

Methacton Food Services

Recommendations

Presentation April 18, 2023

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- Approve the Food Service Management Company contract with Aramark Educational Services, LLC for a period from July 1, 2023 through June 30, 2024, with up to four one-year renewals.
- Approve the Administration to move Methacton High School off the National School Lunch Program beginning July 1, 2023 and to take appropriate measures to operate program off NSLP.
- Approve the Administration to prepare plans for the construction of a beverage/grab and go cafe to be located in Methacton High School for the start of the 2023-2024 school year at a cost not to exceed \$40,000.

Current Food Services Status

- All 7 schools operate under the National School Lunch Program
- Aramark provides the management and operational oversight
- Aramark has been the food services provider since 2011/2012 SY
- 2022 Niche ranking has Food Services in Methacton as “C”
- District required to issue RFP every 5 years (this is end of 5 year agreement/sequence)
- Staffing challenges in Food Services has limited the availability, choice, quality of foods (7 staff short currently)

Process

- Strategic Goals
 - Improve access to better quality/variety/dietary options for all students
 - Increase our ranking in Food Services from C to an A+
- Process
 - PDE Requirement – every 5 year FRP issued to marketplace
 - Reviewed rankings of top 100 A+ districts who also had an A+ rating in food services
 - Created Arcola and High School Food Services Review Teams
 - Students/Staff Teams
 - Discussion
 - Menu selection
 - Taste testing
 - Site visits
 - Issued RFP
 - Students/Staff Teams feedback incorporated in RFP
 - Students/Staff Teams + Board/Parents involved in RFP review and final recommendation

RFP Components

- Included students/staff feedback
- Updated product specifications
- Added district chef as a requirement
- Added option for High School to go off NSLP
- Added grab/go beverage café (HS only off NSLP)
- Rating matrix incorporated focus on food service staff salaries

RFP Scoring Results

Category	NSLP		K-8 NSLP / HS Off NSLP	
	Aramark	Chartwells	Aramark	Chartwells
Cost	51	35	51	40
Starting Hourly Rate Food Service Workers	14	14	14	14
Service Capability	4	7	4	7
Experience and References	5	6	5	6
Financial Conditions/Stability, Business Practices	5	5	5	5
Involvement of Students, Staff and Patrons	0	2	0	2
Technology Use and Efficiency	2	0	2	0
Accounting and Reporting Systems	3	3	3	3
On Site Manager Experience	0	3	0	3
Promotion of the School Food Service Program	1	1	1	1
Total	85	76	85	81

Impact of Recommendations

- All schools will provide free/reduced meals
- All schools will benefit from district chef (better quality/variety/options)
- All schools will benefit from increase Food Service staff wages (ability to attract more staff to provide more options/services)
- All school meal prices will comply with the NSLP pricing tool
- Vendor has committed \$34,000 towards marketing enhancements
- Clear notation of vegan, vegetarian and gluten free items
- Quarterly Student Focus Groups 6–12
- Implementation of Nutrislice App - Monthly menus on the App
 - Ability to filter menu items based on allergens and special dietary needs
 - Full nutrition and ingredient information
 - Notifications for promotions, events, and chef specials

Impact of Recommendations (continued)

- All schools meals will increase in product quality based on specifications
- Combine Skyview and Arcola cafeterias
- Skyview/Arcola/High School students gain access to premium meals
- High School will gain access to beverage/grab and go café
- High School will likely see decreased in food waste
- No Federal commodities or subsidies for High School
- Start up costs funded by district for High School
- Approximately \$10,000 from district to construct café at High School with \$25,000 coming from vendor
- Financial guarantee for year 1 is \$117,953

Food Service Wages

Position	Starting Rate
Food Service Workers	\$18.00
Assistant Cook	\$20.41
Cook	\$21.36
Kitchen Manager / Lead	\$22.00
Executive Chef	\$28.85
Food Service Director	\$33.65
Administrative Assistant	\$22.00

Some existing staff pay increased based on these new starting rates.

Meal Prices

Lunch

- MHS: \$3.25
- Arcola and Skyview: \$3.05
- Elementary: \$2.75
- Premium Meal (SV/Arcola/HS) will vary from \$1.00-\$2.00 above standard meal price based on item

Breakfast

- MHS: \$2.75
- Arcola & Skyview: \$2.00
- Elementary: \$1.35

Note: NSLP pricing tool allows for \$0.10 increase annually

High School Cafe

A LA CARTE ITEM	PRICE
Brownie	\$2.00
4oz Otis Cookie	\$2.00
Chips	\$1.50
Coffee	
Parvus (12 oz)	\$1.65
Mediocris (16 oz)	\$1.95
Magna (20 oz)	\$2.15
Specialty Coffee	
Parvus (12 oz)	\$3.15
Mediocris (16 oz)	\$3.70
Magna (20 oz)	\$4.05
Macchiato	
Parvus (12 oz)	\$3.30
Mediocris (16 oz)	\$3.80
Magna (20 oz)	\$4.15
TEA	\$1.65
Hot Chocolate	
Parvus (12 oz)	\$2.05
Mediocris (16 oz)	\$2.40
Magna (20 oz)	\$2.60
Smoothie - Mediocris (16 oz)	\$4.10
PREMIUM Breakfast Sandwich	\$4.95
WHC Salad	\$6.95
Protein Cup	\$3.95

Sample Menu/Prices/Designs



Costs Summary

- Schools (6) remain on NSLP
 - No additional costs to district
 - Potential costs to parent of SV/Arcola student choosing premium meals
- High School off NSLP
 - Requires district to separate financial operations from NSLP sites
 - Free/reduce priced meals covered through paid sales/district
 - District will need to cover 1X food start-up costs (\$100,000)
 - Costs to establish Grab and Go/Café at HS estimated at \$30k-\$40k
 - Vendor is responsible for \$25,000 of the Grab and Go/Café costs

Costs Summary

Costs

- \$100,000 for 1X startup (High School)
- \$10,000 for cafe station (\$25K covered by vendor)

Total 1X startup costs= \$110,00

Measure of Success

- Ranking improves
- Quarterly student feedback
- Costs neutral at High School
- Fully staffed (district)

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