

The budget must address all line items. All indirect and overhead costs must be included in the Administrative Fee. If using a per meal/meal equivalent, the projections below are based on **89,243** meals/meal equivalents.

<b>REVENUES 2020-2021</b>	
<b>Cash Sales</b>	
Student Breakfast Sales	5,500
Student Lunch Sales	27,111
A-La-Carte Sales & Adult Sales	72,334
Special Event Sales	18,662
<b>Total Cash</b>	<b>\$123,606</b>
<b>Federal Reimbursement (Based on Current Rates)</b>	
Breakfast	39,039
Lunch	149,736
Snacks	
Commodities Received	11,733
<b>Total Reimbursements</b>	<b>200,508</b>
<b>*Total Revenue (Total Cash + Total Reimbursements) =</b>	<b>\$324,114</b>
<b>EXPENSES 2020-2021</b>	
<b>Food Costs</b>	
Gross Food Cost	115,758
Food Deposit Cost	
Food Delivery Costs	
USDA Foods Used	11,733
USDA Foods Delivery	
USDA Foods Processing	
<b>Total Food Cost</b>	<b>\$127,491</b>



<b>EXPENSES 2020-2021 (Continued)</b>	
<b>Labor Costs</b>	
<b>Total Labor Costs</b>	\$178,278
<b>FSMC Fees</b>	
Administrative Fee	22,730
Management Fee	9248
<b>Total FSMC Fees</b>	<b>\$31,979</b>
<b>Direct Costs</b>	
Paper, Disposable Goods & Chemicals	6,500
Replacement/Small wares	3300
Mileage	500
Insurance Expense	5162
Telephone	780
Office Supplies	
Postage	
Safety Supplies / PPE	
Uniforms & Laundry	
Tech Fee	5119
Menus Production/POS	4553
Marketing/Franchise & Décor, Site Promotions	
Equipment Repair	
Licenses	500
Digital Marketing Subscription	
Security background check	
Miscellaneous –training & development	1250
<b>Total Direct Costs</b>	<b>\$27,664</b>
Total Discounts, Rebates, Applicable Credits, Allowances or Incentives from FSMC Suppliers credited to SFA (7 CFR 210.21) NACOG FLAGSTAFF CREDIT	-\$10,000.00
<b>*Total Expenses</b>	<b>\$355,412</b>
<b>SURPLUS 2020-2021</b>	
<b>Food Services Surplus (Total Revenues – Total Expenses)</b>	<b>(\$31,298)</b>

\*Total Expenses= All Food Costs + All Labor Costs + All Fees + All Direct Costs – Total Discounts, Rebates, Applicable Credits, Allowances or Incentives from FSMC Suppliers credited to SFA



**2020-2021 Cost-Reimbursable Contract Renewal Amendment  
Schedule of Terms for the FSMC Guarantee**

The FMSC must describe in detail the Guarantee Return conditions, forecasting of cost, and settlement of losses and/or surpluses.

FSMC must select one.

**Guaranteed No Loss:** FSMC guarantees the SFA no loss for the operation of the food service program.

**Guaranteed Minimum Return:** FSMC guarantees the SFA a return no less than a certain dollar amount for the operation of the food service program.

The guarantee is based on the following conditions and assumptions remaining in effect for the School Year:

1. Serving 89,243 meals / meal equivalents
2. 180 service days
3. A la carte being sold at all sites

Guarantee Year	Amount
2020-2021	-\$31,298

