

**GLENBROOK HIGH SCHOOLS  
Regular Board Meeting Monday August 9, 2010  
District Business Office**

**TO: Dr. Mike Riggle  
Hillary Siena**

**FROM: Kimberly L. Ptak**

**DATE: AUGUST 09, 2010**

**RE: DISCUSSION: BOOKSTORE AND FOOD SERVICES – FY 09/10  
RECAP**

**BOOKSTORE**

The district outsourced the bookstores to Follett in July 2007. Per the contract, the district pays Follett an annual management fee of \$160,000. Outsourcing the bookstore is estimated to save \$750,000 over the 5-year contract period, which ends July 2012. In addition, at the time of the transition, Follett purchased textbook and supply inventory from the district in the amount of \$475,000.

**FOOD SERVICES**

Beginning with the FY 07/08 school year, the district entered into a 5-year “rent based” agreement with Quest Food Services. Under the agreement, Quest collects all revenue, pays all expenses and pays the district “rent” in the amount of 10% of sales. The district has historically been responsible for the purchase of small-wares, equipment maintenance and credit card fees which have averaged approximately \$55,000/year. FY 2011 will be the first year credit card fees will be passed on to the parents through Quest’s web-based payment tool, My Lunch Money. This will save the district approximately \$35,000/year.

<b><u>In-house (through 1992)</u></b>	<b><u>Sodexho 1992 – 2006</u></b>	<b><u>Quest 2007 – traditional</u></b>	<b><u>Quest 2008 – rent based</u></b>	<b><u>Quest 2009 – rent based</u></b>	<b><u>Quest 2010 – rent based</u></b>
		Rent:	\$193,000	\$252,000	\$255,000
		Expense:	(\$50,000)	(\$50,000)	(\$60,000)
Average Loss (\$75K)	Average Profit \$35K	Profit \$85K	Net Rent: \$143,000	Net Rent: \$202,000	Net Rent: \$195,000

Prior to 1992, the food services program was managed in house. When Sodexho took over the program in 1992 we were running at a deficit fund balance in Fund 19 of approximately \$1.2M. Over the years we have gradually been reducing this deficit and will enter FY 2011 with a positive fund balance of \$23,000.

It is estimated that an average of 28% of students per day participate in the breakfast program spending an average of \$1.93 and 87% of students per day participate in the

lunch program spending an average of \$4.25. Quarterly food committee meetings are held to review selection, quality, price and overall feedback.

Effective with the new school year, Quest is introducing several choices for the daily value meal which is available for free/reduced students. Students will now have the choice of a daily hot value meal or a cold deli sandwich or salad. Quest fully covers the meal cost of free/reduced students.