



Meramec Valley R-III School District Food Service Management Proposal



Food First
Customized Programs
Innovation in Our DNA
Compassionate Leadership

Agreement
No. 036-126



Proposal Submission

PROJECT NAME:

Meramec Valley R-III School District
Food Service Management Company
Agreement #036-126

DUE DATE:

May 16, 2025
@ 10:00 am

DISTRICT CONTACTS:

Meramec Valley R-III School District
Al Kirchofer
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126 North Payne Street
Pacific, MO 63069
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SFE POINT OF CONTACT:

Southwest Foodservice Excellence, LLC
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Director of Business Development
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Table of Contents & Scoring Criteria

Modeled in accordance to the specifications of Agreement #036-126

- | | | | |
|----------|---|-----------|--|
| 1 | Introduction | 8 | Personnel Management
15 Points |
| 2 | Executive Summary | 9 | Innovation
10 Points |
| 3 | Cost & Financial Proposal
20 Points | 10 | Promotion of the Food Service Program
5 Points |
| 4 | Service Capability Plan
10 Points | 11 | Involvement of the Students, Staff, and Patrons
5 Points |
| 5 | Experience & References
15 Points | 12 | Support for Missouri Farm to School
5 Points |
| 6 | Financial Condition/Stability, Business Practices
10 Points | 13 | Sample Menus |
| 7 | Accounting and Reporting Systems
5 Points | 14 | Required Documents |

Evaluation Criteria Summary

Evaluation Criteria	Proposal Highlights
<p>Cost and Financial 20 Points</p>	<p>A responsible cost reimbursable price that delivers on the RFP requirements:</p> <ul style="list-style-type: none"> ● See our pricing in Section 3.
<p>Service Capability Plan 10 Points</p>	<ul style="list-style-type: none"> ● SFE management team to include a Food Service Director ● Food Service Director receives support and training from Business Development, District Manager, Culinary Support Team, Nutritional Support Team, Finance Team, Human Resources, etc. ● 21-day menu cycle compliance with support from team of registered dietitians and nutritionists ● Establishing community partnerships and continuously seeking ways to connect with Meramec Valley R-III School District ● Communication plan for regular updates with Meramec Valley R-III School District Administration and Board ● Onsite operations team with corporate support to ensure successful growth of the program ● Transition plan; getting new employees started with a transparent and thorough plan
<p>Experience and References 15 Points</p>	<p>SFE brings the following experience to Meramec Valley R-III School District.</p> <ul style="list-style-type: none"> ● 20 years of Child Nutrition experience and serving School Districts ● Over 13 years of experience serving Missouri Child Nutrition Programs ● 14 district partnerships in Missouri ● Over 300 partners nationwide ● Over 180 million meals served annually
<p>Financial Condition/ Stability, Business Practices 10 Points</p>	<ul style="list-style-type: none"> ● SFE is a financially stable organization that is fully capable to support the financial responsibilities associated with this RFP and Scope of Work ● SFE is an honest, transparent partner with invoicing that clearly outlines charges and crediting, where applicable ● 2022 Finalist Better Business Bureau Torch Award for Ethics
<p>Accounting and Reporting Systems 5 Points</p>	<ul style="list-style-type: none"> ● SFE Financial and accounting systems are designed to provide the onsite team and our clients visibility and the ability to easily track and measure the districts program ● MEALS is designed to capture accounting and cost controls from our onsite management team
<p>Personnel Management 15 Points</p>	<ul style="list-style-type: none"> ● Onsite management team that has extensive experience ● Monthly training program to ensure associates are current and informed on critical safety and operational training topics ● Local, regional and corporate support structure that is easily accessible to support Meramec Valley R-III School District team ● Staffing Chart includes Meramec Valley R-III School District current Food Service Workers

Evaluation Criteria	Proposal Highlights
<p>Innovation 10 Points</p>	<ul style="list-style-type: none"> ● Committed to identifying solutions that drive participation, enthusiasm, and satisfied appetites ● SFE focuses on food first to create an exceptional experience for every student and supporting with programs like Future Foodies ● Meramec Valley R-III School District innovations include: In Cafeteria Decor: Our environmental branding includes eye-catching signage and appetizing displays of nutritious food being offered
<p>Promotion of the School Food Service Program 5 Points</p>	<ul style="list-style-type: none"> ● Comprehensive promotions calendar that provides food and celebration-based cafeteria monotony breakers every month ● Global Flavors program that incorporates multicultural featured recipes throughout the year ● Social and print media materials to share with students, parents and the community ● Nutrislice mobile menu app to drive program awareness and adoption
<p>Involvement of Student, Staff, and Patrons 5 Points</p>	<ul style="list-style-type: none"> ● We believe incorporating feedback from students and parents is imperative to ensure every student is heard, fed, and satisfied. ● We spend time analyzing bell and meal schedules to ensure efficiency in serving all students. ● We emphasize communication with parents, teachers, principals, and administration - offering additional programs that drive participation. ● Our environmental branding includes eye-catching signage and appetizing displays of nutritious food being offered. ● Community engagement and immersing ourselves in the Pacific area will be a top priority ● For our hands-on learners, Roving Chef puts them right in the kitchen alongside an SFE chef.
<p>Support Missouri Farm to School 5 Points</p>	<ul style="list-style-type: none"> ● Established Local Farms Relationships ● Menus designed around MO seasonality

Cover Letter

1



SFE, LLC
9366 E Raintree Dr.
Scottsdale, AZ 85260

May 16th, 2025

Al Kirchhofer
Chief Financial Officer
Meramec Valley R-III
School District
126 North Payne Street
Pacific, MO 63069

RE: Agreement #036-126

Dear Mr. Kirchhofer and Committee Members,

Thank you for the opportunity to share our vision for partnership with Meramec Valley R-III School District. We know a strong foodservice program is a linchpin for your district. We understand the critical role food plays in the academic and athletic performance of Meramec Valley R-III School District students and their success. We also believe strongly that staff need to be rewarded for the effort they put forth every day with a great meal. And we are thrilled for the opportunity to be the partner that brings Meramec Valley R-III School District's foodservice program to the next level.

At Southwest Foodservice Excellence (SFE), we fuel students to reach their highest potential through delicious, fresh-from-scratch meals and unmatched menu variety. We are passionate about great food and are led by chefs who know how to get students excited about eating at school. Our company was founded in Arizona in 2004 with the idea that student meals can BE better with a focus on great food, innovation and creating customized programs alongside a team of compassionate leaders.

We believe we are the best choice for Meramec Valley R-III School District, and here's why:

- **We are currently serving over 300 K12 partners across the nation**, including nearby Northwest R-I School District, where we have an incredible partnership.
- **We build custom programs** for each of our partners, and as we considered the RFP for Meramec Valley R-III School District, we heard it wasn't all about the price but an emphases needed to be placed on quality and variety.
- Our proposal includes initiatives based on **what is important to all key stakeholders as well as looking to the future** with Meramec Valley R-III School District's vision, values and community in mind.
- Our vision for your program not only embraces the Pacific community, but is geared around **enhancing the social, living and academic environment of Meramec Valley R-III School District**.

We are thrilled to share with you the following proposal developed exclusively for Meramec Valley R-III School District. With our passion for building great culinary experiences, our dedication to fueling hungry minds and our commitment to Missouri, we are prepared to move forward together to grow your program. As you read through, know that our program is flexible and adapted for you; however, we will always work together on recommendations and next steps.

We look forward to accomplishing great things together.

Sincerely,

Anne Wasinger
Director of Business Development
Email: anne.wasinger@sfellc.org
Phone: (913) 299-7004



Executive Summary

- ✓ A Food-First Approach
- ✓ Partnership Goals
- ✓ Focus on Finances
- ✓ What SFE Brings to the Table
- ✓ Perks of our Partnership
- ✓ Regional Support
- ✓ Innovation Baked In

At SFE, we have a passion for feeding students. With our custom food programs, we turn that passion into a reality. Your district has unique needs, and we're here to help you meet them.

2

The SECRET INGREDIENTS to OUR RECIPE

“

"We are proud to be a leader in revolutionizing child nutrition, and we look forward to bringing our fresh-from-scratch program to as many students as possible. For us, this remains a high calling."

– Chef Monty Staggs, CEO SFE



Why SFE?

SFE is uniquely prepared to partner with Meramec Valley R-III School District providing operational excellence while serving the delicious, quality meals your students and staff deserve.

Chef-Led, Chef-Run

We thoughtfully design and prepare each plate to nourish and satisfy the students we serve—guided by a belief in finding a way to please every palate.

Fresh-from-Scratch Quality

SFE's recipe collection includes fresh from scratch menu items that use locally sourced ingredients while limiting processed options.

Local Presence, National Resources

We look to establish partnerships in your community, and an infrastructure with unmatched, localized support.

Team Training & Development

We value your existing team and the knowledge they bring to the table, so we train and work alongside them to ensure program success.

Proven Participation

We've seen a consistent increase in participation with our previous partners, because our menus are inspired by the feedback of students.

Innovative Thinking

From mobile ordering to digital menus, we're committed to finding creative solutions for serving your students.

SFE brings seasoned expertise to your foodservice program, putting your goals within reach while making your jobs easier. Every change we make is aimed toward improving meal and customer service quality, expanding the current program participation, and increasing overall efficiency and performance.



Our singular focus is providing students with delicious meals that nourish and prepare them to learn. Why? Because this is our calling.

Let's do it together.

A Food-First Approach

Taste the Difference

Our focus is on providing your students exceptional food—each and every day. **As the foundation of our program, we ensure your students receive exceptional culinary experiences by focusing on:**



Superior Ingredients

Over

75%

of our available entrées are made from scratch.



Fueled by Feedback

We tailor our menus around what your students and staff tell us in surveys, student tastings, and other open lines communication.



Sealed by Support

Along with our on-site staff, we provide an off-site consultant and chef to help train and support your team.



Guided by Authenticity

Did we mention our CEO is a chef? It's the reason our program centers around great food.



Support That Matters

Our proposal includes a proposed quarterly schedule noting the SFE resources that will be supporting the Meramec Valley R-III School District. Our teams will leverage SFE's proven processes and industry best practices.

QUARTER 1:

Teams dedicated to Back-to-School Training

- ✓ CNOps
- ✓ Culinary
- ✓ HR
- ✓ Operations

QUARTER 2:

Teams focused on Mid-Year Financial Reviews and Operational Support

- ✓ Culinary
- ✓ Safety
- ✓ Finance
- ✓ Operations

QUARTER 3:

Teams assisting with End-of-Year Events, Presentations, and Client Success Meetings

- ✓ CNOps
- ✓ Culinary
- ✓ Marketing
- ✓ Operations
- ✓ Partnership Success

QUARTER 4:

Teams supporting the preparation and championing of onsite teams for a new school year

- ✓ CNOps
- ✓ Operations
- ✓ Executive Leadership Team

Regional and Business Operations Support



Culinary Team

SFE Chefs design your custom menus, working with our registered dietitians. They also provide food presentation and catering support.



Human Resources

Support provided to the local team includes: recruiting services, new employee onboarding, a staff management support tool, training, and development and recognition programs.



Health & Nutrition Team

This team is made up of Registered Dietitians and Nutritionists who work with our district partners to ensure the health and wellbeing of your students.



Finance Team

This team will support the district team with payroll services, invoicing, program analytics, and asset management.



Compliance & Quality Assurance Team

Both onsite and offsite audit support is provided to ensure that the district is successful throughout the process. They possess expert knowledge in USDA and state regulations regarding FSMCs, nutritional standards, commodity usage, and many other compliance related programs.



Marketing Team

This team will support your local onsite team with district newsletter content, menu graphics, and monthly promotional tools, as well as social media and community public relations guidance.

Your District, Your Voice, Your Program

Based on your feedback and information gathered through the pre-proposal meeting and RFP process, we have identified key areas that hold significance for Meramec Valley R-III School District. These areas provide focus as we build the vision for our future together.

Partnership Goal #1

Dedicated On-Site Food Service Director

Innovation: The Right Management Candidate

– At SFE, it always comes back to the people, and the **selection of your on-site Food Service Director** is one of the most important aspects of the Meramec Valley R-III transition. A hallmark of SFE is **creating true partnerships**. Your proposed management candidate will not only partner with Meramec Valley R-III staff and patrons, but with the community at large. Some of the ways your management candidate participates in community outreach and engagement and is a part of the community include:

Health Fairs – partnering with local professionals in health, wellness and nutrition sectors to connect the community with the local experts already there

Farmers Markets – bringing in local growers to be part of the district nutrition services and participate in our nutrition education program

Back to School events – being part of the community launch of one of the most exciting times of the year.

Your Food Service Director will be the face of the nutrition program and **create a buzz and excitement around a fresh, new and engaging program**. They will work with Meramec Valley R-III district administration to find innovative opportunities to increase participation. Some examples include adding food trucks, C-stores, coffee shops and more to the program. SFE is eager to grow our partnership!

When your district partners with SFE, you get a true partner focused on community engagement, district program performance and world-class service to your students.

SFE's comprehensive proposal is designed to support academic success, enhance menu options, improve line efficiency, and foster community engagement. Through our innovative initiatives, we aim to create a positive and enjoyable dining experience for K-12 students in Meramec Valley R-III School District.

Partnership Goal #2

Enhanced Nutrition Education

Innovation: Future Foodies - Harvest of the Month, Roving Chef, and Farmer Markets

– SFE believes that we have a tremendous responsibility to introduce new foods to students as well as **empower them to make healthy choices**. Teaching students about the foods they eat is as important as the foods themselves! We also know that learning is more impactful when you can utilize more of your five senses into the experience. When you can **see, smell, taste, and touch all aspects of healthy eating**, what you will hear is wonderful feedback from your students and your families! Future Foodies, **our award-winning Nutrition Education program**, provides learning opportunities such as interactive, hands-on cooking experiences with our "Roving Chefs," tastings of local produce with our Farmers Market and Harvest of the Month, and other opportunities to make healthy decisions outside of the school cafe. For those interested district sites, we also have a robust garden classroom curriculum that has been independently tested and proven to increase fruit and vegetable consumption and classroom and test performance. This can truly expand learning and nutritional awareness to the next level!

Please find on the next page a timeline for future plans for events and promotions for Meramec Valley R-III School District. We will work with district administration before finalizing plans for year one.



Future Meramec Valley Events

July

- Contract begins

August

- Breakfast and lunch for staff training days
- Welcome Back Breakfast - big buffet style breakfast for all returning district staff

September

- Monthly Board Meeting Dinners - dinner for School Board meetings
- Staff Special Lunches - bringing a SFE food trailer around each building to serve staff a special lunch

October

- Roving Chef - first Roving Chef of the year at Coleman Elementary
- Monthly Caterings continued
- Community Meetings Caterings - catering any Meramec Valley community events
- Halloween Themed Service Lines - at all locations

November

- Veteran's Day Breakfast - catering breakfast for all veterans in the Meramec Valley community
- Coffee and Conversations Meetings - these meetings are for community members to come and meet your Superintendent, Dr. Schwierjohn. These meetings can be spread across a few months of the year and can be held at any building. We provide snacks and refreshments
- SFE Thanksgiving Meals - our yearly Thanksgiving meal at each building
- Pop-Up Cooking Classes - A SFE Chef will conduct pop-up cooking classes at any Meramec Valley School that students can attend. An example of one of these classes would be a fruit cutting demonstration followed by creating fruit parfaits

December

- Holiday Themed Service Lines - at all locations
- Monthly Caterings continued
- Holiday Themed Community Meeting - hot chocolate and desserts are provided

January

- Community Meetings Caterings - showcase a charcuterie board
- Roving Chef - second Roving Chef of the year at Pacific Intermediate
- Monthly Wing Day - new chicken wings introduced to Riverbend Middle and Pacific High School students

February

- Monthly Wing Day continued
- Cooking Club with SFE Chef - cooking club that a SFE Chef and Dietitian attend
- Valentine's Day Themed Service Lines - at all locations
- Monthly Caterings continued

March

- Roving Chef - third Roving Chef of the year at Pacific High School
- Health Fair/Farmer's Market - featured at Riverbend Middle School and available to all students and the Meramec Valley community
- Menu Madness Rollout
- Monthly Board Meeting Dinners continued
- Holiday Themed Service Lines - at all locations

April

- Earth Day Promo - rolling out new vegan/vegetarian recipes
- Monthly Events continued
- Student Focus Groups - at all locations

May

- Fifth Grade Celebrations - serving the fifth graders a special lunch out of a SFE food truck to celebrate the end of their elementary careers
- District Retirement Dinner - a dinner to celebrate all of the district employees retiring that current year

June

- Roving Chef - a Roving Chef for all locations operating summer school during the month of June

Your District, Your Voice, Your Program

Partnership Goal #3

Fresh, Quality Food

Innovation: Fresh From Scratch Recipes

– SFE prides itself on being a **food first organization**. We are the only K-12 food service management company that has a Chef as our CEO. This means fresh from scratch recipes that produce quality food with amazing flavor. We know that Meramec Valley R-III wants what is best for the students and staff and our fresh from scratch cooking is just that. We work to have **less processed and frozen foods** and brining cooking back into the kitchens. It is what SFE does best. We have **over 3,000 recipes in our database** and we are constantly expanding that list and partnering with each individual district in creating recipes that fit their needs. We are hopeful that these fresh ingredients will elevate the program and get the students and staff excited to eat each day!

Partnership Goal #4

Fuel All Meramec Valley R-III Scholars

Innovation: Leveraging Student Surveys to Create Unique and Diverse Menus

– To enhance student experience and increase meal options, SFE plans to **leverage student surveys and taste tests**. This initiative ensures that the breakfast menu is tailored to students' preferences. When developing new meals and recipes, we pressure test every inch of our menu. That means inviting administrators and students to annual taste tests that showcase new entrees— where they'll be able to **taste, rate, and provide candid feedback** on any proposed changes to the menu. This process ensures official menu items are based on what students want to eat—**driving participation and reducing plate waste**. Asking our scholars what they want to eat raises participation because they were given a choice. Offering on-trend meals and a variety of meals will also increase participation

BEST BY: JAN 14 2022
CHOCOLATE FAT FREE MILK TO OPEN ▶

CHOCOLATE
FAT FREE
... MILK ...

REDUCED SUGAR** : REDUCED SODIUM**



BORDEN

... CHOCOLATE ...
FAT FREE MILK



Focus on Finances

It All Starts with Transparency

SFE is dedicated to providing a completely transparent partnership, which means a regular cadence of open communication. In fact, keeping our district partners updated on the progress of their program is one of our favorite parts of the job.

We're committed to ensuring you are always in the loop and have a clear understanding of program details, including:

- Monthly program and financial/invoice review with your district's representative, our General Manager, and Director of Area Operations
- Updates on new hires and outcomes of the transition process
- Procurement visibility including the use of name brand products throughout the menu.



600 Procurement
& Admin Reviews



Tested & Certified

SFE has completed over 600 procurement and administrative reviews across the nation, and the results speak for themselves.

Audit compliance is a priority for SFE. Our team of Registered Dietitians and Nutritionists are highly skilled and knowledgeable in working with State Agencies to ensure full program compliance. We are proud to say that through over 600 procurement and administrative audits, SFE has had minimal fiscal findings on behalf of the food service management company.

To that end, SFE has taken the step to make sure we keep these fiscal findings intact by making sure all support personnel diligently review your district's processes.

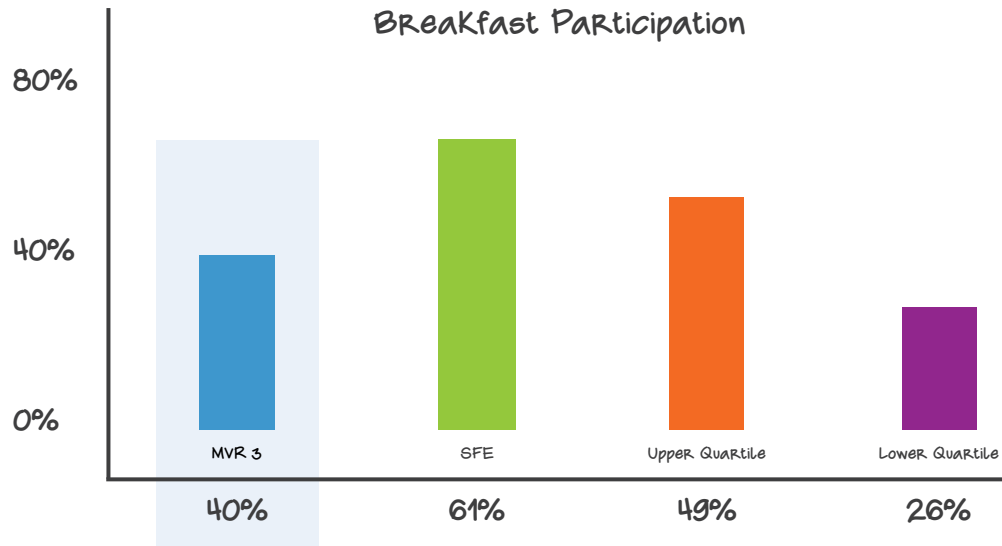


Audit Compliance
is a Priority for SFE

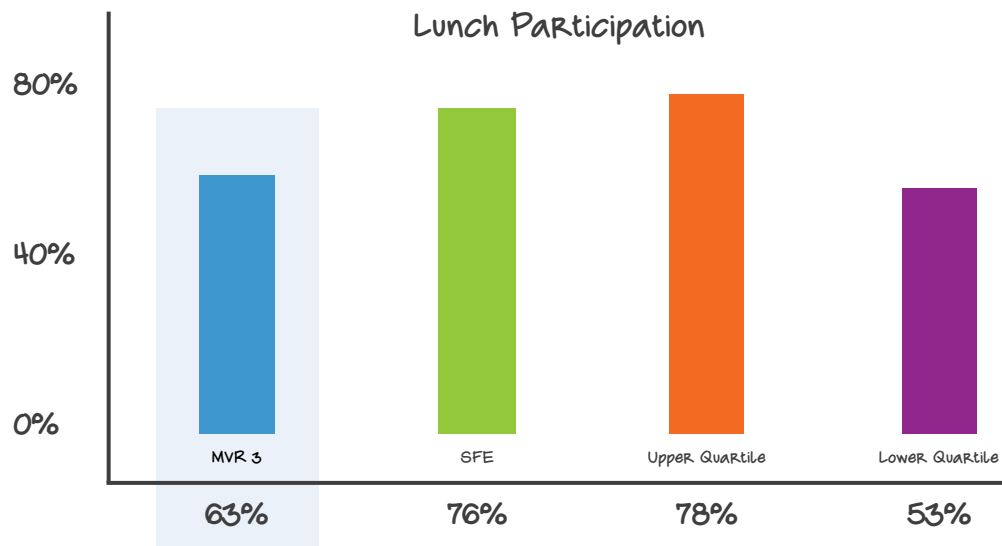
For additional information in this area, skip to the Personnel Management section.

Where Your District Stands Today

Student Participation; the sign of a strong, successful Child Nutrition Program



SFE has consistently shown participation at the highest levels with our district partners **across the country**.



Using the Institute of Child Nutrition data as a comparative baseline, your district has an opportunity to increase student participation both at breakfast and lunch. Our proposal is focused on engaging student participation through menu variety, food quality, employee productivity and community engagement.

What SFE Brings to the Table

Balanced Meals, Balanced Menus

SFE is powered by an industry-leading team of Chefs and Registered Dietitians. This allows us to offer the most innovative and robust programs—without sacrificing nutrition.

We are committed to delivering great tasting, balanced and nutritious meals that keep the students coming back for more.

And we know the best way to do this is to start with the highest food quality possible, which means:



A proprietary collection of **3000+** student-approved recipes



Chef-developed Recipes,
analyzed by our Registered Dietitians



Seasonal menus
from local suppliers

Scan to learn how SFE is partnering with local farms and communities to bring nutritious food to the cafeteria





Perks of our Partnership

Leading with Compassion

Like we always say: When you partner with SFE, you're family. And when it comes to the students and community we serve, we always advocate for those who need it most.

The past year has only emphasized what we already knew about school nutrition—that it's essential to children and our communities. We know a healthy meal isn't guaranteed in every school, so we take our responsibility seriously.

SFE applies the same level of commitment to ensuring a safe and happy work environment for the staff each day—treating everyone in the program with dignity and respect.

Lastly, our partnership extends beyond the classroom to support the overall health and wellness of the entire community.



Safety is a Priority

SFE ensures safe and happy work environment for staff each day



Support that Drives Results

SFE knows that strong management is the only way to deliver on your district's goals, so that's exactly what we put in place.

Operational expertise is only as strong as the support around it, and we always make sure our partner districts are set up for success.



Our recommended on-site, Regional, and National Support teams have been included in this proposal.

Best-In-Class Training & Development

All SFE team members receive extensive training and continued development opportunities. Our best-in-class, hands-on training programs have been developed by industry-leading chefs, Registered Dietitians and Human Resource experts.

As part of our onboarding program, we ensure your team is seamlessly transitioned.

Training includes:

- Food and Physical Safety
- Culinary and food preparation techniques
- Front of house and back of house culinary techniques
- Food presentation
- Production record and recipe compliance
- Customer service
- Product merchandising
- Required USDA and state agency training

Further details on our training and transition programs can be found in our Personnel Management and Service Capability sections.

It's All About the People

We cannot do this without your current staff. That's why we focus on building a team culture that truly values:

- Diversity
- Accountability
- Development

Once you become an SFE partner, it's all about working together to ensure that every student is well nourished and ready to learn.



Hannah Magee

Our Proposed Food Service Director

With more than a decade of experience in hospitality, marketing, and management, Hannah Magee excels at blending exceptional service with strategic profitability. Known for her dedication to tackling challenges head-on, Hannah has successfully led multiple businesses, bringing a results-driven mindset and a passion for excellence to every team she joins.

Hannah joined the SFE team as a Kitchen Manager and successfully managed a diverse team with varying levels of experience and skills. She increased the number of reimbursable meals sold to an average of over 650 per day for our School Districts, with ten school days reaching 675-700 reimbursable meals. She quickly mastered the administrative aspects of the role, including monthly inventory, production records, and weekly ordering. Hannah's proven Leadership and Management skills make her the perfect Food Service Director for Meramec Valley R-III School District!

Regional Support



Fred Ellis

Senior Director of Operations

Fred Ellis possesses a wealth of experience, having dedicated over 24 years to a career in foodservice, spending the last two decades focused on driving operational excellence in K-12 nutrition programs. In addition to his operational expertise, Fred holds a bachelor's degree in marketing and has a unique talent for crafting innovative marketing programs that enhance student participation.

Fred has held various leadership roles at ARAMARK, including Director of Foodservice Operations, District Manager, and General Manager. He has built a reputation for consistently expanding participation. Most recently, in the Great Lakes and West regions, which included managing the support structure for a total managed volume of \$27.5 million and \$1.6 million in frontline contribution.

In his current leadership position with SFE, Fred supports 14 district programs spanning six states, contributing to a revenue exceeding \$50 million. He has been instrumental in guiding his team to achieve the highest levels of operational excellence and fostering strong client relationships. Fred is known for his integrity and ability to inspire and engage frontline staff, encouraging them to consistently deliver top-tier service and professionalism.



Mike Butler

District Manager

Mike Butler's career in foodservice began in the steakhouse and buffet industry, where he dedicated 24 years to contract foodservice management. Before joining Southwest Foodservice Excellence (SFE), he served as a District Manager with Compass Group for a decade, overseeing business and industry operations in Illinois and Missouri.

In 2013, Mike began his career with SFE as the Director of Food and Nutrition for St. Louis Public Schools. Over the past decade, Mike has significantly expanded his district partnerships. Currently, he supports 120 schools and serves meals to more than 50,000 students daily across Missouri, Indiana, and Oklahoma.

As the District Manager, Mike collaborates closely with onsite management to ensure SFE's nutritious and delicious meals reach as many students as possible while also achieving operational efficiencies and financial growth. He takes pride in his strong community connections, enabling the introduction of innovative projects to districts, including farmers, markets, mobile chefs, convenience stores, and recycling initiatives.



Steve Hill
Executive Chef

SFE

SFE

Culinary, Nutrition & Compliance Support



Chef Stacy Wiroll

Director of Culinary Development

Chef Stacy comes to SFE following over a 20-year career within operations and culinary developments. In her roles, she has driven innovation and implemented new programs and concepts within multiple segments of the hospitality industry including Higher Education, Business Dining and Healthcare. Continually motivated by a desire to make an impact and in her current role as Director of Culinary Development, she is focused on delivering nutritious, delicious meals to the students we serve, helping them to be their best.



Rachael Lindstrom

Director of Compliance

Before her role at SFE, Rachael served over five years as a manager, implementing food safety regulations, policies and procedures, and employee safety. With a BS in Nutritional Sciences and Registered Dietitian designation, Rachael joined the SFE team in 2015 as a Nutrition Coordinator for Sunnyside School District. **In this role, she helped to plan and execute district menus, ensuring adherence to all USDA regulations and providing additional technical assistance where needed within school district operations.** Due to these and other successes, Rachael then served as Associate Director of Health & Nutrition for regional compliance.

As our Director of Compliance, Rachael leads her team in creating and implementing training materials, performing on-site reviews to evaluate ongoing compliance, and providing technical assistance across multiple operations and school districts.

Innovation Baked In

Innovation in Our DNA

Complex problems call for innovative solutions, which is precisely what we've developed alongside our partners and industry experts.

From recipe development to service models, innovation impacts every decision we make. It allows us to work closely with your community, give hands-on training to your staff, and apply the latest in culinary techniques to your program.

Some of the ways we've brought this innovation to other districts include:

- BBQ smokers and homemade tortilla makers to bring fresh flavors to the cafe
- Convenience stores and coffee shops to create retail-inspired dining for students
- Partnering with leading companies to bring plant-based proteins to the center of our students' plates.



Read more about specific innovation plans for your district later in this proposal.



Innovation that Drives Growth

Meramec Valley R-III School District is no stranger to innovation. Your dedication to serving the surrounding community with events, programming, and training services that continue to change as you embrace local traditions, meet local needs, and reflect local culture is something we share.

SFE adds value with the tools and technology to make nourishing your community a seamless endeavor. Whether using the **SFE To Go App** or on-site digital menus—we keep your students, faculty, and staff connected with what's on the menu.

Industry-Leading Ideation

SFE operates on the edge of what's next. We were first to roll out food trucks to campuses, which expanded service capability and variety. Then we adopted mobile ordering, seeing the value in using technology to reduce wait times within the ordering experience.

We're always looking for ways to not only adapt, but seek opportunities to optimize and innovate.

Cost & Financial Proposal

- ✓ Our Belief in Budget
- ✓ Sweetening the Pot
- ✓ Financial Solution and Benefits
- ✓ Bid Sheet and Labor Schedule

Our approach to costs is reflective of the transparency baked into our entire business—where every inch of our budget is designed to drive student participation and satisfaction.

3

Our Belief in Budget

Our Belief in Budget

It all starts with GREAT food, GREAT service, and a GREAT appreciation for the students and staff we serve.

At SFE, we believe in holding ourselves to the highest possible standard across our entire operation—and that includes our budget. While we maintain our commitment to controlling costs and increasing revenue, our budget aims to serve the highest quality meals each and every day.

How can a district properly gauge they are getting the best value at the best cost? We like to consider the following factors:

- Food quality and variety
- Employee morale and support
- Administrative support
- Student satisfaction
- Quality control & safety
- Dietetic support
- Marketing
- Community involvement
- Nutrition education
- Customer service
- Financial transparency

We know we are the best value for your district because we provide a superior service that includes:

- On-Site Service
- Nutrition and Menu Planning Operations
- Operations
- Quality Assurance and Compliance Operations
- Human Resources
- Finance
- IT
- Marketing
- Legal & Safety
- Staff Training and Development

When it comes to building budgets and earning your business, we don't compromise our company's mission to provide students with the highest quality nutrition and taste. With that in mind, we have structured your budget to ensure we can deliver on desired financial results.



A Side of Innovation

Sweetening The Pot

In the spirit of innovation and student participation, we have an entire menu of program enhancements available to add to your district's budget. Designed to surprise and delight your students, each of these are guaranteed to exceed expectations and drive satisfaction across campuses.

- **Food Trucks:** As an answer to long lines and service monotony, our food trucks allow students to enjoy the same nutrition and quality without the confines of the cafeteria.
- **Digital Marketing:** When it comes to building some buzz around lunch, our digital marketing kit provides “plug and play” solutions for driving student appetites.
- **Cafe Signage and Decor:** Nothing turns students off faster than a café devoid of personality, and our signage packages ensure your lunch location is the place to be.
- **Tortilla Maker:** Fresh tortillas have proven to be an instant game-changer—providing students with lunch experiences they'll tell their friends about.
- **Roving Chef Mobile Education Kitchen:** Creating lifelong healthy eaters goes beyond the cafe. The Roving Chef Mobile Education Kitchen puts student side-by-side with SFE chefs to learn how to slice, dice and prepare their own delicious meals!



Financial Solutions and Benefits

Serving Up A Surplus

Our financial forecasts are rooted in years of experience—making our guarantees attractive and attainable. We know, because we've done this before.



Financial Guarantee: \$150,000
Total Financial Surplus: \$218,697



Administrative & Management Fees

FEE TYPE

Administrative Fee	\$0.092 Per Meal
Management Fee	\$0.041 Per Meal

Bid Sheet

FSMC INFORMATION – (FSMC COMPLETE PAGES 10-13)

Cost + Fee Financial Agreements

FSMC COMPLETE THE BELOW INFORMATION

The financial arrangements between the LEA and FSMC for the management of the school food services are as follows, please select one of the following options:

Option A

The cost to the LEA per meal served during the 2025-2026 school year for the administrative fee will be:	\$0.092
The cost to the LEA per meal served during the 2025-2026 school year for the management fee will be:	\$0.041
The meal equivalent factor for the 2025-2026 school year will be: (State Mandates factor)	5.13

Option B

The cost to the LEA on a flat-fee monthly basis during the 2025-2026 school year for the administrative fee will be:	
The cost to the LEA on a flat-fee monthly basis during the 2025-2026 school year for the management fee will be:	
The meal equivalent factor for the 2025-2026 school year will be: (State Mandates factor)	

The administrative fee and management fee will be subject to the percent change in the Consumer Price Index for All Urban Consumers- US City Average- Food Away from Home from May of the previous year to May of the current year, made at the time of contract renewal. The specific CPI used will be published in Federal Register Notice, Department of Agriculture, Food and Nutrition Service, National School Lunch, Special Milk, and School Breakfast Programs, National Average Payments/ Maximum Reimbursement Rates. The SA mandates the meal equivalent factor.

Labor Schedule

LABOR WORKSHEET						
To be completed by the FSMC for FSMC employees pay rates for the school year.						
Site or School	Employee	Job Title	Hourly Rate (\$)	Daily Hours	Number of Days Paid	Total Annual Wage (\$)
Management		Food Service Director				
LABOR WORKSHEET						
To be completed by the FSMC for FSMC employees pay rates for the school year.						
Site or School	Employee	Job Title	Hourly Rate (\$)	Daily Hours	Number of Days Paid	Total Annual Wage (\$)
Coleman Elementary	SFA	Food Unit Lead	\$ 29.18	8	173	
Coleman Elementary	SFA	Cook	\$ 21.82	6	173	
Coleman Elementary	FSMC	FSW	\$ 17.04	5.75	173	
Dorris Hoffman Early Learning Center	SFA	Food Unit Lead	\$ 26.43	8	173	
Dorris Hoffman Early Learning Center	FSMC	FSW	\$ 18.81	4.5	173	
Nike Elementary	FSMC	Manager	\$ 17.80	8	173	
Nike Elementary	FSMC	FSW	\$ 17.47	7	173	
Pacific High School	FSMC	Manager	\$ 17.80	8	173	
Pacific High School	FSMC	FSW	\$ 17.08	7	173	
Pacific High School	FSMC	FSW	\$ 17.51	8	173	
Pacific High School	FSMC	FSW	\$ 21.31	4.5	173	
Pacific High School	FSMC	FSW	\$ 17.08	5	173	
Pacific High School	FSMC	FSW	\$ 17.04	5	173	
Pacific High School	FSMC	FSW	\$ 16.25	5	173	
Pacific Intermediate	FSMC	Manager	\$ 18.25	8	173	
Pacific Intermediate	FSMC	FSW	\$ 17.07	7.5	173	
Pacific Intermediate	FSMC	FSW	\$ 18.84	7	173	
Pacific Intermediate	FSMC	FSW	\$ 17.04	5	173	
Pacific Intermediate	FSMC	FSW	\$ 18.85	4	173	
Riverbend Middle School	SFA	Food Unit Lead	\$ 26.43	8	173	
Riverbend Middle School	SFA	Cook	\$ 22.92	5.75	173	
Riverbend Middle School	FSMC	FSW	\$ 16.25	5.5	173	
Riverbend Middle School	FSMC	FSW	\$ 18.84	6.5	173	
Riverbend Middle School	FSMC	FSW	\$ 17.06	5	173	
Robertsville Elementary	FSMC	Manager	\$ 18.25	8	173	
Robertsville Elementary	FSMC	FSW	\$ 18.25	7	173	
Zitzman Elementary	FSMC	Manager	\$ 17.04	4	173	
Zitzman Elementary	SFA	Cook	\$ 22.92	5.5	173	
Zitzman Elementary	FSMC	FSW	\$ 18.25	7	173	
Zitzman Elementary	FSMC	FSW	\$ 17.04	6	173	
Zitzman Elementary	FSMC	FSW	\$ 17.04	4.5	173	
Admin Assistant	FSMC	Admin Assistant	\$ 26.27	8	173	
Admin Assistant	FSMC	Admin Assistant	\$ 23.49	8	173	
Sub	FSMC	FSW				
Sub	FSMC	FSW				
Sub	FSMC	FSW				
Sub	FSMC	FSW				
Total Labor						\$ 788,783.00
Retirement						
Substitute Pay						

*Individual Wages Will Be Finalized Upon Hire

Assumptions & Conditions

Schedule of LEA Terms for FSMC Guarantee

The Guarantee shall be contingent upon the following conditions and assumptions as detailed in the RFP and as otherwise agreed upon between the parties remaining in effect for any applicable year. In the event that the conditions and assumptions do not remain in effect for the applicable year, the FSMC may reduce its reimbursement to the LEA by an appropriate amount.

FSMC/Proposer submits the following as a guarantee in connection with its Proposal for RFP# 036-126

Surplus:

For the 2025-2026 School Year, FSMC proposes that the LEA's gross receipts shall exceed the total operating costs of the food service program by \$150,000 in the current year, based on the budget submitted in connection with the RFP (the "Guarantee"). In the event of a shortfall in the Guarantee, the FSMC agrees to reimburse the LEA for said shortfall, up to an amount not to exceed the management fee.

Service Capabilities

- ✓ Your Proposed Team
- ✓ Regional Support
- ✓ Our Service Capabilities Story
- ✓ Chef-Led Leadership
- ✓ Expertise Across the Board
- ✓ Transitioning with Purpose
- ✓ Sample Transition Plan

SFE has established proven service processes that allow us to provide exceptional culinary experiences. Your local team will be trained to deliver on this commitment—every single day.

4

WORKING TOGETHER AS ONE

Service Capabilities

Proven Flexibility, Proven Programs

From the beginning, SFE has delivered the most innovative, on-trend culinary experiences to K-12 schools. We've since taken our approach to over 300 partners across the nation. From large urban districts to smaller, rural districts—we embrace the unique challenges that come with a wide range of partners, and proudly serve each of them. Our program has proven to be flexible, nimble, and grounded in the needs of your specific students.

Community as a Capability

Rather than taking a top-down approach to service, SFE believes service begins in your community. Starting with your onsite team and leadership, we will ensure your program is supported by regional experts in culinary, compliance, and quality assurance. Your local and regional team will also receive full support from our corporate HR, procurement, safety, finance, research and development. Partnering with SFE gives Meramec Valley R-III School District a full arsenal of resources, so we can customize the right program for your students.

In this section you will:

1. Meet your onsite and regional support team
2. Meet our leadership team
3. See our vision for a successful transition



Your Proposed Team



Onsite Team

At SFE, it always comes back to the people. And the selection of your onsite team is one of the most important aspects of your transition.

SFE Proposed Onsite Team:

- Food Service Director
- Current Hourly Employees

Your Food Service Director will also receive support and training from:

- Director of Business Development
- District Manager
- Senior Director of Area Operations
- Culinary Support Team
- Nutritional Support Team
- Finance Team
- Human Resource Team
- Safety & Risk Management Team
- Quality Assurance & Compliance Support Team

This support team, in conjunction with your local management team, designs a custom foodservice program to fit your needs.



Regional Support





Anne Wasinger

Director of Business Development

Anne Wasinger is a proud graduate of Arizona State University, having earned her degree in Marketing with a specialization in Professional Sales from the W.P. Carey School of Business. Her journey with SFE began in 2021 when she joined as a Business Development Intern. Anne's exceptional skills and dedication as an intern led to her appointment as an Associate Director of Business Development in 2023. With a solid background in sales spanning five years, including experience in retail and as a lighting consultant, Anne brings industry knowledge and expertise to her role.

Anne resides in Kansas City, Missouri. She's a devoted fan of the Chiefs and enjoys exploring the city's many exciting attractions. During her free time, Anne enjoys going for runs and trying out new restaurants.



Fred Ellis

Senior Director of Operations

Fred Ellis possesses a wealth of experience, having dedicated over 24 years to a career in foodservice, spending the last two decades focused on driving operational excellence in K-12 nutrition programs. In addition to his operational expertise, Fred holds a bachelor's degree in marketing and has a unique talent for crafting innovative marketing programs that enhance student participation.

Fred has held various leadership roles at ARAMARK, including Director of Foodservice Operations, District Manager, and General Manager. He has built a reputation for consistently expanding participation. Most recently, in the Great Lakes and West regions, Fred managed 14 onsite managers responsible for 27 K-12 foodservice accounts across two states. This included managing the support structure for a total managed volume of \$27.5 million and \$1.6 million in frontline contribution.

In his current leadership position with SFE, Fred supports 14 district programs spanning six states, contributing to a revenue exceeding \$50 million. He has been instrumental in guiding his team to achieve the highest levels of operational excellence and fostering strong client relationships. Fred is known for his integrity and ability to inspire and engage frontline staff, encouraging them to consistently deliver top-tier service and professionalism.



Mike Butler

District Manager

Mike Butler's career in foodservice began in the steakhouse and buffet industry, where he dedicated 24 years to contract foodservice management. Before joining Southwest Foodservice Excellence (SFE), he served as a District Manager with Compass Group for a decade, overseeing business and industry operations in Illinois and Missouri.

In 2013, Mike began his career with SFE as the Director of Food and Nutrition for St. Louis Public Schools. Over the past decade, Mike has significantly expanded his district partnerships. Currently, he supports 120 schools and serves meals to more than 50,000 students daily across Missouri, Indiana, and Oklahoma.

As the District Manager, Mike collaborates closely with onsite management to ensure SFE's nutritious and delicious meals reach as many students as possible while also achieving operational efficiencies and financial growth. He takes pride in his strong community connections, enabling the introduction of innovative projects to districts, including farmers, markets, mobile chefs, convenience stores, and recycling initiatives.



Hannah Magee

Our Proposed Food Service Director

With more than a decade of experience in hospitality, marketing, and management, Hannah Magee excels at blending exceptional service with strategic profitability. Known for her dedication to tackling challenges head-on, Hannah has successfully led multiple businesses, bringing a results-driven mindset and a passion for excellence to every team she joins.

Hannah joined the SFE team as a Kitchen Manager and successfully managed a diverse team with varying levels of experience and skills. She increased the number of reimbursable meals sold to an average of over 650 per day for our School Districts, with ten school days reaching 675-700 reimbursable meals. She quickly mastered the administrative aspects of the role, including monthly inventory, production records, and weekly ordering. Hannah's proven Leadership and Management skills make her the perfect Food Service Director for Meramec Valley R-III School District!

Blueprint For Success

Upon completing a successful transition, FSDs will be able to access SFE's proprietary SOP, Blueprint. It was developed to provide Food Service Directors and their management teams a one-stop shop for all resources, checklists, and essential resources to operate a successful program at their fingertips.

SFE experts maintain and refresh the Blueprint to provide the most up-to-date information for FSDs. It provides an extensive checklist for success by outlining daily, weekly, monthly, quarterly, and yearly tasks.

Each task identifies the action, how to complete it, and who to contact if more support is needed. The Blueprint reduces administrative burdens, connects your FSD with SFE Experts, ensures our operations are physically safe, serves wholesome meals that are fully compliant, and elevates the success of our FSD in delivering our brand standards.



Blueprint Interface



Proposed Staffing Chart

LABOR WORKSHEET						
To be completed by the FSMC for FSMC employees pay rates for the school year.						
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Management		Food Service Director				
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Admin Assistant	FSMC	Admin Assistant	\$ 23.49	8	173	
Sub	FSMC	FSW				
Sub	FSMC	FSW				
Sub	FSMC	FSW				
Sub	FSMC	FSW				
Total Labor						\$ 788,783.00
Retirement						
Substitute Pay						

*Individual Wages Will Be Finalized Upon Hire



Job Description

Food Service Director

Summary

Oversees and coordinates the planning, organizing, training, and leadership necessary to achieve stated objectives in sales, costs, employee retention, customer service, food quality, cleanliness, and sanitation. Ensures all students, staff, and parents feel welcome and are given responsive, friendly and courteous service at all times.

Responsibilities

- Ensures that all food and products are consistently prepared and served according to the recipes, portioning, and cooking standards of SFE.
- Creates a positive and productive working environment.
- Achieves company objectives in appearance of facility through training of employees.
- Makes employment and termination decisions, supervises, and evaluates subordinate employees.
- Continually develops staff in areas of managerial and professional development.
- Oversees and ensures SFE policies for employee performance appraisals are followed and completed on a timely basis.
- Knowledgeable and complies with SFE policies regarding personnel. This includes prompt, fair, and consistent corrective action for violations of company policies, rules, and procedures.
- Understands and complies with all applicable federal, state, county and municipal laws, regulations, and rules, including those that pertain to health, safety and labor in regard to SFE and district employees, customers, and operations.
- Exercises sound judgment and discretion with respect to any matter not specifically addressed by company policies.
- Schedules labor as required by using M.P.L.H. (Meals Per Labor Hour) while ensuring that all positions are staffed as needed and labor cost objectives are met.
- Controls cash and other receipts by adhering to cash handling and reconciliation procedures in accordance with SFE and the district's policies and procedures.
- Ensures that operations follow sound financial practices, complies with applicable legal requirements, and conforms with established practices.
- Holds monthly manager meetings ensuring that all schools are getting the information needed to meet the objectives of SFE and the district.
- Develops, plans, and executes SFE marketing and promotional activities.
- Conducts yearly satisfaction surveys of district administration and students.
- Responsible and accountable for all activities and operations related to the site assigned within the scope of this position.
- Prepares and submits all required forms, reports, and schedules in a timely manner.
- Other duties, as assigned.

Qualifications

Bachelor's Degree with an academic major in a related field, preferred

3+ years of foodservice experience, school foodservice preferred.

Basic knowledge of Microsoft: Word, Excel, Publisher, and Outlook.

Valid drivers license and current auto insurance

Job Description

Food Service Worker

Summary

Provides support to the foodservice department at assigned location. Has specific responsibilities for preparing and serving food to students and other personnel while maintaining safe and sanitary conditions.

Responsibilities

- Prepares and cooks food according to standardized recipes, production records, and Kitchen Lead, General Manager of Foodservice, and/or other onsite/visiting management instruction.
- Serves meals to students, staff, parents, etc. and ensures lines are stocked.
- Ensures the quality of prepared food based on SFE standards and mandated health standards.
- Maintains equipment, serving utensils, storage areas, food preparation, and serving areas in a sanitary condition.
- Inventories food, condiments, supplies, etc.
- Assists with receiving, checking temperatures, and putting away deliveries.
- Ensures kitchen sanitation through dish washing, sweeping, mopping, sanitizing work/prep/serving stations, dusting, etc.
- Merchandises food and beverage items according to SFE standards.
- Follows all safety protocols.
- Cross-trains in all roles of the cafeteria and fills in when needed to ensure staff coverage and smooth service (i.e. cashiering).
- Other duties as assigned.

Qualifications

- Ability to safely and properly operate commercial kitchen equipment.
- Sensitivity and respect for diverse groups situations.
- Ability to obtain a food handler's card within 2 weeks of hire.
- Successful completion of background check/clearance.
- Ability to adhere to safety practices.
- Ability to read and follow recipes.
- Basic cooking and cleaning skills.



Proposed Food Service Management Candidate



Hannah Magee

About

With more than a decade of experience in hospitality, marketing, and management, Hannah Magee excels at blending exceptional service with strategic profitability. Known for her dedication to tackling challenges head-on, Hannah has successfully led multiple businesses, bringing a results-driven mindset and a passion for excellence to every team she joins.

Professional Experience

Kitchen Manager

SFE 2024 - Present

- Supported SFE and the PCR-3 School District during a 2024 state audit, receiving positive feedback about the team's performance.
- Successfully managed a diverse team with varying levels of experience and skills.
- Increased the number of reimbursable meals sold to an average of over 650 per day, with ten school days reaching 675-700 reimbursable meals.
- Quickly mastered the administrative aspects of the role, including monthly inventory, production records, and weekly ordering.

General Manager

Weston Wine Company, Royal Deluxe Cocktail Lounge, Weston Stagecoach 2017 - Present

- Led a team of 12+ employees, overseeing scheduling, payroll, HR functions, and comprehensive staff training.
- Directed all marketing initiatives, event planning, and promotional campaigns, resulting in a 102% revenue increase over three years.
- Played a hands-on role across operations, including bartending, serving, hosting, and food preparation in diverse service environments.
- Managed inventory, ordering, and production processes with a strong focus on cost control and efficiency.
- Applied creative problem-solving daily to seamlessly manage the simultaneous operations of three distinct businesses.

**Additional
Experience**

Marketing Coordinator
eShipping 2015 - 2017

Project Manager
Zillner Advertising, Propoganda3 2013 - 2015

Education

Bachelor of Arts, Public Communication
Minors: Business, Political Communication
Truman State University (2009 - 2013)

Associate's Degree, Hospitality Management
Johnson County Community College (2022 - Present)

Certifications

ServSafe Manager Certificate
Platte County Food Handlers Permit

Skills**Leadership & Management**

- Business Development
- Team Leadership & Motivation
- Training & Development
- Performance Evaluation

Financial Management

- Profit & Loss Analysis (P&L)
- Financial Forecasting
- Cost Control & Reduction
- Vendor Negotiations
- Marketing & Branding
- Social Media Management
- Content Creation
- Brand Development
- Campaign Planning &
- Execution

Customer Experience

- Customer Retention Strategies
- Upselling & Cross-Selling
- Complaint Resolution
- Guest Experience
- Enhancement

Operations & Logistics

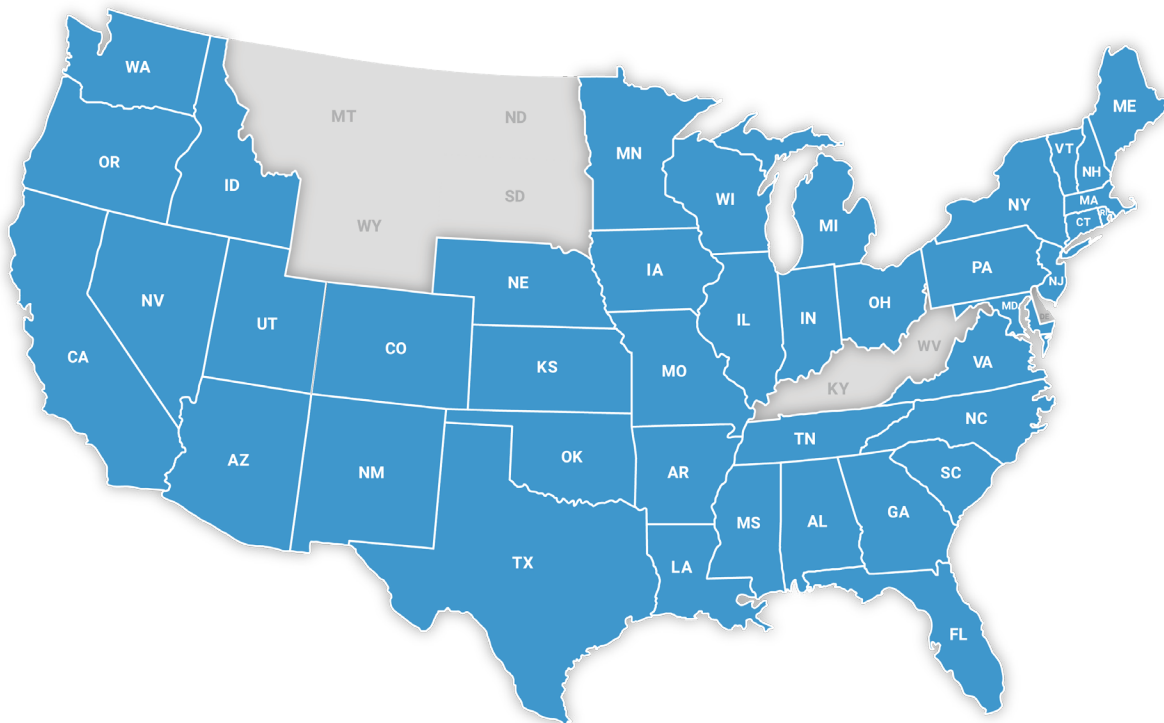
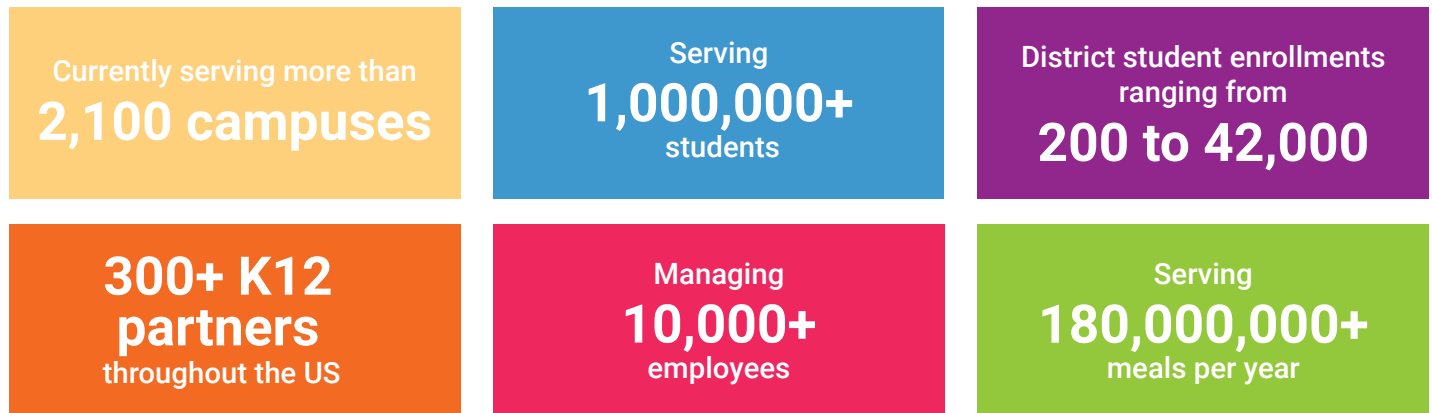
- Event Planning & Coordination
- SOPs Development
- Compliance & Safety Standards
- POS Systems Management
- E-commerce Integration

Our Service Capabilities Story

A Growing Vision

We are a unique breed of foodservice management experts, guided by culinary expertise and united by a shared calling—to nourish students through delicious food. More than 75% of the meals within our recipe collection take our fresh-from-scratch approach, include restaurant-style concepts and completely customized to fit your district. We deliver this promise by rolling up our sleeves and working directly alongside your team.

We operate and pursue business in 38 states.





Supporting That Vision

SFE provides district partners with the best and most flexible support. To maintain this level of service, our leadership team visits schools regularly, interacting with students, cafeteria staff, and administration. We consider this dedication vital to the success of our partnership.

How do we stay sharp?

SFE has an extensive pool of management talent experienced in every aspect of campus food service, including:

Onsite culinary and food presentation training

Exacting nutrition standards and menu audits

Interactive meetings with student focus groups

Onsite food safety and sanitation quality control

Customer satisfaction surveys for students, staff, and administrators

Strict audit and accounting controls

Regular employee welfare and benefit meetings

Employee career development

Scheduled board reports

Onsite marketing and merchandising

Positive working relationships with county health departments



On-site
Culinary Training

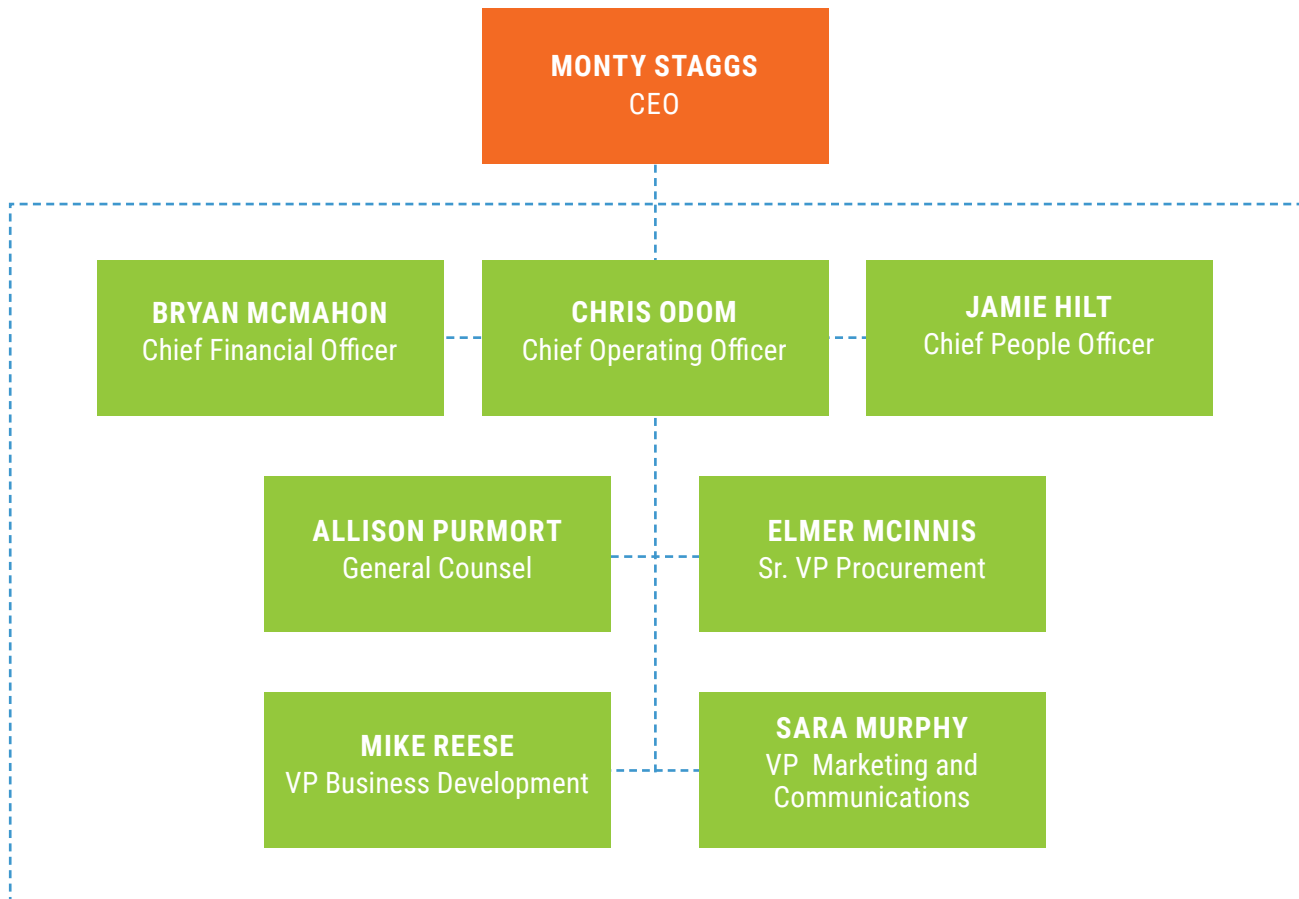


Employee Mentoring
Program



Focused on
Feedback

Executive Organizational Chart



Our Executive Leadership Team



Monty Staggs

Chief Executive Officer

Chef Monty Staggs, a Johnson and Wales graduate, brings over 25 years of culinary, food manufacturing and distribution experience to his CEO role at SFE. Chef Monty began his culinary career in fine dining, eventually serving as a corporate executive chef, as well as a leader of corporate research and development for fast-growing restaurant chains. In addition, he has held management leadership positions in the food manufacturing industry, specializing in the development and commercialization of new products for top-200 U.S. chain restaurant groups.

In 2012, Chef Monty brought this rich experience to SFE through his roles as Co-President and Chief Innovation Officer for the company. Promoted in 2019 to his current position of Chief Executive Officer, he continues to bring leadership to SFE in its mission to bring an exceptional dining experience to K-12 students through custom, culinary-based district partnerships. He also leads the company's strategic and cultural initiatives to support healthy, sustainable company growth.



Chris Odom

Chief Operating Officer

As the Chief Operating Officer, Chris brings over two decades of comprehensive operational expertise to the table. With 14 years dedicated to SFE and a rich background encompassing various facets of school business operations, including food service management, accounting & finance, procurement, warehousing & distribution, and beyond, Chris is well-versed in navigating the complexities of school business organizational efficiency. Throughout Chris's tenure, he has consistently demonstrated a keen ability to optimize processes, streamline workflows, and drive strategic initiatives to fruition, all while maintaining a steadfast commitment to operational excellence and delivering upon value propositions for our partners.

In Chris's leadership capacity, he has successfully spearheaded initiatives that have not only enhanced operational efficiency but also significantly contributed to the overall success and growth of the organization. His deep-rooted understanding of school business operational intricacies, coupled with his penchant for innovation and forward-thinking, positions him as a trusted leader capable of navigating challenges and seizing opportunities in today's dynamic food service challenges. With a proven track record of delivering results and a passion for driving impactful change, Chris is poised to help lead the team in building a lasting partnership with you.



Bryan McMahon, CPA

Chief Financial Officer

As Chief Financial Officer of SFE, Bryan leads and directs the company's finance and accounting activities. He plays a key role in business operations and joined the company with the mandate to provide best-in-class finance, accounting, and business decision support.

Bryan is a finance and accounting executive with 25 years of progressive and uniquely varied experience within several industry verticals. Prior to joining SFE, he was Chief Financial Officer of business-to-business service, consumer products, manufacturing, and distribution companies. He also led finance and accounting activities for a Fortune 300 corporation's supply chain and logistics function. He holds a Bachelor of Science Degree in Accounting from Indiana University, where he was an Evans Scholar, and is a Certified Public Accountant.

Outside of work, Bryan enjoys staying active with youth sports, running, playing golf, and dedicating time and resources to worthy causes such as Arizona Foster Care and Adoption, the Western Golf Association, Boys Hope Girls Hope of Arizona, and the American Cancer Society.



Jamie Hilt, MSM

Chief People Officer

Jamie Hilt brings over 20 years of leadership in business/retail/and HR. Since joining SFE, she has improved talent development for our leaders and has introduced a succession planning process to position SFE for success as its growth has accelerated.

Jamie is passionate about keeping SFE compliant to government rules and regulations, as well as about instilling this mindset into our company culture. Along with helping to improve company processes and policies to support team effectiveness and engagement, she is focused on maintaining the highest degree of discretion in dealing with employee issues. She prides herself on her emotional intelligence, her customer service, her action-oriented approach, and her ability to strategically partner with Senior Leadership to accomplish company goals.

Jamie and her team of highly competent Payroll and Benefits analysts continue to build competitive compensation packages, as well as strategic benefits packages for new and existing SFE employees. She has implemented an improved recruiting process to help support our ever-growing needs for high level, competent leadership in our school programs.



Mike Reese

Vice President of Business Development

Mike Reese brings over 25 years of experience in serving clients within the K-12 community through foodservice, facility services and energy conservation programs. During these years, he has developed strong operational expertise, having held a wide spectrum of roles including those of Facility Director, Technical Support Rep, District Manager and Vice President of Operations.

This extensive operations background has enriched Mike's sales leadership capabilities at SFE, where he currently serves as SFE's Vice President of Business Development. Mike brings a natural focus on identifying and resolving district clients' most pressing operational challenges—so that they can focus on educating kids. He is an excellent, collaborative partner to the SFE Operations team and also effectively mentors his sales team to deeply understand the key needs of our current and potential district clients. With Mike's sales leadership, SFE is already growing at unprecedented levels, as his team is reaching out to more districts with SFE's compelling, fresh-from-scratch value proposition.

Mike's focus is on exceeding client expectations at every step, demonstrating SFE's tremendous value to each of its existing school district partners and for as many districts—and their students—as possible.



Elmer McInnis

Senior Vice President of Procurement

Elmer brings more than 25 years of contracted foodservice management experience to SFE. Elmer has vast experience in purchasing and procurement, negotiating and managing distribution contracts, manufacturer contracts, national milk and bread contracts, fleet management, and more. He also brings extensive expertise in vendor partnerships and has successfully managed up to \$400 million in annual spending.

In 1994, Elmer began his management career as Product Manager at Valley Services Inc. This position led to many promotions, including Executive Vice President of Procurement. In 2013, Elior North America acquired Valley Services Inc., and Elmer was promoted to the Vice President of Procurement for Elior in 2015. In this capacity, he received the 2016 Inaugural Chairman Award Elior North America. In 2023, Elmer joined the SFE team as the Senior Vice President of Procurement.

In this role, Elmer and the procurement team work diligently to solidify competitive distributor contracts to ensure districts receive the highest quality product at the best cost. His extensive experience in vendor partnerships, financial metric development, and contract execution positions him to always do what is best for districts.

K-12 Expertise Across the Board for Meramec Valley

K-12 Expertise

SFE has over 20 years of experience exclusively serving the K-12 market. We operate in over 35 states and work with district enrollment sizes ranging from 300 to 60,000. We serve over 1 million students every single day and are excited to share our expertise with Meramec Valley R-III School District! You can find a more in-depth look at each area of expertise in the following pages.

Business Expertise

Our Business Operations Team has a full understanding of foodservice operations and the federal regulations surrounding them. We are committed to strong communication—listening to what you want, making recommendations, or requested changes. Our collaboration and operational oversight ensure a seamless transition and successful partnership.

Our Business Operations Team includes experts in:

- Culinary
- Marketing
- Health & Nutrition
- Compliance & Quality Assurance
- Safety & Risk Management
- Operations
- Human Resources
- Finance



State, Federal,
and Operational
Expertise



Committed to
Collaboration

Culinary Expertise

Our goal is to help every student reach their highest potential by fueling them with great food. We know that our meals will directly impact performance, which is why we prioritize balanced nutrition in our chef-designed menus. Working closely with our registered dietitians, SFE district chefs create menus that satisfy both nutrient requirements and the student palate.

Better Ingredients, Better Taste

We only use the best ingredients available, sourcing locally whenever possible, to create our innovative dishes. This includes the widest variety of fruits and vegetables, including up to 15 items at our salad bars. By using fresh herbs and spices, we avoid excess sodium and dial-up flavor to create meals that staff and students will request again and again.

Culinary Research & Development

To keep our menus fresh and innovative, we ask for feedback from the students and staff consuming it all. After our initial feedback process, we refine every menu through interactive student panels—boosting breakfast and lunch participation along the way.

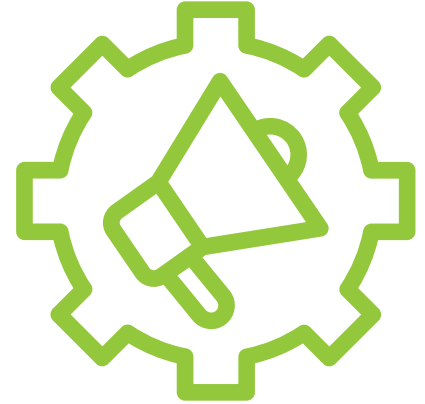


Marketing & Communications Expertise

SFE offers dynamic marketing solutions that appeal to your students, faculty, and staff—all with an eye toward increased participation. Our comprehensive plan is modern and 100% customizable. Available to your General Manager, this plan encompasses all of the ways we engage with students. The administration website is user-friendly and allows district foodservice managers to further personalize menus based on language, nutrition, and dietary preferences.

In addition to in-cafe marketing, SFE offers comprehensive communications support, including proactive social and traditional media pitching.

Most importantly, you will have the full support and leveraged expertise of our marketing team.



Sara Murphy

Vice President, Marketing and Communications

In her over 20 years of foodservice marketing, communications, and operations experience, Sara has supported hundreds of districts in achieving their student participation and engagement goals.

She is passionate about ensuring students have access to healthy, great-tasting meals to help them succeed and collaborates with industry and school district leadership to create custom, innovative solutions for each of our partners. **In her role, Sara focuses on bringing creative solutions to our partners that align with their mission, vision, and values while driving positive outcomes.**

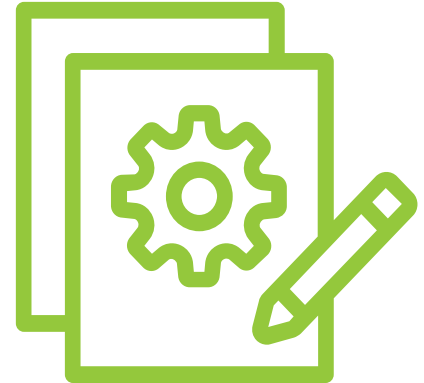
In addition to her experience, Sara holds a BS from Florida State University and a Certificate of Marketing Strategy from Cornell University. With her brand development and internal and external communications planning expertise, Sara builds brand awareness across media platforms and supports our on-site teams with exciting, engaging marketing programs.



Operational Expertise for Missouri

Our Senior Director of Area Operations works closely with your onsite foodservice team and cafeteria staff to ensure your program's success. To provide an additional layer of support, team members specialize in multiple areas of operations, including:

- Training
- Financials
- Associate Development
- Client Communication



Fred Ellis

Senior Director of Operations

Fred Ellis possesses a wealth of experience, having dedicated over 24 years to a career in foodservice, spending the last two decades focused on driving operational excellence in K-12 nutrition programs. In addition to his operational expertise, Fred holds a bachelor's degree in marketing and has a unique talent for crafting innovative marketing programs that enhance student participation.

Fred has held various leadership roles at ARAMARK, including Director of Foodservice Operations, District Manager, and General Manager. He has built a reputation for consistently expanding participation. Most recently, in the Great Lakes and West regions, Fred managed 14 onsite managers responsible for 27 K-12 foodservice accounts across two states. This included managing the support structure for a total managed volume of \$27.5 million and \$1.6 million in frontline contribution.

In his current leadership position with SFE, Fred supports 14 district programs spanning six states, contributing to a revenue exceeding \$50 million. He has been instrumental in guiding his team to achieve the highest levels of operational excellence and fostering strong client relationships. Fred is known for his integrity and ability to inspire and engage frontline staff, encouraging them to consistently deliver top-tier service and professionalism.

Culinary Expertise

The Culinary Department's main goal is simple—to help every student reach their highest potential by fueling them with great food. We know that our meals will directly impact performance, which is why we prioritize balanced nutrition in our chef-designed menus.

After our initial feedback process, the Culinary Team refines every menu through interactive student panels—boosting breakfast and lunch participation along the way.



Chef Stacy Wiroll

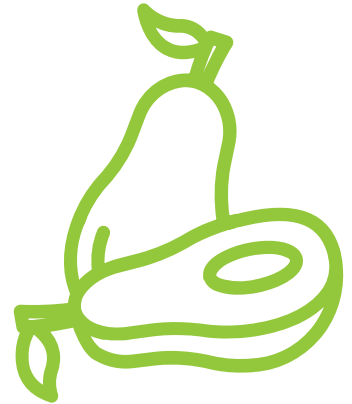
Director of Culinary Development

Chef Stacy comes to SFE following over a 20-year career within operations and culinary developments. In her roles, she has driven innovation and implemented new programs and concepts within multiple segments of the hospitality industry including Higher Education, Business Dining and Healthcare. Continually motivated by a desire to make an impact and in her current role as Director of Culinary Development, she is focused on delivering nutritious, delicious meals to the students we serve, helping them to be their best.

Health and Nutrition Expertise

SFE Registered Dietitians and Nutritionists work with our district partners to ensure student health and well-being requirements are met.

Working closely with our Culinary team, the Health & Nutrition team helps to design menus that are healthy, satisfying, and keep students coming back for more.



Ashley Haley, RD

Senior Director of Nutritional Standards and Menu Development

Ashley Haley is the Senior Director of Nutrition Standards and Menu Development at SFE/SLA, with a robust background in Food Service and Dietetics. With over 16+ years of experience in school food service with SFE, Ashley has excelled as a leader in our organization by developing a well-rounded team of Dietitians and Nutritionists.

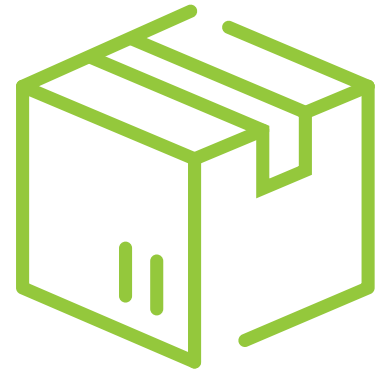
Ashley and her team support field operations through innovative menu design, effective program trainings and ensuring the federal compliance standards are fully executed.

Ashley earned her Bachelor of Science degree from Texas State University, then successfully completed the Registered Dietetic Program from Massachusetts General Hospital. Dedicated to the success of our schools, Ashley strives to improve dietary quality and accessibility for children. When not at work, she enjoys cooking and exploring new recipes.

Procurement Expertise that Benefits our Partners

Leveraging the size and scope of SFE's expansive partnerships allows us to extend the greatest value, product availability and fulfillment rates to our partners.

Our rigorous, competitive bidding process allows us to use more raw commodities and eliminate processing fees. In turn, this improves student satisfaction and district revenue.



Timothy Thompson

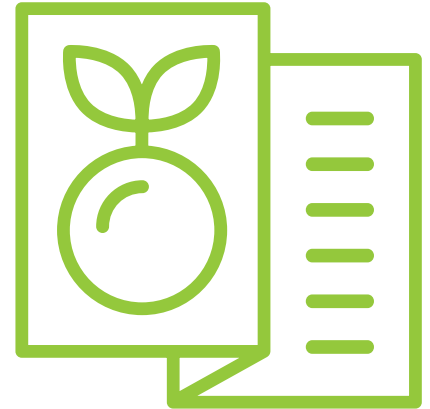
Director of Sourcing

Timothy Thompson brings over 20 years of strategic sourcing experience in agricultural commodities, ingredients, and indirect services to his role as SFE's Director of Sourcing. Throughout his career, he has effectively worked with manufacturers to align their production capabilities with customer requests, successfully implementing corrective actions to maintain supply, price, and supplier stability during challenging situations.

Timothy has a Bachelor's Degree in Integrated Supply Management from Western Michigan University and a Strategic Sourcing Certificate from Michigan State University. He is an APICS Certified Supply Chain Professional (CSCP) and has experience serving as an IFMA Foodservice Council member.

Compliance & Quality Assurance Expertise

We're committed to providing the highest quality food to our district partners on a daily basis. Leveraging a dedicated team of highly trained Quality Assurance and Compliance specialists, we ensure your district meets our SFE School of Excellence standards as well as state and federal regulations.



SFE's Quality Assurance and Compliance Team will provide the following support:

- Quality Control for Areas of Expertise
- A Compliant Child Nutrition Program
- Administrative Review (AR) Support
- Client Communications and Satisfaction
- Continuous Staff Training and Development



Rachael Lindstrom

Director of Compliance

Before her role at SFE, Rachael served over 5 years as a manager, implementing food safety regulations, policies and procedures, and employee safety. With a BS in Nutritional Sciences, Rachael joined the SFE team in 2015 as a Nutrition Coordinator for Sunnyside School District. **In this role, she helped to plan and execute district menus, ensuring adherence to all USDA regulations and providing additional technical assistance where needed within school district operations.**

Due to these and other successes, Rachael then served as Associate Director of Health & Nutrition for regional compliance.

As our Director of Compliance, Rachael leads her team in creating and implementing training materials, performing on-site reviews to evaluate ongoing compliance, and providing technical assistance across multiple operations and school districts.

Human Resource Expertise

Our teams consider your kitchen personnel as instant members of the extended SFE family, and commit to working with 100% of your existing staff. We work diligently with each district to effectively manage staffing levels—while minimizing employee impact and delivering a financially profitable program.

SFE's HR department provides effective human resource management by developing and implementing policies, trainings, programs and services that foster corporate and employee goals.



Tarra Matyas

Senior HR Generalist

Tarra is an experienced, positive Senior Human Resource Manager who has a passion for helping people understand and solve problems. She brings over 20 years of operations experience, and 10 years of human resource experience to her role at SFE. She oversees the hiring, training, onboarding and retention of team members, employee relations and key process improvements. Tarra demonstrates a deep loyalty to her work and passion for helping others, and she consistently goes above and beyond to bring SFE's values to life for the employees she supports. Furthermore, she was the recipient of SFE's CEO Award and Support Leader of the Year at SFE's Annual Conference this past summer. Tarra never misses a chance to give back to the community, and has served as a board member at two local Veteran Organizations and managed Phoenix's Wreaths Across America program for over 13 years.

Recruiting Expertise

We believe that people are our greatest asset. The recruiting team hires the right people to create the culture SFE strives for. We build our work culture around collaboration. SFE's dedicated salaried and hourly recruitment specialists help to ensure our districts are fully staffed throughout the year. By nourishing talent and serving excellence, we optimize strategies for candidate discovery.

Our mission is to pursue exceptional talent to fuel SFE's growth and innovation. We are dedicated to creating a positive candidate experience while selecting and nurturing talent to thrive.



Andrea Kennedy

Director of Recruiting

Andrea came to SFE following a 13-year career as an HR professional in various recruiting and talent acquisition roles. She has experience in Talent assessment and acquisition, full life cycle recruiting, high volume recruiting, and builds excellent relationships with clients and hiring managers. In both recent senior positions as Talent Acquisition Manager for Elixir and Compass Group, she played a pivotal role in managing 14 TA Recruiters who were responsible for supporting the high volume hourly and full cycle salaried recruiting needs.

Andrea's blend of HR expertise, business experience, and her history of building strong relationships with internal clients across the United States made her an ideal fit to join SFE's team as we continue to grow.

Safety & Risk Management Expertise

SFE's Safety and Risk Management Department's focus is the safety and well-being of our team, the students, and the surrounding community. Certified Professionals in Food Safety (CP-FS) oversee the department's main functions, while working closely with Culinary and Operations teams to ensure compliance. The Safety Council, made up of team members from all departments, meets monthly to drive safety initiatives—providing the right equipment, tools and training for your team to safely do their jobs.

Our primary goal is to achieve zero incidents and injuries in every kitchen.



Jason Schwartz

Director of Safety and Risk Management

Jason Schwartz brings over 20 years of experience in the foodservice industry. Jason is an established process-driven and results-oriented safety expert joining SFE following previous workplace and food safety leadership roles with Whole Foods Market, Compass Group North America and Steritech. **Dedicated to ensuring the safety of our teams, customers and food, Jason brings a diverse background including workplace and food safety, risk mitigation, quality assurance, and training.** Jason is passionate about building a safety culture and continually looks for opportunities and innovations that drive that culture.

Jason earned a Bachelor of Science degree in Business Management from Arizona State University, and an Associate of Occupational Studies in Le Cordon Bleu Culinary Arts degree with honors from Scottsdale Culinary Institute, a Le Cordon Bleu Academy. He holds Servsafe Certifications as both a proctor and instructor and maintains the CP-FS (Certified Professional-Food Safety) credential from the National Environmental Health Association. Jason's focus is the safety and well-being of not only the SFE team, but the school community as a whole.

Legal Expertise

SFE is working with school districts to make sure students are being fed, whether they're learning from school or home. As general counsel, Allison Purmort is ensuring USDA regulations are being met as SFE expands into more states.

By proactively solving problems, identifying legal risks and formulating alternatives, Allison and her team allow our teams to continue to operating at their fullest potential.



Allison Purmort

General Counsel

As General Counsel, Allison leads SFE's legal department and advises the company on a wide range of legal and business issues, including but not limited to corporate governance, labor and employment law, litigation, and corporate and regulatory compliance. She also serves as Corporate Secretary to the company's Board of Directors.

Prior to joining SFE, Allison served as Assistant General Counsel in both the foodservice and sports and entertainment industries. A native of California, she earned a BS from American University and her JD from Charlotte School of Law.

Financial Expertise

SFE teams carefully track program progress for your district with systems that are high-functioning, accurate, and transparent. We measure performance at key control points and send a monthly “MEALS Report” to provide you with a thorough accounting/reporting statement of activity.

Our accounting team verifies all current school district meal counting, claiming, and cash handling software or procedures, as well as projects receivables, such as USDA reimbursement claims. District partners also have the option of electronic invoice payment to improve security and reduce the burden on your district office staff.



Melissa Masin

Controller

Melissa builds and strengthens financial integrity within growing regional and national corporations. A CPA by training, she has over 20 years of experience in strategic planning and implementation, business/financial controls, risk minimization, and tax records/reporting.

In her past role as Accounting Director, she established accounting operations, defined performance standards, and installed systems to drive cost efficiencies, helping to fuel Plexus Worldwide's growth from \$169M to \$500M in three years. She also launched the first-ever fraud department and detection process for the company, generating ROI after recurring monthly losses and saving \$4.6M annually through off-cycle renegotiation of credit card processing contracts.

Melissa positions finance as a transformational partner to business success, building highly collaborative cross-functional and district partner relationships to benefit every SFE program.

IT Expertise

Each member of the IT team skillfully provides technology support and resolves issues that arise to keep the business running smoothly and efficiently.

The IT Department enhances productivity by providing reliable, secure, and innovative technology solutions.



Matthew Martinez

Senior Director of IT

Matthew Martinez is a strategic IT leader with over 15 years of experience driving technology transformation, optimizing operations, and aligning IT initiatives with organizational goals. As the head of IT at SFE, Matthew's focus is to leverage technology to empower our leadership, dedicated nutritionists, and exceptional frontline staff to drive operational excellence, elevate service delivery, and ensure that every thoughtfully crafted meal delights students and supports the success of the next generation.

Matthew holds a BA from New Mexico State University and an MBA from West Texas A&M. Prior to joining SFE, he served as Director of IT and Growth Integration in healthcare, where he conceptualized a comprehensive IT strategy that enhanced the customer experience by implementing advanced systems, processes and resilient IT infrastructure for care locations and providers. His leadership consistently delivers innovative and scalable solutions through empowerment of high-performing IT teams, which will enable successful school district outcomes.

SFE's Vision for Meramec Valley R-III School District



SFE is excited about building upon the program currently in place, aligning our service proposition with Meramec Valley R-III School District's goals. Based on our previous conversations and attending the pre-bid conference, SFE will leverage our expertise and experience by implementing:

- Fresh, Quality Food
- Dedicated Food Service Director
- Future Innovations
- Nutrition Education
- Green Initiatives
- Local Sourcing
- Cafeteria Refresh and Design
- Community Partnerships
- Garden Program

We are excited to gather feedback from your students, staff, and community to create a customized program for Meramec Valley R-III School District. Working in the Meramec Valley community and bringing the best food to your students and staff will be our top priority. We want this to be a seamless partnership and are eager to work alongside the district staff to make this happen!

We see a bright future for your program and the way Meramec Valley R-III School District is headed you need an innovative company like SFE by your side.

Our goals are simple: Increase student participation and excitement in your nutrition program.



Transitioning with Purpose

The Keys to Our Transition Plan

Once selected, SFE is prepared to ensure a professional and efficient transition. You can find a detailed plan representing the core tenets of a positive and seamless transition is located later in this section.

1. Positive and clear communication with your team.

SFE will be available from day one to clearly communicate the exciting direction the program is headed with experts onsite to discuss all aspects of the transition with your team.

2. Standard meeting times with key administration and stakeholders.

Our operations and development team will set firm meetings at your district's convenience to ensure that you know what is being done—from associate communication, menus, marketing, and training.

3. Transparency and guidance in the contract process.

Contract execution can be a difficult road to maneuver. SFE will provide our business development specialists to guide your district through the intricacies of the process.

4. Consistent training for your team.

SFE commits resources from the inception of your contract so that your associates are properly trained in culinary, guest services, compliance, and menu development.

5. Onsite support from our experts.

SFE will provide unparalleled support from our operations and culinary support teams—keeping your district on track to meet our 21-day bid menu and leveraging your district's resources effectively.

6. Marketing of the program to the community.

SFE has developed several press releases and media communications that share our vision for your district's program. These resources will be made available in the transition period.

7. Fiscal Transparency from day one.

SFE will meet with the district to review our proposal, terms, and commitments so that there is never a question as to the anticipated outcome of the program.



The onsite and transition team will have detailed checklists, forms, and procedures that complement this overview. SFE will be more than willing to share these plans with the district at any of our structured transition meetings.



Our Experience in Transitioning Schools

Partnering with a district of any size requires a large amount of planning, preparation, and effort. Our commitment to all districts is to ensure a smooth transition. In order to accomplish this, SFE has assembled the strongest senior management and regional staff within the K-12 community.

With our support, we guarantee you will have the most financially sound and nutritionally focused child nutrition program. Our success depends on your success.

Our company structure is based upon our District Support Model, which consists of our Areas of Expertise:



Business Expertise



Culinary Expertise



Nutritional Expertise



Operational Expertise



Financial Expertise



HR Expertise



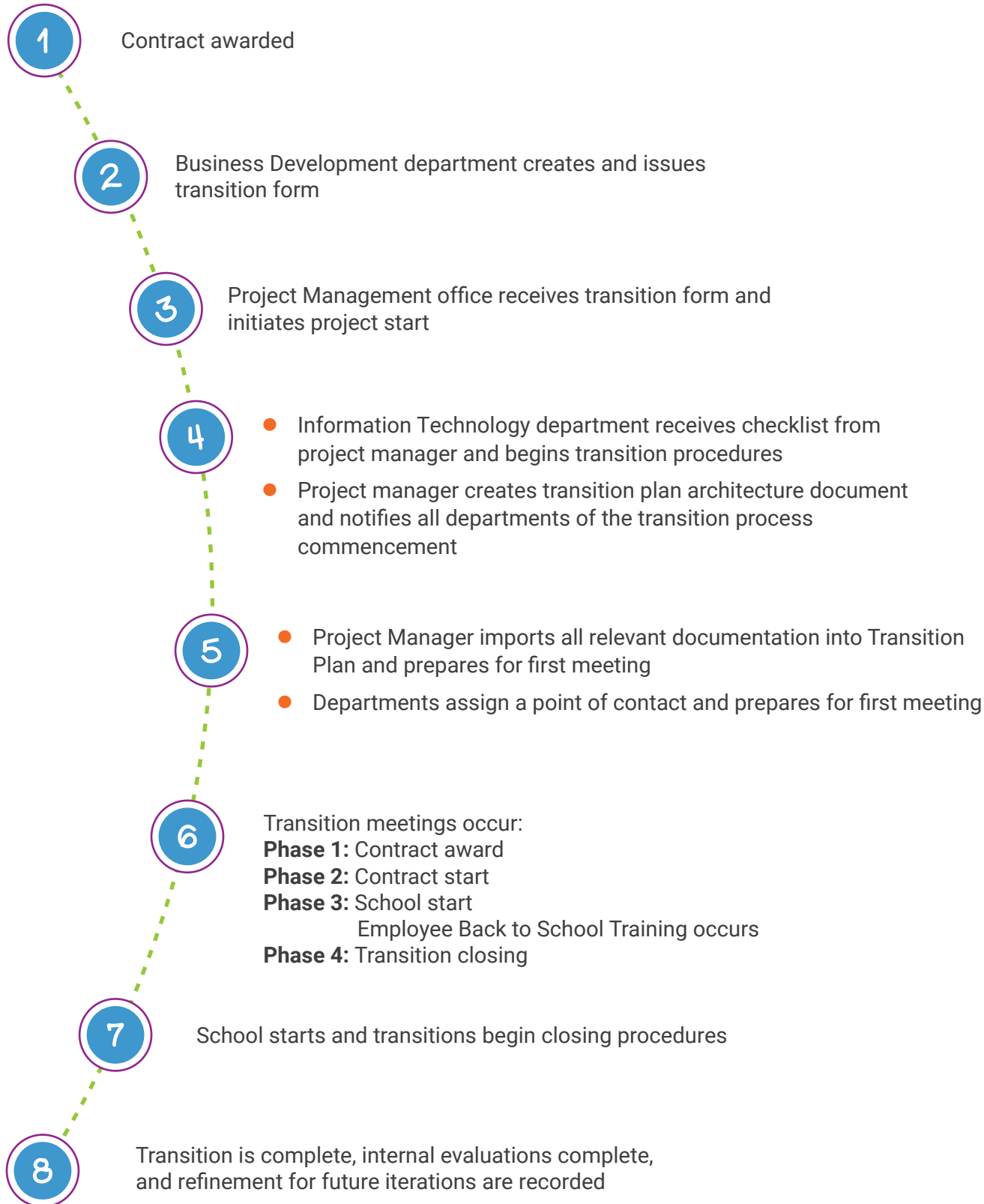
IT Expertise



Quality Assurance
Expertise

There are many steps to achieve an effective transition. The following pages show a sample transition checklist to help you visualize our new partnership.

Transition Timeline



Keys to a Seamless Transition

1. Project Architecture

Led by SFE's Transition Project Manager, your district transition is broken down into key milestones for each department. Each SFE department selects an internal "Point of Contact" (POC), who will attend weekly transition sync meetings, review transition plan progress and refine milestone dates. Any adjustments to the transition plan will be fully communicated to you through your District Manager.

2. Project Execution

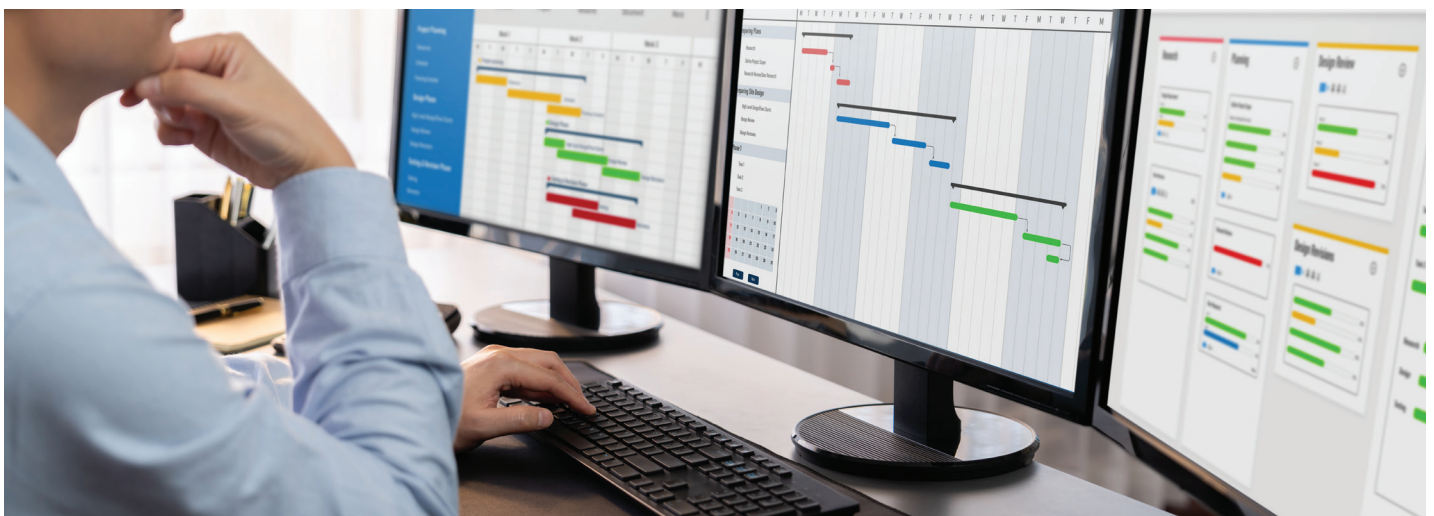
When the project kicks off, new partnerships have their current information transferred to their individual transition plan, including all SFE commitments. Each department and POC is responsible for evaluating their respective tasks to ensure an on-time completion. During weekly transition sync meetings, each department reports out progress and has the opportunity to identify any potential delays in milestone completion. Regular communication with our new partner is critical in overcoming obstacles and achieving timely completion of each transition milestone.

3. Project Review

The progress of each new transition plan is monitored for performance during the new account's opening day and up to a minimum of two weeks following. This After-Action Review (AAR) ensures transition stability, while maintaining the additional support allocated during the opening weeks. Following transition success, support will continue through operations supervision.

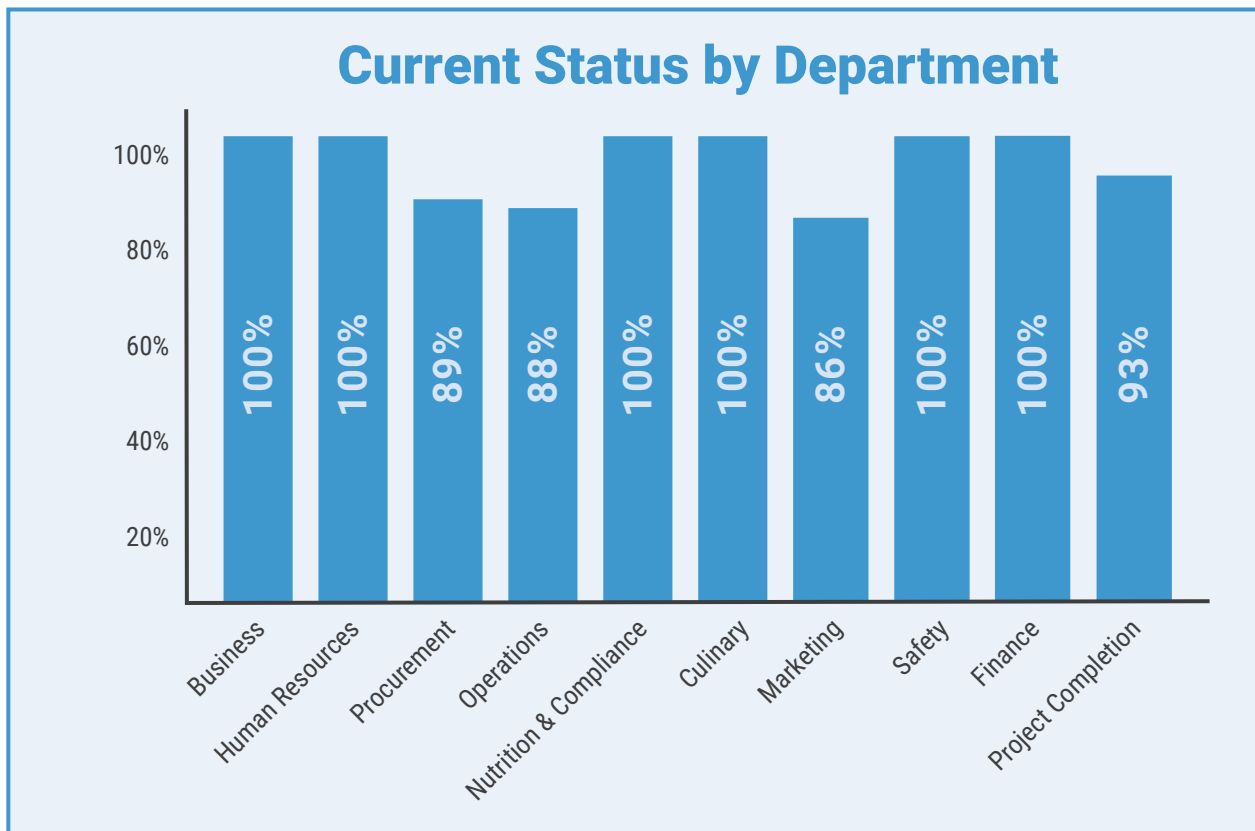
4. Project Evaluation

The project manager creates an internal project and team assessment based on performance. The project manager identifies if the project has met the stated project goals and assesses the performance of each department. The project manager works alongside the Client Success Department to survey the new partner on SFE's performance during the transition process, allowing SFE to draw lessons learned and improve future iterations.



Project Review & Evaluation Example

Sample Meramec Valley R-III School District	Award Date: MM/DD/YYYY									District Manager
	Business	Human Resources	Procurement	Operations	Nutrition & Compliance	Culinary	Marketing	Safety	Finance	Project Completion
Total Tasks	11	13	9	89	34	4	14	4	10	188
Completed Tasks	11	13	8	78	34	4	12	4	10	174
In-Progress	0	0	1	11	0	0	2	0	0	14
On-Target Tasks	0	0	1	9	0	0	2	0	0	12
Overdue Tasks	0	0	0	2	0	0	0	0	0	2
% Completed	100%	100%	89%	88%	100%	100%	86%	100%	100%	93%



Obstacles:

1. Safety supplies not received
2. Ecolab contact issues

Critical Path

1. Not Affected

Support

1. No support issues reported

Mitigation:

1. Reaching out to SFE safety for support. Project manager and Procurement aided in communication for login set-up and activation for "supplies on the fly" access to order safety supplies.
2. Project manager identified the Ecolab corporate contact to escalate. Provided information to DM and GM.

Support That Matters

Our proposal includes a proposed quarterly schedule noting the SFE resources that will be supporting Meramec Valley R-III School District. Our teams will leverage SFE's proven processes and industry best practices.

Regional and Business Operations Support

QUARTER 1:
Teams dedicated to Back-to-School Training

- ✓ CNOps
- ✓ Culinary
- ✓ HR
- ✓ Operations

QUARTER 2:
Teams focused on Mid-Year Financial Reviews and Operational Support

- ✓ Culinary
- ✓ Safety
- ✓ Finance
- ✓ Operations

QUARTER 3:
Teams assisting with End-of-Year Events, Presentations, and Client Success Meetings

- ✓ CNOps
- ✓ Culinary
- ✓ Marketing
- ✓ Operations
- ✓ Partnership Success

QUARTER 4:
Teams supporting the preparation and championing of onsite teams for a new school year

- ✓ CNOps
- ✓ Operations
- ✓ Executive Leadership Team



Culinary Team

SFE Chefs design your custom menus, working with our registered dietitians. They also provide food presentation and catering support.



Human Resources

Support provided to the local team includes: recruiting services, new employee onboarding, a staff management support tool, training, and development and recognition programs.



Health & Nutrition Team

This team is made up of Registered Dietitians and Nutritionists who work with our district partners to ensure the health and wellbeing of your students.



Finance Team

This team will support the district team with payroll services, invoicing, program analytics, and asset management.



Compliance & Quality Assurance Team

Both onsite and offsite audit support is provided to ensure that the district is successful throughout the process. They possess expert knowledge in USDA and state regulations regarding FSMCs, nutritional standards, commodity usage, and many other compliance related programs.



Marketing Team

This team will support your local onsite team with district newsletter content, menu graphics, and monthly promotional tools, as well as social media and community public relations guidance.

Transitioning with Purpose



Alexa Ells, RD

New District Transition Manager

Alexa Ells is a transition specialist at SFE, with over 8 years of experience in Child Nutrition K-12 Foodservice and 7 years with SFE. In her previous role at SFE, she was an integral part of the OpEx team as a Business Intelligence Analyst. Alexa specializes in leveraging data to provide leadership with critical performance insights and visibility of brand standard execution. She plays a key role in facilitating new account onboarding programs and providing data-driven business insights that enhance operations and efficiency.

With a Master's in Business Administration, a Bachelor's in Nutrition, and a Bachelor's in Political Science, Alexa brings a unique blend of analytical and nutritional expertise to her work. As a Registered Dietitian, she is passionate about using data to improve the quality and accessibility of meals for children, ensuring they receive nutritious options that support their well-being and learning.

Alexa's dedication to impactful data solutions is matched by her commitment to personal growth. In her free time, she enjoys spending time with her family, gardening, and caring for her animals.

SFE promised a food first philosophy with a financial support structure that would make an immediate positive impact. They were not wrong. Beginning with the first day of school, the number of meals served increased. Currently, more lunches are served every day, in every school.

– Ms. Melody Sheppard

Superintendent, Shenandoah County Public Schools

Helping Along the Way

Your SFE Transition Team

Our food-first philosophy and commitment to providing customized programs for our district partners is what sets us apart from all other foodservice management companies. This support team, in conjunction with your local management team, designs a completely custom foodservice program to fit your needs.



Operations

Chris Odom

Chief Operating Officer



Marketing

Sara Murphy

Vice President of Marketing and Communications



Information Technology

Matt Martinez

Senior Director of IT



Culinary

Chef Stacy Wiroll

Director of Culinary Development



Nutrition & Compliance

Rachael Lindstrom

Director of Compliance



Health and Nutrition

Ashley Haley, RD

Senior Director of Nutritional Standards and Menu Development



Finance

Melissa Masin

Controller



Safety

Jason Schwartz

Director of Safety and Risk Management



Human Resources

Tarra Matyas

Senior Human Resources Generalist



Business Development

Tiffany Bieret

Director of Business Development Operations



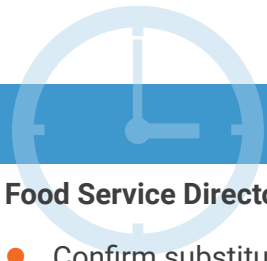
Procurement

Elmer McInnis

Senior Vice President of Procurement

Post Transition Success Plan

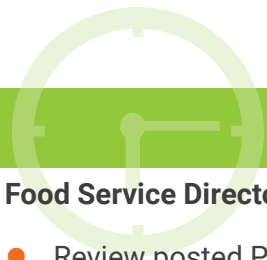
The objective of these tasks is to provide support to Food Service Director to operate a successful program after the transition. Each task is supported by documentation and a contact for further questions.



Daily

Food Service Directors will complete the following daily tasks:

- Confirm substitutions are properly documented on Production Records
- Taste the food to ensure food quality
- Check line presentation and décor to meet SFE Standards
- Ensure Daily Kitchen Meeting Form used at site level
- Observe and recognize both physical and food safety behaviors
- Check your calendar for upcoming events for the day/week
- Respond to client, principal, and parental concerns
- Approve all necessary food orders per your district delivery schedule
- Check staffing levels for the day with the managers and make adjustments as necessary
- Check time clock punches to ensure accuracy



Weekly

Food Service Directors will complete the following weekly tasks:

- Review posted Production Records for accuracy
- Confirm Daily Edit Check reporting is used onsite
- Complete Onsite Checklist for 1-2 sites per week
- Ensure Daily Kitchen Meeting Form is complete for all sites
- Confirm commodities received, integrate into current production and purchasing decisions.
- Conduct the Culinary Checklist
- Complete weekly payroll and related duties
- Complete Flash Tracker
- Ensure deliveries are accurate, apply purchasing and receiving protocols
- Attend Menu Clinic for any menu optimization needs
- Approve and enter invoices into MEALS
- Complete weekly management meeting
- Complete and process weekly inventory
- Complete cash audits at random operations
- Complete budget exceptions as required by SFE
- Complete temp labor time cards for billing
- Review weekly results to KPI
- Ensure Safety Audit and its finding are completed within 3 days of injury



Monthly

Food Service Directors will complete the following monthly tasks:

- Create & distribute Client Newsletter
- Attend board meetings/presentations
- Maintain communication with distributor around product changes
- Implement marketing plan initiatives
- Confirm the Onsite Checklist is completed for each site
- Complete MEALS reporting
- Complete monthly training with team and record in Primero Edge
- Update number of serving days and campus enrollment in MEALS
- Confirm commodity reports reconcile with financials
- Ensure promotions are being executed in kitchens
- Conduct the Safety Checklist, share newsletter and safety council notes
- Review site level Temperature and HACCP Logs
- Review site incidents & corrective actions with team
- Set goals for operations team for low performing sites
- Set goals to complete Roving Chef and Farmer's Market events
- Manage inventory and inventory turns
- Manage labor reductions to SFE goals (MPLH targets)
- Review food quality issues with vendors, look for resolutions
- Complete any grants that are currently available
- Compare back deposits to POS deposit printouts
- Review vendor monthly statements for unpaid invoices
- Train managers in all areas for career promotion
- Monitor NOI, Brown Box, and DOD balances. Adjust and order where applicable.



Quarterly

Food Service Directors will complete the following quarterly tasks:

- Conduct client and student surveys along analyze/present results
- DM/GM/Retention team call
- Attend SHAC meetings
- Organize and execute menu planning committee
- Conduct quarterly check ins on salary staff
- Create menus to include core menus for all food programs, monthly promotions, and menu costing
- Complete planning of Production Records for entire quarter
- Assess Safety PPE condition and quantity
- Discuss quarterly rebate distribution with district representative



Annually

Food Service Directors will complete the following annual tasks:

- Conduct Back to School Training
- Conduct Civil Rights Training
- Review Summer Feeding Checklist
- Review Local Wellness Policy
- Complete Adult Meal Price Calculator and Paid Lunch Equity Tool (PLE)
- Create new school year in Titan: includes calendars and menus
- Complete PPE inventory and order more to start school year
- Ensure all staff have new slip resistant shoes to start school year
- Ensure current copy of Safety Manual is printed
- Create a la carte (Smart Snacks) menus: (AKA Smart Snacks) Pricing, forecasting in Titan, menu templates to be posted in each school
- Complete budgets and renewals
- Renew health permits and business license as needed
- Keep all food handlers permits current and renew if needed
- Complete closing checklist
- Plan new concepts and purchase items needed prior to roll-out
- Place opening orders for new SY in system 30 days in advance



As Needed

Food Service Directors will complete the following as-needed tasks:

- Retention office call with DM'S assigned by VPO to attend
- Complete Local Wellness Policy Assessment (1x/3 yrs)
- Review BIC Checklist
- I9 completion for new hires
- Leave of Absence Request
- Consult HR for employee relations and coaching matters
- Complete any necessary staff paperwork
- Handle unforeseen school closures
- Menu Marketing: Ensure your Nutrislice menus are active and attractive
- Reorder safety equipment and smallwares when warranted
- Complete all catering events planned to SFE standards

Experience and References

- ✓ Proven Experience, Proven Values
- ✓ We Are Local in Missouri
- ✓ Missouri and National References
- ✓ Reference Letters

The best testament to our performance is through the words of our dedicated partners. We encourage you to connect with our references to learn more about how partnering with SFE has helped their district grow.

5

Like Peas in a Pod

Proven Experience, Proven Values

Culinary Excellence and Premier On-Site Service

Founded in 2004, SFE is a chef-led and chef-run nutrition provider built on the principles of culinary excellence and premier on-site service. We work daily to deliver on these principles with collaborative, cross-functional teams for supporting each district partner. In the process, we deliver financially healthy programs that consistently drive student participation and profitability.

Currently, we partner with more than 300+ K12 partners throughout the nation, serving over 2,000 campuses, and managing over 10,000 employees. Our partnerships are individually unique, varying in type and size, from remote and rural to urban and mega-metro—each with its own needs and nuances that have only helped to further our expertise. With world-class menu planning, food preparation and production, and an audit-ready program, SFE offers dining solutions that innovate and impress.

Our Values



Culinary Excellence

Every student deserves freshly made meals, presented to look as good as they taste—without compromise.



Partnership

Work closely with district clients, foodservice teams, and communities to build custom programs that put students first.



Teamwork

Everyone matters. We deliver excellent service by working together as one.



Innovation

Be creative in thought and practice—remaining open to new ideas and ready to lead through change.



Integrity

We hold ourselves accountable and stay true to our word.

References

A true indicator of our service is feedback from our current partners. Each district we partner with is crucial to the continued success of our organization and we are honored to receive gracious references from them.



"We like to give back to our community as well as to our student population. Before SFE, we didn't always feel like our foodservice provider wanted to work with us in that. We feel like SFE truly shares our passion for community."

– Kelley Williams, Superintendent



We are local in Missouri



As a fast growing foodservice management company, SFE continues to earn new partnerships in new states each year. SFE is dedicated to serving K-12 schools, and has experience with transitioning a district from a self-operated program or an existing foodservice management company. SFE is ready to support Missouri districts!

Our Missouri leadership team includes:



Anne Wasinger
Director of Business
Development



Chef Susan Smith
Regional Chef



Fred Ellis
Senior Director of Operations



Krystal Simmons
Associate Director of Nutrition
Standards and Menu Development



Mike Butler
District Manager

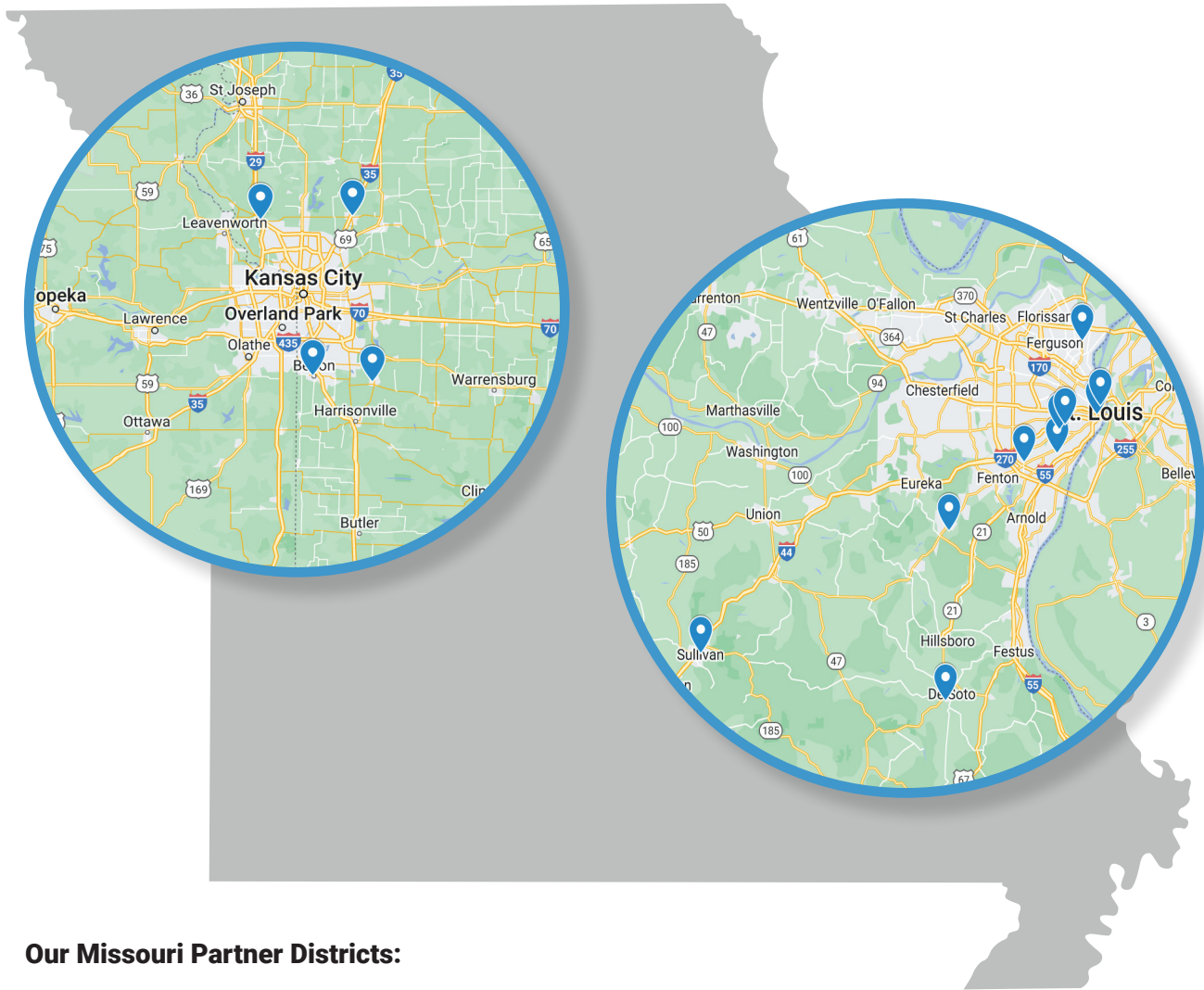


Sarah Drayton
Child Nutrition Manager

Management Team:

Safety Manager – Janeane Cartagena
27 Operation Management Team Members
5 District Chefs
5 Registered Dieticians

Our Missouri District Partners



Our Missouri Partner Districts:

Western Missouri

- Platte County SD
- Kearney SD
- Belton SD
- Pleasant Hill SD

Eastern Missouri

- | | |
|--------------------------------------|---------------------|
| ● Riverview Gardens SD | ● Bayless SD |
| ● Jennings SD | ● Lindbergh Schools |
| ● KIPP St. Louis PS | ● Northwest SD |
| ● Premier Charter School | ● De Soto PSD |
| ● Gateway Science Acad. of St. Louis | ● Sullivan SD |

14 Districts



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13



Farmer's Market



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Our Missouri References

Northwest R-I (050-001) School District House Springs, MO

Contact: Jennifer Younkins
Title: Director of Administrative Services
Email: jyounkins@northwestschools.net
Phone: (636) 677-3473

Previous FSMC: Self-Op
Enrollment: 5,957
Free & Reduced: 36%
Employee Structure: District
Year Partnership Began: 2017
Number of Campuses: 10

Bayless (096-099) St. Louis, MO

Contact: Preston Sterett
Title: CFO
Email: psterett@bayless.k12.mo.us
Phone: (314) 256-8687

Previous FSMC: Chartwells
Enrollment: 1,817
Free & Reduced: 67%
Employee Structure: Hybrid
Year Partnership Began: 2023
Number of Campuses: 3

We highly encourage you to reach out to both our Missouri and National References and see why SFE is a great Foodservice Partner!

Jennings School District Jennings, Missouri

Contact: Victoria Gaspy
Title: CFO
Email: glaspyv@jenningsk12.us
Phone: (314) 737-0773

Previous FSMC: Aramark
Enrollment: 2,557
Free & Reduced: 100%
Employee Structure: FSMC
Year Partnership Began: 2024
Number of Campuses: 7

Riverview Gardens (096-111) St. Louis, Missouri

Contact: Tanya Patton
Title: Superintendent
Email: tapatton@rgsd.k12.mo.us
Phone: (314) 869-2505

Previous FSMC: Self-Op
Enrollment: 5,056
Free & Reduced: N/A
Employee Structure: Hybrid
Year Partnership Began: 2023
Number of Campuses: 13

Sullivan (036-137) School District Sullivan, Missouri

Contact: Jana Thornsberry
Title: Superintendent
Email: jana@sullivan eagles.org
Phone: (573) 468-5171

Previous FSMC: Opaa
Enrollment: 2,109
Free & Reduced: 45%
Employee Structure: FSMC
Year Partnership Began: 2023
Number of Campuses: 4

Our Missouri References

Kearney R-I (024-086)

Kearney, Missouri

Contact: Erek Noland
Title: Director of Operations
Email: nolande@ksdr1.net
Phone: (816) 628-4116

Previous FSMC: Opa
Enrollment: 3,479
Free & Reduced: 16%
Employee Structure: FSMC
Year Partnership Began: 2019
Number of Campuses: 7

Belton School District 124

Belton, Missouri

Contact: Tracy Goodall
Title: Finance and Support Services
Email: tgoodall@bsd124.org
Phone: (816) 489-7010

Previous FSMC: Opa
Enrollment: 4,722
Free & Reduced: 54%
Employee Structure: FSMC
Year Partnership Began: 2023
Number of Campuses: 14

Pleasant Hill R-III SD

Pleasant Hill, MO

Contact: Wayne Burke
Title: Deputy Superintendent
Email: wburke@pleasanthillschools.com
Phone: (816) 540-3161

Previous FSMC: Chartwells
Enrollment: 2,340
Free & Reduced: 15%
Employee Structure: FSMC
Year Partnership Began: 2011
Number of Campuses: 5

Platte Co. R-ii (083-003) School District

Platte City, Missouri

Contact: Devin Doll
Title: Executive Director of Operations
Email: doll.devin@pcr3schools.org
Phone: (816) 401-0975

Previous FSMC: Opa
Enrollment: 4,219
Free & Reduced: 20%
Employee Structure: FSMC
Year Partnership Began: 2019
Number of Campuses: 7

Premier Charter School

St. Louis, Missouri

Contact: Ken Doyle
Title: Head of Operations
Email: kdoyle@premiercharterschool.org
Phone: (314) 952-7225

Contact: Andy Vien
Title: Head of Finance
Email: avien@premiercharterschool.org
Phone: (314) 645-9600 x603

Previous FSMC: Self-Op
Enrollment: 894
Free & Reduced: 67%
Employee Structure: FSMC
Year Partnership Began: 2015
Number of Campuses: 2

Our National References

Ulysses Unified School District 214

Ulysses, Kansas

Contact: Corey Burton
Title: Superintendent
Email: cburton@usd214.org
Phone: (620) 952-1993

Previous FSMC: Opaa
Enrollment: 1,398
Free & Reduced: N/A
Employee Structure: FSMC
Year Partnership Began: 2023
Number of Campuses: 4

Clinton Community School District

Clinton, Iowa

Contact: Kathy Zwirgzdas
Title: Director of Business Administration
Email: kazwirgzdas@clintonwis.com
Phone: (608) 676-5482 x1100

Previous FSMC: Taher
Enrollment: 1176
Free & Reduced: 36%
Employee Structure: FSMC
Year Partnership Began: 2024

Edna Independent School District

Edna, Texas

Contact: Robert O'Connor
Title: Superintendent
Email: roconnor@ednaisd.org
Phone: (361) 782-3573 x6008

Previous FSMC: Taher
Enrollment: 1,509
Free & Reduced: 100%
Employee Structure: FSMC
Year Partnership Began: 2015
Number of Campuses: 4

Guymon Public Schools

Guymon, Oklahoma

Contact: Barbara Homan
Title: District Director
Email: barbara.homan@guymontigers.com
Phone: (580) 290-4953

Previous FSMC: Opaa
Enrollment: 2,967
Free & Reduced: 75%
Employee Structure: Hybrid
Year Partnership Began: 2024
Number of Campuses: 8

Oak Ridge Schools

Oak Ridge, Tennessee

Contact: Jenifer Van Dyke
Title: Finance Director - CFO
Email: jhvandyke@ortn.edu
Phone: (865) 425-9048

Previous FSMC: Aramark
Enrollment: 4,881
Free & Reduced: 50%
Employee Structure: FSMC
Year Partnership Began: 2023
Number of Campuses: 7

Reference Letters



July 8, 2019

RE: Letter of Reference for SFE

We transitioned to SFE after maintaining a Self-Op program for many years, and we're proud to say that our partnership with SFE is going very well. Before, we didn't have a certified registered dietician, so we resorted to a lot of heat & eat options to ensure we were staying within federal regulations. However, looking at data over the last three years of our Self-Op program, we noticed that our student participation was way down; we were not getting kids successfully fed so that they could learn appropriately. That's when we started searching for an alternative.

After an extensive bid process, we chose SFE: When SFE presented food to our evaluation committee, it was obvious right away that SFE's food was excellent—the best of any provider we encountered in our review! But what sealed the deal for us was SFE's clear commitment to becoming true partners with us. SFE was dedicated to work with all of our people, so that we could run an efficient program without making cuts.

Since the start of our partnership, we've been impressed most of all with the way that SFE has been a real partner to our district. They have been fully accessible and invested with us as we have built the program. They listened to and understood the priorities of our district as we designed our program together, right from the start. They have also been incredibly responsive as we've worked together to expand our breakfast program, and re-establish our District's catering program. With 6500 students and a board to satisfy, this kind of partnership and responsiveness matters!

SFE's excellent; from-scratch food quality has also made a huge difference with our students. Their custom menus have been a great fit with our student demographics, and our students are now getting so much more variety than we ever had before. (We initially tripled our entrée variety in our Elementary Schools.) One favorite is the delicious SFE pizza, which is made fresh in-house.

Working through SFE, we were able to acquire better pricing for our Nutrislice Menu Boards. These boards have allowed us to market the food more effectively while ensuring that we are posting our menus daily. In addition, SFE has brought in a strong catering program that we never could do in our Self-Op program, and they've successfully provided meals for our Retiree Luncheon, our Student Leadership Gala, as well as regional professional organization meetings. The food quality and presentation for these catering events has been top quality, sometimes even including entrees like smoked salmon. This catering with our own SFE team has provided our community with work opportunities, saved us money and has increasingly become a source of pride for our district and community. Lastly, SFE has also helped us to maximize the results of our "Free and Reduced" program, generating much greater visibility of the program for community families than ever before.

Compared to our previous program, the SFE program has delivered healthy financials while providing top-quality food for our students. Without question, we've increased student satisfaction, as well as participation in lunch and in breakfast. We look forward to continued partnership with SFE.

Sincerely,

A handwritten signature in black ink that reads "Geoff A. Macy". The signature is written in a cursive style.

Geoff Macy, Ed.D
Chief Operating Officer
Northwest R-1 School District

Pleasant Hill R-III School District

Wayne Burke, Ed.D.
Superintendent

Suzanne Brennaman, Ed.D.
Assistant Superintendent

Michael Weishaar, Ph.D.
Director of Business



Jakqualyn Boden, Ed.D.
Dir. of Curriculum & Assessment

Sarah Gregory
Director of Special Services

Jim Schlichting
Director of Technology

Feb 28, 2024

To Whom It May Concern:

In starting my role of Superintendent this year, I was pleased to find that our district had a positive and long-term relationship with our Nutrition Service Provider, SFE. In visiting with the former Superintendent, Dr. Steve Meyers shared that the district had transitioned to SFE over five years before due to food quality issues and concerns with the previous provider. According to Dr. Meyers, SFE had eliminated all of those concerns and had expanded the food offerings and service to our students and staff. We are proud to be one of the first districts in Missouri to contract with SFE and continue to do so.

SFE has provided quality service and has always gone beyond expectations when we have events in our district. They've provided food for our Board of Education meetings and is the sole nutrition provider to our December Holiday All-District event. These are very important events in the life of a school district and we've been beyond pleased with the excellent food and professionalism provided by SFE. Our staff and administration feel very special due to the additional effort provided for them. Other vendors have inquired about the possibility of working with our district. We've let them know that we have a solid and rewarding relationship with SFE.

While we were first concerned with a change in SFE leadership for our district, we've been very impressed with D'LaShae Porter. She has done an excellent job and we're very pleased that she is working with our district. She is an exceptional communicator and keeps us in the loop about state and federal requirements.

We're very pleased with SFE and feel they continue to deliver healthy financials while providing top-quality food and service to our students and staff. Student satisfaction still is high as well as participation in the breakfast and lunch programs. We look forward to our continued partnership with SFE.

If you have questions for me, you can contact me at (816) 540-3161 Ext. 6122.

Sincerely,

Dr. Wayne Burke
Superintendent



May 28, 2021

On behalf of the Kearney School District, I have quickly valued the relationship with SFE. I am entering my 27th year in education serving various roles as teacher, coach, building administrator, and Central Office administrator. I have seen food service as self-operated and as a contracted service. Kearney has contracted food service since 2002 and while only having two contracted food service companies in that time.

In my current position, Food Services have been part of job responsibilities. I can say without a doubt that I have learned a lot more about food service in the 2 years that SFE has been a part of our district. SFE meets regularly with me to keep me abreast of topics related to food service. I have gone through a procurement review with such support from SFE. Monthly reconciliation is a smooth process that makes life easier for our administrative assistant that helps with this portion of food services.

SFE has managed a pandemic while continuing to increase student participation. SFE is continuing to work with staff and students to provide better meal service. Prior to the pandemic, SFE offered better choices for meals and a la carte. During the pandemic, SFE worked to get students fed and provided hot items on Fridays while these meals were on a pick up basis or delivered through our transportation service.

I am thrilled that SFE was chosen by our Board of Education two years ago. They continue to maintain a quality staff that are a great presence in our buildings. My questions get answered in a timely manner. Support has been provided to update food waivers and DESE applications. I continue to value this partnership with SFE and Kearney School District.

Respectfully,

Jeff Morrison

Jeff Morrison
Assistant Superintendent

Ginger Elsea BUSINESS OPERATIONS MANAGER 816.628.4116 - FAX 816.628.4074	Matthew S. Miller, Ed.D. SUPERINTENDENT OF SCHOOLS	Jeff Morrison ASSISTANT SUPERINTENDENT - HUMAN RESOURCES - STUDENT SERVICES	Dave Schwarzenbach DISTRICT ACTIVITIES DIRECTOR www.ksdr1.net
	Heather Guilkey, Ed.D. DIRECTOR OF SPECIAL EDUCATION 150 W State Route 92 - Kearney, MO 64060	Jennifer Kopp DIRECTOR OF ACADEMIC SERVICES	



Platte County

HOME OF THE PIRATES

Tradition. Pride. Vision.

January 17, 2025

To Whom It May Concern,

On behalf of the Platte County School District I am pleased to write a letter of recommendation that highlights the superior qualities that Southwest FoodService Excellence, SFE, is continually providing our school district. SFE has been the food service provider for our District for over six years. In my current position, I oversee the operations of food service and contract for SFE. Southwest FoodService Excellence has been a valued partner as we have navigated various obstacles and requirements that fall into the realm of foodservice.

When SFE first took over our District's contract for food service the pandemic occurred and it was evident from the onset of school closures and health modifications that SFE was focused on the human aspect of providing quality service. The staff at SFE were able to quickly mobilize and provide drive through meals for our students and school community. The SFE management ensured that their workers still had a means of employment and were able to contribute to helping our District through that challenging time. Once the pandemic ended we were still faced with supply chain challenges and escalating costs for our products. The SFE management team was a partner with us to be efficient about our purchasing while still providing a high quality product for our students. Our District has also recently completed a food service annual audit. The SFE District Manager and her team were proactively collecting data and documents to provide our auditors before they were onsite. The information provided was organized and accurate to a point that we did not have a disruption to any of our daily activities for food service or District operations. The financial accuracy was noted and showed that both SFE and the District were fiscally responsible when it involved food service.

Aside from the business aspects of SFE, I want to highlight their commitment to quality improvement, innovation, and being results oriented. When the District was going through the request for proposal process for our most recent contract SFE took a chance during their presentation. SFE had already been our food service provider for the past five years, and during the proposal timeline SFE highlighted areas of improvement that they needed to make if SFE were to continue as our food service provider for the District. SFE laid out specific action steps that targeted these areas of improvement and actually started implementing them during the RFP process. Once awarded the contract SFE provided additional staff to gather feedback from students and staff regarding food quality, choices within the current menu, and catering options for District events. The feedback was used to create a Flavor Fest that involved bringing in food vendors for the students to sample items for possible additions to our school menus. SFE also implemented a Roving Chef that visits our elementary schools to provide a real world opportunity for students to work through a recipe and sample some food items. SFE has also provided a District with a wide variety of catering options for District events. The school year can be very long, and morning or afternoon meetings are made a little better with some snacks or meals provided by the SFE staff.

As you can see, SFE has made a positive impact on our food service program across the District. Our participation rates are continually improving, collaboration with our schools is thriving, and the SFE staff is continuously looking for ways to improve. I would be happy to provide any additional feedback you need during your selection of a food service provider.

Thank you,



Dr. Devin Doll
Executive Director of Operations
Platte County School District

Corey Burton
Superintendent
USD 214 - Ulysses
111 S. Baughman St.
Ulysses, KS 67880



To Whom It May Concern,

I am writing to express my enthusiastic recommendation for Southwest Foodservice Excellence (SFE), our trusted partner in managing the food service program at Ulysses USD 214.

SFE has been instrumental in improving the quality, compliance, and overall effectiveness of our food service operations. Their expertise, dedication, and commitment to excellence have significantly benefited our school district.

Compliance and Efficiency

In Kansas, where adherence to regulations is paramount, SFE's in-depth knowledge of state and federal guidelines ensures our program consistently meets and surpasses all requirements. Their proactive approach includes robust recordkeeping, internal audits, and staff training, which has streamlined operations and led to a financially sustainable program.

Enhanced Meal Quality and Student Satisfaction

SFE goes beyond compliance to prioritize student well-being. Their focus on scratch cooking, innovative menus, and nutritional education has resulted in increased meal participation and student satisfaction.

Operational Excellence and Community Engagement

SFE's commitment extends to all aspects of the program. They excel in cost management, procurement, staff development, and community engagement. Through informative presentations and meetings with student groups, they have enriched our food service offerings and fostered strong community connections.

Conclusion

I highly recommend Southwest Foodservice Excellence to any school district seeking a reliable food service partner. Their unwavering focus on compliance, innovation, exceptional service, and student success makes them an outstanding choice.

Please do not hesitate to contact me at 620-356-3655 or cburton@usd214.org if you have any questions or require further information.

Sincerely,

Corey Burton
Superintendent
USD 214 - Ulysses



**Coordinated
School
Health**

OAK RIDGE SCHOOLS
304 NEW YORK AVE.
OAK RIDGE, TN 37831-6588
(p): 865.425.9028

To Whom It May Concern:

I am writing this letter to express our strong support for Southwest Foodservice Excellence (SFE). Our partnership with SFE during the 2023-2024 school year has been exceptional, and we wholeheartedly recommend their services.

SFE's approach to K-12 nutrition is commendable. They prioritize freshly made, delicious meals that provide essential nutrients to our students. Over 75% of their recipe collection is made from scratch, ensuring that young minds receive wholesome and flavorful food. Their commitment to quality aligns perfectly with our mission to foster healthy eating habits among our students. In addition, the menu variety they provide is extensive and keeps our students engaged and enthusiastic about their meals and eating in our cafeterias.

They go beyond just managing menus and providing school meals. They actively and regularly collaborate with district staff to provide culinary experiences for not just our students, but our staff and families as well. They have shared meals, samples, and nutrition education consistently at family engagement events throughout our district.

In summary, Southwest Foodservice Excellence has exceeded our expectations. Their fresh-from-scratch approach, culinary expertise, and unwavering support to our student's well-being has made a significant impact in our district. We highly recommend SFE to any educational institution seeking high-quality foodservice management.

Marcia Wade

Coordinated School Health Coordinator

Nutrition Liaison

304 New York Avenue

Oak Ridge, TN 37830

Email: mkwade@ortn.edu

Phone: (865) 425-9028

Twitter- @ORS_CSHealth

Facebook- @OakRidgeSchoolsCSH



Oak Ridge Schools
COORDINATED SCHOOL HEALTH

Financial Condition

- ✓ Fiscally Responsible Meals
- ✓ Nutrition Business Practices
- ✓ Our Purchasing Statement
- ✓ Optimizing Commodities
- ✓ We Buy American

SFE is a financially stable organization that is fully capable to support the financial responsibilities associated with this RFP and Scope of Work.



Audited financials are available on thumb drive in original binder

6





Financial Stability

Exceeding Expectations with Fiscally Responsible Meals

We want to improve menus but also the bottom line—and we aim to impress with both. We adapt to meet the demands of our districts, providing nourishing meals in a fiscally-minded manner.

SFE is a subsidiary of Cenavera Nutrition and operates as an independent brand serving K-12 schools. SFE has experienced outsized growth in both district partnerships and profitability over the last three years, which allows the organization to remain financially strong.

This year, SFE will serve over 180 districts, reflecting **90% growth since 2021**. Revenue and profitability have grown at a similar pace, allowing the organization to reinvest in its partnerships and people.



STRona Liquidity



Fiscally-minded
nourishing meals



Improve Menus
and bottom line

Business Practices

Business Practices

When you partner with SFE, you fuel the developing minds and financial health of your nutrition program. Using only the highest-quality ingredients for our chef-prepared, USDA-compliant menus, our fresh-from-scratch approach and unparalleled service drive student and staff participation while increasing revenues. We guarantee it.

We make every day more efficient with on-site teams working together seamlessly— from nutrition and operations to finance and HR support—to create an exceptional culinary experience. And, with training and professional development programs, we support your existing staff to provide consistent quality meals and a welcoming environment that engages your community and promotes wellness.



Nutrition Business Practices

Inclusive Menu Planning

Our chefs modify each menu with new, on-trend recipes throughout the year to delight engaged audiences and increase participation. Menu planning, overseen by our team of Registered Dietitians, meets all nutritional guidelines and the Healthier U.S. Schools Challenge Gold level while prioritizing flavor profiles and fresh ingredients.

To ensure every meal option exceeds your expectations, we:

- Conduct routine taste testing, focus groups, and surveys with students
- Analyze sales data and surveys for menu item performance
- Host quarterly Student/Parent Advisory Council meetings

We also establish a monthly menu review committee—comprised of kitchen managers, operations personnel, and pertinent district personnel—to review existing options and offer a forum for new suggestions. The committee will record and submit all recommended changes for administration approval before implementation.

Reducing Waste with Production

Menus should be creative, diverse, and appealing, all without sacrificing great tasting food in the process. Our teams prioritize taste while ensuring that there is minimal plate waste. The USDA requires a production record to track and monitor this function daily, and we consider it an integral tool for successful menu design.

To successfully pass the State mandated Administrative Review (AR), your district will need accurate production records. Our teams are diligent and emphasize this in on-site cafeteria manager training, meaning we are always audit-ready.

Our Approach to Purchasing

Procurement, Purchasing, & Strategy

Procurement

We prioritize the incorporation of both local and HUB/MBE/WBE/MWBE/Veteran Certified Vendors and strive to enter agreements with locally-based and HUB-certified companies. We strive, wherever possible, to connect with local growers and suppliers to ensure the flavors of the community are represented in our menus.

Purchasing

Among other companies purchasing based on large volume discounts and rebates, our approach to purchasing food is unique—centered on the people who eat it. This doesn't mean cost isn't a top consideration.

SFE has partnered with the nationally recognized and industry expert, Sysco, as our primary broadline distributor. This partnership ensures our partners receive the best quality pricing, unmatched product availability, and competitive pricing for all purchased products. In addition to purchasing through Sysco, SFE has a strong track record of partnering with local growers, suppliers and manufacturers to ensure the freshest possible product while reducing our carbon footprint and reinvesting in your community.

Optimizing Commodities

We consider it our responsibility to your taxpayers to maximize the usage of USDA donated foods to the fullest extent possible. SFE teams have extensive commodity experience and can maximize your commodity usage to the financial benefit of your district.

SFE District Chefs focus on utilizing USDA Foods raw proteins as well as taking full advantage of products available from DOD Foods and Fresh Fruits and Vegetable Programs to create the most innovative recipes possible. We limit the use of prepackaged food items to reduce trans fats, cholesterol, and sodium present in student, staff, and faculty diets. While we do use some processed items, we prioritize fresh, local ingredients so that we ultimately serve high quality, flavorful and satisfying meals.

With our purchasing power, we keep pricing low, quality high, and pass the savings directly back to the district.

Conducting Procurement

Managing Vendors

Our purchasing department team brings the benefit of their market leading expertise and combines it with the leverage we have from doing business nationwide, our nimble adeptness at contracting local vendors, and the freedom we have as a private company. These facets of our procurement strategy enable SFE to use locally grown produce when available, and consistently source the quality, wholesome ingredients which create the foundation of our Food First focus.

Delivery Times

We have dedicated staff who ensure our vendors follow our specifications and the delivery instructions of our client hosts. This includes giving the requisite emphasis and adherence to delivery times, dates, and campus guidelines at all times. These support staff manage our vendor performance to our service level agreements, so that our on-site team can keep their focus on the execution of our program

Reliable Vendors

SFE has a large, lengthy, and esteemed business history. This experience means we have a portfolio of vetted, inspected, dedicated, and reliable vendors we use to provide our groceries, produce, baked goods, dairy products, paper goods and cleaning supplies.

We take advantage of national providers where appropriate and local providers where possible. Examples of our proficiency with this include our track record serving the wide spanning aspects of our other district partner programs.

Managing Subs

Making the food we serve, from scratch whenever possible, means that we can react and adapt to ingredient substitutions more effectively than companies which rely on processed ingredients for their meals. Our chefs can pivot offerings quickly, supported by the expert review of our local and corporate registered dietitians, and our in-state corporate culinary team. When substitutions happen, our reaction to them is benefited from the

advance planning we do with our suppliers, and then supplemented by our communication plan for updating the district and the administrators at any affected schools. This way our parents can now in advance what food their students will be served, and our clients can trust that any necessary changes were made in ways that preserved the integrity, quality, and compliance of our program.

Purchasing from Vendors

SFE evaluates all vendors on the basis of the best value to your district. We consider the following criteria:

- Purchase price
- Local vendors based in the communities we serve
- Quality of goods and/or services
- Extent to which the goods or services meet the needs of your district
- Ability to comply with applicable laws and rules, including those relating to the utilization of HUB/MBE/MWBE/Veteran businesses
- Past performance or relationship
- Total long-term cost to acquire goods and/or services
- Strict adherence to all State and Federal guidelines regarding rebates and discounts, ensuring the district is receiving all benefits deserved



Welcome to Menu Madness!

SFE has collaborated with three of our top vendor partners for a menu takeover that will develop new, innovative and on-trend menu options.

What is Menu Madness?

In collaboration with Rich's Tyson and Jennie-O/Hormel, we will introduce new breakfast and lunch options on a specialized promotional calendar called Menu Madness. Additionally, vendors will supply each school with a marketing kit to promote their highlighted week throughout the school year.

We view our cafés as entrepreneurial retail business sites and our directors, managers, and chefs as "owners". Menu Madness brings the recognition that partnering with national brands provides while offering menu innovation to our schools.

Upon completion of each vendor's promotion, participating SFE districts will complete a survey focused on student preference and participation impact. This serves to identify new opportunities to focus future menu engineering on our school menus.

The success of any marketing promotion is built around communication – to our customers and our clients.

We have numerous channels in place to ensure that we are maximizing our communication opportunities to get the word out on Menu Madness Promotions.

When students are well nourished and healthy, they are in the best position to learn and achieve academic success. They deserve delicious and nutritious meals that keep bodies healthy and minds sharp. SFE has seamlessly and effectively met the changing USDA requirements and want students to truly enjoy what they eat and develop healthy eating habits that last a lifetime. All Menu Madness recipes are USDA approved menu options.



SFE continues to stay ahead of the market with consistent efforts to source innovative ingredients and develop new products and menu options that are on trend, nutritious and taste great!

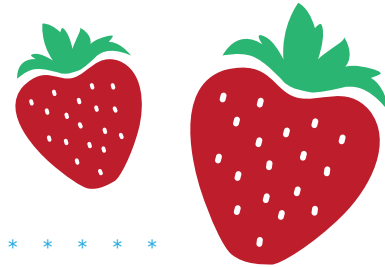


SFE complies with the USDA Buy American provision in its procurement practices and has an excellent audit record relative to this provision in all of its K-12 contracts.



United States Department of Agriculture

BUY AMERICAN: SUPPORTING DOMESTIC AGRICULTURE IN SCHOOL MEALS



The **BUY AMERICAN PROVISION** safeguards the health and well-being of our Nation's children and supports the U.S. economy, American farmers, and small and local agricultural businesses (7 CFR 210.21 (d) and Memo SP 38-2017).

School food authorities (SFAs) in the continental United States* must purchase domestic agricultural commodities and food products. For foods that are unprocessed, the agricultural commodities must be domestic, and for foods that are processed, they must be processed domestically using domestic agricultural food components that are comprised of over 51% domestically grown items, by weight or volume. A domestic creditable food component is the portion that counts toward a reimbursable school meal (meats/meat alternates, grains, vegetables, fruits, and fluid milk).

- Foods and food products of Guam, American Samoa, U.S. Virgin Islands, Puerto Rico, and the Northern Mariana Islands are considered domestic.

How SFAs Can Buy American Foods

- Develop menus that include only domestic foods and domestic food products. **
- Include the Buy American provision and Geographic Preference option in written procurement procedures, specifications in solicitations, and contracts for food; be sure to monitor contractor performance.
- Require suppliers to attest that their final food products are either 100% domestic commodities or a food product containing over 51% domestic food components, by weight or volume.
- Use USDA Foods and food products processed in the United States using USDA Foods.
- Participate in **USDA's Farm to School Grant Program**.

Exceptions to Buy American

There are two limited exceptions when non-domestic foods may be purchased. These exceptions are determined by the SFA:

- The food or food product is not produced or manufactured in the United States in sufficient and reasonably available quantities of a satisfactory quality; or
- Competitive bids reveal the cost of a United States food or food product is significantly higher than the non-domestic product.

REMEMBER:
Document exceptions and keep records!



*SFAs in Alaska, Hawaii, and the U.S. territories are exempt from the Buy American provision. However, SFAs in Hawaii are required to purchase food products produced in Hawaii in sufficient quantities, as determined by the SFA, per 7 CFR 210.21(d) [3]. Likewise, SFAs in Puerto Rico are required to purchase food products produced in Puerto Rico in sufficient quantities, under 42 USC 1760(n)[4].

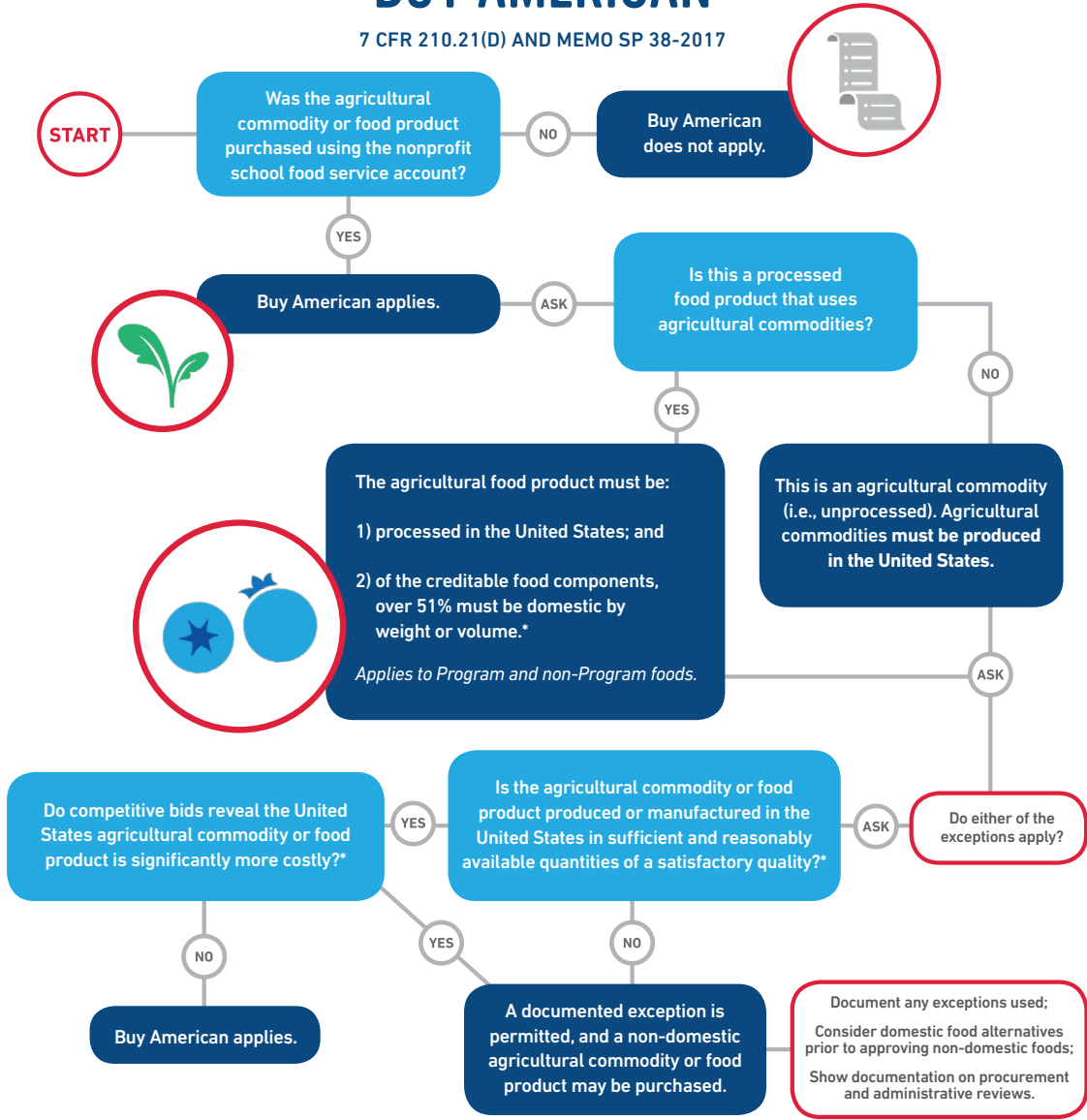
**Information on availability of domestic foods available at: <https://www.ams.usda.gov/market-news>.





BUY AMERICAN

7 CFR 210.21(D) AND MEMO SP 38-2017



*As determined by the SFA.

SFAs can obtain information on Buy American at: <https://www.fns.usda.gov/school-meals/compliance-enforcement-buy-american> or by contacting their State agency.



Accounting and Reporting

- ✓ Business Practices
- ✓ Measuring Performance
- ✓ Financial Accountability
- ✓ Sample Invoice
- ✓ Sample Statement
- ✓ Innovative Technology
- ✓ Guidelines, Practices & Procedures
- ✓ Information Technology

SFE's financial and accounting systems are designed to provide the on-site team and our clients visibility and ability to easily track and measure the growth of our district partner revenues.

Our system is easily designed to match district accounting policies and procedures and it provides visibility within our billing and invoicing procedures.

7

Systems in place for success

Accurate and Transparent

Business Practices

We know that sharing as much detailed information with you as possible fosters a more supportive relationship because more information means more certainty for the district. When we become partners, SFE will aid the district in monitoring the financial performance of your food service program and will make the financial management process easier for you.. We believe that your district should be able to account for every penny, therefore, we will share as much detailed information as you require in order to accomplish such precise accounting. For instance, if the district receives a government reimbursement, we account for the money and show you where the money was spent to help provide more nutritious meals.

In our reports, we include all of our supplier invoices and will not bill for anything without an invoice. Any change can affect the outcome, and we will let you know as soon as we see a change occur. Part of our role in our partnership with you is to teach the cafeteria workers to be attentive to detail while working on inventory. This type of communication and transparency enables tight control of the budget and helps us measure performance. We feel this is important because it creates trust, and with trust we create longevity in our relationships with our business partners.

Measuring Performance

SFE is committed to monitoring, managing, and ensuring the accuracy of every critical point of the food service program. Accurately tracking your food service dollars is a vital component of a successful partnership.

To accomplish our accounting goals, we have created the “Seven Critical Control Points.” These safety checks will cover control points at every stage of the food service program and will meet or exceed all State and Federal Accounting Guidelines. The “Seven Critical Control Points” are simple, accurate, and easy to use. This not only makes the system work, but it also guarantees that employees will use them. At the end of every accounting period, our senior staff completes a report which will include these and other important topics.

SEVEN CRITICAL CONTROL POINTS = **TRANSPARENCY**



1. Menu Design and Pre-Costing

As we go through the school year and determine where participation is greatest, we will be adjusting our menus. As participation improves, the menu items will change. There are several ways to determine what menu items are working. Keeping accurate production records is one of them. We are constantly reviewing the production records so we can determine which way to steer the food service program. Every month, we will seek the perfect break-even point between the entrée acceptability factor and cost. The pre-costing will include the best product for the best price as well as the maximum amounts of government donated commodities in order to keep participation high and costs low.

2. Food Orders

SFE will manage all food orders to guarantee a strict adherence to the daily items served and compare the amounts against daily cashier reports and meal counts. Properly managing food ordering will help control waste and reduce costs.

3. Food Delivery and Inventory

SFE will designate an employee to personally check-in all food and supply deliveries. We will not authorize payment for any invoice without the proper signatures and we will not accept any product that does not meet our high-quality standards. Employees will take physical inventories weekly at every storage location and match this to: weekly invoices, production records, cashier reports, and meal counts. Our extensive cross checks and spot audits will prevent waste, over-production, theft and mishandling of product.

4. Food Production

As active participants in the National School Lunch and Breakfast programs, SFE will utilize and monitor mandatory food production records. We will conduct mandatory self-audits and on-site reviews that will meet and exceed all state and federal regulations. Accurate production records are essential to a sound financial program and help minimize theft, waste, and costs. In addition, it will keep the team ready when state and federal auditors come to your district.

5. Cash Reports and Audits

Each point of service will have to complete daily cashier reports. These will be tracked against meal counts, food production records, edit checks, and inventory to create a fail-safe environment in which mismanagement will be eliminated. These reports will also be used to create monthly reimbursement reports and claims. Our supervisory staff will audit these reports independently on a regular basis.

New managers will be required to undergo training before they are allowed to solely operate a kitchen. This training is required so that managers understand the importance of accurate, up-to-date production records and to guarantee deposits are made timely and accurately. We will ensure that the deposit procedure is followed and that deposits are made on a daily basis.

In the event that a cash inconsistency is found, we will notify administration in a timely manner. We will work with the District to properly handle any inconsistencies that may be found, as well as institute appropriate corrective action to prevent any recurrence of the problem.

6. Supplier Invoice Payments

Every invoice will be checked for the proper signatures and paid only after meeting these guidelines. We will conduct regular price checks to monitor our vendors, and we will have check lists to make sure that all invoices are paid on a timely basis.

7. Client Invoice and Financial Statement

Our client invoices and financial statements will be all-inclusive and easy to read. We will present you with an accurate and up-to-date financial statement which will give you a clear picture of the financial stability of the program.

Financial Accountability

SFE's financial principal accountabilities are:

1. Planning

- Assist in formulating the company's future direction and supporting tactical initiatives
- Monitor and direct the implementation of strategic business plans
- Develop financial tax strategies
- Manage the capital request and budgeting processes
- Develop performance measures that support the company's strategic direction

2. Operations

- Participate in key decisions as a member of the executive management team
- Maintain in-depth relations with all members of the management team
- Manage the accounting, human resources, investor relations, legal, tax, and treasury departments
- Oversee the financial operations of subsidiary companies and foreign operations
- Manage any third parties to which functions have been outsourced
- Oversee the company's transaction processing systems
- Implement operational best practices
- Oversee employee benefits plans with particular emphasis on maximizing a cost-effective benefits package

3. Financial Information

- Oversee the issuance of financial information
- Report financial results to the owners, operators, and district partners
- Risk Management
- Monitor cash balances and cash forecasts for SFE and district partners

4. Understand and mitigate key elements of the company's and district partner's risk

- Construct and monitor reliable control systems
- Maintain appropriate insurance coverage
- Ensure that the company complies with all legal and regulatory requirements
- Ensure that record keeping meets the requirements of auditors and government agencies
- Report risk issues to operators and district partners
- Maintain relations with external auditors and investigate their findings and recommendations
- Funding

Sample Invoice

Our client invoices and financial statements are all-inclusive and easy to read. We will present you with an accurate and up-to-date financial statement which will give you a clear picture of the financial stability of the program.



MO- CR

Date :
Invoice No.
Payment Terms Net 30
Due Date
PO #
Bill To

Invoice

Please Remit Payment To:

Electronic Payments:
 Bank name # JP Morgan Chase
 Bank routing number (ACH) #
 Bank routing number (Wire) #
 Bank account number #
 Bank account name # Southwest Foodservice Excellence

Please contact accountsreceivable@sfelc.org, if unable to pay electronically.

Phone # 480-551-6550
 Fax # 480-551-6552

Item	Amount
Nutritional Services -	\$xxx,xxx.xx
USDA - monthly credit for commodities received: (\$x,xxx.xx) YTD - credit for commodities received: (\$x,xxx.xx)	
DOD - monthly credit for commodities received: (\$xx,xxx.xx) YTD - credit for commodities received: (\$xx,xxx.xx)	
NOI - monthly credit for commodities received: (\$x,xxx.xx) YTD - credit for commodities received: (\$xx,xxx.xx)	

Past Due Amount: \$xxx,xxx.xx

Subtotal	\$xxx,xxx.xx
Payments/Credits	\$x.xx
Total	\$xxx,xxx.xx

Sample Financial Statement

Our reports will provide you with in-depth detail on meal participation and costs. You will be able to see where your district is This Month, Year to Date, Prior Year. You will also see the make up of those meals as % of Sales, Free, Reduced & Paid, Meal Type. All the detail also includes revenue numbers to easily review.

FSMC Financial Statement
Operation Name: ABC District for (ALL) (FEB, 2023-24)

CR	Meal Served	Acc. Code	Current Month	Year to Date	Prior Year to Date					
	Full Price Paid Breakfast Meals	XXXX	XXXX	XXXXX	XXXXX					
	Severe Need - Reduced Price Breakfast Meals	XXXX	X	X	X					
	Free Breakfast Meals	XXXX	X	X	X					
	Severe Need - Free Breakfast Meals	XXXX	XXXX	XXXXX	XXXXX					
	Severe Need Reduced Price - Emergency/Alternative Breakfast	XXXX	X	X	X					
	Paid Breakfast - SSO	XXXX	X	X	X					
	Free Breakfast - SSO	XXXX	X	X	X					
	CACFP Breakfast Paid	XXXX	X	X	X					
	Summer Breakfast	XXXX	X	X	X					
	Total Reimbursable Breakfast Meals	XXXX	XXXX	XXXXX	XXXXX					
	Adult Breakfast Meals	XXXX	X	X	X					
	Total Breakfast Meals	XXXX	XXXX	XXXXX	XXXXX					
	High - Full Price Paid Lunch Meals	XXXX	XXXX	XXXXX	XXXXX					
	Low - Full Price Paid Lunch Meals	XXXX	X	X	X					
	High Reduced Price Lunch Meals	XXXX	X	X	X					
	High Free Lunch Meals	XXXX	XXXX	XXXXX	XXXXX					
	Low Free Lunch Meals	XXXX	X	X	X					
	Full Price - Emergency/Alternative Lunch	XXXX	X	X	X					
	Paid Lunch - SSO	XXXX	X	X	X					
	Free Lunch - SSO	XXXX	X	X	X					
	Summer Lunch	XXXX	X	X	X					
	Total Reimbursable Lunch Meals	XXXX	XXXX	XXXXX	XXXXX					
	Adult Lunch Meals	XXXX	X	X	X					
	Total Lunch Meals	XXXX	XXXX	XXXXX	XXXXX					
	Catering Meals	XXXX	X	XXX	XXX					
	A la Carte Meals	XXXX	XXXX	XXXXX	XXXXX					
	Non-Billable Employee Meal	XXXX	X	XXX	X					
	Billable Employee Meals	XXXX	X	X	XXX					
	Other Meal Equivalent	XXXX	XXXX	XXXXX	XXXXX					
	Total Meals Served	XXXX	XXXXX	XXXXX	XXXXX					

Meal Serving Day	Acc. Code	Current Month	Year to Date	Prior Year to Date							
	Breakfast	XXXX	XX	XXX	XXX						
	Lunch	XXXX	XX	XXX	XXX						
	Summer	XXXX	XX	XXX	XXX						
District Revenue	Acc. Code	Current Month	C.P.M.	% of Sales	Year to Date	C.P.M.	% of Sales	Prior Year to Date	C.P.M.	% of Sales	
	Student Breakfast Sales	XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX
	Adult Breakfast Sales	XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX
	Student Lunch Sales	XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX
	Adult Lunch Sales	XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX
	A La Carte Sales	XXXX	XXXX	XXX	X.XXXX	XXXX	XXX	X.XXXX	XXXXX	XXX	X.XXXX
	Snack Sales	XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX
	Government Reimbursements	XXXX	XXXXX	XXX	X.XXXX	XXXXXX	XXX	X.XXXX	XXXXXX	XXX	X.XXXX
	Additional Government Reimbursements	XXXX	XXX	XXX	X.XXXX	XXXX	XXX	X.XXXX	XXXX	XXX	X.XXXX
	State Government Reimbursements	XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX
	Caterings or Other Special Events	XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX	XXXX	XXX	X.XXXX
	Head Start	XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX
	Grants Received	XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX
	Reconciled Revenue	XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX
	Total School District Revenues	XXXX	XXXXX	XXX	X.XXXX	XXXXXX	XXX	X.XXXX	XXXXXX	XXX	X.XXXX

Sample Statement (cont)

District Cost	Acc. Code	Current Month	C.P.M.	% of Sales	Year to Date	C.P.M.	% of Sales	Prior Year to Date	C.P.M.	% of Sales
Equipment & Rental	XXXX	XXX	XXX	X.XXXX	XXXX	XXX	X.XXXX	XXXX	XXX	X.XXXX
Repair & Maintenance	XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX	XXXX	XXX	X.XXXX
Kitchen Supplies	XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX	XXXX	XXX	X.XXXX
Other District Costs	XXXX	XXX	XXX	X.XXXX	XXXX	XXX	X.XXXX	XXXX	XXX	X.XXXX
Total District Costs (Not Billed By FSMC)	XXXX	XXX	XXX	X.XXXX	XXXX	XXX	X.XXXX	XXXX	XXX	X.XXXX
FSMC Charges	Acc. Code	Current Month	C.P.M.	% of Sales	Year to Date	C.P.M.	% of Sales	Prior Year to Date	C.P.M.	% of Sales
Food Costs	XXXX	XXXXX	XXX	X.XXXX	XXXXXX	XXX	X.XXXX	XXXXXX	XXX	X.XXXX
Disposables	XXXX	XXX	XXX	X.XXXX	XXXX	XXX	X.XXXX	XXXX	XXX	X.XXXX
Chemical Costs	XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX
Equipment Costs	XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX
Office Supplies Costs	XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX
Labor Costs	XXXX	XXXXX	XXX	X.XXXX	XXXXXX	XXX	X.XXXX	XXXXXX	XXX	X.XXXX
Payroll Tax, Benefits & Other Costs	XXXX	XXXXX	XXX	X.XXXX	XXXXXX	XXX	X.XXXX	XXXXXX	XXX	X.XXXX
Kitchen Supplies	XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX
Uniforms	XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX
Rebates	XXXX	XXX	XXX	X.XXXX	XXXXXX	XXX	X.XXXX	XXXX	XXX	X.XXXX
Total FSMC Costs (Billed To District)	XXXX	XXXXX	XXX	X.XXXX	XXXXXX	XXX	X.XXXX	XXXXXX	XXX	X.XXXX

Food Service Program	Acc. Code	Current Month	C.P.M.	% of Sales	Year to Date	C.P.M.	% of Sales	Prior Year to Date	C.P.M.	% of Sales
Total School District Revenues	XXXX	XXXXX	XXX	X.XXXX	XXXXXX	XXX	X.XXXX	XXXXXX	XXX	X.XXXX
Total District Costs (Not Billed By FSMC)	XXXX	XXX	XXX	X.XXXX	XXXX	XXX	X.XXXX	XXXX	XXX	X.XXXX
Administrative Fee	XXXX	XXXX	XXX	X.XXXX	XXXX	XXX	X.XXXX	XXXX	XXX	X.XXXX
Management Fee	XXXX	XXXX	XXX	X.XXXX	XXXX	XXX	X.XXXX	XXXX	XXX	X.XXXX
Total Food Service Program Fees	XXXX	XXXX	XXX	X.XXXX	XXXX	XXX	X.XXXX	XXXX	XXX	X.XXXX
Total Monthly Invoice Amount	XXXX	XXXXX	XXX	X.XXXX	XXXXXX	XXX	X.XXXX	XXXXXX	XXX	X.XXXX
Food Service Program Surplus or (Deficit)	XXXX	XXX	XXX	X.XXXX	XXXX	XXX	X.XXXX	XXXX	XXX	X.XXXX
Minus Net Credits Owed	XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX	XXX	XXX	X.XXXX
Net Amount Due or (Owed)	XXXX	XXXXX	XXX	X.XXXX	XXXXXX	XXX	X.XXXX	XXXXXX	XXX	X.XXXX
Past Due	XXXX	XXX								

Innovative Technology: Supporting Operations

ADP: Labor Management

An all-in-one employee and manager tool.

ADP, SFE's workforce management technology, transforms our employee's experience. It puts the power into our team member's hands by providing them immediate access to pay statements, tax information,

direct deposit, and time off requests and accruals. It also provides the technology that allows team members to clock in and out through a mobile app, review their time and keep up with company news and information.



What's In It For You?



Team Members

- Easy, self-service app to do things like: **see pay statements, tax information and direct deposit**
- Use the system for **easy clock in and out and review time off balances and request time off**
- Download and use the free ADP app to **access information about their HR, pay and time from anywhere**



Managers

- Self-service manager app where they can **review employees' time and make corrections** as needed
- Easy **time and attendance tracking records and approvals**
- Provides **direct access to important employee information and reporting data**



Our Partners

- One stop shop for HR, payroll and time information, which means **faster and more accurate reporting**
- **Modernizes the employee experience** through a web portal and mobile app
- Drives down paper and manual tasks, which **helps us be more efficient**

TITAN: Production, Food & Inventory Management

SFE has partnered with TITAN, an industry-leading food production and management software system dedicated to K-12 food service. TITAN allows our teams to menu plan, scale and print recipes, record production outcomes and log every step of the food production process into food production records that meet all USDA requirement.

This web-based system allows our frontline operators to interface directly with our team of Registered Dietitians and Chefs to ensure menu compliance, appropriate substitutions and other menu changes in real-time.

TITAN offers multiple modules that support all aspects of our K-12 food service operations, including:



Point of Service

Real-time insights for eligibility and account controls for dietary restrictions and spending limits. Easy-to-navigate, intuitive touch screen interface



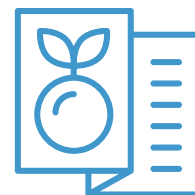
Menu Planning

Manages the entire food production workflow seamlessly with updates in real time



Production Records

Planned production records allow the user to generate a production worksheet that provides frontline staff with information on planned numbers and HACCP measures as well as allows them to record discarded items or leftover menu items.



Inventory

Configures on-hand inventory for tracking, managing valuation, order approvals and workflow



TITAN
A LINQ SOLUTION

MEALS: Accounting & Cost Controls

Available to SFE's Management team via smartphone and tablet, MEALS is SFE's **proprietary software**. MEALS allows for Accounting and Cost Controls from our management team, including but not limited to: Weekly Flash Reporting, P&L Statements, Projections and annual budgeting tools. Most importantly, however, is our KPI monitoring to ensure we are meeting or exceeding our financial and participation commitments made to you.

MEALS User Experience:

The screenshot displays the MEALS software interface. At the top left is the SFE logo. To its right are filters for the fiscal year (2022-23), month (October), and a dropdown menu (ALL). Below these are navigation tabs: Home, Revenue, Expense, File Cabinet, Exception, P&L, Projection, Budget, Expense Search, Report, Import, and Flash Tracker. An Admin dropdown is also visible. Underneath, there are sub-tabs for Revenue & Meals, Catering Log, Meal Count Report, and Additional Revenue. A row of action buttons includes Submit, Approve (DAO), Approve (Accounting), Disapprove (DAO), Disapprove (Accounting), Open (Accounting), and another Open button. A list of menu items follows, each with a right-pointing arrow: Serving Days, Meal Served, Meals Revenue, District Revenue, SFE Revenue, Commodity Value to District, Commodity Inventory, Inventory, Meal Participation, Notes, and Meals Documents.

Meal Participation	
Enrollment	13,983
Average Daily Attendance Factor	95.02%
Average Daily Attendance	13,287
Average Daily Breakfast	8,441
ADP - Breakfast	63.5%
Average Daily Lunch	12,276
ADP - Lunch	92.4%
Average Daily Snacks	819
ADP - Snacks	6.2%
Average Daily Summer	0
ADP - Summer	0.0%
Average Daily Dinner	403
ADP - Dinner	3.0%
Ala carte per capita spend	0.00
Total Participation	13.93
Total of Avg. Daily Served	21,939.0
Total Number Of Daily Hours District Wide	970
Meals Per Labor Hour Worked	22.6

POS Software

Information Technology

SFE has spent countless hours working with the industry leaders in Point of Sale technologies to ensure that our districts have the best possible solutions. SFE is proud to say that it has a working knowledge of the following Points of Sale software solutions: HealthePro, Horizon Software, Cybersoft, Café Enterprise (Comalex), Meal Time, Nutrikids, WinSNAP/WebSMART (Heartland School SolutXions) and several other small systems solutions.

If, in time, your district no longer has confidence in your current POS solution, (or if you currently do not have a POS system) it is the goal of SFE to assist you in your procurement process of finding a new software platform. In order to ensure that your district gets the best solution, SFE will work directly with your district to determine your needs and requirements. With this information in hand, we will help present you with several different POS solutions that will fit your needs and requirements. Once all of your information is collected, we will work with all departments to help make the best decision for your district.

In the arena of Information Technologies, SFE will be with you all the way. Whether it is helping to sure up an existing POS system or helping implement a new POS system, SFE will work with you to ensure the process goes smoothly.

- Programs assisting with meal counting and claiming
- On-line payment systems
- Inventory control
- Recipes
- Menus
- Nutritional analysis
- Computer hardware issues
- Other technical matters as required for the operational needs of the food service operation

Technical support is an integral part for compliance in the food service operation. We know that an experienced technical support team must be available to assist the district and to provide an organized and efficient food service operation. A malfunctioning point-of-sale system or an automated payment system that does not properly upload payments to student accounts can cause lunch lines to run late, students to miss meals, and can negatively impact district revenue. We pledge to be available to troubleshoot and fix technical problems as soon as they arise.

Along with our many benefits in the areas of nutrition and management, SFE has a wealth of operational knowledge when it comes to Information Technologies. In today's society, it is paramount that our accounting and claiming systems work seamlessly and accurately to ensure the district's reporting information is sound.



Information



Communication

Blueprint For Success

SFE's proprietary SOP, Blueprint, was developed to provide Food Service Directors and their management teams a one-stop shop for all resources, checklists, and essential resources to operate a successful program at their fingertips. SFE experts maintain and refresh the Blueprint to provide the most up-to-date information for FSDs. It provides an extensive checklist for success by outlining daily, weekly, monthly, quarterly, and yearly tasks. Each task identifies the action, how to complete it, and who to contact if more support is needed. The Blueprint reduces administrative burdens, connects your FSD with SFE Experts, ensures our operations are physically safe, serves wholesome food that is fully compliant, and elevates the success of our FSD in delivering our brand standards.

Driven
To
Succeed

Blueprint Interface



Blueprint Assessment

There are assessment categories for the following:

- On-site Observations
- Audit Readiness
- Menu Planning Learning & Development
- Client Success
- Customer Experience
- Employee Engagement
- Meals Reporting
- Marketing
- Purchasing
- Safety
- Operations Success
Action plans generated organically from the assessment scoring and comments
- Support opportunities identified, with relevant departments engaged
- DAO visibility to on-going action progress
- Continuity from assessment to assessment

The objective of these assessments is to provide support for performance remedies. This assessment data dashboard gives timely visibility to on-going action progress. Action plans are generated by scoring and comments; support with relevant departments is identified and engaged for improvement.



School Visit On-site Checklist

Below is an example of an On-Site Checklist that is completed for district campuses. Each category reviews 5–10 essential items regarding compliance, safety, professional training, and proper procedures. This is a tool used to enhance communication and identify areas for improvement. Checklists are regularly discussed with the district regional support team.

School Visit On-Site Checklist

Categories	Meets Standards		
	Yes	No	NA
1. Production Records, Standardized Recipes, and Menu			
2. Reimbursable Meal and Meal Service			
3. Menu - Breakfast (Offer vs. Serve - OVS)			
4. Breakfast in the Classroom (Serve Only)			
5. Menu - Lunch			
6. Special Dietary Needs			
7. Smart Snacks / A la carte / Non-program Revenue			
8. Food Safety/HAACP			
9. Workplace Safety			
10. Marketing and Signage			
11. Inventory, Purchasing and Equipment			
12. Cash Collections			
13. Afterschool Snacks			
14. CACFP At Risk - Supper/Snack			
15. Miscellaneous - Central Warehouse and Special Programs			
16. Regulatory Compliance			
17. On-site Monitoring			

Personnel Management

- ✓ Staying Staffed Up
- ✓ Our Investment in People
- ✓ Committed to Safety
- ✓ Monthly Safety Trainings
- ✓ Whipping up Wellness
- ✓ Care Outside the Cafeteria

It all starts with our people. Through regular training and development, employee recognition, competitive salary and benefits—SFE makes sure your district's team is best-in-class.

8

WORKING TOGETHER AS ONE

Personnel Management: Our Approach

At SFE, we understand that program success depends on the front line.

We recognize the vested interest your current team holds in the success of your students, and we all share the same goal: providing exceptional meals to fuel young minds. **Here's how we empower your team:**

We encourage
every employee to have a voice, share ideas, and take ownership of their program

Hands-on training and skill-
building that leads to
further career growth

Compassionate leadership
that meets your team
where they are, regardless of
their level of experience

SFE's approach to child nutrition is focused on innovation, and the same applies in our personnel. That's why we're always looking for new ways to make the transition into our partnership as seamless as possible.





Staying Staffed Up

Diversity & Inclusion

We value diverse ideas, perspectives, and backgrounds, actively seeking a range of talent to drive our innovation forward. This philosophy has strengthened our connections with the districts and communities we serve.

When we hear different ideas, we choose to celebrate them.

It All Starts with Your Team

When you partner with SFE, we commit to work with your existing staff. We view their community ties as a crucial advantage to our mission. As the program grows, we fortify district teams with talent sourced from various segments of the community. Additionally, we create recruitment, retention, and employee development plans aimed at attracting and supporting a diverse team. **The program currently includes:**



Benefit Programs

An inclusive healthcare program that benefits all.



24/7 HR Assistance

With district-dedicated HR coaches.



Regularly Hosted

Employee welfare benefit and career development meetings.



SFE Mentoring

Programs for employees at every career stage.



SFE is an Equal Opportunity Employer, and does not discriminate on the basis of gender, race, ethnicity, veterans, or disability status.

Our Proven Staffing Process

We prioritize efficiency and acknowledge that no operation can function efficiently with inadequate staffing.

While our plan ensures kitchens have the necessary staffing, it marks just the initial phase of our operational process. We also provide adaptable training for employees, enabling them to handle multiple roles. Additionally, our provision of substitute managers guarantees the completion of production records, deposits, food orders, and inventory management, regardless of the circumstances.

We also take the following measures:

- Establish employee hotline to call when they know they are unable to report to work
- Store hotline calls in a centralized database for the District Managers to review and address
- Dispatch substitute employees and enter into database to anticipate potential problems

In addition to this reporting system, we create and maintain a comprehensive employee file (e.g., starting and transfer dates, school work locations, positions held, etc.) for accurate information on attrition, worker transfers, and budgeting.

Getting New Employees Started

Onboarding & Training

For all new salaried SFE employees, we have a comprehensive onboarding process known as our New Hire Program. This program consists of three essential steps designed to ensure new team members feel welcomed, connected, and fully integrated into the SFE family.

1. Employees first engage in online training, group discussions, and weekly video calls hosted by SFE leaders
2. Then, we assign each new employee with a partner to help them through the onboarding process and answer any questions in a less formal environment
3. Lastly, employees participate in hands-on activities and projects designed to help them be successful in their roles.



SFE provides monthly safety training for field employees, as well as regular compliance trainings to ensure excellence.

Our Investment in People

Employee Training: A Breakdown

SFE gives employees access to a host of resources to ensure proper training and safety practices. Front-line kitchen employees will receive training on the most up-to-date food regulations. SFE administrators can take advantage of training opportunities offered by your state, USDA, and the National Food Service Management Institute.

Additionally, staff will receive additional training through regular meetings with their General Manager. Each meeting will cover a different session topic, prepared by SFE Management, and held at times that do not adversely impact breakfast or lunch preparations. SFE also hosts annual back to school training for all employees

We believe that formal education can reinforce on-the-job experience. We support and encourage our employees' professional advancement through a range of opportunities, including courses, seminars, webinars, and workshops in:

Cooking Techniques

Computer Skills

English as a Second Language

Food Safety and Sanitation (HACCP)

ServSafe

Employee Wellness

Menu Planning Software

Energy Conservation and Recycling

Point of Service Training (for accurate counting and claiming)

Soft Skills/Interpersonal Skills



Training Record (Example)

ID	NAME	SITE	EVENT	HOUR	DATE
TRAINING COMPLETE					
1	Last Name, First Name	000 Central Office			
			Back to School Training	4	8/15/2025
			Blood-Borne Pathogen	.25	8/15/2025
			Civil Rights Training	.50	8/15/2025
Total Hours				4.75	
1	Last Name, First Name	000 Central Office			
			Back to School Training	4	8/15/2025
			Blood-Borne Pathogen	.25	8/15/2025
			Civil Rights Training	.50	8/15/2025
Total Hours				4.75	

Powered By Primero Edge.

Annual Back to School Training

The Back to School Training is a comprehensive, in-person program designed to prepare kitchen managers and staff for success in their roles. This interactive training combines hands-on learning, system navigation, and best practices to ensure smooth operations and compliance with company standards. There will be two days (10 hours) of training hosted by the regional, onsite management team and qualified trainers before the start of school. Multilingual trainers are available when needed.

The first day focuses on job-specific training for Kitchen Managers, providing them with hands-on experience and interactive sessions to enhance their proficiency in key operational areas. Topics covered include:

- Navigating and utilizing our menu planning software Titan.
- Accessing and understanding nutritional and dietary information using Nutrislice.
- Compliance, regulations, inventory management, etc.

This in-person training is interactive, featuring system demonstrations, group activities, and practical exercises to reinforce learning.

The in-person training continues the following day with Kitchen Managers joining their staff. The focus is on essential kitchen operations, teamwork, and service excellence, including:

- Customer service; best practices for engaging with customers and creating a welcoming environment.
- Recipe anatomy and production worksheets, proper food and workplace safety.
- Culinary skills; hands-on practice on proper cutting techniques, food preparation, and cooking methods.
- Setting up for success with best practices for workflow, organization, and teamwork in the kitchen. All staff receive Civil rights training as well.

The highlight of the training is the highly interactive culinary training. This portion of the training allows kitchen staff to practice essential skills gaining confidence and experience under the guidance of SFE Executive Chefs.



Employee Training & Professional Standards

Keeping Our Teams at the Top of Their Game

Professional Standards for school nutrition professionals stems from the final rule of the Healthy-Hunger Free Kids Act of 2010. We ensure our team members achieve their requirements annually through a comprehensive training program. General Managers are provided with an extensive New Hire Training Program that encompasses self-paced online learning available 24/7, hands on applications of material, and 1:1 support led by experts.

Annual training requirements:

Job Category	CEU Level	Annual Requirement
Directors (SFE GM & SFA)	Program Director	12 hours
Managers	Program Manager	10 hours
Staff	Program Staff	6 hours
Part Time Staff	<20 hours Program Staff	4 hours
Mid-Year Hires	Program Staff	One half of training requirement for each job category



Assigning & Tracking Training

ADP Training

Training courses are assigned through the Learning Management System (LMS). Once assigned, employees receive an email notification with details about the training. Friendly reminders are sent to encourage completion by the due date, ensuring employees stay on track with their learning requirements.

PrimeroEdge

Trainings are tracked in PrimeroEdge, providing records of all employee's completion status

SFE OpEx Team

SFE's OpEx Team, which includes RDs and operations experts, follow up on training requirements to ensure compliance



USDA Training Topics

All training programs are available in PrimeroEdge for SFE associates. Each month, employees are notified by ADP that a new training is available to them. They can then log into PrimeroEdge to complete their training requirements.

Nutrition	Operations	Administration	Communications & Marketing
Menu Planning	Food Production	Civil Rights Training	Strategic & Marketing Plans
Nutrition Education	Serving Food	Free & Reduced Meal Benefits	Program Promotions
General Nutrition	Cashier & POS	Program Management	Customer Service
	Purchasing/Procurement	Financial Management	Communication Skills
	Receiving & Storage	Human Resources & Staff Management	School & Community Communication
	Food Safety & HACCP	Facilities & Equipment Planning	Smarter Lunchroom Techniques

Additional SFE Trainings

Monthly Training Topics

SFE's team of industry-experts provide virtual, live and hands-on training to our associates at a regular cadence. Each month, our team members participate in supplemental monthly training topics that span four critical areas: food safety, physical safety, compliance and culinary.

These training topics help to keep our teams sharp, focused and delivering their best to your students and school community. These trainings are delivered by your SFE General Manager in coordination with the OpEx team.

SFE 2025 Annual Training Calendar

Month	Food Safety	Physical Safety	Compliance	Culinary
September	<ul style="list-style-type: none"> Hand Washing Personal Hygiene Foreign Matter 	<ul style="list-style-type: none"> Intro to PPE Slip, Trip, Fall Prevention Proper Lifting 	<ul style="list-style-type: none"> Reimbursable Meals (Breakfast & Lunch) 	<ul style="list-style-type: none"> Pasta Cooking in Bulk
October	<ul style="list-style-type: none"> Thermometer Calibration Temperature Danger Zone 	<ul style="list-style-type: none"> Knife Safety Ladder Safety 	<ul style="list-style-type: none"> Production Worksheets 	<ul style="list-style-type: none"> Thanksgiving Pizza
November	<ul style="list-style-type: none"> Handling Raw Proteins Thawing Food Cooking Food Safely 	<ul style="list-style-type: none"> Safe Storage Guidelines 	<ul style="list-style-type: none"> Temp Logs 	<ul style="list-style-type: none"> Prepping Breakfast Tacos for BIC Baking Bread
December	<ul style="list-style-type: none"> Cross Contamination 	<ul style="list-style-type: none"> Fire Safety 	<ul style="list-style-type: none"> Special Diets 	<ul style="list-style-type: none"> Gourmet Greens & Deli Sandwiches
January	<ul style="list-style-type: none"> Cleaning & Sanitizing 	<ul style="list-style-type: none"> Slip, Trip, Fall Prevention Safe Lifting 	<ul style="list-style-type: none"> Signage in the Kitchen 	<ul style="list-style-type: none"> Serving Area Standards Carving
February	<ul style="list-style-type: none"> Receiving 	<ul style="list-style-type: none"> Kitchen Awareness Inclement Weather 	<ul style="list-style-type: none"> Daily Edit Checks 	<ul style="list-style-type: none"> Sushi Rice
March	<ul style="list-style-type: none"> HACCP Logs Storage Guidelines 	<ul style="list-style-type: none"> Burn Prevention 	<ul style="list-style-type: none"> Standardized Recipes 	<ul style="list-style-type: none"> Cooking Broccoli
April	<ul style="list-style-type: none"> Date Marking 	<ul style="list-style-type: none"> Slip, Trip, Fall Prevention 	<ul style="list-style-type: none"> Smart Snacks 	<ul style="list-style-type: none"> Cooking Bulk Roast Proteins
May	<ul style="list-style-type: none"> Chemical Safety 	<ul style="list-style-type: none"> Blood-borne Pathogens 	<ul style="list-style-type: none"> Posting P.R. 	<ul style="list-style-type: none"> Salad Bar

Interpersonal Skills Trainings

- Workplace Communication
- Workplace Diversity, Inclusion and Sensitivity
- Developing Personal Accountability – Interactive
- Managing Teams
- Team Building: Communication Traits of Effective Teams
- 4 Ways to Boost Your Leadership Skills – Interactive
- Unconscious Bias
- 10 Minutes Handling Conflict
- Brainstorm and Solve Creatively - Cutting Edge
- Communication Comedy Series
- Manage conflict at work
- Listening Actively - Interactive
- Communicate Effectively - Interactive
- Communication
- How to Manage Your Time Successfully - Interactive
- Understanding Workplace Harassment
- Professionalism in the Workplace
- Contribute to the Team - Interactive
- Diffusing Anger - Interactive

Professional Standards & Primero Edge Expectations

Due on a monthly basis:

1. Training for all staff (General Managers, Associate-GM's, Menu Planners, District Chefs and Kitchen Staff)
2. Record trainings in Primero Edge for employees

Guide on how to effectively use the Primero Edge program to meet professional standards:

Friendly Reminders

- You must use the sign-in sheet templates provided
- You must use the agenda template provided
- All sections in the sign in sheet and agenda must be filled out including date & time spent
- The topics of training on the agenda are mandatory
- Be sure to stay on track by following the SFE training topic schedule
- Take your time training your staff, allow ample time for discussions and Q&A
- All training for the month must be completed by the last business day of that month—DO NOT compile two or more month's trainings at one time
- All training can be found on ADP

Training Requirements

- Training must align with employee job duties, or you must be prepared to make a case to support training that is not job-specified.
- Training must achieve one of the USDA learning objectives
- Training segments must be at least 15 minutes
- Individuals providing training to employees can also count that training toward their own training requirements

Monthly Safety Trainings: A Breakdown

SFE's monthly training program is designed to provide continuing education in the areas of Workplace Safety, Food Safety, Compliance and Culinary Skills.

The "Safety" trainings are created to keep our staff safe and reduce the number of incidences for insurance claims.

Along with monthly training, each district is expected to participate in the following:



Safety Monitor

Each school needs to designate a point person for safety. This person can be a cafeteria worker or manager, and will oversee all safety procedures. They must have a good understanding of workplace safety, be able to praise good safety habits, and positively coach poor ones. They will be responsible for relaying information to their direct supervisor, keeping them informed about any issues, such as the need for gloves, knife sharpeners, wet floor signs, and so forth.



Monthly Safety Topics

In addition to the monthly training videos, there are safety posters available on the SFE Employee SharePoint. Post these posters near time clocks or in office areas where staff can view them daily.



Unsafe Practices Should be Addressed Immediately

The direct supervisor needs to be involved every day. Do not walk by someone that is standing on a chair, lifting something improperly, or using a knife incorrectly. Redirect them and coach the proper practice. Remember: most accidents are preventable.



General Managers

Ensure that your school is following the program. Upload your sign-in sheets from your monthly meetings to TEAMS.

Committed to Safety

How We Protect Our Employees

We know that adhering to proper safety protocols is paramount for ensuring the effectiveness, productivity, and well-being of our employees. **Here's exactly how we achieve this:**



All employees will receive monthly safety training, integrated with daily emphasis on the importance of maintaining a safe work environment.

Our primary goal is to achieve zero incidents and injuries in every kitchen.

Whipping Up Wellness

Introducing: Well with SFE

In prioritizing employee wellness, we established 'Well with SFE' program. Many employees participate in daily step and self-care challenges to earn prizes like iPads, Apple Watches, Bose speakers, or cash gift cards. For our annual charity challenge, SFE donates money to the winning team's charity of choice.

Additionally, Well with SFE social media channels also post cooking, exercise, nutrition, and self-care tips to support employees at every stage of their wellness journey.



MARCH WELLNESS CHALLENGE

**GOING FURTHER WITH FOOD:
VIRAL VIDEO RECIPE CHALLENGE**

Share a video preparing a yummy & healthy original recipe! Videos must be no longer than 1 minute & the video with the most likes wins!

1st Place: \$200
2nd Place: \$150
3rd Place: \$100

Post your video March 1st-24th



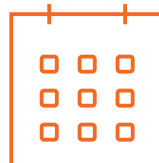
The 'Well with SFE' program includes:



Invites to "Calls to Wellness" conference meetings with health experts



Weekly healthy living newsletters



Monthly challenges to encourage healthy habits—with incentives for keeping them up



SFE Awards Ceremony

Recognizing The Work

SFE Managers establish clear lines of communication with their teams and consistently provide feedback to enhance job performance and support professional development.

We do this by:

- **Conducting quarterly performance reviews** to clarify expectations, standards, perceived performance throughout the year
- **Set strategic goals** and discuss any issues that may contribute to or distract from those goals
- **Talent review discussions** to determine employee potential within the company, often resulting in additional career opportunities

Personnel Advancement

Growing Our People

SFE believes that succession planning and supporting the growth of our employees for advancement is not only essential for our company's growth, but also the right thing to do. Providing opportunities for learning, development, and advancement is extended to everyone: hourly employees and salaried management.

SFE Believes that Personnel Advancement:

- Strengthens company culture
- Rewards hard work and loyalty
- Demonstrates growth plans for all individuals

Training & Development

SFE offers training and development opportunities to all levels of employees. Training can include specific job-related topics such as safety, food handling, customer service and inventory management. Advanced and one-on-one trainings are available for higher level topics such as reviewing financial performance, understanding safety metrics, proper counting and claiming and audit readiness.

Additionally, SFE's Manager in Training Program was created for internal onsite staff to support the constant development and growth for those that aspire to become managers.

CASE STUDY: Pueblo Schools (CO)

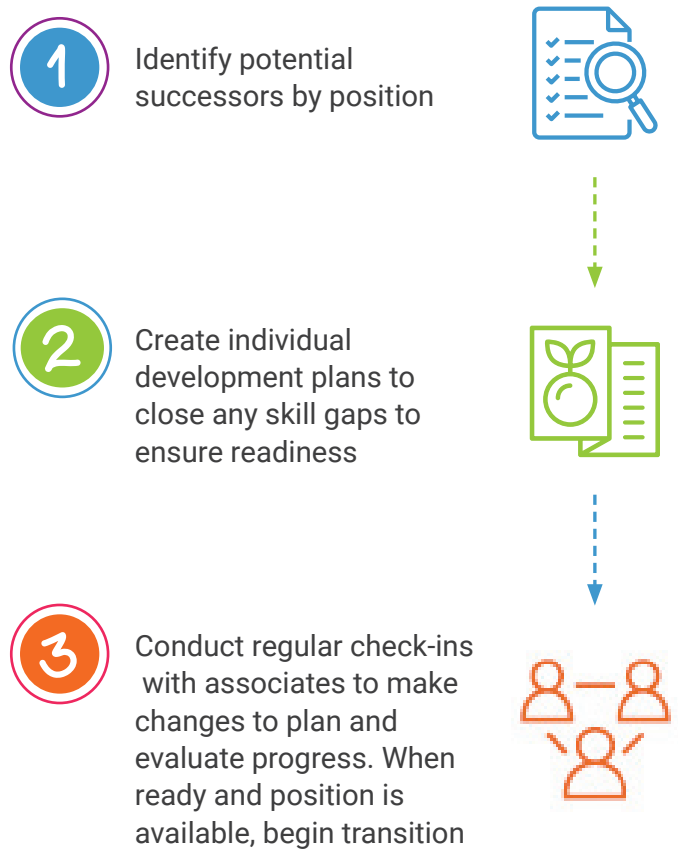
When we partnered with Pueblo, CO schools in 2021, the employees transitioned from district payroll to SFE. With nation-wide labor shortages and a pandemic with no end in sight, the SFE management team knew that supporting the growth of existing employees was the right thing to do.

To that end, the SFE team is introducing development days hosted on Fridays that go above and beyond the required and standard training that all food service employees receive. Employees interested in learning new skills or increasing their knowledge are invited to attend. During these sessions, participating employees learn more about the management aspects of school nutrition programs and get hands-on experience. The goal is to enhance skills across all interested associates and build a bench for internal promotions.





SFE Management Team Succession Planning Steps





Care Outside of the Cafeteria

Our Employee Benefits

We offer UMR, a United Healthcare company, and Ascensus as our health and benefit providers.

*Employees transitioning to the FSMC will be eligible for benefits at 30 hours or more per week and are eligible to receive benefits immediately. Employees hired after the FSMC transition will be eligible for benefits at 37.5 hours or more and will be eligible for benefits after 60 days.

Employee Benefits*

Health insurance

Dental insurance

Vision insurance

Group term life insurance

Personal time off (sick, holiday, personal, etc.)

Company Standards

Clean and safe work environment

Diverse management team

Annual merit pay increases

Professional development and promotions from within Community standards of shared integrity and respect

Sharebuilder 401k offers eligible** employees

A great way to save on a pre-tax basis

A selection of age banded funds & mutual funds

Hardship withdrawals

On-going benefit plan communication & education

Eligible employees may elect up to 75% of gross income

Eligible employees may select election deferral percent once per month

Contributions begin the first of the month following 60 days of employment



** To qualify as eligible, each employee must be 18 years of age & be scheduled a minimum of 20 hours per week.

Benefits For Your District

UMR Medical Benefits

Your medical benefits are provided by UMR and provides coverage for both in-network and out-of-network providers. You will always have stronger benefits when visiting in-network providers.

Medical	PPO \$2,000		HDHP/HSA \$5,000	
	In-network	Out-of-network	In-network	Out-of-network
Annual deductible (Individual/Family)	\$2,000/\$4,000	\$3,000/\$6,000	\$5,000/\$10,000	\$10,000/\$20,000
Out-of-pocket maximum (Individual/Family)*	\$5,650/\$11,300	\$11,300/\$22,600	\$5,000/\$10,000 (includes ded.)	\$20,000/\$40,000 (includes ded.)
Preventive care	No charge	50% after ded.	No charge	50% after ded.
Primary physician office visit	\$30	50% after ded.	0% after ded.	50% after ded.
Specialist office visit	\$40	50% after ded.	0% after ded.	50% after ded.
Telehealth	\$10	50% after ded.	0% after ded.	Not covered
Inpatient hospital services	40% after ded.	50% after ded.	0% after ded.	50% after ded.
Outpatient hospital services (lab, x-ray, diagnostic)	40% after ded.	50% after ded.	0% after ded.	50% after ded.
Advanced diagnostics	40% after ded.	50% after ded.	0% after ded.	50% after ded.
Urgent care	\$50 copay	50% after ded.	0% after ded.	50% after ded.
Emergency room care	\$200 copay, then 40% after ded.	\$200 copay, then 40% after ded.	0% after ded.	50% after ded.
Prescription drugs				
Retail (30-day-supply)				
Tier 1	\$15	\$15	0% after ded.	50% after ded.
Tier 2	\$45	\$45	0% after ded.	50% after ded.
Tier 3	\$75	\$75	0% after ded.	50% after ded.
Specialty	\$75	\$75	0% after ded.	0% after ded.
Mail order (30-day-supply)				
Generic	2x retail	Not covered	0% after ded.	Not covered
Brand preferred	2x retail	Not covered	0% after ded.	Not covered
Brand non-preferred	2x retail	Not covered	0% after ded.	Not covered

This is a summary of coverage; please refer to your summary plan description for the full scope of coverage. In-network services are based on negotiated charges; Out-of-network services are based on a percentage of Medicare charges.

* Includes Deductible and Co-payments

MetLife Dental Benefits

Our dental plan encourages early detection of dental problems by paying the most toward diagnostic and preventive services, such as routine check-ups and cleanings.

Most expenses under the dental plan are subject to an annual deductible and a per member annual maximum applies. The Base plan does not include child orthodontia and has a lower annual maximum.

The Upgraded Plan includes orthodontia and has a higher annual maximum.

Although you can choose any dental provider, when you use an in-network dentist, you will generally pay less. If you choose an out-of-network provider, you may be billed the difference between what MetLife pays, and what your out-of-network provider charges for the services. To locate an in-network provider, please visit <https://www.metlife.com/>.

Dental	MetLife Base PPO Plan		MetLife Enhanced PPO Plan	
	In-network	Out-of-network	In-network	Out-of-network
Annual deductible (Individual/Family)	\$50/\$150	\$50/\$150	\$50/\$150	\$50/\$150
Annual maximum (per person)	\$1,000	\$1,000	\$2,000	\$2,000
Diagnostic and preventive care Includes cleanings, fluoride treatments, sealants and x-rays	No charge	No charge	No charge	No charge
Basic services Includes fillings, periodontics, scaling and root planning, and oral surgery	20% after ded.	20% after ded.	20% after ded.	20% after ded.
Major services Includes crowns, bridges and full and partial dentures	50% after ded.	50% after ded.	50% after ded.	50% after ded.
Orthodontia - Available for children and adults*	N/A	N/A	50%	50%
Lifetime maximum	N/A	N/A	\$1,000	\$1,000
Non-network reimbursement	N/A	90th percentile	N/A	90th percentile

Plan includes out-of-network benefits, see plan summary for additional details.

MetLife Vision Benefits

Our vision care benefits include coverage for eye exams, lenses and frames, contact lenses, and discounts for laser surgery. The vision plan is built around the providers, who have higher benefits at a lower cost to you. When you need services, consider using an in-network provider for the most bang for your buck! When you use an out-of-network provider, you will be reimbursed for services according to the grid below. To locate an in-network provider, visit <https://www.metlife.com/>.

Vision	MetLife Vision Plan	
	In-network	Out-of-network
Examination (every 12 months)	\$10 copay (in-network doctor - covered in full)	Reimbursed up to \$45
Material	Covered up to \$130; then 20% discount	Reimbursed up to \$70
Lenses (every 12 months)		
Single	Covered in full	Reimbursed up to \$30
Bifocal	Covered in full	Reimbursed up to \$50
Trifocal	Covered in full	Reimbursed up to \$65
Frames (every 12 months)		
New frames	Covered up to \$130; then 20% discount	Reimbursed up to \$70
Contact lenses (every 12 months)		
Elective	Covered up to \$130	Reimbursed up to \$105
Medically necessary	Covered up to \$130	Reimbursed up to \$105

Employees can elect dental and/or vision regardless of whether they are enrolled in medical.

Innovation

- ✓ Fresh Ingredients, Fresh Recipes
- ✓ Engaging Students of All Ages
- ✓ Experience Serving Students Simultaneously
- ✓ Future Innovations
- ✓ Future Meramec Valley Events
- ✓ Embracing the Digital Age
- ✓ Programs that Make a Difference
- ✓ Putting Child Nutrition First
- ✓ Helping Save Our Planet

SFE is passionate about feeding innovation into your school nutrition program. We'll work with you to identify solutions that drive participation, enthusiasm, and satisfied appetites.

9

Innovation in our DNA

Fresh Ingredients

Fresh Recipes

From-Scratch Cooking

Creating an exceptional culinary experience for every student has been at the core of SFE since the beginning. And we understand that to increase participation, the quality of your ingredients must be consistent. We focus on scratch-cooked meals by supplying our chefs with whole, raw, and real products—so that students can taste the difference.

In our experience, students who are given scratch-made options are more likely to go through lines, fuel their minds, and achieve their highest potential. That's why SFE takes the time to develop innovative recipes lead by scratch-cooking techniques.

Ingredient-Focused Recipes

We design all of the menus to be diverse, creative, and appealing to the student appetites we serve. It starts with limiting the use of pre-packaged ingredients to reduce trans fats, cholesterol, and sodium—replacing processed items with fresh food and produce. By setting a foundation of nutritious ingredients, we are able to bring unprecedented innovation to our menus.

With over 3,000 recipes available, we've ensured that students can always look forward to something exciting in the cafeteria.

Exceeding HUSCC Gold Level standards, here's what you can expect in your recipes:

- Fresh fruit and a variety of vegetables
- Whole grains
- Minimum fat and sodium





Feedback-Focused Menus

A good menu is essential to feeding students. While 75% of our recipe collection is already fresh-from-scratch, we also focus on curating and presenting meals that are on-trend, restaurant-style, and conceptually exciting. While SFE ensures all menu choices meet federal and state regulations, we always prioritize student appetites—first and foremost.

We don't stop after the planning phase and make sure to continuously add new recipes to lunch menus throughout the year. As thorough as we are with our planning, we leave room to innovate further based on student input. **Here's how:**

- Menu items are regularly reviewed using item sales data and student surveys
- Student feedback is obtained through taste testing and focus groups
- We host Student/Parent Advisory Council meetings at schools

Consistently New Concepts

SFE creates new culinary concepts! These restaurant-style concepts range from traditional American favorites to on-trend, ethnically diverse options—with every entrée in line with required nutrition standards and compliance. They provide an array of fresh, exciting choices to help students look forward to eating at school.

Chef-Lead Customization

We also empower our kitchen staff to gather feedback and create a custom menu each month. Customized menus are a departure from the expected meal cycle, and truly set SFE apart from the competition.

Additionally, a monthly review committee will review menu choices and suggest new items. These committees include kitchen managers, operations personnel, and appropriate District personnel—ensuring any new concepts are both compliant and delicious.

Creative with Commodities

We see your commodity entitlements as an advantage, and ensure they are implemented into recipes in the first year of our partnership. We then work directly with your district to optimize the process, sourcing and ordering the items that make an immediate impact on your lunch program.

For example, we can buy a large quantity of pork at a reduced rate for pulled pork sandwiches in our Smokehouse Barbecue station, or tacos at our Taco Street station. Utilizing different meats for different recipes reduces waste, cost, and menu redundancy.

Elementary & Secondary Program

Introducing:

Chef Manny & DJ Cheetah

Elementary students need engaging, personality-driven branding to help them get excited about lunch. With Chef Manny Panda's Healthy Café, younger students will view an appetizing display focused on presentation, taste, and nutrition—in terms that elementary students can understand.

As children walk into the cafeteria, their attention will be grabbed by Chef Manny Panda and DJ Cheetah showcasing different vegetables or standing by our Gourmet Greens salad bar to introduce a locally grown seasonal fruit.

Chef Manny Panda and DJ Cheetah don't only appear in digital displays. With physical suits available, they can visit your school in person and help engage students directly. They're also available for monthly newsletters to share nutritional facts, exercise goals, and healthy recipes.

It All Comes Back to the Food

Our secondary menus are comprised of over thirty different culinary cuisines. These delicious culinary choices also have relatable appeal—like what they might experience at a food court or other retail outlets. This approach has a significant impact on student participation.

With the Gourmet Greens salad bar, students enjoy building their own assortment of vegetables—creating a foundation of healthy decision making that they can carry with them for the rest of their lives. With SFE, students are given the tools to gravitate toward nutrition, rather than resist it.



A Focus On Your Students

Food First

Student health and achievement is at the center of our mission at SFE, and we support that achievement by putting the food first. One of our pillars is Food First. This means leading with our culinary expertise and creating flavorful, healthy, nutritionally compliant, and on-trend meals for your student diners. We create new recipes and get students involved in providing feedback prior to these new items being added to school menus. To us, food equity and access matters. We want to ensure that all students have the same access to the wide variety of tastes and menu selections. Our focus is on delighting student diners – At SFE, we invite students to “Taste the Difference”

Compassionate Leadership

Compassionate leadership begins with customer service for all student and making all children feel welcome in the café. Every student, teacher and staff member will have the access to same high quality meals and stellar customer service.

Customized Programs

Our famous Roving Chef Program allows students to have a hands-on experience preparing meals right alongside our chefs.

Our Roving Chef Program is a game changer for students and is explained in greater detail in the pages that follow.

- Local and regional favorites
- Globally-inspired recipes dining concepts intended to be culturally authentic
- Farmers markets with local growers

Finally, our menus are student driven. We don't just say it, we back it up with a variety of ways in which we gather student input.

Innovation in Our DNA

We offer technology that supports efficient operations, including:

- SFE to GO
- ADP
- MEALS accountability
- TITAN food management and inventory management



Bringing Retail Dining Experiences to Your School

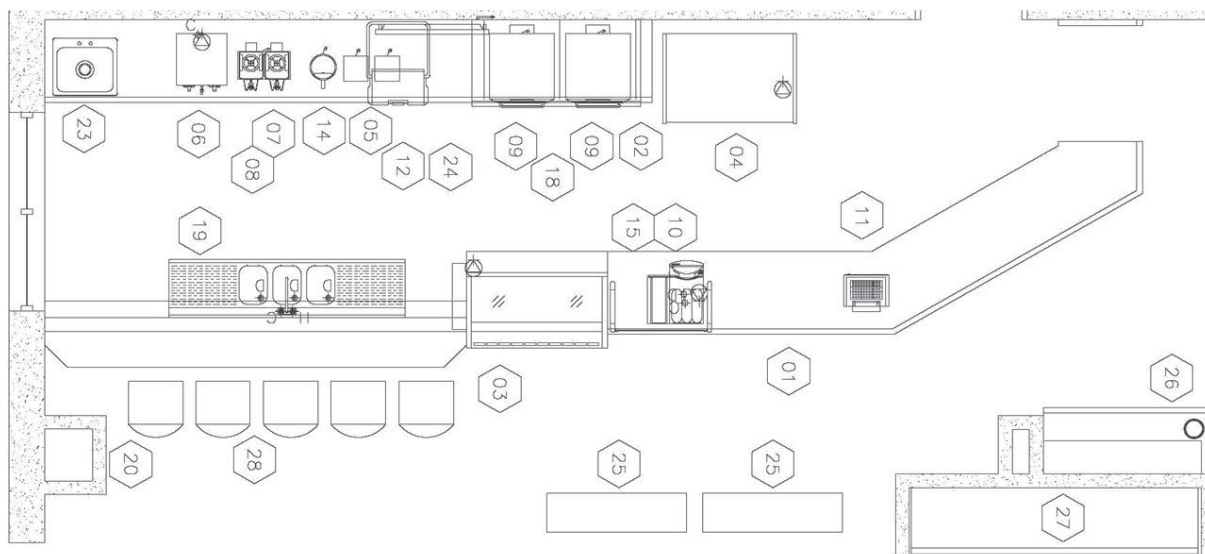
Coffee Shops

Our flexible array of coffee bar concepts give students the feeling of mature, sophisticated service while moving through their day. Offering a quick coffee and a small bite while on-the-go is the perfect way to engage students with timely nutrients—while also providing them with a level of independence they’ve come accustomed to outside the walls of the school. Whether you’re looking for an additional environment for “sipping and studying,” or a simple station for grabbing a fresh cup of coffee, we’ll work with you to design the right concept to best serve your students.

Convenience Stores

Our convenience store concepts provide students a unique opportunity for a quick bite, a full meal, or healthy snack—all within the new USDA A-La-Carte nutrition standards. Colorfully branded as the SFE C-Store, these alternative snack stops provide the same quality ingredients that students love in an entirely different setting. Like the rest of our nutrition program, the C-Stores can rotate their meals as frequently as needed—keeping students both engaged and satisfied.

Today's high school students are savvy consumers and need to be engaged with concepts that speak to them. That's why we provide our partners with alternative service models designed to embrace students' interests while providing them with quality options.



SFE Mobile Kiosk Cart

SFE's NEW! Customizable mobile kiosk is ideal for adding revenue opportunities and increasing sales away from the kitchen or cafeteria! Designed and built with our partners at Stephenson Case, its fully customizable, brightly colored powder coated base brightly creates high visibility, and its large storage cabinets minimize restocking.

The SFE mobile kiosk features insulated food storage compartments that will keep food hot or cold for hours. Its counter wells and closed storage compartments can each hold up to four full size 6" deep food pans.

Other useful features of the SFE mobile kiosk include a cash drawer shelf, menu board, and double-sided signage for multiple application display panel. Its 72" diameter matching canopy provides shade and also draws customers' attention. Plus, it's extremely maneuverable thanks to its molded-in handle and six 5" swivel casters with brakes.



All these features and more combine to make the SFE mobile kiosk a perfect solution for a variety of applications, including additional POS, sports venues, health fairs, elementary schools and more!

Experience Serving Students Simultaneously



Meramec Valley R-III School District caters to the culinary needs of its students with remarkable success. By implementing strategic expansions, such as the addition of mobile carts and a coffee shop at the cafe level. The introduction of fast lanes on each floor would not only enhance accessibility, but also elevate the overall dining experience. Furthermore, our expertise in serving Power Lunches extends beyond Meramec Valley R-III School District, as evidenced by our effective management of the power hour program at Sullivan Schools in Missouri, demonstrating our commitment to delivering exceptional food services across diverse educational settings.

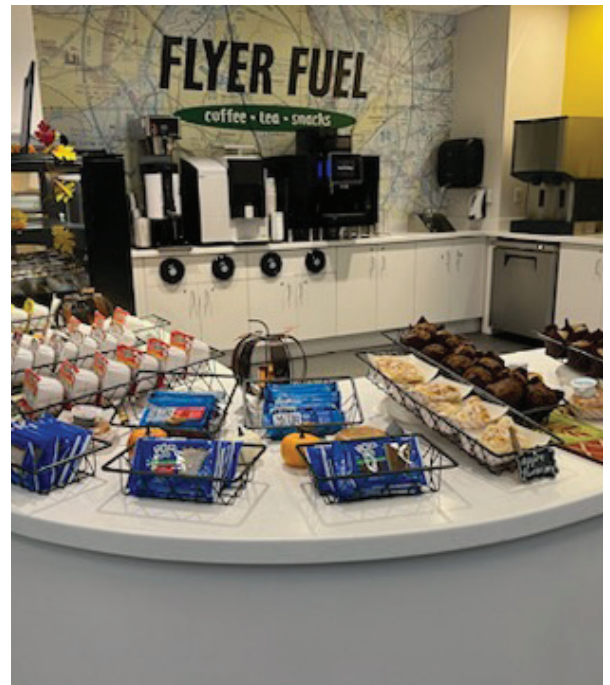
Power Lunch Reference

Power Lunch Reference

Sullivan (036-137) School District
Sullivan, Missouri

Contact: Jana Thornsberry
Title: Superintendent
Email: jana@sullivan eagles.org
Phone: (573) 468-5171

Previous FSMC: Opa
Enrollment: 2,109
Free & Reduced: 45%
Employee Structure: FSMC
Year Partnership Began: 2023
Number of Campuses: 4



Future Innovations

Surplus Strategies

Our onsite team will work with your district administration and building stakeholders to strategize ways to spend down extra funds by improving your food service program. These improvements can be in the form of increased menu options, serving line enhancements, innovations, and alternate ways to give your students the best from-scratch food. Here are a few ideas that we could explore in your district.



Breakfast Carts

Breakfast items will be served from mobile carts that will be placed in areas we call “drop off zones” or common areas that are convenient for students. By allowing the students to get healthy, nutritious starts to their days, the school district benefits from increased test scores, improved attendance and better behavior patterns, as well as improved financial performance.

Coffee Shop Concept

Our flexible array of coffee bar concepts give students the feeling of mature, sophisticated service while moving through their day. In addition to a variety of coffee drinks, the coffee station will also have muffins, smoothies, and other snacks available. We'll work with you to design the right concept to best serve your high school students and staff.



Digital Menu Boards

SFE decided to capitalize on kids’ insatiable appetite for screens by streaming nutritional education in an exciting and modern way. These screens help identify and market restaurant stations, announce specialty or new menu items, educate with important nutrition tips, and more!



Green Bronx Machine

Designed to work with either your existing school gardens or newly introduced vertical tower gardens, Green Bronx Machine curriculum aligns with the education curriculum in a variety of subjects allowing teachers to easily incorporate the lessons into their school day.

GBM helps students to make the valuable connection between where and how food grows and the meals they see served in their school cafeteria.

Action Stations

All young people are foodies these days and we want to provide them with exciting ways to experience on-trend culinary trends cooked to order. Some of the cuisines that we make to order for students are omelets, stir fry, wing bars and much more. This also provides a great interaction and marketing tool between students and your food program.



Equipment Suggestions



SFE suggests expanding your available equipment such as combi ovens, pizza ovens, turbo chefs, steamers, and any other equipment we may need to make sure your students are delivered the best, from-scratch recipes each day and each meal.

Share the Wealth

We propose to use the excess fund balance to increase the pay for your workers, or to introduce them to annual appreciation bonuses. SFE strives for compassionate leadership to ensure our team members are valued, respected and engaged in their roles. We listen, we empathize, we care, and we support our team members to ensure they are empowered for success.



Future Meramec Valley Events

July

- Contract begins

August

- Breakfast and lunch for staff training days
- Welcome Back Breakfast - big buffet style breakfast for all returning district staff

September

- Monthly Board Meeting Dinners - dinner for School Board meetings
- Staff Special Lunches - bringing a SFE food trailer around each building to serve staff a special lunch

October

- Roving Chef - first Roving Chef of the year at Coleman Elementary
- Monthly Caterings continued
- Community Meetings Caterings - catering any Meramec Valley community events
- Halloween Themed Service Lines - at all locations

November

- Veteran's Day Breakfast - catering breakfast for all veterans in the Meramec Valley community
- Coffee and Conversations Meetings - these meetings are for community members to come and meet your Superintendent, Dr. Schwierjohn. These meetings can be spread across a few months of the year and can be held at any building. We provide snacks and refreshments
- SFE Thanksgiving Meals - our yearly Thanksgiving meal at each building
- Pop-Up Cooking Classes - A SFE Chef will conduct pop-up cooking classes at any Meramec Valley School that students can attend. An example of one of these classes would be a fruit cutting demonstration followed by creating fruit parfaits

December

- Holiday Themed Service Lines - at all locations
- Monthly Caterings continued
- Holiday Themed Community Meeting - hot chocolate and desserts are provided

January

- Community Meetings Caterings - showcase a charcuterie board
- Roving Chef - second Roving Chef of the year at Pacific Intermediate
- Monthly Wing Day - new chicken wings introduced to Riverbend Middle and Pacific High School students

February

- Monthly Wing Day continued
- Cooking Club with SFE Chef - cooking club that a SFE Chef and Dietitian attend
- Valentine's Day Themed Service Lines - at all locations
- Monthly Caterings continued

March

- Roving Chef - third Roving Chef of the year at Pacific High School
- Health Fair/Farmer's Market - featured at Riverbend Middle School and available to all students and the Meramec Valley community
- Menu Madness Rollout
- Monthly Board Meeting Dinners continued
- Holiday Themed Service Lines - at all locations

April

- Earth Day Promo - rolling out new vegan/vegetarian recipes
- Monthly Events continued
- Student Focus Groups - at all locations

May

- Fifth Grade Celebrations - serving the fifth graders a special lunch out of a SFE food truck to celebrate the end of their elementary careers
- District Retirement Dinner - a dinner to celebrate all of the district employees retiring that current year

June

- Roving Chef - a Roving Chef for all locations operating summer school during the month of June

Embracing the Digital Age

Introducing:

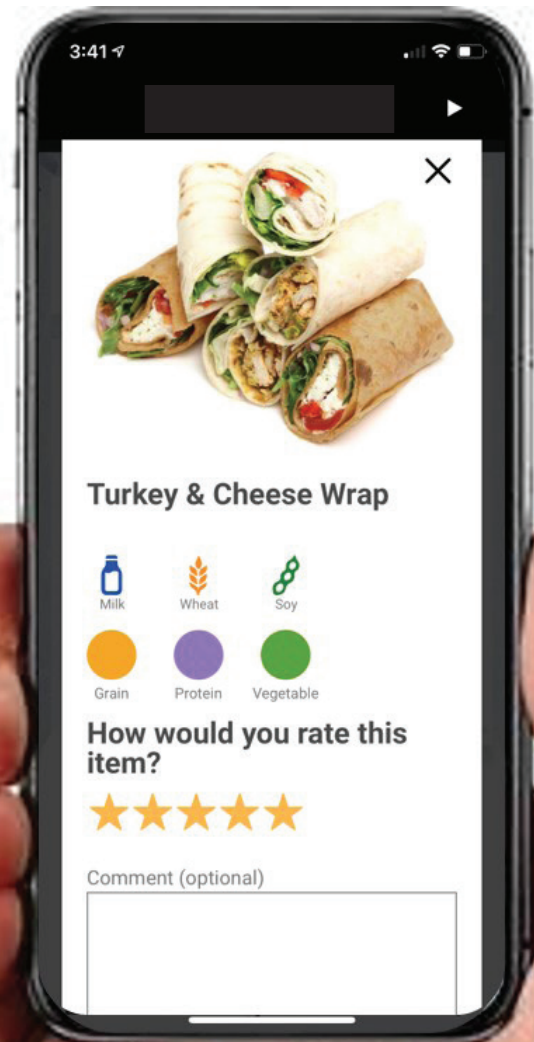
SFE To Go

When a student or parent selects one of the items, they'll have visibility into:

- Detailed Ingredients
- Allergen Insights
- USDA crediting Information
- Nutritional Facts

On-the-Fly Feedback

Additionally, we use the SFE To Go App as an innovative forum for collecting feedback. When students select menu items, they're given the opportunity to rate them on a five-star scale, provide specific comments, and submit feedback directly to our team—all from the palm of their hand. Our team reviews this feedback on a weekly basis so we can quickly pivot or modify menus based on what students want.

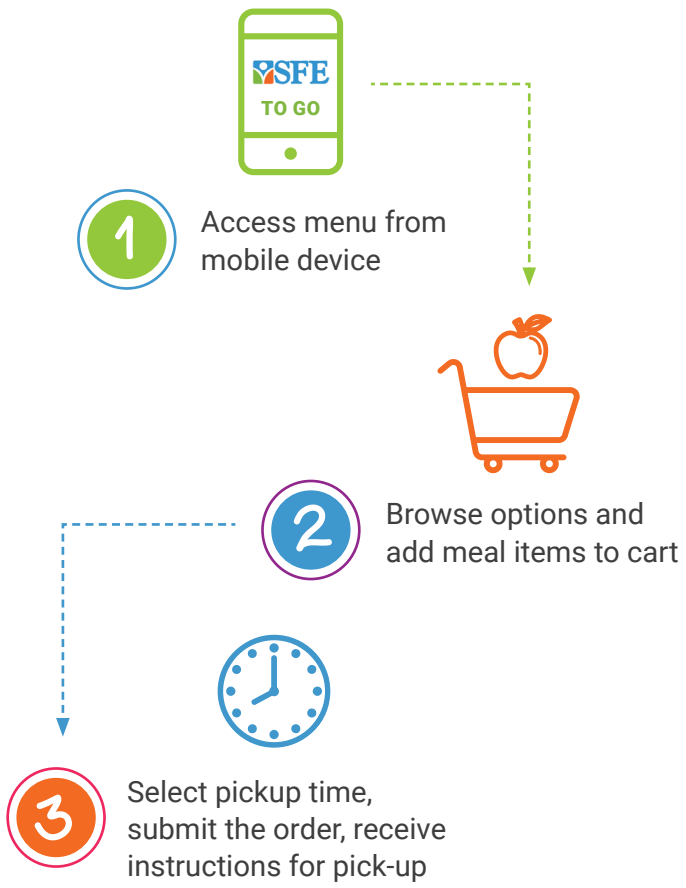


It's True, Students Love Apps
Each meal item we offer will be featured
in our exclusive app, SFE To Go.



How It All Works

Students & Staff (up to an hour before pickup)



Foodservice Staff



Programs That Make a Difference

How We Support Your Students

Beyond the Food

At the end of the day, it always comes back to the students. That's why we go above and beyond to include programs, initiatives, and additional resources for the young minds we want to fuel.

Children with Special Dietary Needs

SFE is dedicated to making student dining a positive experience—no matter your dietary constraints. From students with Celiac Disease to those with medical disabilities, our Registered Dietitians are available to help us customize menus as needed. Additionally, we offer all districts a “Nutrient Guide to Menu Items”—providing parents with a detailed estimation of nutritional information.

Child & Adult Care Food Program

USDA's Child and Adult Care Food Program (CACFP) plays a vital role in improving the quality of daycare—making it more affordable for low-income families. Each day, 3.3 million children receive nutritious meals and snacks, enrichment activities, and familial support through CACFP's after school programs.

At least 50% of children qualify for free or reduced-price meals, with eligible programs including childcare centers, Head Start, recreation centers, and after school programs. Title XX funded for-profit childcare centers that serve 25% or more low-income children are also eligible.



Why These Programs Matter

Studies show that CACFP meals are nutritionally superior to those served to children in alternative childcare settings, with 87% of “good quality childcare” homes participating in the program. CACFP meals provide key nutrients, fewer servings of fats and sweets, and consistent quality. Simply put—these programs make safe, healthy, and necessary support more affordable for low-income parents.



Community Engagement

Nutrition Education

Making it Stick

Our passion to educate students about healthy foods, and how it directly impacts everything about their lives. We also understand that if your students don't take the message home with them, it may not have a long-lasting impact.

That's why our programs are designed to engage students, parents, teachers and the entire community—so that healthy eating can become part of the culture surrounding our district.

Ways SFE goes above and beyond to make an impact:

Chef Manny Panda's Healthy Café

A family of animated mentors that help communicate the benefits of nutrition, fitness and healthy life habits to students

Roving Chef Interactive Cooking Experience

Kids cook alongside a real chef to learn about kitchen hygiene, nutrition, and fundamental culinary skills

Health Fairs and GetFit with SFE

Students learn about the benefits of healthy eating and fitness



Menu Review Committees and Student Taste Testings

Helping students participate in shaping their own district's menus

Farmer's Markets

Students learn about the farm-to-table connection, as well as sample new fresh fruits and vegetables



Nutrition Classes

Taught by registered dietitians

Reduce and Educate

Reducing Waste with Production and Share Tables

Our staff designs your menus to be creative, diverse, appealing, and appetizing while ensuring that there is minimal plate waste. We use production records, a form required by the USDA, to track and monitor the production of meals daily. These records need to be accurate to successfully pass an Administrative Review (AR). Since AR's are conducted by the State every three years, we help you remain audit-ready at all times. In order to ensure that all AR's are successful, we ensure all new cafeteria managers receive appropriate training in kitchen operations.

SFE's Commitment

SFE is committed to providing visually appealing food, a variety of nutritious and delicious food options, and ensuring program compliance with all federal and state meal requirements. With those requirements met, if a student should decide they would like to place an unwanted food item on the Share Table, SFE is committed to upholding our strict food safety and quality standards, as well as all state or federal regulations, when implementing a share table and any potential food reclamation.



Harvest of the Month

At SFE, teaching students about the foods they eat is as important as the foods themselves! We believe we have a big responsibility to introduce new foods to students as well as empower them to make healthy choices outside of the school café. We do that through: SFE Nutrition Education. **Our Nutrition Education program has a variety of options available to you and your students, including Harvest of the Month.** This program features a fresh fruit or vegetable highlighted on the menu throughout the month and with supporting take-home education materials. The Harvest of the Month can also be featured at SFE Farmer's Markets, within classroom education, during our Roving Chef Program, and beyond.

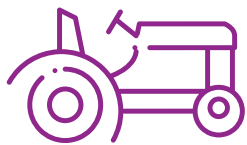


Sustainability Practices

Reducing Our Carbon Footprint

SFE is proud to offer our partners sustainable and positive initiatives for our planet. SFE would take the lead in educating and discussing our programs with key administrators, teachers, and students within the school—helping the community understand the impact.

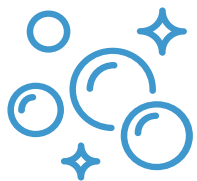
Here are some of the programs SFE implements to reduce our carbon footprint:



Local Farms

Purchasing from co-ops that source items from local farmers and producers in the area.

This program sources nutritious fruits, vegetables and grains from local farms and orchards—using less transportation while empowering farmers using best practices.



Green Cleaning Products

Providing green chemical and cleaning products for our partners.

These products are environmentally friendly and are designed to preserve human health and have a neutral effect on the environment.



Recycling

Implementing programs that encourage recycling.

SFE would take the lead in educating and discussing these programs with key administrators, teachers, and students within the school—helping the community understand the impact.



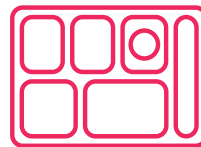
Composting

Encouraging and implementing composting programs.

Composting ensures that we reduce waste in our communities. Since improper composting products can actually increase waste and toxins released into the environment, we research and purchase products that make a difference.

Working with your administration to create areas where students can compost.

This educates students on farming, organic processing, and sustainable community programs—teaching them to produce their own fresh fruits and vegetables.



Fewer
Disposables

Decrease the use of disposable trays.

In situations where it makes sense, we recommend that our partners use actual trays and silverware to help reduce waste from disposable trays. Although this is not ideal in all situations, it is an option that can be examined on a case-by-case basis.

Our Promotional Path to Participation

- ✓ Details That Drive Participation
- ✓ Events that Excite Students
- ✓ Student-Centered Research & Development
- ✓ The Method Behind the Menu
- ✓ The SFE Cafe Experience
- ✓ Pumping Up Participation
- ✓ Nutrition Education
- ✓ Leading With Action

From digital and print media to cafe branding and promotions—SFE drives meal participation through engaging marketing that's focused on the students.

10

Creative in thought and process

The Details That Drive Participation

SFE drives participation through a multi-faceted approach that includes promotions and monotony breakers, special events, food promotions, holiday meals and engaging with the school community.

We promote the foodservice program with a strategic blend of both external and internal communication. Whether attending SHAC or

PTA/PTO meetings, conducting campus surveys, or posting monthly online menus, we are passionate about becoming an active part of your district community. We also host special events and promotions to reinvigorate campus participation, and treat hardworking students and staff.

Food Promotions and Special Events



Specialty Bars

E.g., Omelets, fresh fruit and yogurt, or baked potatoes



Sporting Events/Celebrations

Major upcoming sporting events or notable campus events



Monthly Food Promotions

National popcorn day, peach or sandwich month



Global Cuisine Features

New and exciting recipes



Holiday Themed Menus

Valentine's Day, Thanksgiving, Winter Holiday, and New Year's



Sustainability Focused Meals

Vegetarian, Halal, Vegan, Farm to Table

When we partner, we determine what your students respond to best and customize our promotions to suit their needs. **With SFE, you can guarantee quality and freshness is emphasized in all we do.**



Our Marketing Calendar: Events That Excite Students

SFE has created a monthly promotional calendar designed for all grade levels. These promotions bring excitement to the school cafe while driving meal participation and encouraging trial of new foods and flavors. Each promotion includes in-cafe and digital signage, digital assets to support our mobile menu app, school newsletter and social media graphics.

Examples of our monthly promotions include:

Quarter 1 (July-September)

- Welcome Back to School!
- Free & Reduced Meal Application Drives
- Kids Eat Right Month
- National Panini Month
- National Waffle Day
- Grandparent's Day
- Homecoming Tailgate

Quarter 2 (October-December)

- National School Lunch Week
- National Farmer's Day
- Halloween
- Thanksgiving
- National Peanut Butter Lover's Day
- National Sandwich Day
- Holiday Brunch

Quarter 3 (January-March)

- New Year's Celebration
- Valentine's Day
- Black History Month
- National Nutrition Month
- National School Breakfast Week
- St. Patrick's Day

Quarter 4 (April-June)

- Earth Day
- April Fool's Day
- National Pretzel Day
- End of the Year BBQ
- National Teacher's Day
- School Lunch Hero Day



The Cafe Environment

Elementary Environment

Focus on food and nutrition education

Middle School Environment

Focus on food, fun, and independence

High School Environment

Focus on ingredient transparency and sustainability

Back to School

WELCOME

CRAVE A TASTE FOR SOMETHING DIFFERENT?



Celebrate GRANDPARENTS DAY



Broccoli

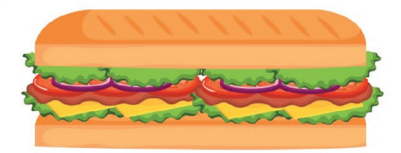


CLICK HERE FOR MORE INFO!

NATIONAL WAFFLE DAY



Celebrate with 'Waffley' Good Chicken and Waffles!



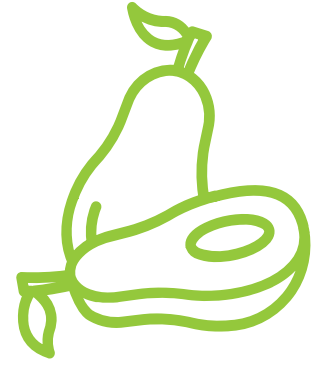
NATIONAL Sandwich Day



CELEBRATE FARMER'S DAY

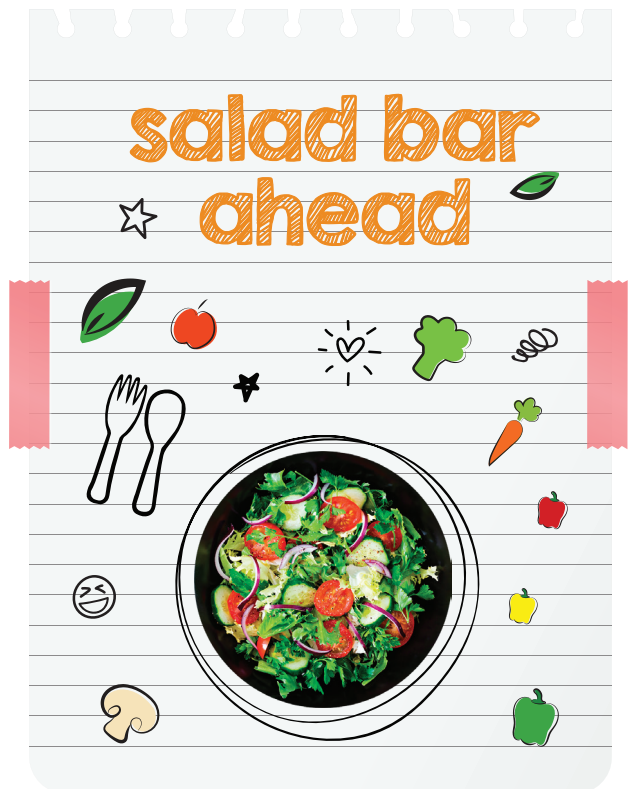


Fresh Fruit & Vegetable Offerings



Sample Vegetable Options Include:

- Seasoned Mashed Potatoes
- Fresh Cucumber with Zesty Lemon
- Fresh Tomato Wedges
- Fresh Cauliflower
- Fresh Kale & Spinach Salad Mix
- Seasoned 5-Way Mixed Vegetables
- Spiced Green Beans
- Fresh Salsa
- Broccoli with Cheese Sauce
- Shredded Lettuce, Tomato Slices & Pickles
- Fresh Celery Sticks
- Peppered Broccoli Florets
- Fresh Baby Carrots
- Fresh Broccoli Florets
- Fresh-Cut Cucumber Slices
- Seasoned Southwest Black Beans
- Roasted Garbanzo Beans
- Steamed Corn
- Italian Veggie Blend
- Green Bell Pepper





Sample Fruit Options Include:

- Cinnamon Applesauce
- Unsweetened Applesauce
- Fresh Apple
- Fresh Banana
- Fresh Orange
- Sweet Diced Peaches
- Juicy Pineapple Tidbits
- Fresh Pear and Fresh Grapes
- Spiced Cinnamon Apples
- Juicy Mandarin Oranges
- Diced Pears



Seasonal Holiday Themed Salad Bars

- **Spring Forward & Fresh Beginnings** with spring greens, edible flowers, and zingy dressings
- **Red, White, & Blue Salad Bar** with a variety of colorful berries and white veggies
- **Spooky Greens Salad Bar** with dark seasonal assorted fruits & veggies with Halloween-inspired offerings, like black olives
- **Festive Greens Salad Bar** with hearty greens and winter wonderland offerings



Valentines Day Salad Bar with a red and pink variety like watermelon, strawberries, grapes, and red bell peppers

Student-Centered Research & Development

We are proud of what we serve, and we want you to be proud too. Here's a glimpse into the time and effort it takes to get a meal on an SFE menu:



1 Frequent Taste Tests

To ensure students are thrilled with the food choices available, we invite them to taste tests for proposed new menu items. Here, they can taste and rate the meals and provide their candid feedback before finalizing the year's upcoming menu.



2 Further Development

Once students have sampled the proposed dishes, we use their feedback to develop a list of menu items for further testing.



3 Let the Students Decide

These items will be offered at different campus cafeterias, allowing students to provide feedback. Only menu items that have proved popular will make it to the menu stage.



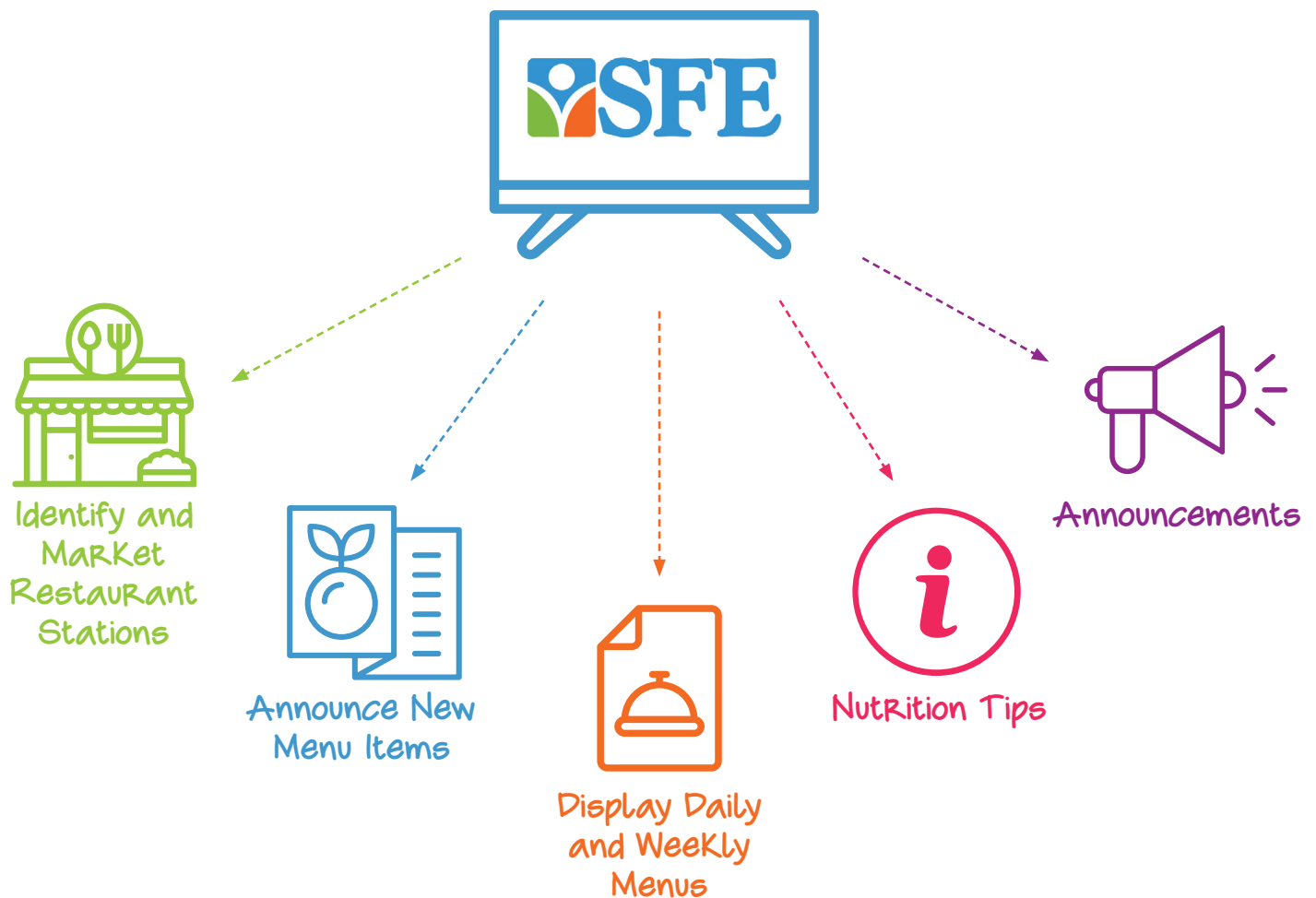
This process, while time-consuming, assures that we serve the meals students want to eat—effectively reducing plate waste and the number of students leaving the dining hall hungry.

Nutrition TV

SFE is committed to getting students interested in their own nutrition, and we all know kids' insatiable appetite for screens. We decided to capitalize on this instinct by streaming nutritional education in an exciting and modern way.

Our "SFE Nutrition TVs" are strategically placed throughout the cafeteria to communicate the following:

- Identify and market restaurant stations
- Announce specialty or new menu items
- Display daily and weekly menus
- Educate with important nutrition tips
- Announce special school events
 - Team Spirit Days, Gardening Campaigns, Food Drives, etc.





The Method Behind the Menu

Seasoned With Research & Development

When developing new meals and recipes, we pressure test every inch of our menu. That means inviting school administrators and students to annual taste tests that showcase new entrees—where they'll be able to taste, rate, and provide candid feedback on any proposed changes to the menu.

We then use this initial batch of student feedback to refine our recipes further before they're tested in school cafeterias. Using data from multiple locations, we can gather statistically significant information on what meals are working and why. While this process might seem tedious, it ensures official menu items are based on what students want to eat—driving participation and reducing plate waste.

Feedback is Always On The Menu

To keep our menus innovative and fresh, we continuously gather information from students and staff throughout the calendar year. The more we hear from the students, the better we become at tailoring meals to their tastes. Here are some of the feedback loops that are always open:

- Taste testing meeting with student focus groups
- Customer satisfaction surveys for students, parents, principals and administrators
- Health fairs, food fairs, and student menu advisory boards



Custom Strategies for Students

Proven Food, Proven Marketing

With SFE, innovation is baked into everything we do. That's why we offer dynamic marketing solutions that appeal to your students, faculty, and staff—all contributing to increased participation. Our marketing plan is modern and 100% customizable, ensuring you're engaging your students in a way that's meaningful.

This comprehensive program includes:

- Building a promotional calendar specific to your district
- Social Media - strategies, rules, and guidelines
- Monthly promotional campaigns
- Give-Away Campaigns/Enter-to-Win Campaigns
- Nutrition and culinary promotions
- Monthly newsletter ideas
- Health Fair Blueprint - A How-to Guide

Our Strategy Starts With Our Audience

The way we market to our elementary school students is different than how we market to middle schoolers, high schoolers, parents, and the surrounding community. But no matter the approach, our message is clear—we serve an awesome food program to our students.

Here are some of the things that make an impact on our audiences:

Elementary Students

- Familiar foods in a predictable environment
- Nutrition and food education
- Hands-on food demonstrations

Middle School Students

- Expanded menus and meal customization
- Engagement through the menu app
- Cafeteria branding that reflects their outside world

High School Students

- Alternative dining options that inspire independence
- Coffee shops and kiosks for quick service
- Advanced dining experience

Parents & the Community

- Parents' nights for direct communication
- Newsletters to proactively answer questions
- Community partnerships



The SFE Cafe Experience

The cafe's atmosphere is as important to the food program as the meals themselves. With a focus on fresh ingredients, SFE delivers a full sensory dining experience that students will come to expect:

Sound

The sounds of an SFE cafe are distinct. Students will hear not just the laughter and conversation that comes from meal time, but as they get closer to the serving line, they'll hear the sizzles, pops, and splashes that come with a freshly made meal.

Touch

SFE cafes are intended to be interactive, and students will have the opportunity to learn about new foods from our in-cafe nutrition and food education programs. These efforts encourage students to engage with ingredients and learn the craft.

Smell

Leading students from the hallways to the serving line is the smell of fresh ingredients, seasonings, and flavors that entice students to explore the cafe and try new meals.

Taste

When it comes to the taste, we let the food do the talking. By incorporating whole ingredients, fresh herbs, and local flavors, your students' dining experience will come full circle.

Sight

Visually, students will be greeted by a dining environment that encourages engagement. Younger students will benefit from built-in nutrition education, while older students will notice a retail-focused approach with a flair for ingredient transparency.



An Appetite for Atmosphere

An App That Markets For Us

To keep up with modern advancements in school nutrition, we developed an intuitive menu app for your students to dive deeper into the excitement—

SFE To Go.

The app allows program participants to access daily menus, nutrient facts, and meal prices. The app also features a nutrient calculator, meal planner, and filters for dietary needs and allergens—ensuring that all students, staff, and faculty always have a healthy meal option. By providing online access to menus, you're making it even easier for students to make healthier choices.

In-Cafeteria Marketing

As part of our proposed budget, we've included funds for a customized marketing plan to integrate into your existing cafeteria and equipment. Our environmental branding includes eye-catching signage and appetizing displays of nutritious food being offered.

For the younger students, we have cut outs of our healthy role models—such as Chef Manny Panda or DJ Cheetah. Students will also receive colorful menus ahead of time to plan out what they are eating for the week.

As students transition into middle school and high school, so will our approach to marketing—shifting from colorful menus and characters to materials that are more mature.

In our experience, once the students begin to see, smell, and taste the food being served, their participation increases almost immediately. And getting the cafeteria atmosphere right is an important step.

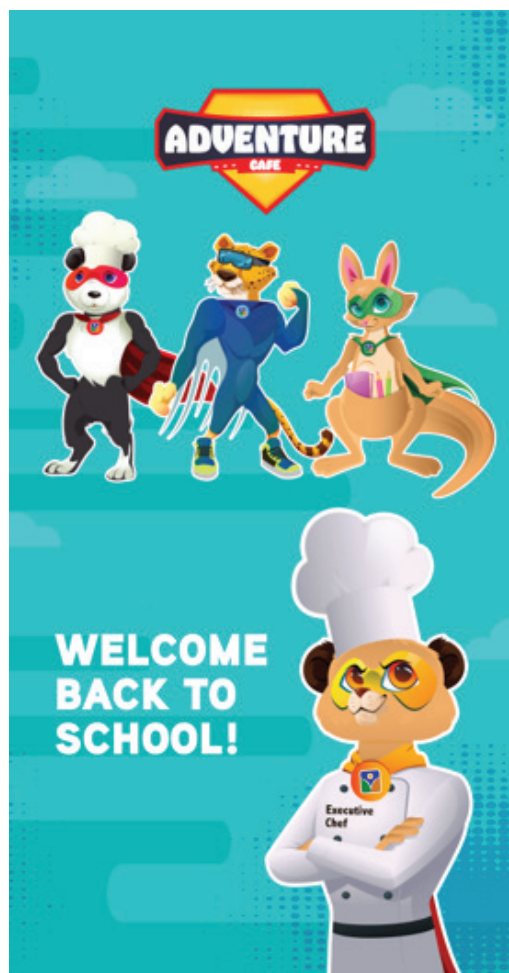


The Cafe Environment

A cafe atmosphere created specifically for Meramec Valley R-III School District students. SFE's focus is to create an environment that includes eye-catching signage and appetizing displays of the nutritious food being offered; increasing appetites and participation.

Welcome to the Adventure Cafe!

Custom designed for elementary students



STANDARD

- A** Cafe sign hung by chain.
- B** Art posters mounted to wall.
- C** Welcome sign mounted to wall next to entrance door to serving area. BE SURE SIGN IS VISIBLE ONCE DOOR IS FULLY OPEN
- D** Serving Line Cover (Role Models)
- E** Milk Cooler Cover (Role Models)
- F** Serving banner



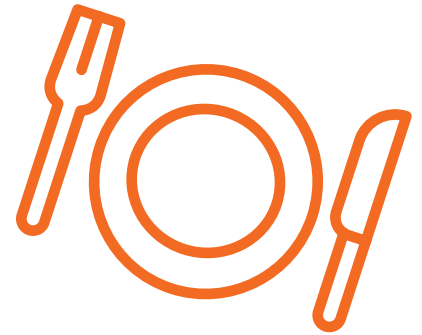
OPTIONAL

- A** SFE,Sizzle,Cold (hung by chain.)
- C** Serving Line Cover (Wood Grain)
- B** Custom Welcome Sign (mounted to wall next to entrance door to serving area. BE SURE SIGN IS VISIBLE ONCE DOOR IS FULLY OPEN)
- D** Serving banner
- E** Directional Floor Graphics
- F** Coming Soon Banner



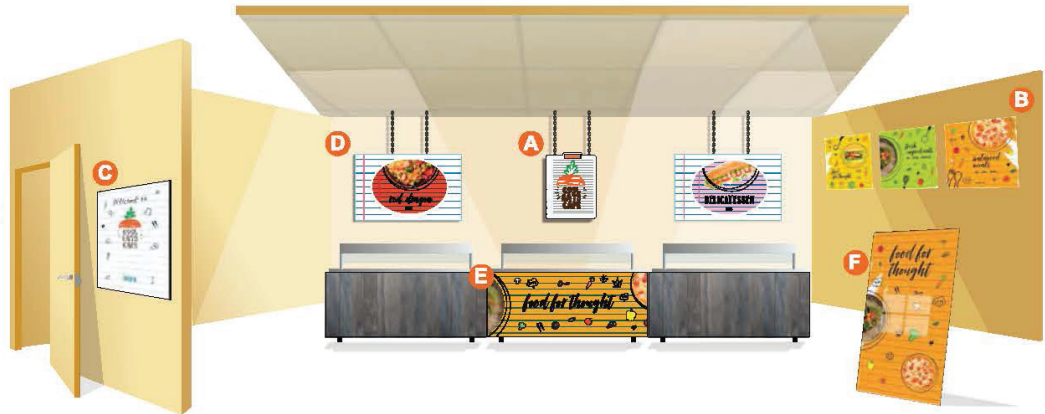
Welcome to the Cool Eats Cafe!

Custom designed for middle school students



STANDARD

- A** Cafe sign hung by chain.
- B** Art posters mounted to wall.
- C** Welcome Sign
(mounted to wall next to entrance door to serving area. BE SURE SIGN IS VISIBLE ONCE DOOR IS FULLY OPEN)
- D** Flat cut sign mounted on magnetic backer panel.
- E** Serving Line Cover (Food for Thought)
6 ft Minimum equipment length for " Food For Thought" cover. all other equipment covered in Wood Grain
- F** Serving banner



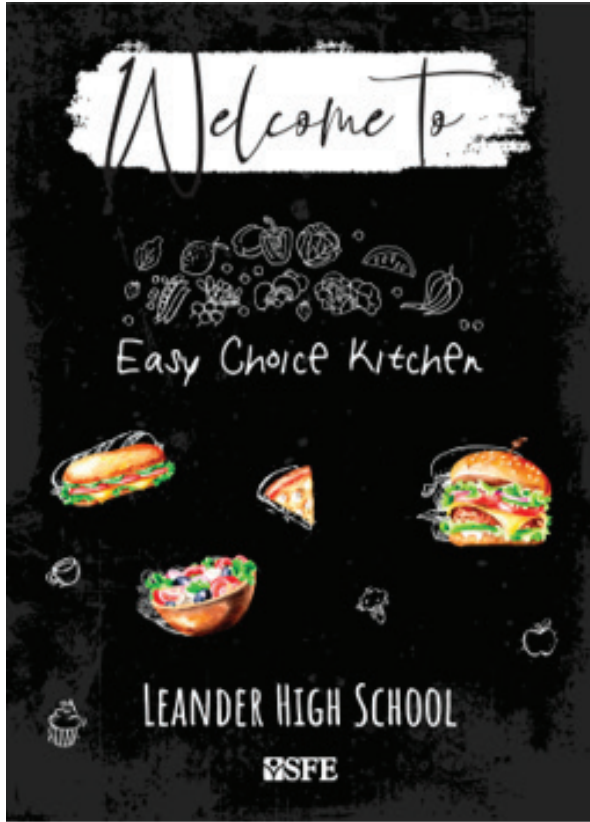
OPTIONAL

- A** Coming Soon Banner
- B** Welcome Back Banner
- C** Serving Line Cover (Wood Grain)
- D** Free Standing Counter Display
- E** Directional Floor Graphics
- F** *Custom Welcome Sign
(mounted to wall next to entrance door to serving area. BE SURE SIGN IS VISIBLE ONCE DOOR IS FULLY OPEN)
- G** 1" 3Dimensional



Welcome to the Easy Choice Kitchen!

Custom designed for high school students



STANDARD

- A** Cafe sign hung by chain.
- B** Art posters mounted to wall.
- C** Welcome sign mounted to wall next to entrance door to serving area. BE SURE SIGN IS VISIBLE ONCE DOOR IS FULLY OPEN
- D** Flat cut sign mounted on magnetic backer panel.
- E** Serving Line Cover (Good Food)
- F** Serving banner



OPTIONAL

- A** Coming Soon Banner
- B** Welcome Back Banner
- C** Serving Line Cover (Wood Grain)
- D** Directional Floor Graphics
- E** Custom Welcome Sign (mounted to wall next to entrance door to serving area. BE SURE SIGN IS VISIBLE ONCE DOOR IS FULLY OPEN)
- F** 1" 3Dimensional



Pumping Up Participation

Involving the Community

We work closely with our district partners to educate students on the importance of proper nutrition. That's because our mission extends past the district and into the communities that support it.

Here are some of the ways we create opportunities for community involvement:

- Health, food, and career fairs
- BBQs and cook-offs
- Commodity exhibits and tastings
- Graduation projects
- Student associations
- Advisory councils
- Nutrition advisory boards
- Culinary classes
- Catering services

Roving Chef Program

As part of our nutrition vision, our Roving Chef Program engages students in an interactive cooking experience. We've found that serving great food keeps students' appetites satisfied, but teaching them about the great food gets them excited to come back. The Roving Chef Program provides value to the students long after they're done eating lunch with us.



Chef-Lead
Cooking Demos



New Food and Recipe
Introductions



Education on
Healthy Ingredients



Take-home
Recipe Cards

Marketing Through Nutrition Education

Introducing: “Get Fit with SFE”

We have designed “Get Fit with SFE” to allow schools to incorporate physical activity into their lunch program for the year.

This program motivates and educates students, parents, and teachers on the importance of physical activity—with minimal scheduling interference. In fact, our implementation approach was designed to accommodate just about any school situation.

Students will get excited with DJ Cheetah, SFE’s Get Fit role model, while waiting in line for their nutritious breakfast or lunch.

On a rotating cycle, DJ Cheetah highlights:

- Physical Activity
- Nutritious Fruits and Vegetables

At the high school and middle school level, we teach students about healthy choices and living through our multimedia marketing, newsletters, and printed material. These provide nutrition education and physical activity goals that are specific for them. All education is integrated with the menu, illustrating the healthy items available to the students every day.

Research shows that increased strength, flexibility, and endurance increase students’ performance in the classroom.



DJ Cheetah



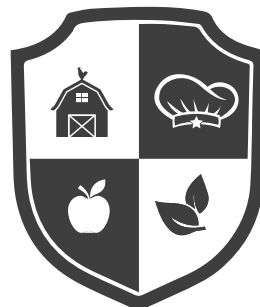
Nutrition Education

Building and Appetite for Education

At SFE, teaching students about the foods they eat is as important as the foods themselves! We believe we have a big responsibility to introduce new foods to students as well as empower them to make healthy choices outside of the school café. We do that through: SFE Nutrition Education.

Our Nutrition Education program has a variety of options available to you and your students, including:

- **Harvest of the Month:** a fresh fruit or vegetable featured on the menu throughout the month and with supporting take-home education materials
- **Café and Classroom Education:** whether a table set up in the café or an in-classroom demonstration, we have full lesson plans available for more in-depth learning about our featured Harvest of the Month
- **Roving Chef:** for our hands-on learners, Roving Chef puts them right in the kitchen alongside an SFE chef and registered dietitian. Students put on their chef hats and gloves as they prepare a healthy, delicious recipe and learn about the health benefits of each ingredient
- **Farmer's Markets:** an SFE farmer's market features the Harvest of the Month as well as many other fresh and local fruits and vegetables. Students have the chance to sample at least 10 different items in raw and cooked forms
- **School Gardens:** For our schools interested in creating or enhancing their garden classroom, SFE has the experience to get your started or keep it going!



FUTUREFOODIES

SFE NUTRITION EDUCATION





Roving Chef

SFE encourages students to make healthier eating choices at school by creating a fun atmosphere that students, teachers, and district administration will want to be a part of! As part of our nutrition vision, we will implement our “Roving Chef Program”. This program is designed to be an interactive cooking and learning experience with your students. Involving the students helps generate excitement about food and nutrition. Our chefs work with school administrators to recruit volunteer students to participate in the “Roving Chef Program”. During this engaging chef experience, the students will learn the basics of nutritious food preparation. We want your students to share this positive food experience with their friends and families. Implementing this program with our current foodservice partners has proven extremely successful. To encourage family participation, we send the students home with materials they can share with their families. Everything is done under the careful supervision of management staff to ensure a safe, pleasant experience.

Some of the benefits of the “Roving Chef Program” include:

- Take home recipe cards to share with family and friends
- Healthy food demos by our executive chefs with hands-on participation
- Lessons on how to cook healthy foods that taste great
- Education on how healthy foods not only taste great, but also are good for them
- Introduction to new foods that they may have never heard of or tried such as spaghetti squash





The Roving Chef Program

For our hands-on learners, Roving Chef puts them right in the kitchen alongside an SFE chef. Students put on their chef hats and gloves as they prepare a healthy, delicious recipe and learn about the health benefits of each ingredient.



Leading With Action

Humane Society of United States "Food Service Industry Protein Sustainability Scorecard"

The Humane Society of the United States (HSUS) recently released the results of their year-long audit of the humane animal husbandry practices among major U.S. food companies on their Food Industry Scorecard. The assessment addressed multiple aspects of company practices in regard to animal welfare issues within the food supply industry. These issues included caged hens, pig gestation crates, and the provision of plant-based options—as diversifying protein in the food industry reduces the demand for factory-farmed products.

SFE continues to be among the Top 10 companies included in the HSUS' annual report and remains the highest ranked foodservice management company exclusively serving K-12 schools.

See the full list and report at: https://www.humanesociety.org/sites/default/files/docs/HSUS_food-service-scorecard_2024.pdf

As the HSUS recognized, SFE:

- Implemented new plant-based recipes for its districts
- Offers professional development for its frontline team members related to plant-based marketing, recipe development and culinary skills
- Uses marketing efforts to communicate plant-based goals and options to customers

"We applaud SFE for setting new plant-based and animal protein reduction goals this year. We look forward to continuing to work with SFE."

 THE HUMANE SOCIETY
OF THE UNITED STATES

FLEX YOUR PLATE

Try Our **NEW** Plant-Based Items Today!

Now available in the cafeteria



Involvement of Students, Staff, and Patrons

- ✓ We Know Because We Ask
- ✓ Feedback is Part of the Recipe
- ✓ Meeting Students Where They're Hungry
- ✓ Your Community Your Program
- ✓ Future Meramec Valley Events
- ✓ Creating Buzz Around the Food

As our CEO Chef Monty Staggs says, "Gathering feedback is the most efficient way to ensure we are serving meals students can get excited about. If I guessed what you wanted for lunch, I'd probably get it wrong. But if I ASK you what you want, I'll get it right 100% of the time."

11

Feedback is Part of the Recipe

We Know Because We Ask

What's the best way to understand what students want? Ask them directly. That's why we maintain multiple lines of communication with students, parents, and staff. Here is how we ensure healthy, great tasting meals make it to all of our school cafeterias:



SFE Mobile Menu App

Available for every meal, every day—our mobile app encourages students and staff to rate their meals on a 1-5 star system while providing live feedback to our onsite and culinary teams.



Culinary Focus Groups & Taste Tests

We host regular focus groups so students can sample potential recipes and fill out taste surveys before we add new meals to the menu.



Parent Involvement

Parents are always welcome to join students and taste the cafeteria experience for themselves or contact their dedicated cafe team by phone or email with any dietary questions.



Cafe Teams That Care

Your dedicated team will proactively check in with students and ensure feedback lines are open and student appetites are satisfied. They're also available for regular meetings with school staff to answer any questions.





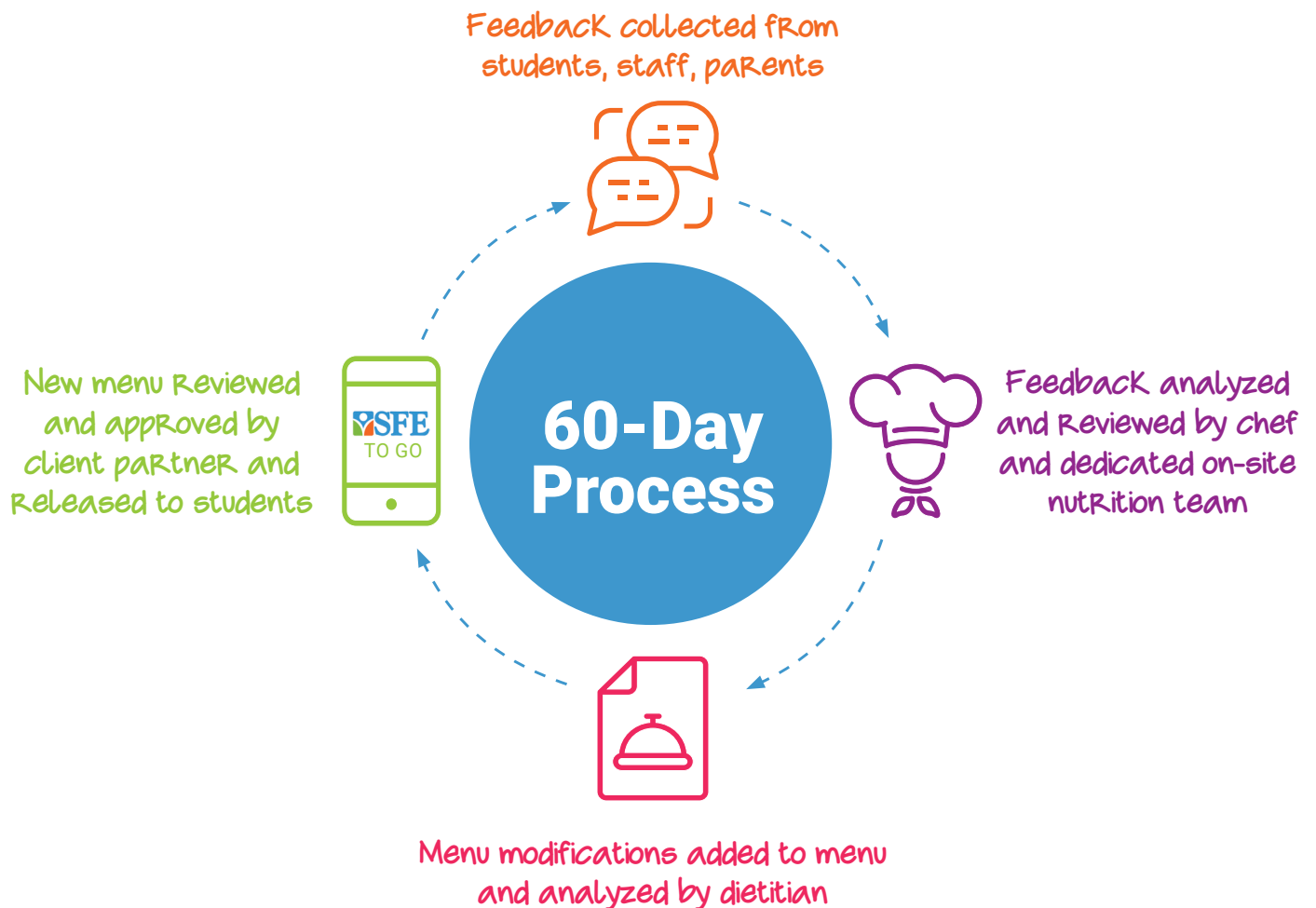
Feedback: From Process to Plates

Implementing feedback into our process is how we ensure every student is heard, fed, and satisfied.

Feedback from students, staff, and parents are used to:

- Modify or eliminate menu items
- Create promotions and menu features
- Determine the best culinary concepts and flavor profile to feature regularly in the menu
- Identify opportunities for special events or promotions
- Modify meal service practices to improve line speed and customer experience

Feedback-to-Implementation Flow



Taste Buddies & Taste Trailblazers

Student Feedback

Gathering feedback from students is a core tenet of SFE and something we get really excited about! A tasting can consist of single food items such as vegetables and fruits, or a new recipe under consideration for the breakfast or lunch menu.

Taste Buddies is our program for elementary students and highlights SFE Characters such as DJ Cheetah and Holly Kangaroo. Taste Trailblazers is intended for use by students in middle and high school.

Taste testing is a tool that can be used to introduce students to the smells, textures, and flavors of new foods.

The more involvement from students, teachers, administrators, or even a DJ Cheetah visit, the more excitement it can generate for the program. Positive feedback from principals and teachers can encourage reluctant students to try new foods and DJ Cheetah can help to encourage younger students to get excited about being an adventurous eater. One bite can lead to healthy eating habits for a lifetime and promote healthy food choices for the entire school community!



Benefits of Taste Tests

- Taste tests in the cafeteria provide a safe environment for children to try new foods before the foods are on the menu.
- Innovative menus can be developed using results from taste tests.
- Helps uncover why an item is undersold. Has it gone unnoticed or perhaps students just don't like it?
- Students may be motivated to try new foods after watching their peers and teachers try new items.

Menu Item: _____

comments: _____

☺
☺
☺

MENU ITEM: _____

COMMENTS: _____

☺ Love it!
☺ Maybe
☹ No Way!

Meeting Students Where They're Hungry

Where Do You Want to Eat Today?

We strive to make meals a seamless part of students' days so they can get back to what's important to them: Everything else. At SFE, that means diversifying our serving models to meet students where they're hungry.

Our experts analyze bell and meal schedules to ensure our operations are efficiently serving all students - anytime, anywhere. This means considering alternative points of service to alleviate long lines and increase participation.

Examples of SFE Service Solutions



Breakfast & Lunch Carts

Whether it's used for classroom delivery or stationed in high-traffic areas, remote breakfast and lunch carts meet students where they are and provide grab and go meal options.



Food Trucks & Trailers

One of our trendier service models, our food trucks and trailers bring students outside and out of the cafe to grab a meal.



Coffee Shops & Convenience Stores

Our older students often want to grab a quick bite and head to class. This alternative service point still delivers reimbursable meals and a la carte options that appeal to all tastes and budgets.



Reimbursable Meal Vending Machines

Offering both hot and cold options, these vending machines allow contactless meal ordering and pick up—giving the main cafe line relief while still offering the variety students crave.



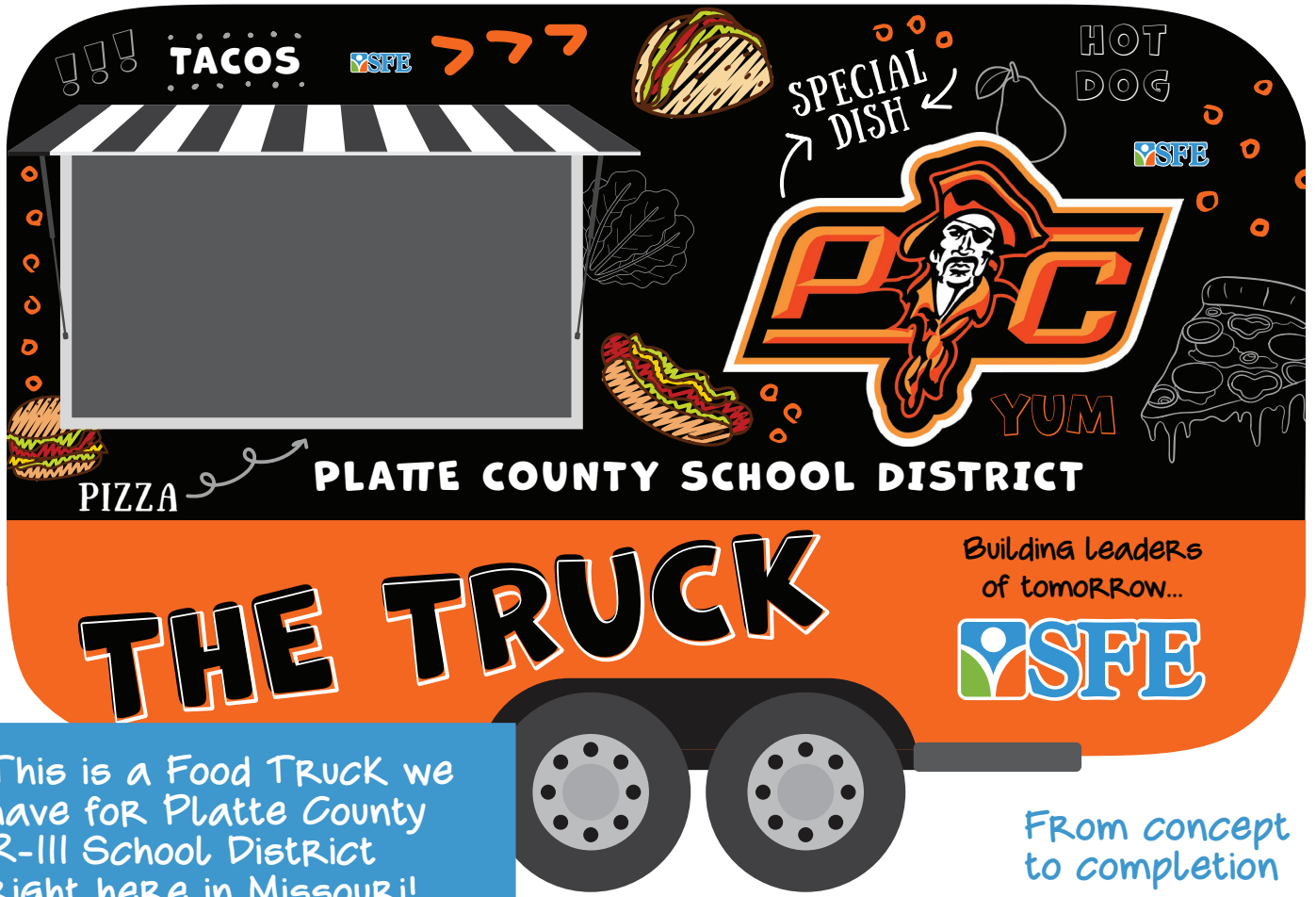
Cafe Scatter System

This model allows the cafe to become a food court style dining environment. Instead of one main food line, stations are placed throughout the cafe to give students the ability to spread out, speed through lines, and choose from more options. This also increases the number of options served to students.



Classroom Breakfasts & Lunch

For districts able to support more flexible service models, SFE is able to deliver the same quality nutrition and taste straight to the classroom.



This is a Food TRUCK we have for Platte County R-III School District Right here in Missouri!

From concept to completion



Creating Buzz Around the Food

It All Comes Back to Participation

SFE believes in working closely with our district partners to educate students and their families on the importance of proper nutrition. To help accomplish these goals, we emphasize communication and involvement with parents, teachers, principals, and administration—offering promotional programs and activities to drive participation.





Your Community, Your Program

Keeping It Local

When we talk about building engagement, we mean beyond the schools and into the communities. Connecting with the community is an important step in delivering an authentic, familiar food experience to our students.

Some of the partnerships that get us there:

District education foundations

Health fairs

Food fairs

BBQs

Cook offs

Commodity exhibits and tastings

Student taste testings

Boosters clubs

Student achievement recognition

Graduation projects

Parent / Teacher associations

Student / Parent advisory counsels

Career fairs nutrition advisory boards

Culinary classes

Catering



Future Meramec Valley Events

July

- Contract begins

August

- Breakfast and lunch for staff training days
- Welcome Back Breakfast - big buffet style breakfast for all returning district staff

September

- Monthly Board Meeting Dinners - dinner for School Board meetings
- Staff Special Lunches - bringing a SFE food trailer around each building to serve staff a special lunch

October

- Roving Chef - first Roving Chef of the year at Coleman Elementary
- Monthly Caterings continued
- Community Meetings Caterings - catering any Meramec Valley community events
- Halloween Themed Service Lines - at all locations

November

- Veteran's Day Breakfast - catering breakfast for all veterans in the Meramec Valley community
- Coffee and Conversations Meetings - these meetings are for community members to come and meet your Superintendent, Dr. Schwierjohn. These meetings can be spread across a few months of the year and can be held at any building. We provide snacks and refreshments
- SFE Thanksgiving Meals - our yearly Thanksgiving meal at each building
- Pop-Up Cooking Classes - A SFE Chef will conduct pop-up cooking classes at any Meramec Valley School that students can attend. An example of one of these classes would be a fruit cutting demonstration followed by creating fruit parfaits

December

- Holiday Themed Service Lines - at all locations
- Monthly Caterings continued
- Holiday Themed Community Meeting - hot chocolate and desserts are provided

January

- Community Meetings Caterings - showcase a charcuterie board
- Roving Chef - second Roving Chef of the year at Pacific Intermediate
- Monthly Wing Day - new chicken wings introduced to Riverbend Middle and Pacific High School students

February

- Monthly Wing Day continued
- Cooking Club with SFE Chef - cooking club that a SFE Chef and Dietitian attend
- Valentine's Day Themed Service Lines - at all locations
- Monthly Caterings continued

March

- Roving Chef - third Roving Chef of the year at Pacific High School
- Health Fair/Farmer's Market - featured at Riverbend Middle School and available to all students and the Meramec Valley community
- Menu Madness Rollout
- Monthly Board Meeting Dinners continued
- Holiday Themed Service Lines - at all locations

April

- Earth Day Promo - rolling out new vegan/vegetarian recipes
- Monthly Events continued
- Student Focus Groups - at all locations

May

- Fifth Grade Celebrations - serving the fifth graders a special lunch out of a SFE food truck to celebrate the end of their elementary careers
- District Retirement Dinner - a dinner to celebrate all of the district employees retiring that current year

June

- Roving Chef - a Roving Chef for all locations operating summer school during the month of June

Building an Appetite for Education



FUTUREFOODIES

SFE NUTRITION EDUCATION

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Our Nutrition Education program has a variety of options available to you and your students, including:

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- **School Gardens:** For our schools interested in creating or enhancing their garden classroom, SFE has the experience to get your started or keep it going!



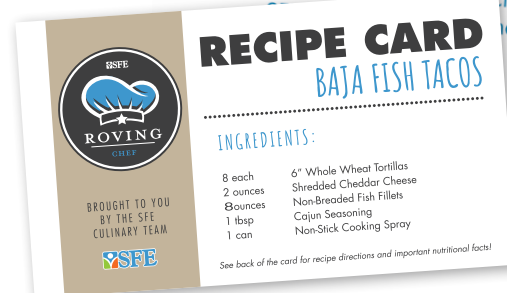


Roving Chef

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Some of the benefits of the “Roving Chef Program” include:

- Take home recipe cards to share with family and friends
- Healthy food demos by our executive chefs with hands-on participation
- Lessons on how to cook healthy foods that taste great
- Education on how healthy foods not only taste great, but also are good for them
- Introduction to new foods that they may have never heard of or tried such as spaghetti squash



New Food Concepts and Innovations



SFE's Involvement in the Missouri Farm to School Program:

SFE is proud of the work we do to ensure fresh and local products make it to our students' plates. We are a natural fit to support and expand the Missouri Farm to School Program to participating districts because our expertise in local sourcing and partnerships within St. Louis area school districts that allow us to hit the ground running.

Our current Nutrition Education programs leverage local produce. Fresh and locally grown produce is being highlighted through the several Fresh Fruit and Vegetable Program across Missouri, including hundreds of SFE's Roving Chef events, Farmer's Markets and other nutrition education programs. Through our relationship with Ole Tyme Produce, a Saint Louis based company, our district partners in the St. Louis area enjoy produce from over a dozen local farmers and we are prepared to expand our footprint even further.

In addition, SFE can offer our expertise in this program to districts intending to expand their involvement in the Missouri Farm to School Program. Our services include:

- SFE will support the your program with additional fresh fruit and vegetables from a local source, to be identified with district support.

- We will collaborate with the district to increase educational activities with garden based and agriculturally based nutritional education information.
- We will develop ongoing relationships between schools and agricultural producer groups and community partners.
- SFE will develop long term sustainability plans to work with local farmers to provide student tours and educational training.
- We will collaborate with the district to engage Riverview Gardens culinary programs to support the evaluation of the farm to school program and market its importance to the community.
- Our program will provide a direct supplier of organic produce used to support SFE Farmer's Markets and Culinary based menus and training.

Experiencing New Foods at SFE Farmer's Markets

Exposing students to new flavors through fresh fruits and vegetables they would not ordinarily have the opportunity to try is a favorite of SFE's. We believe it is a part of our responsibility to our students to provide them the option to try a variety of fresh fruits and vegetables.

At an SFE Farmer's Market, students experience new fruits and vegetables through:



Students will notice the aromas from freshly picked fruits and vegetables that are thoughtfully prepared to sample raw, cooked and as a part of a recipe.



Students have the opportunity to experience fruits and vegetables through touching the whole fruit/vegetable in its original form and in its chopped and prepared form.



Students experience fruits and vegetables in their natural colors and growing environments.



Last but certainly not least (and definitely our students' favorite!), students sample fruits and vegetables raw, cooked and as a part of a recipe.



Farmer's Markets in Action

SFE school districts have loved participating in Farmer's Markets, including Liberty Hill ISD and Grand Prairie ISD. Students sampled and provided feedback on a variety of fruits and vegetables, which helps their district build their menu. In addition to sampling these items at school, students are able to bring home fruits and vegetables to their family, inspiring other members of the household to be bold and try a new food.

Listening to Our Students: FlavorFest

SFE's FlavorFest is an exciting opportunity for our students to work alongside our culinary team to try new ingredients from our vendor partners and new recipes from SFE's chefs and dietitians. As students sample new items in a food show environment, they provide direct feedback on what they would like to see on their upcoming menus. FlavorFest is a large scale event, hosted at many SFE districts to ensure our students have a voice in what makes it to the menu in their district and other SFE schools.



The FlavorFest Experience:

District Participants

- Northwest R-1 SD
- Platte SD
- Kearney SD
- Grand Prairie ISD

Student Participation

- At least 100 students from each district
- Representative of all age groups (elementary, middle and high)

Additional Participants:

- Principals
- Building administration
- SHAC Committee
- PTA/PTO representatives
- Business office/
purchasing clients

Results

- Identified new menu items for upcoming menus
- Informed selection of commodity products for upcoming year
- Introducing new plant-based station concept in the next school year



Snap this QR Code
to see FlavorFest
in action!





Missouri Farm to School

- ✓ Farm to Table
- ✓ Missouri Farm to School
- ✓ Established Local Farms Relationships

SFE prides itself putting the freshest ingredients in front of students. Our chefs work hand in hand with farms across the country to provide customized, locally-based menu options.

In Missouri, from apples to zucchini, we have such a rich variety of fruits and vegetables growing most of the year right here in MO, and you can expect SFE to have them on your menus as well.

12

Fresh, local ingredients

Farm to Table

Local and Fresh

We are proud of our commitment to purchasing fresh and local ingredients wherever possible. Our goal is to ensure the freshness and availability of our foods and ingredients so our students' meals arrive at peak flavor. The absence of large purchasing agreements enables SFE to collaborate with local growers and producers in ways others cannot.

With over 300 partners throughout the United States, we are well adept at understanding local food markets, product sourcing and getting local flavors onto your students' plates.

Pueblo School District No. 60 (Colorado)

Pueblo School District provides local foods from nearby market vendor. By partnering with SFE, we were able to help utilize their resources to provide deliver from The Summer House: A local organized family owned hydroponic lettuce farm. The Summer House now specifically grows lettuce and herbs for District 60 Foodworks while maintaining the quality and health of the food. Serving over 300+ partners throughout the United States we are well adept at understanding local food markets.

Roanoke City Public Schools (Virginia)

SFE and Roanoke City Public Schools partner with Roanoke Fruit and Produce Company, a local family owned and operated company that uses locally grown product. Roanoke students enjoy kale, lettuce, tomato, onion, apples, oranges, herbs, carrots, and broccoli from nearby farms. Salad bars offer a nutritious, fresh, local choice to fuel students at school.

“

Children can't learn on empty stomachs, and this program makes sure that school meals are not only nutritious but fresh and local. This is a win-win.

Kurt Steinhaus
Public Education Secretary Designate

”



Pictured: Traditional Chili Relleno casserole using locally grown green chili from Milberger Farms. Sides: Cilantro lime rice, homemade salsa, full garden bar



When children can grow, taste and learn about produce, they are more likely to develop lifelong healthy habits that can make a positive impact on obesity.

Dr. David R. Scrase, M.D.
Acting Secretary of the Department of Health

Why local? Sourcing local keeps as much money as possible in the local economy. In doing so, it generates more jobs and wealth in the local economy compared to spending at absentee-owned businesses, including corporate chains.

Our **Fresh Local Harvest** program is our responsible action to positively impact the environment, student health, animal welfare and our company's core values.

"Local" is often associated with geography and is scalable, ranging from national to metro. We will provide feature locally grown and locally processed produce from the following states:

Missouri (#1 Priority)

- Kansas
- Iowa
- Arkansas



Pictured: Operating in Missouri already, we have established partnerships with local farms.

Missouri Farm to School

SFE has always prided ourself in procuring local foods utilizing local resources. We want to ensure the freshness and availability of our foods and ingredients. Our food is customized to your student's preferences while maintaining the quality and health of the food. Partnering with 300+ K12 partners throughout the United States, we are well adept at understanding local food markets.

We will provide feature locally grown and locally processed produce from Missouri as much as possible. When not, SFE will prioritize distance because the closer the better. Having already a strong presence in Missouri, SFE has established great partnerships with many local farms across the state. Our students enjoy knowing where their lunch was grown. Additionally, SFE works closely with several other organizations such as the University of Missouri, Urban Harvest STL and other great coalitions to help further the incorporation of MO Grown foods into school food service.



Missouri Department of Health and Senior Services • health.mo.gov/growingwithmo # 705 08/22
Made possible with funding from the Centers for Disease Control and Prevention.

Missouri Department of Health and Senior Services • health.mo.gov/growingwithmo # 703 08/22
Made possible with funding from the Centers for Disease Control and Prevention.



Missouri Food for Missouri Kids

SFE works closely with local growers and farmers to ensure the freshest ingredients make it to your students' plates.

Our Approach:

- Menu seasonally to use ingredients at their peak flavor and freshness
- Partner with local organizations, such as farmer's markets
- Work with farmers for food education; farm tours, farm to tray ingredient lessons, field trips



Tower Gardens and Local Farms

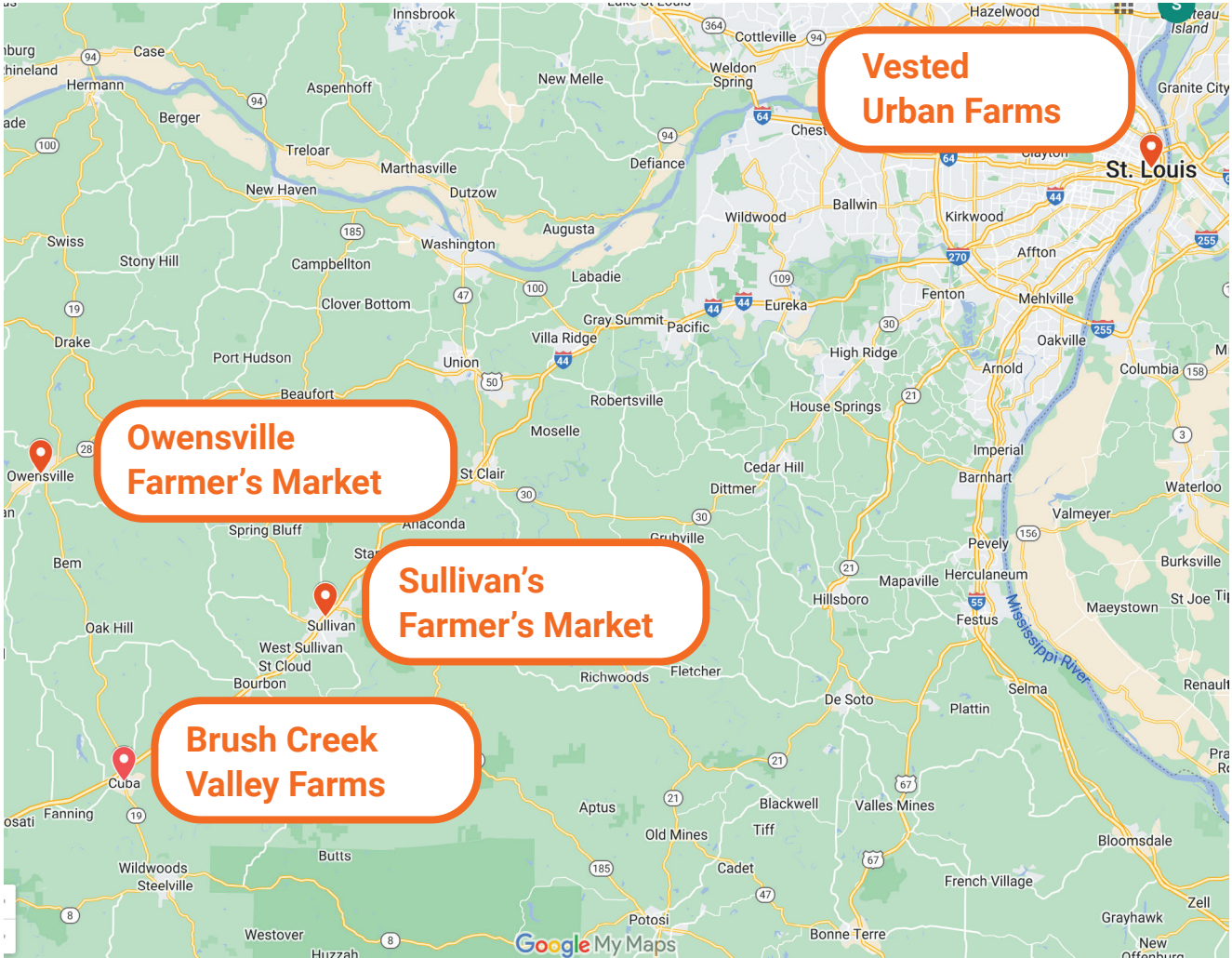
SFE is committed to sourcing locally through farms and utilizing tower gardens to truly make it a local experience.

- Partnership with Green Bronx Machine to accelerate gardens in your district
- Sourcing and earning farm to school grants
- Identifying local farms to purchase from directly
 - Sullivan Farmer's Market
 - Brush Creek Valley Farms
 - Owensville Farmer's Market
 - Vested Urban Farms



From tower to table to tummy!

FARM FRESH!



Sample Menus

- ✓ Fresh Ingredients, Fresh Recipes
- ✓ Engaging Students of All Ages
- ✓ Making Everyday More Efficient
- ✓ Creativity Meets Cuisine
- ✓ Programs That Make a Difference
- ✓ Putting Child Nutrition First
- ✓ Helping Save Our Planet
- ✓ 21-Day Menus

SFE's team of chefs and dietitians work together to develop on-trend, flavorful recipes that are fully compliant with USDA and state regulations.

13

Feedback is part of the recipe

Fresh Ingredients, Fresh Recipes



From-Scratch Cooking

Creating an exceptional culinary experience for every student has been at the core of SFE since the beginning. And we understand that to increase participation, the quality of your ingredients must be consistent. We focus on scratch-cooked meals by supplying our chefs with whole, raw, and real products—so that students can taste the difference.

In our experience, students who are given scratch-made options are more likely to go through lines, fuel their minds, and achieve their highest potential. That's why SFE takes the time to develop innovative recipes lead by scratch-cooking techniques.



Ingredient-Focused Recipes

We design all of the menus to be diverse, creative, and appealing to the student appetites we serve. It starts with limiting the use of pre-packaged ingredients to reduce trans fats, cholesterol, and sodium—replacing processed items with fresh food and produce. By setting a foundation of nutritious ingredients, we are able to bring unprecedented innovation to our menus.

With over 3,000 recipes available, we've ensured that students can always look forward to something exciting in the cafeteria.

Exceeding HUSCC Gold Level standards, here's what you can expect in your recipes:

- Fresh fruit and a variety of vegetables
- Whole grains
- Minimum fat and sodium



Feedback-Focused Menus

A good menu is essential to feeding students. With menus featuring fresh-from-scratch options, we also focus on curating and presenting meals that are on-trend, restaurant-style, and conceptually exciting. While SFE ensures all menu choices meet federal and state regulations, we always prioritize student appetites—first and foremost.

We don't stop after the planning phase and make sure to continuously add new recipes to lunch menus throughout the year. As thorough as we are with our planning, we leave room to innovate further based on student input. **Here's how:**

- Menu items are regularly reviewed using item sales data and student surveys
- Student feedback is obtained through taste testing and focus groups
- We host Student/Parent Advisory Council meetings at schools

Consistently New Concepts

Did you know SFE creates new culinary concepts every year? These restaurant-style concepts range from traditional American favorites to on-trend, ethnically diverse options—with every entrée compliant and in line with required nutrition standards. They provide an array of fresh, exciting choices to help students look forward to eating at school.

Chef-Lead Customization



We also empower our kitchen staff to gather feedback and create a custom menu each month. Customized menus are a departure from the expected meal cycle, and truly set SFE apart from the competition.

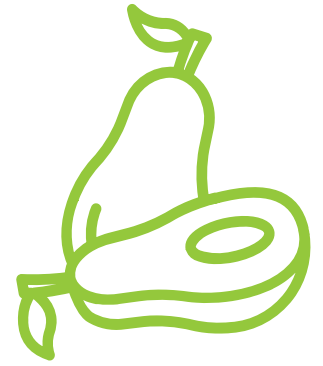
Additionally, a monthly review committee will review menu choices and suggest new items. These committees include kitchen managers, operations personnel, and appropriate District personnel—ensuring any new concepts are both compliant and delicious.

Creative with Commodities

We see your commodity entitlements as an advantage, and ensure they are implemented into recipes in the first year of our partnership. We then work directly with your district to optimize the process, sourcing and ordering the items that make an immediate impact on your lunch program.

For example, we can buy a large quantity of pork at a reduced rate for pulled pork sandwiches in our Smokehouse Barbecue station, or tacos at our Taco Street station. Utilizing different meats for different recipes reduces waste, cost, and menu redundancy.

Fresh Fruit & Vegetable Offerings



Sample Vegetable Options Include:

- Seasoned Mashed Potatoes
- Fresh Cucumber with Zesty Lemon
- Fresh Tomato Wedges
- Fresh Cauliflower
- Fresh Kale & Spinach Salad Mix
- Seasoned 5-Way Mixed Vegetables
- Spiced Green Beans
- Fresh Salsa
- Broccoli with Cheese Sauce
- Shredded Lettuce, Tomato Slices & Pickles
- Fresh Celery Sticks
- Peppered Broccoli Florets
- Fresh Baby Carrots
- Fresh Broccoli Florets
- Fresh-Cut Cucumber Slices
- Seasoned Southwest Black Beans
- Roasted Garbanzo Beans
- Steamed Corn
- Italian Veggie Blend
- Green Bell Pepper





Sample Fruit Options Include:

- Cinnamon Applesauce
- Unsweetened Applesauce
- Fresh Apple
- Fresh Banana
- Fresh Orange
- Sweet Diced Peaches
- Juicy Pineapple Tidbits
- Fresh Pear and Fresh Grapes
- Spiced Cinnamon Apples
- Juicy Mandarin Oranges
- Diced Pears



Seasonal Holiday Themed Salad Bars

- **Spring Forward & Fresh Beginnings** with spring greens, edible flowers, and zingy dressings
- **Red, White, & Blue Salad Bar** with a variety of colorful berries and white veggies
- **Spooky Greens Salad Bar** with dark seasonal assorted fruits & veggies with Halloween-inspired offerings, like black olives
- **Festive Greens Salad Bar** with hearty greens and winter wonderland offerings



Valentines Day Salad Bar with a red and pink variety like watermelon, strawberries, grapes, and red bell peppers

Engaging Students of All Ages

Elementary & Secondary Program

Introducing: Chef Manny & DJ Cheetah

Elementary students need engaging, personality-driven branding to help them get excited about lunch. With Chef Manny Panda's Healthy Café, younger students will view an appetizing display focused on presentation, taste, and nutrition—in terms that elementary students can understand.

As children walk into the cafeteria, their attention will be grabbed by Chef Manny Panda and DJ Cheetah showcasing different vegetables or standing by our Gourmet Greens salad bar to introduce a locally grown seasonal fruit.

Chef Manny Panda and DJ Cheetah don't only appear in digital displays. With physical suits available, they can visit your school in person and help engage students directly. They're also available for monthly newsletters to share nutritional facts, exercise goals, and healthy recipes.



It All Comes Back to the Food

Our secondary menus are comprised of over thirty different culinary cuisines. These delicious culinary choices also have relatable appeal—like what they might experience at a food court or other retail outlets. This approach has a significant impact on student participation.

With the Gourmet Greens salad bar, students can enjoy building their own assortment of vegetables—creating a foundation of healthy decision making that they can carry with them for the rest of their lives. With SFE, students are given the tools to gravitate toward nutrition, rather than resist it.



Power Packs

SFE Power Packs bring together the flavors students love and retail-style packaging to create an easy to eat, fully reimbursable meal or a la carte solution. Power Packs, modeled after the widely popular protein packs or snack boxes, offer a grab and go solution that students get excited about. Power Packs include protein, grain, fruit and vegetable servings to ensure each pack offers a fully reimbursable meal.



We Make Every Day More Efficient

Menu Planning

A good menu is an essential part of feeding students. While SFE will certify that all menu choices meet federal and state regulations, it is critical that student acceptability is also considered as part of the menu design. Our focus when planning menus is to provide nutritious meals that students WANT to eat. With an emphasis on scratch cooking, we are able to achieve the balance of nutrition and student acceptability. In fact, over 75% of our recipe collection is fresh-from-scratch and presented in our exciting, fun on trend restaurant style concepts.

New scratch recipes are added to our school lunch menus throughout the year to keep it exciting and innovative. The Health and Nutrition department oversees all menu planning to ensure compliance with nutritional guidelines. All menus for your district will be designed to meet the requirement of the Healthier U.S. Schools Challenge (HUSSC), Gold level. SFE strives to ensure that our meals are the best they can be and meeting expectations by making sure:

- Menu items are regularly reviewed using item sales data and student surveys.
- Student feedback is obtained through taste testing, focus groups and surveys.
- We host Student/Parent Advisory Council meetings at schools

We know that a balance between what students want, what parents want, and what teachers want is important. We also look for feedback from kitchen staff and gather feedback from all parties to create a fresh custom menu each month. This is one of the areas that sets SFE apart. Customized menus are a departure from the boring cycle menus that have become the standard in the industry and our

menus truly set SFE apart from the competition. A monthly menu review committee will be established to review menu choices and suggest new menu items. These menu committees will include kitchen managers, operations personnel, and appropriate District personnel. All menu changes will be submitted to administration for approval.

Optimizing Commodities

SFE will maximize your commodity entitlements in year 1 by implementing those items that the district has ordered and incorporating them into our recipes. Moving forward SFE will work with the district in preparing subsequent commodity orders that will be the most advantageous to the district. For example, we can buy a large quantity of pork at a reduced rate and then use the pork for pulled pork sandwiches in our Smokehouse Barbecue station and also use it in tacos at our Taco Street station. Being able to utilize our meats for different recipes is more cost effective for the district and also reduces waste.



Scan to learn how SFE is partnering with local farms and communities to bring nutritious food to the cafeteria

Creativity Meets Cuisine

Backed by Nutrition

Our Health & Nutrition Team will analyze your menus to ensure they meet and exceed your students' nutritional requirements. By working cooperatively with the Culinary Team, not only are creative, diverse, appealing and appetizing menus designed, but minimized food waste and controlled food cost are also attained.

Your students will enjoy menus that:

- Include more whole, unprocessed foods
- Are fresh and made from scratch
- Include a variety of fresh fruits, vegetables and whole grain foods
- Are colorful and appealing to the eye
- Are current with the latest in health research
- Appeal to their unique tastes
- Encourage healthy food choices
- Offer appropriate proportions according to grade level
- Introduce different nutritious selections
- Are centered around regional, cultural and ethnic cuisines

Questions or Comments? **SUMMER Breakfast K-12 MENUS**

General Manager: This illustration is an equal opportunity provider.

Phone: _____

Web Link/QR Code for menus _____

Monday	Tuesday	Wednesday	Thursday	Friday
Breakfast Entree Cinnamon Toast Crunch Cereal	Breakfast Entree Fluffy Banana Muffin	Breakfast Entree Whole Grain Bagel w/ Cream Cheese Dip	Breakfast Entree Fluffy Pancakes w/ Maple Syrup Dip	Breakfast Entree Egg & Cheese Biscuit Sandwich
Fruit Fresh Apple 100% Fruit Punch Juice	Fruit 100% Apple Juice Fresh Orange	Fruit Applesauce Cup 100% Fruit Punch Juice	Fruit Fresh Apple 100% Orange Juice	Fruit Fresh Orange 100% Apple Juice
Breakfast Entree Cheesecake Cereal	Breakfast Entree Scrambled Eggs w/ Cheese & Buttery Toast	Breakfast Entree Scratch-Made French Toast Casserole	Breakfast Entree Strawberry Banana Yogurt Cup & Whole Grain Honey Graham Cracker 3pk	Breakfast Entree Fluffy Belgian Waffles w/ Maple Syrup Dip
Fruit Fresh Apple 100% Fruit Punch Juice	Fruit Fresh Orange 100% Apple Juice	Fruit Dissweetened Applesauce 100% Orange-Pineapple Juice	Fruit Fresh Apple 100% Fruit Punch Juice	Fruit Fresh Orange Applesauce Cup
Breakfast Entree Cinnamon Toast Crunch Cereal	Breakfast Entree John Cinnamon Cream Cheese Bagels	Breakfast Entree Sausage Biscuit Sandwich	Breakfast Entree Banberry Parfait w/ Graham Crackers	Breakfast Entree Turkey Sausage Breakfast Pizza
Fruit Fresh Apple 100% Fruit Punch Juice	Fruit Fresh Orange 100% Apple Juice	Fruit 100% Orange Juice Fresh Banana	Fruit Fresh Orange 100% Apple Juice	Fruit Fresh Apple Applesauce Cup
Breakfast Entree Delicious Strawberry Muffin	Breakfast Entree Scrambled Eggs w/ Cheese & Buttery Toast	Breakfast Entree Cheesecake Cereal	Breakfast Entree Fluffy Belgian Waffles w/ Maple Syrup Dip	Breakfast Entree Glazed Cinnamon Roll
Fruit Fresh Apple 100% Orange Juice	Fruit Fresh Orange 100% Apple Juice	Fruit Fresh Apple 100% Fruit Punch Juice	Fruit 100% Orange Juice Fresh Banana	Fruit Fresh Apple 100% Fruit Punch Juice
Breakfast Entree Cinnamon Toast Crunch Cereal	Daily Milk 1% Low Fat Whole Milk Local Fat Free Chocolate Milk Local			
Fruit Fresh Apple 100% Fruit Punch Juice				

Programs that Make a Difference

Programs Include:

Children with Special Dietary Needs

SFE is dedicated to making student dining is a fun and positive experience. We have developed specialized menus that meet the requirements of our students with medical disabilities, and our Registered Dietitians are available to make any dietary customization of the menu as needed.

For example, a student with Celiac Disease and their parents will work closely with a Registered Dietitian to create a palatable and acceptable menu. All districts are offered a “Nutrient Guide to Menu Items” which provides the estimated nutritional information served within our program. Any additional nutrition information needed can be provided by our Health & Nutrition Team.

Child & Adult Care Food Program

USDA’s Child and Adult Care Food Program (CACFP) plays a vital role in improving the quality of day care and making it more affordable for many low-income families. Each day, 3.3 million children receive nutritious meals and snacks through CACFP. Among other outreach efforts, CACFP provides meals and snacks to children participating in eligible after school care programs.

Provider Eligibility

Eligible programs include group or family child care centers, Head Start, recreation centers and after school programs. For-profit child care centers using Title XX funding to serve 25% or more low income children are also eligible.

After School Programs

School based after school programs providing enrichment activities for children and teenagers where at least 50% of children are eligible for free or reduced price meals are eligible for free snacks through CACFP. In addition, CACFP funds can pay for suppers for children attending after school programs.

Benefits

Studies show that children in CACFP receive meals that are nutritionally superior to those served to children in child care settings without CACFP. They receive higher intakes of key nutrients as well as fewer servings of fats and sweets, than children in non-participating care. Research cites participation in CACFP as one of the major factors influencing quality care, 87% of the family child care homes considered to provide good quality child care participate in CACFP. CACFP also makes child care and after school programs more affordable for low-income parents who rely on these programs to provide a safe and healthy place for their children.



Culinary Creations

Widest Variety of Restaurant-Style Cuisines:

SFE creates new culinary concepts every year! These restaurant-style concepts range from traditional American cuisine favorites to on-trend, diversely ethnic ones, with each entrée still in line with required nutrition standards. They provide an array of fresh, exciting meal options to help students look forward to eating at school.

With new concepts added yearly, this is just a glimpse of the kind of restaurant-style variety SFE can offer your students each and every day.



Breakfast Program

Breakfast really is the most important meal of the day for young minds. It provides students with the necessary energy to start a day of learning and achievement. Research has shown that children who eat breakfast at school:

- Score better in standardized tests
- Have fewer health issues
- Behave better in class
- Stay focused longer
- Make less visits to the school nurse

Breakfast is an integral part of every student's day. Studies have shown that students have difficulty learning if they are hungry. One way to guarantee that all students receive a healthy breakfast each day is to offer it at school.

We realize that students may not eat breakfast in the cafeteria due to time limitations. Therefore, in our secondary schools, we have Curbside Breakfast. This program allows breakfast to be taken out of the café and brought to the students, letting them eat their meals on the go. These "curbside breakfasts" offer items such as breakfast sandwiches, nutrition bars, yogurt, muffins and fruit. These items will be served from mobile carts that will be placed in areas we call "drop off zones" or common areas that are convenient for students. By allowing the students to get healthy, nutritious starts to their days, the school district benefits from increased test scores, improved attendance and better behavior patterns, as well as improved financial performance.



Specialized Programs for Students

How We Support the Students

Beyond the Food

At the end of the day, it always comes back to the students. That’s why we go above and beyond to include programs, initiatives, and additional resources for the young minds we want to fuel.

Children with Special Dietary Needs

SFE is dedicated to making student dining a positive experience—no matter your dietary constraints. From students with Celiac Disease to those with medical disabilities, our Registered Dietitians are available to help us customize menus as needed. Additionally, we offer all districts a “Nutrient Guide to Menu Items”—providing parents with a detailed estimation of nutritional information.

Why These Programs Matter

Studies show that CACFP meals are nutritionally superior to those served to children in alternative childcare settings, with 87% of “good quality childcare” homes participating in the program. CACFP meals provide key nutrients, fewer servings of fats and sweets, and consistent quality. Simply put—these programs make safe, healthy, and necessary support more affordable for low-income parents.



Accommodating Special Requests

Dietary Constraints

SFE is dedicated to making student dining a positive experience—no matter your dietary constraints. Additionally, we offer all districts a “Nutrient Guide to Menu Items”—providing parents with a detailed estimation of nutritional information.

SFE takes it a step further still. We work with many districts with students who have specialized dietary preferences for many reasons including Vegan, Vegetarian, Halal, Kosher and more.

Allergy Sensitive Students

From students with Celiac Disease to those with medical disabilities, our Registered Dietitians are available to help us customize menus as needed. We will work with your building administrators to make sure that those students with special dietary restrictions have access to the same quality of meals as the rest of the student population.

Global Cuisine and Halal

At SFE, food is first and that means addressing all sorts of food preferences. We have a full roster of recipes that include flavors from around the world that are tasty and stay in nutritional compliance. Your student’s tastebuds can get passport stamps without them having to leave their cafeteria.

We also work with a number of districts offering all Halal menus to address the needs of different religious groups with specific dietary requirements. We have an ever-growing partnership with a locally owned and operated Halal provider ensuring we are providing a wide variety of Halal foods with the best quality to our students.

Ultimately, our goal is for as many students as possible to enjoy a nutritious meal every day.



Community Engagement

Nutrition Education

Making it Stick

Our passion to educate students about healthy foods, and how it directly impacts everything about their lives. We also understand that if your students don't take the message home with them, it may not have a long-lasting impact.

That's why our programs are designed to engage students, parents, teachers and the entire community—so that healthy eating can become part of the culture surrounding our district.

Ways SFE goes above and beyond to make an impact:

Chef Manny Panda's Healthy Café

A family of animated mentors that help communicate the benefits of nutrition, fitness and healthy life habits to students

Health Fairs and GetFit with SFE

Students learn about the benefits of healthy eating and fitness



Farmer's Markets

Students learn about the farm-to-table connection, as well as sample new fresh fruits and vegetables

Roving Chef Interactive Cooking Experience

Kids cook alongside a real chef to learn about kitchen hygiene, nutrition, and fundamental culinary skills



Menu Review Committees and Student Taste Testings

Helping students participate in shaping their own district's menus

Nutrition Classes

Taught by registered dietitians

Helping Save Our Planet

Reducing Waste with Production

Our staff designs your menus to be creative, diverse, appealing, and appetizing while ensuring that there is minimal plate waste. We use production records, a form required by the USDA, to track and monitor the production of meals daily. These records need to be accurate to successfully pass an Administrative Review (AR). Since AR's are conducted by the State every three years, we help you remain audit-ready at all times. In order to ensure that all AR's are successful, we ensure all new cafeteria managers receive appropriate training in kitchen operations.



Sustainability Practices

Reducing Our Carbon Footprint

SFE is proud to offer our partners sustainable and positive initiatives for our planet. SFE would take the lead in educating and discussing our programs with key administrators, teachers, and students within the school—helping the community understand the impact.

Here are some of the programs SFE implements to reduce our carbon footprint:



Local Farms

Purchasing from co-ops that source items from local farmers and producers in the area.

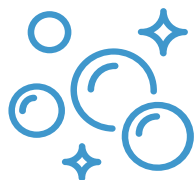
This program sources nutritious fruits, vegetables and grains from local farms and orchards—using less transportation while empowering farmers using best practices.



Composting

Encouraging and implementing composting programs.

Composting ensures that we reduce waste in our communities. Since improper composting products can actually increase waste and toxins released into the environment, we research and purchase products that make a difference.



Green Cleaning Products

Providing green chemical and cleaning products for our partners.

These products are environmentally friendly and are designed to preserve human health and have a neutral effect on the environment.

Working with your administration to create areas where students can compost.

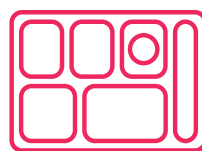
This educates students on farming, organic processing, and sustainable community programs—teaching them to produce their own fresh fruits and vegetables.



Recycling

Implementing programs that encourage recycling.

SFE would take the lead in educating and discussing these programs with key administrators, teachers, and students within the school—helping the community understand the impact.



Fewer
Disposables

Decrease the use of disposable trays.

In situations where it makes sense, we recommend that our partners use actual trays and silverware to help reduce waste from disposable trays. Although this is not ideal in all situations, it is an option that can be examined on a case-by-case basis.

Share Tables

Purpose:

An innovative strategy to encourage the consumption of nutritious foods while reducing waste in the school nutrition programs.

USDA and state agencies require participating programs to provide reimbursable meals that meet specific meal pattern requirements. However, we all recognize that, for various reasons, students may not always consume certain food or beverage items. "Share Tables" are tables or stations where students may return whole food or beverage items that can either be offered to students who may want additional servings of items, or if the food items are handled in compliance with local, state, and SFE food safety regulations, they can be reintegrated into the child nutrition program inventory for later use in another meal service (ie afterschool program when leftover from lunch).

Advantages:

- Reduced Food Waste
- Improved Awareness of Sustainability Efforts
- Reduction in take rates of unwanted food items
- Inventory Recapture/Reduction in Food Purchases
- Improved student and district relations
- Donated to a non-profit, such as a community food bank



SFE's Commitment

SFE is committed to providing visually appealing food, a variety of nutritious and delicious food options, and ensuring program compliance with all federal and state meal requirements. With those requirements met, if a student should decide they would like to place an unwanted food item on the Share Table, SFE is committed to upholding our strict food safety and quality standards, as well as all state or federal regulations, when implementing a share table and any potential food reclamation.

Harvest of the Month

At SFE, teaching students about the foods they eat is as important as the foods themselves! We believe we have a big responsibility to introduce new foods to students as well as empower them to make healthy choices outside of the school café. We do that through: SFE Nutrition Education. **Our Nutrition Education program has a variety of options available to you and your students, including Harvest of the Month.** This program features a fresh fruit or vegetable highlighted on the menu throughout the month and with supporting take-home education materials. The Harvest of the Month can also be featured at SFE Farmer's Markets, within classroom education, during our Roving Chef Program, and beyond.



Harvest of the Month Calendar

Harvest of the Month Example

*Produce selection may vary based on what's fresh locally and regionally available.



Zucchini
August



Carrots
September



Pear
October



Cranberries
November



Spinach
December



Brussel Sprouts
January



Oranges
February



Kale
March



Cherries
April



Bell Pepper
May



Pre-K Breakfast MENUS

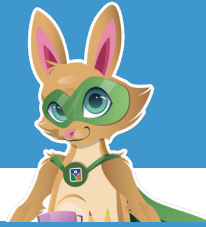


Questions or Comments?

General Manger:

Phone:

Web Link/QR Code for menus



Monday

Tuesday

Wednesday

Thursday

Friday

1	2	3	4	5
Breakfast Entrée Delicious Blueberry Muffin	Breakfast Entrée Cheerios Cereal	Breakfast Entrée Savory Biscuit & Gravy	Breakfast Entrée Cinnamon Toast Crunch Cereal	Breakfast Entrée Scrambled Eggs w/ Cheese & Buttery Biscuit
Fruit Fresh Apple	Fruit Fresh Orange Slices	Fruit Fresh Apple	Fruit Fresh Orange Slices	Fruit Fresh Apple
6	7	8	9	10
Breakfast Entrée Fluffy Belgian Waffles with Maple Syrup	Breakfast Entrée Cinnamon Toast Crunch Cereal	Breakfast Entrée Turkey Sausage & Cheese Biscuit Sandwich	Breakfast Entrée Oatmeal w/ Peaches	Breakfast Entrée Honey Cheerios
Fruit Fresh Orange Slices	Fruit Fresh Banana	Fruit Fresh Apple	Fruit Fresh Banana	Fruit Fresh Orange Slices
11	12	13	14	15
Breakfast Entrée Fluffy Banana Muffin	Breakfast Entrée Cheesy Egg, Turkey Ham & Potato Bowl w/Toast	Breakfast Entrée Fluffy Pancake w/ Turkey Sausage Link and Maple Syrup	Breakfast Entrée Pig in a Blanket	Breakfast Entrée Cinnamon Toast Crunch Cereal
Fruit Fresh Apple	Fruit Fresh Orange Slices	Fruit Fresh Apple	Fruit Fresh Orange Slices	Fruit Fresh Apple
16	17	18	19	20
Breakfast Entrée Whole Grain Bagel with Cream Cheese	Breakfast Entrée Cinnamon Toast Crunch Cereal	Breakfast Entrée Turkey Sausage & Cheese English Muffin Sandwich	Breakfast Entrée Scratch-Made French Toast Casserole with Maple Syrup	Breakfast Entrée Chicken Biscuit Sandwich
Fruit Fresh Banana	Fruit Fresh Apple	Fruit Fresh Banana	Fruit Fresh Apple	Fruit Fresh Banana
21	Daily Milk Options			
Breakfast Entrée Delicious Blueberry Muffin	1% Low Fat White Milk			
Fruit Fresh Apple				

Pre-K Lunch MENUS



Questions or Comments?

General Manger:

Phone:

Web Link/QR Code for menus



Monday

Tuesday

Wednesday

Thursday

Friday

1	2	3	4	5
Lunch Entrée Elvis Wrap	Lunch Entrée Cheese Quesadilla	Lunch Entrée Tater Tot Casserole w/ Biscuit	Lunch Entrée Fiesta Rice Bowl	Lunch Entrée Cheese Pizza
Vegetables Peppered Broccoli Florets	Vegetables Seasoned Southwest Black Beans	Vegetables Steamed Corn	Vegetables Crispy Tater Tots with Ketchup	Vegetables Italian Veggie Blend
Fruit Cinnamon Applesauce	Fruit Fresh Apple	Fruit Juicy Mandarin Oranges	Fruit Fresh Orange Slices	Fruit Juicy Pineapple Tidbits
Meat/Meat Alternate String Cheese				
6	7	8	9	10
Lunch Entrée Popcorn Chicken with Ketchup	Lunch Entrée Grande Cheesy Nachos	Lunch Entrée Crispy Chicken Nuggets with Ketchup	Lunch Entrée Grilled Cheese Sandwich	Lunch Entrée Classic Pepperoni Pizza
Vegetables Steamed Crinkle Carrots	Vegetables Seasoned Mexican Black Beans	Vegetables Seasoned Mashed Potatoes with Chicken Gravy	Vegetables Seasoned 5 Way Mixed Vegetables	Vegetables Seasoned Peas & Carrots
Fruit Fresh Apple	Fruit Fresh Banana	Fruit Juicy Pineapple Tidbits	Fruit Cinnamon Applesauce	Fruit Diced Pears
11	12	13	14	15
Lunch Entrée Golden Chicken Corn Dog with Ketchup	Lunch Entrée Turkey Ham & Cheese Sandwich with mustard, mayo, or ranch	Lunch Entrée Crispy Chicken Patty Sandwich	Lunch Entrée Creamy Macaroni & Cheese	Lunch Entrée Delicious Cheese Pizza
Vegetables Spiced Green Beans	Vegetables Fresh-Cut Cucumber Slices	Vegetables Spiced Green Beans	Vegetables Fresh Baby Carrots	Vegetables Fresh Steamed Broccoli
Fruit Unsweetened Applesauce	Fruit Fresh Apple	Fruit Fresh Orange Slices	Fruit Juicy Mandarin Oranges	Fruit Cinnamon Applesauce
16	17	18	19	20
Lunch Entrée Vegetarian Chik'n Nuggets w/Roll	Lunch Entrée Brunch 4 Lunch - Eggs, Pancakes & Sausage with Maple Syrup	Lunch Entrée Pulled Pork BBQ Sandwich	Lunch Entrée Cheesy Broccoli Baked Potato w/ Roll	Lunch Entrée Classic Pepperoni Pizza
Vegetables Seasoned 5 Way Mixed Vegetables	Vegetables Crispy Tater Tots	Vegetables Vegetarian Baked Beans	Vegetables Spiced Green Beans	Vegetables Zingy Crinkle Fries
Fruit Fresh Apple	Fruit Fresh Banana	Fruit Sweet Diced Peaches	Fruit Unsweetened Applesauce	Fruit Diced Pears
21	Daily Milk Options			
Lunch Entrée Elvis Wrap	1% Low Fat White Milk			
Vegetables Peppered Broccoli Florets				
Fruit Cinnamon Applesauce				
Meat/Meat Alternate String Cheese				

Questions or Comments?

General Manger:

Phone:

Web Link/QR Code for menus

Breakfast K-12 MENUS



This institution is an equal opportunity provider



Monday

Tuesday

Wednesday

Thursday

Friday

1	2	3	4	5
Breakfast Entrée Blueberry Muffin Cinnamon Toast Crunch Cereal Trix Cereal Cheerios Cereal	Breakfast Entrée Cinnamon & Sugar Donut Holes Cinnamon Toast Crunch Cereal Trix Cereal Cheerios Cereal	Breakfast Entrée Savory Biscuit & Gravy Cinnamon Toast Crunch Cereal Trix Cereal Cheerios Cereal	Breakfast Entrée Apple Oat Parfait Cinnamon Toast Crunch Cereal Trix Cereal Cheerios Cereal	Breakfast Entrée Scrambled Eggs w/ Cheese & Buttery Toast Cinnamon Toast Crunch Cereal Trix Cereal Cheerios Cereal
Fruit Fresh Apple 100% Fruit Punch Juice	Fruit Fresh Orange 100% Apple Juice	Fruit Fresh Apple 100% Orange-Pineapple Juice	Fruit Fresh Orange 100% Apple Juice	Fruit Fresh Apple 100% Orange-Pineapple Juice
	Grain Whole Grain Toast w/ Margarine	Grain Whole Grain Honey Graham Cracker 3 pk	Grain Whole Grain Toast w/ Margarine	Grain Whole Grain Honey Graham Cracker 3 pk
6	7	8	9	10
Breakfast Entrée Fluffy Belgian Waffles with Maple Syrup Cinnamon Toast Crunch Cereal Trix Cereal Honey Cheerios	Breakfast Entrée Breakfast Apple Galette Cinnamon Toast Crunch Cereal Trix Cereal Honey Cheerios	Breakfast Entrée Turkey Sausage & Cheese Biscuit Sandwich Cinnamon Toast Crunch Cereal Trix Cereal Honey Cheerios	Breakfast Entrée Oatmeal w/ Peaches Cinnamon Toast Crunch Cereal Trix Cereal Honey Cheerios	Breakfast Entrée Berry Scone Cinnamon Toast Crunch Cereal Trix Cereal Honey Cheerios
Fruit Strawberry Compote Fresh Orange 100% Fruit Punch Juice	Fruit Fresh Banana 100% Apple Juice	Fruit Fresh Apple 100% Fruit Punch Juice	Fruit Fresh Banana 100% Apple Juice	Fruit 100% Fruit Punch Juice Fresh Orange
	Grain Whole Grain Toast w/ Margarine	Grain Whole Grain Honey Graham Cracker 3 pk	Grain Whole Grain Toast w/ Margarine	Grain Whole Grain Honey Graham Cracker 3pk

Monday	Tuesday	Wednesday	Thursday	Friday
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11	12	13	14	15
Breakfast Entrée Fluffy Banana Muffin Cinnamon Toast Crunch Cereal Cocoa Puffs Cereal Lucky Charms Cereal	Breakfast Entrée Cheesy Egg, Turkey Ham & Potato Bowl w/Toast with Jelly Cinnamon Toast Crunch Cereal Cocoa Puffs Cereal Lucky Charms Cereal	Breakfast Entrée Fluffy Pancake w/ Turkey Sausage Link with Maple Syrup Cinnamon Toast Crunch Cereal Cocoa Puffs Cereal Lucky Charms Cereal	Breakfast Entrée Pig in a Blanket Cinnamon Toast Crunch Cereal Cocoa Puffs Cereal Lucky Charms Cereal	Breakfast Entrée Glazed Cinnamon Roll Cinnamon Toast Crunch Cereal Cocoa Puffs Cereal Lucky Charms Cereal
Fruit Fresh Apple 100% Orange-Pineapple Juice	Fruit Fresh Orange 100% Apple Juice	Fruit Fresh Apple 100% Orange-Pineapple Juice	Fruit Fresh Orange 100% Fruit Punch Juice	Fruit Fresh Apple 100% Apple Juice
	Grain Whole Grain Toast w/ Margarine	Grain Whole Grain Honey Graham Cracker 3 pk	Grain Whole Grain Toast w/ Margarine	Grain Whole Grain Honey Graham Cracker 3 pk
16	17	18	19	20
Breakfast Entrée Whole Grain Bagel with Cream Cheese Cinnamon Toast Crunch Cereal Cocoa Puffs Cereal Trix Cereal	Breakfast Entrée Honey Overnight Oat Parfait w/Peach Blueberry Crunch Cinnamon Toast Crunch Cereal Cocoa Puffs Cereal Trix Cereal	Breakfast Entrée Turkey Sausage & Cheese English Muffin Sandwich Cinnamon Toast Crunch Cereal Cocoa Puffs Cereal Trix Cereal	Breakfast Entrée Scratch-Made French Toast Casserole with Maple Syrup Cinnamon Toast Crunch Cereal Cocoa Puffs Cereal Trix Cereal	Breakfast Entrée Chicken Biscuit Sandwich Cinnamon Toast Crunch Cereal Cocoa Puffs Cereal Trix Cereal
Fruit Fresh Banana 100% Orange-Pineapple Juice	Fruit Fresh Apple 100% Apple Juice	Fruit Fresh Banana 100% Fruit Punch Juice	Fruit Fresh Apple 100% Apple Juice	Fruit Fresh Banana 100% Fruit Punch Juice
	Grain Whole Grain Toast w/ Margarine	Grain Whole Grain Honey Graham Cracker 3 pk	Grain Whole Grain Toast w/ Margarine	Grain Whole Grain Honey Graham Cracker 3 pk
21	Daily Milk Options			
Breakfast Entrée Blueberry Muffin Cinnamon Toast Crunch Cereal Trix Cereal Cheerios Cereal	1% Low Fat White Milk Fat Free Chocolate Milk			
Fruit Fresh Apple 100% Fruit Punch Juice				

Questions or Comments?

General Manger:

Phone:

Web Link/QR Code for menus

Lunch K-5 MENUS



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Monday

Tuesday

Wednesday

Thursday

Friday

1	2	3	4	5
Lunch Entrée Grilled Cheeseburger Orange Chicken w/ Brown Rice Elvis Wrap	Lunch Entrée Scratch-Made Cheesy Chicken Flour Tacos Cheese Quesadilla Crispy Popcorn Chicken Salad	Lunch Entrée Tater Tot Casserole w/ Biscuit Crispy Chicken Sliders on Hawaiian Rolls Veggie Ranch Wrap	Lunch Entrée Fiesta Rice Bowl Crispy Chicken Patty Sandwich Sunbutter & Jelly Sandwich w/ String Cheese	Lunch Entrée Cheese Pizza Pulled BBQ Chicken Pizza Hummus & Flatbread Power Pack w/ Fresh Veggies
Vegetables Peppered Broccoli Florets Fresh Baby Carrots Fresh Broccoli Florets Fresh-Cut Cucumber Slices	Vegetables Seasoned Southwest Black Beans Fresh-Cut Cucumber Slices Fresh Baby Carrots Roasted Garbanzo Beans Fresh Salsa	Vegetables Steamed Corn Fresh Baby Carrots Fresh Broccoli Florets Green Bell Pepper	Vegetables Crispy Tater Tots Fresh Baby Carrots Green Bell Pepper Fresh Celery Sticks	Vegetables Italian Veggie Blend Fresh Baby Carrots Fresh Broccoli Florets Fresh Cucumber with Zesty Lemon & Chili
Fruit Cinnamon Applesauce Fresh Orange	Fruit Diced Pears Fresh Apple	Fruit Juicy Mandarin Oranges Fresh Banana	Fruit Unsweetened Applesauce Fresh Orange	Fruit Juicy Pineapple Tidbits Fresh Banana
Meat/Meat Alternate String Cheese				
6	7	8	9	10
Lunch Entrée Breaded Popcorn Chicken w/Roll Spaghetti Marinara w/Meatballs Deli Turkey Ham & Cheese Sliders	Lunch Entrée Grande Cheesy Nachos Juicy Hamburger Fresh Turkey & Cheese Sub	Lunch Entrée Chicken Nuggets w/Roll Vegetarian Chik'n Nuggets w/Roll Veggie Ranch Wrap	Lunch Entrée Grilled Cheese Sandwich Mighty Chickpea Marinara w/ Brown Rice Chef Salad w/Crackers	Lunch Entrée Cheese Pizza Turkey Sausage Pizza Turkey & Cheese Wrap
Vegetables Steamed Crinkle Carrots Fresh Celery Sticks Fresh Baby Carrots Green Bell Pepper	Vegetables Seasoned Mexican Black Beans Fresh Baby Carrots Fresh Tomato Wedges Fresh Celery Sticks	Vegetables Seasoned Mashed Potatoes Fresh Baby Carrots Green Bell Pepper Fresh Celery Sticks	Vegetables Seasoned 5 Way Mixed Vegetables Fresh Broccoli Florets Fresh Baby Carrots Fresh Tomato Wedges	Vegetables Seasoned Peas & Carrots Fresh Kale & Spinach Salad Mix Fresh Baby Carrots Fresh Celery Sticks
Fruit Sweet Diced Peaches Fresh Apple	Fruit Unsweetened Applesauce Fresh Banana	Fruit Juicy Pineapple Tidbits Fresh Apple	Fruit Cinnamon Applesauce Fresh Banana	Fruit Diced Pears Fresh Apple

Monday		Tuesday		Wednesday		Thursday		Friday	
11		12		13		14		15	
Lunch Entrée		Lunch Entrée		Lunch Entrée		Lunch Entrée		Lunch Entrée	
Golden Chicken Corn Dog Red Thai Veggie Stir Fry w/Brown Rice Turkey & Cheese Sandwich		Crispy Beefy Tacos Cheesy Nachos Turkey Ham & Cheese Sandwich		Chicken Gyro Sandwich Crispy Chicken Patty Sandwich Sunbutter & Jelly Sandwich w/ String Cheese		Grilled Cheeseburger Creamy Macaroni & Cheese Tuna Salad Sandwich		Cheese Pizza Turkey Ham Hawaiian Pizza Veggie Ranch Wrap	
Vegetables		Vegetables		Vegetables		Vegetables		Vegetables	
Asian Vegetable Mix Fresh Baby Carrots Fresh Broccoli Florets Green Bell Pepper		Mexican Pinto Beans Fresh Salsa Fresh-Cut Cucumber Slices Fresh Baby Carrots		Spiced Green Beans Fresh Baby Carrots Fresh Broccoli Florets Fresh Cucumber with Zesty Lemon & Chili		Crispy Tater Tots Fresh Baby Carrots Green Bell Pepper Garbanzo Bean & Tomato Salad		Fresh Steamed Broccoli Fresh-Cut Cucumber Slices Fresh Baby Carrots Fresh Cauliflower	
Fruit		Fruit		Fruit		Fruit		Fruit	
Fresh Orange Sweet Diced Peaches		Juicy Pineapple Tidbits Fresh Apple		Unsweetened Applesauce Fresh Orange		Juicy Mandarin Oranges Fresh Apple		Fresh Orange Diced Pears	
16		17		18		19		20	
Lunch Entrée		Lunch Entrée		Lunch Entrée		Lunch Entrée		Lunch Entrée	
Chicken Nuggets w/Macaroni & Cheese Vegetarian Chik'n Nuggets w/Roll Turkey & Cheese Croissant		Brunch 4 Lunch - Eggs, Pancakes & Sausage Cinnamon Roll w/ Turkey Sausage Mandarin Orange Parfait w/ Graham Crackers and String Cheese		Pulled Pork BBQ Sandwich Cheese Quesadilla Turkey & Cheese Wrap		Cheesy Broccoli Baked Potato w/ Roll BBQ Vegetarian Black Bean Patty Sandwich Crispy Popcorn Chicken Wrap		Cheese Pizza Pepperoni Pizza Sunbutter & Jelly Sandwich w/ String Cheese	
Vegetables		Vegetables		Vegetables		Vegetables		Vegetables	
Seasoned 5 Way Mixed Vegetables Fresh-Cut Cucumber Slices Fresh Baby Carrots Fresh Broccoli Florets		Crispy Tater Tots Fresh Broccoli Florets Fresh Baby Carrots Fresh-Cut Cucumber Slices		Vegetarian Baked Beans Fresh Baby Carrots Fresh Broccoli Florets Fresh-Cut Cucumber Slices		Spiced Green Beans Fresh-Cut Cucumber Slices Fresh Baby Carrots Green Bell Pepper		Zingy Crinkle Fries Fresh Baby Carrots Fresh Celery Sticks Fresh Broccoli Florets	
Fruit		Fruit		Fruit		Fruit		Fruit	
Juicy Pineapple Tidbits Fresh Apple		Cinnamon Applesauce Fresh Banana		Sweet Diced Peaches Fresh Apple		Unsweetened Applesauce Fresh Banana		Diced Pears Fresh Apple	
21		Daily Milk Options							
Lunch Entrée		1% Low Fat White Milk Fat Free Chocolate Milk							
Vegetables		Daily Sauce Options							
Peppered Broccoli Florets Fresh Baby Carrots Fresh Broccoli Florets Fresh-Cut Cucumber Slices		Ketchup Mustard Mayo Ranch							
Fruit									
Cinnamon Applesauce Fresh Orange									
Meat/Meat Alternate									
String Cheese									



Lunch Grades 6-8

MENUS

Monthly Promotion

Use this space to enter monthly promotion details and/or any information you would like to feature.

Did you know?

Staying active helps build strong bones and muscles, relieves stress, and protects your heart. Aim for 1 hour or more of physical activity every day. Do whatever you love to do – Just get moving!



Questions or Comments?

General Manger:
Phone:
Web Link/QR Code for menus

This institution is an equal opportunity provider



Monday		Tuesday		Wednesday		Thursday		Friday	
1	2	3	4	5	6	7	8	9	10
Lunch Entrée Grilled Cheeseburger Crispy Chicken Patty Sandwich Delicious Cheese Pizza Orange Chicken w/ Brown Rice Elvis Wrap	Lunch Entrée Scratch-Made Cheesy Chicken Flour Tacos Impossible Burger Cheese Quesadilla Crispy Popcorn Chicken Salad Turkey Sausage Pizza	Lunch Entrée Tater Tot Casserole w/ Biscuit Cheesy Chicken Tender Sliders Maxwell Street Dog Savory Supreme Pizza Veggie Ranch Wrap	Lunch Entrée Buffalo Chicken Macaroni & Cheese Fiesta Rice Bowl Veggie Pizza Spicy Pepperjack Cheeseburger Impossible Burger BBQ Ranch Chicken Salad w/Flatbread	Lunch Entrée Seasoned Chicken Parmesan with Breadstick Delicious Cheese Pizza Spicy Chicken Patty Sandwich Pulled BBQ Chicken Pizza Hummus & Flatbread Power Pack w/ Fresh Veggies	Vegetables Peppered Broccoli Florets Crispy Tater Tots Fresh Broccoli Florets Fresh Baby Carrots Fresh-Cut Cucumber Slices Shredded Lettuce, Tomato Slices & Pickles	Vegetables Seasoned Southwest Black Beans Fresh-Cut Cucumber Slices Fresh Baby Carrots Shredded Lettuce, Tomato Slices & Pickles Roasted Garbanzo Beans Fresh Salsa	Vegetables Steamed Corn Crispy Tater Tots Fresh Baby Carrots Shredded Lettuce, Tomato Slices & Pickles Fresh Broccoli Florets Green Bell Pepper	Vegetables Baked Buffalo Cauliflower Fresh Baby Carrots Green Bell Pepper Fresh Celery Sticks Shredded Lettuce, Tomato Slices & Pickles	Vegetables Italian Veggie Blend Crispy Tater Tots Fresh Baby Carrots Shredded Lettuce, Tomato & Pickles Fresh Broccoli Florets Fresh Cucumber with Zesty Lemon & Chili
Fruit Cinnamon Applesauce Fresh Orange	Fruit Diced Pears Fresh Apple	Fruit Juicy Mandarin Oranges Fresh Banana	Fruit Unsweetened Applesauce Fresh Orange	Fruit Juicy Pineapple Tidbits Fresh Banana	Meat/Meat Alternate String Cheese				
Lunch Entrée Breaded Popcorn Chicken w/Roll BBQ Pulled Chicken Sandwich Spicy Chicken Patty Sandwich Cheesy Two Cheese Pizza Deli Turkey Ham & Cheese Sliders	Lunch Entrée Grande Chicken Nachos Grande Cheesy Nachos Juicy Hamburger Loaded Meat Lover's Pizza Fresh Turkey & Cheese Sub Impossible Burger	Lunch Entrée Crispy Chicken Nuggets Vegetarian Chik'n Nuggets w/Roll Spaghetti Marinara w/Meatballs Hawaiian Chicken Pizza Mediterranean Hummus & Homemade Flatbread Power Pack	Lunch Entrée Chickpea Marinara w/ Brown Rice Wild West Burger w/Onion Rings Impossible Burger Hamburger Pizza Chef Salad w/Crackers	Lunch Entrée Jerk Chicken & Caribbean Rice Cheese Pizza Pepperoni Pizza Crispy Chicken Patty Sandwich Turkey & Cheese Wrap	Vegetables Steamed Crinkle Carrots Parmesan & Garlic Tater Tots Fresh Celery Sticks Fresh Baby Carrots Shredded Lettuce, Tomato Slices & Pickles Green Bell Pepper	Vegetables Seasoned Mexican Black Beans Fresh Baby Carrots Shredded Lettuce, Tomato Slices & Pickles Fresh Tomato Wedges Fresh Celery Sticks	Vegetables Seasoned Mashed Potatoes Fresh Baby Carrots Green Bell Pepper Shredded Lettuce, Tomato Slices & Pickles Fresh Celery Sticks	Vegetables Seasoned 5 Way Mixed Vegetables Fresh Broccoli Florets Shredded Lettuce, Tomato Slices & Pickles Fresh Baby Carrots Fresh Tomato Wedges	Vegetables Seasoned Peas & Carrots Fresh Kale & Spinach Salad Mix Zingy Crinkle Fries Shredded Lettuce, Tomato Slices & Pickles Fresh Baby Carrots Fresh Celery Sticks
Fruit Sweet Diced Peaches Fresh Apple	Fruit Unsweetened Applesauce Fresh Banana	Fruit Juicy Pineapple Tidbits Fresh Apple	Fruit Cinnamon Applesauce Fresh Banana	Fruit Diced Pears Fresh Apple					

Monday	Tuesday	Wednesday	Thursday	Friday
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11	12	13	14	15
Lunch Entrée Golden Chicken Corn Dog Impossible Burger Red Thai Veggie Stir Fry w/Brown Cheese Pizza Turkey & Cheese Sandwich	Lunch Entrée Crispy Beefy Tacos Cheesy Nachos Pepperoni & Jalapeno Pizza Boneless Buffalo Wings w/ Roll Sunbutter & Jelly Sandwich w/ String Cheese	Lunch Entrée Chicken Gyro Sandwich Cheese Stuffed Sticks Turkey Sausage Pizza Spicy Chicken Patty Sandwich Turkey Ham & Cheese Sandwich	Lunch Entrée Creamy Macaroni & Cheese Popcorn Chicken Snowbowl w/Roll Grilled Cheeseburger Impossible Burger Savory Supreme Pizza	Lunch Entrée Sloppy Joe Sandwich Delicious Cheese Pizza Turkey Ham Hawaiian Pizza Crispy Chicken Patty Sandwich Veggie Ranch Wrap
Vegetables Asian Vegetable Mix Zingy Fries Fresh Baby Carrots Fresh Broccoli Florets Shredded Lettuce, Tomato Slices & Pickles Green Bell Pepper	Vegetables Mexican Pinto Beans Fresh Salsa Shredded Lettuce, Tomato Slices & Pickles Fresh-Cut Cucumber Slices Fresh Baby Carrots	Vegetables Spiced Green Beans Zingy Fries Shredded Lettuce, Tomato Slices & Pickles Fresh Baby Carrots Fresh Broccoli Florets Fresh Cucumber with Zesty Lemon & Chili	Vegetables Crispy Tater Tots Fresh Baby Carrots Shredded Lettuce, Tomato Slices & Pickles Garbanzo Bean & Tomato Salad Green Bell Pepper	Vegetables Fresh Steamed Broccoli Zingy Fries Fresh-Cut Cucumber Slices Fresh Baby Carrots Shredded Lettuce, Tomato Slices & Pickles Fresh Cauliflower
Fruit Fresh Orange Sweet Diced Peaches	Fruit Juicy Pineapple Tidbits Fresh Apple	Fruit Unsweetened Applesauce Fresh Orange	Fruit Juicy Mandarin Oranges Fresh Apple	Fruit Fresh Orange Diced Pears
16	17	18	19	20
Lunch Entrée Chicken Nuggets w/Macaroni & Cheese Vegetarian Chik'n Nuggets w/Roll Spicy Chicken Patty Sandwich Cheesy Two Cheese Pizza Fresh Turkey & Cheese Sub	Lunch Entrée Ground Beef Soft Flour Tacos Homemade Bean & Cheese Burrito Grilled Cheeseburger Beefy Nacho Pizza Beef Taco Salad Impossible Burger	Lunch Entrée Pulled Pork BBQ Sandwich Cheese Quesadilla Pepperoni & Jalapeno Pizza Crispy Chicken Patty Sandwich Turkey & Cheese Wrap	Lunch Entrée Cheesy Broccoli Baked Potato w/ Roll BBQ Vegetarian Black Bean Patty Sandwich Juicy Hamburger Veggie Pizza Crispy Popcorn Chicken Wrap	Lunch Entrée Chicken Jambalaya w/ Rice Classic Pepperoni Pizza Cheese Pizza Mini Chicken Corndogs Veggie Ranch Wrap
Vegetables Seasoned 5 Way Mixed Vegetables Seasoned Curly Fries Shredded Lettuce, Tomato Slices & Pickles Fresh-Cut Cucumber Slices Fresh Baby Carrots Fresh Broccoli Florets	Vegetables Charro Beans without Jalapeños Fresh Salsa Shredded Lettuce, Tomato Slices & Pickles Fresh Broccoli Florets Fresh Baby Carrots	Vegetables Vegetarian Baked Beans Seasoned Curly Fries Shredded Lettuce, Tomato Slices & Pickles Fresh Baby Carrots Fresh Broccoli Florets	Vegetables Spiced Green Beans Shredded Lettuce, Tomato Slices & Pickles Fresh-Cut Cucumber Slices Fresh Baby Carrots	Vegetables Peppered Broccoli Florets Seasoned Curly Fries Shredded Lettuce, Tomato Slices & Pickles Fresh Baby Carrots Fresh Celery Sticks
Fruit Fresh Apple Juicy Pineapple Tidbits	Fruit Cinnamon Applesauce Fresh Banana	Fruit Sweet Diced Peaches Fresh Apple	Fruit Unsweetened Applesauce Fresh Banana	Fruit Diced Pears Fresh Apple

21	Daily Options
Lunch Entrée Grilled Cheeseburger Crispy Chicken Patty Sandwich Delicious Cheese Pizza Orange Chicken w/ Brown Rice Elvis Wrap	Milk 1% Low Fat White Milk Fat Free Chocolate Milk
Vegetables Peppered Broccoli Florets Crispy Tater Tots Fresh Broccoli Florets Fresh Baby Carrots Fresh-Cut Cucumber Slices Shredded Lettuce, Tomato Slices & Pickles	Condiments Ketchup Mustard Mayo Ranch
Fruit Cinnamon Applesauce Fresh Orange	
Meat/Meat Alternate String Cheese	



Lunch 9-12

MENUS

Week One

Monthly Promotion

Use this space to enter monthly promotion details and/or any information you would like to feature.

Did you know?

We have daily options of fresh fruits and veggies on our salad bar. Also, fresh low-fat milk is offered with lunch.

This institution is an equal opportunity provider



Questions or Comments?

General Manger:
Phone:
Web Link/QR Code for menus



Monday	Tuesday	Wednesday	Thursday	Friday
Day 1	Day 2	Day 3	Day 4	Day 5
Classic Stacks Lunch Entrée Fiesta Beef Stacker Fiesta Chicken Stacker Sides Crispy Tater Tots Fresh Fruits & Veggies	Dog House Lunch Entrée Loaded BBQ Fries w/ Pulled Pork or Chicken Sides Crispy Tater Tots Fresh Fruits & Veggies	Classic Stacks Lunch Entrée Cheddar Beef Burger Chicken Tender Po Boy Sides Crispy Tater Tots Fresh Fruits & Veggies	Dog House Lunch Entrée Loaded BBQ Fries w/ Pulled Pork or Chicken Sides Honey Sriracha Sweet Potatoes Fresh Fruits & Veggies	Dog House Lunch Entrée Hot Brown Chicken Stacker Mother Earth Burger Sides Crispy Tater Tots Fresh Fruits & Veggies
Ballpark Classics Lunch Entrée Cheeseburger Impossible Burger Spicy Chicken Sandwich Sides Crispy Tater Tots Fresh Fruits & Veggies	Ballpark Classics Lunch Entrée Spicy Chicken Poppers w/ Dinner Roll Crispy Chicken Sandwich Impossible Burger Sides Crispy Tater Tots Fresh Fruits & Veggies	Ballpark Classics Lunch Entrée Cheeseburger Impossible Burger Cheesy Chicken Tender Sliders Sides Crispy Tater Tots Fresh Fruits & Veggies	Ballpark Classics Lunch Entrée Crispy Popcorn Chicken w/ Dinner Roll Green Chili Cheeseburger Impossible Burger Sides Crispy Tater Tots Fresh Fruits & Veggies	Ballpark Classics Lunch Entrée Spicy Chicken Tenders w/ Dinner Roll Cheeseburger Impossible Burger Sides Crispy Tater Tots Fresh Fruits & Veggies
Taco Street Lunch Entrée Chicken, Carne Asada, or Cheesy Nachos Sides & Toppings Charro Beans Fresh Salsa & Jalapeno	Taco Street Lunch Entrée Carne Guisada Tacos Cheesy Chicken Tacos Sides & Toppings Cilantro Lime Rice Seasoned Black Beans Fresh Salsa & Jalapeno	Taco Street Lunch Entrée Scratch-Made Beef or Cheese Enchiladas Sides & Toppings Spanish Rice Refried Beans Fresh Salsa & Jalapenos	Taco Street Lunch Entrée Baja Fish Tacos Fiesta Rice Bowl Sides & Toppings Southwest Black Beans Fresh Salsa & Jalapenos	Taco Street Lunch Entrée Queso Fundido or Queso Blanco Nachos Sides & Toppings Charro Beans Fresh Salsa, Jalapeno, Sour Cream
Luigi's Eatery Lunch Entrée Cheesy Meatball Sub Cheese Pizza Pepperoni Pizza Sides Peppered Broccoli	Luigi's Eatery Lunch Entrée Chicken Alfredo w/ Breadstick Cheese Pizza Sausage Pizza Sides Italian Veggie Blend	Luigi's Eatery Lunch Entrée Cheese Pizza Supreme Pizza Baked Meatball Calzone Sides Steamed Corn Kernels	Luigi's Eatery Lunch Entrée Buffalo Chicken Mac & Cheese Veggie Pizza Pepperoni Pizza Sides Honey Sriracha Sweet Potatoes	Luigi's Eatery Lunch Entrée Chicken Parmesan w/ Breadstick Cheese Pizza Pulled BBQ Chicken Pizza Sides Italian Veggie Blend
BYO Deli Sandwich Lunch Entrée Sub or Wrap Protein: Turkey, Ham, Cheese Toppings Lettuce, Tomato, Pickle, Olive, Onion	BYO Deli Sandwich Lunch Entrée Sub or Wrap Protein: Turkey, Ham, Cheese Toppings Lettuce, Tomato, Pickle, Olive, Onion	BYO Deli Sandwich Lunch Entrée Sub or Wrap Protein: Turkey, Ham, Cheese Toppings Lettuce, Tomato, Pickle, Olive, Onion	BYO Deli Sandwich Lunch Entrée Sub or Wrap Protein: Turkey, Ham, Cheese Toppings Lettuce, Tomato, Pickle, Olive, Onion	BYO Deli Sandwich Lunch Entrée Sub or Wrap Protein: Turkey, Ham, Cheese Toppings Lettuce, Tomato, Pickle, Olive, Onion

Week Two



Monday	Tuesday	Wednesday	Thursday	Friday
Day 6	Day 7	Day 8	Day 9	Day 10
Traditional	BYO Bistro Bowl	Caribbean	BYO Bistro Bowl	BYO Bistro Bowl
Lunch Entrée Beef Dipper Potato Bowl Popcorn Chicken w/ Roll	Lunch Entrée Chicken Nuggets Beef Fingers w/ Mashed Potatoes & Gravy	Lunch Entrée Jerk Chicken w/ Caribbean Rice or Pineapple Biscuit	Lunch Entrée Chicken Nuggets Mashed Potatoes & Gravy	Lunch Entrée Popcorn Chicken & Seasoned Brown Rice Chicken Nuggets w/ Macaroni & Cheese
Sides Peppered Broccoli Fresh Fruits & Veggies	Sides Steamed Carrots Fresh Fruits & Veggies	Sides Island Potatoes Fresh Fruits & Veggies	Sides Chickpea Marinara 5-Way Mixed Veggies Fresh Fruits & Veggies	Sides Roasted Veggies Fresh Fruits & Veggies
Ballpark Classics	Ballpark Classics	Ballpark Classics	Ballpark Classics	Ballpark Classics
Lunch Entrée Spicy Chicken Sandwich Impossible Burger Turkey & Cheese Slider	Lunch Entrée Hamburger Spicy Chicken Sandwich Impossible Burger	Lunch Entrée Hamburger Impossible Burger Chicken Nuggets w/ Roll	Lunch Entrée Hamburger Spicy Chicken Sandwich Impossible Burger	Lunch Entrée Golden Corn Dog Hamburger Impossible Burger
Sides Zingy Fries Fresh Toppings	Sides Zingy Fries Fresh Toppings	Sides Zingy Fries Fresh Toppings	Sides Zingy Fries Fresh Toppings	Sides Zingy Fries Fresh Toppings
Taco Street	Taco Street	Taco Street	Taco Street	Taco Street
Lunch Entrée Chicken Burrito Bowl Pulled Pork Quesadilla	Lunch Entrée Chicken, Carne Asada, or Cheesy Nachos	Lunch Entrée Pulled Pork Tacos Baja Fish Tacos	Lunch Entrée Verde Chicken Enchilada Casserole Beef or Cheese Nachos	Lunch Entrée Baja Fish Tacos Pulled Pork Tacos
Sides & Toppings Spanish Rice Pinto Beans Fresh Salsa & Sliced Jalapeno	Sides & Toppings Cilantro Lime Rice Seasoned Black Beans Fresh Salsa, Jalapenos, Sour Cream	Sides & Toppings Cilantro Lime Rice Seasoned Black Beans Fresh Salsa, Sliced Jalapenos	Sides & Toppings Seasoned Black Beans Fresh Salsa	Sides & Toppings Cilantro Lime Rice Street Corn Fresh Salsa, Sliced Jalapenos
Luigi's Eatery	Luigi's Eatery	Luigi's Eatery	Luigi's Eatery	Luigi's Eatery
Lunch Entrée Spaghetti & Meatballs Two Cheese Pizza Pepperoni Pizza	Lunch Entrée Creamy Garlic & Italian Beef over Pasta Cheese Pizza Meat Lover's Pizza	Lunch Entrée Meatball Alfredo Sub Cheese Pizza Hawaiian Pizza	Lunch Entrée Chicken Pomodoro Veggie Pizza Hamburger Pizza	Lunch Entrée Meatball Calzone Cheese Pizza Pepperoni Pizza
Sides Peppered Broccoli	Sides Steamed Carrots	Sides Spiced Green Beans	Sides 5-Way Mix Veggies	Sides Roasted Veggies
BYO Deli Sandwich	BYO Deli Sandwich	BYO Deli Sandwich	BYO Deli Sandwich	BYO Deli Sandwich
Lunch Entrée Sub or Wrap Protein: Turkey, Ham, Cheese	Lunch Entrée Sub or Wrap Protein: Turkey, Ham, Cheese	Lunch Entrée Sub or Wrap Protein: Turkey, Ham, Cheese	Lunch Entrée Sub or Wrap Protein: Turkey, Ham, Cheese	Lunch Entrée Sub or Wrap Protein: Turkey, Ham, Cheese
Toppings Lettuce, Tomato, Pickle, Olive, Onion	Toppings Lettuce, Tomato, Pickle, Olive, Onion	Toppings Lettuce, Tomato, Pickle, Olive, Onion	Toppings Lettuce, Tomato, Pickle, Olive, Onion	Toppings Lettuce, Tomato, Pickle, Olive, Onion

Week Three



Monday	Tuesday	Wednesday	Thursday	Friday
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Day 11	Day 12	Day 13	Day 14	Day 15
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BYO Pasta Bowl	BYO Pasta Bowl	BYO Pasta Bowl	BYO Pasta Bowl	BYO Pasta Bowl
Lunch Entrée Grain: Pasta Selection Protein: Pulled Pork, Pulled Chicken Sauce: Pomodoro, Alfredo Sauce Spiced Green Beans	Lunch Entrée Grain: Pasta Selection Protein: Pulled Beef or Chicken Sauce: Pomodoro, Pesto Cream Buffalo Cauliflower	Lunch Entrée Grain: Pasta Selection Protein: Pulled Chicken or Meatballs Sauce: Pomodoro, Alfredo Sauce Peas & Carrots	Lunch Entrée Grain: Pasta Selection Protein: Beef Shoulder, Pulled Chicken Sauce: Pomodoro, Pesto Cream Italian Veggie Blend	Lunch Entrée Grain: Pasta Selection Protein: Pulled Pork, Pulled Chicken Sauce: Pomodoro, Alfredo Sauce Steamed Broccoli
Ballpark Classics	Ballpark Classics	Ballpark Classics	Ballpark Classics	Ballpark Classics
Lunch Entrée Buffalo Chicken Sliders Cheeseburger Impossible Burger	Lunch Entrée Cheeseburger Crispy Chicken Sandwich Impossible Burger	Lunch Entrée Chicken Gyro Cheeseburger Impossible Burger	Lunch Entrée Cheeseburger Macaroni & Cheese Impossible Burger	Lunch Entrée Crispy Chicken Sandwich Cheese Stuffed Breadsticks Impossible Burger
Sides Crispy Tater Tots Fresh Toppings	Sides Crispy Tater Tots Fresh Toppings	Sides Crispy Tater Tots Fresh Toppings	Sides Crispy Tater Tots Fresh Toppings	Sides Crispy Tater Tots Fresh Toppings
Taco Street	Taco Street	Taco Street	Taco Street	Taco Street
Lunch Entrée BYO Burrito Day – Beef, Chicken or Veggie	Lunch Entrée Beef Tacos w/ Spanish Rice Cheesy Nachos	Lunch Entrée Beef, Chicken or Cheesy Nachos	Lunch Entrée Carne Guisada Cheesy Chicken Tacos	Lunch Entrée Beef, Chicken or Cheesy Nachos
Sides & Toppings Refried Beans Fresh Salsa, Sliced Jalapenos	Sides & Toppings Cilantro Lime Rice Pinto Beans Fresh Salsa, Sliced Jalapenos	Sides & Toppings Refried Beans Fresh Salsa, Sliced Jalapenos	Sides & Toppings Cilantro Lime Rice Pinto Beans Fresh Salsa	Sides & Toppings Mexicorn Fresh Salsa, Sliced Jalapenos
Luigi's Eatery	Luigi's Eatery	Luigi's Eatery	Luigi's Eatery	Luigi's Eatery
Lunch Entrée Chicken Parmesan w/ Dinner Roll Two Cheese Pizza Pepperoni Pizza	Lunch Entrée Chicken Parmesan Sandwich Two Cheese Pizza Pepperoni & Jalapeno Pizza	Lunch Entrée Cheesy Meatball Sub Veggie Pizza Sausage Pizza	Lunch Entrée Chicken Alfredo w/ Breadstick Cheese Pizza Supreme Pizza	Lunch Entrée Baked Meatball Calzone Cheese Pizza Hawaiian Pizza
Sides 5-Way Mixed Veggies	Sides Peppered Broccoli	Sides Italian Veggie Blend	Sides Buffalo Cauliflower	Sides Steamed Broccoli
BYO Deli Sandwich	BYO Deli Sandwich	BYO Deli Sandwich	BYO Deli Sandwich	BYO Deli Sandwich
Lunch Entrée Sub or Wrap Protein: Turkey, Ham, Cheese	Lunch Entrée Sub or Wrap Protein: Turkey, Ham, Cheese	Lunch Entrée Sub or Wrap Protein: Turkey, Ham, Cheese	Lunch Entrée Sub or Wrap Protein: Turkey, Ham, Cheese	Lunch Entrée Sub or Wrap Protein: Turkey, Ham, Cheese
Toppings Lettuce, Tomato, Pickle, Olive, Onion	Toppings Lettuce, Tomato, Pickle, Olive, Onion	Toppings Lettuce, Tomato, Pickle, Olive, Onion	Toppings Lettuce, Tomato, Pickle, Olive, Onion	Toppings Lettuce, Tomato, Pickle, Olive, Onion

Week Four



Monday	Tuesday	Wednesday	Thursday	Friday
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Day 16	Day 17	Day 18	Day 19	Day 20
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Smokehouse Lunch Entrée Pulled Pork or Chicken Baked Potato or Hawaiian Roll Sliders Sides Spiced Green Beans Homemade Coleslaw BBQ Fixings	Smokehouse Lunch Entrée Pulled Beef or Chicken Baked Potato or Hawaiian Roll Sliders Sides Mexicorn Homemade Coleslaw BBQ Fixings	Creole Cookery Lunch Entrée Red Beans & Rice w/ Chicken Chicken Jambalaya w/ Cajun Rice Sides Spiced Green Beans	Smokehouse Lunch Entrée Pulled Beef or Chicken Baked Potato or Hawaiian Roll Sliders Sides Mexicorn Homemade Coleslaw BBQ Fixings	Smokehouse Lunch Entrée Pulled Pork or Chicken Baked Potato or Hawaiian Roll Sliders Sides Spiced Green Beans Homemade Coleslaw BBQ Fixings
Ballpark Classics Lunch Entrée Chicken Nuggets w/ Mac & Cheese Hamburger Impossible Burger Sides Zingy Fries Fresh Toppings	Ballpark Classics Lunch Entrée Golden Corn Dog Spicy Chicken Sandwich Impossible Burger Sides Zingy Fries Fresh Toppings	Ballpark Classics Lunch Entrée Hamburger Spicy Chicken Sandwich Impossible Burger Sides Zingy Fries Fresh Toppings	Ballpark Classics Lunch Entrée Spicy Chicken Sandwich Impossible Burger Popcorn Chicken Wrap Sides Zingy Fries Fresh Toppings	Ballpark Classics Lunch Entrée Wild West Burger w/ Onion Rings Hamburger Impossible Burger Sides Zingy Fries Fresh Toppings
Taco Street Lunch Entrée Chicken or Bean Burrito Sides & Toppings Pinto Beans Fresh Salsa, Sliced Jalapenos	Taco Street Lunch Entrée Beef Tacos Baja Fish Tacos Sides & Toppings Cilantro Lime Rice Charro Beans Fresh Salsa, Jalapenos	Taco Street Lunch Entrée Pulled Pork or Cheese Quesadilla Sides & Toppings Cheesy Refried Beans Fresh Salsa, Jalapenos	Taco Street Lunch Entrée Pulled Pork Tacos Baja Fish Tacos Sides & Toppings Cilantro Lime Rice Seasoned Black Beans Fresh Salsa	Taco Street Lunch Entrée Beef, Chicken or Cheesy Nachos Sides & Toppings Pinto Beans Fresh Salsa, Jalapenos
Luigi's Eatery Lunch Entrée Meatball Calzone Two Cheese Pizza Pepperoni Pizza Sides Peppered Broccoli	Luigi's Eatery Lunch Entrée Creamy Garlic Chicken Penne Cheese Pizza Beef Taco Pizza Sides 5-Way Mixed Veggies	Luigi's Eatery Lunch Entrée Cheesy Meatball Sub Cheese Pizza Pepperoni & Jalapeno Pizza Sides Spiced Green Beans	Luigi's Eatery Lunch Entrée Spaghetti w/ Meatballs Veggie Pizza Supreme Pizza Sides Spiced Green Beans	Luigi's Eatery Lunch Entrée Creamy Garlic Chicken Pasta Cheese Pizza Pepperoni Pizza Sides Roasted Potatoes & Carrots
BYO Deli Sandwich Lunch Entrée Sub or Wrap Protein: Turkey, Ham, Cheese Toppings Lettuce, Tomato, Pickle, Olive, Onion	BYO Deli Sandwich Lunch Entrée Sub or Wrap Protein: Turkey, Ham, Cheese Toppings Lettuce, Tomato, Pickle, Olive, Onion	BYO Deli Sandwich Lunch Entrée Sub or Wrap Protein: Turkey, Ham, Cheese Toppings Lettuce, Tomato, Pickle, Olive, Onion	BYO Deli Sandwich Lunch Entrée Sub or Wrap Protein: Turkey, Ham, Cheese Toppings Lettuce, Tomato, Pickle, Olive, Onion	BYO Deli Sandwich Lunch Entrée Sub or Wrap Protein: Turkey, Ham, Cheese Toppings Lettuce, Tomato, Pickle, Olive, Onion

Week Five



Monday

Day 21

Classic Stacks		Daily Milk	
Lunch Entrée Fiesta Beef Stacker Fiesta Chicken Stacker		1% Low Fat White Milk Local Fat Free Chocolate Milk Local	
Sides Crispy Tater Tots Fresh Fruits & Veggies			
Ballpark Classics		Daily Condiments	
Lunch Entrée Cheeseburger Impossible Burger Spicy Chicken Sandwich		Ranch Dispenser Ketchup Dispenser Mustard Dispenser Mayo Dispenser	
Sides Crispy Tater Tots Fresh Fruits & Veggies			
Taco Street		Daily Condiments	
Lunch Entrée Chicken, Carne Asada, or Cheesy Nachos		Parmesan Cheese Spicy Red Pepper Flakes	
Sides & Toppings Charro Beans Fresh Salsa & Jalapeno			
Luigi's Eatery			
Lunch Entrée Cheesy Meatball Sub Cheese Pizza Pepperoni Pizza			
Sides Peppered Broccoli			
BYO Deli Sandwich			
Lunch Entrée Sub or Wrap Protein: Turkey, Ham, Cheese			
Toppings Lettuce, Tomato, Pickle, Olive, Onion			



Easy Choice Kitchen

Grades K-12

SMART SNACKS

Did you know?

We have daily options of fresh fruits and veggies on our salad bar. Also, fresh low-fat milk is offered with lunch.

This institution is an equal opportunity provider



Questions or Comments?

General Manger:

Phone:

Web Link/QR Code for menus



Hot Snacks:

Chicken & Vegetable Egg Roll
Bean & Cheese Burrito
Crispy Chicken Corn Dog
Smiley Fries
Fresh Baked Soft Pretzel Rods
Tostito's Scoops & Creamy Salsa Dip
Homemade Turkey Ham Hawaiian Kolache
Crinkle Fries

Savory Snacks:

Crazy Colors Fruit Roll Up
Flaming Hot Cheetos
Rice Krispie Treat Bar
Chocolate Rice Krispie Treat Bar
Cool Ranch Doritos
Nacho Cheese Doritos
SS Frosted Chocolate Poptart
Spicy Hot Flamas Doritos
Cocoa Puffs Cereal Bowl
Large White Cheddar Popcorn
Baked Cheetos
Cinnamon Toast Crunch Cereal Bowl
Cheddar Goldfish Crackers
Tostitos Baked SCOOPS Tortilla Chips
Cheez It Crackers
Pretzel Hartzels Ranch Fantastix
Spicy Sweet Chili Doritos Baked
Lays BBQ Chips
Baked Lays Original Chips
Fruit Snacks

Cold Snacks:

Yoplait Strawberry Gogurt
Strawberry Banana Yogurt Cup
Strawberry Yogurt Cup
Apples with Creamy Caramel Dip
Pudding
Blueberry Parfait w/ Granola
Strawberry Greek Yogurt
Cherry Yogurt Parfait without grain
Double Berry Yogurt Parfait w/ Granola
Fresh Grapes
Fresh Strawberries
Fresh Pineapple with Tajin
Fresh Watermelon w/Tajin
Fresh Cucumbers with Tajin

Sweet Snacks:

Ice Cream Fudge Bar
Orange Ice Cream Bar
Mini Vanilla Ice Cream Sandwich
Strawberry Sundae Ice Cream Bar
Chocolate Crunch Ice Cream Bar
Chunky Strawberry Fruit Bar
Vanilla Ice Cream Cup
Vanilla Chocolate Twist Ice Cream Cone
Fresh Baked Chocolate Chip Cookie
Fresh Baked Chocolate Brownie Cookie
Fresh Baked Sugar Cookie
Rainbow Sprinkle Cookie
Chocolate Chip Brookie
Mini Chocolate Chip Cookies
Snack Size Pudding: Vanilla & Chocolate

Drinks:

Black Raspberry Sparkling Ice
Strawberry Watermelon Sparkling Ice
Cherry Limeade Sparkling Ice
Kiwi Strawberry Sparkling Ice
Orange Mango Sparkling Ice
Lemonade Sparkling Ice
Grape G2 Gatorade
G2 Fruit Punch Gatorade
G2 Glacier Freeze Gatorade
Fruit Punch Gatorade Zero
Banana Peach Smoothie
Spinach Pineapple Smoothie
Strawberry Banana Smoothie
Very Berry Blended Smoothie
Bottled Water
Switch Watermelon
Strawberry Sparkling Juice
Switch Sparkling Orange Juice
Switch Sparkling Fruit Punch
Switch Kiwi Berry Sparkling Juice
Apple Capri Sun
Fruit Punch Capri Sun
Berry Capri Sun
Izze Sparkling Apple Juice
Izze Sparkling Blackberry Juice
Izze Sparkling Clementine Juice
Izze Sparkling Peach Juice
Apple Juice Bottle
Fruit Medley Juice Bottle
Orange Juice Bottle

Questions or Comments?

General Manger:

Phone:

Web Link/QR Code for menus

Summer Breakfast K-12

MENUS



This institution is an equal opportunity provider



Monday Tuesday Wednesday Thursday Friday

1	2	3	4	5
Breakfast Entrée Cinnamon Toast Crunch Cereal	Breakfast Entrée Fluffy Banana Muffin	Breakfast Entrée Whole Grain Bagel w/ Cream Cheese Cup	Breakfast Entrée Fluffy Pancakes w/ Maple Syrup Cup	Breakfast Entrée Egg & Cheese Biscuit Sandwich
Fruit Fresh Apple 100% Fruit Punch Juice	Fruit 100% Apple Juice Fresh Orange	Fruit Applesauce Cup 100% Fruit Punch Juice	Fruit Fresh Apple 100% Orange Juice	Fruit Fresh Orange 100% Apple Juice
6	7	8	9	10
Breakfast Entrée Cheerios Cereal	Breakfast Entrée Scrambled Eggs w/ Cheese & Buttery Toast	Breakfast Entrée Scratch-Made French Toast Casserole	Breakfast Entrée Strawberry Banana Yogurt Cup & Whole Grain Honey Graham Cracker 3 pk	Breakfast Entrée Fluffy Belgian Waffles w/ Maple Syrup Cup
Fruit Fresh Apple 100% Fruit Punch Juice	Fruit Fresh Orange 100% Apple Juice	Fruit Unsweetened Applesauce 100% Orange-Pineapple Juice	Fruit Fresh Apple 100% Fruit Punch Juice	Fruit Fresh Orange Applesauce Cup
11	12	13	14	15
Breakfast Entrée Cinnamon Toast Crunch Cereal	Breakfast Entrée Mini Cinnamon Cream Cheese Bagels	Breakfast Entrée Sausage Biscuit Sandwich	Breakfast Entrée Blueberry Parfait w/ Graham Crackers	Breakfast Entrée Turkey Sausage Breakfast Pizza
Fruit Fresh Apple 100% Fruit Punch Juice	Fruit Fresh Orange 100% Apple Juice	Fruit 100% Orange Juice Fresh Banana	Fruit Fresh Orange 100% Apple Juice	Fruit Fresh Apple Applesauce Cup
16	17	18	19	20
Breakfast Entrée Delicious Blueberry Muffin	Breakfast Entrée Scrambled Eggs w/ Cheese & Buttery Toast	Breakfast Entrée Cheerios Cereal	Breakfast Entrée Fluffy Belgian Waffles w/ Maple Syrup Cup	Breakfast Entrée Glazed Cinnamon Roll
Fruit Fresh Apple 100% Orange Juice	Fruit Fresh Orange 100% Apple Juice	Fruit Fresh Apple 100% Fruit Punch Juice	Fruit 100% Orange Juice Fresh Banana	Fruit Fresh Apple 100% Fruit Punch Juice
21	Daily Milk			
Breakfast Entrée Cinnamon Toast Crunch Cereal	1% Low Fat White Milk Local Fat Free Chocolate Milk Local			
Fruit Fresh Apple 100% Fruit Punch Juice				

Summer Lunch Grades K-8

MENUS

Monthly Promotion

Use this space to enter monthly promotion details and/or any information you would like to feature.

Did you know?

Staying active helps build strong bones and muscles, relieves stress, and protects your heart. Aim for 1 hour or more of physical activity every day. Do whatever you love to do – Just get moving!



Questions or Comments?

General Manger:
Phone:
Web Link/QR Code for menus

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Monday		Tuesday		Wednesday		Thursday		Friday	
1		2		3		4		5	
Lunch Entrée Turkey & Cheese Sandwich		Lunch Entrée Crispy Beefy Tacos w/ Fresh Salsa		Lunch Entrée Grilled Cheeseburger w/ Shredded Lettuce, Tomato Slices & Pickles		Lunch Entrée Creamy Macaroni & Cheese		Lunch Entrée Sunbutter & Jelly Sandwich w/ String Cheese	
Vegetables Green Beans		Vegetables Classic Refried Beans		Vegetables Crispy Tater Tots		Vegetables Peppered Broccoli Florets		Vegetables Fresh Baby Carrots w/ Creamy Ranch Dressing	
Fruit Unsweetened Applesauce		Fruit Fresh Apple		Fruit Diced Pears		Fruit Mixed Tropical Fruit		Fruit Fresh Orange	
6		7		8		9		10	
Lunch Entrée Golden Chicken Corn Dog		Lunch Entrée Cheese Quesadilla		Lunch Entrée Turkey Ham & Cheese Sandwich		Lunch Entrée Rotini w/Meatsauce & Whole Grain Breadstick		Lunch Entrée Hot Dog (Pork-Free)	
Vegetables Peppered Broccoli Florets		Vegetables Seasoned Mexican Black Beans		Vegetables Fresh Baby Carrots		Vegetables Italian Veggie Blend		Vegetables Crinkle Cut Fries	
Fruit Fresh Apple		Fruit Unsweetened Applesauce		Fruit Juicy Pineapple Tidbits		Fruit Diced Pears		Fruit Sweet Diced Peaches	
11		12		13		14		15	
Lunch Entrée Chicken Tenders w/Roll		Lunch Entrée Scratch-Made Cheese Enchiladas		Lunch Entrée Grilled Cheeseburger		Lunch Entrée Spaghetti Marinara w/Meatballs		Lunch Entrée Sunbutter & Jelly Sandwich w/ String Cheese	
Vegetables Steamed Crinkle Carrots		Vegetables Classic Refried Beans		Vegetables Crispy Tater Tots		Vegetables Peppered Broccoli Florets		Vegetables Fresh Celery Sticks	
Fruit Unsweetened Applesauce		Fruit Fresh Apple		Fruit Fresh Orange		Fruit Diced Pears		Fruit Unsweetened Applesauce	
16		17		18		19		20	
Lunch Entrée Crispy Chicken Patty Sandwich		Lunch Entrée Mozzarella Cheese Quesadilla		Lunch Entrée Breaded Popcorn Chicken w/Roll		Lunch Entrée Turkey Ham & Cheese Sandwich		Lunch Entrée Orange Chicken w/ Brown Rice	
Vegetables Peppered Broccoli Florets		Vegetables Seasoned Mexican Black Beans		Vegetables Crinkle Cut Fries		Vegetables Fresh Baby Carrots		Vegetables Spiced Green Beans	
Fruit Fresh Apple		Fruit Unsweetened Applesauce		Fruit Sweet Diced Peaches		Fruit Juicy Pineapple Tidbits		Fruit Fresh Apple	
21		Daily Milk							
Lunch Entrée Turkey & Cheese Sandwich		1% Low Fat White Milk Local Fat Free Chocolate Milk Local							
Vegetables Green Beans		Daily Condiments							
Fruit Unsweetened Applesauce		Ketchup Dispenser Mustard Dispenser Mayo Dispenser Ranch Dispenser							

Summer Lunch 9-12

MENUS

Monthly Promotion

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Did you know?

We have daily options of fresh fruits and veggies on our salad bar. Also, fresh low-fat milk is offered with lunch.

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Questions or Comments?

General Manger:

Phone:

Web Link/QR Code for menus



Monday		Tuesday		Wednesday		Thursday		Friday			
1		2		3		4		5			
Lunch Entrée Turkey & Cheese Sandwich	Lunch Entrée Crispy Beef Tacos w/ Spanish Rice	Lunch Entrée Grilled Cheeseburger w/ Shredded Lettuce, Tomato Slices & Pickles	Lunch Entrée Creamy Macaroni & Cheese	Lunch Entrée Sunbutter & Jelly Sandwich w/ String Cheese	Vegetables Green Beans	Vegetables Classic Refried Beans Fresh Salsa	Vegetables Crispy Tater Tots	Vegetables Peppered Broccoli Florets	Vegetables Fresh Baby Carrots w/ Creamy Ranch Dressing		
Fruit Unsweetened Applesauce	Fruit Sweet Diced Peaches Fresh Apple	Fruit Diced Pears	Fruit Mixed Tropical Fruit	Fruit Unsweetened Applesauce Fresh Orange	6		7		8		
Lunch Entrée Golden Chicken Corn Dog	Lunch Entrée Cheese Quesadilla	Lunch Entrée Turkey Ham & Cheese Sandwich	Lunch Entrée Rotini w/ Meatsauce	Lunch Entrée Hot Dog (Pork-Free)	Vegetables Peppered Broccoli Florets	Grain Traditional Spanish Brown Rice	Vegetables Fresh Baby Carrots	Grain Whole Grain Breadstick	Vegetables Crinkle Cut Fries Fresh Baby Carrots	9	
Fruit Fresh Apple Diced Pears	Vegetables Seasoned Mexican Black Beans	Fruit Juicy Pineapple Tidbits	Vegetables Italian Veggie Blend	Fruit Sweet Diced Peaches	10		11		12		
11		12		13		14		15			
Lunch Entrée Chicken Tenders w/ Roll	Lunch Entrée Scratch-Made Cheese Enchiladas	Lunch Entrée Grilled Cheeseburger	Lunch Entrée Spaghetti Marinara w/ Meatballs	Lunch Entrée Sunbutter & Jelly Sandwich w/ String Cheese	Vegetables Steamed Crinkle Carrots	Vegetables Classic Refried Beans	Vegetables Crispy Tater Tots	Vegetables Peppered Broccoli Florets	Vegetables Fresh Celery Sticks	16	
Fruit Unsweetened Applesauce	Fruit Fresh Apple Juicy Pineapple Tidbits	Fruit Mixed Tropical Fruit Fresh Orange	Fruit Diced Pears	Fruit Unsweetened Applesauce	17		18		19		
16		17		18		19		20			
Lunch Entrée Crispy Chicken Patty Sandwich	Lunch Entrée Mozzarella Cheese Quesadilla	Lunch Entrée Breaded Popcorn Chicken w/ Roll	Lunch Entrée Turkey Ham & Cheese Sandwich	Lunch Entrée Orange Chicken w/ Brown Rice	Vegetables Peppered Broccoli Florets	Vegetables Seasoned Mexican Black Beans	Vegetables Crinkle Cut Fries	Vegetables Fresh Baby Carrots	Vegetables Spiced Green Beans Fresh Baby Carrots	21	
Fruit Fresh Apple Sweet Diced Peaches	Fruit Unsweetened Applesauce	Fruit Sweet Diced Peaches	Fruit Juicy Pineapple Tidbits	Fruit Diced Pears	20		21		22		
21		22		23		24		25			
Lunch Entrée Turkey & Cheese Sandwich	Lunch Entrée Turkey & Cheese Sandwich	Daily Milk 1% Low Fat White Milk Local Fat Free Chocolate Milk Local		Daily Condiments Ranch Dispenser Ketchup Dispenser Mustard Dispenser Mayo Dispenser		23		24			
Vegetables Green Beans	Vegetables Green Beans					24		25			
Fruit Unsweetened Applesauce	Fruit Unsweetened Applesauce					25		26			

Adult Menus & Catering

Adult Menu

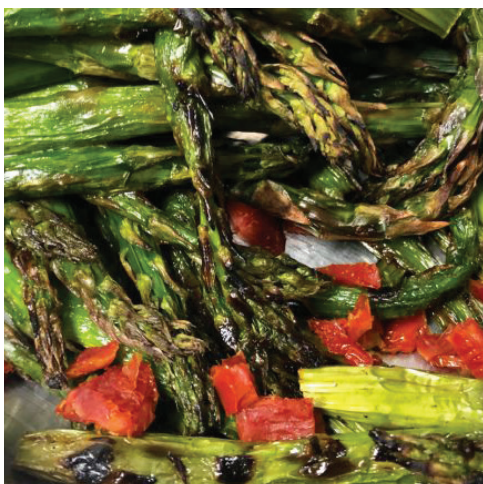
We are committed to the nutritional well-being of every student and staff member. As part of that commitment, you will notice excellent food quality, variety and revolutionary menus that appeal to everyone. The students and administrators will be able to enjoy salad bars that contain fresh fruits and vegetables, made from scratch meals, outdoor grills and interactive nutrition education programs that involve administrators, teachers, parents and students.

The Food Service Department catering menus are designed and developed to meet all your catering needs. From a continental breakfast to an office meeting to an elegant dinner, we welcome the opportunity to serve you at your special events. Should your plans include items or selections not found in this menu, we would be delighted to customize menus for you.

These tempting offerings can assist in driving participation at PTA events or ensure attendance at your next staff meeting. We have created an exquisite catering menu that would excite anyone's taste buds and you can enjoy a wide variety of menu choices. Regardless of what you are looking for, we will work with your district to customize our menu and satisfy your diners for any occasion.



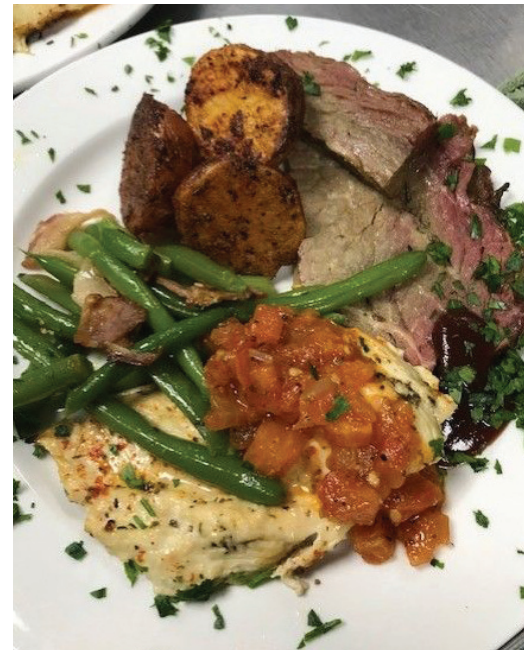
Examples of Past Caterings



Examples of Past Caterings

SFE catered De Soto's Hall of Fame Induction

SFE was excited to cater our Missouri partner, De Soto School District's, Hall of Fame Inductions. Our team served a plated dinner to attendees.



SFE catered Lincoln County's FFA's Excellence in Agriculture Event

It was a pleasure to serve Lincoln County FFA's Excellence in Agriculture night and prepare dinner! SFE Regional Chef's Tori Christie and Chef John Michael Dizon.



District Staff Holiday Parties

Every year right around the start to the winter break, Grand Prairie ISD in partnership with SFE serves over 500 holidays meals to staff!



Melissa ISD Holiday Party for staff



Conferences

Grand Prairie ISD hosted their annual YES, Young Women's Leadership conference. The SFE team was glad to serve fresh fruit, hot coffee, and orange juice.



Staff Barbecue Events



Catered Yuma County Teacher of the Year

SFE served pineapple upside down cake with whipped cream and shredded coconut!



2025-2026 SFE Catering Guide

Breakfast Selections

Lunch and Late Meals

- Box Lunches
- Panini Express
- Gourmet Greens
- Buffet
- Homestyle Favorites
- Desserts

Examples of Past Caterings



Breakfast Selections

Prices available by request. Pricing may vary by district.

Classic Continental

Fresh baked assorted mini Danish, fresh baked assorted muffins and breakfast breads, fresh cut seasonal fruit, juice selection, coffee and hot tea service

Express Continental

Fresh baked assorted mini Danish, fresh baked assorted muffins and breakfast breads, juice selection, coffee and hot tea service

Sunshine Yogurt Parfait

Fresh seasonal berries and assorted cut fruit, low fat vanilla yogurt, topped with granola and a drizzle of honey, coffee and hot tea service

Bagels, Bagels, Bagels, and Croissants

Assorted sliced bagels and buttery croissants, fresh butter, flavored and plain cream cheeses, assorted jams and jellies, fresh cut seasonal fruit, juice selection, coffee and hot tea service

Fresh Baked Quiche

Flaky pie crust filled with a fluffy egg custard, shredded cheese and your choice of one meat filling and one vegetable filling: breakfast sausage, crispy bacon, diced ham, steamed broccoli, sautéed fresh spinach, roasted asparagus, bell pepper, onion and mushroom. With juice selection, coffee and hot tea service

Additional fillings available at an extra charge

Whole quiche serves 6 to 8 people

Buenos Días Breakfast Taco or Burrito Bar

Fluffy scrambled eggs with your choice of one filling: (sausage, bacon, ham, or vegetable) served with refried beans, warm flour or corn tortillas, fresh house made salsa and shredded cheese, coffee and hot tea service

Shredded machaca beef, carne asada beef available at an extra charge

All American Breakfast

Fluffy scrambled eggs, southwest roasted red potatoes, your choice of: breakfast sausage or crispy bacon, biscuits and gravy, fresh cut seasonal fruit, coffee and hot tea service

Action Stations

Southwest roasted red potatoes available at an extra charge

Made to Order Pancake or Waffle Action Station

Fresh prepared Belgian waffles or fluffy pancakes served with butter, warm syrup, whipped cream, powdered sugar, warm fruit compote and your choice of breakfast sausage or crispy bacon, coffee and hot tea service

Made to Order Omelet Action Station

Made to order omelets with an assortment of toppings: choose two meats (breakfast sausage, bacon, ham, machaca beef, carne asada beef, or chorizo), choose four vegetables, onion, bell pepper, tomato, fresh spinach, green chili, or roasted asparagus) shredded cheddar cheese and fresh baked biscuits with assorted jams and jellies, coffee and hot tea service

Shredded machaca beef, carne asada beef available at an extra charge

Egg whites available upon request

À La Carte Entrées

Fluffy scrambled eggs

Crispy bacon or breakfast sausage link or patty

Roasted red southwest potatoes

Fresh made pancakes of Belgian waffle service

Breakfast Taco with one meat and cheese

Sausage Kolache (pork and beef)

À La Carte Pastries

Assorted fresh baked muffins

Fresh baked buttery croissants

Assorted fresh baked mini Danish

Glazed donuts

Sliced bagels, assorted variety

Fresh baked sliced breakfast breads

(Blueberry, banana, lemon, poppy seed, zucchini)

À La Carte Fresh Fruit & Juice

Tropicana juice (apple, cranberry, orange, ruby red grapefruit)

Fresh cut seasonal fruit

Assorted seasonal whole fruit

Seasonal fruit and yogurt parfaits w/granola and honey

Executive Buffet Board

Choose from three meats and three breads. Build your own favorite from premium oven roasted turkey breast, honey ham, roast beef, corned beef, pastrami, albacore tuna salad or tender chicken salad on an assortment of the following breads: fresh hoagie roll, brioche bun, sourdough, 9-grain bread or marbled rye with crisp shredded lettuce, sliced tomatoes, red onion, pickle chips and Swiss, cheddar, hot pepper jack or provolone cheeses
Turn any sandwich into a wrap for no extra charge

Substitute hot chocolate or mulled cider for coffee for no extra charge

Lunch and Late Meals

Executive Box Lunches

Choose from a fresh hoagie roll, brioche bun, sourdough, 9-grain or marbled rye bread. All sandwiches below include: whole fruit, a bag of chips and appropriate condiments - *Minimum 10 lunches per order required*

Add 2 fresh baked cookies or 1 brownie available at an extra charge

Add 12oz. can of soda or 16oz. bottle water available at an extra charge

Oven Roasted Turkey or Honey Ham

Thinly sliced premium oven roasted turkey breast or honey ham, Swiss or cheddar cheese, romaine lettuce, sliced tomatoes, red onion and pickle chips, served on your choice of fresh bread or roll

Authentic Italian Grinder

Thinly sliced cooked ham, Genoa salami, cappicola, provolone cheese, thinly sliced onions, shredded lettuce, pepperoncini rings and sliced Roma tomatoes on a fresh hoagie roll, served with a side of red wine vinegar, extra virgin olive oil and oregano

Premium Roast Beef, Corned Beef or Pastrami

Thinly sliced premium roast beef, corned beef or pastrami on your choice of fresh bread, topped with romaine lettuce, sliced tomatoes, red onion, pickle chips and Swiss cheese

Albacore Tuna or Chicken Salad

Choose from fresh made fancy white albacore tuna or tender chicken salad, Swiss or cheddar cheese, romaine lettuce, sliced tomatoes, red onion and pickle chips, served on your choice of fresh bread or roll

Welcome to the Club, Club

Thinly sliced premium oven roasted turkey breast, honey ham, crisp bacon, Swiss or cheddar cheese, romaine lettuce, sliced tomatoes, red onion and pickle chips, served on your choice of fresh bread or roll

The Veggie

Fresh sliced cucumber, Roma tomatoes, red onion, shredded lettuce, shredded carrot, red pepper rings, sliced avocado (when available), pickle chips, Swiss or cheddar cheese, served on your choice of fresh bread or roll

Smoked Turkey Reuben

Premium smoked turkey topped with house made cole slaw, house made 1000 island dressing, Swiss cheese on marbled rye bread, served cold

Panini Express

(All paninis will be made on our house ciabatta bread unless otherwise specified)

**Note: The same breads are available as in the Executive Box Lunches*

The Pesto Turkey

Thinly sliced premium oven roasted turkey breast, basil pesto, mozzarella cheese, pressed to a crispy perfection on our house ciabatta bread

The Authentic Cubano

Our house made tender pulled pork, thinly sliced cooked ham, Swiss cheese, yellow mustard and sliced pickles pressed to a crispy perfection on a fresh hoagie roll

The Elvis

Creamy peanut butter (may substitute sunbutter), fresh sliced bananas and a drizzle of sweet honey all come together on our pressed to a crispy perfection sourdough bread. It's almost like having dessert for lunch

The Ham and Swiss

Thinly sliced honey ham and Swiss cheese pressed to a crispy perfection on our marbled rye bread

The Turkey and Cheddar

Thinly sliced oven roasted turkey breast and cheddar cheese pressed to a crispy perfection on our house ciabatta bread

The Ultimate Grilled Cheese

A trio of cheeses makes this Panini the gooiest in town, cheddar, mozzarella and American cheeses pressed to a crispy perfection on our sourdough bread

Add crispy bacon available at an extra charge

The Thanksgiving Melt

Thinly sliced oven roasted turkey breast, herbed stuffing, cheddar cheese and sweet and tangy cranberry sauce all on our pressed to a crispy perfection sour dough bread

The Oven Roasted Vegetarian

Fresh oven roasted yellow squash, zucchini, red onion, green bell pepper and mozzarella cheese drizzled with an Italian dressing, pressed to a crispy perfection on our house ciabatta bread

The Italian Melt

Thinly sliced cooked ham, cappicola, pepperoni, provolone cheese thinly sliced onions, sliced Roma tomatoes, a drizzle of Italian dressing, pressed to a crispy perfection on our house ciabatta bread

Lunch and Late Meals

Gourmet Greens

Choice of House ranch, chipotle ranch, bleu cheese, 1000 island, creamy Caesar, honey mustard, balsamic vinaigrette or soy ginger vinaigrette

The House Always Wins

Our house salad starts with crisp fresh mixed greens, shredded carrots and Purple cabbage, tomato wedges, cucumbers, house made buttery garlic croutons and your choice of dressing

Grilled chicken breast available at an extra charge

Classic Caesar Salad

Crisp, fresh romaine lettuce, shredded parmesan cheese, house made buttery garlic croutons served with our creamy house Caesar dressing

Grilled chicken breast available at an extra charge

Anchovies available at an extra charge

Original Cobb Salad

Crisp, fresh mixed greens topped with fresh-diced tomatoes, grilled and diced chicken breast, crumbled bacon, chopped hard-boiled egg, diced avocado (seasonal) and crumbled bleu cheese, served with our creamy house ranch dressing

Ultimate Antipasto Salad

Crisp, fresh mixed greens topped with julienned Genoa salami and provolone cheese, shredded parmesan, wedge tomatoes, black olives, roasted red peppers, pepperoncini rings, red onions with our house balsamic vinaigrette

Thai Chicken Kale Salad

Crisp, fresh kale, iceberg and romaine lettuces topped with grilled chicken breast, shredded carrots, red bell pepper rings, mandarin oranges, chopped cilantro, sliced scallions, toasted almonds and sesame seeds with our house soy ginger vinaigrette

Strawberry Fields Forever

Fresh spinach and field greens, topped with fresh sliced strawberries (seasonal), crumbled feta cheese, sunflower seeds, house made buttery garlic croutons, with our house balsamic vinaigrette

Southwest Chicken Salad

Crisp, fresh mixed greens topped with diced grilled chicken, roasted red peppers, kernel corn, black beans, diced avocado (seasonal), shredded cheddar cheese, fresh made pico de gallo, crispy tortilla strips and our house chipotle ranch

The Wedge

A fresh, crisp iceberg wedge drizzled with our creamy house ranch dressing, topped with sprinkles of crumbled bleu cheese, fresh diced tomatoes, diced red onion, crumbled bacon, candied pecans and dried cranberries

Buffet Selections

All selections are priced per person and have a 15 guest minimum

All Buffet selections include professional set up with all appropriate paper goods, linen, chafing dishes, serving utensils and bright beautiful decor

The Mediterranean

Served with warm pita bread, our Greek salad with crumbled feta cheese, shredded lettuce, diced tomatoes, diced onions and house made tzatziki sauce, choose from beef gyro, chicken gyro, baked falafel, curried pulled pork or our house made kofta meatballs

All of the options below are available at an extra charge:

House made tabouli salad or parmesan pea cous cous

House made roasted garlic hummus

House made chipotle hummus

House made buffalo hummus

House made roasted red bell pepper hummus

The Authentic Taco Bar

Served with warm street size soft corn or flour tortillas, diced onions, chopped cilantro, our house made red and green salsas, pico de gallo, tortilla chips, Spanish or cilantro rice and refried beans, choose 2: our in house pulled beef machaca or carne guisada, pulled pork chorizo, pork carnitas, pulled Mexican chicken or baked Baja fish w/cilantro slaw

Grilled carne asada beef available at an extra charge

Grilled pollo asado chicken breast available at an extra charge

House made guacamole available at an extra charge

The Smokehouse BBQ

Includes pickle chips, sliced onions, pickled jalapenos, warm cornbread and a choice from our house made BBQ sauces: sweet, Kansas, Carolina or Texas, choice of one meat: house pulled pork, house pulled beef, house pulled chicken, or pork spareribs, choice of one side: BBQ baked beans, creamy cole slaw, house made macaroni and cheese, potato with egg salad, buttered corn cobbette or seasonal roasted vegetables

Each additional meat available at an extra charge

Each additional side available at an extra charge

Baked potatoes for stuffing available at an extra charge

Lunch and Late Meals

Taste of Italy Pasta Bar

Includes garlic bread, parmesan cheese and red pepper flakes choice of one pasta: spaghetti, penne or linguine, choice of one of our house made sauces: pomodoro, pesto cream, roasted garlic cream or meat sauce, choice of one meat: house made meatballs, hot or mild Italian sausage or Italian herb grilled chicken breast

Or try our house made beef lasagna or creamy vegetable lasagna, available at an extra charge

Each additional meat available at an extra charge

Each additional pasta or sauce available at an extra charge

Whole grain or gluten free pasta upon request

Asian Sauté Vegetable, Beef, Chicken or Shrimp

Includes our house fried rice with scrambled eggs, peas, carrots and a ginger soy sauce, or lo mein noodles sautéed with cabbage and onions, vegetable egg rolls served with a sweet chili dipping sauce and fortune cookies, choose from one of our fresh vegetable stir fry's: beef, chicken, shrimp or an all fresh vegetable stir-fry, choose from one of our delicious house made sauces: BBQ teriyaki, sweet and sour, mandarin mix, sweet Thai chili or spicy General Tso

Additional egg rolls available at an extra charge

Cajun Creole Chicken, Andouille or Eggplant, Shrimp or Crawfish

Includes our house made red beans and rice, choose from house made gumbos: chicken, shrimp or andouille sausage or choose from house made jambalayas: chicken, shrimp or eggplant or choose from house made etouffees: chicken, shrimp or crawfish or choose from house made creoles: chicken, shrimp or crawfish

Just Like Momma use to Make Selections

All selections are priced per person and have a 15 guest minimum

All Buffet selections include professional set up with all appropriate paper goods, linen, chafing dishes, serving utensils and bright beautiful decor

Momma's Meatloaf

Our house made oven roasted meatloaf, served with whipped garlic mashed potatoes, rich beef gravy, seasonal roasted vegetables and fluffy biscuits with butter and honey

Oven Roasted Chicken

A combination of herb roasted white meat and dark meat quarter chickens, choose from whipped garlic mashed potatoes with a rich chicken gravy or cheesy potatoes Au Gratin, seasonal roasted vegetables and fluffy biscuits with butter and honey

Honey Stung Fried Chicken

A combination of crispy fried white meat and dark meat chicken, choose from whipped garlic mashed potatoes with a rich chicken gravy or cheesy potatoes Au Gratin, seasonal roasted vegetables and fluffy biscuits with butter and honey

Chicken Fried . . .

Choose from chicken fried steak, chicken fried chicken or a combination of both, served with whipped garlic mashed potatoes with rich pepper country gravy, seasonal roasted vegetables and fluffy biscuits with butter and honey

The Pot Pie

Choose from white meat chicken or tender cubed beef with carrots, onions, mushrooms and peas simmered slowly in a savory herb gravy, baked and topped in a flaky pie crust, served with our house salad and choice of dressing or fresh seasonal fruit salad

Ultimate Macaroni and Cheese

For the cheese lovers; a combination of shredded cheddar, Monterey jack, big eye Swiss, and American cheeses, topped with buttery parmesan breadcrumbs served with our house salad and choice of dressing or fresh seasonal fruit salad

Crumbled bacon available at an extra charge

Roasted green chilies available at an extra charge

Chili For when It's Chilly or not Chilly

Choose between our house made Texas chili with beans or our "I can't believe it's vegan chili" or try both to make everyone happy top them with diced onions, shredded cheddar cheese and sour cream served with our house salad and green chili corn bread and butter

For the Sweet Tooth

All selections are priced per person unless otherwise noted and have a 15 guest minimum

Chocolate brownie and chocolate pudding trifle

Vanilla cake strawberry trifle

Vanilla cake 4-berry trifle (seasonal)

Vanilla cake and banana pudding parfait

Chocolate brownies with dark/white chocolate drizzle

Fresh baked Otis Spunk Meyer cookies

Southern bread pudding with caramel sauce

Fresh fruit and vanilla pudding filled tarts

Pineapple upside-down cake

Pumpkin bars

Pumpkin roulade

Required Documents

- ✓ Confidentiality and Non-Disclosure Agreement
- ✓ General Liability Insurance
- ✓ SFE W-9
- ✓ Business License
- ✓ Independent Price Determination Certificate
- ✓ Clean Air and Water Certificate
- ✓ Addendum Acknowledgment
- ✓ RFP

14

Tying up Loose Ends

Confidentiality and Non-Disclosure Agreement

Southwest Foodservice Excellence's proposal is confidential, containing information proprietary to Southwest Foodservice Excellence. None of the information contained in this plan may be reproduced or disclosed to any person under any circumstances without the express written permission of Southwest Foodservice Excellence.

The information contained within was submitted with the sole purpose of being reviewed for the award of a contract to a successful bidder pursuant to a request for proposal issued by the district.

Southwest Foodservice Excellence reserves the right to collect all proposals it deems necessary at any point as per the US Department of Agriculture procurement codes.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
02/04/2025

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER JMB Insurance Agency, Inc. 900 N Michigan Ave, 15th Floor Chicago IL 60611	CONTACT NAME: Michael Dienhart	FAX (A/C, No): (312) 577-0725	
	PHONE (A/C, No, Ext):	E-MAIL ADDRESS: mdienhart@jmbins.com	
INSURED Cenavera Nutrition, LLC (Formerly SFE Holdings, LLC) 9366 East Raintree Drive Scottsdale AZ 85260	INSURER(S) AFFORDING COVERAGE		NAIC #
	INSURER A: Continental Casualty Company		20443
	INSURER B: Underwriters at Lloyds of London		15792
	INSURER C: Landmark American Insurance Co.		33138
	INSURER D: Hudson Excess Insurance Company		14484
	INSURER E: Hanover Insurance Company		22292
INSURER F: Houston Casualty Company		42374	

COVERAGES AL CERTIFICATE NUMBER: Cert ID 88004 (346) REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATION MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR			7092574049	07/31/2024	07/31/2025	EACH OCCURRENCE \$ 2,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 2,000,000 GENERAL AGGREGATE \$ 4,000,000 PRODUCTS - COMP/OP AGG \$ 4,000,000
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY			7092574021	07/31/2024	07/31/2025	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$			7092636470	07/31/2024	07/31/2025	EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000
G	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		Y/N N/A	7092574035	08/01/2024	08/01/2025	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
F	Sexual Miconduct Liabilit			H23HPI40247-04	10/01/2024	10/01/2025	Each Victim Limit \$ 1,000,000 Aggregate Limit \$ 2,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
Insurer G: National Fire Insurance Company NAIC# 20478
Insurer H: National Union Fire Insurance Company of Pittsburgh, PA NAIC# 19445

CERTIFICATE HOLDER Proof of Insurance	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE

Request for Taxpayer Identification Number and Certification

**Give Form to the
requester. Do not
send to the IRS.**

Print or type
See Specific Instructions on page 2.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. Southwest Foodservice Excellence, LLC	
2 Business name/disregarded entity name, if different from above	
3 Check appropriate box for federal tax classification; check only one of the following seven boxes: <input type="checkbox"/> Individual/sole proprietor or single-member LLC <input checked="" type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶ _____ Note. For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner. <input type="checkbox"/> Other (see instructions) ▶ _____	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____ <i>(Applies to accounts maintained outside the U.S.)</i>
5 Address (number, street, and apt. or suite no.) 9366 East Raintree Drive, Suite 101	Requester's name and address (optional)
6 City, state, and ZIP code Scottsdale, AZ 85260	
7 List account number(s) here (optional)	

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Social security number												
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> <td style="border: 1px solid black; width: 25px; height: 25px;"></td> </tr> </table>												
or												
Employer identification number												
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="border: 1px solid black; width: 25px; height: 25px; text-align: center;">2</td> <td style="border: 1px solid black; width: 25px; height: 25px; text-align: center;">0</td> <td style="border: 1px solid black; width: 25px; height: 25px; text-align: center;">-</td> <td style="border: 1px solid black; width: 25px; height: 25px; text-align: center;">1</td> <td style="border: 1px solid black; width: 25px; height: 25px; text-align: center;">7</td> <td style="border: 1px solid black; width: 25px; height: 25px; text-align: center;">4</td> <td style="border: 1px solid black; width: 25px; height: 25px; text-align: center;">6</td> <td style="border: 1px solid black; width: 25px; height: 25px; text-align: center;">1</td> <td style="border: 1px solid black; width: 25px; height: 25px; text-align: center;">0</td> <td style="border: 1px solid black; width: 25px; height: 25px; text-align: center;">4</td> </tr> </table>	2	0	-	1	7	4	6	1	0	4		
2	0	-	1	7	4	6	1	0	4			

Note. If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

Sign Here Signature of U.S. person ▶

Date ▶ 5/12/2025

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at www.irs.gov/fw9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)

- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
 - Form 1099-C (canceled debt)
 - Form 1099-A (acquisition or abandonment of secured property)
- Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

*If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding?* on page 2.*

By signing the filled-out form, you:

1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
2. Certify that you are not subject to backup withholding, or
3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and
4. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting?* on page 2 for further information.

Independent Price Determination Certificate

Both the School Food Authority (SFA) and Food Service Management Company (offeror) shall execute this Certificate of Independent Price Determination.

Meramec Valley R-III School District

SFA

Southwest Foodservice Excellence, LLC

FSMC

- (A) By submission of this offer, the offeror certifies, and in the case of a joint offer, each party thereto certifies as to its own organization, that in connection with this procurement:
 - (1) The prices in this offer have been arrived at independently, without consultation, communication, or agreement for the purpose of restricting competition, as to any matter relating to such prices with any other offeror or with any competitor;
 - (2) Unless otherwise required by law, the prices which have been quoted in this offer have not been knowingly disclosed by the offeror and will not knowingly be disclosed by the offeror prior to opening in the case of an advertised procurement or prior to award in the case of a negotiated procurement, directly or indirectly to any other offeror or to any competitor; and
 - (3) No attempt has been made or will be made by the offeror to induce any person or firm to submit or not to submit, an offer for the purpose of restricting competition.
- (B) Each person signing this offer on behalf of the Food Service Management Company certifies that:
 - (1) He or she is the person in the offeror's organization responsible within the organization for the decision as to the prices being offered herein, and has not participated and will not participate in any action contrary to (A)(1) through (A)(3) above; or
 - (2) He or she is not the person in offeror's organization responsible within the organization for the decision as to the prices being offered herein, but that he or she has been authorized in writing to act as agent for the persons responsible for such decision in certifying that such persons have not participated and will not participate in any action contrary to (A)(1) through (A)(3) above, and as their agent does hereby so certify and he or she has not participated and will not participate in any action contrary to (A)(1) through (A)(3) above.

To the best of my knowledge, this Food Service Management Company, its affiliates, subsidiaries, officers, directors and employees are not currently under investigation by any governmental agency and have not in the last three years been convicted or found liable for any act prohibited by State or Federal law in any jurisdiction, involving conspiracy or collusion with respect to bidding on any public contract.



Chief Executive Officer

5/12/2025

Signature of FSMC's Authorized Representative Title

Date

In accepting this offer, the SFA certifies that no representative of the SFA has taken any action that may have jeopardized the independence of the offer referred to above.

Signature of SFA's Authorized Representative Title

Date

NOTE: ACCEPTING A BIDDER'S OFFER DOES NOT CONSTITUTE AWARD OF THE CONTRACT.

CLEAN AIR AND WATER CERTIFICATE

Applicable if the contract exceeds \$100,000 or the Contracting Officer has determined that the orders under an indefinite quantity contract in any one year will exceed \$100,000 or a facility to be used has been the subject of a conviction under the Clean Air Act (41 U.S.C. 1857c-8(c)(1) or the Federal Water Pollution Control Act 33 1319(d) and is listed by EPA or the contract is not otherwise exempt. Both the School Food Authority (SFA) and Food Service Management Company (offerer) shall execute this Certificate.

Southwest Foodservice Excellence, LLC
Name of Food Service Management Company

Meramec Valley R-III School District
Name of School Food Authority

THE FOOD SERVICE MANAGEMENT COMPANY AGREES AS FOLLOWS:

A. To comply with all the requirements of Section 114 of the Clean Air Act, as amended (41 U.S.C. 1857, et seq., as amended by Public Law 91-604) and Section 308 of the Federal Water Pollution Control Act (33 U.S.C. 1251, et seq., as amended by Public Law 92-500), respectively, relating to inspection, monitoring, entry, reports and information as well as other requirements specified in Section 114 and Section 308 of the Air Act and the Water Act, respectively, and all regulations and guidelines issued there under before the award of this contract.

B. That no portion of the work required by this prime contract will be performed in a facility listed on the Environmental Protection Agency List of Violating Facilities on the date when this contract was awarded unless and until the EPA eliminates the Name of such facility or facilities from such listing.

C. To use his/her best efforts to comply with clean air standards and clean water standards at the facilities in which the contract is being performed.

D. To insert the substance of the provisions of this clause in any nonexempt subcontract, including this paragraph.

THE TERMS IN THIS CLAUSE HAVE THE FOLLOWING MEANINGS:

A. The term "Air Act" means the Clean Air Act, as amended (41 U.S.C. 1957 et seq., as amended by Public Law 91-604).


B. The term "Water Act" means Federal Water Pollution Control Act, as amended (33 U.S.C. 1251 et seq., as amended by Public Law 92-500).

C. The term "Clean Air Standards" means any enforceable rules, regulations, guidelines, standards, limitations, orders, controls, prohibitions, or other requirements which are contained in, issued under, or otherwise adopted pursuant to the Air Act or Executive Order 11738, an applicable implementation plan as described in section 110(d) of the Clean Air Act (42 U.S.C. 1957c-5(d)), an approved implementation procedure or plan under Section 111(c) or Section 111(d), respectively, of the Air Act (42 U.S.C. 1857c-6(c) or (d)), or approved implementation procedure under Section **112(d) of the Air Act (42 U.S.C. 1857c-7(d))**.

D. The term "Clean Air Standards" means any enforceable limitation, control, condition, prohibition, standard, or other requirement which is promulgated pursuant to the Water Act or contained in a permit issued to a discharger by the Environmental Protection Agency or by a State under an approved program, as authorized by Section 402 of the Water Act (33 U.S.C. 1342) or by local government to ensure compliance with pretreatment regulations as required by Section 307 of the Water Act (33 U.S.C. 1317).

E. The term "Compliance" means compliance with clean air or water standards. Compliance shall also mean compliance with a schedule or plan ordered or approved by a court of competent jurisdiction, the Environmental Protection Agency or an Air or Water Pollution Control Agency in accordance with the requirements of the Air Act or Water Act and regulations issued pursuant thereto.

F. The term "facility" means any building, plant, installation, structure, mine, vessel, or other floating craft, location or sites of operations, owned, leased or supervised by the Food Service Management Company.

<u>Monty Staggs</u> 	Chief Executive Officer	5/12/2025
Signature of Food Service Management Company's Authorized Representative	Title	Date
<hr/>		
Signature of Local Education Agency's Authorized Representative	Title	Date

STATE OF MISSOURI



Denny Hoskins
Secretary of State

CORPORATION DIVISION
CERTIFICATE OF GOOD STANDING

I, DENNY HOSKINS, Secretary of State of the STATE OF MISSOURI, do hereby certify that the records in my office and in my care and custody reveal that

SOUTHWEST FOODSERVICE EXCELLENCE, LLC

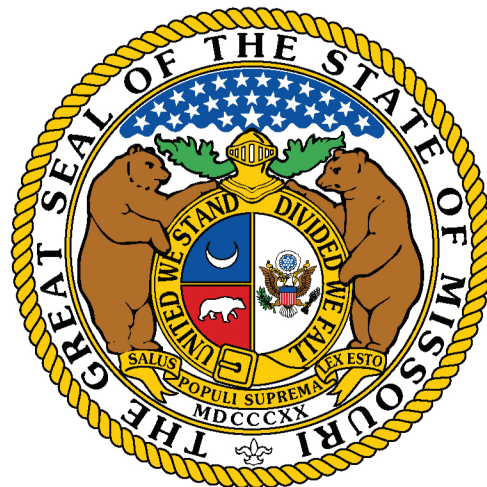
using in Missouri the name

SOUTHWEST FOODSERVICE EXCELLENCE, LLC
FL0989507

a ARIZONA entity was created under the laws of this State on the 18th day of August, 2009, and is Active, having fully complied with all requirements of this office.

IN TESTIMONY WHEREOF, I hereunto set my hand and cause to be affixed the GREAT SEAL of the State of Missouri. Done at the City of Jefferson, this 10th day of February, 2025.


Secretary of State



Certification Number: CERT-02102025-0184

Addendum Acknowledgment

All addenda issued by the district were received by Southwest Foodservice Excellence, LLC and were utilized in the preparation of this proposal.

Date: 5/12/2025

Q&A/Addendums

Authorized Signature: 

Southwest Foodservice Excellence, LLC
Monty Staggs
Chief Executive Officer

Q&A/Addendums

From: [Tom Sauvage](#)
To: [Shannon Fife](#); [John Laird](#); [Shauna Strub](#); oshia-angie@aramark.com; [Anne Wasinger](#); [Nancy Schubert-Pelant](#); [Ryan Murphy](#); [Melanie Smith](#)
Cc: [Alois Kirchhofer](#)
Subject: MVR3 FSMC RFP Questions
Date: Thursday, May 8, 2025 2:56:20 PM
Attachments: [image.png](#)
[23-24 Meals & Ala Carte.pdf](#)
[24-25 Meals & Ala Carte, as of 05-06-2025.pdf](#)
[October 2024 SNP Claim For Reimbursement Summary.pdf](#)
[October 2024 Reconciliation Approval.pdf](#)
[November 2024 SNP Claim For Reimbursement Summary.pdf](#)
[November 2024 Reconciliation Approval.pdf](#)
[Labor Worksheet Meramec Valley as of 05-08-2025.pdf](#)
[Opaa! Contract, executed 06-21-2024.pdf](#)
[MERAMEC VALLEY R-III 2024-2025 Pay Schedule.pdf](#)

Thank you for your interest in our district and for attending our pre-proposal meeting last Friday.

Below are questions we have received from some vendors, along with answers to the questions or additional information attached.

1. What are the student meal prices for the school year 2025-2026 for breakfast and lunch?
The student meal prices have not been set for the 2025-2026 school year, since, to our knowledge, the USDA has not released the necessary information to determine the pricing. The pricing below is the meal prices for the 2024-2025 school year, and please note, we are a provision 2 school for breakfast.

MEAL PRICES	Elementary	Secondary	Reduced Meal	Adult Meal
Breakfast	\$2.10 FREE	\$2.15 FREE	\$0.30 FREE	\$2.75
Lunch	\$3.30	\$3.50	\$0.40	\$4.80

2. Is Pacific High School an open campus?

Pacific High School is an open campus for seniors who have been approved to go to open lunch.

3. Can you please provide the average annual a la carte revenues for FY 2023-2024 as well as current FY to date?

Please see the 23-24 Meals & Ala Carte file attached.

4. Can you please provide the average annual adult meal revenues for FY 2023-2024 as well as current FY to date?

Please see the 23-24 Meals & Ala Carte file attached.

5. Can you please provide the average annual catering revenues for FY 2023-2024 as well as the current FY to date?

Total expenditure for catering in 23-24 was \$6,001.05. The total expenditure for catering in the current year as of April 30th is \$4284.49.

6. Can you please provide the October 2024 and November 2024 meal claim reporting, along with the corresponding point of sale reports?

Please see the attached Meal Claims Reports and the reconciliation approvals for October and

Q&A/Addendums

November 2024.

7. Please provide claim reimbursement for any additional programs outside of NSLP or SBP, including CACFP snack and afterschool meals.

We do not currently offer any additional programs outside of the NSLP or SBP.

8. Can you please confirm the labor worksheet provided is up to date relative to hourly wages as well as the hours scheduled to work?

The attached LEA Labor Worksheet is the current labor information provided by Opaa!. The worksheet on the website will be updated with this information by tomorrow.

9. Would you like to receive a digital version of our RFP proposal response?

In addition to a hard copy of the RFP proposal, a digital version is needed.

10. Could you please share a copy of the current FSMC base year contract for reference?

Please see the attached contract for reference.

11. Other than the transition from Chartwells to Opaa!, have there been any major changes we should be aware of moving forward?

No, other than we are a provision 2 school for breakfast.

12. What is the district's meal equivalency factor for 2025-2026 as set by the state factor mandate?

The district's meal equivalency factor according to the state for 2025-2026 will be \$5.13. The RFP on the website will be updated with this information by tomorrow.

13. Can you explain the expectations for labor? What is in the RFP appears to be what a specific company offers.

On page 5 of the RFP, the expectations for labor is to maintain at least the current salary and work schedules of the cooks and leads according to the attached pay schedule. Additional benefits and compensation for company employees may be from each company. The district food service staff is made up of district employees and company employees. Any new employees added to the food service staff become company employees, and we allow 5 years of experience in determining their placement on the pay schedule. Lastly, we are anticipating a 6% raise to the base salary, and each year an employee works for the district or company, we allow them to move a step down for a 2.5% raise (this raise has not been approved by the Board of Education and is still subject to change).

We look forward to receiving your proposals, and if I could be of any further help, we will accept additional questions through tomorrow, May 9, 2025.

Sincerely,

Tom Sauvage
Assistant Superintendent of Personnel and Student Services
Meramec Valley R-3 School District
126 North Payne Street
Pacific, Missouri 63069
Phone: (636) 271-1400
Fax: (636) 271-1406

RFP & Required Documents



MISSOURI DEPARTMENT OF ELEMENTARY AND SECONDARY EDUCATION

DIVISION OF ADMINISTRATIVE AND FINANCIAL SERVICES
FOOD AND NUTRITION SERVICES

FOOD SERVICE MANAGEMENT COMPANY (FSMC) COST + FEE
REQUEST FOR PROPOSAL (RFP) AND CONTRACT

Local Education Agency (LEA) Checklist for Contracting FSMC Services

<u>Procedures to Follow</u>	<u>Date Completed</u>
1. RFP Prototype attached. All information in RED (pages 1-10 & 17) must be completed by LEA. All information in GREEN (pages 10-13) must be completed by the FSMC.	
2. Submit RFP for review to: Food and Nutrition Services Missouri Department of Elementary and Secondary Education P.O. Box 480 Jefferson City, MO 65102-0480 or E-Mail: kyle.heislen@dese.mo.gov Questions, contact: Kyle Heislen at (573) 522-9849	
3. Receive State Agency approval of RFP.	
4. Advertise and mail RFP to prospective bidders. USDA suggests at least 60 days for RFP to be allowed from the time proposals are solicited to the time they are due.	
5. Send State Agency a copy of the advertisement. Advertise in major newspaper/trade journals that are normally used by the LEA for publicizing other procurements. See advertisement example on the FSMC webpage.	
6. Receive bids and select most advantageous bid, fully documenting evaluation process.	
7. Send the below to the State Agency for review and approval before signing: <ul style="list-style-type: none"> - selected RFP/contract - affidavit of publication - evaluation sheets - menus Allow at least two weeks for this process. LEA and FSMC must not sign prior to SA approval.	
8. Receive State Agency contract approval.	
9. LEA and FSMC complete contract signature page (page 35) and submit to the State Agency. For LEA protection, FSMC operation must not commence until after date of contract signing.	
10. State Agency sanctions final contract.	

This checklist is provided to help LEAs ensure that all the required steps are followed when contracting with a FSMC.

COST + FEE

FOOD SERVICE MANAGEMENT COMPANY (FSMC) REQUEST FOR PROPOSAL AND CONTRACT

Local Education Agency Name (LEA): Meramec Valley R-III

Agreement No.: 036-126

Send Sealed Proposal to:

Al Kirchhofer

126 North Payne Street

Pacific MO, 63069

636-271-1400

All proposals must be received by:

10:00 am

May 16, 2025

To be filled in after contract awarded by LEA.

FSMC Awarded: _____

LOCAL EDUCATION AGENCY (LEA) INFORMATION – (LEA COMPLETE PAGES 1-10 & 17)

This solicitation is for the purpose of entering into a contract for the operation of a food service program between the school/district hereinafter referred to as the Local Education Agency (LEA) and the Food Service Management Company (FSMC).

Each bidder must submit a complete response to this solicitation **using the forms provided**. No other documents submitted with the Request for Proposal (RFP)/contract will affect the contract provisions. *If the FSMC provides additional provisions they must be included on the RFP/contracts additional provisions page and they must be reviewed and approved by the State Agency.*

1. A pre-proposal meeting to review the RFP, to clarify any questions, and for a walk-through of the facilities with school officials on, May 2, 2025, 9:30am at Pacific High School 425 Indian Warpath Drive, Pacific Mo 63069
Virtual tour to be provided via: _____

2. Proposals are to be submitted to:

LEA	<u>Meramec Valley R-III School District</u>
Address	<u>126 North Payne Street</u>
City, State, Zip	<u>Pacific Mo, 63069</u>
Email Address	<u>akirchofer@mvr3.k12.mo.us</u>

3. Proposals must be submitted by May 16, 2025 10:00am CST Proposals will not be accepted after the deadline. and

4. This contract shall become effective July 1, 2025 terminate on June 30, **2026** The effective date may be different from July 1, but the termination date must be June 30. The effective date may not occur prior to the date on which the contract is signed.

5. The bid opening will be held on, May 16, 2025, 10:00 am CST. Proposals will not be accepted after the deadline.

6. The FSMC shall conduct the food service in such a manner as will ensure compliance with the rules and regulations of the Missouri Department of Elementary and Secondary Education, Food and Nutrition Services Section, hereinafter referred to as the State Agency (SA) and the United States Department of Agriculture (USDA) regarding Child Nutrition Programs.

Check only the programs the LEA operates. If a program is added later (i.e., a breakfast program), the appropriate procurement procedures must be followed.

- | | |
|---|---|
| <input checked="" type="checkbox"/> National School Lunch Program (NSLP) (Regular Term) | <input type="checkbox"/> Special Milk Program (SMP) |
| <input type="checkbox"/> NSLP (Summer Term) | <input checked="" type="checkbox"/> A la Carte |
| <input checked="" type="checkbox"/> School Breakfast Program (SBP) (Regular Term) | <input checked="" type="checkbox"/> Adult Meals |
| <input type="checkbox"/> SBP (Summer Term) | <input checked="" type="checkbox"/> Outside Catered Events |
| <input checked="" type="checkbox"/> Seamless Summer Option (SSO) | <input type="checkbox"/> Fresh Fruit and Vegetable Program (FFVP) |
| <input type="checkbox"/> After-School Snack Program (ASSP) | <input checked="" type="checkbox"/> USDA Foods (Commodities) |
| <input type="checkbox"/> Child & Adult Care Food Program (CACFP)
Administered by the Department of Health and Senior Services (DHSS) | <input type="checkbox"/> Summer Food Service Program (SFSP)
Administered by DHSS |

If CACFP or SFSP are marked please see Appendix A

7. The contract charge for meal service is based on an estimated minimum number of 170 full serving days.

8. The LEA will will not require the FSMC to perform a security (background) check on any FSMC employee.

RFP/Contract Additional Provisions

Additional requests made by the LEA are to be included on this page. The additions are limited exclusively to insert clauses that cover issues not otherwise covered in the prototype. LEA additional RFP/contract provisions must be reviewed and approved by the State Agency.

BID BOND: FSMC shall provide a cashier's check or bond in the amount of twenty-five thousand dollars (\$25,000), which must be included with the proposal. The check will be returned to unsuccessful FSMC upon award of contract.

PERFORMANCE BOND: As a condition to entry into the contract, as successful FSMC shall provide to the LEA a one hundred fifty thousand dollar (\$150,000) performance bond guaranteeing the FSMC's faithful performance of all terms of the contract throughout the life of the contract. Include a surety letter with the proposal from a Bonding Company, which assures the LEA that the FSMC will be able to provide the required performance bond if awarded the contract.

INSURANCE: (1) Workers' Compensation and Employer's Liability Insurance. FSMC shall maintain during the term of the Agreement workers' compensation coverage as required by state law and employer's liability with a combined single limit of not less than one million dollars (\$1,000,000) each (2) Accident/Employee/Policy Limit. Commercial General Liability Insurance. FSMC shall maintain during the term of the Agreement, Commercial General Liability, Bodily Injury and Property Damage Liability Insurance with a Combined Single Limit of not less than one million dollars (\$1,000,000) per occurrence and three million dollars (\$3,000,000) in the general aggregate, including, but not limited to, Operations, Products/Completed Operations, Contractual, Property Damage, and Personal Injury ("General Liability"). Automobile Liability. (3) FSMC shall maintain during the term of the Agreement, Automobile Liability insurance for all FSMC owned, non-owned and hired automobiles used in connection with the Services provided by FSMC in accordance with this Agreement, with a Combined Single Limit of not less than one million dollars (\$1,000,000) for each accident ("Automotive Liability"). (4) Excess Liability. FSMC shall maintain during the term of the Agreement excess liability coverage in the amount of not less than five million dollars (\$5,000,000) combined single limit ("Excess Liability").

LABOR: (1) Labor pricing in the proposal will maintain at least the current salary and work schedules. (2) The food service staff is made up of district employees and company employees. Any new employees added to the food service staff become company employees, and we allow 5 years of experience in determining their placement on the pay schedule. (3) Additional benefits and compensation for company employees may differ from company to company, but will be considered when reviewing bids.

EXPERIENCE: All FSMC must have operated a school lunch program for equal size or larger to Meramec Valley School District in Missouri for a minimum of 5 years.

SUMMER SCHOOL: FSMC will utilize the same fee structure for summer school if held by the LEA.

COMMUNICATION: All communication in regards to this RFP must be delivered to Al Kirchofer via email akirchofer@mvr3.k12.mo.us. Replies to all questions will be forwarded to all that attend the pre-bid conference. Questions must be submitted to Al Kirchofer no later than 4pm on May 9, 2025.

REFERENCE: All FSMC must provide references of other schools in Missouri that utilize FEE+COST MEAL/OR UTILIZED THE FOOD SERVICE MANAGEMENT COMPANY.

BID OPENING: This will NOT be a public bid opening

LEA General Information

General Information for the LEA can be included on this page. This should provide any information that the LEA feels is important and will give the prospective bidder a clearer idea of how the district/school is set up. *e.g. Does the district participate in a provision (CEP or Provision 2), is a 4 day school week, opening and closing balance of the food service account....*

Meramec Valley R3 currently has 8 schools.

Division of Responsibilities for Food Service Program

Mark with an "X" those that will be the responsibility of the FSMC, the LEA, both LEA and FSMC or Not Applicable (NA).

COSTS	FSMC	LEA	NA
Food Cost (food, condiments, beverages)			
Food Purchasing	X		
Processing of Invoices	X		
Payment of Invoices	X		
Donated Food Inventory Control	X	X	
Storage/Delivery Charges of Donated Foods	X	X	
Inter-LEA Delivery of Donated Foods		X	
Labor Cost	X		
Payment of Managers, and/or Supervisors:	X	X	
Payment of Hourly Wage Employees	X	X	
Payroll Taxes of all Employees	X	X	
Preparation of all Employee Payroll	X		
Processing of all Employee Payroll	X		
Retirement for Contractor's employees	X		
Unemployment Insurance for Contractor's employees	X		
Workers' Compensation for Contractor's employees	X		
Health Insurance for Contractor's employees	X		
Life Insurance and Disability for Contractor's employees	X		
Holidays for Contractor's employees	X		
Labor Charges for Supervision of Outside Groups using Facilities		X	
Student Labor (IF Any)		X	
Other Purchased Services		X	
Telephone, local service		X	
Telephone, long distance		X	
Utilities (heat, power, water)	X	X	
Extermination		X	
Laundry	X	X	
Removal of Trash and Garbage from Kitchen	X	X	
Removal of Trash and Garbage from Premises		X	
Other			
Supplies	X		
Disposable Service ware	X		
Cleaning Supplies	X		
Paper Supplies	X		
Uniforms	X		
Menu Paper		X	
Menu Printing		X	
Promotional Materials	X		
Nutrition Education and Materials	X		
Office Supplies	X		
Postage	X	X	
Facilities		X	
Routine Cleaning of Cafeteria Walls and Floors		X	
Routine Cleaning of Kitchen Walls and Floors		X	
Periodic Waxing and Buffing of Floors		X	
Sanitation and Proper Use of Equipment	X		
Daily Cleaning of Cafeteria Tables and Chairs		X	

Division of Responsibilities for Food Service Program

Capital Improvement	FSMC	LEA	NA
Painting		X	
Other		X	
NSLP Free/Reduced Application Approval		X	
NSLP Free/Reduced Application Verification	X	X	
Records Supporting Reimbursement Claims	X	X	
Point-of-Sale Accountability	X	X	
Collection and deposit of Daily Cash Receipts	X	X	
Menu Development	X		
Menu Distribution	X	X	
Inter-LEA Deliver to Satellite Areas		X	
Vehicle Lease or Purchase			X
Vehicle Maintenance			X
Vehicle Fuel and Oil			X
Vehicle Taxes			X
Vehicle Insurance			X
Vehicle Licenses			X
Vehicle Registration			X
Depreciation			X
Audit fees			X
Licenses/Permits			X
Promotions	X		
Mileage	X		
Employee Physicals	X		
Sales Tax			X
Performance Bond (if applicable)	X		
Liability Insurance	X	X	

LABOR WORKSHEET

To be completed by the LEA for LEA employees pay rates for the school year.

SITE OR SCHOOL	EMPLOYEE NAME (OPTIONAL)	JOB TITLE	HOURLY RATE (\$)	DAILY HOURS	NUMBER OF DAYS PAID	TOTAL ANNUAL WAGE (\$)
see attachment						
TOTAL LABOR						\$
Retirement						\$
Substitute Pay						\$

LEA SITE/BUILDING LISTING – GENERAL DATA

Site/Building Name	Address	Grade Levels	Enrollment	Type of Meal Service (vended or on-site prep)	# of serving periods	Beginning and Ending Times of Meal Service			CEP or Provision II (list below)	No. of Serving Days
						Breakfast	Lunch	Snack		
Pacific High School	425 Indian Warpath Drive, Pacific Mo 6306	9-12	976	on site	2	7-7:30	11-12			170
Riverbend Middle School	2085 Highway N, Pacific Mo 63069	7-8	419	on-site	2	7-7:30	11-12:15			170
Pacific Intermediate	195 N. Indian Pride Dr	5-6	451	on-site	2	7-7:30	1029-124			170
Coleman Elementary	4536 Coleman Road, Villa Ridge Mo63089	k-4	301	on-site	2	8:05-8:35	11-12:15			170
Nike Elementary	2264 Highway AP Catawissa, Mo 63015	k-4	205	on-site	2	8-8:30	1045-124			170
Zitzman Elementary	255 S. Indian Pride Dr Pacific Mo 63069	k4	453	on-site	2	8-8:40	11-12:20			170
Robertsville Elementary	4000 Hwy N, Robertsville Mo 63072	k4	159	on-site	2	8:05-8:35	1055-120			170
Doris Hoffman Early Learning Center	228 South Indian Pride Dr. Pacific Mo 6306	preK	171	on-site	2	8:00-8:50	11-1			170

Evaluation and Award Process

After determining that a bid satisfies the mandatory requirements stated in the RFP, the LEA shall use both objective analysis and subjective judgment in conducting a comparative assessment of the bid. The LEA must evaluate the bids and must state in the RFP/ contract how they plan to evaluate the bids.

Weight	Criteria
20 points	Price/Cost (Price must be primary factor)
10 points	Service Capability Plan
15 points	Experience, References
10 points	Financial, Condition/Stability, Business Practices
5 points	Accounting and Reporting Systems
15 points	Personnel Management
10 points	Innovation
5 points	Promotion of the School Food Service Program
5 points	Involvement of Students, Staff, and Patrons
5 points	Support for Missouri Farm to School
points	
points	
points	
100	Total (Must equal 100)

Additional items can be added under the criteria for a more precise evaluation.

While price alone is not the sole basis for award, price remains the primary consideration when awarding a contract under the competitive proposal method.

The LEA's officers, employees, board members, or agents shall neither solicit nor accept gratuities, favors, nor anything of monetary value from contractors nor potential contractors. To the extent permissible under state law, rules, or regulations, such standards shall be provided for appropriate penalties, sanctions, or other disciplinary actions to be applied for violations of such standards.

Competition

All procurement transactions must be conducted in a manner providing full and open competition consistent with the standards of this section. In order to ensure objective contractor performance and eliminate unfair competitive advantage, contractors that develop or draft specifications, requirements, statements of work, or invitations for bids or requests for proposals must be excluded from competing for such procurements. (2 CFR 200.319)

Some of the situations considered to be restrictive of competition include but are not limited to:

- (1) Placing unreasonable requirements on firms in order for them to qualify to do business;
- (2) Requiring unnecessary experience and excessive bonding;
- (3) Noncompetitive pricing practices between firms or between affiliated companies;
- (4) Noncompetitive contracts to consultants that are on retainer contracts;
- (5) Organizational conflicts of interest;
- (6) Specifying only a "brand name" product instead of allowing "an equal" product to be offered and describing the performance or other relevant requirements of the procurement; and
- (7) Any arbitrary action in the procurement process

FSMC INFORMATION – (FSMC COMPLETE PAGES 10-13)

Cost + Fee Financial Agreements

FSMC COMPLETE THE BELOW INFORMATION

The financial arrangements between the LEA and FSMC for the management of the school food services are as follows, please select one of the following options:

Option A

The cost to the LEA per meal served during the 2025-2026 school year for the administrative fee will be:	\$0.092
The cost to the LEA per meal served during the 2025-2026 school year for the management fee will be:	\$0.041
The meal equivalent factor for the 2025-2026 school year will be: (State Mandates factor)	5.13

Option B

The cost to the LEA on a flat-fee monthly basis during the 2025-2026 school year for the administrative fee will be:	
The cost to the LEA on a flat-fee monthly basis during the 2025-2026 school year for the management fee will be:	
The meal equivalent factor for the 2025-2026 school year will be: (State Mandates factor)	

The administrative fee and management fee will be subject to the percent change in the Consumer Price Index for All Urban Consumers- US City Average- Food Away from Home from May of the previous year to May of the current year, made at the time of contract renewal. The specific CPI used will be published in Federal Register Notice, Department of Agriculture, Food and Nutrition Service, National School Lunch, Special Milk, and School Breakfast Programs, National Average Payments/ Maximum Reimbursement Rates. The SA mandates the meal equivalent factor.

1. The said invoices submitted shall be payable monthly by the LEA. Finance and handling charge of 0% per month will be charged on any amount remaining unpaid after thirty days (30).
2. The solicitation and any resulting contract shall be governed in all respects by the laws of the State of Missouri. The contractor shall comply with applicable federal, state, and local laws and regulations. Any claim or action arising under this agreement/ contract shall have a venue in Franklin County, Missouri.
3. The FSMC shall provide the LEA with a schedule of employees, positions, assigned locations, salaries, and hours to be worked on the Labor Worksheet (Page 10).

Description and History of FSMC

Each FSMC shall furnish as part of their proposal a complete general description of experience in the field of school food service operations. Please include the following:

1. Name and address of FSMC.
2. The duration and extent of experience in the operation of school foodservices.
3. A list of similar operations and locations where FSMC is operating or has operated school food services. Give length of time, name, address, and telephone number of contact person of each operation.
4. A summary of the FSMC’s experience during the past 3 years of successfully operating a school food service program requiring nutritious meals that comply with applicable regulations.
5. A table of FSMC organization and a plan for the administrative management, supervision, and staffing proposed under the specifications of this contract.

LABOR WORKSHEET						
To be completed by the FSMC for FSMC employees pay rates for the school year.						
Site or School	Employee	Job Title	Hourly Rate (\$)	Daily Hours	Number of Days Paid	Total Annual Wage (\$)
Management		Food Service Director				
LABOR WORKSHEET						
To be completed by the FSMC for FSMC employees pay rates for the school year.						
Site or School	Employee	Job Title	Hourly Rate (\$)	Daily Hours	Number of Days Paid	Total Annual Wage (\$)
Coleman Elementary	SFA	Food Unit Lead	\$ 29.18	8	173	
Coleman Elementary	SFA	Cook	\$ 21.82	6	173	
Coleman Elementary	FSMC	FSW	\$ 17.04	5.75	173	
Dorris Hoffman Early Learning Center	SFA	Food Unit Lead	\$ 26.43	8	173	
Dorris Hoffman Early Learning Center	FSMC	FSW	\$ 18.81	4.5	173	
Nike Elementary	FSMC	Manager	\$ 17.80	8	173	
Nike Elementary	FSMC	FSW	\$ 17.47	7	173	
Pacific High School	FSMC	Manager	\$ 17.80	8	173	
Pacific High School	FSMC	FSW	\$ 17.08	7	173	
Pacific High School	FSMC	FSW	\$ 17.51	8	173	
Pacific High School	FSMC	FSW	\$ 21.31	4.5	173	
Pacific High School	FSMC	FSW	\$ 17.08	5	173	
Pacific High School	FSMC	FSW	\$ 17.04	5	173	
Pacific High School	FSMC	FSW	\$ 16.25	5	173	
Pacific Intermediate	FSMC	Manager	\$ 18.25	8	173	
Pacific Intermediate	FSMC	FSW	\$ 17.07	7.5	173	
Pacific Intermediate	FSMC	FSW	\$ 18.84	7	173	
Pacific Intermediate	FSMC	FSW	\$ 17.04	5	173	
Pacific Intermediate	FSMC	FSW	\$ 18.85	4	173	
Riverbend Middle School	SFA	Food Unit Lead	\$ 26.43	8	173	
Riverbend Middle School	SFA	Cook	\$ 22.92	5.75	173	
Riverbend Middle School	FSMC	FSW	\$ 16.25	5.5	173	
Riverbend Middle School	FSMC	FSW	\$ 18.84	6.5	173	
Riverbend Middle School	FSMC	FSW	\$ 17.06	5	173	
Robertsville Elementary	FSMC	Manager	\$ 18.25	8	173	
Robertsville Elementary	FSMC	FSW	\$ 18.25	7	173	
Zitzman Elementary	FSMC	Manager	\$ 17.04	4	173	
Zitzman Elementary	SFA	Cook	\$ 22.92	5.5	173	
Zitzman Elementary	FSMC	FSW	\$ 18.25	7	173	
Zitzman Elementary	FSMC	FSW	\$ 17.04	6	173	
Zitzman Elementary	FSMC	FSW	\$ 17.04	4.5	173	
Admin Assistant	FSMC	Admin Assistant	\$ 26.27	8	173	
Admin Assistant	FSMC	Admin Assistant	\$ 23.49	8	173	
Sub	FSMC	FSW				
Sub	FSMC	FSW				
Sub	FSMC	FSW				
Sub	FSMC	FSW				
Total Labor						\$ 788,783.00
Retirement						
Substitute Pay						

*Individual Wages Will Be Finalized Upon Hire

RFP/Contract Additional Provisions

Additional requests made by the FSMC are to be included on this page. FSMC additional RFP/contract provisions must be reviewed and approved by the SA.

General Information – Terms and Conditions to be Included in RFP\Contract (Pages 13-27)

The LEA wishes to retain the FSMC to provide certain food and food related services at the sites specified by the LEA.

The contract is acknowledged by the LEA and FSMC to be satisfactory and adequate. Both parties agree as follows:

1. The food service program provided shall be operated and maintained as a benefit to the LEA students, faculty, and staff.
2. The FSMC must give evidence of financial stability.
3. The FSMC must be licensed to do business in the State of Missouri.
4. Award shall be made to a qualified and responsible offer whose proposal is most responsive to this solicitation. A responsible offer is one who's financial, technical, and other resources indicate an ability to perform the services required by this solicitation.
5. The FSMC or their authorized representatives are expected to fully inform themselves as to the conditions, requirements, and specifications before submitting proposals; failure to do so will be at the FSMCs own risk and cannot secure relief on the plea of error.
6. The LEA is not liable for any cost incurred by the FSMC prior to the signing of a contract by all parties. **Paying the FSMC from the Child Nutrition Program funds is prohibited until the contract is approved by the SA, and signed by both parties.**
7. Provisions for equipment purchases that entail repayment to the FSMC over a period in excess of one year are not permitted.
8. No oral interpretation will be made to any FSMC as to the meaning of the RFP. Any oral communication will be considered unofficial and non-binding on the LEA. Unauthorized contact by the FSMC with other LEA employees or LEA Board Member regarding the RFP may result in disqualification. Each request for such interpretation shall be made in writing to the LEA. Every interpretation made to the FSMC will be in the form of an addendum to the specification, mailed to each FSMC, and will be on file at the school. All such addenda shall become part of the final contract and FSMC shall be bound by such addenda.
9. In the event the contract initially awarded by the LEA is terminated for any reason within 120 days of the due date for proposals, the LEA reserves the right to accept any other submitted proposal in conformance to the requirements of this solicitation including submission by the original date by which such proposals were due.
10. A material change is a change that, had other bidders known of the change at the time they submitted their responses, would have caused them to bid differently. In this instance, the LEA should publish a new solicitation that accounts for anticipated changes in labor fees and award a new contract for the next school year. Scenario: fees requested by a FSMC that are in addition to the fixed price as agreed to in a contract awarded through means of an (a) IFB or (b) an RFP cannot be paid from the nonprofit school food service account (NSFSA). The additional fees represent a material change to the contract.

Intent

1. The FSMC shall conduct the food service in such a manner as will ensure compliance with the rules and regulations of the SA and the USDA regarding Child Nutrition Programs.
2. The LEA is prohibited from entering into contracts that are on a "cost-plus-a-percentage of cost" or "cost-plus-a-percentage of-income" basis.
3. If the LEA determines that significant changes are necessary, the LEA must rebid the contract. The following changes would normally not substantially change the contract.

Number of schools - new schools added;

Changes in enrollment - decreased and increased in student enrollment and the corresponding change expected in participation;

Changes in meal prices charged to students by LEA - meal price changes (determined by the LEA);

Cost increases - cost increases limited to a measurable index (such as the Consumer Price Index for all Urban Consumers). Examples of substantive changes which could require the LEA to rebid the contract include; the addition of a program, such as the SBP; major changes to the formula for determining meal equivalency; a major shift in responsibilities for the LEA/FSMC staff.

Economic price adjustment - subject to the percent change in the CPI. The specific CPI must be used for all additional fees requested by the FSMC. Contract management would require that the LEA verifies all increase/decrease in price adjustment.

4. If a material change takes place, the LEA must rebid the contract. A material change is an change that , had other bidders known of the change at the time they submitted their responses, it would have caused them to bid differently. Examples may include the addition of a program such as Afterschool Snack Program, or a major shift in responsibilities for the LEA/FSMC staff.
5. The FSMC shall cooperate with the LEA in promoting nutrition education and coordinating the LEA's food service with classroom instructions.
6. The LEA reserves the right to maintain present food and beverage vending machines in its facilities.
7. The FSMC will be required to use the LEA's point of sale software. Information regarding the software will be available at the pre-bid conference.
8. The FSMC shall be an independent contractor and not an employee of the LEA. The employees of the FSMC shall not be employees of the LEA.
9. The FSMC shall provide additional food service, such as banquets, parties, refreshments for meetings, etc, as requested by the LEA. The LEA or requesting organization will be billed for the actual cost of food, supplies, labor, and the FSMC's overhead and administrative expense if applicable to providing such service. USDA donated foods shall not be used for these special functions.
10. This contract constitutes the entire agreement between the LEA and the FSMC and may not be changed, extended orally, or altered by cause of conduct.
11. No provision of this contract shall be assigned or subcontracted without prior written consent of the LEA.
12. Any agreement between the LEA and the FSMC shall be subject to approval by the SA.

Duration and Termination

1. This contract shall be for duration of no longer than one year; and options for the yearly renewal of a contract may not exceed four (4) additional years. (7 CFR 210.16(d)).
2. Either party may cancel for cause with 60 day notification. (7CFR 210.16(d))
3. Any amendment, addendum, and/or renewal to the contract shall become effective at the time specified and must be sent to the SA.

Neither the FSMC nor the LEA shall be responsible for any losses resulting if the fulfillment of the terms of the contract is delayed or prevented by wars, acts of public enemies, strikes, fires, floods, acts of God, or any other acts which could not have been prevented by the exercise of due diligence.

Ensure that the SA has reviewed and approved contract terms and that the LEA has incorporated all SA required changes into the contract or amendment before any contract or amendment to an existing FSMC contract is executed. Any changes made by the LEA or FSMC to a SA pre-approved prototype contract or SA approved contract term must be approved in writing by the SA before the contract is executed. When requested, the LEA must submit all procurement documents, including responses submitted by potential contractors, to the SA, by the due date established by the SA.
(7 CFR 210.16(a)(10))

Cost + Fee Financial Agreements

1. All administrative/management fees shall be specifically stated in this contract. Such fees may be calculated on cents per meal or flat fee basis. The FSMC will operate, administer, and manage the food service for the LEA in accordance with the financial arrangements as set forth in this section. Meal equivalent to be used is mandated by the SA.
2. All program expenses not otherwise defined in the contract will be assumed to be covered by the FSMC under the administrative fee. All indirect and overhead costs must be included in the administrative fee.

3. The following must be included in the administrative fees and may not be charged in any other expenses. Any travel relating to the following must be covered by the administrative fee.

- Personnel and labor relation services and visitation
- Legal department services
- Purchasing and quality control
- Technical research
- Cost incurred in hiring and relocating FSMC management personnel
- Dietetic services (administrative and nutritional)
- Test kitchens
- Accounting and accounting procedures
- Tax administration
- Technical supervision
- Supervisor personnel and regular inspections or audit personnel
- Teaching and training programs
- General regional support
- General national headquarters support
- Design services
- Menu development
- Information technology and support
- Payroll documentation and administrative cost
- Sanitation
- Personnel advice

4. The management fee represents the profits and other fees not covered under administrative fees.

5. The following definitions are provided to clarify allowable direct costs:

- a. **Food** is defined as and limited to those items purchased for use in the preparation and service of student, adult, catered and a la carte meals as specified under terms and conditions this includes the cost of donated foods handling and warehousing charges.
- b. **Labor** is defined as and limited to on-site employees responsible for the management, preparation, service, and clean-up of meals.
- c. **Contracted Services** are costs incurred to pay for a service provided by another company. Typical cost would be laundry services, pest control, and periodic maintenance services. Those cost normally recognized as a part of the FSMC administrative cost cannot be separately contracted for and charged to the LEA account.
- d. **Transportation Cost** is cost incurred in operating a food service delivery vehicle. These would include gas, oil, tune-ups, and minor repairs. Cost of the purchase of the vehicle would be a capital expense.
- e. **Nonfood Expenses** are defined as paper supplies (including decorations), equipment rental, cleaning materials, travel as required for effective program management, uniforms, printing, taxes and licenses, insurance, and as contractually obligated herein. Products embossed with the FSMC logo are not to be considered allowable direct cost items.

6. Total meals are calculated by adding reimbursable meals and meal equivalents. The per meal management fee will be multiplied by total meals. The per meal administrative fee will be multiplied by total meals.

7. Goods purchased become the property of the LEA, should not be company specific, and must be used solely to benefit the LEA. Reimbursement for cost of goods will be the actual purchases as documented by invoices less all discounts and rebates taken by the company. Where rebates are not made directly to the FSMC without designation to specific FSMC accounts, the FSMC will prorate the discount and credit the LEA.

8. The LEA shall ensure that the FSMC fully discloses all discounts, rebates, allowances, and incentives received by the FSMC from its suppliers. If the FSMC receives a discount, rebate, allowance, or incentive from any supplier, the FSMC must disclose and return to the LEA the full amount of the discount, rebate, or applicable credit that is received based on the purchases made on behalf of the LEA. All discounts, rebates, allowances, and incentives must be returned to the LEA on a monthly basis.
9. The FSMC shall submit an invoice to the LEA weekly based upon the actual number of meals served during that calendar week, or monthly based upon the actual number of meals served during the calendar month multiplied by the daily rates for the total billing. Please check one of the following:
 Monthly Weekly
10. The LEA's failure to pay as invoiced shall constitute a breach of the contract. In the event any invoice is unpaid for more than 45 days, the FSMC shall have the right upon ten (10) days written notice to terminate performance under this contract. The LEA further agrees to pay all costs of collection of amounts due including a reasonable attorney's fee. Waiver by FSMC of the right to terminate for one or more late payments shall not constitute waiver of FSMC's rights for future late payments.

Contracting with small and minority businesses, women's business enterprises, and labor surplus area firms (2 CFR200.321)

- (a) The non-Federal entity must take all necessary affirmative steps to assure that minority businesses, women's business enterprises, and labor surplus area firms are used when possible.
- (b) Affirmative steps must include:
 - (1) Placing qualified small and minority businesses and women's business enterprises on solicitation lists;
 - (2) Assuring that small and minority businesses, and women's business enterprises are solicited whenever they are potential sources;
 - (3) Dividing total requirements, when economically feasible, into smaller tasks or quantities to permit maximum participation by small and minority businesses, and women's business enterprises;
 - (4) Establishing delivery schedules, where the requirement permits, which encourage participation by small and minority businesses, and women's business enterprises;
 - (5) Using the services and assistance, as appropriate, of such organizations as the Small Business Administration and the Minority Business Development Agency of the Department of Commerce; and
 - (6) Requiring the prime contractor, if subcontracts are to be let, to take the affirmative steps listed in paragraphs (1) through (5) of this section.

Food Service Management Company Responsibilities

1. The FSMC shall comply with the rules, regulations, policies, and instructions of the SA and USDA and any additions or amendments thereto, including USDA Regulation 7 CFR Part 210, 220, 245, 250, 3016, 3017, 3018, and 3019.
2. The FSMC shall not sell or offer on the premises of any school, any food, or beverage item other than the prescribed meals except those a la carte items authorized by the LEA.
3. The FSMC shall serve, on such days and at such times as requested by the LEA:
 - a. Lunches, breakfasts, and after school snack priced as a unit, which meet the requirements prescribed by USDA.
 - b. Milk, served to all children.
 - c. Other foods as may be agreed upon by the FSMC and the LEA.
4. The FSMC shall serve free and reduced-priced meals, after school snacks or free milk to those children designated by the LEA.
5. The FSMC is required to make meal modifications for students with a disability. Substitutions are made on a case-by-case basis and must be supported by a medical statement describing the student's physical or mental impairment. The medical statement must be signed by a medical authority (Physician – M.D. or D.O., Physician Assistant, Assistant Physician or Nurse Practitioner). The FSMC is permitted to make meal modifications for a student without a disability if the modification can be made within the meal pattern.
6. The FSMC shall participate in the parent, teacher, and student advisory boards.
7. The FSMC shall implement the collection procedures as specified by the LEA.
8. The FSMC shall deposit daily all monies in the LEA account.

9. The FSMC shall prepare and maintain such records as the LEA will need to support its claim for reimbursement, and shall, at a minimum, report claim information to the LEA at the end of each calendar month. (7 CFR 210.16(c)(1))
10. The FSMC agrees to provide the LEA with necessary financial information, to include detailed breakouts of all income and expenditure categories for reporting to the SA.
11. The FSMC shall not use LEA facilities for preparation of food to be served at any location other than for the LEA's approved program without the permission of the LEA.
12. Allowable costs will be paid from the nonprofit LEA food service account to the contractor net of all discounts, rebates and other applicable credits accruing to or received by the contractor or any assignee under the contract, to the extent those credits are allocable to the allowable portion of the costs billed to the LEA.
13. The FSMC must separately identify for each cost submitted for payment to the LEA the amount of that cost that is allowable and the amount this is unallowable.
14. The FSMC must exclude all unallowable costs from its billing documents and certify that only allowable costs are submitted for payment and records have been established that maintain the visibility of unallowable costs, including directly associated cost in a manner suitable for contract cost determination and verification.
15. The FMSC must identify the amount of each discount, rebate and other applicable credit on bills and invoices presented to the LEA for payment and individually identify the amount as discount, rebate, or in the case of other applicable credits, the nature of the credit.
16. The FSMC must identify the method by which it will report discounts, rebates, and other applicable credits allocable to the contract that are not reported prior to conclusion of the contract.
17. The FSMC must maintain documentation of costs and discounts, rebates and other applicable credits allocable to the contract that are not reported prior to conclusion of the contract. If food or meals are proposed to be prepared outside the school, the FSMC shall maintain State and local health certification of their facility, and shall maintain this health certification for the duration of the contract. (7CFR 210.16(c)(2))
18. If reimbursement is denied as a direct result of the failure of the FSMC to comply with the provisions of this contract, the FSMC shall assume responsibility for the amount denied.
19. The FSMC must provide to the LEA a breakdown of charges for the district in order for the LEA to complete the Financial Report. If the LEA participates in the Summer Feeding Program with DHSS those charges must be kept separate.
20. However, no school or school food authority may contract with a food service management company to operate an a la carte food service unless the company agrees to offer free, reduced price and paid reimbursable lunches to all eligible children.(7CFR 210.16(a)).
21. The contractor's determination of its allowable costs must be made in compliance with the applicable Departmental and Program regulations and Office of Management and Budget cost circulars. (7CFR 210.21(f)(1)(iii))

LEA Responsibilities

1. The LEA shall ensure that FSMC operation of the LEA's school food service is in conformance with the LEA's agreement under the program. (7CFR 210.16(a)(2))
2. The LEA shall retain control of the quality, extent and general nature of its food service and the prices to be charged to the children for meals, milk, after school snack, a la carte items, adult meals, and vending machine items, as applicable.(7CFR 210.16(a)(4))
3. The LEA must receive all food service revenue, including rebate payments resulting from participation in the Rebate Program offered through the State of Missouri Commodity Processing Program for processed donated foods. The food service revenue shall flow through the LEA chart of accounts. The food service revenue shall be used only for the LEA nonprofit food service. (7CFR 210.14 (a))
4. The LEA shall monitor the food service program, by using the FSMC Monitoring Form, through periodic on-site reviews to include the inspection of meals, food preparation, storage and service areas, sanitation practices, and procedures for accurately counting and claiming meals. (7CFR 210.16 (a)(3))
5. The LEA shall retain the right to approve the menus and recipes for meals and other food to be served or sold to students to ensure compliance with the rules and regulations of the SA and the USDA. LEA must retain records for approved menus and recipes for meals and productions records showing compliance with all rules and regulations of the SA and the USDA.
6. The LEA shall approve all a la carte items and the prices charged for those items in advance of their sale by the FSMC.
7. The LEA shall ensure that an advisory board composed of parents, teachers, and students to assist in menu planning is established. (7CFR 210.16(a)(8))
8. The LEA shall retain signature authority on the SA-LEA agreement, free and reduced price policy statement and claims for reimbursement. (7CFR 210.16(a)(5))
9. The LEA has responsibility for developing, distributing, and collecting free and reduced price letter/application. (7CFR 245.10(a)) The LEA also has responsibility for determination of eligibility, conducting hearings, and for verification. (7CFR 245.6(a), 245.6(b), 245.7)
10. The LEA is responsible for participation in Direct Certification.
11. The LEA shall ensure applicable health certification(s) is maintained and that all State and local regulations are being met by FSMC preparing or serving meals at LEA's facilities. (7CFR210.16(a)(7))
12. The LEA shall conduct annual reviews regarding storage and inventory management of donated USDA foods. The annual review shall include a physical inventory reconciled with the inventory records maintained by the LEA and FSMC. (7 CFR 250.14(e))
13. The LEA shall inform FSMC of any requested adjustments to menus and monitor implementation of said adjustments.
14. The LEA shall be responsible for resolution of program review and audit findings.
15. The LEA reserves the right to cancel or shorten any school day and agrees to give FSMC at least twenty-four (24) hours advance notice of such changes except in an emergency when as much advance notice as possible will be given.
16. The LEA ensures that any invitation to bid or request for proposal indicate that nonperformance subjects the FSMC to sanctions in instances that the FSMC violates or breaches the terms of the contract. Sanctions may include a specific time to correct the violation or breach, withholding payment to the FSMC or termination of the contract. The LEA shall ensure that any sanctions are in accordance with the procurement provisions stated in 210.21.

**National School Lunch Program Meal Pattern**

	Grades K-5	Grades 6-8	Grades 9-12
Food Components	Amount of Food ^a per Week		
	(minimum per day)		
Fruits (cups) ^b	2½ (½)	2½ (½)	5 (1)
Vegetables (cups) ^b	3¾ (¾)	3¾ (¾)	5 (1)
Dark green ^c	½	½	½
Red/Orange ^c	¾	¾	1¼
Beans and peas (legumes) ^c	½	½	½
Starchy ^c	½	½	½
Other ^{c d}	½	½	¾
Additional Vegetables to Reach Total ^c	1	1	1½
Grains (oz eq) ^f	8-9 (1)	8-10 (1)	10-12 (2)
Meats/Meat Alternates (oz eq)	8-10 (1)	9-10 (1)	10-12 (2)
Fluid milk (cups) ^g	5 (1)	5 (1)	5 (1)
Other Specifications: Daily Amount Based on the Average for a 5-Day Week			
Min-max calories (kcal) ^h	550-650	600-700	750-850
Saturated fat (% of total calories) ^h	<10	<10	<10
Sodium Interim Target 1 (mg) ^h	≤ 1,230	≤ 1,360	≤ 1,420
Sodium Interim Target 1A (mg) ^{h i}	≤ 1,110	≤ 1,225	≤ 1,280
<i>Trans</i> fat ^h	Nutrition label or manufacturer specifications must indicate zero grams of <i>trans</i> fat per serving.		

^a Food items included in each group and subgroup and amount equivalents. Minimum creditable serving is ⅛ cup.

^b One-quarter cup of dried fruit counts as ½ cup of fruit; 1 cup of leafy greens counts as ½ cup of vegetables. No more than half of the fruit or vegetable offerings may be in the form of juice. All juice must be 100% full-strength.

^c Larger amounts of these vegetables may be served.

^d This category consists of “Other vegetables” as defined in paragraph (c)(2)(iii)(E) of this section. For the purposes of the NSLP, the “Other vegetables” requirement may be met with any

additional amounts from the dark green, red/orange, and beans/peas (legumes) vegetable subgroups as defined in paragraph (c)(2)(iii) of this section.

^e Any vegetable subgroup may be offered to meet the total weekly vegetable requirement.

^f At least 80 percent of grains offered weekly must meet the whole grain-rich criteria specified in FNS guidance, and the remaining grain items offered must be enriched.

^g All fluid milk must be fat-free (skim) or low-fat (1 percent fat or less). Milk may be flavored or unflavored, provided that unflavored milk is offered at each meal service.

^h Discretionary sources of calories (solid fats and added sugars) may be added to the meal pattern if within the specifications for calories, saturated fat, *trans* fat, and sodium. Foods of minimal nutritional value and fluid milk with fat content greater than 1 percent are not allowed.

ⁱ Sodium Interim Target 1A must be met no later than July 1, 2023 (SY 2023-2024).



School Breakfast Program Meal Pattern

	Grades K-5	Grades 6-8	Grades 9-12
Food Components	Amount of Food ^a per Week		
	(minimum per day)		
Fruits (cups) ^{b c}	5 (1)	5 (1)	5 (1)
Vegetables (cups) ^{b c}	0	0	0
Dark green	0	0	0
Red/Orange	0	0	0
Beans and peas (legumes)	0	0	0
Starchy	0	0	0
Other	0	0	0
Grains (oz eq) ^d	7-10 (1)	8-10 (1)	9-10 (1)
Meats/Meat Alternates (oz eq) ^e	0	0	0
Fluid milk ^f (cups)	5 (1)	5 (1)	5 (1)
Other Specifications: Daily Amount Based on the Average for a 5-Day Week			
Min-max calories (kcal) ^{g h}	350-500	400-550	450-600
Saturated fat (% of total calories) ^h	<10	<10	<10
Sodium Target 1 (mg)	≤ 540	≤ 600	≤ 640
<i>Trans</i> fat ^h	Nutrition label or manufacturer specifications must indicate zero grams of <i>trans</i> fat per serving.		

^a Food items included in each group and subgroup and amount equivalents. Minimum creditable serving is 1/8 cup.

^b One-quarter cup of dried fruit counts as 1/2 cup of fruit; 1 cup of leafy greens counts as 1/2 cup of vegetables. No more than half of the fruit or vegetable offerings may be in the form of juice. All juice must be 100% full-strength.

^c Schools must offer 1 cup of fruit daily and 5 cups of fruit weekly. Vegetables may be substituted for fruits, but the first two cups per week of any such substitution must be from the dark green, red/orange, beans/peas (legumes), or “Other vegetables” subgroups, as defined in §210.10(c)(2)(iii) of this chapter.

^d At least 80 percent of grains offered weekly must meet the whole grain-rich criteria specified in FNS guidance, and the remaining grain items offered must be enriched. Schools may substitute 1 oz. eq. of meat/meat alternate for 1 oz. eq. of grains after the minimum daily grains requirement is met.

^e There is no meat/meat alternate requirement.

^f All fluid milk must be fat-free (skim) or low-fat (1 percent fat or less). Milk may be unflavored or flavored, provided that unflavored milk is offered at each meal service.

^g The average daily calories for a 5-day school week must be within the range (at least the minimum and no more than the maximum values).

^h Discretionary sources of calories (solid fats and added sugars) may be added to the meal pattern if within the specifications for calories, saturated fat, *trans* fat, and sodium. Foods of minimal nutritional value and fluid milk with fat content greater than 1 percent milk fat are not allowed.

Afterschool Snack Requirements for grades PK through 12.

Meal Components ¹		Pre-K	K-12
Milk	Fluid milk	4 fl oz (1/2 cup)	8 fl oz (1 cup)
Vegetables or Fruit ^{2,9}	Juice ^{2,9} , fruit, and/or vegetable	1/2 cup	3/4 cup
Grains/Breads ^{3,4} (Select one)	Bread	1/2 slice	1 slice
	Cornbread/biscuit/roll/muffin	1/2 serving	1 serving
	Cold dry cereal ⁴	1/3 cup or 1/2 oz	3/4 cup or 1 oz
	Cooked cereal grains	1/4 cup	1/2 cup
	Pasta/noodles	1/4 cup	1/2 cup
Meats/Meat Alternates ^{5,6,7} (Select one)	Meat/poultry/fish ⁵	1/2 oz	1 oz
	Alternate protein products ⁶	1/2 oz	1 oz
	Cheese	1/2 oz	1 oz
	Egg (large)	1/2 large egg	1/2 large egg
	Cooked dry beans/peas	1/8 cup	1/4 cup
	Peanut/other nut/seed butters	1 Tbsp	2 Tbsp
	Nuts and/or seeds ⁷	1/2 oz ⁷	1 oz
	Yogurt ⁸	2 oz (1/4 cup)	4 oz (1/2 cup)

Snacks served through the NSLP Afterschool Snack Service must include full servings of two of any of the above four food components.

- ¹ Children age 12 and older may be served larger portions based on their greater food needs. They may not be served less than the minimum quantities listed in this column.
- ² Full-strength vegetable or fruit juice may count towards the entire vegetables or fruit component.
- ³ Grains/Breads must be whole grain or enriched, or made from whole grain or enriched flour or meal that may include bran and/or germ. Cereal must be whole grain, enriched, or fortified.
- ⁴ Either volume (cup) or weight (oz), whichever is less.
- ⁵ A serving consists of the edible portion of cooked lean meat or poultry or fish.
- ⁶ Alternate protein products must meet requirements in Appendix A of 7 C.F.R. § Part 210.
- ⁷ Nuts and seeds are generally not recommended to be served to children ages 1-3 since they present a choking hazard. If served, nuts and seeds should be finely minced.
- ⁸ Yogurt may be plain or flavored, unsweetened or sweetened – commercially prepared.
- ⁹ Juice may not be served at snack when milk is served as the only other component.

PRESCHOOL BREAKFAST MEAL PATTERN

Breakfast (Select all three components for a reimbursable meal)		
Food Components and Food Items ¹	Ages 1-2	Ages 3-5
Fluid Milk³	4 fluid ounces	6 fluid ounces
Vegetables, fruits, or portions of both⁴	¼ cup	½ cup
Grains (oz eq)^{5,6,7}		
Whole grain-rich or enriched bread	½ slice	½ slice
Whole grain-rich or enriched bread product, such as biscuit, roll or muffin	½ serving	½ serving
Whole grain-rich, enriched or fortified cooked breakfast cereal ⁸ , cereal grain, and/or pasta	¼ cup	¼ cup
Whole grain-rich, enriched or fortified ready-to-eat breakfast cereal (dry, cold) ^{8,9}		
Flakes or rounds	½ cup	½ cup
Puffed cereal	¾ cup	¾ cup
Granola	⅓ cup	⅓ cup

¹ Must serve all three components for a reimbursable meal.

² Must be unflavored whole milk for children age one. Must be unflavored low-fat (1 percent) or unflavored fat-free (skim) milk for children two through five years old. Must be unflavored low-fat (1 percent), unflavored fat-free (skim), or flavored fat-free (skim) milk for children six years old and older.

⁴ Pasteurized full-strength juice may only be used to meet the vegetable or fruit requirement at one meal, including snack, per day.

⁵ At least one serving per day, across all eating occasions, must be whole grain-rich. Grain-based desserts do not count towards meeting the grains requirement.

⁶ Meat and meat alternates may be used to meet the entire grains requirement a maximum of three times a week. One ounce of meat and meat alternates is equal to one ounce equivalent of grains.

⁷ Beginning October 1, 2019, ounce equivalents are used to determine the quantity of creditable grains.

⁸ Breakfast cereals must contain no more than 6 grams of sugar per dry ounce (no more than 21.2 grams sucrose and other sugars per 100 grams of dry cereal).

⁹ Beginning October 1, 2019, the minimum serving size specified in this section for ready-to-eat breakfast cereals must be served. Until October 1, 2019, the minimum serving size for any type of ready-to-eat breakfast cereals is ¼ cup for children ages 1-2; 1/3 cup for children ages 3-5; and ¾ cup for children ages 6-12.

PRESCHOOL LUNCH MEAL PATTERN

Lunch (Select all five components for a reimbursable meal)		
Food Components and Food Items ¹	Ages 1-2	Ages 3-5
Fluid Milk³	4 fluid ounces	6 fluid ounces
Meat/meat alternates		
Lean meat, poultry, or fish	1 ounce	1 ½ ounce
Tofu, soy product, or alternate protein products ⁴	1 ounce	1 ½ ounce
Cheese	1 ounce	1 ½ ounce
Large egg	½	¾
Cooked dry beans or peas	¼ cup	⅓ cup
Peanut butter or soy nut butter or other nut or seed butters	2 tbsp	3 tbsp
Yogurt, plain or flavored unsweetened or sweetened ⁵	4 ounces or ½ cup	6 ounces or ¾ cup
The following may be used to meet no more than 50% of the requirement: Peanuts, soy nuts, tree nuts, or seeds, as listed in program guidance, or an equivalent quantity of any combination of the above meat/meat alternates (1 ounces of nuts/seeds = 1 ounce of cooked lean meat, poultry, or fish)	½ ounce = 50%	¾ ounce = 50%
Vegetables⁶	⅓ cup	¼ cup
Fruits^{6,7}	⅓ cup	¼ cup
Grains (oz eq)^{8,9}		
Whole grain-rich or enriched bread	½ slice	½ slice
Whole grain-rich or enriched bread product, such as biscuit, roll or muffin	½ serving	½ serving
Whole grain-rich, enriched or fortified cooked breakfast cereal ¹⁰ , cereal grain, and/or pasta	¼ cup	¼ cup

¹Must serve all five components for a reimbursable meal.

² Must be unflavored whole milk for children age one. Must be unflavored low-fat (1 percent) or unflavored fat-free (skim) milk for children two through five years old. Must be unflavored low-fat (1 percent), unflavored fat-free (skim), or flavored fat-free (skim) milk for children six years old and older.

³ Alternate protein products must meet the requirements in Appendix A to Part 226.

⁴ Yogurt must contain no more than 23 grams of total sugars per 6 ounces.

⁵ Pasteurized full-strength juice may only be used to meet the vegetable or fruit requirement at one meal, including snack, per day.

⁶ A vegetable may be used to meet the entire fruit requirement. When two vegetables are served at lunch or supper, two different kinds of vegetables must be served.

Use of Facilities and Equipment

1. The LEA shall have access, with or without notice to the FSMC, to all the LEA's facilities used by the FSMC for purposes of inspection and audit.
2. The LEA shall make available without any cost or charge to the FSMC the areas and premises agreeable to both parties in which the FSMC shall render its services. The FSMC shall make no alterations, changes, or improvements to said areas without obtaining written consent from the LEA.
3. The FSMC shall operate and care for all equipment and food service areas in a clean, safe, and healthy condition in accordance with standards acceptable to the LEA and comply with all applicable laws, ordinances, rules, and regulations of federal, state, and local authorities.
4. The LEA shall provide at its expense necessary expendable equipment including, but not limited to, silverware, table service, chinaware, serving trays, glassware, pots, pans, and utensils; and shall periodically replace said expendable equipment as items become worn, broken, used, lost, or otherwise disposed of up to the amount of the original inventory, except for replacements caused by FSMC's negligence which shall be the responsibility of the FSMC.
5. The LEA shall provide and maintain at its expense necessary inter-school vehicles, satellite transporter units, and equipment including operating costs for it.
6. The FSMC shall take reasonable care in the use of the premises, equipment, vehicles, and other items furnished by LEA.
7. The FSMC and the LEA shall inventory the equipment and supplies owned by the LEA at the beginning of the school year, including but not limited to flatware, trays, chinaware, glassware, and kitchen utensils.
8. The FSMC shall maintain the inventory of expendable equipment necessary for the food service and at the inventory level as specified by the LEA.
9. The LEA shall furnish and install any equipment and make any structural changes needed to comply with federal, state, and local laws, ordinance, rules, and regulations.
10. The FSMC shall not remove food preparation and serving equipment owned by the LEA.
11. The LEA shall repair and service equipment except when damages result from the use of less-than-reasonable care by the employees of the FSMC.
12. The LEA shall not be legally responsible for loss or damage to equipment owned by the FSMC located on the LEA premises, except when damages result from the use of less than reasonable care by employees.
13. The FSMC shall provide a written notification to the LEA of any equipment belonging to the FSMC within ten days (10) of its placement on LEA premises.
14. The LEA reserves the right, at its sole discretion, to use its facilities to sell or dispense any food or beverage before or after the regularly scheduled lunch or breakfast periods provided such use does not interfere with the operation of the Child Nutrition Programs.
15. The LEA shall return facilities and equipment to the FSMC in the same condition as received when the LEA uses the facilities for extra-curricular activities.
16. The LEA shall be responsible for removing rubbish and garbage resulting from food service operation after it has been placed by FSMC in containers furnished by the LEA for such purposes.
17. The LEA shall furnish at its expense, space, light, heat, power, hot and cold water, and other utilities as are necessary for the operation of the food services to be furnished hereunder.
18. The LEA shall not permit any interruptions in utility service except in an emergency or for necessary repairs or for improvement of the service, and in such case the LEA agrees to notify the FSMC immediately of any interruption or proposed interruption in utility service.
19. The LEA shall provide sanitary toilet facilities for the employees of the FSMC.
20. The LEA shall provide the FSMC with local telephone service.
21. The LEA must give prior approval and have final authority for the purchases of the equipment used for storage, preparation, or delivery of school meals.
22. The FSMC shall surrender to the LEA upon termination of the contract all equipment and furnishings belonging to the LEA in good repair and condition.
23. The LEA, on the termination or expiration of the contract, shall conduct a physical inventory of all equipment and donated foods owned by the LEA.
24. The FSMC shall surrender to the LEA upon termination of the contract all records pertaining to the operation of the food service, to include all production records, product invoices, claim documentation, financial reports, and procurement documentation. The records shall be in appropriate order and complete to the extent necessary to reconstruct individual cost of prior FSMC billings.

Sanitation

1. The FSMC shall place garbage and trash in containers in designated areas as specified by the LEA.
2. The LEA shall remove all garbage and trash from the designated areas.
3. The FSMC shall clean the kitchen and dining room area.
4. The LEA shall clean ducts and hoods above the filter line.
5. The LEA shall provide extermination services as needed.
6. The FSMC shall comply with all local and state sanitation requirements in the preparation of food.

Employees

1. The FSMC shall be responsible for supervising and training personnel, including LEA-employed staff. Supervision activities include employee and labor relations personnel development, and hiring and termination of FSMC management staff, except for the site manager. The FSMC shall also be responsible for the hiring and termination of non-management staff who are employees of the FSMC.
2. The LEA and FSMC shall comply with the Fair Labor Standards Act, as amended, to include Sections 103 and 107 of the Contract Work Hours and Safety Standards Act (40 USC 327-330) as supplemented by Department of Labor regulations (29 CFR, Part 5) pursuant to 7 CFR, Section 3016.36 (i)(6).
3. The FSMC shall instruct its employees to abide by the policies, rules, and regulations, with respect to use of LEA premises, as established by the LEA and furnished in writing to the FSMC.
4. The FSMC shall provide daily on-site supervisory personnel for the overall foodservice.
5. The FSMC shall provide worker's compensation coverage and unemployment insurance for its employees.
6. The FSMC shall maintain its own personnel and fringe benefit policies for its employees, subject to review by the LEA.
7. If the FSMC is obligated by the LEA to hire more than the number of employees required for efficient operation, the FSMC will not be responsible for this excess.
8. The LEA and FSMC shall not discriminate on the basis of disability, race, color, sex, national origin or age as defined by applicable governmental law, in the recruitment, selection, training, utilization, promotion, termination, or other employment related activities concerning food service personnel pursuant but not limited to Titles VI and VII of the Civil Rights Act of 1964. This fundamental rule of conduct will be clearly communicated to all employees, prospective employees and the community at large. In addition, each part affirms that it is an equal opportunity and affirmative action employer.
9. The FSMC shall provide the LEA with a list of its personnel policies.
10. The LEA shall have final approval regarding the hiring of the FSMC's sitemanager.
11. The FSMC and LEA shall mutually agree upon staffing patterns.
12. The LEA and FSMC shall mutually agree upon the use of student workers.
13. The LEA may request in writing the removal of an employee of the FSMC who violates health requirements or conducts himself/herself in a manner of which is detrimental to the physical, mental, or moral well being of students or staff.
14. In the event of the removal or suspension of any employee, the FSMC shall immediately restructure its staff without disruption in service.

15. All food service personnel assigned to each school shall be instructed on the use of all emergency valves, switches, and fire and safety devices in the kitchen and cafeteria areas.
16. Determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 U.S.C. 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate.
17. All contracts in excess of \$10,000 must address termination for cause and for convenience by the on Federal entity including the manner by which it will be effected and the basis for settlement. In addition to the provision of termination for cause, the LEA may also want to include a termination for convenience provision that provides adequate advance notice that would permit the LEA sufficient time to arrange alternate food services if the FSMC exercises the clause.

USDA Donated Foods

1. The bid rate per meal must be calculated as if no donated foods are available.
2. The FSMC must credit the LEA for the value of all donated foods received for use in the LEA's meal service in the school year or fiscal year (including both entitlement and bonus foods), and including the value of donated foods contained in processed end products, in accordance with the contingencies in 250.51(a).
3. The FSMC will maintain records to document its compliance with requirements relating to donated foods, in accordance with 250.54(b).
4. The LEA shall ensure that all federally donated foods are received by LEA and made available to the FSMC and shall accrue only to the benefit of the LEA's school food service and are utilized therein. (7 CFR 210.16(a)(6))
5. The FSMC shall ensure that all federally donated foods received by the school food authority and made available to the FSMC accrue only to the benefit of the school food authority's nonprofit school food service and are fully utilized therein. (7 CFR 210.16(a)(6))
6. The FSMC will not itself enter into the processing agreement utilizing USDA donated foods on behalf of the LEA as required in subpart C of 7 CFR part 250.
7. The LEA and FSMC shall consult and agree on end products to be produced from USDA donated foods during the time of this contract. If agreement cannot be reached, the FSMC shall utilize the donated foods in the form that was furnished by USDA.
8. The FSMC must credit the LEA for the value of USDA donated foods received on the monthly billing statement.
9. The USDA donated food value used in crediting will be determined by using the USDA pound/unit value.
10. The FSMC will comply with the storage and inventory requirements for donated foods.
11. An end of school year reconciliation shall be conducted by the LEA to ensure and verify that the correct and proper credit has been received for the full value of all USDA donated foods received by the FSMC during the contract year. Including the value of donated foods contained in processed end products, in accordance with the contingencies in 250.51(a). The LEA reserves the right to conduct donated food credit audits throughout the year to ensure compliance with federal regulations.(7 CFR 210 and 7 CFR 250.
12. The FSMC and LEA agree to comply with federal regulations 7 CFR Part 250, Section 250.12(b)(3) which states that LEAs have and preserve a right to assert claims against other persons to whom donated foods are delivered for care, handling, and distribution. Section 250.12(b)(4) states that LEA will take action to obtain restitution in connection with claims for improper distribution, use, or loss, or damage to donated foods. (7CRF 250.12(b)(3) and (b)(4)).
13. The FSMC must accept liability for any negligence on their part that results in any loss, damage, out of condition or improper use of donated foods, and shall credit the LEA the value of said donated foods, at the LEAs option, either monthly or through a end of school year reconciliation.
14. The LEA shall be legally responsible for any loss of federally donated food that may arise due to equipment malfunctions or loss of electrical power not within the control of the FSMC.
15. The FSMC shall have records maintained and available to substantiate the receipt, use, storage, and inventory compliance of USDA donated foods in accordance with 250.54(b). The FSMC must submit to the LEA monthly inventory reports showing all transactions for processed and non-processed donated foods.

16. The FSMC will use all donated ground beef and ground pork products, and all processed end products, in the LEA's food service.
17. The FSMC will use all other donated foods, or will use commercially purchased foods of the same generic identity, of U.S. origin, and of equal or better quality than the donated foods, in the LEA's food service.
18. Extensions or renewal of the contract, if applicable, are contingent upon the fulfillment of all contract provisions relating to donated foods.
19. The FSMC assures that the procurement of products on behalf of the LEA, as applicable, will ensure compliance with the requirements in subpart C of 7 CFR part 250 and with the provisions of the SA or the LEA processing agreements, and will ensure crediting of the LEA for the value of donated foods contained in such end products at the processing agreement value.
20. The SA, or LEA, the Comptroller General, the Department of Agriculture, or their duly authorized representative, may perform onsite reviews of the FSMC's food service operation, including the review of records, to ensure compliance with requirements for the management and use of donated foods.
21. Any activities relating to donated foods that the FSMC will be responsible for, in accordance with 250.50(d), and assurance that such activities will be performed in accordance with the applicable requirements in 7 CFR part 250.
22. The FSMC will ensure that its system of inventory management will not result in the LEA being charged for donated foods.

Contract Provisions for Non-Federal Entity Contracts Under Federal Awards

1. Debarment and Suspension (Executive Orders 12549 and 12689)—A contract award (see 2CFR 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2CFR 180 that implement Executive Orders 12549 (3CFR part 1986 Comp., p. 189) and 12689 (3CFR part 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.
2. Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)—Contractors that apply or bid for an award exceeding \$100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 U.S.C. 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award.
3. Equal Employment Opportunity. Except as otherwise provided under 41 CFR Part 60, all contracts that meet the definition of "federally assisted construction contract" in 41 CFR Part 60–1.3 must include the equal opportunity clause provided under 41 CFR 60–1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964–1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."
4. Davis-Bacon Act, as amended (40 U.S.C. 3141–3148). When required by Federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-Federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. 3141–3144, and 3146–3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-Federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or sub recipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-Federal entity must report all suspected or reported violations to the Federal awarding agency.

5. Contract Work Hours and Safety Standards Act (40 U.S.C. 3701–3708). Where applicable, all contracts awarded by the non-Federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 U.S.C. 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.
6. Rights to Inventions Made Under a Contract or Agreement. If the Federal award meets the definition of “funding agreement” under 37 CFR § 401.2 (a) and the recipient or sub recipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or sub recipient must comply with the requirements of 37 CFR Part 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency.
7. Clean Air Act (42 U.S.C. 7401–7671q.) and the Federal Water Pollution Control Act (33 U.S.C. 1251–1387), as amended. Contracts and subgrants of amounts in excess of \$150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401–7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251–1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

Licenses and Taxes

1. The FSMC shall be responsible for paying all applicable taxes and fees, including (but not limited to) excise tax, state and local income tax, payroll and withholding taxes, for FSMC employees; the FSMC shall hold the LEA harmless for all claims arising from payment of such taxes and fees.
2. The FSMC shall obtain and post all licenses and permits as required by federal, state, and/or local law.
3. The FSMC shall comply with all LEA building rules and regulations.

Insurance

1. The LEA shall be named as additional insured on General Liability, Automobile, and Excess Umbrella.
2. The contract of insurance shall provide for notice to the LEA of cancellation of insurance policies 30 days before such cancellation is to take effect.

Miscellaneous

1. The LEA, in the event that the FSMC is not able to perform under this contract due to events beyond the reasonable control of FSMC; i.e., strike, labor or material shortage, fire, flood, or other casualty or Acts of God, may, at their option, terminate this contract and assume control of the facilities, equipment, food supplies, expendables, etc., necessary for the continued operation of the LEA’s food service operation.
2. Both LEA and FSMC agree to comply with Section 306 of the Clear Air Act of 1970 as amended (42 USC 1857 [h]), Section 508 of the Clean Water Act (33 USC 1368), Executive Order 11738, and Environmental Protection Agency Regulations (40 CFR, Part 15).
3. The LEA and FSMC must recognize energy efficiency standards contained in State Energy Conservation Plan in compliance with the Energy Policy and Conservation Act (P.L. 94-163).
4. No payment shall be made for meals that are spoiled or unwholesome at the time of delivery, or do not meet detailed specifications as developed by the LEA for each food component as specified in 7 CFR, Part 210.10, or do not otherwise meet the requirements of the contract. (7CFR 210.16(c)(3))
5. The FSMC must not directly or indirectly restrict the sale or marketing of fluid milk at any time or in a place on school premises or at any school-sponsored event. (&CFR210.21(e))
6. Refer to Grade and Quality Specification sheet containing purchased food specifications; i.e., grade, purchase units, style, condition, weight, ingredients, formulations and delivery times, as outlined by LEA and agreed to by FSMC in procuring food components. (7CFR 210.6(c)(3))

7. The FSMC shall maintain such records as the LEA will need to support its claim for reimbursement under this part, and shall, at a minimum, report claim information to the LEA promptly at the end of each month. Such records shall be made available to the LEA upon request, and shall be retained in accordance with 210.23(c). (7 CFR 210.16(c)(1))
8. Upon request, make all accounts and records pertaining to its LEA available to the SA and to Food Nutrition Services (FNS), for audit or review at a reasonable time and place. Such records shall be retained for a period of 3 years after the date of the final claim for reimbursement for the fiscal year to which they pertain, except that if audit findings have not been resolved, the records shall be retained beyond the 3 year period as long as required for resolution of the issues raised by the audit. (7 CFR 210.9(b)(17))
9. SA representatives and auditors of the USDA and the Comptroller General of the United States and the LEA's independent auditors shall have access to all such records for audit and review upon request at a reasonable time and place. Authorized representatives of the LEA, the SA, or the USDA shall have the right to conduct on-site administrative reviews of the food service program.
10. The LEA may terminate this contract for breach/neglect as determined by LEA when considering such items as failure to maintain and enforce required standards of sanitation, failure to maintain proper insurance coverage as outlined by contract, failure to provide required periodic information/statements, or failure to maintain quality of service at a level satisfactory to LEA. The LEA is the responsible authority without recourse to FNS or the SA for the settlement and satisfaction of all contractual and administrative issues arising from the transaction. Such authority includes, but is not limited to, source evaluation, protests, disputes, claims, or other matters of contractual nature. Matters concerning violations of the law will be referred to the local, state, or federal authority that has proper jurisdiction. (7 CFR 210.16(b)(2), 210.21(b))
11. During the term of the contract, the FSMC may grant to the LEA a nonexclusive right to access certain proprietary materials of the FSMC, including menus, recipes, signage, food service surveys and studies, management guidelines and procedures, operating manuals, software (both owned by and licensed by the FSMC), and similar compilations regularly used in FSMC business operations (trade secrets). The LEA shall not disclose any of the FSMC's trade secrets or other confidential information, directly or indirectly, during or after the term of the contract. The LEA shall not photocopy or otherwise duplicate any such material without the prior written consent of the FSMC. All trade secrets and other confidential information shall remain the exclusive property of the FSMC and shall be returned to the FSMC immediately upon termination of the contract. The LEA shall not use any confusingly similar names, marks, systems, insignia, symbols, procedures, and methods. Without limiting the foregoing and except for software provided by the LEA, the LEA specifically agrees that all software associated with the operation of the food service, including without limitation, menu systems, food production systems, accounting systems, and other software, are owned by or licensed to the FSMC and not the LEA. Furthermore, the LEA's access or use of such software shall not create any right, title interest, or copyright in such software and the LEA shall not retain such software beyond the termination of the agreement. In the event of any breach of this provision, the FSMC shall be entitled to equitable relief, including an injunction or specific performance, in addition to all other remedies otherwise available. The LEA's obligations under this section are subject to its obligations under the Missouri Open Records Act. This provision shall survive termination of the agreement.
12. Any discovery, invention, software, or programs paid for by the LEA shall be the property of the LEA to which the SA and USDA shall have unrestricted rights.
13. The FSMC certifies that it and its principals are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any federal department or agency.

Buy American

The Buy American provision for contracts that involve the purchase of food, as required by the Buy American provision, all products must be of domestic origin as required by 7 CFR Part 210.21(d).

- i) The LEA participates in the National School Lunch Program and School Breakfast Program and is required to use the nonprofit food service funds, to the maximum extent practical, to buy domestic commodities or products for Program meals. A “domestic commodity or product” is defined as one that is either produced in the U.S. or is processed in the U.S. substantially using agricultural commodities that are produced in the U.S. as provided in 7 CFR Part 210.21(d).
- ii) Exceptions to the Buy American provision should be used as a last resort; however, an alternative or exception may be approved upon request. To be considered for the alternative or exception, the request must be submitted in writing to SFA and approved and will be retained with purchase records. The request must include the:
 - (1) Alternative substitute (s) that are domestic and meet the required specifications:
 - (a) Price of the domestic food alternative substitute (s); and
 - (b) Availability of the domestic alternative substitute (s) in relation to the quantity ordered.
 - (2) Reason for exception: limited/lack of availability or price (include price):
 - (a) Price of the domestic food product; and
 - (b) Price of the non-domestic product that meets the required specification of the domestic product.

Geographic Preference

LEAs may apply a geographic preference when procuring unprocessed locally grown or locally raised agricultural products. When utilizing geographic preference to procure such products, the LEA making the purchase has the discretion to determine the local area to which the geographic preference option will be applied; For the purpose of applying the optional geographic procurement preference, “unprocessed locally grown or locally raised agricultural products” means only those agricultural products that retain their inherent character. The effects of the following food handling and preservation techniques shall not be considered as changing an agricultural product into a product of a different kind or character: Cooling; refrigerating; freezing; size adjustment made by peeling, slicing, dicing, cutting, chopping, shucking, and grinding; forming ground products into patties without any additives or fillers; drying/dehydration; washing; packaging (such as placing eggs in cartons), vacuum packing and bagging (such as placing vegetables in bags or combining two or more types of vegetables or fruits in a single package); the addition of ascorbic acid or other preservatives to prevent oxidation of produce; butchering livestock and poultry; cleaning fish; and the pasteurization of milk. (7CFR210.21).

Locally Grown

The FSMC, as the agent of the LEA, will maximize the use of Missouri (MO) grown/locally grown products, included but not limited to, fruits, vegetables and dairy products, whenever possible, and when purchased by the LEA directly, such fruits, vegetables, and dairy products must be used by the FSMC in the SFA's Food Service Program.

The FSMC shall engage in MO's Farm-to-School initiative in an effort to connect schools (K-12) with MO/local farms in order to serve healthy meals using locally grown produced foods.

The FSMC shall produce a monthly report with documents the procurement of MO grow/locally products including the local farm source, the product(s) purchased and the value of the products purchased on behalf of the LEA.

Department of Defense Produce

The LEA, at its discretion, may procure fresh produce through the USDA Department of Defense (DOD) contracts utilizing commodity entitlement dollars. The LEA may use another vendor for these items at their discretion.

Professional Standards for Local School Nutrition Personnel

The final rule seeks to insure that local school nutrition personnel in the National School Lunch and School Breakfast Programs have the knowledge and skills to manage and operate the programs correctly and successfully. The training standards apply to contract employees that are involved in the management or operation of the school nutrition programs, regardless of the contract duration. The LEA must request documentation from the FSMC to show compliance with the annual training standards.

Training standards do not apply to a vended meal provider commercial entity off-site from the school food service that provided pre-plated meals. However, the LEA director must insure that vendors providing meals for the school nutrition programs have the knowledge and skills to supply safe and nutritious meals that meet the meal patterns and dietary specifications.

Civil Rights

In accordance with federal civil rights law and U.S. Department of Agriculture (USDA) civil rights regulations and policies, this institution is prohibited from discriminating on the basis of race, color, national origin, sex (including gender identity and sexual orientation), disability, age, or reprisal or retaliation for prior civil rights activity.

Program information may be made available in languages other than English. Persons with disabilities who require alternative means of communication to obtain program information (e.g., Braille, large print, audiotape, American Sign Language), should contact the responsible state or local agency that administers the program or USDA's TARGET Center at (202) 720-2600 (voice and TTY) or contact USDA through the Federal Relay Service at (800) 877-8339.

To file a program discrimination complaint, a Complainant should complete a Form AD-3027, USDA Program Discrimination Complaint Form which can be obtained from any USDA office, by calling (866) 632-9992, or by writing a letter addressed to USDA. The letter must contain the complainant's name, address, telephone number, and a written description of the alleged discriminatory action in sufficient detail to inform the Assistant Secretary for Civil Rights (ASCR) about the nature and date of an alleged civil rights violation. The completed AD-3027 form or letter must be submitted to USDA by:

1. mail:

U.S. Department of Agriculture
Office of the Assistant Secretary for Civil Rights
1400 Independence Avenue, SW Washington,
D.C. 20250-9410; or

2. fax:

(833) 256-1665 or (202) 690-7442; or

3. email:

program.intake@usda.gov

This institution is an equal opportunity provider.

Minimum Food Specifications

All Food Specifications must meet requirements of the United States Department of Agriculture (USDA)'s Food Buying Guide. The Food Buying Guide is found at <https://foodbuyingguide.fns.usda.gov/>. The Food Buying Guide should be checked periodically for changes and additions. **Food specifications must be changed annually to comply with implementation of new USDA menu guidance.**

- A. Meats – All meats, meat products, poultry, poultry products and fish must be government inspected.
- Beef, lamb, and veal shall be USDA Grade Choice or better
 - Pork shall be U.S. No. 1 or U.S. No. 2
 - Poultry shall be U.S. Government Grade A
 - Seafood to be top grade, frozen fish – must be a nationally distributed brand, packed under continuous inspection of the USDA
- B. Dairy Products – All dairy products must be government inspected
- Fresh Eggs, USDA Grade A or equivalent, 100 percent candled
 - Frozen Eggs, USDA inspected
 - Milk, pasteurized Grade A
- C. Fruits and Vegetables
- Selected according to written specifications for freshness, quality, and color – U.S. Grade A Fancy
 - Canned fruits and vegetables selected to requirements – U.S. Grade A Choice or Fancy (fruit to be packed in light syrup, water, or natural juices)
 - Frozen fruits and vegetables shall be U.S. Grade A Choice or better
- D. Baked Products
- Bread, rolls, cookies, pies, cakes and puddings whether prepared and baked on premises or purchased must be of USDA quality level that meets breakfast, lunch, Seamless Summer Option, or Afterschool Snack requirements, as applicable.
- E. Staple Groceries
- Must meet quality levels as previously stated.

CONTRACT SIGNATURE PAGE

The FSMC and LEA certifies that they shall operate in accordance with all applicable State and Federal regulations. Both parties certify that all terms and conditions within the contract shall be considered binding. Any misstatements in the document shall be treated as fraudulent. The undersigned acknowledges that the representations made in this document are material and important and will be relied upon.

THE PARTIES HERETO HAVE EXECUTED THIS CONTRACT

(LEA)

Southwest Foodservice Excellence, LLC

(FSMC)

(Signature)

(Signature)

(Title)

(Title)

(Date)

(Date)

**PRIOR TO LEA AND FSMC SIGNATURE
CONTRACTS MUST BE APPROVED BY THE STATE AGENCY**

This contract is not valid until it is reviewed and approved by the State Agency. The FSMC is not authorized to begin performance until the contract is signed and dated below. If performance begins prior to date below, the State of Missouri may not be obligated for payment. The LEA will receive notification of approval from the SA by approval letter via email.

STATE AGENCY USE ONLY

(State Agency Signature)

(Date)

Summer Food Service Program (SFSP)

- A. The LEA shall be responsible for determining eligibility of all SFSP sites. The sponsor shall provide to the food service management company a list of State agency approved food service sites, along with the approved level for the number of meals which may be claimed for reimbursement for each site, established under §225.6(d)(2), and shall notify the food service management company of all sites which have been approved, canceled, or terminated subsequent to the submission of the initial approved site list and of any changes in the approved level of meal service for a site. Such notification shall be provided within the time limits mutually agreed upon in the contract
- B. Bonding requirements.

Does the aggregate value of the contract (including all Child Nutrition Programs) exceed \$250,000?



Yes



No

1. Bid bond guarantee (when operating the SFSP any contract that includes the SFSP and is valued, in the aggregate, more than \$250,000, then bid and performance bonds must be secured as required by regulation at 7 CFR 225.15(m) and FNS policy memorandum SFSP 14-2016).

Offeror shall submit with his or her proposal, a bid bond guarantee that is no less than 5 percent or more than 10 percent of the total proposed price, which shall be from a surety company listed in the current Department of the Treasury Circular 570.

Proposal guarantees, other than bid bonds will be returned (a) to unsuccessful offerors as soon as practicable after the opening of proposals and (b) to the successful offeror upon execution of an awarded contract, offeror may need to obtain additional insurance coverage and bonds as may be required by the RFP.

2. Performance bonds: (when operating the SFSP and the aggregate value of the contract including all Child Nutrition Programs exceeds \$250,000):

The selected FSMC must obtain a performance bond in the amount not less than 10 percent or no more than 25 percent of the value of the awarded contract, which shall be from a surety company listed in the current Department of the Treasury Circular 570. The performance bond must be furnished within 10 days after notice of the awarded contracts.

Proposal guarantees other than proposal bonds will be returned to unsuccessful offerors as soon as practicable after the opening of proposals or a proposal is withdrawn. Performance bonds for the successful offeror shall be held for the duration of the awarded contract.

- C. The LEA shall immediately correct any problems found as a result of a health inspection and shall submit written documentation of the corrective action implemented within two weeks of the citation.
- D. The selected FSMC must comply with the cycle menu approved by the LEA for the SFSP meals. The LEA shall approve any changes in the menus no later than two weeks prior to service after the initial cycle has been used.
- E. The LEA shall maintain responsibility for submitting SFSP claims for reimbursement and comply with 7 CFR Part 225.15(a) which requires that sponsors operate the food service in accordance with the provisions of 7 CFR Part 225; any instructions and handbooks issued by FNS under 7 CFR Part 225 and any instructions and handbooks issued by the State agency which are not inconsistent with the provisions of 7 CFR Part 225.
- F. The FSMC shall comply with all applicable requirements outlined in 7 CFR 225.6(h)(2).
1. All meals prepared by the FSMC will be unitized, with or without milk [7 CFR 225.6(h)(2)(i)]
 2. A FSMC entering into a contract with a sponsor under the Program shall not subcontract for the total meal, with or without milk, or for the assembly of the meal.
 3. The FSCM shall maintain such records (supported by invoices, receipts, or other evidence) as the sponsor will need to meet its responsibilities under this part, and shall submit all required reports to the sponsor promptly at the end of each month, unless more frequent reports are required by the sponsor.

4. The FSMC must have State or local health certification for the facility in which it proposes to prepare meals for use in the Program. It must ensure that health and sanitation requirements are met at all times. In addition, the FSMC must ensure that meals are inspected periodically to determine bacteria levels present in the meals and that the bacteria levels found to be present in the meals conform with the standards set by local health authorities. The results of the inspections must be submitted promptly to the sponsor and to the State agency.
5. The meals served under the contract shall conform to the cycle menus and meal quality standards and food specifications approved by the State agency and upon which the bid was based.
6. The books and records of the food service management company pertaining to the sponsor's food service operation shall be available for inspection and audit by representatives of the State agency, the Department and the U.S. General Accounting Office at any reasonable time and place for a period of 3 years from the date of receipt of final payment under the contract, except that, if audit or investigation findings have not been resolved, such records shall be retained until all issues raised by the audit or investigation have been resolved.
7. The sponsor and the food service management company shall operate in accordance with current Program regulations.
8. The food service management company shall be paid by the sponsor for all meals delivered in accordance with the contract and this part. However, neither the Department nor the State agency assumes any liability for payment of differences between the number of meals delivered by the food service management company and the number of meals served by the sponsor that are eligible for reimbursement.
9. Meals shall be delivered in accordance with a delivery schedule prescribed in the contract.
10. Increases and decreases in the number of meals ordered shall be made by the sponsor, as needed, within a prior notice period mutually agreed upon.
11. All meals served under the Program shall meet the requirements of §225.16
12. In cases of nonperformance or noncompliance on the part of the food service management company, the company shall pay the sponsor for any excess costs which the sponsor may incur by obtaining meals from another source
13. The FSMC will maintain records of all costs incurred in the sponsor's food service operation.

SUMMER FOOD SERVICE PROGRAM MINIMUM FOOD SPECIFICATIONS

Summer Food Service Program Meal Pattern

Food Components	Breakfast	Lunch or Supper	Snack ¹ (Choose two of the four)
Milk			
• Milk, fluid	1 cup (8 fl oz) ²	1 cup (8 fl oz) ³	1 cup (8 fl oz) ²
Vegetables and/or Fruits			
• Vegetable(s) and/or fruit(s), or full-strength vegetable or fruit juice	½ cup	¾ cup total ⁴	¾ cup
• An equivalent quantity of any combination of vegetables(s), fruit(s), and juice	½ cup (4 fl oz)		¾ cup (6 fl oz)
Grains and Breads⁵			
• Bread	1 slice	1 slice	1 slice
• Cornbread, biscuits, rolls, muffins, etc.	1 serving	1 serving	1 serving
• Cold dry cereal	¾ cup or 1 oz ⁶		¾ cup or 1 oz ⁶
• Cooked pasta or noodle product	½ cup	½ cup	½ cup
• Cooked cereal or cereal grains or an equivalent quantity of any combination of grains/breads	½ cup	½ cup	½ cup
Meat and Meat Alternates (Optional)			
• Lean meat or poultry or fish or alternate protein product ⁷	1 oz	2 oz	1 oz
• Cheese	1 oz	2 oz	1 oz
• Eggs	½ large egg	1 large egg	½ large egg
• Cooked dry beans or peas	¼ cup	½ cup	¼ cup
• Peanut butter or soy nut butter or other nut or seed butters	2 tbsp	4 tbsp	2 tbsp
• Peanuts or soy nuts or tree nuts or seeds, or yogurt, plain or sweetened and flavored	1 oz	1 oz = 50% ⁸	1 oz
• An equivalent quantity of any combination of the above meat/meat alternates	4 oz or ½ cup	8 oz or 1 cup	4 oz or ½ cup

For the purpose of this table, a cup means a standard measuring cup.

- 1 Serve two food items. Each food item must be from a different food component. Juice may not be served when milk is served as the only other component.
- 2 Shall be served as a beverage, or on cereal, or use part of it for each purpose.
- 3 Shall be served as a beverage.
- 4 Serve two or more kinds of vegetable(s) and or fruit(s) or a combination of both. Full-strength vegetable or fruit juice may be counted to meet not more than one-half of this requirement.
- 5 All grain/bread items must be enriched or whole grain, made from enriched or whole-grain meal or flour, or if it is a cereal, the product must be whole-grain, enriched or fortified. Bran and germ are credited the same as enriched or whole grain meal or flour.
- 6 Either volume (cup) or weight (oz) whichever is less.
- 7 Must meet the requirements in Appendix A of the SFSP regulations.
- 8 No more than 50 percent of the requirement shall be met with nuts or seeds. Nuts or seeds shall be combined with another meat/meat alternate to fulfill the requirement. When determining combinations, 1 oz of nuts or seeds is equal to 1 oz of cooked lean meat, poultry, or fish. **The meal must contain, at a minimum, each of the components listed in at least the amounts indicated for the specific age group in order to qualify for reimbursement. Updated CACFP Meal Patterns one-page summaries can be found at the following link: <https://www.fns.usda.gov/cacfp/meals-and-snacks> for infants, children and adults**

Child and Adult Care Food Program (CACFP)

Important separation of duties with CACFP: When providing food service management duties on behalf of LEA for CACFP, selected FSMC will be limited in its management authority; management functions which institutions may not contract out under any circumstance include claim submission, monitoring, corrective action, and preparation of application materials. Institutions may contract out for specific management tasks, such as bookkeeping (but not claims submission), data processing, or the service of a nutritionist.

- A. The LEA shall be responsible for determining eligibility of all CACFP sites.
- B. The LEA is responsible for ensuring the selected FSMC conforms to its agreement with the State agency as per all requirements as specified at 7 CFR Part 226.21.
- C. The LEA is responsible for the administration of the CACFP according to 7 CFR Part 226 (e.g., submitting the reimbursement claim, monitoring sites if applicable).
- D. The LEA shall immediately correct any problems found as a result of a health inspection and shall submit written documentation of the corrective action implemented within two weeks of the citation.
- E. The selected FSMC must comply with the cycle menu developed by the LEA for the CACFP.
- F. The LEA shall not delegate any CACFP management responsibilities to the selected FSMC as specified in the Food and Nutrition Instruction 792-2, Rev.1 and as specified at 7 CFR 226.15(c).

CACFP MINIMUM FOOD SPECIFICATIONS

CACFP Meal Pattern Requirements—Children (Age 1 through 18)

	Age 1 and 2	Age 3 through 5	Age 6 through 18 ⁱ
<i>BREAKFAST</i>			
1. Milk, fluid ^j	½ cup	¾ cup	1 cup
2. Juice ^a , fruit, or vegetable or Fruit(s) or vegetable(s)	½ cup	½ cup	½ cup
3. Grains/Breads ^b :			
Bread	½ slice	½ slice	1 slice
Combread, biscuits, rolls, muffins, etc. ^b	½ serving	½ serving	1 serving
Cereal:			
Cold dry	¼ cup or 1/3 oz ^c	1/3 cup or ½ oz ^c	¾ cup or 1 oz ^c
Flakes or rounds	½ cup	½ cup	1 cup
Puffed	¾ cup	¾ cup	1 and ¼ cup
Granola	1/8 cup	1/8 cup	¼ cup
Hot cooked	¼ cup total	¼ cup	½ cup
Cooked pasta or noodle products	¼ cup	¼ cup	½ cup
<i>LUNCH OR SUPPER</i>			
1. Milk, fluid ^j	½ cup	¾ cup	1 cup
2. Meat or meat alternate:			
Meat, poultry, fish, cheese	1 oz	1+½ oz	2 oz
Tofu (commercially prepared, firm or extra firm)	2.2 oz.	3.3 oz.	4.4 oz
Yogurt, plain or flavored, unsweetened or sweetened	4 oz or ½ cup	6 oz or ¾ cup	8 oz or 1 cup
Egg	½ egg	¾ egg	1 egg
Cooked dry beans or peas	¼ cup	¾ cup	½ cup
Peanut butter or other nut or seed butter	2 Tbsp	3 Tbsp.	4 Tbsp
Peanuts or soy nuts or tree nuts or seeds	½ oz = 50% ^d	¾ oz = 50% ^d	1 oz = 50% ^d
Vegetables: (may serve 2 different vege to meet requirements)	1/8 cup	¼ cup	½ cup
Fruits: (may be 1 veg., no more than 1 per meal)	1/8 cup	¼ cup	¼ cup
3. Grains/Breads ^b :	½ slice	½ slice	1 slice
<i>SNACK</i>			
Select two of the following five components:			
Milk, fluid (1 year olds – whole age 2 and up – skim or 1%)	½ cup	½ cup	1 cup
Fruit(s) or vegetable(s)	½ cup	½ cup	¾ cup
Grains/Breads ^b :	½ slice	½ slice	1 slice
Meat or meat alternate	½ oz.	½ oz.	1 oz.

Breakfast: Meat/meat alternates may replace the grain ounce for ounce up to 3 times a week.

Grain: At least one whole grain or whole-grain rich (1st grain is whole, rest is enriched) must be served each day. No grain-based desserts (3 or 4 on grain chart).

Milk: Unflavored for 1 through 5 year olds. 6 year olds and up may receive flavored fat free or low fat milk.

Juice must be pasteurized, 100% juice and may only be served once per day to meet the vegetable/fruit component.

Dried fruit credits at twice the amount served. (example: ¼ c dried fruit = ½ c fruit). Leafy greens credit as half the amount (example: ½ c greens = 1/4 c veg.)