

Minidoka County Schools

Consulting Proposal to Assess Food Services Program

I. Project Information (Scope)

Project will provide consulting services for a review and analysis in the following areas within the food services program:

1. Observation of daily production activities at district food services kitchens and offices. Provide recommendations for improvements in practices and policies that would enhance the quality, efficiencies, and overall perception by students and parents.
2. Inventory and assess current equipment in all kitchens, warehouse and production facilities.
3. Menu planning, procurement and production processes and structures.
4. Systems and processes used to maintain required records and reports for State and Federal compliance requirements associated with the National School Lunch Program.
5. Gain insight and understanding from the perspective of students, parents, and district administration on what their current perception is of program and their vision of what a successful program would look like.
6. Review purchasing policies and procedures for food, supplies and equipment to maximize food quality and gain efficiencies in production.

II. Project Requirements and Personnel

1. 3-day in person visit of district facilities to observe production processes at each kitchen location, review systems and reporting currently in use, and to meet with key persons that have a vested interest in the food services program at district schools. In person team will consist of Martin Abraham, and Tom Soika. Please see attached resumes for individual background and experience in School Food Services. (65 hours)

Individuals and groups identified as “Key Persons”

- a. Superintendent – Dr. Kenneth Cox
- b. Board Representatives
- c. Student Representatives (Student Council or other group)
- d. Parent Representatives (PTA or other group)
- e. Food Services Director – Russ Taylor
- f. Business Manager – Michelle Deluna
- g. School Principals and Nurses

2. Additional resources specific to Marketing, Menu Planning, Purchasing and Compliance will be provided as needed to deliver specific recommendations in areas of the program we feel would provide the most benefit to the district to enhance the quality of the program. (20 hours)

III. Project Deliverables

1. Provide a final report with supporting documents: (55 hours)
 - Review existing department budget, evaluations and assessments;
 - Analysis of discussions with key persons to provide feedback on perceptions of the current program, including perceived problems and wish lists.
 - Comparison of current department vs. best practices with recommendations, strategies and options that would raise student and parent perception of the food services program.
 - Analysis of current equipment, develop a process for determining prioritization of replacement and/or procurement of new equipment
 - Review of compliance requirements and assessment of current compliance protocol to these requirements.
 - Recommendation on how best use program surplus funds to provide the greatest increase in participation and program perception.
2. Provide weekly project status updates with written supporting documentation
3. Follow up support to assist in execution of program enhancements and provide needed training for new processes and procedures selected for implementation. (10 hours)

IV. Travel Related Costs

Airfare, transportation, meals and lodging for 3-day in person assessment:

- Roundtrip airfare Seattle to Boise- \$270
- Roundtrip airfare from Phoenix to Boise - \$350
- Car Rental 4 days - \$160
- Three night hotel accommodations for two guests - \$780
- Travel Meals @ \$75/day - \$450

Total estimated project travel related expenses \$2,010

V. Total project cost on a time and materials basis

Billable hours	\$22,500
Travel Costs	\$2,010
Total project costs	\$24,510

MARTIN R. ABRAHAM

REGIONAL DIRECTOR / EXECUTIVE MANAGEMENT

Renton, WA (425) 572-0071 • m-mabraham1@comcast.net

Focused leader with a positive attitude, consistently seeking new challenges and methods to transform clients' needs into creative business solutions. Articulate communicator in organizational initiatives, hiring, training, coaching, and engaging individuals to work together to meet or surpass sales and new business development targets. Provide exemplary customer service, regularly exceeding clients' expectations.

CORE COMPETENCIES

- | | | |
|---------------------------------|-------------------------------|-------------------------------|
| ✓ Business Development | ✓ Contract Negotiation | ✓ Training Initiatives |
| ✓ Sales Cycle Management | ✓ Account Management | ✓ Mentorship |
| ✓ New Product Expansion | ✓ Market Penetration | ✓ Pricing Proposals |
| ✓ Needs Assessment | ✓ Customer Service | |

EXPERIENCE

Compass Group - USA (Chartwells K-12)

October 2012 – May 2016

REGIONAL DIRECTOR

- Managed new business initiatives for the Northwestern Region (WA, OR, ID, MT, AK).
- Review and analyze district financial data, and create financial pro forma food service business.
- Review and promptly respond to RFP requests, develop strategies, prepare and deliver proposals.
- Negotiate contract terms for new business relationships.

Flame Fastpitch Club

September 2009 - Present

EXECUTIVE DIRECTOR (VOLUNTEER)

- Provide leadership and guidance to highly-competitive level fast pitch softball organization.
- Oversee an annual organizational budget of \$250K.
- Coordinate facility leases, travel to events, fundraising activities, high-level training clinics, and coaching the staff, for teams competing in local, state, and national level tournaments.

American Insurance Associates; Kibble & Prentice; Griffin McLean

May 2008 - December 2014

COMMERCIAL INSURANCE PRODUCER

- Performed services as a Property and Casualty (P & C) producer, specializing in commercial real estate and surety bonding for residential and commercial construction.
- Reviewed and analyzed complex financial statements, and provided proposals for large commercial projects for coverage, both in construction and after project completion.

Credit Suisse

March 2006 - May 2008

VICE PRESIDENT / REGIONAL SALES MANAGER

- Opened a new territory and successfully grew production to \$300MM annual production pipeline.
- Provided training and underwriting assistance to supported approved lenders.

EDUCATION & TRAINING

Bachelor of Arts in Economics - University of Washington
Collegiate Baseball

THOMAS A. SOIKA

Sun City, AZ 85351

Professional Experience

- Over 25 years working in nearly all types of food service from restaurant ownership to contract work in both the K-12 and B&I environment
- Comfortable with all phases of operations from menu development, staff training, cash control and cost control.

K-12 Food Services Management

2005 - 2016 Compass Group in its Chartwells K12 Division

- 2 years, Food Services Director for Snohomish School District, WA
Enrollment - 10,360 Students
- 2 years, Food Services Director for Snoqualmie Valley School District, WA
Enrollment - 6,166 Students
- 2 years, Food Services Director for Beverly Hills School District, CA
Enrollment - 3,200
- 2 years, Resident District Manager for San Ramon School District, CA
Enrollment - 29,000
- 2 years, Food Services Director for Kelso School District, WA
Enrollment - 5,000

Other Experience

- 2 years, General Manager for the Eurest division on the extremely demanding Microsoft campus.
- Owned several restaurants of various sizes in the Portland area as well as a B&I contract company catering to a high tech.

EDUCATION

Portland State University

Bachelor of Science

Business Administration, Accounting

ServeSafe Certified

Additional Professional Resources

Culinary

Orlando Leuvano – Regional Chef

As a regional chef, Orlando provided training and culinary support and has educated students on nutrition and culinary skills. He was with Chartwells for more than 10 years and has over 20 years of foodservice experience. While at Chartwells, Orlando started the Student Chef Program, has taught adult culinary classes, and launched a successful externship program with Le Cordon Bleu of Pasadena, Calif.

Nutrition

Terri Lloyd-Jones

Terri's 25-year nutrition career has spanned the international, federal, state, local and private business sectors. She is recognized as a major contributor to the health and well-being of Oregon's children through the leadership and vision she brought to Oregon during her 17-year tenure with the state Department of Education. Besides her extensive knowledge of federal school nutrition programs and regulations, Terri is passionate about teaching students healthy eating, creating green and sustainable school meal programs, and partnering with the academic community to further the success of each and every student.

Operations

Kevin Nelson

Through his experience and education, Kevin brings a wealth of knowledge and expertise. Since beginning his foodservice career in 1985, Kevin has managed many operations, including the Old Spaghetti Factory and Olive Garden restaurants. Kevin has worked in school foodservice since 1993 and rose to the position of Regional Vice President of Operations at Chartwells. Kevin is a graduate of Washington State University and holds a Bachelor of Science degree in hotel and restaurant management.