

Dear Hiring Committee:

I have 25 years of management experience at an executive level. I began my career as a Hotel Food and Beverage Director at Hilton Hotels, then transitioned to K-12 Educational Food Service where I worked my way up from a small rural district of 6000 students to become the Director of Food Service for the Los Angeles Unified School District. While at LAUSD, I had 1100 schools, 73 direct reports, 4000 frontline employees, and an annual budget of \$397 million. I was able to progress to larger and larger districts due to my ability to lead a team and hit KPI Targets. I increased profits in Cleveland by \$5 million my first year and by \$36 million my first year in Los Angeles. Because I was working for the public, most of my accomplishments are documented online via numerous articles. I have 24 years' experience in writing food bids and while in Los Angeles, I was personally responsible for \$160 million dollars per year in total food spending to include milk, bread, frozen, fresh, and refrigerated food items. I have a deep understanding of how procurement works and how to maximize rebates and negotiation best practices.

I also have experience as the President of a Food Management Company as I was recruited from Los Angeles personally by the CEO of ELIOR NA, Brian Poplin, based upon the financial success I had there. The President of Valley Services was retiring after 30 years, and Brian Poplin believed me to be the perfect replacement. This afforded me the opportunity to learn and become familiar with the inner workings of contract food management. I was involved in opening new business and meeting with clients to ensure client retention. I was responsible for 140 units in 10 states, including numerous hospitals, colleges, and private schools. During my tenure at Valley Services, our Healthcare Division exceeded budget for the first time in years, and I was able to close on a particular hospital in Louisiana that Valley had been targeting for several years. Our annual budget was \$84 million and I had 12 direct reports and 2800 indirect ones.

I am comfortable and proficient at making presentations to Hospital Administrators, School Superintendents, and College Presidents, so I would be comfortable speaking with any group.

I would ask that you review my Linkedin page: [linkedin.com/in/joeyvaughn81762737](https://www.linkedin.com/in/joeyvaughn81762737) as well as my consulting webpage: www.schoolfoodservice.net for additional information about me.

I would enjoy the opportunity to discuss this position with you.

Kind regards!

Joey Vaughn
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