Marin Tennis Club

Memo

To: MTC Board of Directors

From: Chris Horne, General Manager

cc:

Date: January 28, 2021

Re: Café Reward Points Options

Café Reward Points Options if food services are being outsourced.

Currently members can use their Quarterly Food Minimum points towards purchases of all food and beverage. Under the outsource agreement, on gross sales of food will be distributed back to the kitchen operator. Café points is another option for members to pay for their food and beverage purchases which is money collected up front to be used over a 3-month period. Unused points are not carried over to the next quarter but booked as income at the end of the quarter.

- **No Change Option:** Continue with status quo. Members can use their points for food or beverage purchases. Points (Dollars) used towards food purchases will go back to the kitchen operator as they are included in his gross sales receipts. Points (Dollars) used towards beverages will be revenue for MTC. At the end of each quarter, MTC will book any unused points as revenue for the club.
- **No Change Option but Share Unused Points Revenue with Kitchen Operator:** Same scenario as above but unused reward points revenue will be split between Operator and MTC. Formula to be determined.
- **Discontinue the QFM or Reduce the Expense to the Membership:** I do not recommend this option, just presenting. It would be a challenge to bring back a QFM if you discontinued it. Regardless how the food business is operated, the QFM motivates members to use the services.

On a side note, our POS system can be set up to facilitate an outside kitchen operator. Members are now able to use their points for both Birt and Chef Wade which has made some very pleased.