

Good Afternoon,

I'm here today to provide an overview of the food & beverage part of BSGAC.

The 3 parts of the review are:

1. Past
2. Present
3. And the challenges that we face going forward

The Past:

This last year we had to overcome many obstacles.

As Gordie said:

1. New hot water heater
2. New stove
3. A/C units failing
4. Leaks in the roof
5. A new propane tank & system needed replacement

All of these were interruptions to the restaurant operations.

That being said, lets move on to the financial part of F&B.

Net operating income (F&B)

2017-Lost \$55,828

2018-Lost \$39,225

We made some improvement, but it wasn't good enough.

From April to December 2018 we had losses of about \$60,000 in F&B.

That wasn't acceptable, so the board knew changes had to be made. We have instituted those changes.

At present, as of February 2019, (March figures aren't in yet) we are ahead of last year and are very close to our budget for 2019.

This brings us to the challenges for the remainder of 2019.

How are we going to manage F&B to achieve our budgets goals and surpass them? The following have been suggested

1. Probable changes to the menu.
2. Summer special events. Weddings are a possibility.
3. Summer operating hours have been considered.
4. Possible summer concert series
5. Once a month comedy club
6. 2 for \$22 dinner once a week
7. Cooking class once a month
8. Utilization of beverage cart in lieu of firing up the kitchen

In other words, we will be scrutinizing every aspect of F&B going into the off season.

We also want all of you to know that we appreciate and need your comment cards to continue.

We all, and I personally, look at all of your comments. I have been tracking the F&B comments and I do understand your concerns.

1. The comfort foods are coming back.
2. Our focus is to deliver your order in a timely manner.
3. Make sure it is of the right temperature, whether hot or cold.
4. A table is served all of it's orders at the same time.

The past is the past. The challenges we face are many. We as a board are here to make sure that BSGAC, which is all of you out there, is successful.

Linkside café and the golf course are integral parts of the community. We ask all of you to support us. This is not easy!

But we will succeed. We need new members and we need membership renewal.

Thank you all for coming today.

This is not in the presentation, but for your review.

March 2018-\$4027 net income

April 2018-\$9232 loss

May 2018-\$1763 loss

June 2018-\$4467 loss

July 2018-\$12,321 loss

August 2018-\$13,824 loss

September 2018-\$10,224 loss

October 2018-\$6220 net income

November 2018-\$5016 loss

December 2018-\$8298 loss