

FIXED PRICE
NSLP PROJECTED OPERATING COSTS

School Food Authority
 FSMC Name

WARREN S D
 The Nutrition Group

Contract Begin Date 7/1/2018
 Contract End Date 6/30/2019
 Days of Service 177

Section 1 - ACTUAL "IN-SCHOOL" REVENUE
To Be Completed By SFA (Include SSO Reimbursements, if applicable)

| <u>BREAKFASTS:</u> | <u>MEALS</u> | <u>RATES</u> | <u>REVENUE</u> |
|--|---------------------|---------------------|-----------------------|
| Elementary Paid | 25,311 | \$1.00 | \$25,311.00 |
| Elementary Tiered Paid | - | - | - |
| Middle Paid | 1,062 | \$1.00 | \$1,062.00 |
| Middle Tiered Paid | - | - | - |
| Secondary Paid | 12,213 | \$1.00 | \$12,213.00 |
| Secondary Tiered Paid | - | - | - |
| Reduced-Price | 11,328 | \$0.30 | \$3,398.40 |
| Adult Paid | 1,340 | \$1.50 | \$2,010.00 |
| A la Carte Sales | 7,485 | \$1.00 | \$7,485.00 |
| Subtotal Breakfasts | 58,739 | | \$51,479.40 |
| <u>LUNCHES:</u> | | | |
| Elementary Paid | 43,896 | \$2.35 | \$103,155.60 |
| Elementary Tiered Paid | - | - | - |
| Middle Paid | 20,178 | \$2.35 | \$47,418.30 |
| Middle Tiered Paid | - | - | - |
| Secondary Paid | 25,311 | \$2.55 | \$64,543.05 |
| Secondary Tiered Paid | - | - | - |
| Reduced-Price | 22,833 | \$0.40 | \$9,133.20 |
| Adult Paid | 11,854 | \$3.50 | \$41,489.00 |
| A la Carte Sales | 101,416 | \$1.00 | \$101,416.00 |
| Subtotal Lunches | 225,488 | | \$367,155.15 |
| <u>SNACKS/SUPPLEMENTS:</u> | | | |
| Paid | - | - | - |
| Reduced-Price | - | - | - |
| Adult Paid | - | - | - |
| A la Carte Sales | - | - | - |
| Subtotal Snacks/Supplements | - | | - |
| <u>OTHER:</u> | | | |
| Special Milk | | | - |
| Vending Machine Sales | | | - |
| Agreement to Sell or Purchase Meals from Sponsor to Sponsor (PDE 3086) | | | \$182,097.00 |
| Special Functions | | | - |
| Subtotal Other | | | \$182,097.00 |
| Total "IN-SCHOOL" Revenue | 284,227 | | \$600,731.55 |

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Section 2 - FEDERAL REIMBURSEMENTS

To Be Completed By SFA (include SSO Reimbursements, if applicable)

| <u>BREAKFASTS:</u> | <u>MEALS</u> | <u>RATES</u> | <u>Reimbursements</u> |
|--|---------------------|---------------------|------------------------------|
| Free | - | - | - |
| Free, Severe Need | 156,114 | \$2.09 | \$326,278.26 |
| Reduced | - | - | - |
| Reduced, Severe Need | 11,328 | \$1.79 | \$20,277.12 |
| Paid | 38,586 | \$0.30 | \$11,575.80 |
| Subtotal Breakfasts | 206,028 | | \$358,131.18 |
| <u>HIGH RATE LUNCHES:</u> | | | |
| Free | 243,198 | \$3.25 | \$790,393.50 |
| Reduced | 22,833 | \$2.85 | \$65,074.05 |
| Paid | 89,385 | \$0.33 | \$29,497.05 |
| Subtotal High Rate Lunches | 355,416 | | \$884,964.60 |
| <u>LOW RATE LUNCHES:</u> | | | |
| Free | - | - | - |
| Reduced | - | - | - |
| Paid | - | - | - |
| Subtotal Low Rate Lunches | - | | - |
| <u>SNACKS/SUPPLEMENTS:</u> | | | |
| Free | 14,160 | \$0.88 | \$12,460.80 |
| Reduced | - | - | - |
| Paid | - | - | - |
| Subtotal Snacks/Supplements | 14,160 | | \$12,460.80 |
| <u>SPECIAL MILK</u> | | | |
| Paid | - | - | - |
| Subtotal Special Milk | - | | - |
| <u>Performance Based Reimbursement (if certified)</u> | | | |
| Lunches | 355,416 | \$0.06 | \$21,324.96 |
| Total Federal Reimbursement | 561,444 | | \$1,276,881.54 |

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Section 3 - STATE REIMBURSEMENTS
To Be Completed By SFA (Include SSO Reimbursements, if applicable)

| <u>BREAKFASTS:</u> | <u>MEALS</u> | <u>RATES</u> | <u>Reimbursements</u> |
|---|-----------------|-------------------------|-----------------------|
| Free | - | - | - |
| Free, Severe Need | 156,114 | \$0.10 | \$15,611.40 |
| Reduced | - | - | - |
| Reduced, Severe Need | 11,328 | \$0.10 | \$1,132.80 |
| Paid | 38,586 | \$0.10 | \$3,858.60 |
| Subtotal Breakfasts | 206,028 | | \$20,602.80 |
| <u>LUNCHES:</u> | | | |
| Free | 243,198 | \$0.10 | \$24,319.80 |
| Reduced | 22,833 | \$0.10 | \$2,283.30 |
| Paid | 89,385 | \$0.10 | \$8,938.50 |
| Additional amount for Lunch if Breakfast participation <=20% | 146,910 | \$0.02 | \$2,938.20 |
| Additional amount for Lunch if Breakfast participation >20% | 208,506 | \$0.04 | \$8,340.24 |
| Subtotal Lunches | 355,416 | | \$46,820.04 |
| Total State Reimbursement | 561,444 | | \$67,422.84 |
| <u>SUMMARY:</u> | | | |
| Total "IN SCHOOL" Revenue | | | \$600,731.55 |
| Total All Reimbursements | | | \$1,344,304.38 |
| Other Income: Catering | | | - |
| Interest Income | | | - |
| Total Revenue | | | \$1,945,035.93 |
| | | | |
| Commodity Usage @ | \$0.2300 | 355,416 | (\$81,745.68) |
| <u>A la Carte Meal Equivalents</u> | | | |
| Federal reimb. - free, high lunch | \$3.2500 | A la carte revenue | \$108,901.02 |
| Federal reimb. - free, low lunch | \$0.0000 | Adult meal revenue | \$43,497.75 |
| Performance Based reimb. | \$0.0600 | Vending sales | - |
| State reimb. - free lunch | \$0.1000 | | \$152,398.77 |
| Commodity Usage | \$0.2300 | | |
| Total | \$3.6400 | Meal Equivalents | 41,868 |

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Section 4 - FSMC EXPENSES
To be completed by FSMC

Projected Total Meals: **603,312**

| COSTS: | <u>COST PER MEAL</u> |
|--|-----------------------------|
| Food Cost-Including Commodities | \$1.3854 |
| 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) | |
| Commodity Delivery Charge | \$0.0166 |
| Direct Labor and Benefits | |
| FSMC Labor Costs (Must equal to grand total on Attachment FP4) | \$0.2187 |
| FSMC Fringe Costs (Must equal to grand total on Attachment FP5) | \$0.0847 |
| Subtotal Labor and Benefits | \$0.3034 |
| Direct Costs | |
| Accounting | \$0.0098 |
| Background Checks, Fingerprinting, and/or Drug Testing | - |
| Car/Truck Rental and/or Mileage | \$0.0161 |
| China, Silverware, Glassware | - |
| Cleaning and Janitorial Supplies | \$0.0273 |
| Computer and Technology | \$0.0046 |
| Courier Services (Air & Ground) | - |
| Dues/Subscriptions | - |
| Employee Meals | - |
| Employee Recruitment and Advertising | - |
| Equipment Depreciation/Rental/Buy Back Investment | - |
| Equipment Maintenance | - |
| Equipment Repairs | - |
| Equipment Replacement - Expendable | - |
| Freight and Delivery Charges | - |
| Insurance: | |
| Liability | \$0.0080 |
| Workman's Compensation | - |
| Vehicle | \$0.0005 |
| Licenses and/or Permits | - |
| Office Supplies and Printing | \$0.0050 |
| Paper Products and Disposable Supplies | \$0.0912 |
| Payroll Processing | \$0.0012 |
| Performance Bond | - |
| POS Systems, Support and Service | - |
| Postage | \$0.0002 |
| Promotional Materials (Program Specific) | \$0.0094 |
| Smallware/Replacement Wares | \$0.0041 |
| Staff Training and Certification | \$0.0147 |
| Storage Costs (Food and/or Supplies) | - |
| Taxes (sales and other) | - |
| Telephone, including Mobile and Internet | - |

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| | |
|--|-------------------|
| Tickets, tokens | - |
| Trash Removal and Pest Control | - |
| Uniforms, Linens, and Laundry | \$0.0050 |
| Vending Rental | - |
| Wellness Programs and materials | \$0.0088 |
| Subtotal Direct Costs | \$0.2059 |
| Catering | - |
| Other Costs included in the RFP (Section Q) required of the FSMC by the SFA (Must Itemize) | - |
| | - |
| | - |
| | - |
| Subtotal Other Costs | - |
| Less: All costs related to PDE 3086 Agreement(s) (enter as a negative number) | (\$0.2120) |
| Less: All costs related to Special Functions (enter as a negative number) | - |
| Administrative Fee* | |
| Months: <input type="checkbox"/> 9 <input type="checkbox"/> 10 <input type="checkbox"/> 11 <input type="checkbox"/> 12 (check one) | |
| Cannot include any cost already covered in other categories | |
| Corporate Overhead: Business Office Expense | \$0.0316 |
| Corporate Overhead: Upper Management Expense | \$0.0181 |
| Corporate Overhead: Support Service Expense | \$0.0068 |
| Subtotal Administrative Fee | \$0.0565 |
| FSMC Management Fee* | \$0.0377 |
| Months: <input type="checkbox"/> 9 <input type="checkbox"/> 10 <input type="checkbox"/> 11 <input type="checkbox"/> 12 (check one) | |
| Enter the fee that will be charged to manage the program | |
| Sub-total FSMC Cost Per Meal | \$1.7936 |
| Less Rebates, Discounts and Applicable Credits (Enter as a negative number) | (\$0.0603) |
| Total FSMC Cost Per Meal | \$1.7333 |

* Documentation must be provided outlining all methodologies used to calculate the Administrative and Management Fees.

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| Section 4 - FSMC Costs (Continued) | | | |
|---|----------------------|-----------------------|-----------------------|
| To be completed by the FSMC | | | |
| | | | <u>SUMMARY</u> |
| A la Carte Meal Equivalents | 41,868 | TOTAL REVENUE | \$1,945,035.93 |
| Reimbursable Meals | 561,444 | | |
| Total Meals | 603,312 | Cost per meal x meals | \$1,045,720.33 |
| | | PDE 3086 | \$127,917.90 |
| | | Special Functions | - |
| | | Commodity | (\$81,745.68) |
| Guarantee to SFA** | (\$50,000.00) | TOTAL COST | \$1,091,892.55 |
| | | | |
| Subtotal - School Nutrition Program-Profit or (Loss) | | | \$853,143.38 |

** Guarantee to SFA - Documentation must be provided outlining all formulas, methodologies and contingencies. If the Guarantee is less than zero (negative) then full justification must be included in this documentation.

| Section 5 - SFA COSTS | |
|---|---|
| To be completed by SFA (if applicable) | |
| | <u>TOTAL COST</u> |
| STS: | |
| Direct Labor and Benefits | |
| SFA Labor Costs (must equal to grand total on Attachment FP 6) | \$526,603.55 |
| SFA Fringe Costs (must equal to grand total on Attachment FP 7) | \$425,880.65 |
| | Subtotal Labor and Benefits \$952,484.20 |
| Direct Costs (Must itemize) | |
| | Subtotal Direct Costs - |
| Indirect Costs (Must itemize) | |
| | - |
| | - |
| | - |
| | Subtotal Indirect Costs - |
| Sub-total SFA Costs | \$952,484.20 |
| | |
| School Nutrition Program-Profit or (Loss) | (\$99,340.82) |

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