

GLENBROOK HIGH SCHOOLS
Regular Board Meeting Monday August 10, 2015

TO: Dr. Mike Riggle

FROM: Kimberly L. Ptak

DATE: AUGUST 10, 2015

RE: FOOD SERVICES RECAP

The district has a rent-based agreement with Quest Food Services (Quest) 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. Quest also absorbs all credit card fees (estimated at \$42,000/year) and absorbs the cost of breakfast and lunch for low income students (\$170,000 lunch and \$15,000 breakfast). Below is a financial history of food services.

Year	Vendor	Net Rent
Through 1991	Managed in-house	Average loss per year: \$75,000
1992-2006	Sodexo	Average profit per year \$35,000
2007	Quest – traditional agreement	Profit: \$85,000
2008-2014	Quest – rent agreement	Average net rent: \$215,000
2015	Quest – rent agreement	Net rent: \$315,000

There is a \$1,126,720 fund balance in the food services fund. \$350,000 of this will be spent on new cooking lines which were put in this summer. The project was approved along with other summer facility projects at the April 27th board meeting.

BEVERAGE UPDATE

Beginning with the FY 14/15 school year, Quest modified its beverage selection to offer and promote healthier options. The price for bottled water was reduced from \$1.50 - \$1.75 to \$1.00. Soda pop and full sugar juices are only available in 12 ounce sizes, as opposed to 20 ounces. As a result of this initiative, it is estimated that water sales increased by 10-12%, while soda purchases dropped 8%. Feedback from students has been positive.

Attached is food services review provided by Quest.

Northfield HS District # 225

The Glenbrooks Food Service Review Information

2014- 2015 Beverage Program Update: very successful!

Water Usage in School year 2013-14 (approx.) LY - GBS 35,750 GBN 25,000

Water Usage in school year 2014-15 (approx.) TY - GBS 39,800 up 12% GBN 27,500 up 10%

Sugared Soda available was in 12 oz bottles only.

It is estimated that Sugared Soda purchased dropped about 8% from Last Year.

Other beverages within sugar and a calorie guidelines increased approx.. 9 % over last year, with many more choices now available.

Summary: Students are purchasing more water each year for past several years. Water is and will continue to be the cheapest option available to the students to encourage its consumption. Grams of Sugar and Calories per bottle of each beverage is posted for students to make good choices. New Healthy choices being added monthly as they are available.

Marketing Initiatives

Newly Designed Quest Corporate Concept logos will be initiated at the Glenbrooks this year. This more contemporary look will enable a myriad of marketing opportunities, and menu upgrades which will enhance the look and feel of our serveries, as well as better representing Quest's cutting edge "Fresh" approach to foods served "our kids"



Digital Monitors were installed last year in the East Side Panini line to creatively display the menus, pictures, and other information about that line. Our first step in "Techno Marketing" the offerings at the Glenbrooks.



Additionally, monitors are being considered in the Food Courts to replace the somewhat dated “Station Signs” that have indicated our different stations for several years. Replacing these “Station Signs” with the monitors will upgrade the image, as well as the functionality of the food court, as well as “cleaning up” the space. Featured on the Monitors will be:



New Air Curtain Merchandisers

(One of which has been at GBN for several years) will be featured at Glenbrook South this fall. This unit will be creatively stocked with popular entrée sized salads, yogurt parfaits, fresh fruit cups, fresh sandwiches, healthy Grab n Go items, Vegetarian Salad Shakers, and much more. These units will speed up our lunch lines, as well as give us the opportunity to offer and merchandise many more healthy options.

Newly Redesigned Action Stations for Creative Entrees “Made to Order”

This new line will feature cooking equipment visible to the students, and freshly prepared foods customized to their order and cooked while they watch! Induction Cooking skillets, Flat Grill, steam table and at GBS even a Char-Broiler, between the server and the students make this line very unusual and much more interactive than most any food service operation, and extremely rare in school food service.

Monitors will also be used in the newly redesigned Display Cooking “Action Stations” at each school where we will be featuring the following concepts / Foods throughout the next year.



Student Involvement is sought out and appreciated!

As soon as the project to redesign these Display Cooking lines were approved, we immediately asked for student involvement in the menu planning process, as well as accepting input as to naming the station. 10 students assembled to give input after school and gave us several great ideas to include in the new station. Some of those ideas were: Vegetarian Station, Mashed Potato/Baked Potato Bar, Sushi Bar, Made to order Sizzling Salads, Customized Wings Station, and Customized Mac and Cheese Station to name a few. These offerings to go along with the ultra- popular Pasta Toss and Omelets “Made to Order” that have been featured here daily for the past several years, makes this station a great place to get lunch for students and adults! Totally Interactive, Fresh and Wholesome offerings guided by Quest’s new Food Philosophy

2015 Niche National Rankings - Food Service Program

2015 Niche Ranking showed The Glenbrooks Food Service program ranks # 11 of over 3000 high schools Nation-Wide and # 2 in the state of Illinois! Rankings are based on what the parents and students surveyed think about the food program in their schools, healthy options being offered, along with cleanliness, variety and service to our customers.

Quest's New Mission, Vision and Values

Mission

Quest provides the communities we serve with fresh, high quality food, exceptional responsiveness and intensely personal service.

Vision

We are committed to creating the most enduring relationships in the industry by what we do and how we do it.

Values

INTEGRITY

Do the right thing at all times.

RESPONSIVENESS

We listen and respond quickly to provide the best solutions.

ACCOUNTABILITY

We do what we say, we will do and accept responsibility for the results.

RESPECT

We treat each other better than we expect to be treated ourselves.

EXCELLENCE

We deliver the best experience possible.