

HOW TO GUIDE: MAKE THE BEST DECISION AND CHOOSE

Make the Best Decision for Your District

Before deciding to contract with a food service management company, your district should evaluate its particular situation carefully. Start by asking these critical questions:

“Will contracting save the School Food Authority money, time or effort?”

“Will contracting with a food service management company increase the speed, accuracy and efficiency of current operations while continuing to provide nutritious meals to students?”

“Will I lose control of my program?”

Then perform a financial analysis of current program. This should include reviewing your Profit and Loss statements for the previous five years to analyze your total costs of operations, including direct and indirect costs.

Another important area to evaluate is your operational components. This includes facilities, equipment, food service staff and minimum wage requirements. Consider exceptional circumstances that may affect these areas as well as normal day-to-day events.

Finally, analyze the intangible aspects of the current food service operation that financially impact your food service department, but do not necessarily appear on the financial statements. This includes management initiatives, staff experience, and planning including nutrition goals and nutrition education activities. Based on your situation, you may find that contracting with a FSMC will streamline your food service operation.

Contracting with a FSMC does not change the rules that govern your overall operations, nor does it remove your responsibility to meet program requirements. You will maintain control over your program in addition to having the company acting as an extension of your administrative office.

Financial Analysis	Exceptional/Normal Operational Concerns	Intangibles
<ul style="list-style-type: none">• Profit and loss statements• Total cost of operations• Direct and indirect costs• Costs criteria must have highest point allocation	<ul style="list-style-type: none">• Food service staff• New minimum wage requirements• Equipment and replacements• Repair and maintenance/facilities	<ul style="list-style-type: none">• On-site management• Specialized food service experience• Program innovation, goals and visions

Choose a Winner and Feel Confident About Your Decision

You have to be confident in your decision. The right company will achieve the greatest number of points in the evaluation process and make you feel confident in that decision and prove it to you every single day.

“Trust, but verify.” - Ronald Reagan

It is still your District’s space. The Food Service Management Partner you choose is a guest in your location.

That’s our philosophy at Taher, Inc. We are invited into hundreds of districts every day and we do our best to be a true part of the community.