

FINANCIAL PERFORMANCE:

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Is your program on-track to build a financial surplus and reserves?

School districts frequently create an organizational structure that utilizes its' internal employees to manage the functions within the Food Service Operations. These areas include menu planning, procurement, compliance, personnel and human resources, food preparation, food safety, repair and maintenance, health codes, marketing, communication, emergency services, financial reporting, and more.

The RFP process provides an in-depth financial analysis for any school district, even for well-run, successful programs. The RFP process is helpful because financial analysis provides a fresh set of eyes who can look objectively at the Food Service program and offer recommendations for improvements, establish financial surplus targets, in addition to financial guarantees. As previously mentioned, at the end of the RFP process the district reserves the right to award or table the decision.

When evaluating the RFP responses, using an evaluation committee can take a holistic approach. Recently, Zanesville City Schools elected to establish a committee of district administrators, principals, cafeteria staff, and students. The intent was to ensure that every area of the food service operation was thoroughly assessed for all key patrons. *"Trust but verify." - Ronald Reagan.*