

**Revere School Committee Meeting
September 17, 2019**

A Regular Meeting of the Revere School Committee will be held on **Tuesday, September 17, 2019** at **6:00 p.m.** at the Ferrante School Committee Room, Revere High School.

REGULAR MEETING:

1. Pledge of Allegiance/Call to Order
2. Recognition
3. Superintendent's Report
 - a. I am Q – RHS Filmic Society presentation
 - b. English Learner Deep Study with Harvard Graduate School of Education at RHS
 - c. Annual Food Services Review
 - d. International Symposium on Redesigning Education to Shape a Better World
 - e. Staff Attendance
4. Student Representative Report
5. Public Participation
6. Consent Calendar (vote required)
7. Report of Sub-Committees
8. Old Business
9. New Business
10. School Committee Interests
11. Motions
12. Executive Sessions
13. Adjournment

Note: The listed agenda items are those that are reasonably anticipated by the School Committee to be discussed at the meeting. Not all items, in fact, may be discussed, and other items not listed also may be brought up for discussion to the extent permitted by law.

Respectfully submitted,

Dianne K. Kelly, Ed.D.
Superintendent of Schools

DK/rp

K-12 Client Business Review

Aramark's management of Revere Public School's Food Service Program must consistently support your district's goals and expectations, and we continually focus to build a strong and productive relationship with your community. We understand the importance of ensuring alignment with your objectives, reporting account metrics, and sharing innovative programming.

I look forward to seeing you Tuesday evening as I present this year's Client Business Review which is designed to deliver a performance update and drive a forward-thinking strategic discussion.

I have enclosed last year's financial data and will discuss program achievements along with our goals for the upcoming school year.

Thank you in advance for your continued support. I look forward to seeing you as we ensure continued alignment and plan for the future.

Sincerely,

Cheryl Cole
Director – Food and Nutrition Services
Revere Public Schools
781-333-2055
978-596-5052

Client Financials

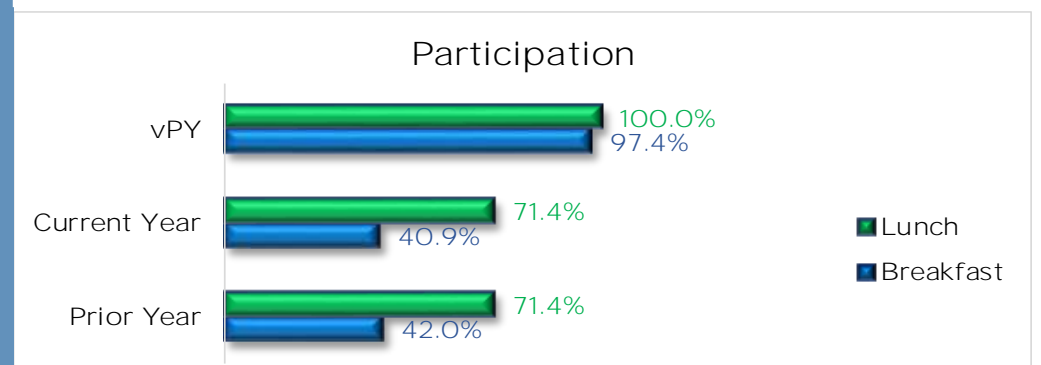
2019 Client Financials			
Client Revenue	FY 2018	FY 2019	vPY
Total Client Revenue	4,673,807	4,709,285	100.8%
Program Costs	FY 2018	FY 2019	vPY
Food Cost	1,396,978	1,361,544	97.5%
Labor Cost	2,303,053	2,359,323	102.4%
Direct Cost	309,423	258,117	83.4%
Contract Fees	282,189	284,528	100.8%
Total Program Cost	4,291,643	4,263,512	99.3%
Program Profit/(Loss)	382,164	445,773	116.6%
<i>Profit Margin</i>	<i>8.2%</i>	<i>9.5%</i>	<i>129 bps</i>



Meal Participation

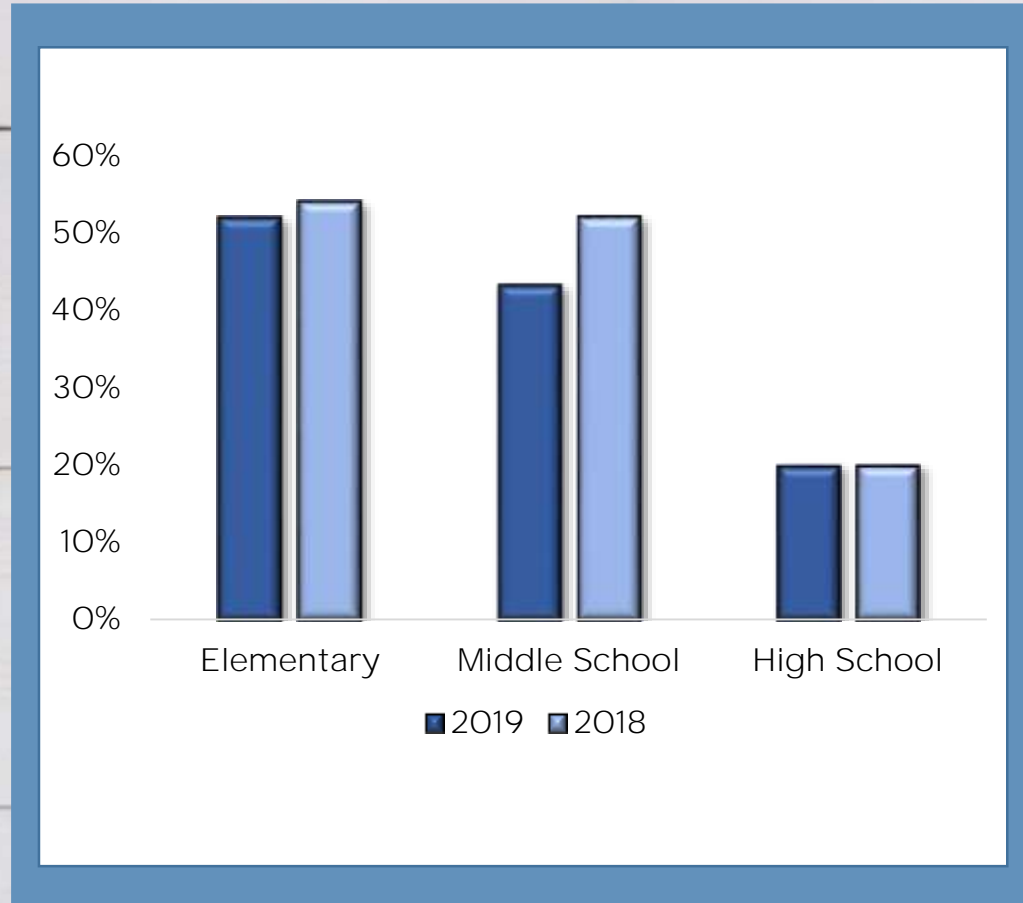
Meal Participation Score Card

FY2019 Client Statistics			
Client Statistics	Prior Year	Current Year	vPY
Enrollment	7,579	7,531	(48)
Service Days	184	184	-
Meals per Service Day	Prior Year	Current Year	vPY
Breakfast	3,154	2,945	93.4%
Lunch	5,051	5,021	99.4%
Equivalent	490	522	106.5%
Other	1,711	1,868	109.2%
Total	10,406	10,356	99.5%
Participation	Prior Year	Current Year	vPY
Breakfast	42.0%	40.9%	97.4%
Lunch	71.4%	71.4%	100.0%



Breakfast

Breakfast Participation

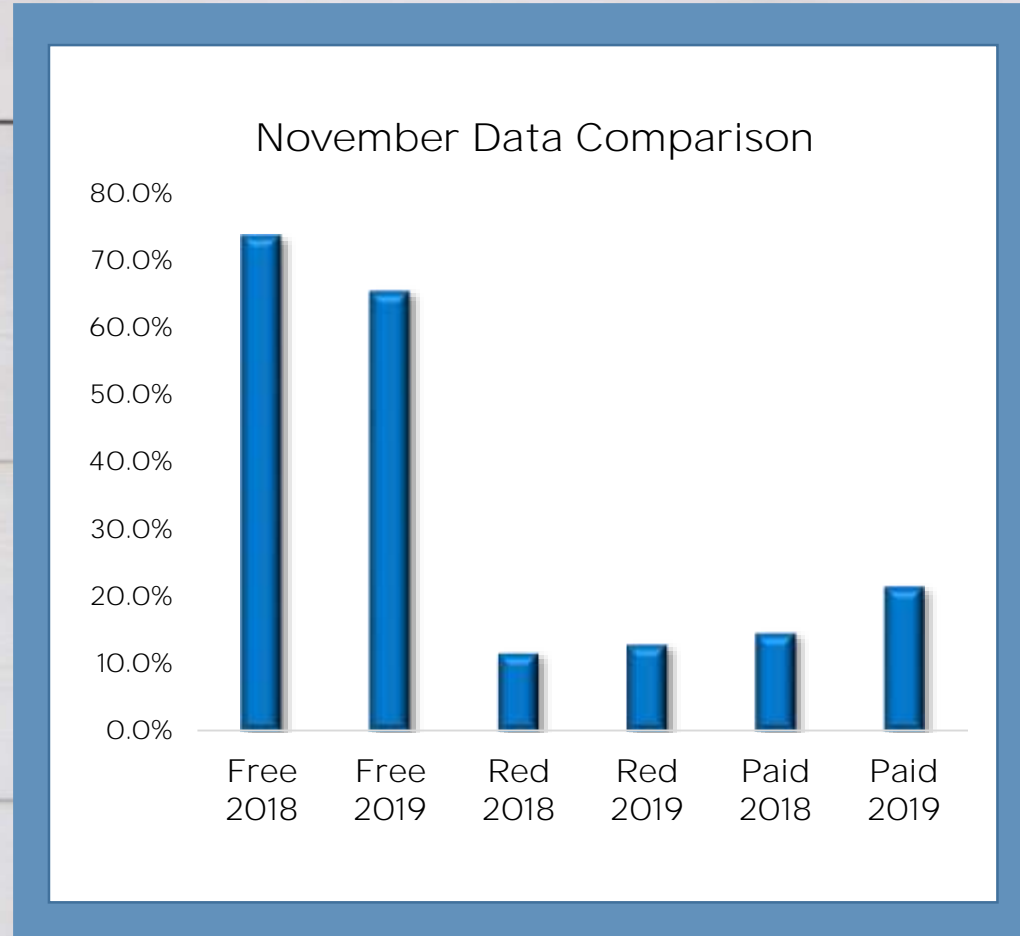


Provision II Data

Daily Income Loss (based on 3k meals)

\$406.80

Meal Reimbursement Percentages

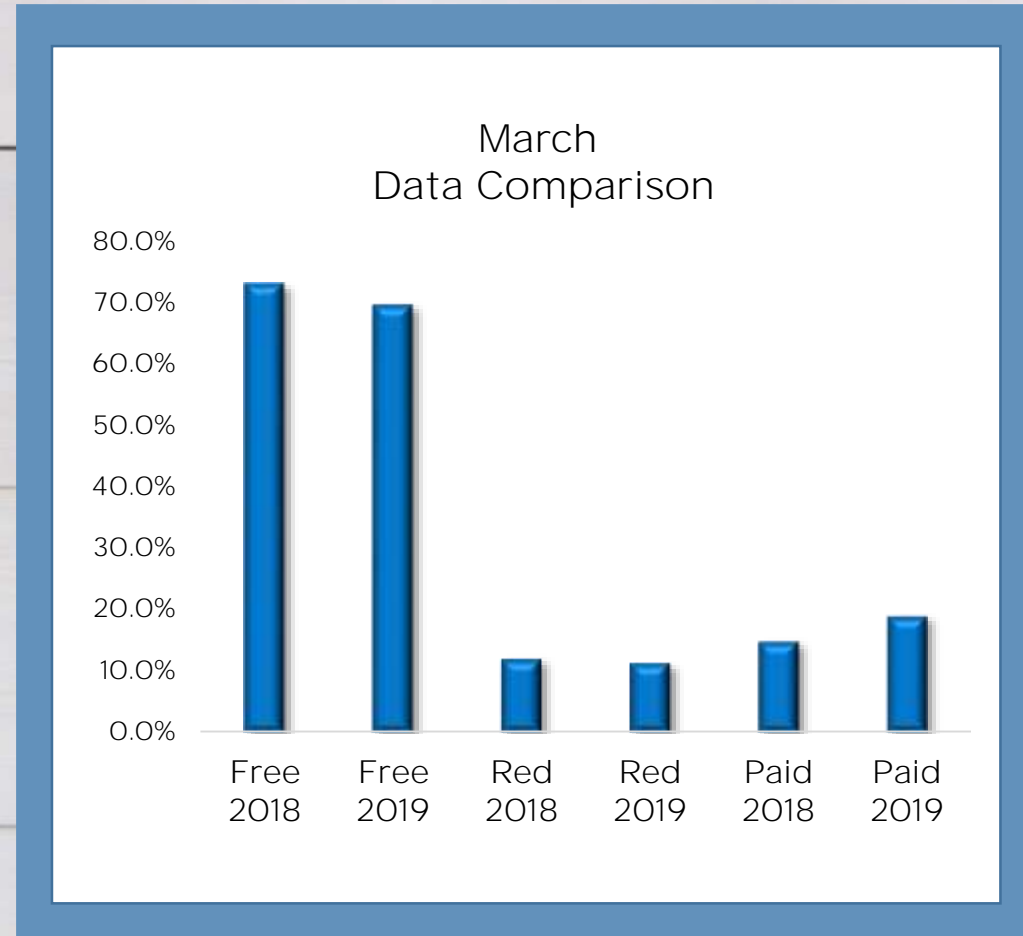


Provision II Data

Daily Income Loss (based on 3k meals)

\$231.84

Meal Reimbursement Percentages



Financial Results

YTD Client Statistics		
Client Statistics	FY 18	FY 19
Enrollment	7,579	7,531
Service Days	184	184
Meals per Service Day	FY 18	FY 19
Breakfast	3,154	2,945
Lunch	5,051	5,021
Equivalent	490	522
Other	1,711	1,868
Total	10,406	10,357
Participation	FY 18	FY 19
Breakfast	42.0%	40.9%
Lunch	71.4%	71.4%
YTD Client Financials		
Client Revenue	FY 18	FY 19
Cash Sales	692,855	750,136
Reimbursements	3,980,952	3,959,149
Total Client Revenue	4,673,807	4,709,285
<i>Revenue per Meal</i>	<i>2.44</i>	<i>2.47</i>
<i>Revenue per Day</i>	<i>25,401</i>	<i>25,594</i>
Program Costs	FY 18	FY 19
Food Cost	1,396,978	1,361,544
<i>Food Cost per Meal</i>	<i>0.73</i>	<i>0.71</i>
<i>Food Cost %</i>	<i>29.9%</i>	<i>28.9%</i>
Labor Cost	2,303,053	2,359,323
<i>Labor Cost per Meal</i>	<i>1.20</i>	<i>1.24</i>
<i>Labor Cost %</i>	<i>49.3%</i>	<i>50.1%</i>
Direct Cost	309,423	258,117
<i>Direct Cost per Meal</i>	<i>0.16</i>	<i>0.14</i>
<i>Direct Cost %</i>	<i>6.6%</i>	<i>5.5%</i>
Contract Fees	282,189	284,528
Total Program Cost	4,291,643	4,263,511
Program Profit/(Loss)	382,164	445,773
<i>Profit Margin</i>	<i>8.2%</i>	<i>9.5%</i>



Guarantee Performance

School Year 2019 Guarantee
\$200,294*

School Year 2019 Client Return
\$445,773

Excess
\$245,479

- Based on projected district labor cost \$2,200,000.00
Actual = \$2,097,981.39