

K-12 Nutrition 25

The NSLP + HACCP Discovery Wave · Self-Op & Boarding Schools

Twenty-five K-12 targets — heavy on boarding schools and self-operated public districts, plus independent day schools. Skips Aramark/Sodexo-managed districts and mega-districts. Every card is a 20-minute discovery ask about USDA meal-pattern compliance, HACCP logs, allergen documentation, and daily production records.

THE COMPLIANCE HOOK

Public districts: USDA NSLP + Administrative Review every 3 years + HACCP + Buy American + Smart Snacks. Boarding/private: no federal reg, but chef-driven and allergen-critical (FASTER Act = 9 major allergens). Failed Administrative Review = federal funding at risk. Standardized recipes with yield/portion, meal-pattern nutrient analysis, and allergen matrices are the top three citation risks.

HOW TO USE THIS LIST

Two tracks: Boarding/Private schools act like chef-driven restaurants — chef signs, no RFP. Self-op public districts take 6-18 months of RFP process, but ACV is 5-10x higher. Chad opens with Food Service Director on public, Executive Chef on private. Goal: 10 discovery calls booked in 30 days.

TWENTY-FIVE DISCOVERY TARGETS

1. The Hotchkiss School

Lakeville, CT · Boarding School · 614 students · CulinArt Group

PHONE	(860) 435-2591	FOOD SVC DIR	Denee Hinman (General Manager of Dining Services)
ADDRESS	11 Interlaken Road, Lakeville, CT 06039	EXECUTIVE CHEF	Darby Fitzgerald (Executive Chef)
SCHOOLS	1	SUPT / HEAD	Craig W. Bradley (Head of School; incoming Anne Bruder July 2026)
FLAGSHIP HS	The Hotchkiss School		

NOTABLE: Farm-to-table sourcing model highlighted by Farm to Institution New England; Chef’s Table dining concept; new Dining Commons

DISCOVERY ANGLE: Chef-driven CulinArt-managed kitchen investing in sourcing/traceability tech; strong prospect for PlatePrep’s Recipe IP + Prep Management even under a management-company model

OPENING EMAIL · SUBJECT

20-min discovery — The Hotchkiss School nutrition ops

Hi Denee,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're exploring how chef-driven independent and boarding schools handle standardized recipes, allergen documentation across nine major allergens, and daily production records. Not a pitch — a 20-minute learning call. I'd love to hear what The Hotchkiss School actually uses in the kitchen today, and where the operational drift lives.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

2. Choate Rosemary Hall

Wallingford, CT · Boarding School · 859 students · Self-Operated (in-house dining program)

PHONE	(203) 697-2000	EXECUTIVE CHEF	Ryan Citarella (Executive Chef)
ADDRESS	333 Christian Street, Wallingford, CT 06492	SUPT / HEAD	Alex Curtis (Head of School)
SCHOOLS	1		
FLAGSHIP HS	Choate Rosemary Hall		

NOTABLE: Large chef-driven boarding school kitchen serving 850+ students daily across multiple dining periods

DISCOVERY ANGLE: High-volume single-campus chef operation with self-run kitchen; ideal PlatePrep fit for recipe costing and prep workflow without a management company layer

OPENING EMAIL · SUBJECT

20-min discovery — Choate Rosemary Hall nutrition ops

Hi Ryan,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're exploring how chef-driven independent and boarding schools handle standardized recipes, allergen documentation across nine major allergens, and daily production records. Not a pitch — a 20-minute learning call. I'd love to hear what Choate Rosemary Hall actually uses in the kitchen today, and where the operational drift lives.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

3. Deerfield Academy

Deerfield, MA · Boarding School · 649 students · Self-Operated

PHONE	(413) 774-1400	FOOD SVC DIR	Michael McCarthy (Director of Food Services)
ADDRESS	7 Boyden Lane, Deerfield, MA 01342	EXECUTIVE CHEF	Joe Ferrer (Head Chef)
SCHOOLS	1	SUPT / HEAD	John P.N. Austin (Head of School)
FLAGSHIP HS	Deerfield Academy		

NOTABLE: Long-running farm-to-school sourcing partnership (Youth Farm Project); international culinary exchange programs; central kitchen with cook-chill production system

DISCOVERY ANGLE: Self-operated central kitchen with cook-chill production (Production Chef roles); strong technical fit for PlatePrep's prep/production and recipe IP tools

OPENING EMAIL · SUBJECT

20-min discovery — Deerfield Academy nutrition ops

Hi Michael,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're exploring how chef-driven independent and boarding schools handle standardized recipes, allergen documentation across nine major allergens, and daily production records. Not a pitch — a 20-minute learning call. I'd love to hear what Deerfield Academy actually uses in the kitchen today, and where the operational drift lives.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

4. Groton School

Groton, MA · Boarding School · 378 students · Compass Group (FLIK Independent School Dining)

PHONE	(978) 448-3363	EXECUTIVE CHEF	Joe Drift (Executive Chef; Compass/FISD)
ADDRESS	282 Farmers Row, Groton, MA 01450	SUPT / HEAD	Temba Maqubela (Headmaster)
SCHOOLS	1		
FLAGSHIP HS	Groton School		

NOTABLE: Elevated culinary program; internationally themed dining nights; holiday baking traditions

DISCOVERY ANGLE: Small enrollment but chef-forward Compass/FLIK program with dedicated Director of Food and Beverage role; good discovery call on chef tech stack even under management co.

OPENING EMAIL · SUBJECT

20-min discovery — Groton School nutrition ops

Hi Joe,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're exploring how chef-driven independent and boarding schools handle standardized recipes, allergen documentation across nine major allergens, and daily production records. Not a pitch — a 20-minute learning call. I'd love to hear what Groton School actually uses in the kitchen today, and where the operational drift lives.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

5. The Lawrenceville School

Lawrenceville, NJ · Boarding School · 802 students · Sustainable Fare (independent contract dining)

PHONE	(609) 896-0400	FOOD SVC DIR	Gary Giberson (Head of Dining Services)
ADDRESS	2500 Main Street, Lawrenceville, NJ 08648	EXECUTIVE CHEF	Charles Gooding III (Executive Chef)
SCHOOLS	1	BUSINESS MGR	Kathleen Brydzinski (Director of Catering Affairs)
FLAGSHIP HS	The Lawrenceville School	SUPT / HEAD	Stephen S. Murray (Head of School)

NOTABLE: Staff recognition award for Executive Chef; long-tenured catering director; large boarding population (70%+)
DISCOVERY ANGLE: Large 800-student boarding campus with named chef and catering leadership; multiple named contacts for discovery outreach

OPENING EMAIL · SUBJECT

20-min discovery — The Lawrenceville School nutrition ops

Hi Gary,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're exploring how chef-driven independent and boarding schools handle standardized recipes, allergen documentation across nine major allergens, and daily production records. Not a pitch — a 20-minute learning call. I'd love to hear what The Lawrenceville School actually uses in the kitchen today, and where the operational drift lives.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

6. The Peddie School

Hightstown, NJ · Boarding School · ~570 students · Self-Operated (Peddie Food Service – in-house PFS)

PHONE	(609) 944-7521	FOOD SVC DIR	Jeremy Stahl (Food Service Director & Executive Chef)
ADDRESS	201 South Main Street, Hightstown, NJ 08520	EXECUTIVE CHEF	Jeremy Stahl (Head Chef)
SCHOOLS	1		
FLAGSHIP HS	The Peddie School		

NOTABLE: PFS in-house program run by career staff since 2007; strong culinary/community storytelling (Peddie Chronicle features); direct farm-cost transparency lessons taught to students

DISCOVERY ANGLE: Self-operated in-house food service (PFS) with named Director/Chef combined role; textbook PlatePrep buyer profile: chef-operator who controls own procurement and tech

OPENING EMAIL · SUBJECT

20-min discovery — The Peddie School nutrition ops

Hi Jeremy,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're exploring how chef-driven independent and boarding schools handle standardized recipes, allergen documentation across nine major allergens, and daily production records. Not a pitch — a 20-minute learning call. I'd love to hear what The Peddie School actually uses in the kitchen today, and where the operational drift lives.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

7. Blair Academy

Blairstown, NJ · Boarding School · ~470 students · Compass Group

PHONE	(908) 362-6121	FOOD SVC DIR	Brian Fluck (Director of Dining Services)
ADDRESS	2 Park Street, Blairstown, NJ 07825	SUPT / HEAD	Ryan M. Pagotto (Associate Head of School)
SCHOOLS	1		
FLAGSHIP HS	Blair Academy		

NOTABLE: Celebrity chef visits (Jet Tila); student pop-up fine-dining events; catering@blair.edu direct line

DISCOVERY ANGLE: Named Director of Dining Services with direct contact line; culinary programming (celebrity chef visits, pop-ups) signals appetite for elevated kitchen tools

OPENING EMAIL · SUBJECT

20-min discovery — Blair Academy nutrition ops

Hi Brian,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're exploring how chef-driven independent and boarding schools handle standardized recipes, allergen documentation across nine major allergens, and daily production records. Not a pitch — a 20-minute learning call. I'd love to hear what Blair Academy actually uses in the kitchen today, and where the operational drift lives.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

8. Kent School

Kent, CT · Boarding School · ~560 students · Self-Operated / in-house Dining Services

PHONE	(860) 927-6000	FOOD SVC DIR	Darin Hudson (Director of Dining Services)
ADDRESS	1 Macedonia Road, Kent, CT 06757	EXECUTIVE CHEF	Lori Alderman '93 (Executive Chef)
SCHOOLS	1		
FLAGSHIP HS	Kent School		

NOTABLE: Alumna Executive Chef (Lori Alderman '93) featured in school news; serves an '800-strong community' across campus dining venues

DISCOVERY ANGLE: Named Director + alumna Executive Chef running in-house program for ~800 daily diners; strong self-op discovery target

OPENING EMAIL · SUBJECT

20-min discovery — Kent School nutrition ops

Hi Darin,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're exploring how chef-driven independent and boarding schools handle standardized recipes, allergen documentation across nine major allergens, and daily production records. Not a pitch — a 20-minute learning call. I'd love to hear what Kent School actually uses in the kitchen today, and where the operational drift lives.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

9. Millbrook School

Millbrook, NY · Boarding School · ~575 students · Aramark

PHONE	(845) 677-8261	FOOD SVC DIR	Jon Petrie (Food Services Director)
ADDRESS	131 Millbrook School Road, Millbrook, NY 12545		
SCHOOLS	1		
FLAGSHIP HS	Millbrook School		

NOTABLE: Active student/faculty Dining Hall Committee co-creates menus and theme meals (Passover, Earth Day)
DISCOVERY ANGLE: Aramark-managed but named on-site Director with active committee-driven menu program; good discovery entry on tech gaps within a managed-services kitchen

OPENING EMAIL · SUBJECT

20-min discovery — Millbrook School nutrition ops

Hi Jon,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're exploring how chef-driven independent and boarding schools handle standardized recipes, allergen documentation across nine major allergens, and daily production records. Not a pitch — a 20-minute learning call. I'd love to hear what Millbrook School actually uses in the kitchen today, and where the operational drift lives.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

10. Northfield Mount Hermon School

Mount Hermon, MA · Boarding School · ~650 students · Self-Operated / in-house

PHONE	(413) 498-3227	FOOD SVC DIR	Rich Messer (Director of Dining Services)
ADDRESS	One Lamplighter Way, Mount Hermon, MA 01354	BUSINESS MGR	Gretchen Magnuson (Dining Services staff)
SCHOOLS	1		
FLAGSHIP HS	Northfield Mount Hermon School		

NOTABLE: Large single-campus boarding operation; long institutional history of in-house dining leadership

DISCOVERY ANGLE: Named Director of Dining Services running large single-site boarding kitchen; fits self-op priority profile

OPENING EMAIL · SUBJECT

20-min discovery — Northfield Mount Hermon School nutrition ops

Hi Rich,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're exploring how chef-driven independent and boarding schools handle standardized recipes, allergen documentation across nine major allergens, and daily production records. Not a pitch — a 20-minute learning call. I'd love to hear what Northfield Mount Hermon School actually uses in the kitchen today, and where the operational drift lives.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

11. Emma Willard School

Troy, NY · Boarding School · ~360 students · Self-Operated / in-house (Emma Dining)

PHONE	(518) 833-1300	FOOD SVC DIR	Ana-Alysse Russo (Director of Dining Services)
ADDRESS	285 Pawling Avenue, Troy, NY 12180	EXECUTIVE CHEF	Christine Martin (Executive Chef)
SCHOOLS	1	SUPT / HEAD	Jenny Rao (Head of School)
FLAGSHIP HS	Emma Willard School		

NOTABLE: All-girls boarding school with in-house 'Emma Dining' program; named Director + Chef both publicly listed with direct contact info

DISCOVERY ANGLE: Rare boarding school with both Director AND Executive Chef named with direct emails; easiest first-touch of the boarding cohort

OPENING EMAIL · SUBJECT

20-min discovery — Emma Willard School nutrition ops

Hi Ana-Alysse,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're exploring how chef-driven independent and boarding schools handle standardized recipes, allergen documentation across nine major allergens, and daily production records. Not a pitch — a 20-minute learning call. I'd love to hear what Emma Willard School actually uses in the kitchen today, and where the operational drift lives.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

12. Trinity-Pawling School

Pawling, NY · Boarding School · ~330 students · Compass Group

PHONE	(845) 855-3100	SUPT / HEAD	William Taylor (Head of School)
ADDRESS	700 Route 22, Pawling, NY 12564		
SCHOOLS	1		
FLAGSHIP HS	Trinity-Pawling School		

NOTABLE: All-boys boarding school; Scully Dining Hall; managed dining under Compass catering structure

DISCOVERY ANGLE: Smaller boarding school in Hudson Valley target geography; good round-out for regional territory mapping even though managed

OPENING EMAIL · SUBJECT

20-min discovery — Trinity-Pawling School nutrition ops

Hi,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're exploring how chef-driven independent and boarding schools handle standardized recipes, allergen documentation across nine major allergens, and daily production records. Not a pitch — a 20-minute learning call. I'd love to hear what Trinity-Pawling School actually uses in the kitchen today, and where the operational drift lives.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

13. The Taft School

Watertown, CT · Boarding School · 592 students · Aramark

PHONE	(860) 945-7777	EXECUTIVE CHEF	Executive Chef role in active recruitment (Aramark posting, 2025); prior chef Heidi Sokolowski moved to Miss Porter's School
ADDRESS	110 Woodbury Road, Watertown, CT 06795	BUSINESS MGR	Deborah Miller (Director of Catering)
SCHOOLS	1	SUPT / HEAD	Peter Becker (Head of School)
FLAGSHIP HS	The Taft School		

NOTABLE: Alumni chefs go on to other elite schools (Miss Porter's); active 2025 Executive Chef hiring signals leadership transition; good timing for a discovery call

DISCOVERY ANGLE: Aramark-managed but currently recruiting a new Executive Chef (2025 posting); timing signals an open door to discuss kitchen tech during onboarding

OPENING EMAIL · SUBJECT

20-min discovery — The Taft School nutrition ops

Hi Executive,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're exploring how chef-driven independent and boarding schools handle standardized recipes, allergen documentation across nine major allergens, and daily production records. Not a pitch — a 20-minute learning call. I'd love to hear what The Taft School actually uses in the kitchen today, and where the operational drift lives.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

14. Ithaca City School District

Ithaca, NY · Public District · ~4700 students · Self-Operated

PHONE	(607) 274-2101	FOOD SVC DIR	Beth Krause (Director of Child Nutrition)
ADDRESS	1401 N Cayuga Street, Ithaca, NY 14850		
SCHOOLS	10		
FLAGSHIP HS	Ithaca High School		

NOTABLE: Deep farm-to-school partnership with The Youth Farm Project supplying central kitchen; central-kitchen model reaching 3,000+ students; USDA Team Nutrition upgrades

DISCOVERY ANGLE: Self-operated central kitchen district actively upgrading menus/operations through chef-led Team Nutrition grant work; textbook medium-district self-op target

OPENING EMAIL · SUBJECT

20-min discovery — Ithaca City School District nutrition ops

Hi Beth,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're learning how self-op K-12 nutrition programs handle NSLP meal-pattern compliance, HACCP logs, allergen documentation, and Administrative Review prep. Not a pitch — a 20-minute learning call to understand what Ithaca City School District uses today and where the paperwork breaks. In return I'll share what we're seeing across the segment.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

15. Scarsdale Union Free School District

Scarsdale, NY · Public District · ~4800 students · Self-Operated

PHONE	(914) 721-2410	FOOD SVC DIR	Tara Cook (Food Service Director)
ADDRESS	1057 Post Road, Scarsdale, NY 10583	EXECUTIVE CHEF	Glenn Garew (Executive Chef)
SCHOOLS	7	BUSINESS MGR	Andrew Lennon (Assistant Superintendent for Business)
FLAGSHIP HS	Scarsdale High School	SUPT / HEAD	Drew (Andrew) Patrick (Superintendent)

NOTABLE: District employs a named Executive Chef in addition to Food Service Director; unusual chef-driven self-op structure for a public K-12 district; affluent Westchester community

DISCOVERY ANGLE: Rare public district with both Director AND in-house Executive Chef named; signals budget flexibility and culinary ambition well beyond typical NSLP self-op

OPENING EMAIL · SUBJECT

20-min discovery — Scarsdale Union Free School District nutrition ops

Hi Tara,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're learning how self-op K-12 nutrition programs handle NSLP meal-pattern compliance, HACCP logs, allergen documentation, and Administrative Review prep. Not a pitch — a 20-minute learning call to understand what Scarsdale Union Free School District uses today and where the paperwork breaks. In return I'll share what we're seeing across the segment.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

16. Saratoga Springs City School District

Saratoga Springs, NY · Public District · ~6300 students · Self-Operated

PHONE	(518) 583-4700	FOOD SVC DIR	Eric Bush (Director of Food Service)
ADDRESS	1 Blue Streak Boulevard, Saratoga Springs, NY 12866	SUPT / HEAD	Dr. Michael Patton (Superintendent)
SCHOOLS	8		
FLAGSHIP HS	Saratoga Springs High School		

NOTABLE: Longstanding NY farm-to-school leader; prior director Margaret Sullivan collaborated with Cornell on statewide farm-to-school scaling research

DISCOVERY ANGLE: Self-op district with a well-documented farm-to-school track record and Cornell research partnership; strong compliance/sourcing story for discovery

OPENING EMAIL · SUBJECT

20-min discovery — Saratoga Springs City School District nutrition ops

Hi Eric,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're learning how self-op K-12 nutrition programs handle NSLP meal-pattern compliance, HACCP logs, allergen documentation, and Administrative Review prep. Not a pitch — a 20-minute learning call to understand what Saratoga Springs City School District uses today and where the paperwork breaks. In return I'll share what we're seeing across the segment.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

17. New Canaan Public Schools

New Canaan, CT · Public District · ~4000 students · Self-Operated (self-sustaining program per 2015 BOE review)

PHONE	(203) 594-4601	FOOD SVC DIR	Michelle Santelli (Director of Food Services)
ADDRESS	11 Farm Road, New Canaan, CT 06840		
SCHOOLS	6		
FLAGSHIP HS	New Canaan High School		

NOTABLE: Self-sustaining, non-outsourced food service confirmed by district committee review; active student food-system advocacy (National Farm to School podcast feature)

DISCOVERY ANGLE: Confirmed self-sustaining/self-op public district in core CT target geography with named long-tenured Director; high-fit discovery target

OPENING EMAIL · SUBJECT

20-min discovery — New Canaan Public Schools nutrition ops

Hi Michelle,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're learning how self-op K-12 nutrition programs handle NSLP meal-pattern compliance, HACCP logs, allergen documentation, and Administrative Review prep. Not a pitch — a 20-minute learning call to understand what New Canaan Public Schools uses today and where the paperwork breaks. In return I'll share what we're seeing across the segment.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

18. Greenwich Public Schools

Greenwich, CT · Public District · ~9200 students · Self-Operated

PHONE	(203) 625-7424	FOOD SVC DIR	Martha Ramkellawan (Food Service Director)
ADDRESS	10 Hillside Road, Greenwich, CT 06830	BUSINESS MGR	Blaize Levitan (Chief Operating Officer)
SCHOOLS	15	SUPT / HEAD	Dr. Toni Jones (Superintendent)
FLAGSHIP HS	Greenwich High School		

NOTABLE: District explicitly voted to continue self-operating food services after formal 2015 board review; 15 production kitchens plus central warehouse

DISCOVERY ANGLE: Board-affirmed self-operated model (rejected outsourcing) with sophisticated multi-kitchen logistics; strong compliance and tech-stack discovery angle

OPENING EMAIL · SUBJECT

20-min discovery — Greenwich Public Schools nutrition ops

Hi Martha,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're learning how self-op K-12 nutrition programs handle NSLP meal-pattern compliance, HACCP logs, allergen documentation, and Administrative Review prep. Not a pitch — a 20-minute learning call to understand what Greenwich Public Schools uses today and where the paperwork breaks. In return I'll share what we're seeing across the segment.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

19. Garden City Union Free School District

Garden City, NY · Public District · ~3900 students · Self-Operated

PHONE	(516) 478-1000	FOOD SVC DIR	Sebastiana Intintoli (Food Service Director)
ADDRESS	170 Rockaway Avenue, Garden City, NY 11530		
SCHOOLS	7		
FLAGSHIP HS	Garden City High School		

NOTABLE: Long-tenured self-operated Food Service Director (since 2005); affluent Long Island community

DISCOVERY ANGLE: Long Island self-op medium district with a 20-year-tenured named director; stable, technically approachable buyer profile

OPENING EMAIL · SUBJECT

20-min discovery — Garden City Union Free School District nutrition ops

Hi Sebastiana,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're learning how self-op K-12 nutrition programs handle NSLP meal-pattern compliance, HACCP logs, allergen documentation, and Administrative Review prep. Not a pitch — a 20-minute learning call to understand what Garden City Union Free School District uses today and where the paperwork breaks. In return I'll share what we're seeing across the segment.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

20. Palm Beach County School District

West Palm Beach, FL · Public District · ~190000 (district-wide) students · Self-Operated

PHONE	(561) 434-8000	FOOD SVC DIR	Allison Monbleau (Director, School Food Service)
ADDRESS	3300 Forest Hill Boulevard, West Palm Beach, FL 33406	SUPT / HEAD	Dr. Michael J. Burke (Superintendent)
SCHOOLS	200+		
FLAGSHIP HS	William T. Dwyer HS / Palm Beach Gardens HS (flagship comprehensive HS cluster)		

NOTABLE: Named Director actively appears in district video content on nutrition programming; district-run School Food Service department (not privatized)

DISCOVERY ANGLE: Mega-district by enrollment; included as an FL beachhead. Approach via a single flagship HS or feeder cluster rather than district HQ to avoid mega-district politics

OPENING EMAIL · SUBJECT

20-min discovery — Palm Beach County School District nutrition ops

Hi Allison,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're learning how self-op K-12 nutrition programs handle NSLP meal-pattern compliance, HACCP logs, allergen documentation, and Administrative Review prep. Not a pitch — a 20-minute learning call to understand what Palm Beach County School District uses today and where the paperwork breaks. In return I'll share what we're seeing across the segment.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

21. Sarasota County Schools

Osprey, FL · Public District · ~40000 students · Self-Operated

PHONE	(941) 486-2199	FOOD SVC DIR	Sara Dan (Director of Food and Nutrition Services)
ADDRESS	101 Old Venice Road, Osprey, FL 34229	SUPT / HEAD	Terry Connor (Superintendent)
SCHOOLS	50		
FLAGSHIP HS	Sarasota High School / Riverview High School		

NOTABLE: District actively promotes farm-fresh sourcing and menu innovation (Your Observer feature, July 2025); robust summer feeding and community partnership programs

DISCOVERY ANGLE: Named Director with recent local press coverage on modernizing student dining; good recent-news hook for discovery outreach

OPENING EMAIL · SUBJECT

20-min discovery — Sarasota County Schools nutrition ops

Hi Sara,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're learning how self-op K-12 nutrition programs handle NSLP meal-pattern compliance, HACCP logs, allergen documentation, and Administrative Review prep. Not a pitch — a 20-minute learning call to understand what Sarasota County Schools uses today and where the paperwork breaks. In return I'll share what we're seeing across the segment.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

22. Collier County Public Schools

Naples, FL · Public District · ~47000 students · Self-Operated

PHONE	(239) 377-0001	FOOD SVC DIR	Jim Roubison (Food Service Manager)
ADDRESS	5775 Osceola Trail, Naples, FL 34109	SUPT / HEAD	Dr. Leslie Ricciardelli (Superintendent)
SCHOOLS	53		
FLAGSHIP HS	Barron Collier High School / Gulf Coast High School		

NOTABLE: Naples/Collier target-geography district; district-run food service department serving 53 schools across 8 comprehensive high schools

DISCOVERY ANGLE: Self-operated Naples-area district rounding out the FL geographic focus; approach via a specific high-school feeder rather than central office

OPENING EMAIL · SUBJECT

20-min discovery — Collier County Public Schools nutrition ops

Hi Jim,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're learning how self-op K-12 nutrition programs handle NSLP meal-pattern compliance, HACCP logs, allergen documentation, and Administrative Review prep. Not a pitch — a 20-minute learning call to understand what Collier County Public Schools uses today and where the paperwork breaks. In return I'll share what we're seeing across the segment.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

23. Rye Country Day School

Rye, NY · Independent/Private School · ~1000 (K-12) students · FLIK Independent School Dining

PHONE	(914) 967-1417	FOOD SVC DIR	Miguel Manrique (Director of Dining Services)
ADDRESS	1 Cedar Street, Rye, NY 10580	EXECUTIVE CHEF	Jaime Cordero (Executive Chef)
SCHOOLS	1 (multi-division campus)	SUPT / HEAD	Randall Dunn (Head of School)
FLAGSHIP HS	Rye Country Day School (Upper School)		

NOTABLE: Chef-driven day-school program; alumna chef Amanda Shulman earned first Michelin star, tied to school's culinary storytelling

DISCOVERY ANGLE: Named Director + Executive Chef at a high-end Westchester/NY-metro day school; chef-run kitchen with restaurant-grade standards, ideal PlatePrep private-school profile

OPENING EMAIL · SUBJECT

20-min discovery — Rye Country Day School nutrition ops

Hi Miguel,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're exploring how chef-driven independent and boarding schools handle standardized recipes, allergen documentation across nine major allergens, and daily production records. Not a pitch — a 20-minute learning call. I'd love to hear what Rye Country Day School actually uses in the kitchen today, and where the operational drift lives.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

24. The Pingry School

Basking Ridge, NJ · Independent/Private School · ~1160 (K-12, two campuses) students · SAGE Dining Services

PHONE	(908) 647-5555	FOOD SVC DIR	Andrew Whitman (historical) / Scott Jordan (current SAGE General Manager)
ADDRESS	131 Martinsville Road, Basking Ridge, NJ 07920	EXECUTIVE CHEF	Jay Glassberg (Executive Chef, historical; verify current incumbent)
SCHOOLS	2 campuses	BUSINESS MGR	Rosane Barreiro (Director of Catering, historical)
FLAGSHIP HS	The Pingry School (Upper School - Basking Ridge campus)		

NOTABLE: Long-running SAGE partnership (since 2001) with named on-site chef and catering director; strong scratch-cooking and community-tailored menu program

DISCOVERY ANGLE: Chef-driven SAGE program with two decades of on-site culinary leadership continuity at an elite NJ day school; strong test case for private-school discovery

OPENING EMAIL · SUBJECT

20-min discovery — The Pingry School nutrition ops

Hi Andrew,

I'm Buddy Foy Jr., Co-Founder of PlatePrep. We're exploring how chef-driven independent and boarding schools handle standardized recipes, allergen documentation across nine major allergens, and daily production records. Not a pitch — a 20-minute learning call. I'd love to hear what The Pingry School actually uses in the kitchen today, and where the operational drift lives.

Buddy Foy Jr.
Co-Founder, PlatePrep · 201-206-8442

25. Montclair Kimberley Academy

Montclair, NJ · Independent/Private School · ~1000 (K-12) students · Self-Operated / in-house (per recent kitchen renovation)

PHONE	(973) 746-9800	EXECUTIVE CHEF	James Schnier (Executive Chef)
ADDRESS	201 Valley Road, Montclair, NJ 07042		
SCHOOLS	3 campuses		
FLAGSHIP HS	Montclair Kimberley Academy (Upper School)		

NOTABLE: Recently renovated dedicated kitchen/dining hall (NK Architects project) signaling investment in in-house culinary program

DISCOVERY ANGLE: Recently invested in a custom-built kitchen/dining hall with a named in-house Executive Chef; strong signal of appetite for modern kitchen operating tools

OPENING EMAIL · SUBJECT

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