

## Full Year Analysis

### El Camino Real CHS

|                       |                |      |
|-----------------------|----------------|------|
| Meal Counts-Lunch     |                |      |
| Paid                  | 26380          |      |
| Reduced               | 12382          |      |
| Free                  | 39062          |      |
|                       | <b>77824</b>   | 60%  |
| Meal Counts-Breakfast |                |      |
| Paid                  | 13182          |      |
| Reduced               | 9311           |      |
| Free                  | 29213          |      |
|                       | <b>51706</b>   | 40%  |
| Total Meals           | <b>129530</b>  | 100% |
| Revenue               |                |      |
| Catering              | 6467           |      |
| Student Lunch         | 132987         |      |
| Student Bkfst         | 49729          |      |
| A la Carte            | 92416          |      |
| Adult Sales           | 5953           |      |
| Reimbursements        | 283376         |      |
|                       | <b>570928</b>  |      |
| Chartwells Exp        | <b>553,541</b> |      |
| Program Return        | <b>17,387</b>  |      |

## September Analysis

### El Camino Real CHS

|                |              |      |
|----------------|--------------|------|
| Breakfast      | 833          | 18%  |
| Lunch          | 3780         | 82%  |
| Total Meals    | <b>4613</b>  | 100% |
| Reimbursements | <b>15107</b> |      |
| Chartwells Exp | <b>15517</b> |      |
| Program Exp    | <b>-410</b>  |      |



El Camino Real  
Charter  
High School

Woodland Hills, CA

Gregory Wood <g.wood@ecrchs.net>

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## Meal Price Methodology

3 messages

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Arvia, Joseph <Joseph.Arvia@compass-usa.com>  
To: Gregory Wood <g.wood@ecrchs.net>  
Cc: "Pereira, Susan" <Susan.Pereira@compass-usa.com>

Thu, Oct 8, 2020 at 12:42 PM

Hi Greg,

I did some analysis of the budget and this verifies our conversation about the meal prices. When looking at a normal school year, there are several factors that justify the pricing strategy. Attached you will find an analysis of what a full school year would look like based on past years.

When applying the pricing to the current meal program, there are some things missing. Student revenue is gone (for paid and reduced priced meals), along with catering, a la carte and adult sales. These changes remove the supporting revenue streams that balance out the correlation between the fixed cost per meal breakfast and lunch rates and reimbursements. It is the mix of all revenue sources that help create a positive financial position for the school and right now that mix is incomplete.

Options: you could continue to offer lunch only, and discontinue breakfast during the SSO meal service. Once school resumes in person, the additional revenue from a la carte and adult sales will come back to financially support the program. You will have the option of staying on SSO and feeding all kids for free, likely through the end of the school year (depending on USDA waivers).

Please let me know if this helps, and if you want to talk through it more.

Thanks,

Joe



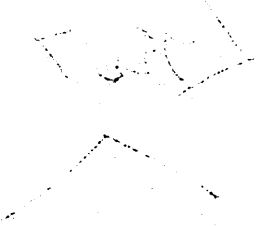
Joe Arvia | Regional Director of Operations | C. 425.375.4793

Joseph.Arvia@compass-usa.com

This email is subject to certain disclaimers, which may be reviewed via the following link.  
<http://www.compass-usa.com/disclaimer/>

8 Feb

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# FCCPM Invoice

Invoice Number: K40349045  
Invoice Date: Sep 30, 2020

**Bill To:** El Camino Real Charter School  
5440 Valley Cir Blvd  
Woodland Hills, CA 91367

**Remit To:** Chartwells Dining Services  
PO Box #50196  
Los Angeles, CA 90074-0196

Note:

| Description of Charge | Count | Billable Rate | Amount     |
|-----------------------|-------|---------------|------------|
| Breakfast             | 448   | 3.0700        | \$1,375.36 |
| Lunch                 | 2354  | 3.6700        | \$1,412.95 |
| Summer Breakfast      | 1,906 | 3.0700        | \$5,851.42 |
| Summer Lunch          | 2259  | 3.6700        | \$6,877.58 |

TERMS: Due on Receipt

|                  |                    |
|------------------|--------------------|
| Invoice Subtotal | \$15,517.31        |
| Less Deposit     | \$0.00             |
| <b>Total Due</b> | <b>\$15,517.31</b> |

|                   |              |               |              |
|-------------------|--------------|---------------|--------------|
| <u>PER MEAL</u>   | <u>LUNCH</u> | <u>B'FAST</u> | <u>TOTAL</u> |
| MEAL REIMB. COST  | \$ 3.845     | \$ 2.505      |              |
|                   | < 3.677      | < 3.077       |              |
| NET GAIN (LOSS)   | < 0.175      | < 0.565       | < 0.397      |
| MEALS             | 2259         | 2354          |              |
| TOTAL GAIN (LOSS) | \$ 393.53    | < 1330.01     |              |
|                   |              |               |              |
|                   |              |               | < 9367       |

**SSFO Claim For Reimbursement Summary**

06108-SN-19-CS  
**El Camino Real Alliance**  
 SCHOOL  
 5440 VALLEY CIRCLE BLVD  
 WOODLAND HILLS, CA 91367-5949  
 Vendor #: A6350Z  
 payment address

| Month/Year Claimed | Adjustment Number | Date Received | Date Accepted | Date Processed | Reason Code |
|--------------------|-------------------|---------------|---------------|----------------|-------------|
| Sep 2020           | 0                 | 10/06/2020    | 10/06/2020    |                | Original    |

**Sponsor Totals**

| Meal Type                                      | Meals/Supplements Served | Federal Rate | Reimbursement Federal Amount | State Rate | Reimbursement State Amount |
|--|--------------------------|--------------|------------------------------|------------|----------------------------|
| <b>National School Lunch/Supper</b>            |                          |              |                              |            |                            |
| Lunch  | 2,259                    | 3.5300       | 7,974.27                     | 0.2445     | 552.33                     |
| <b>Total</b>                                   | <b>2,259</b>             |              | <b>7,974.27</b>              |            | <b>552.33</b>              |
| <b>Performance-Based Reimbursement (Lunch)</b> |                          |              |                              |            |                            |
| Claimed  | 2,259                    | 0.0700       | 158.13                       | 0.0000     | 0.00                       |
| Adjusted                                       | 0                        | 0.0700       | 0.00                         | 0.0000     | 0.00                       |
| <b>Total</b>                                   | <b>2,259</b>             |              | <b>158.13</b>                |            | <b>0.00</b>                |
| <b>School Breakfast Program Severe Need</b>    |                          |              |                              |            |                            |
| Breakfast Severe Need                          | 2,354                    | 2.2600       | 5,320.04                     | 0.2445     | 575.55                     |
| <b>Total</b>                                   | <b>2,354</b>             |              | <b>5,320.04</b>              |            | <b>575.55</b>              |
| <b>Claim Reimbursement Total</b>               |                          |              | <b>13,452.44</b>             |            | <b>1,127.88</b>            |

3,775  
 .07  
 -----  
 3,845

\$ 2,505

| Sponsor Claim Reimbursement Totals   | Federal Reimbursement | State Reimbursement | Totals           |
|--------------------------------------|-----------------------|---------------------|------------------|
| Current Claim Reimbursement Total    | 13,452.44             | 1,127.88            | 14,580.32        |
| Previous Claim Reimbursement Total   | 0.00                  | 0.00                | 0.00             |
| <b>Net Claim Reimbursement Total</b> | <b>13,452.44</b>      | <b>1,127.88</b>     | <b>14,580.32</b> |

Show Site Meal Details

**SSO MEAL COUNTS EL CAMINO REAL CHARTER HIGH SCHOOL**

| September                 | Student Breakfast | Student Lunch | Total Meals | Daily Notes    |
|---------------------------|-------------------|---------------|-------------|----------------|
| 1                         | 40                | 40            | 80          |                |
| 2                         | 62                | 62            | 124         |                |
| 3                         | 62                | 62            | 124         |                |
| 4                         | Holiday           | Holiday       | 0           |                |
| 5                         | NO SERVICE        | NO SERVICE    | 0           |                |
| 6                         | NO SERVICE        | NO SERVICE    | 0           |                |
| 7                         | Holiday           | Holiday       | 0           |                |
| 8                         | 77                | 38            | 115         |                |
| 9                         | 40                | 40            | 80          |                |
| 10                        | 40                | 40            | 80          |                |
| 11                        | 40                | 39            | 79          |                |
| 12                        | NO SERVICE        | NO SERVICE    | 0           |                |
| 13                        | NO SERVICE        | NO SERVICE    | 0           |                |
| 14                        | 55                | 32            | 87          |                |
| 15                        | 32                | 32            | 64          |                |
| 16                        | 65                | 65            | 130         |                |
| 17                        | 65                | 65            | 130         |                |
| 18                        | 65                | 65            | 130         |                |
| 19                        | NO SERVICE        | NO SERVICE    | 0           | Weekend        |
| 20                        | NO SERVICE        | NO SERVICE    | 0           | Weekend        |
| 21                        | 65                | 33            | 98          | see notes      |
| 22                        | 251               | 251           | 502         |                |
| 23                        | 251               | 251           | 502         |                |
| 24                        | 251               | 251           | 502         |                |
| 25                        | 251               | 251           | 502         |                |
| 26                        | NO SERVICE        | NO SERVICE    | 0           | Weekend        |
| 27                        | NO SERVICE        | NO SERVICE    | 0           | Weekend        |
| 28                        | NO SERVICE        | NO SERVICE    | 0           | School Holiday |
| 29                        | 321               | 321           | 642         |                |
| 30                        | 321               | 321           | 642         |                |
| <b>TOTAL</b>              | <b>2354</b>       | <b>2259</b>   | <b>4613</b> |                |
| <b>TOTAL SERVING DAYS</b> |                   |               |             |                |

| Oct-20 | Student Break | Student Lunch | Total Meals | Daily Notes |
|--------|---------------|---------------|-------------|-------------|
| 1      | 321           | 321           | 642         |             |
| 2      | 321           | 321           | 642         |             |
| 3      | NO SERVICE    | NO SERVICE    | 0           | Weekend     |
| 4      | NO SERVICE    | NO SERVICE    | 0           | Weekend     |
| 5      | 321           | 321           | 642         |             |
| 6      | 402           | 402           | 804         |             |
| 7      | 402           | 402           | 804         |             |
| 8      | 402           | 402           | 804         |             |
| 9      | 402           | 402           | 804         |             |
| 10     | NO SERVICE    | NO SERVICE    | 0           | Weekend     |
| 11     | NO SERVICE    | NO SERVICE    | 0           | Weekend     |
| 12     | 402           | 402           | 804         |             |

9/16/2020 Bulk Meals served 4 Breakfasts and 4 Lunch for dates 9-16, 9-17,9-18 and 9/14/20520 Bulk Meals served 5 or 6 Breakfast depending on prior distribution day rung into POS to verify number of meals received. Covering dates9-15 (if not receive 9-16, 9-17,9-18 and 9-21. 9-21--BREAKFAST ONLY RECEIVED.  
 9/14 Bulk Meals Served 5 Lunch meals per meal packet.  
 Differential on 9/21 is due to switch to SSO on 9/16 and 9/14 recipients received on