

July 8, 2015

Mr. Manuel Vieira
Business Administrator
Union Township School District
2369 Morris Avenue
Union, New Jersey 07083

Dear Mr. Vieira

This letter is sent as our proposed budget between Union Township Public Schools and ARAMARK Education for food service in the 2015-2016 school year.

We are proposing a guaranteed surplus of \$164,387. In order to meet this budget, we made the following assumptions:

- Price increase of \$0.10 for paid breakfasts and \$0.20 for lunches at all grade levels. The increases are per the guidance issued by the Department of Education.

	Current Lunch Meal Prices	Proposed Lunch Meal Prices	Current Breakfast Meal Prices	Proposed Breakfast Meal Prices
Elementary	\$2.05	\$2.25	\$1.60	\$1.70
Middle	\$2.30	\$2.50	\$1.75	\$1.85
High	\$2.30	\$2.50	\$1.75	\$1.85
Average	\$2.21	\$2.42	\$1.70	\$1.80

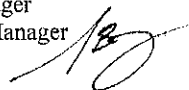
- The Department of Education guidance is due to the changes under the section 205 of the "Healthy, Hunger-Free Kids Act of 2010". This regulation requires the program to provide the same level of support for lunches served to students who are not eligible for free or reduced price meals as they do for meals served to students eligible for free lunches. SFA in the continental US currently charging less than \$2.70 for a paid lunch are required to gradually increase prices or provide additional non-Federal support for its lunches. As per USDA Paid Lunch Equity memo; SP 03-2015, October 8, 2014.
- No change in state reimbursements.
- Federal reimbursement has an additional \$0.06 for Performance based lunch reimbursement.

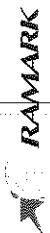
ARAMARK's total fees are described below.

- Administrative Fee - \$ 0.1375 cents per meal; no increase in fees due to CPI being 0%
- Management Fee - \$0.0527 cents per meal; no increase in fees due to CPI being 0%
- Equivalent Meal Factor - \$ 1.00
- Service Days - 176
- Current Enrollment - 7,587
- Unlimited guaranteed return - \$164,387

Thank you for allowing ARAMARK to provide the food service for the Union Township School District. I look forward to our continuing partnership.

Sincerely,
Deb Smith, District Manager
Sarah Bridges, General Manager





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 ARAMARK Education Group
 Budget Summary For FY 2016
 LOB: Union Tow - ship SD 40C001761

Client Budget

ACCOUNT NAME	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
REVENUE													
SALES	0	0	268,545	358,368	268,619	305,633	310,066	348,375	385,981	334,132	371,147	287,126	3,237,992
TOTAL REVENUE	0	0	268,545	358,368	268,619	305,633	310,066	348,375	385,981	334,132	371,147	287,126	3,237,992
COST OF FOOD													
TOTAL COST OF FOOD	(8,043)	(8,043)	94,883	132,164	97,054	109,545	113,143	128,141	140,458	122,830	137,333	102,296	1,161,761
LABOR													
SALARIES, WAGES	10,680	10,680	88,662	112,098	96,438	114,865	112,400	112,305	125,504	107,019	117,552	81,451	1,089,654
PAYROLL TAXES	1,094	1,091	12,041	15,320	12,584	15,452	17,392	17,317	19,229	16,192	17,305	14,914	159,931
BENEFITS	4,272	4,272	7,530	8,009	7,540	9,080	8,070	8,067	9,463	7,908	8,224	8,836	91,271
TOTAL LABOR	16,046	16,043	108,233	135,427	116,562	139,397	137,862	137,689	154,196	131,119	143,081	105,201	1,340,856
DIRECT													
SUPPLIES	1,592	11,592	11,754	14,633	11,370	17,525	12,877	14,281	16,052	13,748	15,099	12,447	152,970
TRAVEL & ENTERTAINMENT	192	192	540	492	492	540	492	492	540	492	492	544	5,500
AMORTIZATION	0	0	0	73	73	73	73	73	73	73	73	73	657
OTHER EXPENSES	1,348	1,348	8,646	9,517	8,792	9,858	9,531	9,526	10,350	9,282	9,769	9,382	97,349
TOTAL DIRECT	3,132	13,132	20,940	24,715	28,727	27,996	22,973	24,372	27,015	23,595	25,433	22,446	256,476
ADMIN & MGMT FEES													
TOTAL ADMIN & MGMT FEES	0	0	26,097	34,850	26,122	29,718	30,032	33,813	37,257	32,554	36,149	27,920	314,512
CLIENT RETURN(SUBSIDY)													
CLIENT RETURN(SUBSIDY)	(11,135)	(21,132)	18,392	31,212	8,154	(1,023)	6,056	24,360	27,055	24,034	29,151	29,263	164,387
TOTAL SALES	0	0	268,545	358,368	268,619	305,633	310,066	348,375	385,981	334,132	371,147	287,126	3,237,992
BILLABLE MEALS													
TOTAL BILLABLE MEALS	0	0	137,209	183,230	137,338	156,244	157,898	177,773	195,885	171,154	190,060	146,791	1,653,582
OPERATING DAYS													
TOTAL OPERATING DAYS	0	0	14	19	15	17	17	19	21	18	20	16	176
FOOD STATISTICAL													
TOTAL FOOD STATISTICAL	7,246	7,246	74,899	91,838	75,535	83,009	83,683	90,078	97,025	87,406	94,403	79,059	220,875
FTEs													
TOTAL FTEs	2	2	33	54	43	39	48	54	48	51	57	37	37