

## FSAC Minutes

May 5, 2016

Meeting called to order at 1:00 pm by Hillary Gilmartin.

Members Present: Hillary Gilmartin, Tom Gilmartin, Laurie Harris, Bill Marquardt, Guy Munday, Bob Reynolds, and Sue Sharp.

Staff Present: Chef Daniel Storino, Tina Warren-Diaz, Krista Wookey, and David Zimmerman. Absent: Edward Simpkins.

Board Liaison: Larry Thompson, present.

Guest: James Panek

Approval of Agenda

Approval of March and April Minutes

David Zimmerman stated that for all departments combined, the net figures are below budget. The Oaks Restaurant and the Mulligan Room did particularly well. The payroll expense continues to rise but is offset by sharp decreases in the COG. Chef Daniel is utilizing more fresh produce vs. prepared food resulting in decreased COG but increasing the staff expenditures for food preparation. The result is a lower Total Expense with a better than budget for Net.

The TIPS Training Course for all employees will be resuming shortly with Krista Wookey teaching the class. Krista is a certified TIPS instructor. A question arose about taking the certification class on-line and it was pointed out that the "in person" would be more beneficial both cost and clarification wise. After all employees have received their certification, Krista will be opening the class to the public.

Chef Daniel Storino was highly praised for the Wine Pairing Dinner. Exquisite was the word most used and those who attended are looking forward to the next Wine Pairing Dinner.

Chef has been doing much comparing of prices between US Foods and Sysco, ordering only the lower price without sacrificing quality. He is now looking into and pricing upgrading the meat to prime vs. choice meats.

Chef Daniel has been sending some of his best cooks to the Mulligan Room and back again. Still cross-training with good results including employee morale.

Bob Reynolds reported on the monthly Comment Cards for all venues for April. 571 Comment Cards were submitted for April, the most ever with very little change from previous months. There was only one 4.6 on a 5.0 scale which is quite impressive.

Monthly Discussion – How to increase business in the Oaks Restaurant

Explore social media for advertising; the Cub, Facebook, etc. David Zimmerman and Edward Simpkins will be researching the legality of advertising outside of Bear Valley.

Suggestion was made to highlight a different employee of the Oaks Restaurant each month in the Bear Tracks and the Cub including a photo and a short bio of each employee. Sort of a “meet and greet” the Oaks employees who will be serving you. Also, in the advertising include pictures of recent events at the Oaks Restaurant such as the wine pairing dinner. Do we want to keep all within the Valley or expand outward to Tehachapi? Will look into it.

Another suggestion was to publish the dinner menu with prices for the Oaks Restaurant starting with the summer menu.

We were reminded that all Venues are Amenities not a business. They are run as a business but are not profit oriented but are amenities for all Bear Valley residents.

Meeting was adjourned at 2:30 pm.

Next FSAC meeting June 2, 2016.