

## Joseph Vaughn

Huntsville, AL

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**Skills:** Operations, Budgeting, Communication, Process Improvement, Risk Management, Sales Management, Cross Functional Team Leadership, New Business Development, Program Management, Business Process Improvement, Key Performance Indicators, Inventory Management, Menu Creation, Preparation for Internal and External Audits, Forecasting, Customer Relations, Customer Retention, Multi-Unit Supervision, Experience in Turn Around and Change Management

### Work Experience

05/2021-Current

Vaughn Food Service Consulting, LLC

Owner/Consultant

Huntsville, AL

12/2019 – 04/2021,

Paso Robles Joint Unified School District

Paso Robles, CA

Director of Food Service

- Oversee food service operations for a District with 10 schools and an enrollment of 6600
- Duties included HR responsibilities, Employee Evaluations, Budgets, Bid Preparations, Food Safety and Sanitation, Workplace Safety, Ordering, Inventory, P&L responsibility, Training
- Attending State Conferences, implementation of the CACFP At Risk Supper Meals Program
- District had previously lost money for 5 consecutive years-ended FY2020- \$200,000 ahead of budget even with COVID-19 & school closed from March 2020, until school year ended

04/2018 – 12/2019

Elior, NA

Flowood, MS

Managing Director

- Recruited by CEO of Elior, NA as VP of Operations for Valley Services (an Elior company)
- Promoted to Managing Director after record first year
- P&L responsibility of \$84 million for 140 units servicing Higher-Ed & Healthcare accounts
- Reduced food cost 2%, labor 1.75%, and supplies 2% in year one by implementing KPI processes
- Healthcare division made budget for the first time in a decade
- Built a strong District Manager team through positive, proactive coaching and communication
- Restructured Organizational Chart allowing for improved operational efficiencies
- Improved Client Retention through extensive travel and client interfacing
- Maintained 97% client retention
- Highest Year Over Year Profit in FY18 of all Elior, NA Contract Services
- Coached and developed management personnel to achieve P&L objectives
- Direct administrative authority of 12 District Managers and indirect authority of 3800 employees

08/2016 – 03/2018

Los Angeles Unified School District

Los Angeles, CA

Director of Food Service

- Recruited by a national search to relocate to Los Angeles and turn around a food program losing \$50 million per year
- Second largest K-12 Nutrition Program in the United States
- P&L Responsibility of \$397 million for 1100 schools and 4000 employees
- Reduced payroll & food cost by \$36 million in year one by implementing KPI processes

- Restructured the Organizational Chart to allow for operational efficiencies
- Lobbied School Board to allow for improved menu items
- Secured Bond Money to replace kitchen equipment and cafeteria POS systems district wide

07/2015 – 07/2016

Cleveland Metropolitan School District

Cleveland, OH

Director of Nutrition Services

- Recruited by a national search to relocate to Cleveland and turnaround a food program losing \$3 million per year
- P&L responsibility of \$25 million per year for 102 schools and 500 employees
- Reduced payroll and food cost in year one resulting in \$5 million dollar turnaround
- Improved meal quality by converting from heat-n-serve to scratch cooking resulting in 1300 more meals daily
- Implemented a new summer feeding program partnering with the local food bank
- Installed computer systems for data efficiency within POS
- Implemented cycle menus for lunch & breakfast
- Converted breakfast meals from cold to hot

12/2012 – 06/2015

Huntsville City Schools and Jackson County Schools

Huntsville, AL

Director of Food Services

- P&L responsibility of \$14 million per year in 39 different schools and 200 employees (Huntsville City Schools) and 40 office personnel
- Oversaw the Child Nutrition Program serving 24,000 students
- Slashed payroll, food cost, and supply cost resulting in \$4 million dollar turnaround in year one
- Implemented a variety of new USDA programs such as the Summer Meal and Afterschool Meal Programs
- Collaborated with Superintendent and school board regarding implementation of new programs
- Restructured the organizational chart to allow for operational efficiencies
- Coached cafeteria management to achieve P&L objectives by monitoring orders and reducing inventory levels

08/1996 – 12/2012

Jackson County Board of Education

Scottsboro, AL

Food Service Director

- P&L responsibility of \$4 million per year in 17 different schools and 90 employees
- Directed strategic planning and budgeting for the nutrition program with autonomous decision-making authority
- Conducted needs assessment of capitalized equipment and made recommendations for improvements
- Implemented KPI processes that resulted in major increases in profit

**Education:**

- ❖ B.S.-Accounting  
Newberry College, SC
- ❖ Master of Education  
Post University, CT

**Certifications:**

- ❖ Serve Safe
- ❖ EAP Administrative Certification P-12