Maschio's Food Services, Inc.

Maschio's Proposal Overview





Newton Board of Education
2020-2021 RFP Scoring Criteria Index for Easy Reference

1. **Total Cost:** Proposal Response & State Agency Documents
2. **Guaranteed Return:** Proposal Response & State Agency Documents
3. **FSMCs capability, record of performance, and financial condition:** Executive Summary/Our Success/Our Clients/Our Experience
4. **Proposed onsite management:** Maschio's Proposal Overview, Company Profile & District Support
5. **The Food Service program proposed by the FSMC:** Executive Summary/Menu Planning/Nutrition Standards & Education/Marketing/Public Relations, **Maschio's Menus/Alternate Menus,**
6. **FSMC's Start Up/Transition Plan:** Maschio's Start Up/Transition Plan

References - letters attached

Bedminster Township Public School District Alicia M. Schauer, School Business Administrator	(908) 234-0768
Branchburg Township School District Theresa E. Linskey, School Business Administrator	(908) 722-3335
Chartertech High School for the Performing Arts Jill Carson, Business Administrator	(609) 926-7694
Educational Services Commission of Morris County Catarina Bilotta, School Business Administrator	(973) 540-8844
Foundation Academy Charter School Graig Weiss, Chief Executive Officer	(609) 920-9200
Hopatcong Board of Education Carolyn B. Joseph, Business Administrator	(973) 398-8801
Lawrence Township School District Jo Ann L. Groeger, Board Member	(609) 671-5500
Randolph Township Public Schools Gerald M. Eckert, School Business Administrator	(973) 361-0808
The Somerset Hills School District Heather Goguen, School Business Administrator	(908) 630-3018
Union County Educational Services Commissions Eric Larson, Business Administrator	(908) 233-9317
Washington Borough Public Schools Tim Mantz, Business Administrator	(908) 689-0241

Bedminster Township Public School District

BEDMINSTER TOWNSHIP PUBLIC SCHOOL DISTRICT
234 Somerville Road
Bedminster, NJ 07921
Telephone (908) 234-0768 Fax (908) 234-2318
www.bedminsterschool.org

Alicia Schauer
Business Administrator

Jennifer Giordano
Superintendent

Corby Swan
Principal

Dr. Jane Petrozzino, Ph.D.
Supervisor of Student Services

Todd St. Laurent
Vice Principal/
Curriculum Supervisor

January 21, 2019

Maschio's Food Services, Inc.
525 East Main Street
Chester, NJ 07930

Dear Mr. Maschio:

We are pleased to have Maschio's Food Services as our school lunch provider here at Bedminster Township School and wish to commend you on your outstanding service to our staff and students. Maschio's works hard each and every day to provide wholesome nutritious meals through a variety of options and choices. We are also grateful to your team for being an active participant during our school wellness week event each year by offering activities and seminars both inside and outside of the cafeteria for our students to take advantage of. Maschio's continues to be responsive to our school's needs and the management staff is always helpful and professional.

Keep up the great work!

Sincerely,

Alicia M. Schauer
School Business Administrator
Bedminster Township School

Branchburg Township School District

BRANCHBURG TOWNSHIP SCHOOL DISTRICT
"Excellence in Education"
240 Baird Road • Branchburg, New Jersey 08876-4200 • Fax (908) 526-6144
Theresa Linskey • *Business Administrator/Board Secretary*
(908) 722-3335

January 25, 2019

Mr. Frank Maschio
Maschio's Food Services, Inc.
525 East Main Street
Chester, New Jersey 07930

Dear Mr. Maschio:

On behalf of the Branchburg Township School District, I would like to take this opportunity to thank you for your outstanding food service program. Maschio's Food Service, Inc. was the provider when I started in the Branchburg Township School District five years ago. We have since renewed our contract with Maschio's for another five years. Maschio's has a stellar reputation of providing schools with outstanding nutritious lunches and offering a variety of choices.

The Director of Operations, the Area Supervisor and Staff are exceptional. They are always available to answer any questions we may have, and are eager to help us in any way they can. I would also like to commend the Site Supervisors, Cashiers and Cooks for their professionalism, their pleasant personalities and their eagerness to keep our district lunches running smooth.

Although Maschio's is already delivering an exceptional lunch program, your team is constantly exploring new menus and program ideas for the students. Maschio's Food Service, Inc. is creative, innovative and a step above the competition.

I would highly recommend them to any school district or organization.

If you have any questions, please feel free to contact me.

Sincerely,

Theresa E. Linskey

Theresa E. Linskey
School Business Administrator

Chartertech High School for the Performing Arts

CHARTERTECH
High School for the Performing Arts
413 New Road, Somers Point, NJ 08244

Brian McGuire, Ph.D., Principal/Lead Person
Erin Brown, Vice Principal of Artist Services
Jennifer Kaplan, Vice Principal of Curriculum, Instruction & Data
Jill Carson, Business Administrator
Jean Immler, Artistic Coordinator

bmcguire@chartertech.org
ebrown@chartertech.org
jkaplan@chartertech.org
jcarson@chartertech.org
jimmler@chartertech.org

413 New Road
Somers Point, NJ 08244
phone: 609-926-7694
fax: 609-926-8472

November 14, 2019

Dear Mr. Maschio:

I want to take this opportunity to offer sincere gratitude on behalf of Chartertech High School to Maschio's Food Services for their outstanding cafeteria program. They have enriched our food program with delicious new menu items along with offering a variety of meal options. Now many of our students who once brought their lunch from home are finding suitable choices in their school cafeteria. We are so pleased with the addition of fresh fruits and vegetables, even vegan options.

The days when the Chef is present have been really special and memorable with our student body and staff. The display of freshly prepared meals and taste sampling of new menu items aroused much enthusiasm in the cafeteria.

Please keep up the good work!

Sincerely,

Jill Carson

Business Administrator

20 YEARS

www.chartertech.org

Educational Services Commission of Morris County

Educational Services Commission *of* Morris County

"PROVIDING MODELS OF SHARED SERVICES FOR PUBLIC SCHOOL DISTRICTS"

P.O. BOX 1944 Morristown
New Jersey 07962-1944

Voice 973 540 8844
Fax 973 540 1746

www.escmorris.com

Angelo A. Vilardi, Ed.D.
Superintendent

Catarina Bilotta, MBA
Business Administrator

Kathryn F. Lucas, Ed.D.
Director of Special Services

Francis X. Romano
Director of Transportation

January 24, 2019

To Whom It May Concern:

We have used Maschio's Food Service in our district for the last several years. Our school consists of special needs children and Maschio's Food Service has and does a wonderful job offering high quality food and exemplary service to our students. The Maschio's representatives are pleasant, knowledgeable and always available upon request. We want to take this opportunity to thank Maschio's Food Service for their hard work and excellent service to our students.

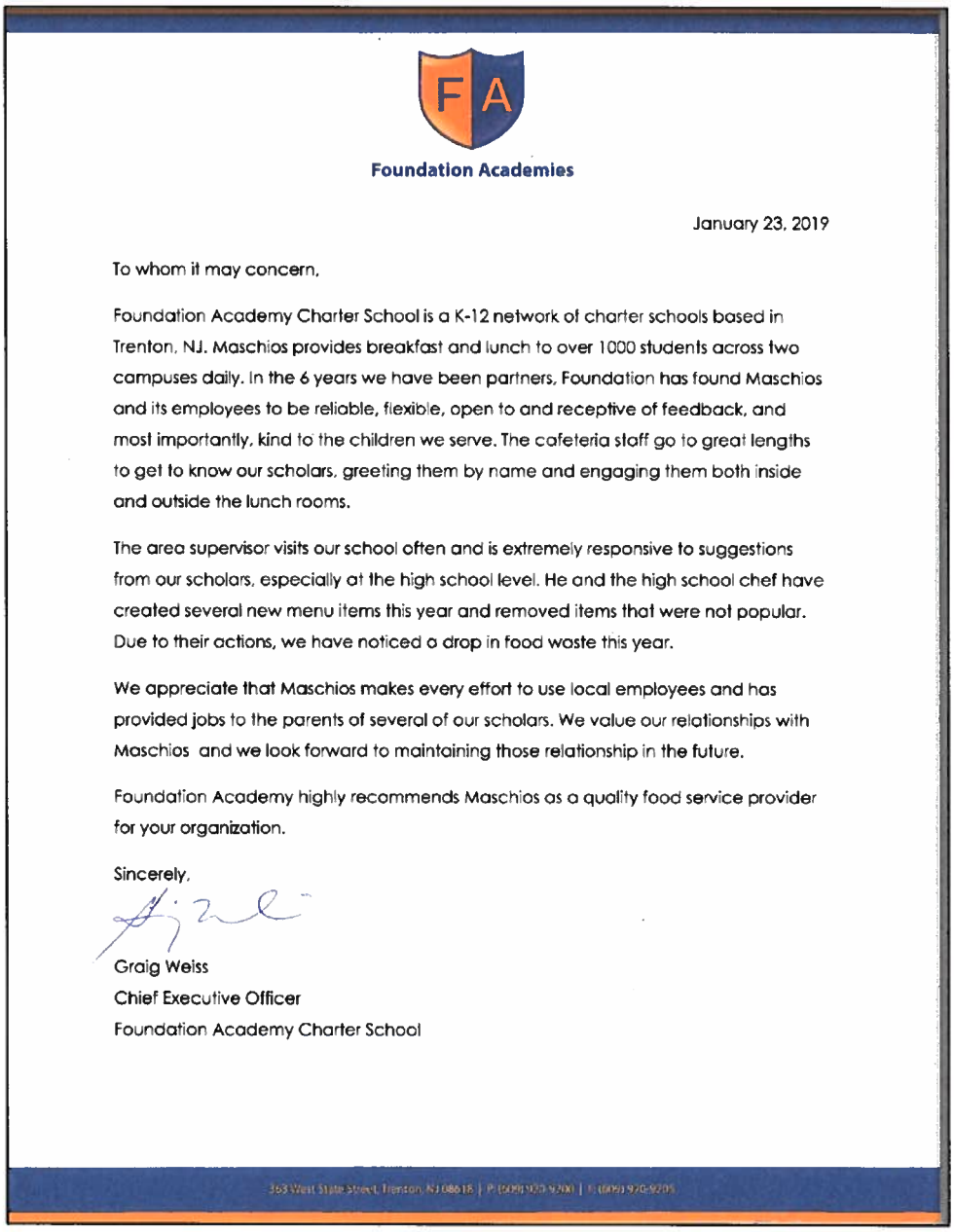
The Educational Services Commission of Morris County is very pleased with their services and highly recommend them to any school.

Please feel free to contact me with any questions you may have.

Sincerely,

Catarina Bilotta
School Business Administrator

Foundation Academy Charter School



Foundation Academies

January 23, 2019

To whom it may concern,

Foundation Academy Charter School is a K-12 network of charter schools based in Trenton, NJ. Maschios provides breakfast and lunch to over 1000 students across two campuses daily. In the 6 years we have been partners, Foundation has found Maschios and its employees to be reliable, flexible, open to and receptive of feedback, and most importantly, kind to the children we serve. The cafeteria staff go to great lengths to get to know our scholars, greeting them by name and engaging them both inside and outside the lunch rooms.

The area supervisor visits our school often and is extremely responsive to suggestions from our scholars, especially at the high school level. He and the high school chef have created several new menu items this year and removed items that were not popular. Due to their actions, we have noticed a drop in food waste this year.

We appreciate that Maschios makes every effort to use local employees and has provided jobs to the parents of several of our scholars. We value our relationships with Maschios and we look forward to maintaining those relationship in the future.

Foundation Academy highly recommends Maschios as a quality food service provider for your organization.

Sincerely,

Graig Weiss
Chief Executive Officer
Foundation Academy Charter School

Hopatcong Board of Education

Hopatcong Board of Education
P.O. Box 1029
2 Windsor Avenue
Hopatcong, New Jersey 07843
(973)398-8801 FAX (973)398-1961

Learning Today Leading Tomorrow

January 28, 2019

Mr. Frank Maschio, President
Maschio's Food Services, Inc.
525 East Main Street
Chester, New Jersey 07930

Dear Mr. Maschio:

It is with great pleasure I write this letter of recommendation for the services of Maschio's Food, Inc. The Hopatcong School District is located in the southern part of Sussex County in New Jersey. We are a Pre-K through 12 school district which has approximately 1,600 students. Our free and reduced lunch percentage is 24.7%. We offer breakfast and lunch five days a week during the school year.

Our district has contracted food services from Maschio's since the beginning of our outsourcing the school nutrition program five years ago. Your services are above average and your representatives are pleasant, genuine and professional. They are highly accommodating to our requests. We are provided with consistently good food and products along with up to date information on the federal food guidelines. Additionally, the staff is very reliable and trustworthy. I am very pleased with their services and I recommend Maschio's very highly to any school district.

If you have any questions, feel free to contact me.

Sincerely,

Carolyn B. Joseph
Business Administrator

Lawrence Township School District

-- Forwarded message ---------
From: **JoAnn Groeger** <JGroeger@ltps.org>
Date: Thu, Jan 24, 2019 at 9:54 PM
Subject: NJSBA program tonight
To: MaryBeth DiLorenzo <MDilorenzo@ltps.org>, Linda Dlabik <ldlabik@maschiofood.com>, Keith Leder <kleder@maschiofood.com>

You all are so amazing at what you do! Tonight's meal was outstanding from the presentation to each flavorful mouthful!! Thanks for your creativity and passion that was on display in the menu and the decorations. The Mercer County BOE members sure agreed, that Lawrence is a wonderful place due to your dedication, you all made us look awesome! Go team Lawrence!

Jo Ann L. Groeger
Lawrence Township Board of Education

2565 Princeton Pike
Lawrenceville NJ 08648

Randolph Township Public Schools

RANDOLPH TOWNSHIP PUBLIC SCHOOLS

25 SCHOOL HOUSE ROAD, RANDOLPH, NJ 07869

(973) 361-0808
(973) 361-2405 (FAX)

Jennifer A. Fano
Superintendent
jfano@rtnj.org

Gerald M. Eckert
School Business Administrator
geckert@rtnj.org

January 28, 2019

To Whom It May Concern:

Maschio's Food Service has providing our school lunch program for the last several years. Our district is very pleased with the school nutrition program they provide to our students. They have consistently been providing great food and service to our district.

Our board is very pleased that our program has been financially successful. Our Maschio's team is pleasant, helpful, knowledgeable and readily available.

Their commitment to quality and good nutrition is the backbone of their success in our district.

Sincerely,

Gerald M. Eckert
School Business Administrator
School Board Secretary

We commit to inspiring and empowering all students in Randolph Schools to reach their full potential as unique, responsible and educated members of a global society.

The Somerset Hills School District

The Somerset Hills School District

Gretchen Dempsey, Ed.D
Superintendent of Schools
908-630-3011
gdempsey@shsd.org

Jennifer Shouffler, Ed.D
Assistant Superintendent for Curriculum & Instruction
908-630-3014
jshouffler@shsd.org

Heather Goguen
Business Administrator Board Secretary
908-630-3018
hgoguen@shsd.org

January 18, 2019

To Whom It May Concern:

Maschio's Food Services has been in our district for several years now. We went out for RFP in the Spring of 2018 and awarded the contract to Maschio's again. They have consistently been providing the best food and products to our school nutrition program. The student participation is always consistently high, and students are enthusiastic about eating lunch!

The board is pleased that our program has been financially successful. The Maschio's representatives are both pleasant and knowledgeable and always available for a consultation. Their commitment to quality and good nutrition is very obvious in our program and we look forward to the future with Maschio's Food Services!

Sincerely,

Heather Goguen

Heather Goguen
School Business Administrator

25 Olcott Avenue ♦ Bernardsville, New Jersey 07924 ♦ Fax 908-953-0699

Union County Educational Services Commissions

UCESC
Building Partnerships for Tomorrow

Union County Educational Services Commission
45 Cardinal Drive
Westfield, New Jersey 07090
Phone: 908-233-9317
Fax: 908-233-7432
Transportation Fax: 908-518-1669

Terry Poppert
Superintendent
tfoppert@ucesc.org

Michael J. Kowalski
Assistant Superintendent
mkowalski@ucesc.org

Eric Larson
Business Administrator/
Board Secretary
elarson@ucesc.org

William C. Schaarschmidt
Transportation Coordinator
wschaarschmidt@ucesc.org

November 22, 2019

Maschios was instrumental in helping us improve our food service program. The Commission runs a unique food service program due to the types of programs we operate and Maschios brought expertise and creativity in helping us tailor the operations to suit our needs.

I have worked with Maschios at two other districts and in each case they've run not only an efficient and effective program, but are always there to help when issues arise or to provide assistance for anything from SOARS reviews to efforts in collecting delinquent student accounts.

Eric Larson

Eric Larson

Union County Educational Services Commission
www.ucesc.org

Washington Borough Public Schools

WASHINGTON BOROUGH PUBLIC SCHOOLS

Jacqueline Hassry, Superintendent of Schools **Tim Mantz, Business Administrator**

Memorial School ~ 300 West Stewart Street ~ Washington, NJ 07882 ~ Tel (908) 689-0241 ~ Fax (908) 689-8269
Taylor Street School ~ 16-24 Taylor Street ~ Washington, NJ 07882 ~ Tel (908) 689-0091 ~ Fax (908) 689-8273

January 30, 2019

To Whom It May Concern:

Maschio's Food Services has been in the Alpha, Greenwich Township, Pohatcong Township and Washington Borough school districts for several years now. They have consistently been providing quality food and products to our school nutrition program.

The days when the Chef has been present have been very well received by our student body. The display of freshly prepared meals and taste sampling of new menu items aroused much enthusiasm in the cafeteria.

All of the Boards are pleased that our program has been financially successful. The Maschio's representatives are pleasant and knowledgeable and consistently available for consultation. Their commitment to quality and good nutrition is obvious in our program and we appreciate the hard work and dedication to all of the districts.

Sincerely,

Tim Mantz
Business Administrator/Board Secretary