



Concessions Annual Report 2020



Financial Performance as of November 1, 2020

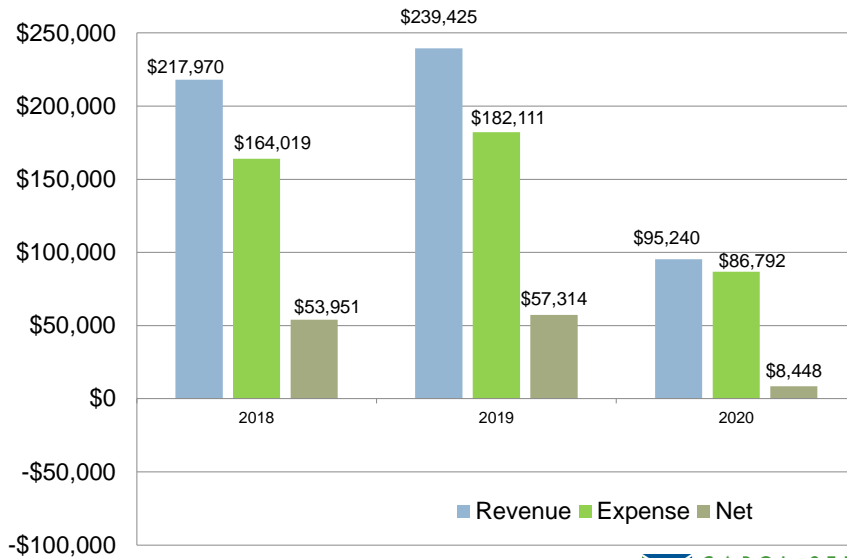
Revenues	FVRC/SRC	Coral Cove	Home Plate
Perishable Food	\$3,933	-	\$46,547
Non-Alcoholic Drinks	\$1,859	-	\$19,327
Alcohol	-	-	\$18,702

YTD Totals

Revenue	\$95,240
Expenses	\$86,792
Net Revenue	\$8,448



Financial Summary



Alcohol

Revenue	\$18,702
Expenses	\$4,267
Product	Quantity Sold
Coors Light	1,193
Miller Lite	918
Seasonal Beer	808
White Claw	564
CCMG Coors Lite	17
CCMG Miller Lite	14
CCMG Seasonal Beer	5
CCMG White Claw	16

ALCOHOL SUCCESSES:

- White Claw is popular
- Cup-In-Hand Kickball Beverages
- Tournament Pricing

ALCOHOL CHALLENGES:

- Restrictions for staff under 21
- Transporting
- Restrictions on types of alcohol
 - No hard liquor and wine

Home Plate Fun Facts

Product	Quantity Sold
Gatorade	2,738
Hot Dogs	1,863
Shaved Ice	1,502
Mini Melts*	1,159
Popcorn	802
Funnel Cake Fries*	325

* New Items



Successes

COVID-19 Safety

Full-time supervision on weekends & large tournaments

Food safety

Weekly grill and fryer cleaning – minimal equipment failures

Reconfiguration of equipment improved efficiency

Reduced propane cost

Team Leader as the cashier – safety factor

Pushed high profit product

Improved Inventory



Challenges

COVID-19

Storage

Chicken Sandwiches and finding sauces

Tournaments ending on August 14.

Less sales due to no seating in the hub area



Upcoming in 2021

Slight increase in menu pricing

Continue to reduce expenses

Improve inventory control procedures

Add concessions information on CSPD website



Upcoming in 2021

Armstrong Park concessions

Wage increase

Chicken Sandwich sauces

Promoting food at Coyote Crossing Mini Golf



Thank you for your support!

