



a) Fee Schedule – Net cost to the NJFH

Unidine is pleased to present you with this proposal, which illustrates our commitment to continuing our partnership with the New Jersey Firemen’s Home. We are pleased to commit \$150,000 investment in renovating your dining room, improving the kitchen and service equipment and in new servicewares, along with a 5% daily rate discount. The value of this investment in the dining program, in combination with the rate reduction, will be \$405,000 over five years. This will drive our shared continued success and the satisfaction of the residents of NJFH.

Impact at a Glance

Day Rate Reduction of 5%

To honor our 15-year relationship, Unidine proposes a 5% daily rate reduction.

	Current model day rate	New model day rate with a 5% reduction	1-year model at 80-resident census savings	5-year model at 80-resident census savings
Resident Day Rate	\$35.14	\$33.35	Reduction of \$51,000	Reduction of \$255,000
Variable Day Rate	\$9.14	\$9.14		

The Request for Quote calls for modeling based on 80 residents. For your information, we’ve modeled the cost impact across lower resident census rates as follows:

Current Contract Rates				Proposed New Rates			Annual Cost Impact
Census	Day Rate	Variable Rate	Total Billable	Day Rate	Variable Rate	Total Billable	
80	\$1,024,920		\$1,024,920	\$973,820		\$973,820	\$(51,100)
60	\$1,024,920	\$(66,722)	\$958,198	\$973,820	\$(66,722)	\$907,098	\$(51,100)
40	\$1,024,920	\$(133,444)	\$891,476	\$973,820	\$(133,444)	\$840,376	\$(51,100)