Feb. 11, 2018

Meeting Minutes Food Service Advisory Committee

Attending

Matt Markovic, Joel Willett, Travis Doak, Drew Simon, Chris Smith, Bailey Howell, Amie Kroes, Michael Wood, Matthew Barnes, Ashley Safar, Jessica Itiaba, Rachel Cooper, Allan Hewitt, Noel Savage (on phone)

Additional Distribution

Associate VP, Student Services, Kristi Kerford VP, Finance and Admin, Brian Baker President's Advisory Committee Student Member

Announcements

M. Markovic welcomed all members new and returning and shared terms of reference.

• Minutes will now be kept in place of "notes" although it appears this is semantics as notes were held in same light with action items and take a ways.

Presentation Michael Wood

Presented sales for first semester (Fall 2017, see attached) highlights include.

- No growth Oct. (strike related) Tim's down 20%, Steele Centre down 8%, overall down 20%
- Break Time closed for strike period, other times sales down 20%
- December saw some growth year over year Overall Sutherland growth up 34%
- January Growth Brealey Eats up 28%, Tim's up 32%, Steele Centre up 91%

Challenges for Aramark @Fleming:

- Staffing through strike period and replacing staff that left
- January staffing challenges with staff out with flu Temporary staff used with some success
- Sales at Tim's down may be due to service levels (Thanks to College Community for patience)

Student Jessica I. asked about food from other sources being brought onto campus?

Discussion

Mike and Travis shared that there was an exclusivity agreement with the college and that Aramark should be providing all on campus food service and catering except when they are unable to deliver what is requested, this is sometimes referred to as "First Right of Refusal".

For special events like the Farmers Market other arrangements have been made with the College and Aramark agreeing that this has other benefits for the College Community and does not directly compete with Aramark. The college may charge for space on campus for outside vendors or it may be charged through the organizing department. When Fulfords (culinary program) used the Brealey Eats space a commission is paid to Aramark.

Meal Plan Sales

(See attached) Staff Meal Plans sales currently at 28- Would like to grow this.

Jessica I. asked if the staff program included "student Staff" and it was determined that it did.

Travis D. shared that the program was initially focused on faculty as they have traditionally been identified as not eating on campus regularly. The success allowed a roll out to all College staff.

Aramark Promotions

Food sales promotions include the following:

- January Hug a Coke Machine, gave away 25 Cases of Coke
- February Epic Burger Specials and price breaks, Express Sandwiches, Carnival Food Day allowed Aramark to showcase some of their offerings and nutritional information while providing free food and food specials. Part of the Aramark "giving back"
 - More than 500 connections made with customers
 - o 500 cotton candy given away
 - 97 emails received with feedback
 - o Apple Poutine sold out
- Coming Promotions Coke Mini Fridge Giveaway! upcoming promotions will be tied to getting more customer feedback
- Before end of Feb. Tim's will be offering a Free Coffee promo.
- Frito-Lay Sampling in Feb/March
- Market Place Promotion- Additional Menu items with new Grill installed Offering more meal options to Residence students
- Aramark Dietary Intern will return to campus with plans to offer "cooking classes" and "nutritional updates". Other ideas included "Eating on a Budget"

Customer Feedback & Surveys

- There is a plan to solicit customer feedback through surveys Alan H. suggested that surveys are "Hit & Miss" and should be conducted in a manner that reaches all times and offerings.
- Aramark launching a Secret Shopper Program to ensure service delivery is meeting the guidelines set out by Aramark and the College.

• Mike W. suggested that focus groups have had good success if they can be pulled together from all user groups

Food Security

Questions have been asked about Food Security on campus and SAC shared that we offer a Good Food Box program and we continue to promote and support healthy food choices through our social media posts and offer 2x monthly Breakfast Programs to students on the go.

Roundtable

Sutherland Updates – is there a possibility that the portables are affecting sales? This was discussed and it did not appear that they were.

Smokes Poutine- has proven to be popular and sales have indicated this.

Sales and offerings at Market Place Grill have improved and Aramark hopes to continue this growth and popularity. Students present who live in residence agree.

Breaktime now has a Starbucks Machine in place and it is popular, offering specialty coffees.

Umami- sales have been growing and offerings are getting good reviews with new prep program.

Travis shared that Aramark has continued to invest in the campus offerings as part of their agreement with the college. These investments include \$30,000 + in Smokes and a considerable investment at Market Place

Reading Break and Holiday hours - See Attached

International Food Options on Campus – his has been addressed although tough to duplicate authentic offerings, Aramark will continue to work on this.

Student Rachel has compiled a list of potential dishes supplied by students in her classes. Mike W. shared that with new nutritional guidelines new menu items are tough to try prior to doing a complete breakdown on nutritional status.

Signage in the evenings should be increased to ensure all students are aware that Breaktime is open, this includes students in heavily used D Wing

Rachel (student) Asked are students able to work with Aramark? Mike W. shared that yes they are if schedules allow. Provide resume to any cashier or send to Mike W. Currently there are 5 p/t students working with Aramark.

Student Requests – Is it possible to have a "Cinnamon Shaker" at coffee outlets?

Is it possible to have Small Chocolate milk offered on campus?

New Vending Machines to be deployed in KTTC with sandwiches and Grab and Go options.

Coca Cola is asking about "Sparkling Water" sales on campus Mike W. said this would be presented to students to see if this is what is wanted by students.

Travis D. introduces the idea of a beverage exclusivity on campus for Coke, this would include a financial benefit for the college and could be in the \$10,000 + range.

Chris S. asked if this would be shared with SAC as we are stake holders in the food service offerings on campus.

Travis said he would provide more information to SAC as it became available.

Reusable Food Containers – this would be a joint initiative with college and Aramark- there is a possibility to try a small rollout of a Cupanion style program is all agree to support financially.

Aramark is making a concerted effort to provide more whole food prepared in-house, this is a much healthier way to eat.

Tim's "Roll up the Rim" program is running, this Tim's is a non-traditional location and may not have all advertised offerings seen on TV or in other media.

Mike W. asked when does College get enrollment numbers so they can staff appropriately and provide the best service possible with minimal line ups. College faculty and staff shared that this is a struggle for everyone and efforts would be made by Travis D. to get numbers to Mike when available.

	ARAMARK SALES		2014		2015		2016		2017	Growth
			Brealey E	ate	2015		2010		2017	GIOWLI
Pan Geo's	Sales	\$	2,709.00	s (2,643.21	\$	26,095.96	\$	561.54	-98%
rail Geo S	Trans Count	Ş	2,709.00	Ş	437	Ş	20,095.90	Ş	88	-987
	Avg Check	\$	5.66	\$	6.05	Ś	58.13	\$	6.36	-89%
	Daily Average	Ś	135.45	Ś	125.87	\$	1,304.80	\$	28.08	-98%
	Dury Average	Ŷ	133.13	Ŷ	123.07	Ŷ	1,50 1.00	Ŷ	20.00	50/
Miso (Benne)	Sales	\$	6,647.00	\$	7,568.64	\$	7,235.70	\$	1,398.12	-81%
	Trans Count	T	849	-	967	T	768	Ŧ	145	-81%
	Avg Check	\$	7.83	\$	7.83	\$	9.42	\$	9.61	2%
	Daily Average	\$	332.35	\$	360.41	\$	361.78	\$	69.91	-81%
	, ,									
Extreme Pita	Sales	\$	15,173.00	\$	20,226.00	\$	16,740.00	\$	3,093.00	-82%
	Trans Count		1473		1878		1321		1657	25%
	Avg Check	\$	10.30	\$	10.77	\$	12.67	\$	1.87	-85%
	Daily Average	\$	758.65	\$	963.14	\$	837.00	\$	154.65	-82%
Other	Sales	\$	32,167.00	\$	35,668.00	\$	42,569.00	\$	8,367.00	-80%
(Cold Bev, Hot Bev, Grab n Go)	Trans Count		6956		6771		6095		-256	-104%
	Avg Check	\$	4.62	\$	5.27	\$	6.98	\$	(32.69)	-568%
	Daily Average	\$	1,608.35	\$	1,698.48	\$	2,128.45	\$	418.35	-80%
Total Brealey Eats	Sales	\$	56,696.00	\$	66,105.85	\$	59,309.00	\$	11,460.00	-81%
	Trans Count		9757		10053		8633		1635	-81%
	Avg Check	\$	5.81	\$	6.58	\$	6.87	\$	7.01	2%
	Daily Average	\$	2,834.80	\$	3,147.90	\$	2,965.45	\$	573.00	-81%
Tim Hortons	Sales	\$	87,268.00	\$	104,135.00	\$	96,544.00	\$	33,083.00	-66%
	Trans Count		25026		28956		26670		9014	-66%
	Avg Check	\$	3.49	\$	3.60	\$	3.62	\$	3.67	1%
	Daily Average	\$	4,363.40	\$	4,958.81	\$	4,827.20	\$	1,654.15	-66%
			Steele Cer	nter						
Pizza Pizza	Sales	\$	32.474.00	Ś	37,803.00	\$	36,241.00	\$	3.545.00	000/
		т	52,474.00	Ŷ	57,805.00	Ŷ	50,211.00		3,343.00	-90%
	Trans Count	-	5798		6704	Ŷ	6403		620	
	Trans Count Avg Check	\$	-,		,	\$,	\$	-,	-90%
		Ĺ	5798		6704		6403	; \$	620	-90% 1%
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Epic Burger	Avg Check Daily Average Sales Trans Count	\$ \$ \$	5798 5.60 1,623.70 15,627.00 2153	\$ \$ \$	6704 5.64 1,800.14 21,749.00 2955	\$ \$ \$	6403 5.66 1,812.05 21,768.00 2934	\$	620 5.72 177.25 3,353.00 383	-90% 1% -90% -85% -87%
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Total Steele Center Breaktime	Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	5798 5.60 1,623.70 2153 7.26 781.35 48,101.00 7,951.00 6.05 2,405.05 2,405.05 29,340.00 8136 3.61 1,467.00 21,386.00 2744 7.79	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	6704 5.64 1,800.14 21,749.00 2955 7.36 1,035.67 59,552.00 9659 6.17 2,835.81 32,676.00 8724 3.75 1,556.00 53,826.00 5770 9.33	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	6403 5.66 1,812.05 21,768.00 2934 7.42 1,088.40 58,009.00 9337 6.21 2,900.45 27,410.00 7290 3.76 1,370.50 46,890.00 5031 9.32	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	620 5.72 177.25 3,353.00 383 8.76 167.65 6,898.00 1003 6.88 344.90 (1,991.00 523 3.81 99.55 18,056.00 1829 9.87	-90% 1% -90% -85% -85% -85% -88% -88% -88% -88% -88
Total Steele Center Breaktime	Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Sales Trans Count	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	5798 5.60 1,623.70 15,627.00 2153 7.26 781.35 48,101.00 7,951.00 6.05 2,405.05 29,340.00 8136 3.61 1,467.00 21,386.00 2744	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	6704 5.64 1,800.14 21,749.00 2955 7.36 1,035.67 59,552.00 9659 6.17 2,835.81 32,676.00 8724 3.75 1,556.00 53,826.00	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	6403 5.66 1,812.05 21,768.00 2934 7.42 1,088.40 58,009.00 9337 6.21 2,900.45 27,410.00 7290 3.76 1,370.50 1,370.50	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	620 5.72 177.25 3,353.00 383 8.76 167.65 6,898.00 1003 6.88 344.90 (1,991.00 523 3.81 99.55 (18,056.00 1829	-90% 1% -90% -85% -85% -85% -88% -88% -88% -89% 11% -88% -93% -93% -93% -93% -61% -61% -64% 6%
Total Steele Center Breaktime Marketplace	Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	5798 5.60 1,623.70 2153 7.26 781.35 48,101.00 7,951.00 6.05 2,405.05 2,405.05 2,405.05 29,340.00 8136 3.61 1,467.00 21,386.00 21,386.00 2744 7.79 1,069.30	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	6704 5.64 1,800.14 21,749.00 2955 7.36 1,035.67 59,552.00 9659 6.17 2,835.81 32,676.00 8724 3.75 1,556.00 53,826.00 53,826.00 5770 9.33 2,563.14	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	6403 5.66 1,812.05 21,768.00 2934 7.42 1,088.40 58,009.00 9337 6.21 2,900.45 27,410.00 7290 3.76 1,370.50 46,890.00 5031 9.32 2,344.50	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	620 5.72 177.25 3,353.00 383 8.76 167.65 6,898.00 1003 6.88 344.90 523 3.81 99.55 18,056.00 1829 9.87 902.80	-90% 1% -90% -85% -87% 18% -85% -88% -88% -88% -88% -93% -93% -93% -93% -93% -93% -61% -61%
Total Steele Center	Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Sales Trans Count Avg Check Daily Average	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	5798 5.60 1,623.70 2153 7.26 781.35 48,101.00 7,951.00 6.05 2,405.05 2,405.05 2,405.05 2,405.05 2,405.00 21,386.00 21,386.00 21,386.00 2744 7.79 1,069.30	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	6704 5.64 1,800.14 221,749.00 2955 7.36 1,035.67 59,552.00 9659 6.17 2,835.81 32,676.00 8724 3.75 1,556.00 53,826.00 53,826.00 53,826.00 5770 9.33 2,563.14	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	6403 5.66 1,812.05 21,768.00 2934 7.42 1,088.40 3337 6.21 2,900.45 2,900.45 3.76 1,27,410.00 7290 3.76 1,370.50 46,890.00 46,890.00 5031 9.32 2,344.50	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	620 5.72 177.25 3,353.00 383 8.76 167.65 6,898.00 1003 6.88 344.90 523 3.81 99.55 18,056.00 1829 9.87 902.80	-90% 1% -90% -85% -87% 18% -85% -88% -88% -88% -93% -93% -93% -93% -93% -61% -61% -75%
Total Steele Center Breaktime Marketplace	Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	5798 5.60 1,623.70 2153 7.26 781.35 48,101.00 7,951.00 6.05 2,405.05 2,405.05 2,405.05 29,340.00 8136 3.61 1,467.00 21,386.00 21,386.00 2744 7.79 1,069.30	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	6704 5.64 1,800.14 21,749.00 2955 7.36 1,035.67 59,552.00 9659 6.17 2,835.81 32,676.00 8724 3.75 1,556.00 53,826.00 53,826.00 5770 9.33 2,563.14	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	6403 5.66 1,812.05 21,768.00 2934 7.42 1,088.40 58,009.00 9337 6.21 2,900.45 27,410.00 7290 3.76 1,370.50 46,890.00 5031 9.32 2,344.50	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	620 5.72 177.25 3,353.00 383 8.76 167.65 6,898.00 1003 6.88 344.90 523 3.81 99.55 18,056.00 1829 9.87 902.80	90% 90% 1% 90% 85% 85% 88% 88% 88% 88% 93% 93% 93% 93% 93% 93% 93% 61% 61% 61% 61% 75

			2014		2015		2016		2017	Growth
	l	_	Brealey E	-te			2010		2017	Growth
	Salac	ć	-			ć	2 050 72	ć	2 654 50	770
Pan Geo's	Sales Trans Count	\$	2,709.00 479	\$	2,643.21 437	\$	2,059.72 390	\$	3,654.50 670	779
		ć	-	ć	-	ć		ć		
	Avg Check	\$	5.66	\$	6.05	\$	5.28	\$ ¢	5.45	3%
	Daily Average	\$	135.45	\$	125.87	\$	108.41	\$	166.11	53%
Miso (Benne)	Sales	\$	6,647.00	\$	7,568.64	\$	5,612.74	\$	10,354.43	84%
	Trans Count		849		967		667		1105	66%
	Avg Check	\$	7.83	\$	7.83	\$	8.41	\$	9.37	11%
	Daily Average	\$	332.35	\$	360.41	\$	295.41	\$	470.66	59%
Extreme Pita	Sales	Ś	15,173.00	Ś	20,226.00	Ś	11,394.00	Ś	16,325.00	439
	Trans Count		1473	Ŧ	1878	Ŧ	1147	Ŧ	1657	449
	Avg Check	\$	10.30	\$	10.77	\$	9.94	\$	9.85	-19
	Daily Average	\$	758.65	\$	963.14	\$	599.68	\$	742.05	249
Other	Color	ć	22 167 00	ć	25 669 00	ć	40.099.00	ć	70 697 00	700
Other	Sales Trans Count	Ş	32,167.00 6956	Ş	35,668.00 6771	Ş	40,099.00	Ş	70,687.00 8981	769
(Cold Bev, Hot Bev, Grab n Go)	Avg Check	\$	4.62	\$	5.27	\$		ć	7.87	49
	Daily Average	\$ \$	4.62	\$ \$	5.27 1,698.48	\$ \$	7.58 2,110.47	\$ \$	3,213.05	49 529
Total Brealey Eats	Sales	\$	56,696.00	Ş	66,105.85	Ş	51,493.00	\$	87,012.00	69%
	Trans Count	_	9757		10053		7495		12413	66%
	Avg Check	\$	5.81	\$	6.58	\$	6.87	\$	7.01	29
	Daily Average	\$	2,834.80	\$	3,147.90					#DIV/0!
Time Hawkeye	Calaa		07 200 00	ć	104 125 00	ć	95 532 00	ć	105 241 00	220
Tim Hortons	Sales	Ş	87,268.00 25026	Ş	104,135.00	Ş	85,533.00 23628	Ş	105,341.00	239
	Trans Count	<u>,</u>		ć	28956	ć		ć	28703	219
	Avg Check Daily Average	\$ \$	3.49 4,363.40	\$ \$	3.60 4,958.81	\$ \$	3.62 4,501.74	\$ \$	3.67 4,788.23	19
	Dally Average	ç	4,303.40	Ş	4,930.01	Ş	4,301.74	ې	4,700.23	0/
			Steele Ce	nte	r					
Pizza Pizza	Sales	\$	32,474.00	\$	37,803.00	\$	25,900.00	\$	29,309.00	139
	Trans Count		5798		6704		4576		5124	129
		\$	5.60	\$	F C 4	\$	5.66	\$	5.72	19
	Avg Check	Ŷ	5.00	ç	5.64					
	Avg Check Daily Average	\$	1,623.70	\$	1,800.14	\$	1,363.16	\$	1,332.23	-29
Epic Burger	Daily Average		1,623.70	\$	1,800.14					
Epic Burger	Daily Average Sales		1,623.70 15,627.00	\$	1,800.14 21,749.00		20,063.00		25,594.00	289
Epic Burger	Daily Average Sales Trans Count	\$	1,623.70 15,627.00 2153	\$	1,800.14 21,749.00 2955	\$	20,063.00 2704	, \$	25,594.00 2922	289 89
Epic Burger	Daily Average Sales		1,623.70 15,627.00	\$	1,800.14 21,749.00	\$	20,063.00		25,594.00	285 85 185
	Daily Average Sales Trans Count Avg Check Daily Average	\$ \$ \$ \$ \$	1,623.70 15,627.00 2153 7.26 781.35	\$ \$ \$ \$	1,800.14 21,749.00 2955 7.36 1,035.67	\$ \$ \$	20,063.00 2704 7.42 1,055.95	\$ \$ \$	25,594.00 2922 8.76 1,163.36	289 85 189 109
	Daily Average Sales Trans Count Avg Check Daily Average Sales	\$ \$ \$ \$ \$ \$ \$	1,623.70 15,627.00 2153 7.26 781.35 48,101.00	\$ \$ \$ \$	1,800.14 21,749.00 2955 7.36 1,035.67 59,552.00	\$ \$ \$	20,063.00 2704 7.42 1,055.95 45,963.00	\$ \$ \$	25,594.00 2922 8.76 1,163.36 54,903.00	289 89 189 109
	Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,623.70 15,627.00 2153 7.26 781.35 48,101.00 7,951.00	\$ \$ \$ \$ \$	1,800.14 21,749.00 2955 7.36 1,035.67 59,552.00 9659	\$ \$ \$ \$	20,063.00 2704 7.42 1,055.95 45,963.00 7280	\$ \$ \$ \$	25,594.00 2922 8.76 1,163.36 54,903.00 8046	289 89 189 109 199
	Daily Average Sales Trans Count Avg Check Daily Average Sales	\$ \$ \$ \$ \$ \$ \$	1,623.70 15,627.00 2153 7.26 781.35 48,101.00	\$ \$ \$ \$	1,800.14 21,749.00 2955 7.36 1,035.67 59,552.00	\$ \$ \$ \$	20,063.00 2704 7.42 1,055.95 45,963.00	\$ \$ \$	25,594.00 2922 8.76 1,163.36 54,903.00	289 88 189 109 199 119 88
Total Steele Center	Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,623.70 15,627.00 2153 7.26 781.35 48,101.00 7,951.00 6.05 2,405.05	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,800.14 21,749.00 2955 7.36 1,035.67 59,552.00 9659 6.17 2,835.81	\$ \$ \$ \$ \$ \$ \$	20,063.00 2704 7.42 1,055.95 45,963.00 7280 6.31 2,419.11	\$ \$ \$ \$ \$ \$	25,594.00 2922 8.76 1,163.36 54,903.00 8046 6.82 2,495.59	289 89 189 109 119 119 119 89 39
Total Steele Center	Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,623.70 15,627.00 2153 7.26 781.35 48,101.00 7,951.00 6.05 2,405.05 2,405.05	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,800.14 21,749.00 2955 7.36 1,035.67 59,552.00 9659 6.17 2,835.81 32,676.00	\$ \$ \$ \$ \$ \$ \$	20,063.00 2704 7.42 1,055.95 45,963.00 7280 6.31 2,419.11 2,419.11	\$ \$ \$ \$ \$ \$	25,594.00 (2007) 2922 (2007) 3.763.36 (2007) 54,903.00 (2007) 54,903.00 (2007) 54,903.00 (2007) 2,495.59 (2007) 25,163.00 (2007)	289 89 189 109 119 119 39 39
Epic Burger Total Steele Center Breaktime	Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Sales Trans Count	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,623.70 15,627.00 2153 7.26 781.35 48,101.00 7,951.00 6.05 2,405.05 2,405.05 2,405.05	\$ \$ \$ \$ \$ \$ \$ \$ \$	1,800.14 21,749.00 2955 7.36 1,035.67 59,552.00 9659 6.17 2,835.81 32,676.00 8724	\$ \$ \$ \$ \$ \$ \$ \$	20,063.00 2704 7.42 1,055.95 45,963.00 7280 6.31 2,419.11 21,798.00 5797	\$ \$ \$ \$ \$ \$	25,594.00 (2000) 25,594.00 (2000) 1,163.36 (2000) 54,903.00 (2000) 54,903.00 (2000) (2000) 54,903.00 (2000) (200) (2000)	289 89 109 109 119 119 89 39 39 159 149
Total Steele Center	Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Sales Trans Count Avg Check Avg Check Avg Check	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,623.70 15,627.00 2153 7.26 781.35 48,101.00 7,951.00 6.05 2,405.05 2,405.05	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,800.14 21,749.00 2955 7.36 1,035.67 59,552.00 9659 6.17 2,835.81 32,676.00	\$ \$ \$ \$ \$ \$ \$	20,063.00 2704 7.42 1,055.95 45,963.00 7280 6.31 2,419.11 2,419.11	\$ \$ \$ \$ \$ \$	25,594.00 (2007) 2922 (2007) 3.763.36 (2007) 54,903.00 (2007) 54,903.00 (2007) 54,903.00 (2007) 2,495.59 (2007) 25,163.00 (2007)	289 89 189 109 119 119 119 119 119 119 119 119 11
Total Steele Center	Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Sales Trans Count	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,623.70 15,627.00 2153 7.26 781.35 48,101.00 7,951.00 6.05 2,405.05 2,405.05 2,9,340.00 8136 3.61	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,800.14 21,749.00 2955 7.36 1,035.67 59,552.00 9659 6.17 2,835.81 32,676.00 8724 3.75	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	20,063.00 2704 7.42 1,055.95 45,963.00 7280 6.31 2,419.11 21,798.00 5797 3.76	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	25,594.00 25,594.02 2922 1,163.36 1,163.36 20,000 54,903.00 6,822 2,495.59 25,163.00 6,604 3,811	289 89 189 109 119 119 119 119 119 119 119 119 11
Total Steele Center Breaktime	Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Sales Sales	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,623.70 15,627.00 2153 7.26 781.35 48,101.00 7,951.00 6.05 2,405.05 29,340.00 8136 3.61 1,467.00 21,386.00	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,800.14 21,749.00 2955 1,035.67 59,552.00 9659 6.17 2,835.81 32,676.00 8724 3,755 1,556.00	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	20,063.00 2704 7,42 1,055.95 45,963.00 7280 6.31 2,419.11 21,798.00 5797 3.76 1,147.26 42,110.00	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	25,594.00 25,594.02 8,76 1,163.36 2 54,903.00 8046 2,495.59 22,163.00 25,163.00 3.81 1,143.77 57,683.00	289 89 109 109 119 119 119 119 39 119 119 149 119 09 379
Total Steele Center Breaktime	Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Sales Trans Count	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,623.70 15,627.00 2153 7.26 781.35 48,101.00 7,951.00 6.05 2,405.05 2,405.05 2,405.05 2,405.05 1,467.00 21,386.00 27,44	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,800.14 21,749.00 2955 1,035.67 59,552.00 9659 6.17 2,835.81 32,676.00 8724 3.75 1,556.00 53,826.00	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	20,063.00 2704 7,42 1,055.95 45,963.00 7280 6.31 2,419.11 21,798.00 5797 3.76 1,147.26 42,110.00	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	25,594.00 25,594.02 2,492.2 1,163.36 2,493.30 2,495.59 2,495.59 2,495.59 2,495.59 1,163.30 2,163.00 1,143.77 5,683.00 5,683.00	289 89 119 119 119 119 119 119 119 119 11
Total Steele Center Breaktime	Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Sales Trans Count Avg Check	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,623.70 15,627.00 2153 7.26 781.35 48,101.00 7,951.00 6.05 2,405.05 2,405.05 29,340.00 8136 3.61 1,467.00 21,386.00 2744 7.79	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,800.14 21,749.00 2955 7.36 1,035.67 9659 6.17 2,835.81 32,676.00 8724 3,75 1,556.00 53,826.00 53,826.00	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	20,063.00 2704 7,42 1,055.95 45,963.00 7280 6.31 2,419.11 21,798.00 5797 3.76 1,147.26 42,110.00	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	25,594.00 2 25,594.00 2 2,502 2 1,163.36 2 54,903.00 2 6,824 2 2,495.59 2 25,163.00 2 1,143.77 2 57,683.00 2 57,683.00 2 57,683.00 2	283 85 185 105 115 145 145 145 145 145 145 145 145 14
Total Steele Center	Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Avg Check Daily Average Sales Trans Count Sales Trans Count Sales Trans Count Trans Count Sales Trans Count	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,623.70 15,627.00 2153 7.26 781.35 48,101.00 7,951.00 6.05 2,405.05 2,405.05 2,405.05 2,405.05 1,467.00 21,386.00 27,44	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,800.14 21,749.00 2955 1,035.67 59,552.00 9659 6.17 2,835.81 32,676.00 8724 3.75 1,556.00 53,826.00	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	20,063.00 2704 7.42 1,055.95 45,963.00 7280 6.31 2,419.11 21,798.00 5797 3.76 1,147.26 42,110.00 4518 9.32	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	25,594.00 25,594.02 2,492.2 1,163.36 2,493.30 2,495.59 2,495.59 2,495.59 2,495.59 1,163.30 2,163.00 1,143.77 5,683.00 5,683.00	289 89 119 109 119 119 119 139 149 149 19 09 379 299 69
Total Steele Center Breaktime Marketplace	Daily Average Sales Trans Count Avg Check Daily Average Sales Sales Sales Sales Sales Sales Sales	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,623.70 15,627.00 2153 7.26 781.35 48,101.00 7,951.00 2,405.05 2,405.05 2,405.05 2,405.05 2,405.00 21,386.00 21,386.00 2744 7.79 1,069.30	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,800.14 21,749.00 2955 7.36 1,035.67 59,552.00 9659 6.17 2,835.81 32,676.00 8724 32,676.00 8724 3.75 1,556.00 53,826.00 5770 9.33 2,563.14	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	20,063.00 2704 7.42 1,055.95 45,963.00 7280 6.31 2,419.11 21,798.00 5797 3.76 1,147.26 42,110.00 4518 9.32 2,216.32	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	25,594.00 2 25,594.00 2 8.76 1 1,163.36 2 54,903.00 2 6.82 2 2,495.59 2 25,163.00 2 6604 3.81 1,143.77 2 57,683.00 5844 9.87 2 2,621.95 2 330,102.00 2	289 89 189 109 119 119 89 39 39 159 149 19 09 379 299 69 189
Total Steele Center Breaktime	Daily Average Sales Trans Count Avg Check Daily Average	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,623.70 15,627.00 2153 7.26 781.35 48,101.00 7,951.00 6.05 2,405.05 2,705	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,800.14 21,749.00 2955 7.36 1,035.67 59,552.00 9659 6.17 2,835.81 32,676.00 8724 3.75 1,556.00 53,826.00 53,826.00 5770 9.33 2,563.14	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	20,063.00 2704 7.42 1,055.95 45,963.00 7280 6.31 2,419.11 21,798.00 5797 3.76 1,147.26 42,110.00 4518 9.32 2,216.32	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	25,594.00 2 25,594.00 2 2,8,76 2 1,163.36 2 54,903.00 2 2,495.59 2 2,495.59 2 2,495.59 2 1,143.77 2 1,143.77 2 57,683.00 2 9,87 3 2,621.95 2	-29 289 189 109 119 119 119 199 119 39 39 159 149 19 09 379 299 69 189 69 189 299 69 379 299 69 379 299 69 69 69

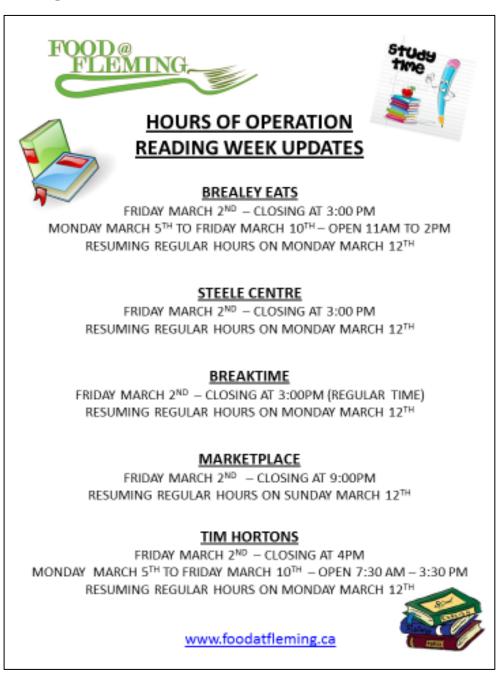
			2014		2015		2016		2017	Grov	wth
			Brealey B	2+1			2010		2017	510	
Den Caala	Color	ć				ć	2 105 14	ć	2 017 27	ć	0.01
Pan Geo's	Sales Trans Count	\$	2,709.00	\$	2,643.21	\$	2,105.14	\$	3,817.37	\$	0.81
		ć	-	ć	437	ć	528	ć	-		169
	Avg Check	\$	5.66	\$	6.05	\$	3.99	\$	6.24		56%
	Daily Average	\$	135.45	\$	125.87	\$	123.83	\$	212.08		719
Miso (Benne)	Sales	\$	6,647.00	\$	7,568.64	\$	5,537.44	\$	8,809.32		599
	Trans Count		849		967		1105		1265		149
	Avg Check	\$	7.83	\$	7.83	\$	5.01	\$	6.96		399
	Daily Average	\$	332.35	\$	360.41	\$	325.73	\$	489.41	\$	0.50
Extreme Pita	Salac	ć	15 172 00	ć	20,226,00	ć	10,947.00	ć	14 579 00		22
	Sales	Ş	15,173.00	Ş	20,226.00	Ş		Ş	14,578.00		33
	Trans Count	ć	1473	ć	1878	ć	1954	ć	2248		15
	Avg Check Daily Average	\$ \$	10.30 758.65	\$ \$	10.77 963.14	\$ \$	5.60 643.94	\$ \$	6.48 809.89	\$	16 0.2
	,	-		-		-		Ŧ		•	
Other	Sales	\$	32,167.00	\$	35,668.00	\$	34,817.00	\$	45,179.00		30
(Cold Bev, Hot Bev, Grab n Go)		<u>.</u>	6956		6771		7235		8406		16
	Avg Check	\$	4.62	\$	5.27	\$	4.81	\$	5.37		12
	Daily Average	\$	1,608.35	\$	1,698.48	\$	2,048.06	\$	2,509.94	\$	0.23
Total Brealey Eats	Sales	\$	56,696.00	\$	66,105.85	\$	53,406.59	\$	72,383.69		369
	Trans Count	Ċ	9757	Ť.	10053		8104	-	10902		35
	Avg Check	\$	5.81	\$	6.58	\$	6.59	\$	6.64		1
	Daily Average	Ś	2,834.80	\$	3,147.90	\$	3,141.56	\$	4,021.32		28
	Duny Meruge		2,00 1.00	Ŷ	3,117.30	Ŷ	3,111.30	Ŷ	1,021.32		20
Tim Hortons	Sales	\$	87,268.00	\$	104,135.00	\$	70,852.00	\$	98,979.00		40
	Trans Count		25026		28956		19735		26875		36
	Avg Check	\$	3.49	\$	3.60	\$	3.59	\$	3.68		3
	Daily Average	\$	4,363.40	\$	4,958.81	\$	4,167.76	\$	5,498.83		32
			Steele Ce	nto							
Pizza Pizza	Sales	\$	32,474.00		37,803.00	\$	17,082.00	\$	36,837.00		116
	Trans Count		5798		6704		5474		6509		19
	Avg Check	\$	5.60	\$	5.64	\$	3.12	\$	5.66		81
	Daily Average	\$	1,623.70	\$	1,800.14	\$	1,004.82	\$	2,046.50		104
F	Calaa		45 (27 00	ć	21 740 00	ć	42 250 00	ć	24.456.00		0.4
Epic Burger	Sales	\$	15,627.00	Ş	21,749.00	Ş	13,259.00	Ş	24,456.00		84
	Trans Count		2153	~	2955	~	2571	~	2763		7
	Avg Check	\$	7.26	\$ ¢	7.36 1,035.67		5.16	\$	8.85		72
	Daily Average	\$	781.35	\$	1,035.67	Ş	779.94	\$	1,358.67		74
Total Steele Center	Sales	\$	48,101.00	\$	59,552.00	\$	30,341.00	\$	61,293.00		102
	Trans Count	\$	7,951.00		9659		8045		9272		15
	Avg Check	\$	6.05	\$	6.17	\$	3.77	\$	6.61		75
	Daily Average	\$	2,405.05	\$	2,835.81	\$	1,784.76	\$	3,405.17		91
	Calaa	ć	20.240.00	ć	22.070.00	ć	10 442 00	ć	22 764 00		17
Breaktime	Sales	Ş	29,340.00	Ş	32,676.00	Ş	19,443.00	Ş	22,764.00		17
	Trans Count	\$	8136 3.61	\$	8724 3.75	\$	7154 2.72	\$	6848 3.32		-4
	Avg Check Daily Average	\$ \$	1,467.00	\$ \$		\$	1,143.71	\$	1,264.67		22 11
		Ţ									
Marketplace	Sales	\$	21,386.00	\$	53,826.00	\$	35,314.00	\$	47,977.00		36
	Trans Count		2744		5770		5330		5672		6
	Avg Check	\$	7.79	\$	9.33		6.63	\$	8.46		28
	Daily Average	\$	1,069.30	\$	2,563.14	\$	2,077.29	\$	2,665.39		28
	1										
Total Brealey Campus	Sales	Ś	242,791 00	Ś	316.294 85	Ś	209.356 59	Ś	303.396 69		45
Total Brealey Campus	Sales Trans Count	\$	242,791.00 53614		316,294.85 63162	\$	209,356.59 40264	\$	303,396.69 48667		45 21
Total Brealey Campus	Sales Trans Count Avg Check	\$ \$	242,791.00 53614 4.53		316,294.85 63162 5.01	\$ \$	209,356.59 40264 5.20	\$ \$	303,396.69 48667 6.23		45 21 20

	3	CA	TER	ING SALES CON	1PA	RISON	
		Sep-14		Sep-15		Sep-16	Sep-17
College	\$	15,744.00	\$	13,204.00	\$	12,142.00	\$ 17,286.00
SAC	\$	256.00	\$	460.00	\$	6,191.00	\$ 9,380.00
Total	\$	16,000.00	\$	13,664.00	\$	18,333.00	\$ 26,666.00
		Oct-14		Oct-15		Oct-16	Oct-17
College	\$	10,728.00	\$	13,910.00	\$	5,023.00	\$ 5,083.00
SAC	\$	330.00	\$	2,876.00	\$	219.00	\$ 175.00
Total	\$	11,058.00	\$	16,786.00	\$	5,242.00	\$ 5,258.00
		Nov-14		Nov-15		Nov-16	Nov-17
College	\$	8,056.00	\$	21,589.00	\$	11,623.00	\$ 9,794.00
SAC	\$	516.00	\$	2,675.00	\$	1,635.00	\$ 717.00
Total	\$	8,572.00	\$	24,264.00	\$	13,258.00	\$ 10,511.00
		Dec-14		Dec-15		Dec-16	Dec-17
College	\$	8,056.00	\$	21,589.00	\$	4,464.00	\$ 5,154.00
SAC	\$	516.00	\$	2,675.00	\$	648.00	\$ 272.00
Total	\$	8,572.00	\$	24,264.00	\$	5,112.00	\$ 5,426.00
		Jan-15		Jan-16		Jan-17	Jan-18
College	\$	8,056.00	\$	21,589.00	\$	7,398.00	\$ 12,574.00
SAC	\$	516.00	\$	2,675.00	\$	5,619.00	\$ 3,842.00
Total	\$	8,572.00	\$	24,264.00	\$	13,017.00	\$ 16,416.00

2017-18	MFAL	ΡΙΔΝ	PURCHASES

As of Feb 11, 2018			
	Numbers	Amount	Avg Purchase
Winter Manditory Meal Plan 2016	443	\$ 349,800	\$ 790
Winter Manditory Meal Plan 2017	450	\$ 358,600	\$ 797
Other Meal Plans Winter 2016	62	\$ 47,800	\$ 771
Other Meal Plans Winter 2017	87	\$ 67,800	\$ 779
Total Purchases Winter 2016	505	\$397,600.00	\$ 787
Total Purchases Winter 2017	537	\$426,400.00	\$ 794
Staff Purchases (Jan Blitz)	# Meal Plans	Amount	
2015			
2016	20		
2017	28	\$ 7,870.00	

2018 Reading Week Hours of Operation



New Vending Machine Information



Now serving fresh deli fare, favorite entrees, and breaktime bites for convenient dining at facilities everywhere.

Revolution[™] dishes up the best in highvolume foodservice. satisfying big appetites in one sleek design.

revolution

STATE-OF-THE-ART CUISINE

Revolution spins modern looks with consumer-friendly features to nourish sales over older carrousel models.

- × Large turret-forward viewing window showcases product
- \mathbf{X} Dynamic styling communicates heightened quality
- "Auto-merchandising" maintains the fullest presentation ×
- \geq Tall food compartments make reading labels easier
- > Bi-directional tray rotation for quick selection
- Small footprint expands on-site placement options
- Health control monitors refrigeration and ensures product safety
- High-efficiency 1/2 HP refrigeration unit runs on a standard 15A circuit \mathbf{X}

VARIETY, VELOCITY, AND VALUE

Mix it up in our roomy interior. Offer favorite staples, healthy foods, and specialty cuisines for diversity equal to the local deli.

- ➤ High capacity with nine serving trays and 115 selections (average)
- > 5" high compartments and off-center dividers fit more products
- > 9" platter capability keeps items flat no shifting or spilling
- Perfect for custom commissary foods
- Serve a "full meal deal" from one selection with a 12 oz. drink × (standing up!)

KEEP THEM ENERGIZED

Impress accounts and win business. Revolution sets you apart from other service providers, offering locations added benefits.

- > More convenient than C-store and quick-service food runs (and keeps employees productively on site)
- > Gets staff in on time knowing they can grab breakfast at work
- > Provides a full menu when the cafeteria is closed
- Serves a high volume in a short time perfect for limited lunch breaks
- > Reserve sections by time-of-day, so even the night shift enjoys a full menu
- > "Sold Out" mode recognizes empty slots, preventing accidental selection

The Choice of Vending Professionals

Invest in the finest fresh food merchandiser, crafted by a company with over 75 years of experience. Backed by a two-year parts warranty and local AP distributor support, you can turn to Revolution - 24/7

Model	Dimensions	Avg. No. Selections/Capacity	Shipping Weight	Electrical
962	72"H x 38.13"W x 30.75"D	9 trays, 115 selections	710 lbs.	115 V, 60Hz, 12A (15A circuit req.)
			Contact your k	ocal distributor for

PRODUCTS AUTOMATIC

CRANE

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Regulatory Approvals

NAMA Approved, UL, FCC

butor for details