

GLASSBORO SCHOOL DISTRICT
Recommendation – Food Service Vendor
April 25, 2014

As Business Administrator of the Glassboro Board of Education, I recommend that we select NutriServe as our food service provider for the 2014-2015 school year, inclusive of a summer program during July of 2014.

NutriServe has continuously provided for our needs for the eight years that I have been the Business Administrator. We have enjoyed a predictable and necessary profit from operations which has allowed us to maintain all capital equipment in safe and working order.

NutriServe has a strong presence and favorable reputation as a food service provider in Southern New Jersey. They are in a position whereby they are able to apply resources, both labor and food, with limited notice. The same cannot be said for competitors.

If an issue or concern arises, I am able to make immediate contact with the owner or any other level of management. The same cannot be said for competitors. In fact, the upper management of most competitors does not have any contact with the local school district on a daily basis.

The learning curve for NutriServe is entirely eliminated due to the fact that they have provided for our requirements over the past several years. They are familiar with the needs and habits of our staff, children, and administration. In addition, since we currently plan to offer a summer program, I would not recommend transitioning to a competitor, as we will be far better served by a company that is already very familiar with all aspects of our operation.

NutriServe has offered us a contract which is performance driven. In other words, the more profitable that we become, the greater the reward for NutriServe. This is an incentive which will likely result in attracting a higher level of participation by way of providing more desirable food selections. In addition, we will continue to be protected by having a profit guarantee in the contract.

For all the reasons above, I encourage the Board to strongly consider awarding the 2014-2015 contract to NutriServe. In addition, the final contract will be reviewed by the Board's Solicitor.