



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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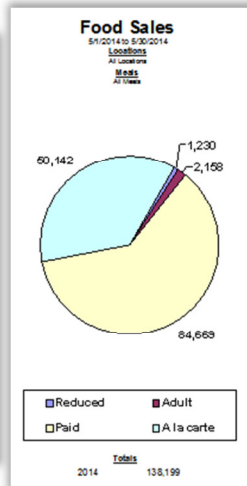
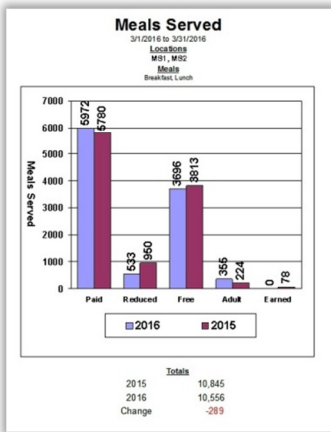
As a Partner

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

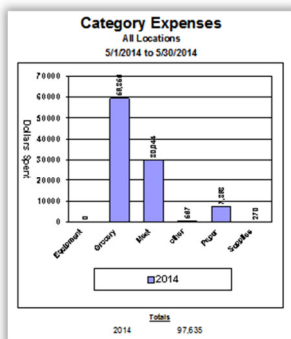
| Account | 2014 Actuals | | | 2014 Year to Date Projections | | | 2015 | | | 2016 | | |
|---------------------------------|--------------|-----------|--------------|-------------------------------|-------------|------|------|-------------|------|------|-------------|--|
| | Debt | Daily Avg | Year To Date | Debt | Skimmed | 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 | |
| Site center lunch | 161 | \$3,407 | \$443,977 | 163 | \$623,533 | 163 | 2.00 | \$656,008 | 163 | 2.00 | \$648,728 | |
| Grant / Reim | 161 | \$2,827 | \$481,876 | 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 | \$94,052 | 163 | \$108,904 | 163 | 2.00 | \$109,042 | 163 | 2.00 | \$111,223 | |
| state aid (Dunand) / del 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 | |
| Revenue Totals | | \$10,756 | \$1,731,964 | | \$1,968,630 | | | \$2,006,003 | | | \$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 | \$83,653 | 163 | 2.00 | \$90,426 | 163 | 2.00 | \$92,534 | |
| Retirement | 161 | \$641 | \$108,336 | 163 | \$153,829 | 163 | 2.00 | \$166,908 | 163 | 2.00 | \$160,043 | |
| Secretarial Salaries | 161 | \$248 | \$39,991 | 163 | \$48,456 | 163 | 2.00 | \$46,366 | 163 | 2.00 | \$47,292 | |
| Expense Totals | | \$9,823 | \$1,582,264 | | \$1,790,463 | | | \$1,834,432 | | | \$1,871,121 | |
| Expected Profit / (Loss) | | | \$149,700 | | \$178,167 | | | \$171,571 | | | \$177,042 | |



- 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

| 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 | \$170,331.57 | |
| | 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 # | Account Description | Amount |
|------------|-----------------------------|--------------|
| 20R161 | Interest on Revenue | \$2,200.00 |
| 20R1611 | Lunches - Student | \$61,697.10 |
| 20R1612 | Lunches - Adult | \$2,345.00 |
| 20R1613 | All A La Carte - Misc | \$1,503.37 |
| 20R1690 | Catering / Parties | \$5,107.40 |
| 20R31010 | State Money | \$667.20 |
| 20R4140 | Grants + Reimbursements | \$71,253.96 |
| 9400 | Trust Fund | \$0.00 |
| | Revenue Total | \$165,966.83 |
| 20E201160 | Salary - Director/Manager | \$1,317.46 |
| 20E2011601 | Salary - Secretarial | \$3,426.62 |
| 20E2011602 | Salary - Food Service Staff | \$32,462.84 |
| 20E2011603 | Salary - Custodian | \$2,616.64 |
| 20E2012101 | Benefit - Life Insurance | \$275.31 |
| 20E2012102 | Benefit - Health Insurance | \$9,737.07 |
| 20E2012103 | Benefit - Retirement | \$6,000.68 |
| 20E2013104 | Benefit - FICA | \$3,134.50 |
| 20E2014120 | Equipment - Contracted | \$2,355.71 |
| 20E2015010 | Food | \$66,849.79 |
| 20E2016040 | Paper | \$5,149.43 |
| 20E2016900 | Other Supplies | \$1,459.14 |
| 20E2016410 | Equipment - Maintenance | \$9.00 |
| | Expense Total | \$165,766.80 |
| | Grass | \$3,323.97 |

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