

**Meeting Information**

<b>Meeting Name</b>	House Committee – Hunters Ridge	<b>Date</b>	4 / 20 / 2015
<b>Attendee</b>	<b>Attended</b>	<b>Attendee</b>	<b>Attended</b>
Bill Bell	Yes	Brad Webber	Yes
Andy Rogalski	Yes	Marie Thomas	No
Sheila Case	Yes	Lou Seria	Yes
Jerry Sparks	Yes	Kent Schilling	Yes
Suzanne Evans	No	Jack Luther	Yes
Don Radcliffe	No	Bill Berg	Yes
Don Huprich	No	Dick DeCoste	Yes
		Jim Sido	Yes

No	Discussion Items
1.	2015 Q1 Food & Beverage Financials
2.	Strategy for developing Food & Beverage reporting / metrics
3.	Upcoming Special Events

**Discussion Points and/or Agreements**

Majority of meeting time was spent discussing 2015 Q1 F & B financials. Bill Berg provided an overview of March & Q1 2015 actual's vs. variance to budget on the key financial drivers. In addition, Dick DeCoste shared with group below financial summary which was taken from March 2015 Treasurers report:

*March sales for all Food and Beverage operations were \$121,000 (\$120,531) or 16% above last year. The first quarter ended with sales of \$306,000 (\$305,609) which also represented an increase of 16% over last year's results. YTD Dining/Grill Room food sales, at \$205,000 (\$204,868), were up over last year by 6.2% while \$70,260 in bar sales showed an increase of 35%. For the first quarter ending March 31, food and bar sales for the Ridge amounted to \$34,157, an increase of 47% over last year. For the corresponding period, the Ridge's operating expenses were \$13,258.*

*For the first quarter, combined bar cost of goods was \$33,352 on sales of \$82,677 or about 40%. Corresponding food cost of goods amounted to \$112,095 on sales of \$226,608 or 49%. The first quarter's total gross surplus was \$160,163 or a 10% improvement over last year's performance. The ratio of expenses to revenue has also shown an improving trend and, at the end of March, the ratio was 1.16.*

*Year to date kitchen and restaurant salaries were about equal to last year and total expenses of \$194,352 were 2% lower than last year's performance. The first quarter's operating loss was \$47,448, which represented an improvement of 17% over last year's performance.*

Group also discussed our "game plan" for developing the right metrics & reports to assist the Food & Beverage manager in effectively managing the F&B operation and allowing the House Committee members the metrics to better understand the F&B financial drivers. Group asked Kent Schilling to lead a sub team which will include Jerry Sparks, Brad Webber, Lou Seria and Bill Berg in the development of the metrics & reporting. Bill Berg will reach out the software developer to start this process.

Sheila Case provided an update on the upcoming Kentucky Derby event and also on possible summer / fall events. Planning for the Kentucky Derby event is completed and everyone was asked to spread the word.

Takeaway's / Action Items	Action Assigned to	Status / Date Resolved
Schedule next meeting	Andy	Open