

Association *for* Healthcare Foodservice

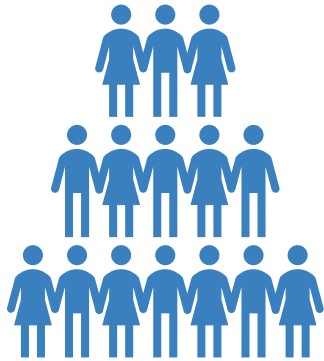
Join AHF's Member Community and Participate Nationally



Leading the Way in Self-Operated Healthcare, Senior Dining & Hospitality

Association *for* Healthcare Foodservice

Providing the professional network, resources, and tools to promote self-operated foodservice and hospitality in healthcare, senior dining and related industries.



1,200+ Members Strong & Growing

Our member community includes:

- Operators from hospitals and senior dining communities
- Business Partner members ready to offer service & support
- Retirees, Educators, Affiliate and Students

I have no conflicts of interest to disclose in relation to the content of this presentation.

AHF Association *for* Healthcare Foodservice

Leading the Way in Self-Operated Healthcare, Senior Dining & Hospitality



Looking for a community of like-minded professionals to help you achieve success? Learn about the benefits of becoming an AHF national member today.

www.healthcarefoodservice.org

Document Library & Online Resources:

- Online Member Communities
- Member Directory
- Business Partner Directory
- Job Board
- Searchable document library
- Publications & newsletters
- Recipe Index
- Regulatory Resource Center

AHF Benchmarking EXPRESS™

Know your numbers & tell your story!

- 30+ Key Performance Indicators (KPIs)
- Free with site memberships
- System level access available
- Compare your site to other similarly sized sites across the country
- Provide data for your site and the industry for your administrators

AHF Benchmarking EXPRESS™

AHF Year-End Benchmarking Express™ Full KPI Report

Report brought to you by AHF's Benchmarking Express Sponsors Gordon Food Service and Sysco

AHF's Benchmarking Express™ Program is the industry leader in real-time in-depth data collection for self-operated healthcare foodservice facilities. Members participating in AHF's program can benchmark themselves against their peers and take a deeper look into where their facility (or facilities/system) are excelling and where improvements can be made. AHF is providing this year-end report for members and industry partners as a snapshot into the self-operated industry.

AHF Benchmarking Facilities: Demographic Profiles

The help readers understand the data included in this report, we have provided at the demographic profile of our 2021 benchmarking facilities. At present, 96% of benchmarking facilities are acute care, and 4% are Long Term Care (LTC) or Senior Dining (SD) facilities. AHF will be implementing further adjustments to provide unique demographics and benchmarking benefits for LTC and SD facilities in the coming year.

LICENSED BED COUNTS

HOSPITALS SUPPORTED BY THE DEPARTMENT

BUSINESS UNITS SUPPORT BY DEPARTMENT

GEOGRAPHIC DIST. OF OTHER BUSINESS UNITS SUPPORT BY DEPT.

STER KPI REPORT
REPORT - Aggregated Annual Results

Food Service Sales By Dept	Food Service Sales (All Dept)	Non-Food Service Sales (All Dept)	Revenue Per Available Bed (RPA)
\$11,000	\$1,100,000	\$1,100,000	\$1,100,000
\$12,000	\$1,200,000	\$1,200,000	\$1,200,000
\$13,000	\$1,300,000	\$1,300,000	\$1,300,000
\$14,000	\$1,400,000	\$1,400,000	\$1,400,000
\$15,000	\$1,500,000	\$1,500,000	\$1,500,000
\$16,000	\$1,600,000	\$1,600,000	\$1,600,000
\$17,000	\$1,700,000	\$1,700,000	\$1,700,000
\$18,000	\$1,800,000	\$1,800,000	\$1,800,000
\$19,000	\$1,900,000	\$1,900,000	\$1,900,000
\$20,000	\$2,000,000	\$2,000,000	\$2,000,000
\$21,000	\$2,100,000	\$2,100,000	\$2,100,000
\$22,000	\$2,200,000	\$2,200,000	\$2,200,000
\$23,000	\$2,300,000	\$2,300,000	\$2,300,000
\$24,000	\$2,400,000	\$2,400,000	\$2,400,000
\$25,000	\$2,500,000	\$2,500,000	\$2,500,000
\$26,000	\$2,600,000	\$2,600,000	\$2,600,000
\$27,000	\$2,700,000	\$2,700,000	\$2,700,000
\$28,000	\$2,800,000	\$2,800,000	\$2,800,000
\$29,000	\$2,900,000	\$2,900,000	\$2,900,000
\$30,000	\$3,000,000	\$3,000,000	\$3,000,000
\$31,000	\$3,100,000	\$3,100,000	\$3,100,000
\$32,000	\$3,200,000	\$3,200,000	\$3,200,000
\$33,000	\$3,300,000	\$3,300,000	\$3,300,000
\$34,000	\$3,400,000	\$3,400,000	\$3,400,000
\$35,000	\$3,500,000	\$3,500,000	\$3,500,000
\$36,000	\$3,600,000	\$3,600,000	\$3,600,000
\$37,000	\$3,700,000	\$3,700,000	\$3,700,000
\$38,000	\$3,800,000	\$3,800,000	\$3,800,000
\$39,000	\$3,900,000	\$3,900,000	\$3,900,000
\$40,000	\$4,000,000	\$4,000,000	\$4,000,000
\$41,000	\$4,100,000	\$4,100,000	\$4,100,000
\$42,000	\$4,200,000	\$4,200,000	\$4,200,000
\$43,000	\$4,300,000	\$4,300,000	\$4,300,000
\$44,000	\$4,400,000	\$4,400,000	\$4,400,000
\$45,000	\$4,500,000	\$4,500,000	\$4,500,000
\$46,000	\$4,600,000	\$4,600,000	\$4,600,000
\$47,000	\$4,700,000	\$4,700,000	\$4,700,000
\$48,000	\$4,800,000	\$4,800,000	\$4,800,000
\$49,000	\$4,900,000	\$4,900,000	\$4,900,000
\$50,000	\$5,000,000	\$5,000,000	\$5,000,000

Association for Healthcare Foodservice (AHF)
4301 William Boulevard, Suite 110-267, Arlington, VA 22203
www.healthcarefoodservice.org • (800) 899-3329 • info@healthcarefoodservice.org

AHF Benchmarking EXPRESS™

Key Tool for Any Operator

- Evaluates performance & identifies areas for improvement
- Supports budget planning
- Validates department's value
- Provides personalized financial & KPIs



Access Reports, Graphs & More

- Access annual reports of key industry data points & simple comparisons
- Pull validation reports, personal dashboards and 30+ KPIs
- Compare your facility year-over-year

System-Level Functionalities

- Easily add multi-location access to administrator profiles
- Unlimited access for members to view or edit data
- Compare system locations to one another for all 30+ KPIs



Self-Op Support Team

AHF's Self-Op Support Team's mission is to support, encourage, and engage sites to be or stay self-operated.

Members & non-members can reach out for support with:

- Staying self-operated when faced with a contractor bid or RFP process
- Proving department value
- Transitioning from contract to self-op

Members can access a growing list of critical resources, tools, template and publications.

Online Community

Connect with AHF members from across the country to ask questions & share resources.

Never tackle a problem, obstacle or new project alone with access to AHF's member community.

Some recent discussion board topics include:

- Doctor Lounge food offerings
- POS downtime procedures
- Culinary line checks
- Use of AI
- Sesame Allergens
- In house patient surveys



5 Reasons You Can't Afford to Miss AHF 2024!

*Real,
vulnerable,
conversations
with operators*

*Critical
sessions
providing
14+ CEUs*

*Worldclass
and
innovative,
tradeshow*

*All-inclusive
experience -
all meals,
events and
sessions are
included*

*Build new
skills to
prepare
your team*

Visit www.AHFconference.org for more information



So Many Ways to Attend AHF 2024:

- Join AHF to get a \$200 discount
- Use AHF's curated ***Justification Letter Template*** to help justify the expense to your administration
- Use Real Rewards Café points to pay your way



**Join Today & Become a Part
of the AHF Member Community**

Contact AHF Staff at
membership@healthcarefoodservice.org
or call 1-800-899-1109