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To: Dr. Jauch

From: Beth Dever **BD**

Re: Quest Pricing for FY 19 and Contract Renewal

At the May COW meeting, Nick Saccaro and Rebecca Cohen gave the board an update of where we are at financially through April 2018, what is projected through June 2018 and then what is projected for FY 2019. With a loss for this first year at approximately \$41,000 (which includes \$22,000 in start up costs and the Quest management fee discount), we will need to increase our pricing to move closer to achieving a breakeven program. Quest has projected a loss of \$9,513 for FY 19 with an increase in pricing of .20 cents for the lunch and .30 cents for the entrée only options. The finance committee reviewed the pricing and is recommending that we increase the meal price by .25 cents and the entrée only options by .30 cents. This is projected to result in a loss of \$7,815 for FY 19. This assumes flat participation for next year and also reflects the minimum wage increase effective July 1, 2018. We are hopeful that this larger increase will be followed by more average annual increases of 3-4% in future years. With the freshly prepared food and higher quality options offered, Quest's accounts tend to have higher pricing than other programs. I have listed below some of the current meal pricing they shared with me:

- **Avoca #37 - \$3.95 current, \$4.20 recommended for FY 19**
- Lake Forest #67 - \$4.25
- Lincolnshire #103 - \$4.50
- Park Ridge #64 - \$4.30 – also a new account this year with Quest
- West Northfield #31 - \$3.95 without a drink

For the current school year, Sunset Ridge and Winnetka's pricing is \$3.75 and Wilmette is \$3.60 for grades 1-6 and \$3.95 for grades 7-8. Glencoe and Kenilworth order out lunch vs preparing in house. The Sunset Ridge and Winnetka's programs are similar to what we had in past years. New Trier also uses Quest. They sell most of their items a la carte and their pricing is higher since it is a high school program.

I have attached the price list that I am recommending to the board for approval. I shared the recommendation with the Avoca Food Service Committee. They understand the need to increase pricing but do think we need to spend time next year educating parents on the quality of the food and the "mechanics" of the program. We are all very happy with the improved quality of food in our

program. Next year's menus will also include a separate document detailing the entrée items. I have attached a sample one for your review.

Our current contract with Quest is for one year. I am recommending that we renew with them for a 3-year period. The finance committee reviewed the tiered fee structure presented at the May COW meeting. We made a few changes to their recommendation. I have listed below the Quest management fee tiered structure we are recommending:

- 4% should total annual program loss exceed \$10,000
- 5% should total annual program loss be less than \$10,000
- 7% should total annual program profit exceed breakeven but be less than \$10,000
- 8% should total annual program profit exceed \$10,000

Based on our projected loss for next year, Quest would earn 5% in a management fee.

I asked our attorney to update our contract with Quest incorporating the 3-year term and the tiered management fee structure. I have attached it for your review. Sections II, III and XIV were updated to reflect the new terms of our agreement.

Please see me if you have any questions.

Thanks

Item	Current Selling Price	Proposed 18-19 Selling Price
<b>Entrees</b>		
Lunch with Milk	\$ 3.95	\$ 4.20
Lunch with Water	\$ 3.95	\$ 4.20
Lunch with Juice	\$ 3.95	\$ 4.20
Entrée Only	\$ 3.20	\$ 3.50
Second Entrée w/lunch	\$ 2.50	\$ 2.50
Deli Sandwich	\$ 3.20	\$ 3.50
Entrée Salads	\$ 3.20	\$ 3.50
Panini Only	\$ 3.20	\$ 3.50
Sunbutter and Jelly Sandwich	\$ 1.75	\$ 1.75
Unlimited Fruit & Veggie Bar	\$ 3.20	\$ 3.50
Adult Meal	\$ 4.15	\$ 4.40
<b>Soup</b>		
Cup	\$ 1.50	\$ 1.50
<b>Sides</b>		
Bacon (3)	\$ 1.50	\$ 1.50
Baked Fries	\$ 1.50	\$ 1.50
Fresh Veggies	\$ 0.75	\$ 0.75
Garlic Toast	\$ 0.60	\$ 0.60
Small Fruit & Veggie Bar Bowl	\$ 1.50	\$ 1.50
<b>Sushi</b>		
California Sushi Only	\$ 6.00	\$ 7.00
California Sushi Meal	\$ 7.25	\$ 8.00
<b>Snacks</b>		
Animal Crackers	\$ 0.60	\$ 0.65
Bagels	\$ 1.25	\$ 1.25
Cheeze Its	\$ 0.60	\$ 0.65
Chips	\$ 1.15	\$ 1.15
Cookie	\$ 1.05	\$ 1.05
Cookie Sandwich (MM)	\$ 1.95	\$ 1.95
Cream Cheese	\$ 0.50	\$ 0.50
Fudge Bar	\$ 1.00	\$ 1.00
Goldfish	\$ 0.65	\$ 0.65
Granola Bar	\$ 1.00	\$ 1.00
Ice Cream Bar	\$ 1.00	\$ 1.00
Ice Cream Cup	\$ 1.00	\$ 1.00
Ice Cream Sandwich	\$ 1.50	\$ 1.50
Malt Cup (MM)	\$ 1.95	\$ 1.95

Nutri Grain Bar	\$ 1.00	\$ 1.00
Push Up	\$ 1.00	\$ 1.00
Snack Box	\$ 3.50	\$ 3.50
White Cheddar Popcorn	\$ 1.15	\$ 1.15
Yogurt Parfait (9 oz)	\$ 2.30	\$ 2.30
<b>Beverages</b>		
4 oz Juice	\$ 0.60	\$ 0.60
Fresh Fruit Smoothie (Homemade)	\$ 2.60	\$ 2.60
G2 Gatorade (4th-8th Grades)	\$ 1.50	\$ 1.50
La Croix	\$ 1.00	\$ 1.00
Milk Carton	\$ 0.60	\$ 0.60
Propel (4th-8th Grades)	\$ 1.50	\$ 1.50
V8 Fusion	\$ 1.50	\$ 1.50
Water 8 oz	\$ 0.60	\$ 0.60

Price increases are shown in bold

# Learn More About Our Menu

## Menu Items

\*The purchase of a hot meal includes: meal, fruit & veggie bar and either milk, water or 100% juice.\*

### **Carved BBQ Chicken with Wild Rice Blend and Honey Glazed Carrots**

Fresh chicken breast with BBQ sauce served with wild rice blend and honey glazed carrots.

### **Spaghetti and Meatballs or Marinara Sauce (Vegetarian)**

Spaghetti with beef meatballs in a marinara sauce (or without meatballs) served with honey glazed carrots. (Gluten, Egg)

### **Sweet and Sour Chicken over Rice with a Vegetable Egg Roll**

Tempura chicken breast tossed in sweet and sour sauce with peppers, onions, water chestnuts, broccoli and pineapple over white rice with a vegetable egg roll. (Gluten, Soy, Egg)

### **Cheese Tortellini with Alfredo Sauce and Steamed Spinach**

Cheese Tortellini with Alfredo Sauce and fresh steamed spinach served on the side. (Vegetarian) (Milk, Egg, Gluten)

### **Deluxe Beef Fajitas and Vegetable Fajitas**

Seasoned shredded roasted beef with peppers and onions in a tortilla accompanied by salsa, sour cream and guacamole with Spanish rice on the side. (Gluten, Dairy) Available without meat and with black beans for Vegetarians.

### **Cheese Ravioli & Marinara or Meat Sauce with Garlic Breadstick**

Square pillows of pasta filled with ricotta, mozzarella, Parmesan cheese, herbs and spices topped with marinara sauce (Vegetarian) or meat sauce (Wheat, Milk, Egg)

### **General Jane's Chicken**

Breaded chicken breast tossed in General Tso's sauce with Asian vegetable blend served over white rice with a vegetable egg roll. (Gluten, Soy, Egg)

### **Veggie Stir Fry**

Asian vegetables tossed in General Tso's sauce over white rice with a vegetable egg roll. (Gluten, Soy, Egg)

### **Homemade Beef Meatloaf with Mashed Potatoes and Organic Broccoli**

Scratch made all beef meatloaf with homemade mashed potatoes and steamed organic broccoli. (Gluten, Dairy)

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## Menu Items

\*The purchase of a hot meal includes: meal, fruit & veggie bar and either milk, water or 100% juice.\*

### **Homemade Macaroni and Cheese with Broccoli**

Macaroni noodles with scratch made three cheese sauce and steamed broccoli. (Gluten, Dairy)

### **Baked French Toast Sticks with Turkey Sausage Patties**

Baked French toast sticks served with turkey sausage patties. (Gluten, Egg, Milk)

### **Baked French Toast Sticks with Vegetarian Breakfast Patties**

Baked French toast sticks served with vegetarian breakfast patties. (Vegetarian) (Gluten, Egg, Milk, Soy)

### **SUSHI DAY**

Your choice of Vegetarian Roll which has avocado, carrots, cucumbers, rice and seaweed or California Roll with surimi, avocado, cucumber, rice and seaweed that was made that morning. Price is \$8.00 for meal.

### **Cheese Tortellini with Marinara Sauce**

Cheese Tortellini with marinara sauce. (Vegetarian) (Dairy, Egg, Gluten)

### **Rosemary Grilled Chicken Breast with Baked Potato and Mixed Vegetables**

Fresh chicken breast seasoned with rosemary and herb served with baked potato and butter and mixed vegetables. (Dairy)

### **Fettuccini Alfredo with Mixed Vegetables**

Fettuccini noodles with homemade alfredo sauce and mixed vegetables. (Gluten, Dairy)

### **Italian Beef Sandwich with Roasted Red Potatoes and Steamed Green Beans**

Roasted whole beef roast, shaved and seasoned then served on a hoagie roll with roasted red potatoes and steamed green beans. (Gluten, Dairy)

### **Penne with Basil Pesto and Steamed Green Beans**

Penne noodles with nut-free basil pesto and green beans. (Gluten, Dairy)

### **Beef & Broccoli Stir Fry over Brown Rice with a Vegetable Egg Roll**

Fresh inside round beef in teriyaki sauce with onions and broccoli over brown rice with a vegetable egg roll. (Gluten, Soy, Egg)

# Learn More About Our Menu

## Menu Items

\*The purchase of a hot meal includes: meal, fruit & veggie bar and either milk, water or 100% juice.\*

### **Sweet Potato & Broccoli Stir Fry over Brown Rice with a Vegetable Egg Roll**

Sweet potatoes, onions and broccoli in teriyaki sauce over brown rice with a vegetable egg roll. (Gluten, Soy, Egg)

### **Cheeseburger on Whole Wheat Bun with Roasted Carrots**

All beef hamburger with American Cheese on a whole wheat bun with lettuce and tomato served with roasted carrots. (Gluten, Soy, Dairy)

### **Vegetarian Black Bean Burger on Whole Wheat Bun with Roasted Carrots**

Black Bean Burger on a whole wheat bun with lettuce and tomato served with roasted carrots. (Gluten, Soy, Dairy)

### **Mini Buffalo Chicken Sliders with Carrot and Celery Sticks and Ranch**

Mini breaded chicken breasts tossed in mild buffalo sauce on a wheat bun with lettuce and tomato served with carrot and celery sticks and ranch dressing. (Gluten, Soy, Dairy)

### **Pesto Potato Gnocchi with Zucchini & Yellow Squash**

Potato gnocchi served with nut-free basil pesto and zucchini and yellow squash on the side. (Vegetarian) (Egg, Gluten, Dairy)

### **Popcorn Chicken Bowl**

Breaded chicken breast over homemade mashed potatoes and corn (Gluten, Dairy)

### **Cheese Tortellini with Marinara Sauce and Corn**

Cheese Tortellini with marinara sauce and fresh corn served on the side. (Vegetarian) (Dairy, Egg, Gluten)

### **Pancakes with Blueberry Compote and Bacon**

Pancakes with optional blueberry compote served with pork bacon and/or fluffy scrambled eggs. (Contains pork) (Gluten, Egg, Dairy)

### **Beef Stew with Vegetables**

Tender beef in a rich gravy with potatoes, carrots and celery. (Dairy, Gluten)

### **Grilled Cheese with Tomato Soup**

Grilled American Cheese sandwich on white bread and fresh made tomato soup with baked potato chips to add a crunch. (Vegetarian) (Dairy, Gluten)

### **Pizza Tuesday (weekly)**

**Cheese-** A slice of pizza from Viccino's served with fresh carrot sticks and ranch for dipping. (Vegetarian) (Gluten, Dairy). Pepperoni or Sausage Pizza also available.