




Helping  
Students

*Flourish*



ARAMARK and  
Cherry Hill Public Schools  
Partnership



**ARAMARK Education provides** a wide range of food, facility, and other support services to more than 500 school districts nationwide, serving nearly 300 million meals each year to students in grades K–12. ARAMARK offers school districts a single source for food service management and planning, plant and operations management, custodial and uniform, and maintenance supply services. ARAMARK works within USDA guidelines to create balanced meals, and promotes nutrition education through live shows, videotapes, and monthly instruction on healthy eating.

Thank you for the partnership we have developed during the past 5 years—ARAMARK has been privileged to serve the Cherry Hill School District. Most importantly, thank you for entrusting ARAMARK with the responsibility of feeding the children of Cherry Hill nourishing meals each day and providing a clean, safe, and comfortable learning environment. Fulfilling this responsibility has been our focus. The ARAMARK team at Cherry Hill, and all of ARAMARK, look forward to continuing to enhance the school nutrition program to ensure that even more children receive healthy meals and that your program continues to grow. We will continue to strive for excellence in our ongoing effort to maintain program success and growth. This piece provides an overview of the solutions and programs that we have been implementing to achieve the district's and ARAMARK's goals.

We look forward to a continued positive partnership with the Cherry Hill School District and the benefits that the students will receive.

# ARAMARK's Commitment to Cherry Hill Public Schools

We believe that it is critical to start children on the right path at an early age—to make every effort to help them understand the importance of eating properly and staying healthy. To this end, we developed a comprehensive nutrition awareness program targeted at elementary students, featuring our mascot, Spike. And nutrition awareness does not stop there. Older students need reminders about how to maintain a healthy diet and tips on easy ways to make the right meal choices.

We also believe that students need a clean and safe environment in which to learn. Our top priority is to help create an environment that supports your dedication to excellence in student achievement by bringing our expertise in proven processes, technology, and highly trained employees.

Our programs are age-specific and relevant to the changing needs of students. The following is an overview of the nutrition programs, which will benefit your students.

## Investment:

- Combined investment in excess of \$850,000
- Food – \$350k new equipment, \$130k POS system, \$40k marketing material
- Facilities – \$300k new custodial equipment, \$30k project work and new floor care process at Barton Elementary

## Donations:

- \$30,000 provided in donations in partnership with the district to date.
- Key initiatives include – Support for the STAR Forum; Development of annual student calendar; Scholarship Foundation; Multiple PTA sponsored projects; Participation in annual Diabetes Walk.



### Financial Performance – Food Service:

- ARAMARK operates under a Break Even Guarantee.
- Prior to ARAMARK (2002-2003), district had an operating loss of \$180k.
- In fiscal 2005-2006, ARAMARK provided an operating profit of \$1,600.
- In fiscal 2006-2007, ARAMARK provided an operating profit of \$7,200.

### Food Service Highlights:

- Met new state health and wellness guidelines one year ahead of schedule.
- Increased staff by 20 FTE since the start of the agreement to improve service levels.
- 70% of employees reside in and are taxpayers of Cherry Hill school district.
- Operating under union agreement with CWA (Communication Workers of America) since 2003, with zero grievances raised since inception.

- Implemented Point of Sale (POS) program in all 19 district schools.
- Initiated breakfast programs in all middle and elementary schools; expanded all high school breakfast programs. In 2003 breakfast participation was at 0.7%, currently it is 3.7%.
- Student meal participation within the National School Lunch program has continued to grow each year of our agreement, (2003 participation 22.6%; 2007 30%; 2008 year to date is 32.7%) which directly results in increased reimbursements and government commodities to the district.
- We are in complete compliance with all terms and conditions of our agreement, and meet with administration monthly to review the budget and operational issues.
- Students at the elementary schools have a minimum of three meal choices per day, one of which is always vegetarian.
- At the HS and MS sites, there are a minimum of five meal choices per day, including a vegetarian meal, salads, and made-to-order deli stations.
- All à la carte options meet state health and wellness guidelines.

### Facilities Highlights:

- Save the district an estimated \$50,000 annually utilizing ARAMARK purchasing power.
- New management model provides an additional 2.5 FTE over and above contract requirement.
- All new management team members are bilingual to ensure alignment with our hourly partners.
- All 94 hourly staff members are full time and over 44% have been with us from contract start date; another 38 employees, or 41%, have over 24 months tenure.
- All employees are offered comprehensive benefits package.
- Has implemented “Green Cleaning”– utilize only Green Seal approved cleaning chemicals
- Average hourly wage rate is \$10.39 per hour.

## Cherry Hill State Ranking, Spending Per Pupil:

- **Operations and Maintenance of Plant (Definition)** Total operations and maintenance of plant services includes purchased professional and technical services for activities, such as garbage disposal services, snow plowing services, custodial services, and lawn care, as well as contracts and agreements covering the upkeep of buildings and equipment.

### State Rankings:

Per Pupil Amount (05-06 actual costs):  
\$1,024

Per Pupil Ranking (05-06 actual costs):  
15% of Total Cost Per Pupil (05-06):  
9.3%

Per Pupil Amount (06-07 actual costs):  
\$1,031

Per Pupil Ranking (06-07 actual costs):  
7% of Total Cost Per Pupil (06-07):  
9.2%

Per Pupil Amount (07-08 budget): \$1,147

Per Pupil Ranking (07-08 budget):  
18 % of Total Cost Per Pupil (07-08):  
9.6%



# Questions & Answers

## What is the National School Lunch Program (NSLP)?

- Federally-assisted meal program, operating in public and nonprofit private schools
- Offers nutritionally balanced, low cost or free meals to children
- Established in 1946, by President Harry Truman

## What type of Menu Plan do we serve for breakfast and lunch?

The district utilizes the Enhanced Food Based Plan, which requires specific food group components to be served in specific portions

Minimum requirements for lunch are as follows:

### Meat/Meat alternative:

- 1–½ oz. for K–3 and 2 oz. for 4–12

### Grains/Breads:

- 12–15 servings/week with a minimum of 1 serving/day
- 12 servings for K–5
- 15 servings for 6–12

### Vegetables and Fruits:

- At least 2 different fruits and/or vegetables/day with a minimum of ¾ cup/day plus extra 1/2 cup over the week
- Grade K–3: ½ cup/day
- Grade 4–12: ¾ cup/day

### Milk:

- 8 oz. of fluid milk as a beverage

Minimum requirements for breakfast are as follows:

### Meat/Meat alternative

- 2 servings of meat or grain/bread or 1 serving of each

### Juice/Fruit/Vegetable

- ½ cup

### Milk

- 8 oz. fluid milk as a beverage OR on cereal OR both

## What is a Reimbursable Meal?

### Lunch

- Students must take minimum of three of the five required food components to be considered reimbursable
- If they take less than three, the items selected will be sold as à la carte items

### Breakfast

- Students can only deny one item of the required food components to be considered reimbursable

## What is “Offer vs. Served” and how does it work with a reimbursable meal?

- Offer vs. Serve allows students to decline one or two of the required food items

## What are government commodities?

Foods purchased from local farmers by USDA and donated to public and nonprofit private schools

### Commodities include:

- Fruits and vegetables
- Meats
- Cheese
- Fruits juices
- Vegetable shortening and vegetable oils
- Peanut products
- Rice, pasta, and other grain products

### Beneficiaries of commodities include:

- Students: Safe and nutritious foods
- School Districts: Donated foods reduce food cost
  - 2006-07 Value: \$178,689
- Farmers: Guaranteed purchase

### Requirements of receiving agencies

- Used for preparation of school lunches on school premises
- Commodities must not be sold or exchanged
- Proper warehousing must be provided and proper accounting must be rendered for foods received

### How are the Kitchen's Cleaned?

#### Start of day

- Counters and prep areas are wiped down with a "No Rinse" sanitizer solution prior to food preparation

#### During the Day

- Counters are continuously wiped down with sanitizer
- Dishes are washed in hot soapy water and sanitized

#### End of day

- All counters, carts, prep areas, and equipment are washed and sanitized
- Floors are swept and washed with industrial cleaner





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