



October 13, 2022

**TO:** THE DISTRICT BOARD OF TRUSTEES OF VALENCIA COLLEGE

**FROM:** DR. KATHLEEN PLINSKE  
President

**RE:** ON-CAMPUS FOOD SERVICES - CONTINUITY OF OPERATIONS

Aladdin Food Services Management, LLC (Aladdin) has been the exclusive provider of on-campus food services for five Valencia College campuses (West, East, Osceola, Lake Nona, and Poinciana) following a competitive solicitation in 2015. In fiscal year 2020, Aladdin was approaching profitability which would have resulted in commissions being paid to Valencia. However, on March 13, 2020, the campuses and food service operations were closed for an extended period due to the pandemic.

In the fall of 2021, Aladdin and Valencia partnered to open facilities on a limited basis to provide food services to Valencia's students, faculty, and staff. Valencia and Aladdin worked closely to decrease costs via fewer operating hours, menu management, and minimal staffing. Despite those efforts, Aladdin continued to incur significant financial losses while maintaining food services on the campuses. To ensure continuity of operations for College students and employees, Valencia provided monthly payments totaling \$250,000 in support of the provision of food services by Aladdin on our campuses. Even with this financial support, Aladdin incurred a loss of \$328,362 in fiscal year 2021-22.

In the fall of 2022, despite continued efforts to maximize revenue, financial losses continued to occur. On September 17, 2022, Aladdin provided formal notice to the College of its intent to terminate our contract and cease food service operations by the end of October, 2022 due to continuing financial losses attributable to the residual impacts of the pandemic.

To avoid eliminating food services on our campuses, Valencia College would like to extend financial support to Aladdin's food services through the end of the spring, 2023 semester. Valencia would determine the amount of financial support based on the quality of services, operational efficiency, and financial performance of Aladdin. Higher Education Emergency Relief Funding (HEERF) and auxiliary funds (fund 3) will be used to support this financial commitment.

**RECOMMENDED ACTION:**

The President recommends the District Board of Trustees of Valencia College authorize the College to provide financial support to the food service program as administered by Aladdin to ensure continuity in the provision of food services to College students and employees. Valencia is under no contractual or other obligation to provide this support in full or in part and does so for its own benefit, without waiving its right to enforce the applicable terms and conditions of the original agreement, which would remain in effect. Factors included in the supplemental agreement with Aladdin will include monthly monitoring of financial performance and adherence to service commitments. The total financial support as described herein shall not exceed \$500,000.

  
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President