

The background of the slide features a large, circular seal. The seal has a gold outer ring and a grey inner ring. Inside the inner ring is a stylized illustration of a person in a white uniform and cap, possibly a chef or a school official, standing next to a large, striped object that resembles a flag or a banner. The text is overlaid on this seal.

**OYSTER BAY – EAST NORWICH  
CENTRAL SCHOOL DISTRICT**

***Food Service Update***

November 21, 2017

**Mr. Cipriani**

Assistant Superintendent

**Mr. Butler**

Assistant Business Official

# Summary of Operations



| <b>SUMMARY OF OPERATIONS</b>  |   |   |                                  |                                    |                                   |                                  |  |  |
|---|---|---|----------------------------------|------------------------------------|-----------------------------------|----------------------------------|--|--|
| <b>YEAR</b>   | <b><u>TYPE A MEALS<br/>&amp; A LA CARTE<br/>SALES</u></b> | <b><u>STATE &amp;<br/>FEDERAL AID</u></b> | <b><u>TOTAL<br/>REVENUES</u></b> | <b><u>ARAMARK<br/>CONTRACT</u></b> | <b><u>OTHER<br/>EXPENSES*</u></b> | <b><u>TOTAL<br/>EXPENSES</u></b> | <b><u>NET<br/>CHANGE<br/>IN FUND<br/>BALANCE</u></b> |  |
| 2014-15   | 337,572   | 187,069                                   | <b>524,641</b>                   | 415,043                            | 53,702                            | <b>468,745</b>                   | <b>55,896</b>  |  |
| 2015-16   | 322,170   | 208,000                                   | <b>530,170</b>                   | 495,831                            | 88,490                            | <b>584,321</b>                   | <b>(54,151)</b>                                      |  |
| 2016-17   | 343,632   | 226,473                                   | <b>570,105</b>                   | 474,211                            | 105,262                           | <b>579,473</b>                   | <b>(9,368)</b>                                       |  |
|   | 61.7%   | 38.3%                                     | 100.0%                           |                                    |                                   |                                  |  |  |
|   |   |   |                                  |                                    |                                   |                                  | <b>\$ (7,623)</b>                                    |  |
| <i>All figures obtained from audited financial statements</i>                             |   |   |                                  |                                    |                                   |                                  |  |  |
| <i>*Equipment purchase &amp; repairs; new POS terminals; bottle filler stations, etc.</i> |   |   |                                  |                                    |                                   |                                  |  |  |

- Approximately 38% of revenue received from participation in National School Lunch Program (NSLP) through monthly reimbursements
- All revenue earned stays in cafeteria fund – not shared with other programs

# School Lunch Rates & Prices



| <b>ARAMARK PER-MEAL CONTRACT PRICE</b> |             |                 |                  |
|--|-------------|-----------------|------------------|
|  | <u>YEAR</u> | <u>CONTRACT</u> | <u>% INC-CPI</u> |
|  | 2014-15     | \$ 2.5076       |                  |
|  | 2015-16     | \$ 2.5076       | 0.0%             |
|  | 2016-17     | \$ 2.5302       | 0.9%             |
|  | 2017-18     | \$ 2.5757       | 1.8%             |

| <b>CURRENT TYPE-A LUNCH PRICES</b> |      |    |      |
|------------------------------------|------|----|------|
|                                    |      |    |      |
|                                    | TR   | \$ | 1.90 |
|                                    | JV   | \$ | 2.00 |
|                                    | OBHS | \$ | 2.25 |

- Aramark per-meal contract rates renewed annually using May CPI
- School lunch prices for students remain unchanged since 2011-12
- Cafeteria promotions throughout year; “Dollar-Days”

# Survey of Other Districts



| <b><i>RESULTS OF SURVEY - 49 districts responded</i></b> |  |  |  |   |                        |                        |
|--|--|--|--|---|------------------------|------------------------|
|  |  |  |  |   | <b><u>YES</u></b>      | <b><u>NO</u></b>       |
|  |  |  |  | Are you part of national food service program?    | 47                     | 2                      |
|  |  |  |  |   |                        |                        |
|  |  |  |  |   | <b><u>IN-HOUSE</u></b> | <b><u>CONTRACT</u></b> |
|  |  |  |  | Do you have an in-house program, or contract out? | 23                     | 26                     |
|  |  |  |  |   |                        |                        |
|  |  |  |  | Name of food service management company:          | <b>ARAMARK</b>         | 11                     |
|  |  |  |  |   | <b>WITSONS</b>         | 11                     |
|  |  |  |  |   | <b>OTHER</b>           | 4                      |
|  |  |  |  |   |                        | 26                     |

# Contract Information



- 2017-18 is year 4 of 5-year contract with Aramark
- Last bid opening: June 2014 – Aramark was only bidder
- Labor costs expected to rise in subsequent contract period as Aramark meets minimum wage requirements of \$11.00/hour
- Possible expansion of breakfast service to Vernon

# Menu Offerings



- Minor adjustments to offerings permitted, but wholesale changes to menus require re-bid existing contract or waiting until 5-year period ends (Spring 2019)
- Summary of ingredients and nutritional information for several menu items currently on District website
- All menus are reviewed and approved annually by NYSED Child Nutrition to comply with current federal standards adopted in 2011
- Any input/feedback received from community?

# Discussion



- Stay with management company as provider
- Re-bid existing contract to enhance menu offerings?
  - Costs?
  - Increase in student prices?
- Explore in-house option
  - Costs?
  - Labor?
  - Increase in student prices?