

GLASSBORO PUBLIC SCHOOLS
GLASSBORO, NEW JERSEY

TO: Mark Silverstein
FROM: Henry Bermann
DATE: June 14, 2019
RE: Agenda Item for June 19, 2019

Recommend Board approval to adopt a contract for Food Service Management with Chartwells. Chartwells shall be paid from the Cafeteria account for the services to be rendered with a flat Management Fee of \$54,101.20 for the 2019-2020 school year. In addition, Chartwells will guarantee a return of \$78,339 and management fee will be reduced in accordance of the contract if the profit guarantee is not achieved. The contract approval is pending legal review.

The Committee's Rubric ratings:
Nutri-Serve – 17
Chartwells – 23.8

Glassboro Financial Comparison of FSMC's Proposals		
Name of FSMC	Chartwells	Nutri Serve
REVENUE TOTAL		
	\$929,988.41	\$899,721.84
NET FOOD COST		
	\$294,671.80	\$333,993.95
Percent of Revenue	32%	37%
NET PAPER AND CLEANING COST		
	\$36,096.00	\$35,069.15
Percent of Revenue	4%	4%
NET OTHER COST		
	\$30,157.00	\$24,987.09
Percent of Revenue	3%	3%
LABOR		
Total Hourly Payroll	\$280,048.05	\$281,651.31
Total Hourly Taxes & Benefits	\$78,004.70	\$51,542.19
Total Hourly Wages, Taxes & Benefits	\$358,052.75	\$333,193.50
Total Yearly Hourly Work Days	180	181
Total Hourly Positions	29	29
Food Service Director	\$60,000.00	\$49,402.08
	-	-
	-	-
Total Management Taxes & Benefits	\$18,570.85	\$20,676.07
Total Management	\$78,570.85	\$70,078.15
Total Hourly & Management Wages, Taxes & Benefits	\$436,623.60	\$403,271.65
Percent of Revenue	47%	45%
FSMC Management Positions & Count:		
Food Service Director	1	1
Chef		-
Asst. Director		-
	-	-
Total Management Position Count	1	1
PROJECTED MEAL COUNTS and MANAGEMENT FEE EXPENSE		
Projected Breakfast Meals	137770	137423
Projected Lunch Meals	188434	180326
Projected Meal Equivalent Meals	22836	23560
Projected TOTAL Management Fee Expense	\$54,101.20	\$67,400.00
TOTAL Operation Expenses	\$851,649.60	\$864,721.84
MANAGEMENT FEE and SFA SURPLUS/DEFICIT (form 23, page 1)		
Projected Bottom Line	\$78,339.00	\$35,000.00
Cents per Meal Management Rate	\$0.1550	
Management Fee/Flat Fee	\$54,101.20	\$67,400.00
Order Lowest to Highest	1	2
Guarantee Return	\$78,339.00	\$35,000.00
Order Highest to Lowest	1	2
PROPOSAL QUESTIONS		
Is the surplus guaranteed?	Yes	Yes
Guarantee limited or unlimited?	Unlimited	Unlimited
Total investment by FSMC	NA	NA
Is investment charged to program?	NA	NA
Is investment included in guarantee?	NA	NA
FSMC include minimum wage increase of \$10 & \$11 per hour?	Yes	Yes