

**GLENBROOK HIGH SCHOOLS  
Regular Board Meeting Monday September 12, 2011  
District Business Office**

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

**FROM: Kimberly L. Ptak**

**DATE: SEPTEMBER 12, 2011**

**RE: DISCUSSION/ACTION: FOOD SERVICES RECAP**

The district has a rent-based agreement with Quest Food Services (Quest), which was recently extended through June 30, 2016 with an option to renew for an additional five years. Under the rent-based agreement, Quest collects all revenue, pays all expenses and pays the district “rent” in the amount of 10% of sales. The district is responsible for the purchase of smallwares and equipment maintenance. Up until July 1, 2010, the district also paid all credit card fees which cost approximately \$35,000 per year. For FY 2011, the fee was passed on to parents through Quest’s web-based payment tool, My Lunch Money. Below is a financial history of food services. Sales this year were down approximately 7% over last year. This is believed to be due to the economy, increased number of free and reduced students and more “paying” students buying the new, less expensive daily value meals due to the extended options made available.

<u>In-house (through 1992)</u>	<u>Sodexho 1992 – 2006</u>	<u>Quest 2007 – traditional</u>	<u>Quest 2008 – rent-based</u>	<u>Quest 2009 – rent-based</u>	<u>Quest 2010 – rent-based</u>	<u>Quest 2011 rent-based</u>
		Rent:	\$193,000	\$252,000	\$255,000	\$237,000
		Expense:	(\$50,000)	(\$50,000)	(\$60,000)	(\$25,000)
Average Loss (\$75K)	Average Profit \$35K	Profit \$85K	Net Rent: \$143,000	Net Rent: \$202,000	Net Rent: \$195,000	Net Rent: \$212,000

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 2012 with a positive fund balance of \$228,336.

**FREE and REDUCED STATISTICS**

Per our contract, Quest absorbs 100% of the cost of free and reduced lunch (\$122K in FY 10/11) and up to \$15,000 (\$8,600 in FY 10/11) for free and reduced breakfast.

QUEST for LIFE PROGRAM

With the start of the new school year, Quest opened a “Quest for Life” station at Glenbrook North. All food prepared and sold at this station is fresh, not frozen and made from scratch with locally and regionally grown products. No chemicals or preservatives are used. Quest is also taking the opportunity to educate students about healthy and natural food choices. Depending on the success of this concept, Quest will open a second station at Glenbrook South.

Attached is a sample menu for the Quest for Life station.

Earth Choice PAPER PRODUCTS

With the start of the new school year, Quest rolled out an environmentally friendly paper/packaging product made by Earth Choice. The packaging is made with Pactiv which is replacing all of the Styrofoam products in the cafeterias. Pactiv is a fiber product that is fully compostable.