



Wellsboro Area School District Preliminary Food Service Budget 2019-2020

Food Service Budget 19-20	Guarantee
Option 1: Wellsboro Base Budget 19-20	\$59,639.65

The proposed Food Service Budget for the Wellsboro Area School District for 2019-2020 projects a return of no less than \$ 59,639.65

In developing your 2019-2020, we considered the factors that affect annual income and costs. We then employed our proven forecasting tools to develop a budget that realistically addresses changes in government regulations and reimbursements, enrollment, and food and labor costs. The Healthy Hunger-Free Kids Act (HHFKA), Affordable Care Act, and staffing needs create new challenges annually.

Rest assured that The Nutrition Group will continue to provide an exceptional food service program that exceeds the expectations of the state and federal requirements. The Nutrition Group's Twelve Promises have led us to a leadership position in our industry and our program in the Wellsboro Area School District will continue to focus on those Promises with the goal of 100% customer satisfaction.

**NSLP COST REIMBURSABLE
PROJECTED OPERATING COSTS**

School Food Authority	<u>WELLSBORO SD</u>	Contract Begin Date	<u>7/1/2019</u>
FSMC Name	<u>The Nutrition Group</u>	Contract End Date	<u>6/30/2020</u>
		Days of Service	<u>179</u>

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	5,549	\$0.95	\$5,271.55
Elementary Tiered Paid	-	-	-
Middle Paid	4,117	\$1.05	\$4,322.85
Middle Tiered Paid	-	-	-
Secondary Paid	8,234	\$1.10	\$9,057.40
Secondary Tiered Paid	-	-	-
Reduced-Price	2,506	\$0.30	\$751.80
Adult Paid	-	-	-
A la Carte Sales	-	-	-
Subtotal Breakfasts	20,406		\$19,403.60
<u>LUNCHES:</u>			
Elementary Paid	27,208	\$2.25	\$61,218.00
Elementary Tiered Paid	-	-	-
Middle Paid	19,690	\$2.50	\$49,225.00
Middle Tiered Paid	-	-	-
Secondary Paid	24,165	\$2.50	\$60,412.50
Secondary Tiered Paid	-	-	-
Reduced-Price	7,339	\$0.40	\$2,935.60
Adult	7,697	\$1.00	\$7,697.00
A la Carte Sales	119,393	\$1.00	\$119,393.00
Subtotal Lunches	205,492		\$300,881.10
<u>SNACKS/SUPPLEMENTS:</u>			
Paid	-	-	-
Reduced-Price	-	-	-
Adult	-	-	-
A la Carte Sales	-	-	-
Subtotal Snacks/Supplements	-		-
<u>OTHER:</u>			
Special Milk			-
Vending Machine Sales			-
Special Functions (Internal)			\$2,685.00
Subtotal Other			\$2,685.00
Total "IN-SCHOOL" Revenue	225,898		\$322,969.70

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School Food Authority

WELLSBORO SD

Contract Begin Date

7/1/2019

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	34,368	\$2.14	\$73,547.52
Reduced	-	-	-
Reduced, Severe Need	2,506	\$1.84	\$4,611.04
Paid	17,900	\$0.31	\$5,549.00
Subtotal Breakfasts	54,774		\$83,707.56
<u>HIGH RATE LUNCHES:</u>			
Free	-	-	-
Reduced	-	-	-
Paid	-	-	-
Subtotal High Rate Lunches	-		-
<u>LOW RATE LUNCHES:</u>			
Free	79,476	\$3.31	\$263,065.56
Reduced	7,339	\$2.91	\$21,356.49
Paid	71,063	\$0.31	\$22,029.53
Subtotal Low Rate Lunches	157,878		\$306,451.58
<u>SNACKS/SUPPLEMENTS:</u>			
Free	-	-	-
Reduced	-	-	-
Paid	-	-	-
Subtotal Snacks/Supplements	-		-
<u>SPECIAL MILK</u>			
Paid	-	-	-
Subtotal Special Milk	-		-
<u>Performance Based Reimbursement (if certified)</u>			
Lunches	157,878	\$0.06	\$9,472.68
Total Federal Reimbursement	212,652		\$399,631.82

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Section 3 - STATE REIMBURSEMENTS			
To Be Completed By SFA (Include SSO Reimbursements, if applicable)			
BREAKFASTS:	MEALS	RATES	Reimbursements
Free	-	-	-
Free, Severe Need	34,368	\$0.10	\$3,436.80
Reduced	-	-	-
Reduced, Severe Need	2,506	\$0.10	\$250.60
Paid	17,900	\$0.10	\$1,790.00
Subtotal Breakfasts	54,774		\$5,477.40
LUNCHES:			
Free	79,476	\$0.10	\$7,947.60
Reduced	7,339	\$0.10	\$733.90
Paid	71,063	\$0.10	\$7,106.30
Additional amount for Lunch if Breakfast participation <=20%	86,457	\$0.02	\$1,729.14
Additional amount for Lunch if Breakfast participation >20%	71,421	\$0.04	\$2,856.84
Subtotal Lunches	157,878		\$20,373.78
Total State Reimbursement	212,652		\$25,851.18
Section 4 - Other Income			
To be completed by SFA			
Other Income: Catering (External)			\$5,438.71
Other Income: PDE-3086 Agreements (Sponsor to Sponsor)			\$9,945.00
Interest Income			-
Total Other Income			\$15,383.71
Revenue Summary			
Total "In-School" Revenue			\$322,969.70
Total All Reimbursements			\$425,483.00
Total Other Income			\$15,383.71
Total Revenue			\$763,836.41
Commodity Usage @	\$0.2350	157,878	(\$37,101.33)

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Section 5 - Meal Equivalents

A la Carte Meal Equivalents:

Federal reimb. - free, high lunch	\$0.0000	A la carte revenue	\$119,393.00
Federal reimb. - free, low lunch	\$3.3100	Adult meal revenue	\$7,697.00
Performance Based reimb.	\$0.0600	Vending Sales	-
State reimb. - free, lunch	\$0.1000		\$127,090.00
Commodity Usage	\$0.2350		
Total	\$3.7050	Meal Equivalents	34,302
		Reimbursable Meals	212,652
		Total Meals	246,954

Section 6 - SFA Costs

To be completed by SFA (if applicable)

TOTAL COST

EXPENSES:

Direct Labor and Benefits

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

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

Subtotal Labor and Benefits

Direct Costs (Must itemize)

Subtotal Direct Costs

Indirect Costs (Must Itemize)

Subtotal Indirect Costs

Subtotal SFA Costs

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**Section 7 - FSMC Costs
To be completed by FSMC**

EXPENSES:

TOTAL COST

Food Cost-Including Commodities	\$310,252.39
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)	
Less: Commodity Usage	(\$37,101.33)
Subtotal Food Costs	\$273,151.06
Commodity Delivery Charge	\$2,700.00
Direct Labor and Benefits	
FSMC Labor Costs (must equal to grand total on Attachment CR4)	\$262,968.64
FSMC Fringe Costs (must equal to grand total on Attachment CR5)	\$89,345.77
Subtotal Labor and Benefits	\$352,314.41
Direct Costs	
Accounting	\$3,157.87
Background Checks, Fingerprinting, and/or Drug Testing	-
Car/Truck Rental and/or Mileage	\$7,000.00
China, Silverware, Glassware	-
Cleaning and Janitorial Supplies	\$5,367.92
Computer and Technology	\$1,422.65
Courier Services (Air & Ground)	-
Dues/Subscriptions	-
Employee Meals	-
Employee Recruitment and Advertising	\$2,388.52
Equipment Depreciation/Rental/Buy Back Investment	-
Equipment Maintenance	-
Equipment Repairs	-
Equipment Replacement - Expendable	-
Freight and Delivery Charges	-
Insurance (Liability, Workman's Compensation, Vehicle, etc.)	\$2,902.08
Licenses and/or Permits	-
Office Supplies and Printing	\$2,100.00
Paper Products and Disposable Supplies	\$7,134.58
Payroll Processing	\$5,538.47
Performance Bond	-
POS Systems, Support and Service	-
Postage	-
Promotional Materials (Program Specific)	\$2,923.00
Smallware/Replacement Wares	-
Staff Training and Certification	\$2,522.65
Storage Costs (Food and/or Supplies)	-
Taxes (sales and other)	-
Telephone, including Mobile and Internet	-

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School Food Authority WELLSBORO SD Contract Begin Date 7/1/2019

Tickets, tokens	-
Trash Removal and Pest Control	-
Uniforms, Linens, and Laundry	\$1,400.00
Vending Rental	-
Wellness Programs and materials	\$1,322.65
Subtotal Direct Costs	\$45,180.39

Other Costs included in the RFP (Section Q) required of the FSMC by the SFA (Must Itemize)

	-
	-
	-
	-
	-
Subtotal Other Costs	-

Special Functions	\$2,480.94
Catering	-
PDE-3086 Agreements (Sponsor to Sponsor)	\$5,036.76

Administrative Fee*
Months: 9 10 11 12 (check one)

Fees charged on the basis of: (select from drop-down menu) Choose One

(Cannot include any costs already covered in other categories)

Corporate Overhead: BusinessOffice Expense	\$14,744.11
Corporate Overhead: Upper Management Expense	\$3,159.45
Corporate Overhead: Support Service Expense	\$8,425.21
Subtotal Administrative Fee	\$26,328.77

FSMC Management Fee ¹
Months: 9 10 11 12 (check one)

Fees charged on the basis of: (select from drop-down menu) Choose One

Enter the fee that will be charged to manage the program

¹ Documentation must be provided outlining all methodologies used to calculate the Administrative and Management Fees on CR9.

Subtotal FSMC Costs	\$721,183.86
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Less Rebates, Discounts and Applicable Credits (Enter as a negative number)	(\$16,987.10)
TOTAL FSMC COSTS	\$704,196.76

- There is a Guarantee
- There is not a Guarantee, nor will there be one in optional Renewal years

Guarantee to SFA ² \$59,639.65

² Guarantee to SFA - Documentation must be provided outlining all formulas, methodologies and contingencies on CR10. If the Guarantee is less than zero (negative) then full justification must be included in this documentation.

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Section 8 - Contract Summary

			<u>SUMMARY</u>
Total Revenue			\$763,836.41
SFA Costs			-
Total FSMC Costs		Fact Sheet ³ →	\$704,196.76
³ When entering the Total Contract Cost on the PEARS Fact Sheet, add the CACFP and SFSP Total Cost if applicable.			
School Nutrition Program-Profit or (Loss)			\$59,639.64

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