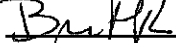


RESPONSE AND PROJECTED OPERATING STATEMENT

ATTACH AS FIRST PAGES OF RESPONSE TO REQUEST FOR PROPOSAL(RFP)

Response and Projected Operating Statement	
for	
Local Education Agency (LEA)	
LEA: <u>Union Township School District</u>	
School Year	20 <u>14</u> — 20 <u>15</u>

We the undersigned, agree to operate the food service program as described in the RFP specifications.

FSMC NAME:	Aramark Educational Services, LLC		
FSMC ADDRESS:	1101 Market Street, Philadelphia, Pennsylvania 19107		
FSMC REPRESENTATIVE'S NAME:	Brian Pressler		
SIGNATURE:		DATE:	7/17/2014
TELEPHONE #:	908-421-4470	FAX #:	626-672-3534
E-MAIL ADDRESS:	smith-deb@aramark.com		

This proposal is subject to all the attached terms, conditions and specifications. If accepted we hereby agree to enter into a FOOD SERVICE MANAGEMENT COMPANY (FSMC) CONTRACT as described in the RFP.

All FSMC Management Fees (ie- General Support Services, Administrative, General) must be listed below.

List **ALL** FSMC MANAGEMENT FEE(s):

Flat Fee	Cents/Meal		
<input type="checkbox"/>	\$	<input checked="" type="checkbox"/>	\$0.13750
<input type="checkbox"/>	\$	<input checked="" type="checkbox"/>	\$0.0527

PROJECTED BOTTOM-LINE: (K)

LEA:	<input checked="" type="checkbox"/> PROFIT	\$ 137,131.00
	<input type="checkbox"/> LOSS	< \$ >
	<input type="checkbox"/> BREAKEVEN	\$0.00

Is the profit/loss/breakeven a **GUARANTEE** to the LEA?
 Is the guarantee the same as the **projected bottom line**?
 If no, indicate the **actual** guaranteed profit/loss/breakeven:
 Is the guarantee capped? Yes No

Yes No
 Yes No

This operating statement is based on:

180	days of meals service (breakfast)
175	days of meals service (lunch)
0	days of meals service (after school snack)
182	# of work days (hourly employees only)

Does the anticipated reimbursement include the performance based funds (6 cents)?

Yes No

OPERATING STATEMENT

PROJECTED REVENUE *(Sales and Anticipated Reimbursement)*

SALES

	<u># of Meals/Milk</u>		<u>Selling Price</u>		<u>Projected Revenue</u>
Cafeteria Sales: (Lunch)					
Students Paid Meals:	220325	Elementary School	@ \$2.05	=	\$451,666.25
	127925	Middle School	@ \$2.30	=	\$294,227.50
	100964	High School	@ \$2.30	=	\$232,217.20
Students Reduced Meals:	88800	Middle and High	@ \$0.40	=	\$35,520.00
Adult A la carte:					\$76,975.00
Adult Lunches:		Elementary School	@ \$	=	\$
		Middle School	@ \$	=	\$
		High School	@ \$	=	\$
Student A la carte					\$554,068.00
Special Functions:					\$12,500.00
Vending Income:					\$12,040.00
Other Income:					\$
	<i>(Identify Source)</i>				
Cafeteria Sales: (Breakfast)					
Students Paid Meals:	15840	Elementary School	@ \$1.60	=	\$25,344.00
	8280	Middle School	@ \$1.75	=	\$14,490.00
	3500	High School	@ \$1.75	=	\$6,125.00
Students Reduced Meals:	15560	Middle and High	@ \$0.30	=	\$4,668.00
Students A la carte:					\$12,170.00
Adult Breakfasts:		Elementary School	@ \$	=	\$
		Middle School	@ \$	=	\$
		High School	@ \$	=	\$
Adult A la carte:					

OPERATING STATEMENT

	<u># of Meals/Milk</u>		<u>Selling Price</u>	<u>Projected Revenue</u>
Cafeteria Sales: Special Milk Program (SMP)				
Students Paid Milk	<input type="text"/>	District-wide	@ \$ <input type="text"/>	= <input type="text"/> \$0.00
Cafeteria Sales: Split-Session Kindergarten Milk Program (SSMP)				
Students Paid Milk	<input type="text"/>	District-wide	@ \$ <input type="text"/>	= <input type="text"/> \$0.00
Cafeteria Sales: After School Snack Program (ASSP)				
Students Paid Snacks	<input type="text"/>	District-wide	@ \$ <input type="text"/>	= <input type="text"/> \$0.00
Students Reduced Snacks	<input type="text"/>	District-wide	@ \$ <input type="text"/>	= <input type="text"/> \$0.00
Subtotal Sales:				\$1,732,010.95 (A)

ANTICIPATED REIMBURSEMENT:

	<u># of Student Meals/ Milk/Snacks</u>		<u>Reimbursement Rate</u>	<u>Anticipated Reimbursement</u>
LUNCH	<input type="text"/> 449214	Paid Meals	@ <input type="text"/> \$0.380	= <input type="text"/> \$170,701.32
	<input type="text"/> 88800	Reduced Price Meals	@ <input type="text"/> \$2.645	= <input type="text"/> \$234,876.00
	<input type="text"/> 255945	Free Meals	@ <input type="text"/> \$3.045	= <input type="text"/> \$779,352.53
BREAKFAST	<input type="text"/> 27620	Paid Meals	@ <input type="text"/> \$0.280	= <input type="text"/> \$7,733.60
	<input type="text"/> 15560	Reduced Price Meals	@ <input type="text"/> \$1.280	= <input type="text"/> \$19,916.80
	<input type="text"/> 86805	Free Meals	@ <input type="text"/> \$1.58	= <input type="text"/> \$137,151.90
BREAKFAST (SEVERE ONLY)	<input type="text"/> 6523	Reduced Price Meals	@ <input type="text"/> \$1.590	= <input type="text"/> \$10,371.57
	<input type="text"/> 8232	Free Meals	@ <input type="text"/> \$1.890	= <input type="text"/> \$15,558.48
ASSP	<input type="text"/>	Paid Snacks	@ \$ <input type="text"/>	= \$ <input type="text"/>
	<input type="text"/>	Reduced Price Snacks	@ \$ <input type="text"/>	= \$ <input type="text"/>
	<input type="text"/>	Free Snacks	@ \$ <input type="text"/>	= \$ <input type="text"/>
Subtotal Anticipated Reimbursement:				\$1,375,662.20 (B)
TOTAL REVENUE				
(A+B=C)				\$3,107,673.15 (C)

PROJECTED EXPENSES

FOOD

Per Meal Cost

Student Lunches	793959	Meals	@	\$1.10	=	\$873,354.90
Adult Lunches		Meals	@	\$	=	\$
Employee Lunches		Meals	@	\$	=	\$
Student Breakfasts	192985	Meals	@	\$0.85	=	\$164,037.25
Adult Breakfasts		Meals	@	\$	=	\$
Employee Breakfasts		Meals	@	\$	=	\$
SSMP/SMP/Milk		Meals	@	\$	=	\$
After School Snack Program		Snacks	@	\$	=	\$
District-wide A la carte						\$201,039.00
Special Functions						\$5,090.00
Vending						\$0.00
Other						\$
USDA Processing Charges	-176593					\$
Rebates/Discounts						\$
USDA Donated Food Value*						-(174,093.00)
NET FOOD COST						\$1,069,428.15 (D)

LABOR

Hourly Wages (Employee Schedules, Workhours and Rates of Pay must be attached.)

Bookkeeper/Secretarial		
Food Service Workers		\$936,325.00
Driver		\$
Other		\$

(Identify Position)

Hourly Benefits

and Taxes

FICA		\$70,786.17
Retirement		\$
Unemployment Compensation		\$41,959.00
Workers' Compensation		\$
Health Insurance		\$49,503.00
Life Insurance and Disability		
Holidays		\$15,725.00
Sick Days		\$
Other - Personal Days		\$15,555.00
Other		\$

(Identify)

Total Hourly Payroll Taxes and Benefits **\$193,528.17**

*The value of USDA donated foods cannot be predicted and should not be considered in the projected operating statements.

Management

Salaries	Food Service Director	\$77,942.00
	Other (Title): Assistant Director	\$48,000.00
	Assistant Director	\$43,260.00
		\$

Salaried Payroll Taxes and Benefits \$ 67,796.00

TOTAL LABOR \$1,366,851.17 (E)

PAPER AND CLEANING \$54,525.00 (F)

EQUIPMENT AND REPAIR \$0.00 (G)

OTHER	Computer Services (specify):	
	POS Licenses	1,780.00
	Hardware, Service and Support	9,320.00
		\$
		\$

Liability Insurance 58,694.00

Unit Audit Fees 2,000.00

USDA Donated Foods Administration/Delivery 5,000.00

Replacements 17,863.00

Print Expenses 100.00

Licenses/Permits 225.00

Promotions 5,250.00

Vehicle Operations 5,100.00

Uniforms/Laundry 10,950.00

Cafeteria Supplies 23,452.74

Telephone/Fax 6,430.00

Miscellaneous (Specify)	Office Supplies	15,950.00
	Performance Bond	15,000.00
	Hiring Cost	2,000.00

TOTAL OTHER 179,114.74 (H)

Comments/Clarification on Expenses:

FSMC FEE(S)	<input type="checkbox"/> Flat Fee	<input checked="" type="checkbox"/> Cents Per Meal <i>(Complete Section Below)</i>	182,716.96
	<input type="checkbox"/> Flat Fee	<input checked="" type="checkbox"/> Cents Per Meal <i>(Complete Section Below)</i>	117,906.12
	<input type="checkbox"/> Flat Fee	<input type="checkbox"/> Cents Per Meal <i>(Complete Section Below)</i>	\$
TOTAL FSMC FEE			300,623.08 (I)
EXPENSE TOTAL (D+E+F+G+H+I=J)			2,970,542.14 (J)
PROFIT/LOSS			\$137,131.00 (K) <i>(C-J=K)</i>

**CALCULATION OF
 CENTS PER MEAL MANAGEMENT FEE**

All meal equivalents to be calculated on a factor of:

\$1.00

Projected Annualized Student Reimbursable Meals (B & L)	960657	@	\$ 0.1902	=	182,716.96
Projected Annualized Student Reimbursable Snacks		@	\$	=	\$
Projected Annualized A la Carte Meal Equivalents	619906	@	\$ 0.1902	=	117,906.12
Other (Specify):		@	\$	=	\$
		@	\$	=	\$
TOTAL FSMC FEE					300,623.08

†This is a projected calculation. Actual fee may be greater than or less than projected amount. Management fee is directly related to student participation and district revenue.

COMPONENTS OF ADMINISTRATIVE/MANAGEMENT FEE

The following **MUST** be included in the Administrative/Service/Management Fee and **MAY NOT** be charged in any other expense:

1. Menu development specific to the operation.
2. Management meetings, and/or management development program specific to the operation.
3. Nutrition education material and program expense.
4. Facilities layout and design services specific to the operation.
5. Cost of developing the following:
 - Training Manuals
 - Procedures Manuals
 - Food Service Control Forms and Supplies
 - Material for School Lunch Promotions
6. All purchasing services.
7. Education programs via schoolroom programs, parent/teacher meetings and school food advisory committee meetings.
8. All accounting and bookkeeping.
9. All payroll reporting, recording and documentation including the issuance of weekly payroll checks for FSMC employees.
10. Supply of all administrative, dietetic, nutritional, sanitation and personnel advice.
11. Visitation/coverage by corporate chef during school lunch promotions.
12. Visitation/coverage by a principal of the FSMC.