

January 10, 2016

Mr. Steve Summers
Business Manager
Waunakee Community School District
101 School Drive
Waunakee, WI 53597



Dear Steve,

Based on our discussion, I have prepared three preliminary versions of projected food service budgets using the premise that Waunakee School District would not participating in the federally funded lunch program at any grade level.

1. The base version uses current averages for meal counts with an elementary price increase of \$.30 and secondary increases of \$.35 per meal.
1. Breakfast prices have been left the same in all versions.
2. Ala Carte, Senior Meals and Milk Break programs are all based on current trends. Price increases in these programs could generate additional revenue.
3. These versions are calculated based on the program continuing to absorb the cost of providing Free Meals to needy students. Using the same criteria as this year, that would provide 208 lunches and 60 breakfasts per day. As we discussed, some districts have begun charging a minimal price rather than subsidize meals 100%, which would reduce the cost.
4. The cost of Utilities were taken out of each version, however the rest of the current line items are included totaling \$147,500 of client paid expenses.
5. Food Cost was estimated to compensate for the reduced food waste, but also the absence of USDA donated foods. The USDA commodity costs were eliminated from client paid expenses.
6. Version 2 includes an increase of 10% in elementary paid meals, assuming the changes we would be allowed to make would result in happier customers. Having the flexibility to serve pastas and breads that aren't whole grain, larger portions to older students, and meals like soup and a half sandwich would be welcomed changes and encourage higher participation.
7. These additional meals would not require more labor costs, however food, other costs and our management fee are calculated based on a per meal cost, so those expenses are higher in version 2.
8. Version 3 includes the addition of a 5th and 6th grade a la carte program. Desserts and snacks would be sold to compliment the meal. These additional sales are budgeted at \$175 per day.



Mr. Steve Summers
January 10, 2016
Page 2

9. Version 3 also includes an elementary dessert option once per week. We have found that parents and students enjoy the option of purchasing a dessert item on occasion. The price of \$.75 is charged for things like fresh baked cookies, ice cream cups, rice krispie treats etc. This program would generate \$300 per week in additional revenue.

Although not included in these budgets, there would also be time saved without required paperwork by food service and administrative employees, and a savings in custodial time and supplies with less food waste. The flexibility we would have without the constraints of USDA would allow us to better meet the needs of the school district, its students and parents, and create a customized food service program.

We would be happy to provide additional versions with other scenarios as you explore your options. If you have any questions or need additional information after you have reviewed these, please let me know. We appreciate the support and partnership with you and the Waunakee School District.

Sincerely,
TAHER INC.



Jim Madden
Regional Vice President

Cc. Judy Cameron
Vicki Hoyer



WAUNAKEE VERSION A

PROJECTED OPERATING BUDGET--FOOD SERVICE

2016-2017

Version: NO USDA BASE OPTION

Days of Service: 178 days

Prices	Breakfast Tier 1	\$	2.00
	Breakfast Tier 2	\$	3.00
	Red Bfast HS/MS	\$	-
	Breakfast Adult:	\$	2.00
	Elementary Lunch	\$	3.00
	Classic Meal	\$	3.20
	Concepts at HS,MS	\$	4.20
	Adult Lunch:	\$	3.50
	Milk:	\$	0.40

REVENUE

CASH:	Breakfast	\$	29,904.00
	Lunch	\$	654,328.00
	Adult Lunch	\$	7,476.00
	A La Carte	\$	671,772.00
	Milk Service	\$	120,755.20
	Catering	\$	22,000.00
	Senior Dining	\$	83,495.50
	Commodity Value	\$	-
	SUBTOTAL	\$	1,589,730.70

REIMBURSEMENTS:

	Federal Lunch	\$	-
	Federal Breakfast	\$	-
	State Lunch	\$	-
	State Breakfast	\$	-
	Federal Milk	\$	-
	State Milk	\$	-
	Other	\$	-
	SUBTOTAL	\$	-

GRAND TOTAL REVENUE **\$ 1,589,730.70**

EXPENSES

	Food and Milk	\$	641,352.37
	Commodity Value	\$	-
	Payroll/Related-Taher	\$	710,950.39
	Payroll/Related-School	\$	-
	Management Fee	\$	15,803.07
	General & Admin. Fee	\$	46,755.00
	Other Supplies	\$	51,415.58
	SUBTOTAL	\$	1,466,276.40

CLIENT EXPENSES

	Commodity Charges		
	Utilities		
	Custodial	\$	52,500.00
	Equipment	\$	25,000.00
	Software	\$	20,000.00
	Technology	\$	50,000.00

SUBTOTAL **\$ 147,500.00**

TOTAL ALL EXPENSES **\$ 1,613,776.40**

NET REVENUE LESS EXPENSES **\$ (24,045.70)**

WAUNAKEE

PROJECTED OPERATING BUDGET--FOOD SERVICE

2016-2017

Version: NO USDA- VERSION 2

Days of Service: 178 days

Prices	Breakfast Tier 1	\$	2.00
	Breakfast Tier 2	\$	3.00
	Red Bfast HS/MS	\$	-
	Breakfast Adult:	\$	2.00
	Elementary Lunch	\$	3.00
	Classic Meal	\$	3.25
	Concepts at HS,MS	\$	4.25
	Adult Lunch:	\$	3.50
	Milk:	\$	0.40

REVENUE

CASH:	Breakfast	\$	29,904.00
	Lunch	\$	690,453.10
	Adult Lunch	\$	7,476.00
	A La Carte	\$	798,906.72
	Milk Service	\$	120,755.20
	Catering	\$	39,354.73
	Senior Dining	\$	87,890.00
	Commodity Value	\$	-
	SUBTOTAL	\$	1,774,739.75

REIMBURSEMENTS:

	Federal Lunch	\$	-
	Federal Breakfast	\$	-
	State Lunch	\$	-
	State Breakfast	\$	-
	Federal Milk	\$	-
	State Milk	\$	-
	Other	\$	-
	SUBTOTAL	\$	-

GRAND TOTAL REVENUE **\$ 1,774,739.75**

EXPENSES

	Food and Milk	\$	807,436.19
	Commodity Value	\$	-
	Payroll/Related-Taher	\$	681,248.72
	Payroll/Related-School	\$	-
	Management Fee	\$	19,581.08
	General & Admin. Fee	\$	48,578.45
	Other Supplies	\$	58,674.55
	SUBTOTAL	\$	1,615,518.98

CLIENT EXPENSES

	Commodity Charges		
	Utilities		
	Custodial	\$	52,500.00
	Equipment	\$	25,000.00
	Software	\$	20,000.00
	Technology	\$	50,000.00

SUBTOTAL **\$ 147,500.00**

TOTAL ALL EXPENSES **\$ 1,763,018.98**

NET REVENUE LESS EXPENSES **\$ 11,720.77**

WAUNAKEE

PROJECTED OPERATING BUDGET--FOOD SERVICE

2016-2017

Version: NO USDA- VERSION 3

Days of Service: 178 days

Prices	Breakfast Tier 1	\$	2.00
	Breakfast Tier 2	\$	3.00
	Red Bfast HS/MS	\$	-
	Breakfast Adult:	\$	2.00
	Elementary Lunch	\$	3.00
	Classic Meal	\$	3.25
	Concepts at HS,MS	\$	4.25
	Adult Lunch:	\$	3.50
	Milk:	\$	0.40

REVENUE

CASH:	Breakfast	\$	29,904.00
	Lunch	\$	690,453.10
	Adult Lunch	\$	7,476.00
	A La Carte	\$	830,056.72
	Milk Service	\$	120,755.20
	Catering	\$	39,354.73
	Senior Dining	\$	87,890.00
	Commodity Value	\$	-
	SUBTOTAL	\$	1,805,889.75

REIMBURSEMENTS:

	Federal Lunch	\$	-
	Federal Breakfast	\$	-
	State Lunch	\$	-
	State Breakfast	\$	-
	Federal Milk	\$	-
	State Milk	\$	-
	Other	\$	-
	SUBTOTAL	\$	-

GRAND TOTAL REVENUE **\$ 1,805,889.75**

EXPENSES

	Food and Milk	\$	827,572.19
	Commodity Value	\$	-
	Payroll/Related-Taher	\$	681,248.72
	Payroll/Related-School	\$	-
	Management Fee	\$	19,997.60
	General & Admin. Fee	\$	48,578.45
	Other Supplies	\$	59,635.65
	SUBTOTAL	\$	1,637,032.61

CLIENT EXPENSES

	Commodity Charges		
	Utilities		
	Custodial	\$	52,500.00
	Equipment	\$	25,000.00
	Software	\$	20,000.00
	Technology	\$	50,000.00

SUBTOTAL **\$ 147,500.00**

TOTAL ALL EXPENSES **\$ 1,784,532.61**

NET REVENUE LESS EXPENSES **\$ 21,357.15**