

April 30, 2024

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



Dear Steve,

Enclosed is our proposed food service budget for the 2024-2025 school year. We have built the budget using current meal prices and monthly averages for participation and costs. The food cost planned uses current trends and allows students approved for free meals to choose from all lunch stations.

This proposed budget is also based on the following:

Elementary students will continue to pay a set price for a complete breakfast or lunch. The meal will continue to include an entrée plus the fruit and vegetables, milk, and side items listed on the monthly menu. Version A is based on an Elementary lunch price of \$4.00. Elementary Breakfast is priced at \$1.50. Secondary breakfast is priced at \$1.75.

We will continue to offer the "meal deal" that allows middle and high school students to choose a customized meal made up of an entrée, two sides and a carton of milk or bottled water for a set price. Students approved for free meals can also choose from the meal deal menu. The Meal Deal is budgeted at \$5.00.

We have included the planned Premium Meal stations including the Creation Station and Chef Station as meals on the budget. A Price of \$6.00 for those stations is planned, and we'll continue to offer free students those options as well. At the Intermediate School, those stations are scaled to their age group, and will be sold for \$5.00 again next year.

We have planned to provide 83 breakfasts and 244 lunches per day to students who qualify for free or reduced priced meals, and no cost to the families.

Version A projects Ala Carte sales of \$1,077,040 over 170 school days. Ala Carte Sales will include snacks, beverages and entrees sold as ala carte.

Adults will continue to have the option to purchase lunch for \$5.00 at the elementary schools. Adults at the Middle or High School can purchase any meal or item sold to students at the same price.

We have included \$65,643 in revenue from cartons of milk served for the morning milk break at a price of \$.50.

Catering Sales are projected at \$68,000 for the year. We will continue to work with you on providing a sustainable catering program that benefits the food program and provides excellent service for your school functions. Outside catering events will be accepted if they can be executed within our staffing model and provide reasonable margin for the program.



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Revenue of \$216,410 is included for meals sold to Madison Country Day School based on current participation and ala carte sales. The billed meal price is planned to remain at the current rate of \$6.70.

The partnership with Westside Christian School is planned to generate additional revenues of \$80,661 based on the billed meal price of \$4.20.

Sales of \$141,000 are included from serving the Waunakee Senior Center year-round. This includes a higher rate to cover the cost of paper trays used for home delivered meals.

We have budgeted Taher labor including our Food Service Director, Lead Cooks, Driver, Office Support, and Hourly employees with projected wages and benefits. We have budgeted to replace the Catering Manager with an hourly position of Catering Coordinator to lead the catering and grab n go programs.

We have included district paid expenses of \$125,000.

Our G & A and Management Fees have been increased by the CPI for food away from home of 4.2%.

Version A with current meal prices has a planned surplus of \$14,309.

If you have any questions or need additional information after you have reviewed the budget, please let me know. We appreciate the support and long-standing partnership with the Waunakee School District and are looking forward to working with you in the 2024-25 school year.

Sincerely,
TAHER INC.



Jim Madden
Regional Vice President of Operations

Cc. Alexandra Dye

WAUNAKEE

PROJECTED OPERATING BUDGET--FOOD SERVICE

2024-2025

Version: VERSION A CURRENT PRICES

Days of Service:

170 days

| | | Prices | |
|---------------------------|-----------------------------|--------|----------------------------|
| | Elementary Breakfast | \$ | 1.50 |
| | Secondary Breakfast | \$ | 1.75 |
| | Elementary Lunch | \$ | 4.00 |
| | Meal Deal 7-12 | \$ | 5.00 |
| | Creation, Chef Intermediate | \$ | 5.00 |
| | Creation, Chef Grades 7-12 | \$ | 6.00 |
| | Free Meals | \$ | - |
| | Reduced Priced Meals | \$ | - |
| | Adult Lunch: | \$ | 5.00 |
| | Milk: | \$ | 0.50 |
| REVENUE | | | |
| CASH: | Breakfast | \$ | 28,857.50 |
| | Lunch | \$ | 1,195,100.00 |
| | Adult Lunch | \$ | 17,850.00 |
| | A La Carte | \$ | 1,077,040.10 |
| | Milk Service | \$ | 77,287.50 |
| | Catering | \$ | 68,000.00 |
| | MCDS | \$ | 216,410.00 |
| | Westide Christian | \$ | 80,661.00 |
| | Senior Dining | \$ | 141,000.00 |
| GRAND TOTAL REVENUE | | \$ | <u><u>2,902,206.10</u></u> |
| EXPENSES | | | |
| | Food and Milk | \$ | 1,444,197.78 |
| | Payroll/Related-Taher | \$ | 1,127,888.40 |
| | Management Fee | \$ | 31,014.03 |
| | General & Admin. Fee | \$ | 55,715.57 |
| | Other Supplies | \$ | <u>103,070.67</u> |
| | SUBTOTAL | \$ | 2,761,886.45 |
| CLIENT EXPENSES | | | |
| | Custodial | \$ | 40,000.00 |
| | Equipment | \$ | 25,000.00 |
| | Software | \$ | 20,000.00 |
| | Technology | \$ | <u>40,000.00</u> |
| | SUBTOTAL | \$ | 125,000.00 |
| TOTAL ALL EXPENSES | | \$ | <u><u>2,886,886.45</u></u> |
| NET REVENUE LESS EXPENSES | | \$ | <u><u>15,319.65</u></u> |