

Sackville Curling Club  
Bar Report  
2018 AGM

This year revenues are down about \$600, about 2.5%, which reflects a slight continuing decline in consumption. Profits are off by about \$1800, due to increased bar expenses (\$870 two new lights and ice machine repair), wages (\$200), decrease in the number of drinks sold (\$300) and a shift towards less profitable drinks (\$400).

At most events and league nights we are seeing a sales decline in the single digits percentage-wise, although there were the same or more people at most of these functions this year. I think this reflects a slight continuing decline of number of alcoholic drinks purchased, plus a shift towards non-alcoholic drinks. The Keurig has been a popular addition and our offering of other non-alcoholic drinks has also increased in response to this change in demand.

We do track revenues on a nightly basis. Evening Men's and Border League, over the course of the season, do slightly better than breaking even, with Evening Men's being (relatively) the stronger of the two. Evening Ladies', because of volunteer bartenders, is always profitable, although the volumes aren't large. Thursday and Friday Mixed are the two nights that, relatively speaking, we generate significant profits.

Over the course of my four years as Bar Director, I have been surprised how a particular beer or drink will be very popular for some time, then sales suddenly fall off. Or a particular brand will all of a sudden sell heavily for two or three months and then stop. Liquor is ordered weekly, so stocks are adjusted pretty fast as the taste in drinks changes.

The same can't be said for chips. Our supplier has responded this year very quickly to my requests for restocking. And yet we have been very low on supplies a few times, and that is partly on me, partly on the nature of our chip eating habits. Chip consumption goes up and down for no reason that I can see. It just seems like some nights people are in the mood for chips and some nights they aren't. We don't consume enough chips for us to stock spare boxes in the storage room – they'd go stale before they'd sell, so after a couple of nights in a row when chip consumption is heavy, the order needs to be placed right away, and, well, mea culpa. So, if there is a member out there who would really like to see this area improved, please step forward.

Once again this year our bartenders, Heidi Carter, Pam McFadden and Carrie Phinney have set a friendly, warm and fun tone for our lounge, and thanks too to our backup bartenders Reg Beal and Brian Sears. And, as always, many thanks to our evening ladies volunteers.

Submitted by Nick Portman, Bar Director