

## **SELECTION CRITERIA FOR CANTEEN MANAGEMENT FIRMS**

The firm should:

- Manage the canteen as a partnership with the school - the school should be able to influence policy issues, and the firm should manage operational issues in a way that removes the canteen as a critical issue for school management.
- Pay fees to the school which are competitive but sustainable. If fees are too high there are numerous examples of firms that are not able to sustain them with adverse consequences for the school.
- Provide a profit share option.
- Maintain prices in the canteen which are competitive in the general market.
- Not operate as a food manufacturer as this creates conflicting priorities and opportunities for the firm to mask its true level of profitability.
- Serve food of a quality that is very satisfactory to students and parents, with an ability to prepare a range of healthy foods in the canteen.
- Purchase from suppliers that meet required standards, and that have brands that will drive the best turnover and profitability for the canteen.
- Provide service to students and clients of a high level.
- Use good management systems to control costs and quality.
- Comply with all government regulations, employment standards and tax requirements.
- Be of sufficient size to ensure the firm can arrange back up in the event of unforeseen staff issues.
- Where required offer the school direct access to speak to the principals of the firm.
- Demonstrate extensive experience in managing school canteens successfully.
- Be a specialist in school canteen management, as generalist canteen management or catering firms tend to use systems and processes that are more appropriate in their core market.
- Have experience in canteen design.