



Wellsboro Area School District Preliminary Food Service Budget 2020-2021

Food Service Budget 20-21	Guarantee
Option 1: Wellsboro Base budget with no increase to breakfast/lunch prices	\$68933.84

The proposed Food Service Budget for the Wellsboro Area School District for 2020-2021 projects a profit of no less than \$ 68933.84

In developing your 2020-2021, 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.

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.

SNP Cost Reimbursable Projected Operating Costs

School Food Authority	Wellsboro Area School District	Contract Begin Date	7/1/2020
FSMC Name	The Nutrition Group	Contract End Date	6/30/2021
		Days of Service	

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	5,907	\$	0.95	\$ 5,611.65
Elementary Tiered Paid	-	\$	-	-
Middle Paid	3,222	\$	1.05	\$ 3,383.10
Middle Tiered Paid	-	\$	-	-
Secondary Paid	8,055	\$	1.10	\$ 8,860.50
Secondary Tiered Paid	-	\$	-	-
Reduced Price	3,938	\$	0.30	\$ 1,181.40
Adult Paid	-	\$	-	-
A la Carte Sales	-	\$	-	-
Subtotal Breakfasts	21,122			\$ 19,036.65
<u>LUNCHES:</u>				
Elementary Paid	30,072	\$	2.25	\$ 67,662.00
Elementary Tiered Paid	-	\$	-	-
Middle Paid	18,258	\$	2.50	\$ 45,645.00
Middle Tiered Paid	-	\$	-	-
Secondary Paid	24,881	\$	2.50	\$ 62,202.50
Secondary Tiered Paid	-	\$	-	-
Reduced Price	9,129	\$	0.40	\$ 3,651.60
Adult Paid	9,129	\$	1.00	\$ 9,129.00
A la Carte Sales	134,608	\$	1.00	\$ 134,608.00
Subtotal Lunches	226,077			\$ 322,898.10
<u>SNACKS/SUPPLEMENTS:</u>				
Paid	-	\$	-	-
Reduced Price	-	\$	-	-
Adult Paid	-	\$	-	-
A la Carte Sales	-	\$	-	-
Subtotal Snacks/Supplements	-			\$ -
<u>OTHER:</u>				
Special Milk			\$	-
Vending Machine Sales			\$	-
Special Functions (Internal)			\$	2,982.00
Subtotal Other			\$	2,982.00
Total "In-School" Revenue	247,199		\$	344,916.75

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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	35,800	\$	2.20	\$ 78,760.00
Reduced	-	\$	-	\$ -
Reduced, Severe Need	3,938	\$	1.90	\$ 7,482.20
Paid	17,184	\$	0.31	\$ 5,327.04
Subtotal Breakfasts	56,922			\$ 91,569.24
<u>HIGH RATE LUNCHES:</u>				
Free	-	\$	-	\$ -
Reduced	-	\$	-	\$ -
Paid	-	\$	-	\$ -
Subtotal High Rate Lunches	-			\$ -
<u>LOW RATE LUNCHES:</u>				
Free	76,791	\$	3.41	\$ 261,857.31
Reduced	9,129	\$	3.01	\$ 27,478.29
Paid	73,211	\$	0.32	\$ 23,427.52
Subtotal Low Rate Lunches	159,131			\$ 312,763.12
<u>SNACKS/SUPPLEMENTS:</u>				
Free	-	\$	-	\$ -
Reduced	-	\$	-	\$ -
Paid	-	\$	-	\$ -
Subtotal Snacks/Supplements	-			\$ -
<u>SPECIAL MILK:</u>				
Paid	-	\$	-	\$ -
<u>Performance Based Reimbursement (if certified):</u>				
Lunches	159,131	\$	0.07	\$ 11,139.17
Total Federal Reimbursement	216,053			\$ 415,471.53

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<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	-	\$	-
Free, Severe Need	35,800	\$	3,580.00
Reduced	-	\$	-
Reduced, Severe Need	3,938	\$	393.80
Paid	17,184	\$	1,718.40
Subtotal Breakfasts	56,922		\$ 5,692.20
<u>LUNCHES:</u>			
Free	76,791	\$	7,679.10
Reduced	9,129	\$	912.90
Paid	73,211	\$	7,321.10
Additional amount for Lunch if Breakfast participation <=20%	42,781	\$	855.62
Additional amount for Lunch if Breakfast participation >20%	116,350	\$	4,654.00
Subtotal Lunches	159,131		\$ 21,422.72
Total State Reimbursement	216,053		\$ 27,114.92
<u>Section 4 - Other Income</u>			
To be completed by SFA			
Other Income: Catering (External)		\$	5,633.67
Other Income: PDE-3086 Agreements (Sponsor to Sponsor)		\$	9,945.00
Interest Income		\$	-
Total Other Income		\$	15,578.67
<u>Revenue Summary</u>			
Total "In-School" Revenue		\$	344,916.75
Total All Reimbursements		\$	442,586.45
Total Other Income		\$	15,578.67
Total Revenue		\$	803,081.87
Commodity Usage @	\$0.2375		159,131 \$ (37,793.61)

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Section 5 - Meal Equivalents

A la Carte Meal Equivalents:

Federal reimb. - free, high lunch	\$0.0000
Federal reimb. - free, low lunch	\$3.4100
Performance Based reimb.	\$0.0700
State reimb. - free, lunch	\$0.1000
Commodity Usage	\$0.2375
Total	\$3.8175

A la carte revenue	\$	134,608.00
Adult meal revenue	\$	9,129.00
Vending Sales	\$	-
	\$	143,737.00

Meal Equivalents	37,652
Reimbursable Meals	216,053
Total Meals	253,705

Section 6 - SFA Costs

To be completed by SFA (if applicable)

EXPENSES:

TOTAL COST

Direct Labor and Benefits

SFA Labor Costs (must equal grand total on Attachment CR 6)	\$	-
SFA Fringe Costs (must equal 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 Costs-Including Commodities	\$	331,546.49
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	\$	(37,793.61)
Subtotal Food Costs	\$	293,752.88
Commodity Delivery Charge	\$	2,200.00
Direct Labor and Benefits		
FSMC Labor Costs (must equal grand total on Attachment CR4)	\$	272,441.12
FSMC Fringe Costs (must equal grand total on Attachment CR5)	\$	88,384.25
Subtotal Labor and Benefits	\$	360,825.37
Direct Costs		
Accounting	\$	3,303.84
Background Checks, Fingerprinting, and/or Drug Testing	\$	-
Car/Truck Rental and/or Mileage	\$	6,500.00
China, Silverware, Glassware	\$	-
Cleaning and Janitorial Supplies	\$	5,684.68
Computer and Technology	\$	1,453.42
Courier Services (Air & Ground)	\$	-
Dues/Subscriptions	\$	-
Employee Meals	\$	-
Employee Recruitment and Advertising	\$	2,442.90
Equipment Depreciation/Rental/Buy Back Investment	\$	-
Equipment Maintenance	\$	-
Equipment Repairs	\$	-
Equipment Replacement - Expendable	\$	-
Freight and Delivery Charges	\$	-
Insurance (Liability, Workman's Compensation, Vehicle, etc.)	\$	2,968.70
Licenses and/or Permits	\$	-
Office Supplies and Printing	\$	2,100.00
Paper Products and Disposable Supplies	\$	7,555.59
Payroll Processing	\$	5,825.25
Performance Bond	\$	-
POS Systems, Support and Service	\$	-
Postage	\$	-
Promotional Materials (Program Specific)	\$	2,923.00
Smallware/Replacement Wares	\$	-

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Section 7 - FSMC Costs (continued)

Staff Training and Certification	\$	2,553.42
Storage Costs (Food and/or supplies)	\$	-
Taxes (sales and other)	\$	-
Telephone, including Mobile and Internet	\$	-
Tickets, tokens	\$	-
Trash Removal and Pest Control	\$	-
Uniforms, Linens, and Laundry	\$	1,400.00
Vending Rental	\$	-
Wellness Programs and materials	\$	1,353.06
Subtotal Direct Costs	\$	46,063.86
Other Costs included in the RFP (Section Q) required of the FSMC by the SFA (Must Itemize)		
	\$	-
	\$	-
	\$	-
	\$	-
Subtotal Other Costs	\$	-
Special Functions	\$	2,692.75
Catering	\$	-
PDE-3086 Agreements (Sponsor to Sponsor)	\$	5,355.00
Administrative Fee ¹		
Billed Over	[]	
Fees charged on the basis of: (select from drop-down menu)	Choose One	
(Cannot include any costs already covered in other categories)		
	flat fee	\$ 15,083.22
	flat fee	\$ 3,232.12
	flat fee	\$ 8,618.99
	flat fee	\$ -
	per-meal fee	\$ -
Reimb. Meals Plus Equivalents:	253,705	
Per-meal rate: (if applicable)	\$0.0000	Subtotal Administrative Fee
Total per-meal fees:	\$0.00	\$ 26,934.33
FSMC Management Fee		
Billed over	Select number of months	
Fees charged on the basis of: (select from drop-down menu)	Choose One	
Enter the fee that will be charged to manage the program		
	flat fee	\$ 14,313.34
	per-meal fee	\$ -
Reimb. Meals Plus Equivalents:	253,705	
Per-meal rate: (if applicable)	\$0.0000	Subtotal Management Fee
Total per-meal fees:	\$0.00	\$ 14,313.34

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

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<u>Section 7 - FSMC Costs (continued)</u>	
Subtotal FSMC Costs	\$ 752,137.53
Less Rebates, Discounts and Applicable Credits (Enter as a negative number)	\$ (17,989.50)
TOTAL FSMC COSTS	\$ 734,148.03
Select whether there is a Guarantee	
Guarantee to SFA ²	<u>\$68,933.84</u>
² Guarantee to SFA - If there is a Guarantee, documentation must be provided outlining all formulas, methodologies and contingencies on CR10; regardless of Guarantee amount.	
<u>Section 8 - Contract Summary</u>	
	<u>SUMMARY</u>
Total Revenue	\$ 803,081.87
SFA Costs	\$ -
Total FSMC Costs	Fact Sheet ³ → \$ 734,148.03
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)	\$ 68,933.84