**GM MTC Café report**

**MTC Board of Directors Meeting**

**September 24, 2020**

**Our Food and Beverage operation re-opened as of Wednesday September 16th and has operated at the time of this report for 5 days. The original plan for the café was to provide outdoor service only and have seating and prep/cooking station located on the front patio. This plan was based on the current COVID restrictions for Marin County which was under Tier 1. This limited restaurants to outside dining only. By the time the café opened on the 16th, Marin County moved to Tier 2 which allows indoor dining at 25% capacity. This enable us to provide both outdoor and indoor seating with a maximum of 25 indoors based on the 25%. Starting Wednesday September 23, the prep/cooking has been relocated back into the kitchen which provides the opportunity to eventually go back to our regular menu offerings. Café is currently open Wednesday – Sunday.**

**The Café was launched with a limited lunch menu that was available all day. Effective Wednesday September 23, an After-Hour menu will be offered with small plate items that can be shared at the tables. The current requirement to serve alcoholic beverages is it must be accompanied with food. This can be by individual or shared table food. This should attract more players to indulged in food and beverage after tennis.**

**Breakdown in sales/expense for the first week:**

**Sales:**

**Food: $870**

**Beverage: $667**

**Expense:**

**Food COGS: $348**

**Beverage COGS: $233**

**Wages: $1774**

**Net: <$818>**

**The first week of café operations had a low volume of use as members are still being cautious in this COVID Era and getting comfortable to eat at the club. We are following all protocols required by the County and CDC for sanitizing and cleaning. Those that used it enjoyed the experience and appreciated the café being open again.**

**Conclusion:**

* **Recommend reinstating the last Quarterly Food Minimum that will be billed as of October 1st. This will provide $20,000 of subsidy for the last three months of the year and motivate members to use the café as they have café rewards points. Members are inquiring about the QFM since the café has reopened. The Finance Committee gave 100% endorsement to reinstate the last QFM of the year.**
* **Café staffing remains the same per week prior to COVID shutdown. The QFM will help subsidize this expense. The Board can direct the GM to adjust operating hours and staffing hours as needed.**
* **Introducing the After-Hour Menu should increase our sales volume for both food and alcohol and will promote after tennis socializing.**