Berlin-Boylston Regional School District
215 Main Street, Boylston, MA 01505
Nancy J Konisky, Director of Finance and Operations

Excess and Deficiency Certification:
The MA Department of Revenue's Division of Local Services (DLS) has reviewed the district's Excess and Deficiency (E&D) and balance sheet submission. As of July 1, 2023, DLS has certified the district's E&D for $500,600. The certification email from DLS and the supporting worksheet they provided are in the School Committee's Google Drive.

End of Year Financial Report:
Audit Results from Powers and Sullivan, LLC for the FY23 End-of-Year Financial Report are in the School Committee's Google Drive. There were no findings.

Food Service Bid:
The Food Service Bid was published on Monday, February 19, 2024, and the proposals were due Monday, March 18, 2024. We received one proposal from Whitsons Food Management Company, which has taken over our food service program since January. Their proposal is in the School Committee's Drive.

Summary of Proposal:

- Whitsons submitted their bid with a guarantee of a surplus of $8,000 in FY25. Guaranteeing a surplus means that if **the annual financial returns for the Food Service Program fall short of Whitson's guaranteed minimum amount ($8,000), they shall pay the difference to the school district.**
- The food service employees will remain BBRSD employees.
- The contract will be for one year (beginning July 1, 2024, and ending June 30, 2025) with the option for up to three (3) additional one-year renewals for a maximum of four (4) years.
- The district's highest revenue in the past three years has been $623,592. Whitsons is projecting $780,637 for FY25. The district's highest expense in the past three years has been $622,682. Whitsons is projecting $765,099 for FY25.
- These figures represent a 25% increase in revenue and a 23% increase in expenses. Whitson feels that this goal will be achievable and realistic.

I reviewed the P&L for the last three months. The month of January broke even. This was expected, as they provided food service management with little preparation time, and it took time to learn how each school operated and its processes. February had a profit of $8,402, and I am projecting a profit of $31,300 from March through the end of the school year. The P&L is provided in the School Committee's Google Drive.

In the drive, you will also find a comparison of sales for the FY23 school year vs the FY24 school year.

- January had an increase of 2,163 lunch meals and an increase of 1,879 breakfast meals
- February had an increase of 1,439 lunch meals and an increase of 1,394 breakfast meals
- March had an increase of 1,006 lunch meals and an increase of 1,553 breakfast meals

Rob Kilham, The Food Service Director, and Alyssa Charles, the District Manager from Whitsons, are here tonight to answer any questions you may have.

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