

FSAC MINUTES

November 3, 2016

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

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

Staff Present: Sande Dunchak, Cheramy Krueger, Krista Wookey, and David Zimmerman.

Board Liaison: Larry Thompson, present.

Guest: Barbara Taylor, Women's Club Vice President of Membership

Approval of Agenda and Approval of Minutes.

David Zimmerman, Food and Beverage Manager, presented a slide show on "Year Over Year Comparisons" for fiscal years 2007/08 – 2015/16. The charts presented were: Food and Beverage Covers or Meals Served, Food and Beverage Sales, Cost of Goods Sold, Cost of Goods Sold as a Percentage of Sales, Payroll Expense, Payroll Expense as a Percentage of Sales, Other Expenses, Net Income, Subsidy Per Cover, F & B Subsidy Per Property Owner, Member Food Satisfaction, and Member Service Satisfaction. These charts were presented to determine the subsidy per cover over the years. As David explained it is very hard to determine the subsidy per cover as the different venues become intertwined. In a nutshell, over the years the subsidy per cover for the Mulligan Room, Administration, The Oaks Restaurant are all down while the Saloon is up due to the increased number of dinners served in the Saloon. For all venues the total cost per cover was \$8.77 in 2007 and is now \$5.41 in 2016. When broken down for the cost to each homeowner per year, the dollar amount went from \$221.00 in 2007/08 to \$199.37 for 2015/16. The largest expenses are payroll expense and cost of goods.

There was much discussion on the Service Charge for banquets. The current Service charge is 20% (industry standard is 22%). Of this 20%, 15% goes to the Wait Staff and 5% goes to the

house. The discussion centered on “why does the house get 5%”. The options are changing the Service Charge to 15% or giving the whole 20% to the Wait Staff. The discussion was tabled until the next meeting of the FSAC. David will bring in a report on banquet food sales at that time.

Cheramy Krueger – no report.

David stated that the new Chef Ross McKee, will be starting soon. He hails from Santa Cruz.

Sande Dunchak gave the Comment Card report. There was a slight decrease in both food and service for all venues largely due to the absence of a Chef.

Krista Wookey is training three new girls for the bar area. She stated that football attendance is down compared to previous years. Suggestion was made to serve more comfort food during the games or possibly have a 2/\$25.00 special which includes soup or salad, and a shared desert.

Decision was made to post the Rules of Conduct outside the Saloon door and also a “We reserve the right to refuse to serve you” in the bar area.

Ideas were passed around on how to find out why more people are not eating at the Oaks Restaurant. Possibly a survey in the Bear Tracks asking people’s opinion of the Oaks including what changes to the menu they would like to see.

Cheramy Krueger will look into the possibility of advertising in town.

The meeting was adjourned at 2:35 pm.

The next FSAC meeting will be Thursday, December 1st at 1:00 pm.