

## SNP Cost Reimbursable Projected Operating Costs

**SFA :** Warren County School District  
**FSMC:** The Nutrition Group

Contract Begin Date 07/01/2023  
 Contract End Date 06/30/2024  
 Days of Service 177

### Section 1 - Actual "In-School" Revenue

To be completed by SFA (include SSO Reimbursements, if applicable)

<b><u>BREAKFASTS:</u></b>	<b><u>MEALS</u></b>	<b><u>RATES</u></b>	<b><u>REVENUE</u></b>
Elementary Paid	30,621	\$ 0.00	\$ 0.00
Elementary Tiered Paid	0	\$ 0.00	\$ 0.00
Elementary Reduced Price	0	\$ 0.00	\$ 0.00
Middle Paid	10,266	\$ 0.00	\$ 0.00
Middle Tiered Paid	0	\$ 0.00	\$ 0.00
Middle Reduced Price	0	\$ 0.00	\$ 0.00
Secondary Paid	18,408	\$ 0.00	\$ 0.00
Secondary Tiered Paid	0	\$ 0.00	\$ 0.00
Secondary Reduced Price	0	\$ 0.00	\$ 0.00
Adult Paid	0	\$ 0.00	\$ 0.00
A la Carte Sales	0	\$ 0.00	\$ 0.00
<b>Subtotal Breakfasts</b>	<b>59,295</b>		<b>\$ 0.00</b>
<b><u>LUNCHES:</u></b>			
Elementary Paid	41,418	\$ 0.00	\$ 0.00
Elementary Tiered Paid	0	\$ 0.00	\$ 0.00
Elementary Reduced Price	0	\$ 0.00	\$ 0.00
Middle Paid	18,231	\$ 0.00	\$ 0.00
Middle Tiered Paid	0	\$ 0.00	\$ 0.00
Middle Reduced Price	0	\$ 0.00	\$ 0.00
Secondary Paid	39,117	\$ 0.00	\$ 0.00
Secondary Tiered Paid	0	\$ 0.00	\$ 0.00
Secondary Reduced Price	0	\$ 0.00	\$ 0.00
Adult Paid	30,340	\$ 1.00	\$ 30,340.00
A la Carte Sales	81,997	\$ 1.00	\$ 81,997.00
<b>Subtotal Lunches</b>	<b>98,766</b>		<b>\$ 112,337.00</b>
<b><u>SNACKS/SUPPLEMENTS:</u></b>			
Paid	0	\$ 0.00	\$ 0.00
Reduced Price	0	\$ 0.00	\$ 0.00
Adult Paid	0	\$ 0.00	\$ 0.00
A la Carte Sales	0	\$ 0.00	\$ 0.00
<b>Subtotal Snacks/Supplements</b>	<b>0</b>		<b>\$ 0.00</b>
<b><u>OTHER:</u></b>			
Special Milk			\$ 0.00
Vending Machine Sales			\$ 0.00
<b>Subtotal Other</b>			<b>\$ 0.00</b>
<b>Total "In-School" Revenue</b>	<b>158,061</b>		<b>\$ 112,337.00</b>

## SNP Cost Reimbursable Projected Operating Costs

SFA Name: Warren County School DistrictContract Begin Date: 07/01/2023

<u>Section 2 - Federal Reimbursements</u>			
To be completed by SFA (include SSO Reimbursements, if applicable)			
<u>BREAKFASTS:</u>	<u>MEALS</u>	<u>RATES</u>	<u>Reimbursements</u>
Free	0	\$ 2.26	\$ 0.00
Free, Severe Need	208,683	\$ 2.67	\$ 557,183.61
Reduced	0	\$ 1.96	\$ 0.00
Reduced, Severe Need	0	\$ 2.37	\$ 0.00
Paid	59,295	\$ 0.50	\$ 29,647.50
Subtotal Breakfasts	267,978		\$ 586,831.11
<u>HIGH RATE LUNCHES:</u>			
Free	346,389	\$ 4.35	\$ 1,506,792.15
Reduced	0	\$ 3.95	\$ 0.00
Paid	98,766	\$ 0.79	\$ 78,025.14
Subtotal High Rate Lunches	445,155		\$ 1,584,817.29
<u>LOW RATE LUNCHES:</u>			
Free	0	\$ 4.33	\$ 0.00
Reduced	0	\$ 3.93	\$ 0.00
Paid	0	\$ 0.77	\$ 0.00
Subtotal Low Rate Lunches	0		\$ 0.00
<u>SNACKS/SUPPLEMENTS:</u>			
Free	9,912	\$ 1.08	\$ 10,704.96
Reduced	0	\$ 0.54	\$ 0.00
Paid	0	\$ 0.09	\$ 0.00
Subtotal Snacks/Supplements	9,912		\$ 10,704.96
<u>SPECIAL MILK:</u>			
Paid	0	\$ 0.27	\$ 0.00
<u>Performance Based Reimbursement (if certified):</u>			
Lunches	445,155	\$ 0.08	\$ 35,612.40
<b>Total Federal Reimbursement</b>	<b>713,133</b>		<b>\$ 2,217,965.76</b>

## SNP Cost Reimbursable Projected Operating Costs

SFA Name: Warren County School DistrictContract Begin Date: 07/01/2023

<u>Section 3 - State Reimbursements</u>			
To be completed by SFA (include SSO Reimbursements, if applicable)			
<u>BREAKFASTS:</u>	<u>MEALS</u>	<u>RATES</u>	<u>Reimbursements</u>
Free	0	\$ 0.10	\$ 0.00
Free, Severe Need	208,683	\$ 0.10	\$ 20,868.30
Reduced	0	\$ 0.10	\$ 0.00
Reduced, Severe Need	0	\$ 0.10	\$ 0.00
Paid	59,295	\$ 0.10	\$ 5,929.50
<b>Subtotal Breakfasts</b>	267,978		\$ 26,797.80
<u>LUNCHES:</u>			
Free	346,389	\$ 0.10	\$ 34,638.90
Reduced	0	\$ 0.10	\$ 0.00
Paid	98,766	\$ 0.10	\$ 9,876.60
Additional amount for Lunch if Breakfast participation <=20%	0	\$ 0.02	\$ 0.00
Additional amount for Lunch if Breakfast participation >20%	445,155	\$ 0.04	\$ 17,806.20
<b>Subtotal Lunches</b>	445,155		\$ 62,321.70
<b>Total State Reimbursement</b>	713,133		\$ 89,119.50
<u>Section 4 - Other Income</u>			
To be completed by SFA			
Other Income: Internal Catering (Special Functions)			\$ 0.00
Other Income: External Catering (To Outside Organizations)			\$ 0.00
Other Income: Sponsor-to-Sponsor Agreements (Sold to other Sponsors of Child Nutrition Programs)			\$ 256,088.70
Interest Income			\$ 0.00
<b>Total Other Income</b>			\$ 256,088.70
<u>Revenue Summary</u>			
Total "In-School Revenue"			\$ 112,337.00
Total All Reimbursements			\$ 2,307,085.26
Total Other Income			\$ 256,088.70
<b>Total Revenue</b>			\$ 2,675,510.96
<b>Commodity Usage @</b>	\$ 0.3000	445,155	-\$ 133,546.50

## SNP Cost Reimbursable Projected Operating Costs

SFA Name: Warren County School DistrictContract Begin Date: 07/01/2023

### Section 5 - Meal Equivalents

#### A la Carte Meal Equivalents

Federal reimb. - free, high lunch	\$ 4.3500	A la carte revenue	\$ 81,997.00
Federal reimb. - free, low lunch		Adult meal revenue	\$ 30,340.00
Performance Based reimb.	\$ 0.0800	Vending Sales	\$ 0.00
State reimb. - free, lunch	\$ 0.1000		\$ 112,337.00
Commodity Usage	\$ 0.3000		
<b>Total</b>	<b>\$ 4.8300</b>	<b>Meal Equivalents</b>	<b>23,258</b>
		<b>Reimbursable Meals</b>	<b>713,133</b>
		<b>Total Meals</b>	<b>736,391</b>

### Section 6 - SFA Costs

To be completed by SFA (if applicable)

#### EXPENSES:

#### TOTAL COST

#### Direct Labor and Benefits

SFA Labor Costs (must equal to grand total on Attachment 6)

\$ 752,722.19

SFA Fringe Costs (must equal to grand total on Attachment 7)

\$ 580,720.33

Subtotal Labor and Benefits \$ 1,333,442.52

#### Direct Costs (Must itemize)

\$ 0.00

\$ 0.00

\$ 0.00

\$ 0.00

\$ 0.00

Subtotal Direct Costs \$ 0.00

#### Indirect Costs (Must Itemize)

\$ 0.00

\$ 0.00

\$ 0.00

\$ 0.00

Subtotal Indirect Costs \$ 0.00

Subtotal SFA Costs

\$ 1,333,442.52

## SNP Cost Reimbursable Projected Operating Costs

SFA Name: Warren County School DistrictContract Begin Date: 07/01/2023Section 7 - FSMC Costs

To be completed by FSMC

<u>EXPENSES:</u>	<u>TOTAL COST</u>
<b>Food Costs-Including Commodities</b>	<b>\$ 967,372.36</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)	
<b>Less: Commodity Usage</b>	<b>-\$ 133,546.50</b>
<b>Subtotal Food Costs</b>	<b>\$ 833,825.86</b>
<b>Commodity Delivery Charge</b>	<b>\$ 5,000.00</b>
<b>Direct Labor and Benefits</b>	
FSMC Labor Costs (must equal grand total on Attachment 4)	<b>\$ 196,517.28</b>
FSMC Fringe Costs (must equal grand total on Attachment 5)	<b>\$ 80,832.79</b>
<b>Subtotal Labor and Benefits</b>	<b>\$ 277,350.07</b>
<b>Direct Costs</b>	<b>\$ 7,030.00</b>
Accounting	<b>\$ 0.00</b>
Background Checks, Fingerprinting, and/or Drug Testing	<b>\$ 17,500.00</b>
Car/Truck Rental and/or Mileage	<b>\$ 0.00</b>
China, Silverware, Glassware	<b>\$ 9,022.13</b>
Cleaning and Janitorial Supplies	<b>\$ 3,905.79</b>
Computer and Technology	<b>\$ 0.00</b>
Courier Services (Air & Ground)	<b>\$ 0.00</b>
Dues/Subscriptions	<b>\$ 0.00</b>
Employee Meals	<b>\$ 0.00</b>
Employee Recruitment and Advertising	<b>\$ 0.00</b>
Equipment Depreciation/Rental/Buy Back Investment	<b>\$ 0.00</b>
Equipment Maintenance	<b>\$ 0.00</b>
Equipment Repairs	<b>\$ 0.00</b>
Equipment Replacement - Expendable	<b>\$ 0.00</b>
Freight and Delivery Charges	<b>\$ 0.00</b>
Insurance (Liability, Workman's Compensation, Vehicle, etc.)	<b>\$ 6,917.14</b>
Licenses and/or Permits	<b>\$ 0.00</b>
Office Supplies and Printing	<b>\$ 1,100.00</b>
Paper Products and Disposable Supplies	<b>\$ 67,665.94</b>
Payroll Processing	<b>\$ 643.86</b>
Performance Bond	<b>\$ 1,527.00</b>
POS Systems, Support and Service	<b>\$ 0.00</b>
Postage	<b>\$ 100.00</b>
Promotional Materials (Program Specific)	<b>\$ 3,000.00</b>
Smallware/Replacement Wares	<b>\$ 500.00</b>

## SNP Cost Reimbursable Projected Operating Costs

SFA Name: Warren County School DistrictContract Begin Date: 07/01/2023Section 7 - FSMC Costs (continued)

Staff Training and Certification	\$ 13,511.60
Storage Costs (Food and/or supplies)	\$ 0.00
Taxes (sales and other)	\$ 0.00
Telephone, including Mobile and Internet	\$ 0.00
Tickets, tokens	\$ 0.00
Trash Removal and Pest Control	\$ 0.00
Uniforms, Linens, and Laundry	\$ 4,000.00
Vending Rental	\$ 0.00
Wellness Programs and materials	\$ 6,317.13

<b>Subtotal Direct Costs</b>	<b>\$ 142,740.59</b>
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Other Costs included in the RFP (Section Q) required of the FSMC by the SFA (Must Itemize)

	\$ 0.00
0	\$ 0.00
0	\$ 0.00
0	\$ 0.00

<b>Subtotal Other Costs</b>	<b>\$ 0.00</b>
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Internal Catering (Special Functions)	\$ 0.00
External Catering (To Outside Organizations)	\$ 0.00
Sponsor-to-Sponsor (Sold to other Sponsors of Child Nutrition Programs)	\$ 121,539.60

**Administrative Fee:** Cannot include any costs already covered in other categories. Documentation must be provided outlining all methodologies used to calculate the Administrative Fee on Attachment 9.

Billed Over: 12 months Fees charged on the basis of: Flat Fees Only

Corporate Overhead: Business Office Expense	flat fee	\$ 0.00
Corporate Overhead: Upper Management Expense	flat fee	\$ 23,424.36
Corporate Overhead: Support Service Expense	flat fee	\$ 5,019.51
	flat fee	\$ 13,385.35
Reimb. Meals Plus Equivalents: 736,391	per-meal fee	\$ 0.00
Per-Meal Rate: (if applicable) <u>\$ 0.0000</u>	<b>Subtotal Administrative Fee</b>	<b>\$ 41,829.22</b>
Total per-meal fees: <u>\$ 0.00</u>		

FSMC Management Fee (enter the fee that will be charged to manage the program)

Billed Over: 12 months Fees charged on the basis of: Flat Fees Only

Reimb. Meals Plus Equivalents: 736,391	flat fee	\$ 27,951.61
Per-Meal Rate: (if applicable) <u>\$ 0.0000</u>	per-meal fee	\$ 0.00
Total per-meal fees: <u>\$ 0.00</u>	<b>Subtotal Management Fee</b>	<b>\$ 27,951.61</b>



## SNP Cost Reimbursable Projected Operating Costs

SFA Name: Warren County School DistrictContract Begin Date: 07/01/2023Section 7 - FSMC Costs (continued)

<b>Subtotal FSMC Costs</b>	<b>\$ 1,450,236.95</b>
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Less Rebates, Discounts and Applicable Credits (Enter as a negative number)

-\$ 41,769.10

**Total FSMC Costs    \$ 1,408,467.85****Select the Guarantee Option:**

Breakeven

Enter amount of Guaranteed Loss or Profit (if applicable):

\$ 0.00

Section 8 - Contract Summary**SUMMARY**

Total Revenue	\$ 2,675,510.96
SFA Costs	\$ 1,333,442.52
total FSMC Costs	\$ 1,408,467.85

<b>School Nutrition Program - Profit or (Loss)</b>	<b>-\$ 66,399.41</b>
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**FSMC Labor**

Labor to be completed by FSMC for FSMC Staff

Worksheet must accurately reflect any and all employees employed by the FSMC

FSMC: **The Nutrition Group**For SFA: **Warren County School District**

Site Name	Position	Hourly Rate	Daily Hours	# of Days Paid	Total Wages
District	Director of Food Services	\$ 64,546.56	1.00	1	\$ 64,546.56
District	Assistant Director of Food Services	\$ 63,120.72	1.00	1	\$ 63,120.72
District	Assistant Director of Food Services	\$ 46,800.00	1.00	1	\$ 46,800.00
District	Administrative Assistant	\$ 15.00	7.00	210	\$ 22,050.00
					\$ 0.00
					\$ 0.00
					\$ 0.00
					\$ 0.00
					\$ 0.00
					\$ 0.00
					\$ 0.00
					\$ 0.00
					\$ 0.00
					\$ 0.00
					\$ 0.00
					\$ 0.00

Sub Total **\$ 196,517.28****Enter on Summary of FSMC Labor**

**Summary of FSMC Labor**

Enter the subtotals from the FSMC Labor Worksheets.

**FSMC:** **The Nutrition Group**

**For SFA:** **Warren County School District**

Subtotal Page 1	\$ 196,517.28
Subtotal Page 2	
Subtotal Page 3	
Subtotal Page 4	
Subtotal Page 5	
Subtotal Page 6	
Subtotal Page 7	
Subtotal Page 8	
Subtotal Page 9	
Subtotal Page 10	
Subtotal Page 11	
Subtotal Page 12	
Subtotal Page 13	
Subtotal Page 14	
Subtotal Page 15	
Subtotal Page 16	
Subtotal Page 17	
Subtotal Page 18	
Subtotal Page 19	
Subtotal Page 20	

**Total:** \$ 196,517.28

**For Fixed Price Contracts Only**

**Number of Meals**

**Cost Per Meal**

## FSMC Benefits

Fringe Benefits to be completed by FSMC for FSMC Staff  
Worksheet must accurately reflect any and all employees employed by the FSMC.

FSMC: **The Nutrition Group**

For SFA: **Warren County School District**

Site Name	Position	PLACE AN X IN THE APPROPRIATE BOXES														Total Fringe Benefits
		Single	Single +1	Family	Dental	Disability	Hospitalization	Life	Longevity or Annuity	Retirement	Social Security	Unemployment	Vision	Worker's Comp	Other	
District	Director of Food Services	X					X	X		X	X	X	X	X	X	\$ 25,223.23
District	Assistant Director of Food Services	X					X	X		X	X	X	X	X	X	\$ 24,954.14
District	Assistant Director of Food Services	X					X	X		X	X	X	X	X	X	\$ 21,799.10
District	Administrative Assistant						X				X	X		X		\$ 8,856.32

Sub Total: \$ 80,832.79

**Enter on Summary  
of FSMC Fringe Benefits**

## Summary of FSMC Fringe Benefits

Enter the subtotals from the FSMC Fringe Benefits Worksheets.

**FSMC:** **The Nutrition Group**

**For SFA:** **Warren County School District**

Subtotal Page 1	\$ 80,832.79
Subtotal Page 2	
Subtotal Page 3	
Subtotal Page 4	
Subtotal Page 5	
Subtotal Page 6	
Subtotal Page 7	
Subtotal Page 8	
Subtotal Page 9	
Subtotal Page 10	
Subtotal Page 11	
Subtotal Page 12	
Subtotal Page 13	
Subtotal Page 14	
Subtotal Page 15	
Subtotal Page 16	
Subtotal Page 17	
Subtotal Page 18	
Subtotal Page 19	
Subtotal Page 20	

**Total:** \$ 80,832.79

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### For Fixed Price Contracts Only

**Number of Meals**

**Cost Per Meal**

## Methodology of Administrative Fees

SFA: Warren County School District

FSMC: Nutrition, Inc d/b/a The Nutrition Group

This methodology applies to the initial year contract and any optional renewal years.

The Nutrition Group's Administrative Fees include the costs for The Nutrition Group to administer the requirements of this contract such as upper management expenses, auditing expenses, insurance expenses, legal expenses, upper management travel, corporate expenses, and related expenses and associated expenses necessary to perform this contract that are not otherwise outlined within this proposal on attachment CR3.

**Billing and Payment Terms:** The Nutrition Group agrees to comply with the cost reimbursable billing method indicated in the Request for Proposal. On a cost reimbursable basis, The Nutrition Group will bill the district expenses on a monthly basis. The district is expected to pay all bills within 30 days of receipt as per the RFP. On any invoices that remain unpaid past the due date, the SFA will be assessed a 5% late fee. Late fees may not be paid out of the SFA food service account.

**Initial Payment:** The Nutrition Group will submit to the District an invoice estimating the amount of costs that The Nutrition Group expects to incur for one month of operation on or about July 1. The District will be expected to pay the amount of this invoice upon receipt of the invoice. The District and The Nutrition Group will reconcile per the RFP.

**Payment Terms:** The Nutrition Group will only accept payments via ACH or other Electronic Banking Processes. SFA will still be able to meet the early payment terms to receive a discount. In the instance where SFA has agreed to and paid an Advance Payment, SFA may not be required to make payments via ACH or other Electronic Banking Processes.

\*Clients that make monthly payment using EFT within 10 days of the invoice date, will receive a dollar-amount discount, \$1,398 for 23-24 for Warren County School District, per Attachment 11 each month prompt payment is made. Twelve months of prompt EFT payments would result in savings totaling 5% of the annual management fee.

\*Clients that have paid an advance and make monthly payment using a paper check within 10 days of invoice date, will receive a dollar-amount discount, \$93.17 for 23-24 for Warren County School District, as stated on the Attachment 11 form each month prompt payment is made. Twelve months of prompt paper-check payments would result in savings totaling 4% of the annual management fee. Note that the check-payment lesser monthly discount is listed on Attachment 11 as only one dollar amount may be entered on the form. EFT prompt payments will result in the dollar discount in the preceding paragraph.

**Proprietary Materials:** Some merchandising materials may be proprietary and confidential in nature and may require written permission from The Nutrition Group beyond expiration of the contract for use by district.



## Equipment Proposals and Payment Terms/Method

**SFA:** Warren County School Dist      **FSMC:** The Nutrition Group

### Equipment Proposals: Section 14.J of the Request for Proposal

#### To be completed by the SFA:

- ☒ The SFA is not requesting the FSMC to propose purchase of equipment.
- ☐ The SFA is allowing the FSMC to propose equipment necessary for implementation or enhancement of operation but the SFA will purchase.
- ☐ The SFA is allowing the FSMC to propose equipment necessary for implementation or enhancement of operation and the FSMC will purchase.

Equipment proposal is not to exceed: \$ 0.00

The SFA must obtain preapproval from DFN for each item of equipment costing \$5,000 or greater through the Capital Expenditure Request Process if nonprofit school food service account funds are going to be used at any time during the process for the purchase (even if the FSMC purchases).

#### To be completed by FSMC:

The FSMC must specify the equipment it proposes.

Equipment	Cost

Total Investment Proposed: \$ 0.00

**Payment Terms/Method - Advance: Section 17.B of the Request for Proposal****To be completed by the SFA:**☐

No, the SFA will not consider providing an advance payment to the FSMC.

☒

Yes, the SFA will consider paying the FSMC an advance on operational expenses to be reconciled by end of the first six months from the start of each school year (July 1).

**To be completed by the FSMC:**The FSMC is requesting an advance of: **\$ 162,471.00****To be completed by the SFA (after proposal evaluation):**

Choose One

**Payment Terms/Method - Incentives: Section 17.C of the Request for Proposal****To be completed by the SFA:**☐

No, the SFA will not consider any payment incentives such as discounts or credits for prompt payment, electronic payment.

☒

Yes, the SFA will consider payment incentives such as discounts or credits for prompt payment, electronic payment.

**To be completed by the FSMC:**The FSMC will offer an annual electronic payment credit off of the subsequent invoice after setup of: **\$ 1,398**

The FSMC will offer a prompt payment discount (\$ amount) off of the invoice of:

**\$ 93.17****4.00%**A prompt payment is one that is received within **10** days of the invoice date.



## Summer Food Service Program

### SFSP Projected Operating Costs

SFA: Warren County School DistrictFSMC: The Nutrition Group

SFA Instructions: Enter the SFSP Operating Dates.

Complete the Estimated Daily Servings and Serving Days Per Summer for each Meal type.

FSMC Instructions: Complete the Price Per Meal for each Meal Type, as applicable.

**If SFSP Operating Dates are before July 1 of the current year, then the contract must be Fully Executed before start of SFSP.**

SFSP Operating Dates: 6/13/2022-8/26/2022

The FSMC agrees to supply meals/snacks, inclusive of milk or juice to the SFA for the prices listed below:

Meal Type	Estimated Daily Servings	Serving Days Per Summer	Estimated Total Servings	Price Per Meal	Estimated Total
Breakfast	76	40	3,040	\$ 2.2899	\$ 6,961.30
AM Snack			0		\$ 0.00
Lunch	161	40	6,440	\$ 2.2899	\$ 14,746.96
PM Snack			0		\$ 0.00
Supper			0		\$ 0.00
PM Snack			0		\$ 0.00
			0		\$ 0.00
			0		\$ 0.00
			0		\$ 0.00
			0		\$ 0.00
			0		\$ 0.00
			0		\$ 0.00
Grand Total					\$ 21,708.25