0.00                | 0.000  |
| <b>Administrative Fee*</b>   |  |                       |  |
| Enter the fee that will be charged to manage the program   |  | \$25,000.00           | 0.041  |
| <b>FSMC Management Fee*</b>  |  |                       |  |
| Enter the fee that will be charged to manage the program   |  | \$35,000.00           | 0.058  |
| <b>Indirect Costs*</b>   |  |                       |  |
| Enter the amount of utilities and indirect labor charged to manage the program   |  | \$57,287.78           | 0.095  |
| <b>Other: Please List*</b>   |  | \$136,277.91          | 0.225  |
| <b>Subtotal Expenses/Total Cost Per Meal</b>   |  | <b>\$2,065,549.33</b> | <b>1.811</b>                                       |
| <b>Total Expenses</b>  |  | <b>\$1,980,925.93</b> |  |
| <b><u>SUMMARY:</u></b>   |  |                       |  |
| <b>Guarantee to SFA</b>  |  | <b>Total Revenue</b>  | <b>\$1,598,670.59</b>                              |
| <b>\$ (382,255.34)</b>   |  | <b>Total Expenses</b> | <b>\$1,980,925.93</b>                              |
| <b>School Nutrition Program-Profit or (Loss)</b>   |  | <b>\$</b>             | <b>(382,255.34)</b>                                |
| <b>*All items must be included in a budget summary and itemized in full detail</b>   |  |                       |  |

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

