

WHY CHOOSE THE NUTRITION GROUP?

The Nutrition Group has the experience and proven track record of over 35 years of service, with over 140 School Districts currently contracted within the state of Pennsylvania and Ohio. The Nutrition Group prides itself in the long-term client relationships that we have developed over the years.

Our client retention statistics demonstrate we are second to none in this category. These long term relationships are fueled by our Upper Management's daily presence in each district we contract with. The primary focus of our corporate support staff is to enhance and hold true to the standards we have set for our management team.

Financially, we meet program goals and expectations without exception. There are no hidden agendas or gray areas that we revert to within our contracts. We are the company that does what we say we will do, and that comes from each and every employee of The Nutrition Group, starting with our CEO, Edward Caswell.



COST AND PERFORMANCE BOND

Required Information

The Nutrition Group agrees to comply with all the requirements of these specifications. In accordance with the instructions given in the Request for Proposal, The Nutrition Group has furnished as part of this proposal, the following required information:

Name and address of operating company:

NUTRITION, INC.
d/b/a
THE NUTRITION GROUP

**Corporate Office and
Southwest Regional Office**

580 Wendel Road, Suite 100
Irwin, PA 15642
888.272.8106

New Jersey Regional Office

PMB #200-12
309 Fellowship Road, Suite 200
Mount Laurel, NJ 08054
609.477.3698

Northwest Regional Office

10000 US Highway 322 W.
Conneaut Lake, PA 16316
800.933.6658

Ohio Regional Office

P.O. Box 160
Newark, OH 43058
419.566.7118

Northeast Regional Office

1706 Bloom Road
Danville, PA 17821
570.284.4549

The Nutrition Group understands completely both the nature and food service requirements of the school district, and that all statements are complete and accurate.

The Nutrition Group has endeavored to include in this proposal all required information per the Department of Education Request for Proposal.

The Nutrition Group has not developed or drafted the specifications for this RFP.



THE NUTRITION GROUP



COST REIMBURSABLE NSLP PROJECTED OPERATING COSTS

School Food Authority
FSMC Name

ERIE COUNTY TECHNICAL SCHOOL
The Nutrition Group

Contract Begin Date 7/1/2017
Contract End Date 6/30/2018
Days of Service 180

Section 1 - ACTUAL "IN-SCHOOL" REVENUE

To Be Completed By SFA (include SSO Reimbursements, if applicable)

<u>BREAKFASTS:</u>	<u>MEALS</u>	<u>RATES</u>	<u>REVENUE</u>
Elementary Paid	- \$	- \$	-
Elementary Tiered Paid	- \$	- \$	-
Middle Paid	- \$	- \$	-
Middle Tiered Paid	- \$	- \$	-
Secondary Paid	4,860 \$	1.40 \$	6,804.00
Secondary Tiered Paid	- \$	- \$	-
Reduced - Price	1,080 \$	0.30 \$	324.00
Adult Paid	- \$	- \$	-
A la Carte Sales	- \$	- \$	-
Subtotal Breakfasts	5,940		\$ 7,128.00
<u>LUNCHES:</u>			
Elementary Paid	- \$	- \$	-
Elementary Tiered Paid	- \$	- \$	-
Middle Paid	- \$	- \$	-
Middle Tiered Paid	- \$	- \$	-
Secondary Paid	5,220 \$	2.40 \$	12,528.00
Secondary Tiered Paid	- \$	- \$	-
Reduced - Price	360 \$	0.40 \$	144.00
Adult Paid	2,880 \$	1.00 \$	2,880.00
A la Carte Sales	25,200 \$	1.00 \$	25,200.00
Subtotal Lunches	33,660		\$ 40,752.00
<u>SNACKS/SUPPLEMENTS</u>			
Paid	- \$	- \$	-
Reduced - Price	- \$	- \$	-
Adult Paid	- \$	1.00 \$	-
A la Carte Sales	- \$	1.00 \$	-
Subtotal Snacks/Supplements	-		\$ -
<u>OTHER:</u>			
Special Milk		\$	-
Vending Machine Sales		\$	-
Special Functions		\$	-
Subtotal Other		\$	-
Total "IN-SCHOOL" Revenue	39,600	\$	47,880.00

For DFN Use Only:



COST REIMBURSABLE



NSLP PROJECTED OPERATING COSTS

Section 2 - FEDERAL REIMBURSEMENTS

To Be Completed By SFA (include SSO Reimbursements, if applicable)

<u>BREAKFASTS:</u>	<u>MEALS</u>	<u>RATES</u>	<u>Reimbursements</u>
Free	- \$	1.66 \$	-
Free, Severe Need	18,540 \$	1.99 \$	36,894.60
Reduced	- \$	1.36 \$	-
Reduced, Severe Need	1,080 \$	1.69 \$	1,825.20
Paid	4,860 \$	0.29 \$	1,409.40
Subtotal Breakfasts	24,480		\$ 40,129.20
<u>HIGH RATE LUNCHES:</u>			
Free	- \$	3.09 \$	-
Reduced	- \$	2.69 \$	-
Paid	- \$	0.31 \$	-
Subtotal High Rate Lunches	-		\$ -
<u>LOW RATE LUNCHES:</u>			
Free	12,240 \$	3.07 \$	37,576.80
Reduced	360 \$	2.67 \$	961.20
Paid	5,220 \$	0.29 \$	1,513.80
Subtotal Low Rate Lunches	17,820		\$ 40,051.80
<u>SNACKS/SUPPLEMENTS:</u>			
Free	- \$	0.84 \$	-
Reduced	- \$	0.42 \$	-
Paid	- \$	0.07 \$	-
Subtotal Snacks/Supplements	-		\$ -
<u>SPECIAL MILK</u>			
Paid	- \$	0.20 \$	-
<u>Performance Based Reimbursement (if certified)</u>			
Lunches	17,820 \$	0.06 \$	1,069.20
Total Federal Reimbursements	42,300		\$ 81,250.20

For DFN Use Only:



COST REIMBURSABLE NSLP PROJECTED OPERATING COSTS

Section 3 - STATE REIMBURSEMENTS**To Be Completed By SFA (include SSO Reimbursements, if applicable)**

<u>BREAKFASTS:</u>	<u>MEALS</u>	<u>RATES</u>	<u>Reimbursements</u>
Free	- \$	0.10 \$	-
Free, Severe Need	18,540 \$	0.10 \$	1,854.0000
Reduced	- \$	0.10 \$	-
Reduced, Severe Need	1,080 \$	0.10 \$	108.0000
Paid	4,860 \$	0.10 \$	486.0000
Subtotal Breakfasts	24,480		\$ 2,448.0000
<u>LUNCHES:</u>			
Free	12,240 \$	0.10 \$	1,224.0000
Reduced	360 \$	0.10 \$	36.0000
Paid	5,220 \$	0.10 \$	522.0000
Additional amount for Lunch if Breakfast participation <=20%	17,820 \$	0.02 \$	356.4000
Additional amount for Lunch if Breakfast participation >=20%	- \$	0.04 \$	-
Subtotal Lunches	17,820		\$ 2,138.4000
Total State Reimbursements			\$ 4,586.40
<u>SUMMARY:</u>			
Total "IN SCHOOL" Revenue			\$ 47,880.00
Total All Reimbursements			\$ 85,836.60
Other Income (catering, pre-packaged meals sold to outside schools)			\$ 18,000.00
Interest Income			\$ -
Total Revenue			\$ 151,716.60
Commodity Usage @	\$0.2375	17,820	\$ (4,232.25)

For DFN Use Only:



COST REIMBURSABLE
NSLP PROJECTED OPERATING COSTS

Section 4 - FSMC Costs**To be completed by FSMC**

EXPENSES:		<u>TOTAL COST</u>
Food Cost-Including Commodities		
Enter the amounts of food and milk purchased and received. Include the Commodity Distribution Assessment Fee, Commodity Value and Bonus Commodity Value (Do not include rebates, discounts and credits)	\$	64,754.77
Less: Commodity Usage	\$	(4,232.25)
Subtotal Food Costs	\$	60,522.52
Commodity Delivery Charge	\$	500.00
Direct Labor and Benefits		
FSMC Labor Costs (must equal grand total on Attachment CR4)	\$	24,064.00
FSMC Fringe Costs (must equal grand total on Attachment CR5)	\$	11,852.29
Subtotal Labor and Benefits	\$	35,916.29
Direct Costs		
Accounting	\$	513.77
Background checks, Fingerprinting, and/or Drug Testing	\$	-
Car/Truck Rental and/or Mileage	\$	-
China, Silverware, Glassware	\$	-
Cleaning and Janitorial Supplies	\$	1,055.70
Computer and Technology	\$	353.37
Courier Services (Air & Ground)	\$	-
Due/Subscriptions	\$	-
Employee Meals	\$	-
Employee Recruitment and Advertising	\$	-
Equipment Depreciation/Rental/Buy Back Investment	\$	-
Equipment Maintenance	\$	-
Equipment Repairs	\$	-
Equipment Replacement - Expendable	\$	100.00
Freight and Delivery Charges	\$	-
Insurance:		
Liability	\$	457.48
Workman's Compensation	\$	-
Vehicle	\$	-
Licenses and/or Permits	\$	-
Office Supplies and Printing	\$	500.00
Paper Products and Disposable Supplies	\$	3,870.90
Payroll Processing	\$	601.60
Performance Bond	\$	-
POS Systems, Support and Service	\$	-

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COST REIMBURSABLE NSLP PROJECTED OPERATING COSTS

Section 4 - FSMC Costs (Continued)

To be completed by FSMC

Direct Costs (Continued)	<u>TOTAL COST</u>
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Postage	\$	-
Promotional Materials (Program Specific)	\$	500.00
Smallware/Replacement Wares	\$	50.00
Staff Training and Certification	\$	992.66
Storage Costs (Food and/or supplies)	\$	-
Taxes (sales and other)	\$	-
Telephone, including Mobile and Internet	\$	-
Tickets, tokens	\$	-
Trash Removal and Pest Control	\$	-
Uniforms, Linens, and Laundry	\$	150.00
Vending Rental	\$	-
Wellness Programs and materials	\$	492.66
Subtotal Direct Costs	\$	9,638.14
Catering, Prepackaged meals sold to outside schools	\$	-
Other Costs included in the RFP (Section Q) required of the FSMC by the SFA (Must Itemize)		
-	\$	-
-	\$	-
-	\$	-
-	\$	-
-	\$	-
Subtotal Other Costs	\$	-
Administrative Fee*		
Months: [] 9 [] 10 [] 11 [X] 12 (check one)		
Cannot include any costs already covered in other categories		
	\$	6,000.00
	\$	-
	\$	-
	\$	-
Subtotal Administrative Fee	\$	6,000.00
Management Fee*	\$	6,000.00
Months: [] 9 [] 10 [] 11 [X] 12 (check one)		
Enter the fee that will be charged to manage the program		
Sub-total FSMC Costs	\$	118,576.95
Less Rebates, Discounts and Applicable Credits (Enter as a negative number)	\$	(3,519.00)
(Fact Sheet) TOTAL COST	\$	115,057.95

* Documentation must be provided outlining all methodologies used to calculate the Administrative and Management Fees.

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**COST REIMBURSABLE
NSLP PROJECTED OPERATING COSTS**

Section 4 - FSMC Costs (Continued)

To be completed by FSMC

		<u>SUMMARY</u>	
		TOTAL REVENUE	\$ 151,716.60
		TOTAL COST	\$ 115,057.95
Guarantee to SFA **	\$ -		
Subtotal - School Nutrition Program-Profit or (Loss)		\$	36,658.65

**** Guarantee to SFA - Documentation must be provided outlining all formulas, methodologies and contingencies. If the Guarantee is less than zero (negative) then full justification must be included in this documentation.**

Section 5 - SFA Costs
To be completed by SFA (if applicable)

<u>EXPENSES:</u>	<u>TOTAL COST</u>
Direct Labor and Benefits	
SFA Labor Costs (must equal grand total on Attachment CR 6)	\$ 36,043.20
SFA Fringe Costs (must equal grand total on Attachment CR 7)	\$ 6,930.51
Subtotal Labor and Benefits	\$ 42,973.71
Direct Costs (Must Itemize)	
Depreciation	\$ 4,500.00
Equipment Repairs	\$ 1,500.00
POS Support Fees	\$ 3,500.00
Licence	\$ 500.00
Laundry/Linenes/Copier	\$ 500.00
Subtotal Direct Costs	\$ 10,500.00
Indirect Costs (Must Itemize)	
0	\$ -
0	\$ -
0	\$ -
0	\$ -
0	\$ -
Subtotal Indirect Costs	\$ -
Sub-total SFA Costs	\$ 53,473.71
School Nutrition Program - Profit or (Loss)	\$ (16,815.06)

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