

**Heather Gardens Metropolitan District**

**Clubhouse/Restaurant Committee**

**November 14, 2019**

To: HGMD Board of Directors, HGA Board of Directors and General Manager

From: Mike George

Subject: Report of November 14, 2019 Clubhouse/Restaurant Committee Meeting

Committee Members: Michael George (Chair), Janet Arce, Christa Boehner (absent), Jerry Brewster, Tom Merges, Deb Smith, Tom Tomasik

Staff: Linda Aluise (Clubhouse Manager), Cormac Ronan (Rendezvous Manager), Courtney Haynes (Rendezvous Assistant Manager)

The meeting was called to order by Chairman George at 2:00pm. He noted that neither the General Manager nor Controller would be present.

Janet Arce moved that the report from the October 21, 2019 be approved. Tom Tomasik seconded; motion passed.

**Review of Financials:**

Sandra Rosenberg, HGMD President recommended all committees look at fees. Tom Merges noted he attended a meeting where it was recommended to raise restaurant prices and have fewer customers in order to net more money, but this does not seem to hold true. Tom Merges noted that cost of goods sold plus wages and benefits was approximately equal to revenues. That leaves no room for operating costs. Cormac has been gradually raising prices, still keeping them lower than surrounding restaurants. Labor is our biggest restaurant cost. For the month of October, \$77,000 revenue was needed to break even and we earned \$60,000. The restaurant needs to be marketed to surrounding area and within Heather Gardens. Tuesday buffet used our new buffet table and featured shrimp scampi. With our new buffet table, the quality of food is consistent. Normal Tuesday buffet attendance is 10-25. We had 50. The buffet does take a back house person to custom make the entrée, so the more buffet goers we have, the better.

Tom used payroll taxes for an example of our budget not being a good forecast. Payroll taxes are relatively stable; budgeted at \$2591, yet the actual amount is \$3496. Cormac said it is easier to predict and control costs with a menu than a buffet. Food counts are verified when food is delivered and Kevin completes an inventory so we are confident in those figures. Actual costs must be looked at to determine next year's budget. Craig Baldwin mentioned this has to be done by June in order to be used for the next year's budget.

**New Business:**

**Restaurant Manager Report – Cormac Ronan**

The Bronco signing event was extremely well attended. The Broncos had a great time and want to do it again. There was photo op and Breckenridge Brewery gave away lots of great merchandise. Restaurant purchases are encouraged at such events. The Broncos want to have a spring golf outing.

The 1st and 3<sup>rd</sup> Saturday night is live music with a cover charge. The band keeps the cover and plays from 6-8pm.

Last year, we did 220 Thanksgiving dinners in 3 hours. We will surpass that this year.

The ovens needed emergency replacement as they both went out. There are 40+ parties upcoming. The restaurant will be closed over Christmas for 3 days, then reopening the 29<sup>th</sup>. There will be a discounted dinner menu for those attending the clubhouse New Year's Eve event.

**Motion** by Tom Merges seconded by Deb Smith that we recommend to the Board that the liquor license be extended to the golf course. Motion passed unanimously. While we have been cautioned for liability issues, Cormac felt it actually would be safer since we could then control how much people were served whereas now they just BYOB. If they want to purchase liquor and find out we do not serve, they leave upset, do not stay and eat, and often find other places to golf.

### **Clubhouse Manager Report – Linda Aluise**

The October craft fair was a success. She is working on the 2020 calendar. The saunas down. The controls become damaged when people press the reset button unnecessarily and it confuses the circuitry. She is obtaining a cost for replacement since ours are 7 years old and cannot be repaired. The clubhouse is also dealing with the challenge of a new phone system. The clubhouse will be decorated by volunteers on December 3<sup>rd</sup>. Tom Merges noted that our custodial hours budgeted are not enough. Revenue from classes spikes quarterly since classes run quarterly. Again Tom mentioned that we need to establish a monthly budget for classes. Linda noted that the majority of clubhouse electric is on from 5 or 5:30AM until 11PM. It is computerized. The ability to control by room needs to be investigated because some, like woodshop, do not need their lights on at 5AM. Linda is very revenue driven and strives to ensure events at least break even. We have resident and non-resident rates for classes. It is time to look at non-resident rates and see how we compare to the market. .

**Unfinished Business** none

### **New Business**

1. Silver Sneakers. The last time Silver Sneakers was evaluated was 2012. : Linda is evaluating it again to see if it is a good fit for Heather Gardens, considering how full our classes and time slots are.
2. December Meeting. Motion made by Tom Merges seconded by Tom Tomasik that we do not hold a December meeting.

### **Residents wishing to address the committee:**

Micky Cavanaugh CP1, voiced his opposition to Silver Sneakers, saying that personal experience has shown the crowding out of residents.

Rita Effler Seville, inquired as to the TV sets in the Board Room, new phone system – are they in the budget. The phone system was part of the agreement with Comcast.

With no further business, meeting adjourned at 3:25pm.

**Next meeting – Thursday, January 10, 2:00pm**