



KH Services, LLC  
P.O. Box 255 · Comstock Park, Michigan 49321  
Phone: (616) 425-9870 · Email: info@khfoodservices.com  
<http://www.khfoodservices.com>

## We put Food Service Directors in the driver seat for a successful school program!

Running a self-directed operation is a tough job.  
Are you the driver of an efficient operation?



Do you know where the money goes?  
What is the financial state of your program?

Who are you dependent on to keep track of your  
revenues and expenditures?



Is gathering and organizing information a long and difficult chore?  
Can you support your position when meeting with business officials?

## KH Services has the solution...

... a management tool for the self-directed operation called FSM!

Our powerful software replaces spreadsheets and binders with a simple to use tool.



With up-to-date information from your Point of Sale, purchases, and other sources you will enable educated decisions, know your P&L, and save time too!

We want your meal program to be successful. FSM is set up based on your needs. Training and support are always included and tailored to how your program operates.

Ask about our guarantee!

Is this a tool you could use?  
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### As a Partner

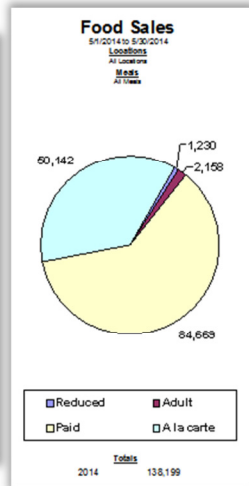
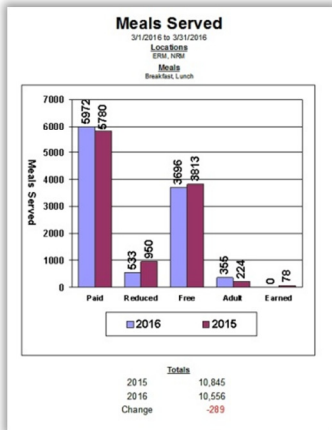
KH Services is a resource created to help support your program, not control it. We ensure your success by providing a tool to manage your operation. Read our testimonials and see what others are saying.

### FSM Tool

- Easy to use, putting you in the driver's seat
- Compliments any Point of Sale system
- Support for NSLP, SFSP and CACFP
- Make decisions based on real-time data
- Track and manage revenues and expenses
- Encourage checks and balances with Business Office
- Improve inter-school communication

2014 Budget Projections  
2-Year Outlook as of 4/30/2014

Account	2014 Actuals			2014 Year to Date Projection			2015			2016		
	Debt	Daily Avg	Year To Date	Debt	Skimmed	Proj	Debt	%Chg	Projection	Debt	%Chg	Projection
Adult Lunches	161	\$84	\$13,859	163	\$15,446	163	2.00	\$16,786	163	2.00	\$16,070	
ala carte lunch	161	\$3,407	\$443,977	163	\$623,533	163	2.00	\$636,008	163	2.00	\$648,728	
Grant / Reim	161	\$2,827	\$461,876	163	\$513,624	163	2.00	\$523,896	163	2.00	\$534,374	
Interest Revenue	161	\$0	\$0	163	\$0	163	2.00	\$0	163	2.00	\$0	
misc catering/fees	161	\$564	\$94,062	163	\$108,904	163	2.00	\$109,042	163	2.00	\$111,223	
state aid (Dunlap) bkt Check	161	\$392	\$63,129	163	\$71,756	163	2.00	\$73,191	163	2.00	\$74,656	
Student Lunches	161	\$3,483	\$660,741	163	\$637,364	163	2.00	\$660,111	163	2.00	\$663,113	
<b>Revenue Totals</b>			\$1,731,964		\$1,968,630			\$2,008,003			\$2,048,163	
Food Service Salaries	161	\$2,062	\$331,972	163	\$377,334	163	2.00	\$384,881	163	2.00	\$392,679	
Health Insurance	161	\$767	\$123,617	163	\$140,396	163	2.00	\$143,203	163	2.00	\$146,066	
Life Insurance	161	\$10	\$1,666	163	\$1,383	163	2.00	\$1,600	163	2.00	\$1,666	
Cover Supplier	161	\$92	\$14,766	163	\$14,762	163	2.00	\$17,118	163	2.00	\$17,660	
paper	161	\$484	\$77,996	163	\$83,663	163	2.00	\$90,426	163	2.00	\$92,334	
Retirement	161	\$641	\$138,336	163	\$153,829	163	2.00	\$166,908	163	2.00	\$169,043	
Secretarial Salaries	161	\$248	\$39,991	163	\$46,456	163	2.00	\$46,366	163	2.00	\$47,292	
<b>Expense Totals</b>			\$9,823		\$11,582,264			\$11,790,463			\$11,834,432	
<b>Expected Profit / (Loss)</b>					\$149,710			\$170,167			\$173,671	

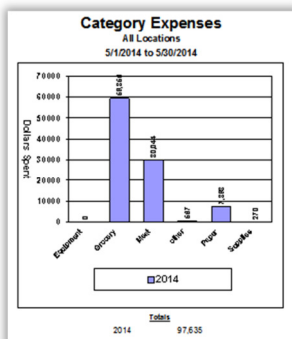


- Budget calculations with two-year projections
- Budget projections by fiscal account and expense
- Account management: Real-time P&L
- Itemize invoices by location for greater accountability
- Prevent duplicate invoice payments

**Percent of Revenue**  
March 2016 to April 2016

Month	Account Group	Amount	Percentage
March 2016	Revenue	\$234,606.27	
	Equipment	\$486.39	0.21%
	Food	\$95,595.28	40.75%
	Labor	\$150,406.50	64.11%
	Supplies	\$9,162.97	3.91%
April 2016	Revenue	\$170,331.67	
	Equipment	\$608.18	0.36%
	Food	\$67,608.42	39.69%
	Labor	\$82,060.62	48.18%
	Supplies	\$4,623.46	2.71%

- Break down expenses based on customized categories
- Track performance across years
- Clear and concise data views - Graphs, Reports, Spreadsheets



**Account Summary Statement**  
August 2009 to September 2009

Account #	Account Description	Amount
25R161	Interest Revenue	\$1,356.00
25R161	Student Lunches	\$7,726.25
25R162	Adult Lunches	\$2,110.25
25R164	ala carte ML	\$136,393.63
25R199	misc catering/fees	\$4,305.10
25R12010	state aid (Dunlap) bkt Check	\$9,549.56
25R14	Grant / Reim	\$43,869.75
<b>Revenue Total</b>		<b>\$273,400.74</b>
25E201190	Director/Manager	\$12,036.32
25E201650	Secretarial Salaries	\$4,280.74
25E201660	Food Service Salaries	\$18,676.75
25E201670	Costodian Salaries	\$902.84
25E201710	Life Insurance	\$669.00
25E201710	Health Insurance	\$45,777.40
25E2012020	Retirement	\$39,712.71
25E201870	FICA	\$9,976.80
25E201950	Fuel	\$106,661.68
25E201960	paper	\$13,179.66
25E2016410	Equipment	\$2,637.67
<b>Expense Total</b>		<b>\$259,739.57</b>
<b>Profit / (Loss)</b>		<b>\$13,661.17</b>

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