

Board of Education Report N.J.S.A. 18A:18A-4.5(d)

On behalf of the Manasquan School District Board of Education, the Evaluation Committee submits this report on 5/10/2024 recommending the acceptance of the Food Service Management Company (FSMC) proposal from Culinary Classics, LLC for the 2024-2025 school year.

RFPs were received by the Business Office by 3:00 PM on April 18, 2024. There was one (1) company that requested the RFP and one (1) response received by the Board office. This response was from Culinary Classics, LLC.

The response was evaluated by the following evaluation committee:

Member Name	Position
Frank Kasyan	Superintendent
Peter Crawley	School Business Administrator
Jesse Place	Assistant Superintendent

After review of the proposal, it was determined that Culinary Classics, LLC met the criteria set forth in the RFP including cost, capability, record of performance, financial conditions, and other factors detailed in the attached scoring criteria. Culinary Classics received an evaluation score of 5.0 as they were the only company responding and provided adequate demonstration of all areas used in evaluating the proposal. The following is a summary of the proposal:

Summary of Proposal	Culinary Classics, LLC
Management Fee	\$22,000
Total Income	\$688,436.25
Total Expenses	\$663,436.25
Return	\$25,000

Upon review of the proposal, it is recommended that Culinary Classics, LLC's proposal is responsive to the requirements included in the RFP and should be recommended for contract award by the Manasquan Board of Education.

## RFP Scoring Criteria

<u>The Criteria Used in Evaluating Proposal</u>	<u>Weighting Factor Percentage</u>	<u>Score</u>	<u>Weighted Score</u>
Total Cost: points awarded to the cost of the contract (the amount indicated on page/tab 5 of Form 23CR, Total Program, Total Expenses) will be based on the lowest total cost receiving the most points with decreasing points for each FSMC's higher cost.	26.00	5	1.3
FSMC's Capability, Record of Performance & Financial Conditions: Corporate capability and experience will be measured by performance record, years in the industry, relevant experience, ability to successfully operate a non NSLP and NSLP food service program, number of districts served, client retention, references and the financial condition of the FSMC.	12.00	5	0.6
Proposed Onsite Management: Considers the number of the management team proposed, references, proposal resumes, face to face interviews and any other method to discover the capabilities and skill level of the onsite manager.	22.00	5	1.1
The Food Service Program Proposed by the FSMC. Considers how the FSMC will provide good variety, great taste, freshness, authenticity, healthy choices, ambiance and excellent service that will be the norm, not the exception. Did the FSMC provide appropriate food concepts that will attract and retain the students in a comforting and comfortable atmosphere? Did the FSMC show how they use their creativity, skills, resources and staff to purpose and provide a program that meets the districts stated goal? Did and	20.00	5	1.0
will the FSMC propose a program with increases the frequencies of vegetables and fruit and less reliance on starches? How will the FSMC pricing strategy increase sales?			
FSMC's Start Up/Transition Plan: Is the FSMC's start up plan customized to the start of this program? Is the plan detailed from pre-planning (10 days prior to the start of the contract) through the start of the contract through the first two months to Sept. 30, 2024?	20.00	5	1.0

Weighting Factor Percentage must total 100%	100%		5.0
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FSMC Name: Culinary Classics, LLC

Evaluator Name and Title: Jesse Place, Asst. Sup.

Evaluator Signature: [Signature] Date: 4/24/24

### Costs Included in the Administrative/Management Fee in the Cost Reimbursable Contract

Administrative/Management Fee means the FSMC's fee for those services provided for the SFA's food service locations, which must include all of the following but does not include any costs billed to the SFA as charges for Direct Costs. Only actual, net, documented costs may be charged to the SFA for any charges outside the Administrative/Management Fee.

1. Personnel and Labor Relations Services (including labor contract negotiations)
2. Legal Department Services
3. Purchasing and/or Procurement Services (including software systems for ordering and/or billing)
4. Corporate Software Systems and IT Support
5. Costs Incurred in Hiring and Relocating FSMC Personnel
6. Dietetic Services (Administrative and Nutritional)
7. Travel and Labor Costs for Corporate Chef
8. Accounting/Bookkeeping/Auditing (including SOC 1 Report)
9. Regular Inspections and Procedure Audits/Reviews
10. Supervisory Personnel (including Regional and Operations Managers)
11. Staff Teaching and Training Programs
12. General Corporate Support
13. Design Services and Facilities Layout (Specific to Operation)
14. Menu Development (Specific to Operation)
15. Payroll and Administrative Costs (Sick Time Monitoring and Reporting; Preparation and Processing of payroll and W-2 Forms for FSMC employees)
16. Marketing (including FSMC Proprietary Materials for School Nutrition Promotions)
17. Travel Costs for Visitation and Coverage on Behalf of the FSMC (Corporate Staff)
18. Cost of Developing, Printing, and Distributing FSMC Manuals (including, but not limited to, Training, Procedures, Sanitation, Recipes, etc.)
19. Development of Nutrition Education Programs
20. FSMC Management Meetings, and/or FSMC Management Development

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FSMC's Start Up/Transition Plan: Is the FSMC's start up plan customized to the start of this program? Is the plan detailed from pre-planning (10 days prior to the start of the contract) through the start of the contract through the first two months to Sept. 30, 2024?	20.00	5	1

Weighting Factor Percentage must total 100%	100%		5
FSMC Name: <u>Culinary Classics, LLC</u>			
Evaluator Name and Title: <u>Pete Crowley, SBA</u>			
Evaluator Signature: <u>[Signature]</u>		Date: <u>4/24/24</u>	

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Weighting Factor Percentage must total 100%	100%		
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FSMC Name: Culinary Classics LLC

Evaluator Name and Title: Dr. Frank Kasyan Superintendent

Evaluator Signature: Dr. F. Kasyan Date: 4/24/24

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## RESPONSE AND PROJECTED OPERATING STATEMENT

PUBLIC - Response and Projected Operating Statement  
forSFA: MANASQUAN BD OF ED

School Year 2024 - 2025

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

FSMC NAME:	<u>Culinary Classics LLC</u>		
FSMC ADDRESS:	<u>14 Roslyn Drive, Tinton Falls, New Jersey 07753</u>		
PREPARER'S NAME:	<u>Walter F Wall</u>	TITLE:	<u>Owner</u>
TELEPHONE #:	<u>732-233-2398</u>	Date Prepared or Revised:	<u>4/18/2024</u>
PREPARER'S E-MAIL :	<u>wmbkwall@comcast.net</u>		

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:	\$0.0000	\$0.00	\$0.00	\$0.00		\$0.00
FLAT FEE:		\$22,000.00				\$22,000.00
TOTAL INCOME		\$670,436.25	\$0.00	\$0.00	\$18,000.00	\$688,436.25
TOTAL (EXPENSES) COST		\$657,743.41	\$0.00	\$0.00	\$5,692.83	\$663,436.25
RETURN / (LOSS)		\$12,692.84	\$0.00	\$0.00	\$12,307.17	\$25,000.00
EQUIPMENT INVESTMENT (1 YR.)		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
RETURN/LOSS WITH EQUIPMENT		\$12,692.84	\$0.00	\$0.00	\$12,307.17	\$25,000.00

**GUARANTEE: FSMC must check one of the following options.**

<input type="checkbox"/>	No Guarantee	Amount NA	<input type="checkbox"/>	Guaranteed Breakeven	\$0.00
<input type="checkbox"/>	Guaranteed (Loss)	\$0.00	<input checked="" type="checkbox"/>	Guaranteed Return	\$25,000.00

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	\$663,436.25	10.00%	*Note: State Bid Bond 10% not to exceed \$20,000.00 - see RFP for requirements.
**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		\$0.00	\$0.00	10.00%	**Note: Bid and Performance Bonds for SFSP are required if SFSP reimbursement is greater than \$100,000.



## Cost Reimbursable

Form #23 CR PUBLIC

SFA: MANASQUAN BD OF ED

PUBLIC

Revised 01/2024

FSMC: Culinary Classics LLC

## RESPONSE AND PROJECTED OPERATING STATEMENT

## PROJECTED REVENUE (CASH SALES)

## NSLP, SBP, ASSP &amp; SMP, SSMP ONLY

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

Projected  
# of  
Meals/MilkSelling  
PriceProjected  
Revenue

NEW - Additional meal count information required!

Lunch	Paid	15,500	NJEIE Paid	0	Elementary School	@	\$3.75	=	\$58,125.00
Lunch	Paid	0	NJEIE Paid	0	Middle School	@	\$0.00	=	\$0.00
Lunch	Paid	8,000	NJEIE Paid	125	High School	@	\$4.00	=	\$31,500.00
Lunch	Reduced	2,600			District-wide				
Lunch	Free	10,500			District-wide				
Lunch	Total	36,600							

Paid Meal Counts in Yellow Cells includes NJEIE Paid Meals.  
NJEIE Paid Meals are automatically excluded in Projected Revenue.

## OTHER PROGRAM SALES/REVENUE

## SFA - SFA VENDED MEAL AGREEMENTS

Enter Projected Income Amount:

\$0.00

List all SFA-SFA Agreements:

1	
2	
3	

Breakfast	Paid	0	NJEIE Paid	0	Elementary School	@	\$0.00	=	\$0.00
Breakfast	Paid	0	NJEIE Paid	0	Middle School	@	\$0.00	=	\$0.00
Breakfast	Paid	0	NJEIE Paid	0	High School	@	\$0.00	=	\$0.00
Breakfast	Reduced	0			District-wide				
Breakfast	Free	0			District-wide				
Breakfast	Total	0							
Snack	Paid	0			District-wide	@	\$0.00	=	\$0.00
Snack	Reduced	0			District-wide	@	\$0.00	=	\$0.00
Snack	Free	0			District-wide				
Snack	Total	0							
*Milk	Paid	0			District-wide	@	\$0.00	=	\$0.00
Milk	Free	0			District-wide				

## CATERING

Catering Amount:

\$18,000.00

TOTAL CASH SALES FOR  
NSLP, SBP, ASSP & SMP

\$89,625.00

TOTAL CASH SALES - ALL PROGRAMS	\$617,625.00
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\* 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

\$510,000.00

**Cost Reimbursable**

Form #23 CR **PUBLIC**

SFA: **MANASQUAN BD OF ED**  
FSMC: **Culinary Classics LLC**

**PUBLIC**

Revised 01/2024

**RESPONSE AND PROJECTED OPERATING STATEMENT**  
**PROJECTED REVENUE (Reimbursement)**

**PUBLIC-All NSLP rates of reimbursement include the PBF (\$.08)**

Meals/Snacks & Milk		Rate	Reimbursement
<b>LUNCH</b>	23,500 Paid	@ \$0.5400	= \$12,690.00
	125 NJEIE	@ \$3.8500	= \$481.25
	2,600 Reduced	@ \$4.4000	= \$11,440.00
	10,500 Free	@ \$4.4000	= \$46,200.00
	*High Rate Only 0 *All	@ \$0.0200	= \$0.00
<b>TOTAL LUNCH</b>	<b>36,600 Total</b>		<b>\$70,811.25</b>
<b>BREAKFAST - Regular Rate</b>	0 Paid	@ \$0.38	= \$0.00
	0 Pd NJEIE	@ \$1.9000	= \$0.00
	0 Reduced	@ \$2.2800	= \$0.00
	0 Free	@ \$2.2800	= \$0.00
<b>TOTAL REG. BREAK.</b>	<b>0 Total</b>		<b>\$0.00</b>
<b>**BREAKFAST Severe Need</b>	0 Pd NJEIE	@ \$2.3500	= \$0.00
	0 Reduced	@ \$2.7300	= \$0.00
	0 Free	@ \$2.7300	= \$0.00
<b>TOTAL SN BREAK.</b>	<b>0 Total</b>		<b>\$0.00</b>
<b>TOTAL BREAK.</b>	<b>0 Total</b>		
<b>Break. After the Bell</b>	<b>0 Total</b>	@ \$0.1000	<b>\$0.00</b>
<b>After School Snack Program</b>	0 Paid	@ \$0.1000	= \$0.00
	0 Reduced	@ \$0.5800	= \$0.00
	0 Free	@ \$1.1700	= \$0.00
<b>TOTAL ASSP</b>	<b>0 Total</b>		<b>\$0.00</b>
<b>Milk Program</b>	0 Free Milk	@ \$0.2625	= \$0.00
	0 Paid Milk	@ \$0.2625	= \$0.00
<b>***TOTAL SSMP/SMP</b>	<b>0 Total</b>		<b>\$0.00</b>
<b>TOTAL REMIBURSEMENT-NSLP,SBP,ASSP &amp; SMP</b>			<b>\$70,811.25</b>

**OTHER REIMBURSABLE MEAL PROGRAMS**

Meals		Rate	Reimbursement
<b>CHILD &amp; ADULT CARE FOOD PROGRAM</b>	0 Break	@ \$2.2800	= \$0.00
	0 Lunch	@ \$4.2500	= \$0.00
	0 Dinner	@ \$4.2500	= \$0.00
	0 Snack	@ \$1.1700	= \$0.00
<b>TOTAL</b>	<b>0 Total</b>		<b>\$0.00</b>
Meals		Rate	Reimbursement
<b>SUMMER FOOD SERVICE PROGRAM</b>	0 Break	@ \$2.7725	= \$0.0000
	0 Lunch	@ \$4.8700	= \$0.0000
	0 Dinner	@ \$4.8700	= \$0.0000
	0 Supplement	@ \$1.1400	= \$0.0000
<b>TOTAL SFSP</b>	<b>0 Total</b>		<b>\$0.00</b>

\* 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	36,600
A La Carte & SMP Dollars Converted	108511
<b>Total Meals</b>	<b>145,111</b>



RESPONSE AND PROJECTED OPERATING STATEMENT

EXPENSES														
NSLP, SBP & ASSP				ALA CARTE	"At Risk" CACFP				SFSP				CATERING	SFA-SFA
Meal	LUNCH	BREAKFAST	SNACK	\$\$\$	LUNCH	BREAKFAST	SNACK	DINNER	LUNCH	BREAKFAST	SUPPLEMENT	DINNER	\$\$\$	VENDED \$\$\$
Total Meals or \$\$\$	36600	0	0	\$510,000.00	0	0	0	0	0	0	0	0	\$18,000.00	\$0.00
*Food Cost/Meal	\$1.60	\$0.00	\$0.00	\$1.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Total Food Cost	\$58,560.00	\$0.00	\$0.00	\$168,191.49	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,200.00	\$0.00
Food Cost/ Program				\$226,751.49				\$0.00				\$0.00	\$5,200.00	\$0.00
Less Rebates	Enter rebates as a negative number - Example -\$100.00			-\$100.00				\$0.00				\$0.00	\$0.00	\$0.00
Net Food Cost				\$226,651.49				\$0.00				\$0.00	\$5,200.00	\$0.00
Hourly Wages	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.			\$203,900.38	Hourly and Salaried Labor & Benefits are a percentage of total Hourly and Salaried Labor & Benefits.			\$0.00	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.			\$0.00	\$408.62	\$0.00
Hourly Benefits				\$32,044.11				\$0.00				\$0.00	\$64.22	\$0.00
Salaried Wages				\$110,720.00				\$0.00				\$0.00	\$0.00	\$0.00
Salaried Benefits				\$17,380.00				\$0.00				\$0.00	\$0.00	\$0.00
Total Wages				\$364,044.50				\$0.00				\$0.00	\$472.83	\$0.00
Cleaning Supplies				\$7,800.00				\$0.00				\$0.00	\$20.00	\$0.00
Paper & Plastic				\$19,147.43				\$0.00				\$0.00	\$0.00	\$0.00
Less Rebates				\$0.00				\$0.00				\$0.00	\$0.00	\$0.00
Total Supplies				\$26,947.43				\$0.00				\$0.00	\$20.00	\$0.00
** Other Allowable Expenses	** Expenses as indicated in RFP (Cost and Responsibility Form)													
Smallwares				\$2,000.00				\$0.00				\$0.00	\$0.00	\$0.00
Vehicle (gas, repairs, lease)				\$0.00				\$0.00				\$0.00	\$0.00	\$0.00
Insurance (General, Product, and Liability)				\$6,000.00				\$0.00				\$0.00	\$0.00	\$0.00
Uniforms/Laundry				\$1,000.00				\$0.00				\$0.00	\$0.00	\$0.00
Office Supplies (postage, meal ticket printing, etc.)				\$400.00				\$0.00				\$0.00	\$0.00	\$0.00
Bonus / Incentives**	**Must be per RFP/Contract - Pg #			\$0.00				\$0.00				\$0.00	\$0.00	\$0.00
USDA Foods Delivery				\$1,700.00				\$0.00				\$0.00	\$0.00	\$0.00
Telephone (cell)				\$0.00				\$0.00				\$0.00	\$0.00	\$0.00
POS Hardware and Software				\$0.00				\$0.00				\$0.00	\$0.00	\$0.00
Mileage (in district)				\$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
State and Local Licenses				\$0.00				\$0.00				\$0.00	\$0.00	\$0.00
Other -	Workers Comp			\$7,000.00				\$0.00				\$0.00	\$0.00	\$0.00
Other -	Enter Description of Expense			\$0.00				\$0.00				\$0.00	\$0.00	\$0.00
Other -	Enter Description of Expense			\$0.00				\$0.00				\$0.00	\$0.00	\$0.00
Other -	Enter Description of Expense			\$0.00				\$0.00				\$0.00	\$0.00	\$0.00
Total Other Expenses				\$18,100.00				\$0.00				\$0.00	\$0.00	\$0.00
Admin/Mgt Fees													0.00%	0.00%
Cents Per Meal =													FSMC - Enter fee (percentage of catering sales) in box above.	
	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	
Meal Equiv. Factor														
				\$4.7000										
Cents Per Meal Total				\$0.00				\$0.00				\$0.00	Catering /SFA-SFA Fees:	
or													\$0.00	\$0.00
Flat Fee				\$22,000.00										
TOTAL EXPENSES				\$657,743.41				\$0.00				\$0.00	\$5,692.83	\$0.00



Cost Reimbursable

PUBLIC

Form #23 CR PUBLIC

Revised 01/2024

SFA: MANASQUAN BD OF ED

FSMC: Culinary Classics LLC

## RESPONSE AND PROJECTED OPERATING STATEMENT

## SUMMARY OF INCOME AND EXPENSES

	NSLP, SBP ASSP	CACFP	SFSP	CATERING / SFA-SFA	TOTAL PROGRAM	
MEALS	145,111	-	-	3,830	148,940	
INCOME						
CASH SALES	\$599,625.00			\$18,000.00	\$617,625.00	
REIMBURSEMENTS	\$70,811.25	\$0.00	\$0.00		\$70,811.25	
VENDING COMMISSION	\$0.00				\$0.00	
TOTAL INCOME	\$670,436.25	\$0.00	\$0.00	\$18,000.00	\$688,436.25	Percent of cost to income:
EXPENSES						
FOOD	\$226,651.49	\$0.00	\$0.00	\$5,200.00	\$231,851.49	33.68%
LABOR	\$364,044.50	\$0.00	\$0.00	\$472.83	\$364,517.33	52.95%
SUPPLIES	\$26,947.43	\$0.00	\$0.00	\$20.00	\$26,967.43	3.92%
OTHER EXPENSES	\$18,100.00	\$0.00	\$0.00	\$0.00	\$18,100.00	2.63%
MANAGEMENT FEE	\$22,000.00	\$0.00	\$0.00	\$0.00	\$22,000.00	3.20%
TOTAL EXPENSES (COST)	\$657,743.41	\$0.00	\$0.00	\$5,692.83	\$663,436.25	96.37%
RETURN /(LOSS)	\$12,692.84	\$0.00	\$0.00	\$12,307.17	\$25,000.00	
New Contract only FSMC Equipment Investment (5 Year Total)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
New & Renewal Equipment Investment - (Current Year)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
New & Renewal *Anticipated Meal Charges Debt	\$0.00				\$0.00	
R/L with Equipment & Meal Charge Debt	\$12,692.84	\$0.00	\$0.00	\$12,307.17	\$25,000.00	

\*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:	Culinary Classics LLC					SFA Labor should be added as line item from RFP/Contract or Renewal -\$\$ from the SFA		FSMC shall determine a percentage of "total wages" that will be applied to CACFP, Catering & Vended Meals.				CACFP	0.00%
	SFA:	MANASQUAN BD OF ED					Add description for "Other" column(s).					Catering	0.20%
		Wages				Employer Share of Taxes and Benefits						Vended Meals	0.00%
Site Name	Position	Hourly Rate	Hours/ day	# of Days Paid	Total Wages	Payroll Taxes ONLY	Medical	NJ Earned Sick Leave	Other	Other	Total Fringe	Total Cost	*PTO - Hours
Total SFA	Labor Dollars				\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00
MHS	FSW	\$16.50	4.50	180	\$13,365.00	\$1,670.00	\$0.00	\$445.50	\$0.00	\$0.00	\$2,115.50	\$15,480.50	27.00
MHS	FSW	\$15.75	6.25	180	\$17,718.75	\$2,214.84	\$0.00	\$590.63	\$0.00	\$0.00	\$2,805.47	\$20,524.22	37.50
MHS	FSW	\$15.50	5.00	180	\$13,950.00	\$1,743.75	\$0.00	\$465.00	\$0.00	\$0.00	\$2,208.75	\$16,158.75	30.00
MHS	FSW	\$15.50	5.00	180	\$13,950.00	\$1,743.75	\$0.00	\$465.00	\$0.00	\$0.00	\$2,208.75	\$16,158.75	30.00
MHS	FSW	\$15.50	5.50	180	\$15,345.00	\$1,918.13	\$0.00	\$511.50	\$0.00	\$0.00	\$2,429.63	\$17,774.63	33.00
MHS	FSW	\$18.60	5.50	180	\$18,414.00	\$2,301.75	\$0.00	\$613.80	\$0.00	\$0.00	\$2,915.55	\$21,329.55	33.00
MHS	FSW	\$15.50	4.75	180	\$13,252.50	\$1,656.57	\$0.00	\$441.75	\$0.00	\$0.00	\$2,098.32	\$15,350.82	28.50
MHS	FSW	\$15.75	6.25	180	\$17,718.75	\$2,214.85	\$0.00	\$590.63	\$0.00	\$0.00	\$2,805.48	\$20,524.23	37.50
		\$0.00			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00
MES	FSW	\$20.00	6.00	180	\$21,600.00	\$2,700.00	\$0.00	\$720.00	\$0.00	\$0.00	\$3,420.00	\$25,020.00	36.00
MES	FSW	\$17.25	5.00	180	\$15,525.00	\$1,940.63	\$0.00	\$517.50	\$0.00	\$0.00	\$2,458.13	\$17,983.13	30.00
MES	FSW	\$15.50	5.00	180	\$13,950.00	\$1,743.75	\$0.00	\$465.00	\$0.00	\$0.00	\$2,208.75	\$16,158.75	30.00
MES	FSW	\$15.50	4.00	180	\$11,160.00	\$1,395.00	\$0.00	\$372.00	\$0.00	\$0.00	\$1,767.00	\$12,927.00	24.00
MES	FSW	\$15.50	4.00	180	\$11,160.00	\$1,395.00	\$0.00	\$372.00	\$0.00	\$0.00	\$1,767.00	\$12,927.00	24.00
		\$0.00			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00
MSD	SUB	\$16.00	5.00	90	\$7,200.00	\$900.00	\$0.00	\$0.00	\$0.00	\$0.00	\$900.00	\$8,100.00	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
TOTALS		71.75			\$204,309.00	\$25,538.02	\$0.00	\$6,570.31	\$0.00	\$0.00	\$32,108.33	\$236,417.33	400.50
Worksheet must accurately reflect any and all hourly employees employed by the FSMC				NSLP,SBP,ASSP	\$203,900.38	FSMC can hide/unhide rows, format and change description of headings to make worksheet compatible to their needs.					\$32,044.11		
				CACFP	\$0.00						\$0.00		
				CATERING	\$408.62						\$64.22		
				VENDED MEALS	\$0.00						\$0.00		



FSMC Salaried Labor and Benefits (Includes SFSP)								CACFP	0.00%
FSMC: SFA:	Culinary Classics LLC			FSMC shall determine a percentage of "total wages" that will be applied to CACFP, Catering &Vended Meals.				SFSP	0.00%
	MANASQUAN BD OF ED							Catering	0.00%
		Employer Share of Taxes and Benefits							Vended Meals
Position	Total Wages	Payroll Taxes	Medical	NJ Earned Sick Leave	Other	Other	Total Fringe	Total Cost	*PTO - Hours
FS Mgt.	\$72,000.00	\$9,000.00	\$0.00	\$2,250.00	\$0.00	\$0.00	\$11,250.00	\$83,250.00	48.00
	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00
Supervisor	\$38,720.00	\$4,840.00	\$0.00	\$1,290.00	\$0.00	\$0.00	\$6,130.00	\$44,850.00	48.00
	\$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
	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	0.00
TOTAL	\$110,720.00	\$13,840.00	\$0.00	\$3,540.00	\$0.00	\$0.00	\$17,380.00	\$128,100.00	96.00
NSLP,SBP,ASSP	\$110,720.00						\$17,380.00		
CACFP	\$0.00						\$0.00		
SFSP	\$0.00						\$0.00		
Catering	\$0.00						\$0.00		
Vended Meals	\$0.00						\$0.00		



## Summer Food Service Program HOURLY - FSMC Labor and Benefits

FSMC: Culinary Classics LLC

SFA: MANASQUAN BD OF ED

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

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





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

SFA Name: MANASQUAN BD OF ED  
 FSMC Name: Culinary Classics LLC  
 Evaluation Score

MEALS	
Total Lunch Meals	36,600
Total Breakfast Meals	0
Total Snack Meals	0
A la Carte Sales \$\$\$	\$510,000.00
*A la Carte Meals	108511
Total Meals	145111
CACFP Breakfast Meals	
CACFP Lunch Meals	0
CACFP Dinner Meals	0
CACFP Snack Meals	0
Total CACFP Meals	0
SFSP Breakfast Meals	
SFSP Lunch Meals	0
SFSP Supplement Meals	0
SFSP Dinner Meals	0
Total SFSP Meals	0
Vended Meal \$\$\$	\$0.00
Catering \$\$\$	\$18,000.00
TOTAL MEALS	145111
INCOME	
Total Cash Sales	\$617,625.00
Total Reimbursement	\$70,811.25
Vending Commission	\$0.00
Total Income	\$688,436.25
EXPENSES	
Food	\$231,851.49
Labor	\$364,517.33
Supplies	\$26,967.43
Other Expenses	\$18,100.00
Management Fee	\$22,000.00
Total Expenses	\$663,436.25
Profit / (LOSS)	\$25,000.00
Total Equipment Investment	
(years)	\$0.00
with Current Year	
Equipment & Meal Charge	
Debt	\$25,000.00
Guarantee	\$25,000.00