



West Orange
School District





- Geoffrey Bakelmun, Regional Support Specialist
- Frank Maschio, President
- Keith Leder, Regional Manager

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Who We Are

- Experience -

- Local Family Owned & Operated for 27 Years
 - Corporate Office in Chester Township, New Jersey
 - Frank Maschio, President & Ken Torchia, CEO
 - 204 School Districts in NJ, PA & FL
- Impeccable References
- Highest Client Retention Rate In NJ
- State Procurement Experts

Slide 2

 Maschio's Food Services, Inc.



- Quality Products -

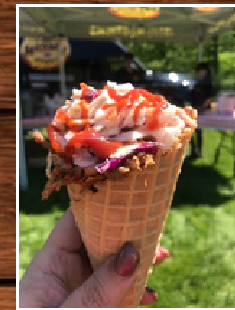
- Premium Products
- Vendor Inspections
- Reduce, Reuse, Recycle
- Locally Grown Produce
- Maschio's Trucking



A Dining Experience

- Promotions & Marketing -

- Farm to Tray Program
- Chef Days
- Display Cooking
- Student/Parent Advisory Committees
- Faculty Menus & Weekly Specials
- Faculty & Student Frequent Diner Rewards



- Our latest addition to the Maschio's promotional line-up is our Hickory Sticks BBQ Food Truck.
- Maschio's will bring the 'cue to you!
- Our Scheduled Food Truck Promotion days are an excellent option for Middle and High School students looking for that food truck experience!





Personnel

- Onsite Staffing Plan -

- All Current Employees Will Be Retained
 - All employees will receive a pay increases upon hire, 5 paid holidays, 8 sick/personal days and 2 emergency close days off per year, uniforms, safety shoes, 401K, life insurance, health insurance, unemployment benefit eligibility and a variety of Maschio's family perks
- Employee Engagement Programs
- Performance Evaluations
- Personal Development Plans

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 Maschio's Food Services, Inc.



Food Allergy

- Food Allergy Management Plan -

- Maschio's works in conjunction with individual schools and nurses to provide safe substitute meals
- Manufacturer ingredient labels specific to the safe substitute meal are provided to parents for approval
- Cross-Contamination Prevention Training will take place with cafeteria staff
- Parents and nurses will be notified as to when the safe substitute meal implementation begins once the cafeteria staff training takes place
- Carbohydrate Count Information is available on Maschio's website
- All Manufacturer Food Labels are located on Maschio's website
- An office-based Dietitian is always in the Maschio's office to field calls

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 Maschio's Food Services, Inc.



Financially Sound

- Lowest Total Cost -

- Projected Total Operating Costs \$3,289,728
- Lowest Management Fee \$140,000
 - \$495,850 savings over 5 years
- Highest Guaranteed Profit of \$321,826
- Emphasis on Breakfast Participation Growth
- Emphasis on Healthy Lunch and Culturally Diverse Lunch Options



Getting Started

- Start Up and Transition Plan -

- Communication Is Key
 - Transition Meeting with Administration
 - Employee Orientation Meeting
 - Principal Meetings
 - Back to School Night Meetings
- Who, What, When, Where
 - On-Site support pre-opening and post-opening



Thank You For Your Time,
Thank You For Your Trust!

