

Presentation
to the
Warren County School District
by



"Providing the Absolute Best in Food and Facility Management"



- **Owned by its upper management team**
- **Contracted with over 95 School Districts in Pennsylvania & Eastern Ohio**
- **Responsible for managing over 300,000 meals daily**
- **Over a 95% retention ratio. Highest in the industry, second to none.**



LOCAL FOOD SERVICE ACCOUNTS

Corry S.D.	Erie County	21 years
Iroquois S.D.	Erie County	10 years
PENNCREST S.D.	Crawford County	15 years
Oil City S.D.	Venango County	21 years
DuBois Area S.D.	Clearfield County	14 years
Conneaut S.D.	Crawford County	23 years



MANAGEMENT TEAM CONCEPT

RESIDENT MANAGEMENT

- **TRAINED**
- **EXPERIENCED**
- **CONTINUITY**
- **DISTRICT APPROVED**

SUPPORT TEAM

- **REGIONAL VICE PRESIDENT**
- **REGIONAL MANAGERS**
- **PURCHASING DIRECTORS**
- **CORPORATE DIETITIANS**
- **HUMAN RESOURCES DEPT.**
- **RISK / SAFETY MANAGER**
- **FACILITIES DESIGN**
- **COMPUTER / DEBIT CARD SPECIALIST**



COMMITTEES

- **SAFETY**
- **THEFT DETERRENCE**
- **AREA ENHANCEMENT**
- **TRAINING**
- **WELLNESS**
- **CHEF'S**
- **INFORMATION
TECHNOLOGY**

The Nutrition Group's Wellness Committee

Mission Statement

- Provide healthier alternatives
- Promote good nutrition and physical activity
- Provide training to our Food Service Directors

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
11/7 ☉ Cheeseburger on Bun ☉ 1/2 C Green Beans ☉ Fresh Banana ☉ 1/2 Pint Milk*	11/8 Hot Dog on Bun 1/2 C Steamed Broccoli 1/4 C Peaches 1/2 Pint Milk	11/8 ☉ Toasted Cheese Sandwich ☉ 1/2 C Baked Fries ☉ 1/4 C Fruit Cocktail ☉ 1/2 Pint Milk*	11/8 BBQ Rib Sandwich 1/2 C Buttered Carrots 1/4 C Chilled Pears 1/2 Pint Milk	11/7 Shape-up Day ☉ Jumbo Beef Taco w/ Lettuce & Tomato Cup ☉ Fresh Sliced Bread ☉ 1/2 C Corn Niblets ☉ Frozen 100% Juice Bar ☉ 1/2 Pint Milk*
11/10 ☉ Chicken Nuggets ☉ Fresh Sliced Bread ☉ 1/2 C Sweet Peas ☉ 1/4 C Pineapple Tidbits ☉ 1/2 Pint Milk*	11/11  Veterans Day No School	11/12 Lucky Tray Day ☉ Oven Baked Breaded Chicken ☉ Fresh Dinner Roll ☉ 1/2 C Crispy Green Beans ☉ 1/4 C Chilled Applesauce ☉ 1/2 Pint Milk*	11/13 Baked Macaroni & Cheese Fresh Sliced Bread 1/2 C Stewed Tomatoes 1/4 C Mandarin Oranges 1/2 Pint Milk	11/14 ☉ Italian Hoagie ☉ 1/2 C Lettuce & Tomato ☉ Fresh Sliced Bread ☉ 1/2 C Corn Niblets ☉ Frozen 100% Juice Bar ☉ 1/2 Pint Milk*
11/17 Brunch for Lunch ☉ French Toast Sticks ☉ 2 oz. Turkey Sausage Patty ☉ 1/2 C Tator Tots ☉ 4 oz. Juice Cup ☉ 1/2 Pint Milk*	11/18 November Birthday Day Hot Ham & Cheese on Bun 1/2 C Oven Baked Fries Fresh Orange Slices 1/2 Pint Milk NO BIRTHDAY CAKE	11/19 Baked Turkey Slices 1/2 C Golden Corn 1/4 C Rosy Applesauce 1/2 Pint Milk*	11/20 Thanksgiving Feast Roasted Turkey Slices Fresh Dinner Roll Mashed Potatoes w/ Gravy Cranberry Sauce Apple Pie w/ Topping 1/2 Pint Milk	11/21 Pizzal Pizzal ☉ Cheese Pizza ☉ 1/2 C Tossed Garden Salad ☉ 1 T Reduced-Calorie Italian Dressing ☉ 1/4 C Mixed Fruit Cup ☉ 1/2 Pint Milk*
11/24 ☉ Chicken Patty on Bun ☉ 1/2 C Carrot Coins ☉ 1/4 C Chilled Applesauce ☉ 1/2 Pint Milk*	11/26 Super Nacho Day Super Nachos w/ Cheese, Taco Meat & Salsa Lettuce & Tomato Cup Steamed Rice 1/4 C Chilled Pears 1/2 Pint Milk Churro	11/26 Bag Lunch Day ☉ Turkey & Cheese on Bun ☉ 1/2 C Lettuce & Tomato ☉ 1/2 C Pineapple Tidbits ☉ 1/2 Pint Milk*	11/27 Happy Thanksgiving from Nutrition, Inc., & Staff 	11/28 No School

LUNCH PRICES:
 HIGH SCHOOL..... \$1.35
 ELEMENTARY..... \$1.35
 REDUCED..... \$.40
 ADULT..... \$2.50

Weekly Elementary Alternate Menu:

Nov 3rd:

Chicken Patty on Bun

or

Salami & Cheese Sandwich

or

Donuts

or

Turkey & Cheese Sandwich

Nov. 17th

Chicken Nuggets w/ Roll

or

Bologna & Cheese Sandwich

Nov. 24th:

Cheese Steak Sandwich

or

Ham & Cheese Sandwich

AVAILABLE DAILY:

Peanut Butter & Jelly Sandwich

Fluffernutter Sandwich

Chef Salad w/ Dinner Roll

Milk Variety Available Daily:
 Whole White, Skim*, 2%,
 Strawberry, Creamside &
 Low Fat Chocolate*

*may be included in low fat meal plan

NUTRITION INC.

Carl R. Droniman
 Food Service Director
 Patty Baresse, RD
 Assistant Food Service Director
 (570) 459-3111 ext. 3131 or 3115

Now Available:

☉ Low Fat Menu Choices ☉ Every Monday, Wednesday, & Friday!
 Items with a smiley face "☉" are part of a combined menu plan that if eaten together will meet the dietary guidelines of 30% or less of the total calories coming from fat.

Please encourage your child to make wise food selections!

*Values are subject to change based on substitutions.

PROTEIN

- Your body uses protein to build strong muscles
- Good sources of protein include peas, beans, chicken, fish, meat, dairy products, nuts, and seeds.
- You should try to eat 2-3 servings from the meat group every day!

Employment applications are available at the Administration Building Personnel Office from 8:00 A.M. to 4:00 P.M. during school.

Menu Subject to Change

The Nutrition Group's Nutritional Standards

The following is offered *every* day in *every* building:

Lower-fat daily meal feature

- Low-fat salad dressings
- Fresh fruits and vegetables daily
- Healthier snack choices
- Promotion of 1% and skim milk choices
- Adjustment of recipes to improve the nutritional value of the meal



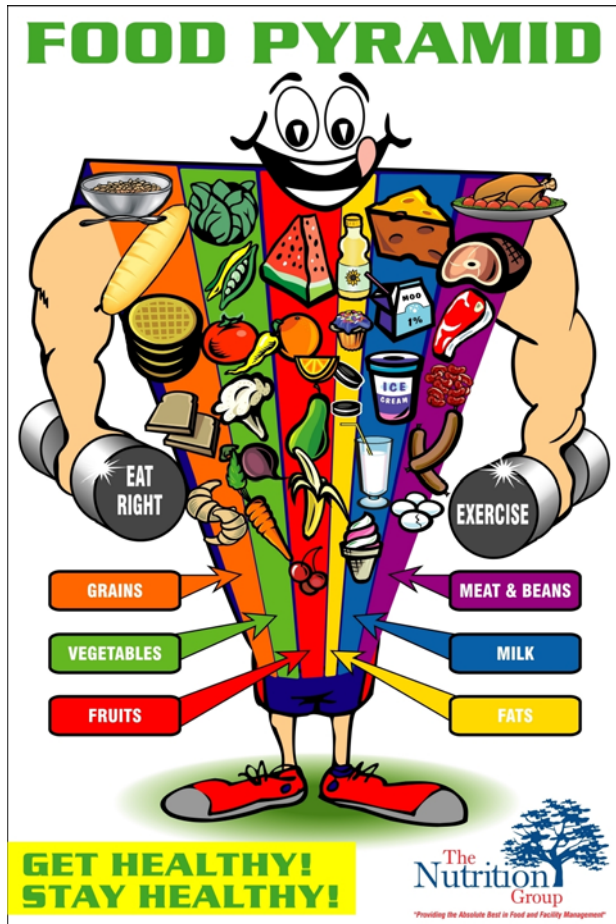
NUTRITION EDUCATION



We continue going to the classroom to help students learn about good nutrition.



MARKETING & MERCHANDISING

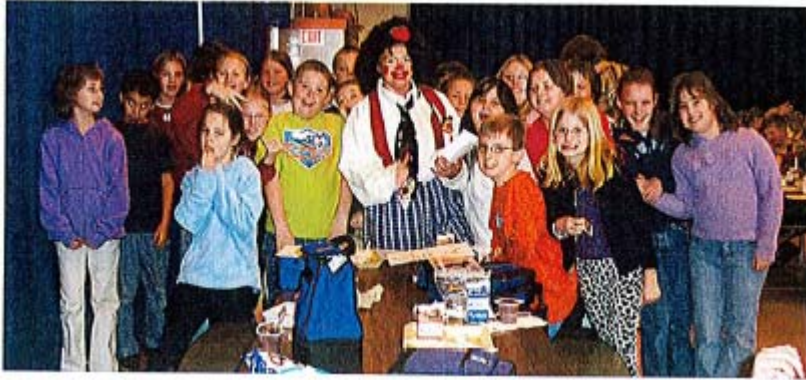


MARKETING & MERCHANDISING



SPECIAL EVENT DAYS

CIRCUS DAY



SUPERBOWL PARTY



LUCKY TRAY DAYS



SPECIAL EVENT DAYS

GRANDPARENTS BREAKFAST



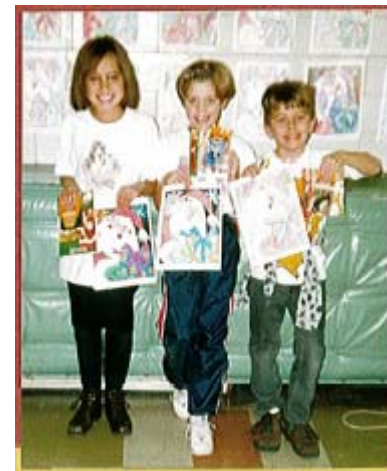
COOK OUTS



HEALTH FAIRS



COLORING CONTESTS



YOUTH ADVISORY COUNCIL MEETINGS



LUNCH LEARNERS



PROFESSIONAL CATERING IN YOUR DISTRICT



Nutrition, Inc. is experienced in a
POINT OF SALE DEBIT CARD SYSTEM



- Prevents Overt Identification
- Speeds up Serving Lines
- Eliminates Lost Money or Lost Tickets
- Convenient for Parents & Students
- Accurate Accountability



SATELLITE SERVICES



VENDING SERVICES

We currently provide milk and snack vending machines in three high schools in the Warren County School District

WARREN COUNTY SCHOOL DISTRICT

	Nutr. Base	Nutr. Alt#1	Nutr. Alt#2	NutrAlt#3	Nutr. Alt #4	ARA Base	ARA Alt #1	ARA #2
					.10/.15 Increase			
	District pay	District pay	Company pay	Company pay	District Pay	District pay	District pay	Company pay
Paid Breakfast	18,832	18,832	18,832	18,832	18,832	18,832	21,468	22,106
Reduced Breakfast	10,384	10,384	10,384	10,384	10,384	10,384	11,676	12,021
Free Breakfast	74,624	74,624	74,624	74,624	74,624	74,624	86,440	88,958
Total Breakfast	103,840	103,840	103,840	103,840	103,840	103,840	119,584	123,085
Paid Elem lunch	89,232	98,208	89,232	98,208	98,208	89,232	109,226	117,227
Paid Sr. Lunch	79,904	87,824	79,904	87,824	87,824	79,904	101,671	104,782
Reduced Lunch	48,400	53,152	48,400	53,152	53,152	48,400	60,859	64,134
Free Lunch	165,616	182,160	165,616	182,160	182,160	165,616	208,040	221,044
Total Lunch	383,152	421,344	383,152	421,344	421,344	383,152	479,796	507,187
Adult A la Carte	\$18,847.04	\$18,847.04	\$18,847.04	\$18,847.04	\$18,847.04	\$18,847.04	\$21,855.00	21,855
Student A la carte	\$267,987.20	\$348,552.16	\$267,987.20	\$348,552.16	\$348,552.16	\$267,987.20	\$327,718.00	344,896.00
Total A la carte	\$286,834.24	\$367,399.20	\$286,834.24	\$367,399.20	\$367,399.20	\$286,834.24	\$349,573.00	366,751.00
Snacks							22,088	23,848
Other								
Total Meals \$for\$	773,826.24	892,583.20	773,826.24	892,583.20	892,583.20	773,826.24	971,041.00	1,020,871.00
MME PDE (2.5925)	597,632.02	666,900.18	597,632.02	666,900.18	666,900.18	597,632.02	734,220.12	771,738.15
Cash Revenue	627,658.24	740,035.00	627,658.24	740,035.00	763,030.00	627,658.24	789,228.95	829,135.50
Reimbursments	699,209.28	755,015.28	699,209.28	755,015.28	755,015.28	699,209.28	865,060.31	911,820.75
Total Revenue	1,326,867.52	1,495,050.28	1,326,867.52	1,495,050.28	1,518,046.00	1,326,867.52	1,654,289.26	1,740,956.25
Expenses:								
Food	542,338	625,468.00	542,338.00	625,468.00	625,468.00	543,429.00	680,518	712,871
Non-Food	114,828.00	125,516.00	114,828	125,516.00	125,516.00	56,041.00	111,129.00	122,478.00
FSMC Mgmt Team	116,000.00	116,000.00	116,000.00	116,000.00	116,000.00	108,462.00	108,462.00	108,462.00
Labor	511,003.00	511,003.00	414,757.78	414,757.78	511,003.00	511,003.00	511,003	511,003.00
Fringe/P. Rel	227,736.00	227,736.00	170,735.22	170,735.22	227,736.00	227,736.00	227,736	244,383.00
Admin	33,000	33,000	33,000	33,000	33,000	24,260.00	30,252	71,601
Mgmt	22,000	22,000	22,000	22,000	22,000	12,130.00	15,127	17,502.00
Total Expenses	\$1,527,853.00	\$1,614,988.00	\$1,374,607.00	\$1,461,742.00	\$1,614,988.00	\$1,444,010.00	\$1,629,462.00	\$1,728,840.00
Commodity Usage	\$67,051.60	\$73,735.00	\$67,051.60	\$73,735.00	\$73,735.00	\$67,052.00	\$82,765.00	\$87,460.00
Cost per meal	2.667	2.532	2.411	2.302	2.532	2.49 ?	2.26	2.28
Bottom line	-200,986	-119,938	-47,739.00	33,308	-59,978	-117,142.77	24,827.26	12,116.25
guarantee	-100,000	-100,000	Break Even	33,308.00	-50,000.00	24,827	24,827.26	12,116.25

EXCLUSIVE GUARANTEE

- **OPERATIONAL**

- ✓ We are continually improving your food service program in order to take it to the next level

- **FINANCIAL (BOTTOM LINE)**

- ✓ Nutrition, Inc. has a proven track record that provides a financially guaranteed bottom lines for the district and will continue to do so

SATISFIED CUSTOMERS



SUCCESSFUL PARTNERSHIP

**WARREN
COUNTY
SCHOOL
DISTRICT**



**THE NUTRITION
GROUP**

