

THE PRIVATIZATION OF FOOD SERVICE – PROS AND CONS

When evaluating the option to privatize food service, there are many factors to ponder, including:

- How will this decision impact the employees?
- Will I receive the services I am requiring?
- How can I guarantee the District's budgetary objectives are met?
- Can this company become a trusted advisor in delivering value to the District?
- Most importantly, will this change positively impact the students in their educational journeys?

As someone who has worked both as a self-operated foodservice director and a foodservice director with a contract management company, Phil Bornstein has a unique perspective on this topic and will share the myths, facts, pros and cons of foodservice privatization.

We know that providing the best nutrition to students not only directly impacts their learning but impacts their overall well-being and sets the stage for lifelong eating habits. The decision of whether to outsource both directly and indirectly impacts a variety of people, processes and the overall culture of an organization. It is critical that these outcomes are in alignment with the District's mission, vision and academic objectives for its students and community. This presentation will cover:

- **Relevance** – Why and when school districts might outsource
- **Process** – Major components and time requirements
- **People** – Decisions concerning your most valuable asset
- **Approach** – What makes sense, hazards to avoid
- **Paperwork** – Solicitation documents and evaluation
- **Getting Started** – Resources
- **Outcomes** – What you should expect

ABOUT THE SPEAKER



Phil Bornstein has more than 30 years of food and facilities support services experience that has addressed all aspects of non-core functions in K-12 and health care venues. Phil's experience includes both the financial and technical evaluation of food and facilities departments to improve facility performance and extend the value of assets. He has addressed nutritional, operational and programmatic issues in a variety of settings, including urban, suburban and rural school districts, which all possess unique demographics. Throughout his career, Phil has spoken at a wide range of industry forums and is published in a number of industry periodicals. Phil holds a Master of Business Administration and is a Registered Dietitian.

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