

BOARD OF EDUCATION REPORT N.J.S.A. 18A:18A-4.5(d)

On behalf of the Southern Regional High School Board of Education, the Evaluation

SFA Name

Committee accepted the Food Service Management Company (FSMC) proposal from
Pomptonian Food Service

FSMC Name

There were 3 companies that requested the RFP and 1 responded.

Insert Number

Insert Number

Evaluation Committee Member Name		Position
1.	Steven Terhune	School Business Administrator
2.	Craig Henry	Chief School Administrator
3.	Nicole Carey	Assistant School Business Administrator
4.	Kristen Davis	Staff Accountant
5.		

Provide a narrative for choosing the successful FSMC that includes the following required information per N.J.S.A. 18A:18A-4.5(d):

- (1) List the names of all FSMCs who submitted proposals.
- (2) Summarize the proposals of each FSMC.
- (3) Rank FSMCs in order of evaluation.
- (4) Provide reasons why the winning FSMC was selected over the others.
- (5) Detail the terms, conditions, scope of services, fees, and other matters to be included in the contract.

The only company to submit a response to the advertised RFP was the incumbent firm, Pomptonian Food Service.

The proposal submitted by Pomptonian Food Service met all of the RFP requirements both operationally and financially while proposing menu selections that would encourage student participation throughout the school year.

The services provided by Pomptonian Food Service in prior years has resulted in positive financial results while providing appealing meal selections to increase student participation.

The district evaluated the possibility of running the food service program in-house. However, the ability to meet the financial requirement to operate without a taxpayer subsidy could not be met after including the employee impact related to unemployment insurance and the differences between privatized employees and school district employees.

The response to the RFP included a per meal management fee of \$0.2388 for the 2024-2025 school year. There is no financial guarantee within the proposal and the school district did not require any investment in fixed assets. The total estimated cost of the contract is \$941,078.72.

FSMC Total Weighted Scores				
Evaluator	Pomptonian	0	0	0
Steve Terhune	4.62	0	0	0
Craig Henry	4.7	0	0	0
Nicole Carey	4.83	0	0	0
Kristen Davis	5	0	0	0
Total	19.15	0	0	0
Total / # of evaluators				

NOTE: This form must be completed by each evaluator and kept on file with the School Food Authority (SFA).

Certification of No Conflict

Certification - No Conflict of Interest N.J.A.C. 5:34-4.3(e), (f)

I hereby certify that I have reviewed the conflict of interest standards in the School Ethics Act, as appropriate, and that I do not have a conflict of interest with respect to the evaluation of this proposal. I further certify that I am not engaged in any negotiations or arrangements for prospective employment or association with any of those submitting proposals or their parent or subsidiary organization.

Name of Evaluator: Steven Terhune

Title: School Business Administrator

Signature: _____


Date: July 10, 2024

*** FSMC Evaluations - Evaluator #1 Name: Steve Terhune**

The Criteria Used in Evaluating Proposals: The points awarded range from 1 to 5, with 5 being the highest score and 1 being the lowest	* FSMC #1 Name: Pomptonian		* FSMC #2 Name:		* FSMC #3 Name:		* FSMC #4 Name:	
	Weighting Factor	Points 1 to 5	Points 1 to 5	Total Score	Points 1 to 5	Total Score	Points 1 to 5	Total Score
(1) Total Cost: points awarded to the cost of the contract will be based on the lowest total cost receiving the most points with decreasing points for each FSMC's higher cost.	45%	5	2.25	0	0	0	0	0
(2) Staffing levels that permit efficient serving in allotted times	17%	4	0.68	0	0	0	0	0
(3) Sample menu	13%	5	0.65	0	0	0	0	0
(4) Sales increase or cost control proposals	13%	4	0.52	0	0	0	0	0
(5) Thoroughness of response	8%	4	0.32	0	0	0	0	0
(6) References	4%	5	0.2	0	0	0	0	0
(7)			0	0	0	0	0	0
TOTAL	100%		4.62	0	0	0	0	0

*Instructions: Enter name of evaluator in row 2. Enter the name of the FSMC at the top of each column.

IMPORTANT NOTES

When scoring Total Cost, the FSMC with the lowest Total Cost must receive 5 points for that criterion. EXAMPLE: The next lowest Total Cost amount should receive 4 points, the next lowest 3 points, etc.

A guarantee can only be given consideration in awarding of the contract if it is listed as one of the scoring criteria.

When scoring a guarantee, the FSMC with the highest guaranteed return must receive 5 points for that criterion. EXAMPLE: The next highest guarantee amount should receive 4 points, the next highest 3 points, etc.

NOTE: This form must be completed by each evaluator and kept on file with the School Food Authority (SFA).

Certification of No Conflict

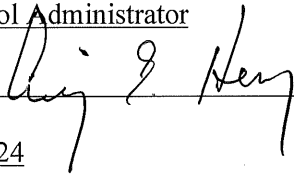
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Name of Evaluator: Craig Henry

Title: Chief School Administrator

Signature: _____



Date: July 10, 2024

***FSMC Evaluations - Evaluator #2 Name: Craig Henry**

The Criteria Used in Evaluating Proposals: The points awarded range from 1 to 5, with 5 being the highest score and 1 being the lowest	*FSMC #1 Name: Pomptonian		*FSMC #2 Name: 0		*FSMC #3 Name: 0		*FSMC #4 Name: 0		
	Weighting Factor	Points 1 to 5	Total Score	Points 1 to 5	Total Score	Points 1 to 5	Total Score	Points 1 to 5	Total Score
(1) Total Cost: points awarded to the cost of the contract will be based on the lowest total cost receiving the most points with decreasing points for each FSMC's higher cost.	45%	5	2.25		0		0		0
(2) Staffing levels that permit efficient serving in allotted times	17%	4	0.68		0		0		0
(3) Sample menu	13%	5	0.65		0		0		0
(4) Sales increase or cost control proposals	13%	4	0.52		0		0		0
(5) Thoroughness of response	8%	5	0.4		0		0		0
(6) References	4%	5	0.2		0		0		0
(7)	0%		0		0		0		0
TOTAL	100%		4.7		0		0		0

*Instructions: Enter name of evaluator in row 2.

IMPORTANT NOTES

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NOTE: This form must be completed by each evaluator and kept on file with the School Food Authority (SFA).

Certification of No Conflict

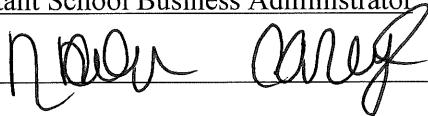
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Name of Evaluator: Nicole Carey

Title: Assistant School Business Administrator

Signature: _____



Date: July 10, 2024

***FSMC Evaluations - Evaluator #3 Name: Nicole Carey**

The Criteria Used in Evaluating Proposals: The points awarded range from 1 to 5, with 5 being the highest score and 1 being the lowest	*FSMC #1 Name: Pomptonian		*FSMC #2 Name: 0		*FSMC #3 Name: 0		*FSMC #4 Name: 0		
	Weighting Factor	Points 1 to 5	Total Score	Points 1 to 5	Total Score	Points 1 to 5	Total Score	Points 1 to 5	Total Score
(1) Total Cost: points awarded to the cost of the contract will be based on the lowest total cost receiving the most points with decreasing points for each FSMC's higher cost.	45%	5	2.25		0		0		0
(2) Staffing levels that permit efficient serving in allotted times	17%	4	0.68		0		0		0
(3) Sample menu	13%	5	0.65		0		0		0
(4) Sales increase or cost control proposals	13%	5	0.65		0		0		0
(5) Thoroughness of response	8%	5	0.4		0		0		0
(6) References	4%	5	0.2		0		0		0
(7)	0%		0		0		0		0
TOTAL	100%		4.83		0		0		0

*Instructions: Enter name of evaluator in row 2.

IMPORTANT NOTES

When scoring Total Cost, the FSMC with the lowest Total Cost must receive 5 points for that criterion. EXAMPLE: The next lowest Total Cost amount should receive 4 points, the next lowest 3 points, etc.

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When scoring a guarantee, the FSMC with the highest guaranteed return must receive 5 points for that criterion. EXAMPLE: The next highest guarantee amount should receive 4 points, the next highest 3 points, etc.

NOTE: This form must be completed by each evaluator and kept on file with the School Food Authority (SFA).


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I hereby certify that I have reviewed the conflict of interest standards in the School Ethics Act, as appropriate, and that I do not have a conflict of interest with respect to the evaluation of this proposal. I further certify that I am not engaged in any negotiations or arrangements for prospective employment or association with any of those submitting proposals or their parent or subsidiary organization.

Name of Evaluator: Kristen Davis

Title: Staff Accountant

Signature: 

Date: July 10, 2024

***FSMC Evaluations - Evaluator #4 Name: Kristen Davis**

The Criteria Used in Evaluating Proposals: The points awarded range from 1 to 5, with 5 being the highest score and 1 being the lowest	*FSMC #1 Name: Pomptonian		*FSMC #2 Name: 0		*FSMC #3 Name: 0		*FSMC #4 Name: 0	
	Weighting Factor	Points 1 to 5	Points 1 to 5	Total Score	Points 1 to 5	Total Score	Points 1 to 5	Total Score
(1) Total Cost: points awarded to the cost of the contract will be based on the lowest total cost receiving the most points with decreasing points for each FSMC's higher cost.	45%	5	2.25	0	0	0	0	
(2) Staffing levels that permit efficient serving in allotted times	17%	5	0.85	0	0	0	0	
(3) Sample menu	13%	5	0.65	0	0	0	0	
(4) Sales increase or cost control proposals	13%	5	0.65	0	0	0	0	
(5) Thoroughness of response	8%	5	0.4	0	0	0	0	
(6) References	4%	5	0.2	0	0	0	0	
(7)	0%		0	0	0	0	0	
TOTAL	100%		5	0	0	0	0	

*Instructions: Enter name of evaluator in row 2.

IMPORTANT NOTES

When scoring Total Cost, the FSMC with the lowest Total Cost must receive 5 points for that criterion. EXAMPLE: The next lowest Total Cost amount should receive 4 points, the next lowest 3 points, etc.

A guarantee can only be given consideration in awarding of the contract if it is listed as one of the scoring criteria.

When scoring a guarantee, the FSMC with the highest guaranteed return must receive 5 points for that criterion. EXAMPLE: The next highest guarantee amount should receive 4 points, the next highest 3 points, etc.

Form 24 CR	Enter data from tab i on Form 372 meals and income		Enter data from Form 23CR tab (page 10):		Meals % of Change Expenses % of Income		Enter data from Form 23CR tab (page 10):		Meal % of Change Expenses % of Income		Enter data from Form 23CR tab (page 10):		Meal % of Change Expenses % of Income	
	Use Form 372 24CR	Pomptonian												
FSMC Name:														
Evaluation Score														
MEALS														
Total Lunch Meals	149,455		149,435	0.0%										-100.0%
Total Breakfast Meals	30,339		29,635	-2.3%										-100.0%
Total Snack Meals	0		0	#DIV/0!										#DIV/0!
A la Carte Sales \$\$\$	\$245,319.00		\$227,294.16	-7.3%										-100.0%
*A la Carte Meals	52196		48,360	-7.3%										-100.0%
Total Meals	231990		227,430	-2.0%										-100.0%
CACFP Breakfast Meals	0		0	#DIV/0!										#DIV/0!
CACFP Lunch Meals	0		0	#DIV/0!										#DIV/0!
CACFP Dinner Meals	0		0	#DIV/0!										#DIV/0!
CACFP Snack Meals	0		0	#DIV/0!										#DIV/0!
Total CACFP Meals	0		0	#DIV/0!										#DIV/0!
SFSP Breakfast Meals	0		0	#DIV/0!										#DIV/0!
SFSP Lunch Meals	0		0	#DIV/0!										#DIV/0!
SFSP Supplement Meals	0		0	#DIV/0!										#DIV/0!
SFSP Dinner Meals	0		0	#DIV/0!										#DIV/0!
Total SFSP Meals	0		0	#DIV/0!										#DIV/0!
Vended Meal \$\$\$	\$39,781.00		\$41,085.60	3.3%										-100.0%
Catering & Other \$\$\$	\$13,000.00		\$9,000.00	-30.8%										-100.0%
TOTAL MEALS	231990		227,430	-2.0%										-100.0%
INCOME														
Total Cash Sales	\$704,149.25		\$683,400.06											
Total Reimbursement	\$329,047.37		\$328,074.35											
Commissioned Vending	\$0.00		\$0.00											
Total Income	\$1,033,196.62		\$1,011,474.41											

EXPENSES												
Food		\$354,234.26	35.0%	#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Labor		\$485,299.76	48.0%	#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Supplies		\$23,392.19	2.3%	#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Other Expenses		\$23,048.09	2.3%	#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Management Fee		\$55,104.43	5.4%	#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Total Expenses	\$0.00	\$941,078.72	93.0%	#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Profit / Loss	\$1,033,196.62	\$70,395.69										
Equip. Investment (5 Years)	\$0.00	\$0.00										
P/L with Current Year Equipment and Meal Charge Debt	\$0.00	\$30,395.69										
Guarantee	\$0.00	\$0.00										

SFA Instructions: Enter **Meal Count** and **Income numbers** from tab i - Form 372 in column B.

Copy and Paste values of numbers from Form 23 (last page) for all FSMC's whose proposal is being considered for this RFP.

This Form should be prepared **before** the evaluation team scores criteria so that members of the team can review all numbers presented in the proposal by each FSMC. It is important for services relates to income and expenses.

Evaluate the percentage of difference of meal count numbers in RFP and meal count numbers submitted in each form 23.

Evaluate the percentage of expenses to the total income of each proposal.

SFA should enter the evaluation scoring in the Yellow highlighted box for each FSMC before this form is returned to the State Agency.

Notes for State Agency: Justification is mandatory if SFA did not select the FSMC with the lowest cost.

PUBLIC

RESPONSE AND PROJECTED OPERATING STATEMENT

PUBLIC - Response and Projected Operating Statement
for

SFA: Southern Regional Board of Education
School Year 2024 - 2025

We the undersigned, agree to operate the food service program as described in the RFP specifications.

FSMC NAME: Pomptonian Food Service 155 Passaic Ave. Suite 210, Fairfield NJ 07004
 FSMC ADDRESS:
 PREPARER'S NAME: Mark Vidovich TITLE: President
 TELEPHONE #: 973-882-8070 Date Prepared or Revised: 5/7/2024
 PREPARER'S E-MAIL: mvidovich@pomptonian.com

This proposal is subject to all the attached terms, conditions and specifications. If accepted we hereby agree to enter into a FOOD SERVICE MANAGEMENT

COMPANY (FSMC) CONTRACT as described in the Contract/RFP.

FSMC Administrative/Management Fee (i.e.- General Support Services, Administrative, etc.) must be included in one fee below.

Administrative/Management Fee, Profit/Loss and Guarantee

	NSLP, SBP, ASSP	CACFP	SFSP	CATERING/VENDED	TOTAL
CENTS PER MEAL:	\$0.2388	\$0.00	\$0.00		\$54,310.39
FLAT FEE:	\$0.00				\$0.00
TOTAL INCOME	\$961,388.81	\$0.00	\$0.00	\$50,085.60	\$1,011,474.41
TOTAL (EXPENSES) COST	\$895,712.10	\$0.00	\$0.00	\$45,366.63	\$941,078.72
RETURN / (LOSS) EQUIPMENT INVESTMENT (1 YR.)	\$65,676.72	\$0.00	\$0.00	\$4,718.97	\$70,395.69
RETURN/LOSS WITH EQUIPMENT	\$65,676.72	\$0.00	\$0.00	\$0.00	\$0.00
		\$0.00	\$0.00	\$4,718.97	\$70,395.69

GUARANTEE: FSMC must check one of the following options.

Amount

No Guarantee

Guaranteed Breakeven

Guaranteed Return

Amount: NA \$0.00

BOND TYPE & REGULATION	CHECK BOX IF INCLUDED	BOND AMOUNT	BOND BASED ON THIS AMOUNT:	BOND PERCENT FROM RFP
*BID BOND 18A:18A	<input checked="" type="checkbox"/>	\$20,000.00	\$941,078.72	10.00%
**BID BOND - SFSP (FEDERAL SURETY CO. ONLY)	<input type="checkbox"/>	\$0.00	\$0.00	5.00%
**PERFORMANCE BOND - SFSP (FED. SURETY CO. ONLY) BOND DUE TO SFA 7 DAYS PRIOR TO PROGRAM START	<input type="checkbox"/>	\$0.00	\$0.00	10.00%

*Note: State Bid Bond 10% not to exceed \$20,000.00 - see RFP for requirements.

**Note: Bid and Performance Bonds for SFSP are required if SFSP reimbursement is greater than \$100,000.

PUBLIC

SFA: Southern Regional Board of Education
 FSMC: Pomptonian Food Service

RESPONSE AND PROJECTED OPERATING STATEMENT
PROJECTED REVENUE (CASH SALES)

NSLP, SBP, ASSP & SMP, SSMP ONLY

The FSMC shall use the Current Selling Price for students meals.

	Projected # of Meals/Milk	Selling Price	Projected Revenue	NEW - Additional meal count information required!
Lunch	0 NJEIE Paid	@ \$0.00 =	\$0.00	
Lunch	36,372 NJEIE Paid	@ \$3.90 =	\$136,870.50	
Lunch	61,658 NJEIE Paid	@ \$3.90 =	\$235,606.80	Paid Meal Counts in Yellow Cells includes NJEIE Paid Meals. NJEIE Paid Meals are automatically excluded in Projected Revenue.
Lunch	14,121 Reduced			
Lunch	37,284 Free			
Lunch	149,435 Total			
Breakfast	0 NJEIE Paid	@ \$0.00 =	\$0.00	
Breakfast	6,989 NJEIE Paid	@ \$2.25 =	\$14,703.75	
Breakfast	8,823 NJEIE Paid	@ \$2.25 =	\$18,839.25	
Breakfast	2,889 Reduced			
Breakfast	10,934 Free			
Breakfast	29,635 Total			
Snack	0 Paid	@ \$0.00 =	\$0.00	
Snack	0 Reduced	@ \$0.00 =	\$0.00	
Snack	0 Free			
Snack	0 Total			
*Milk	0 Paid	@ \$0.00 =	\$0.00	
Milk	0 Free			
TOTAL CASH SALES FOR NSLP, SBP, ASSP & SMP				\$406,020.30

* SSMP and SMP Milk Sales are included with A La Carte \$\$\$ in Expenses page.

A La Carte: (Student A La Carte, Adult Meals, Adult A La Carte and Non-Commissioned Vending)

Enter Amount
 \$227,294.16

OTHER PROGRAM SALES/REVENUE

SFA - SFA VENDED MEAL AGREEMENTS

Enter Projected Income Amount: **\$41,085.60**

List all SFA-SFA Agreements:

- 1 Ocean County Vocational School District
- 2
- 3

CATERING

Catering Amount: **\$9,000.00**

TOTAL CASH SALES - ALL PROGRAMS
\$683,400.06

PUBLIC

Cost Reimbursable
Southern Regional Board of Education
Pomptonian Food Service

RESPONSE AND PROJECTED OPERATING STATEMENT
(Reimbursement)

PUBLIC-All NSLP rates of reimbursement include the PBF (\$.08)		Meals/Snacks & Milk	Rate	Reimbursement
LUNCH	98,030 Paid	@	\$0.5400	\$52,936.20
	2,523 NJEIE	@	\$3.8500	\$9,713.55
	14,121 Reduced	@	\$4.4000	\$62,132.40
	37,284 Free	@	\$4.4000	\$164,049.60
*High Rate Only	0 *All	@	\$0.0200	\$0.00
TOTAL LUNCH	149,435 Total			\$288,831.75

BREAKFAST - Regular Rate	15,812 Paid	@	\$0.38	\$6,008.56
	904 Pd NJEIE	@	\$1.9000	\$1,717.60
	2,889 Reduced	@	\$2.2800	\$6,586.92
	10,934 Free	@	\$2.2800	\$24,929.52
TOTAL REG. BREAK.	29,635 Total			\$39,242.60

**BREAKFAST Severe Need	0 Pd NJEIE	@	\$2.3500	\$0.00
	0 Reduced	@	\$2.7300	\$0.00
	0 Free	@	\$2.7300	\$0.00
TOTAL SN BREAK.	0 Total			\$0.00

TOTAL BREAK.	29,635 Total			\$0.00
Break. After the Bell	0 Total	@	\$0.1000	\$0.00

After School Snack Program	0 Paid	@	\$0.1000	\$0.00
	0 Reduced	@	\$0.5800	\$0.00
	0 Free	@	\$1.1700	\$0.00
TOTAL ASSP	0 Total			\$0.00

Milk Program	0 Free Milk	@	\$0.2625	\$0.00
	0 Paid Milk	@	\$0.2625	\$0.00
**TOTAL SSMP/SMP	0 Total			\$0.00

TOTAL REIMBURSEMENT-NSLP,SBP,ASSP & SMP				\$328,074.35
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OTHER REIMBURSABLE MEAL PROGRAMS			
Meals	Rate	Reimbursement	
CHILD & ADULT CARE	0 Break @ \$2.2800	=	\$0.00
FOOD PROGRAM	0 Lunch @ \$4.2500	=	\$0.00
	0 Dinner @ \$4.2500	=	\$0.00
	0 Snack @ \$1.1700	=	\$0.00
TOTAL	0 Total		\$0.00

Meals	Rate	Reimbursement	
SUMMER FOOD SERVICE PROGRAM	0 Break @ \$2.7725	=	\$0.0000
	0 Lunch @ \$4.8700	=	\$0.0000
	0 Dinner @ \$4.8700	=	\$0.0000
	0 Supplement @ \$1.1400	=	\$0.0000
TOTAL SFSP	0 Total		\$0.00

* Enter total number of Lunch meals in High Rate ONLY if SFA qualifies for the High Rate of Reimbursement (Use total Lunch Number)

**All Paid Breakfasts are in the Regular Rate Category. Only Schools/Sites who qualify for Severe Need breakfast are in SN - Reduced and Free.

***Breakfasts served after the Bell will receive an additional .10 per meal reimbursement. The applies only to Schools/Sites who serve breakfast after the bell.

****SSMP and SMP Sales & Reimbursements are included with A la Carte \$\$\$

MEAL - NSLP, SBP & ASSP
A La Carte & SMP Dollars Converted
Total Meals

179,070
48360
227,430

PUBLIC

Southern Regional Board of Education
Pomptonian Food Service

RESPONSE AND PROJECTED OPERATING STATEMENT
EXPENSES

	NSLP, SBP & ASSP		A LA CARTE		"AT RISK" CACFP			SFSP			CATERING	SFA-SFA		
	LUNCH	BREAKFAST	SNACK	\$\$\$	LUNCH	BREAKFAST	SNACK	DINNER	LUNCH	BREAKFAST			SUPPLEMENT	DINNER
Meal														
Total Meals or \$\$\$	149435	29635		\$227,294.16	0	0	0	0	0	0	0	0	\$9,000.00	\$41,085.60
*Food Cost/Meal	\$1.90	\$1.15	\$0.00	\$0.37	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$15,612.53
Total Food Cost	\$283,925.50	\$34,080.25	\$0.00	\$17,862.98	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,420.00	\$15,612.53
Food Cost/ Program				\$335,869.73				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,420.00	\$15,612.53
Less Rebates				-\$634.92				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	-\$5.94	-\$27.13
Net Food Cost				\$335,234.81				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,414.06	\$15,585.39
Hourly Wages				\$300,264.67				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,810.91	\$12,832.01
Hourly Benefits				\$76,585.40				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$716.95	\$3,272.93
Salaried Wages				\$62,380.32				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$583.97	\$2,665.87
Salaried Benefits				\$22,036.57				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$206.31	\$941.83
Total Wages				\$461,266.97				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,318.15	\$19,712.64
Cleaning Supplies				\$584.80				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5.20	\$23.75
Paper & Plastic				\$21,649.07				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$202.94	\$926.42
Less Rebates				\$0.00				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Supplies				\$22,233.87				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$208.14	\$950.18
**Other Allowable Expenses														
Smallwares				\$0.00				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Vehicle (gas, repairs, lease)				\$0.00				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Insurance (General, Product, and Liability)				\$7,371.41				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$69.01	\$315.02
Uniforms/Laundry				\$1,501.50				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Office Supplies (postage, meal ticket printing, etc.)				\$1,082.38				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Bonus / Incentives**				\$6,270.00				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
USDA Foods Delivery				\$0.00				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Telephone (cell)				\$450.00				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
POS Hardware and Software				\$0.00				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Mileage (in district)				\$0.00				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Armored Car Cash Pick-up and Bank Deposit				\$0.00				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
State and Local Licenses				\$874.77				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other - Nutritionally-Analyzed Online Menus/Ordering				\$0.00				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other -				\$0.00				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other -				\$0.00				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other -				\$2,500.00				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other - Promotions				\$2,500.00				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Other Expenses				\$22,664.06				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$69.01	\$315.02
Admin/Mgt Fees														
Cents Per Meal =				\$35,665.0780				\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000
Meal Equiv. Factor				\$7,076.8380				\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000
Cents Per Meal Total				\$54,310.39				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$794.03	\$0.00
or Flat Fee				\$0.00				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
TOTAL EXPENSES				\$895,712.10				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,803.39	\$36,563.24

Enter rebates as a negative number - Example -\$100.00

Hourly and Salaried Labor and Benefits amounts will fill from the Labor worksheets. If SFA has CACFP, Catering or Vended Meals the FSMC must assign percentages of wages to these programs.

Hourly Labor and Benefits is a separate worksheet for SFSP. Amounts will fill from these worksheets. Salaried Labor will be a percentage of Salary & Benefits.

** Expenses as indicated in RFP (Cost and Responsibility Form)

**Must be per RFP/Contract - Pg #

FSMC - only one type of Fee may be used. CPM or Flat Fee. Catering Fee will be defined as a percentage. All catering costs must be documented and submitted to the SFA.

FSMC - Enter fee (percentage of catering sales) in box above.
Catering /SFA-SFA Fees:

Cost Reimbursable

SFA: Southern Regional Board of Education
 FSMC: Pomptonian Food Service

Form #23 CR PUBLIC
 Revised 01/2024

PUBLIC

**RESPONSE AND PROJECTED OPERATING STATEMENT
 SUMMARY OF INCOME AND EXPENSES**

	NSLP, SBP ASSP	CACFP	SFSP	CATERING / SFA-SFA	TOTAL PROGRAM
MEALS	227,430	-	-	10,657	238,087

INCOME					
CASH SALES	\$633,314.46			\$50,085.60	\$683,400.06
REIMBURSEMENTS	\$328,074.35	\$0.00	\$0.00		\$328,074.35
VENDING COMMISSION	\$0.00				\$0.00

TOTAL INCOME \$961,388.81 \$0.00 \$0.00 \$0.00 \$50,085.60 \$1,011,474.41
 Percent of cost to income:

EXPENSES					
FOOD	\$335,234.81	\$0.00	\$0.00	\$18,999.45	\$354,234.26 35.02%
LABOR	\$461,268.97	\$0.00	\$0.00	\$24,030.79	\$485,299.76 47.98%
SUPPLIES	\$22,233.87	\$0.00	\$0.00	\$1,158.32	\$23,392.19 2.31%
OTHER EXPENSES	\$22,664.06	\$0.00	\$0.00	\$384.03	\$23,048.09 2.28%
MANAGEMENT FEE	\$54,310.39	\$0.00	\$0.00	\$794.03	\$55,104.43 5.45%
TOTAL EXPENSES (COST)	\$895,712.10	\$0.00	\$0.00	\$45,366.63	\$941,078.72 93.04%

RETURN /(LOSS)	\$65,676.72	\$0.00	\$0.00	\$4,718.97	\$70,395.69
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FSMC Equipment Investment (5 Year Total)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Equipment Investment - (Current Year)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
*Anticipated Meal Charges Debt	\$40,000.00				\$40,000.00
R/L with Equipment & Meal Charge Debt	\$25,676.72	\$0.00	\$0.00	\$4,718.97	\$30,395.69

New Contract only
 New & Renewal
 New & Renewal

*Anticipated Meal Charges Debt for new contracts can be found in the RFP. Section II -A Number 6. Renewals should use past history.

HOURLY - FSMC & SFA Labor and Benefits (Does not include Summer Food Service Program)

FSMC shall determine a percentage of "total wages" that will be applied to CACFP, Catering & Vended Meals.

SFA Labor should be added as line item from RFP/Contract or Renewal -\$\$ from the SFA

Add description for "Other" column(s).

CACFP 0.00%
Catering 0.89%
Vended Meals 4.06%

Pomptonian Food Service		Employer Share of Taxes and Benefits										Total Fringe	Total Cost	*PTO - Hours
		Payroll Taxes ONLY	Medical	NJ Earned Sick Leave	Holiday	Comp Insurance	Wages							
Site Name	Position	Hourly Rate	Hours/day	# of Days Paid	Total Wages	Payroll Taxes ONLY	Medical	NJ Earned Sick Leave	Holiday	Comp Insurance	Total Fringe	Total Cost	*PTO - Hours	
Total SFA					\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00	
Southern Reg High School 11/12 House	Lead	\$18.75	7.50	173	\$24,328.13	\$3,118.30	\$0.00	\$810.94	\$703.13	\$1,542.78	\$6,175.14	\$30,503.27	80.75	
Southern Reg High School 11/12 House	General Worker	\$16.25	5.00	173	\$14,056.25	\$1,825.33	\$0.00	\$468.54	\$406.25	\$891.38	\$3,591.50	\$17,647.75	53.83	
Southern Reg High School 11/12 House	General Worker	\$16.13	4.50	173	\$12,557.21	\$1,636.64	\$0.00	\$418.57	\$362.93	\$796.32	\$3,214.46	\$15,771.66	48.45	
Southern Reg High School 11/12 House	Cook	\$16.90	7.00	173	\$20,465.90	\$2,632.14	\$0.00	\$682.20	\$591.50	\$1,297.85	\$5,203.69	\$25,669.59	75.37	
Southern Reg High School 11/12 House	General Worker	\$16.75	5.00	173	\$14,488.75	\$1,879.77	\$0.00	\$482.96	\$418.75	\$918.81	\$3,700.29	\$18,189.04	53.83	
Southern Reg High School 11/12 House	General Worker	\$17.12	5.50	173	\$16,289.68	\$2,106.46	\$0.00	\$542.99	\$470.80	\$1,033.02	\$4,153.27	\$20,442.95	59.22	
Southern Reg High School 9/10 House	General Worker	\$16.75	4.50	173	\$13,039.88	\$1,697.39	\$0.00	\$434.66	\$376.88	\$826.93	\$3,335.86	\$16,375.73	48.45	
Southern Reg High School 9/10 House	Cook	\$16.75	7.00	173	\$20,284.25	\$2,609.28	\$0.00	\$676.14	\$566.25	\$1,286.33	\$5,158.00	\$25,442.25	75.37	
Southern Reg High School 9/10 House	General Worker	\$16.75	6.00	173	\$17,386.50	\$2,244.52	\$0.00	\$579.55	\$502.50	\$1,102.57	\$4,429.15	\$21,815.65	64.60	
Southern Reg High School 9/10 House	General Worker	\$16.75	5.00	173	\$14,488.75	\$1,879.77	\$0.00	\$482.96	\$418.75	\$918.81	\$3,700.29	\$18,189.04	53.83	
Southern Reg High School 9/10 House	General Worker	\$16.13	5.50	173	\$15,347.70	\$1,987.89	\$0.00	\$511.59	\$443.58	\$973.28	\$3,916.33	\$19,264.03	59.22	
Southern Reg High School 9/10 House	General Worker	\$20.12	7.50	173	\$26,105.70	\$3,342.05	\$0.00	\$870.19	\$754.50	\$1,655.50	\$6,622.25	\$32,727.95	80.75	
Southern Reg High School 9/10 House	Lead	\$16.13	5.50	168	\$14,904.12	\$1,933.57	\$0.00	\$496.80	\$443.58	\$945.92	\$3,819.87	\$18,723.99	58.30	
Southern Regional Middle School	General Worker	\$18.66	7.00	168	\$21,944.16	\$2,820.45	\$0.00	\$731.47	\$653.10	\$1,392.73	\$5,597.75	\$27,541.91	74.20	
Southern Regional Middle School	General Worker	\$16.13	5.00	168	\$13,549.20	\$1,762.88	\$0.00	\$451.64	\$403.25	\$859.92	\$3,477.70	\$17,026.90	53.00	
Southern Regional Middle School	General Worker	\$16.75	5.50	168	\$15,477.00	\$2,005.74	\$0.00	\$515.90	\$460.63	\$982.28	\$3,964.54	\$19,441.54	58.30	
Southern Regional Middle School	Cook	\$17.43	6.00	168	\$17,569.44	\$2,269.34	\$0.00	\$585.65	\$522.90	\$1,115.08	\$4,492.97	\$22,062.41	63.60	
Southern Regional Middle School	Lead	\$18.75	7.50	168	\$23,625.00	\$3,032.20	\$0.00	\$787.50	\$703.13	\$1,499.40	\$6,022.23	\$29,647.23	79.50	
TOTALS			106.5		\$315,907.60	\$40,783.74	\$0.00	\$10,530.25	\$9,222.38	\$20,038.92	\$80,575.28	\$396,482.88	1140.57	
Worksheet must accurately reflect any and all hourly employees employed by the FSMC		NSLP, SBP, ASSP												\$76,585.40
		CACFP												\$0.00
		CATERING												\$716.95
		VENDED MEALS												\$3,272.93

FSMC can hide/unhide rows, format and change description of headings to make worksheet compatible to their needs.

FSMC Salaried Labor and Benefits (Includes SFSP)											
FSMC:	Pomptonian Food Service		FSMC shall determine a percentage of "total wages" that will be applied to CACFP, Catering & Vended Meals.								CACFP
	SFA:	Southern Regional Board of Education		Employer Share of Taxes and Benefits							
Position	Total Wages	Payroll Taxes	Medical	NJ Earned Sick Leave	Other	Other	Other	Total Fringe	Total Cost	*PTO - Hours	
OPERATIONS MANAGER	\$9,470.16	\$1,385.59	\$1,280.30	\$0.00	\$669.84	\$0.00	\$0.00	\$3,335.73	\$12,805.89	0.00	
FOOD SERVICE DIRECTOR	\$56,160.00	\$5,780.37	\$10,479.06	\$0.00	\$3,591.55	\$0.00	\$0.00	\$19,850.98	\$76,010.98	0.00	
	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00	
	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00	
	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00	
	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00	
	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00	
	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00	
	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00	
	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00	
	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00	
TOTAL	\$65,630.16	\$7,165.96	\$11,759.36	\$0.00	\$4,261.40	\$0.00	\$0.00	\$23,186.71	\$88,816.87	0.00	
NSLP,SBP,ASSP	\$62,380.32							\$22,038.57			
CACFP	\$0.00							\$0.00			
SFSP	\$0.00							\$0.00			
Catering	\$583.97							\$206.31			
Vended Meals	\$2,665.87							\$941.83			

Summer Food Service Program HOURLY - FSMC Labor and Benefits

FSMC: Pomptonian Food Service

SFA: Southern Regional Board of Education

Site Name	Position	Hourly Rate	Wages			Employer Share of Taxes and Benefits						Total Cost	*PTO - Hours
			Hours/day	# of Days Paid	Total Wages	Payroll Taxes	Medical	Earned Sick Leave	Comp Insurance	Total Fringe			
		\$0.00	0.00	0	\$0.00	\$0.00	0	\$0.00	0	\$0.00	\$0.00	\$0.00	0.00
		\$0.00	0.00	0	\$0.00	\$0.00	0	\$0.00	0	\$0.00	\$0.00	\$0.00	0.00
		\$0.00	0.00	0	\$0.00	\$0.00	0	\$0.00	0	\$0.00	\$0.00	\$0.00	0.00
		\$0.00	0.00	0	\$0.00	\$0.00	0	\$0.00	0	\$0.00	\$0.00	\$0.00	0.00
		\$0.00	0.00	0	\$0.00	\$0.00	0	\$0.00	0	\$0.00	\$0.00	\$0.00	0.00
		\$0.00	0.00	0	\$0.00	\$0.00	0	\$0.00	0	\$0.00	\$0.00	\$0.00	0.00
		\$0.00	0.00	0	\$0.00	\$0.00	0	\$0.00	0	\$0.00	\$0.00	\$0.00	0.00
		\$0.00	0.00	0	\$0.00	\$0.00	0	\$0.00	0	\$0.00	\$0.00	\$0.00	0.00
		\$0.00	0.00	0	\$0.00	\$0.00	0	\$0.00	0	\$0.00	\$0.00	\$0.00	0.00
		\$0.00	0.00	0	\$0.00	\$0.00	0	\$0.00	0	\$0.00	\$0.00	\$0.00	0.00
		\$0.00	0.00	0	\$0.00	\$0.00	0	\$0.00	0	\$0.00	\$0.00	\$0.00	0.00
		\$0.00	0.00	0	\$0.00	\$0.00	0	\$0.00	0	\$0.00	\$0.00	\$0.00	0.00
		\$0.00	0.00	0	\$0.00	\$0.00	0	\$0.00	0	\$0.00	\$0.00	\$0.00	0.00
		\$0.00	0.00	0	\$0.00	\$0.00	0	\$0.00	0	\$0.00	\$0.00	\$0.00	0.00
		\$0.00	0.00	0	\$0.00	\$0.00	0	\$0.00	0	\$0.00	\$0.00	\$0.00	0.00
TOTALS					<u>0.00</u>	<u>\$0.00</u>	<u>0</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>0.00</u>

Worksheet must accurately reflect any and all hourly employees employed by the FSMC

SFA: Southern Regional Board of Educati
 FSMC: Pomptonian Food Service

FSMC - This worksheet is only for new RFP/Contracts

**To be filled out only if the SFA has requested in the RFP
 FSMC PROPOSED EQUIPMENT (by PROGRAM)**

SCHOOL/SITE NAME	PROPOSED EQUIPMENT (indicate program)	UNIT COST	# OF UNITS	NSLP, SBP & ASSP	# OF UNITS	CACFP	# OF UNITS	SFSP	# OF UNITS	CATERING & SFA-SFA	TOTAL
		\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	\$0.00
		\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	\$0.00
		\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	\$0.00
		\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	\$0.00
		\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	\$0.00
		\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	\$0.00
		\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	\$0.00
		\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	\$0.00
		\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	\$0.00
		\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	\$0.00
		\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	\$0.00
		\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	\$0.00
		\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	\$0.00
		\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	\$0.00
		\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	\$0.00
		\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	\$0.00
		\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	\$0.00
		\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	\$0.00
		\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	\$0.00
		\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	\$0.00
		\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	\$0.00
		\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	\$0.00
TOTAL COST				\$0.00		\$0.00		\$0.00		\$0.00	\$0.00

SFA - Copy and paste the numbers below into the Form 24 - Cost Comparison worksheet.

SFA Name: Southern Regional Board of Education

FSMC Name: Pomptonian Food Service

Evaluation Score

MEALS	
Total Lunch Meals	149,435
Total Breakfast Meals	29,635
Total Snack Meals	0
A la Carte Sales \$\$\$	\$227,294.16
*A la Carte Meals	48360
Total Meals	227430
CACFP Breakfast Meals	0
CACFP Lunch Meals	0
CACFP Dinner Meals	0
CACFP Snack Meals	0
Total CACFP Meals	0
SFSP Breakfast Meals	0
SFSP Lunch Meals	0
SFSP Supplement Meals	0
SFSP Dinner Meals	0
Total SFSP Meals	0
Vended Meal \$\$\$	\$41,085.60
Catering \$\$\$	\$9,000.00
TOTAL MEALS	227430
INCOME	
Total Cash Sales	\$683,400.06
Total Reimbursement	\$328,074.35
Vending Commission	\$0.00
Total Income	\$1,011,474.41
EXPENSES	
Food	\$354,234.26
Labor	\$485,299.76
Supplies	\$23,392.19
Other Expenses	\$23,048.09
Management Fee	\$55,104.43
Total Expenses	\$941,078.72
Profit / (LOSS)	\$70,395.69
Total Equipment Investment (5 Years)	\$0.00
P/L with Current Year Equipment & Meal Charge Debt	\$30,395.69
Guarantee	\$0.00