



**Keller Independent School District
Food Service Management Proposal
Cost Criteria Comparison
First Year Look**

Description

Additional Revenue

	Sodexho			Chartwells		
Guaranteed Return	\$	575,000	1	\$	330,157	2
Purchasing Credit (Rebates)		125,000	3		131,381	4
Student Scholarships (Yearly)		5,000			0	
District Beautification Donation (Yearly)		0			10,000	
Total Additional Revenue	\$	705,000		\$	471,538	

Additional Expenditures

Management Fee	\$	118,368	5	\$	155,674	6
Administrative Fee		118,368	5		155,674	6
Suggested Expense for the District to invest for the success of the vendor's programs		59,633	8, 10		68,740	9, 10
Additional KISD personnel		69,200			0	
Cooperative Membership fee		11,000	11		200	
Bonus Pay for Management Team		7,751			0	
Technology fee		2,436			0	
Total Additional Expenditures	\$	386,756		\$	380,288	

Management Team Expenses

Reimbursable Charges (Salaries, Benefits, Miscellaneous)	351,852	7	431,634	7
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Notes:

- 1 - Guarantee increase in fund balance
- 2 - Guarantee increase in fund balance up to \$311,348 or not to exceed Management fee and Administrative fee which ever is less
- 3 - Guarantee increase for 100% participation in Tejas Cooperative; prorated for less than 100% usage of Tejas Coop.
- 4 - Manufacturer's rebates passed back to district as required by USDA guidelines
- 5 - Fee calculated at \$0.02625 per meal
- 6 - Fee calculated at \$0.0367 per meal
- 7 - Reimbursables include salaries of the on site management team (Sodexho - 5; Chartwells - 6), auto expenses, insurance, telephone.
The salary expenses would occur to some degree even if this was an in-house operation.
- 8 - Yearly cost to reimburse for Equipment and Marketing materials (Total \$241,000/3years = \$59,633)
- 9 - Yearly cost to reimburse for Equipment and Marketing materials (\$343,700/5years = \$68,740)
- 10 - Total due if agreement is terminated prior to completion of total payment for Equipment and Marketing materials
- 11 - Estimated based on Leander ISD costs