

A metal tray with three quesadillas, a small cup of sauce, and a glass of margarita in the background.

Hidden Creek Golf Course F&B Food Purchasing

City Council Presentation: August 19, 2024

Staff Presenter: Jen Basham, Director of Parks and Recreation

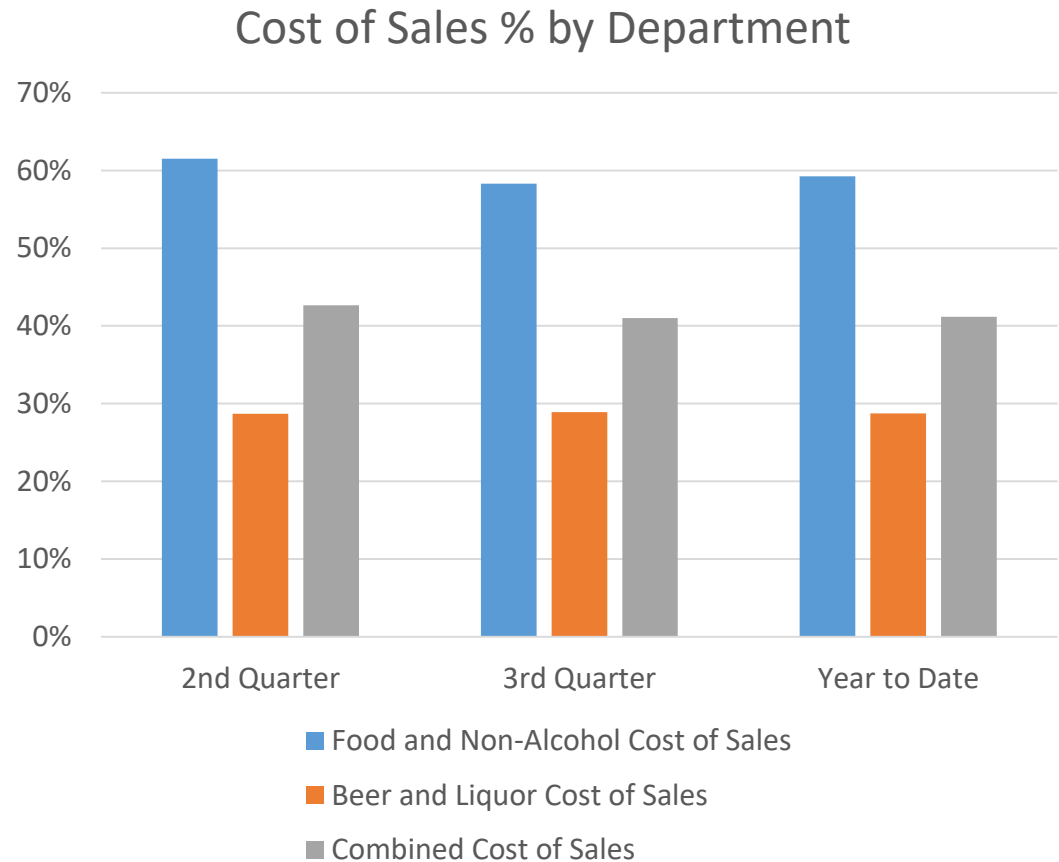
Background



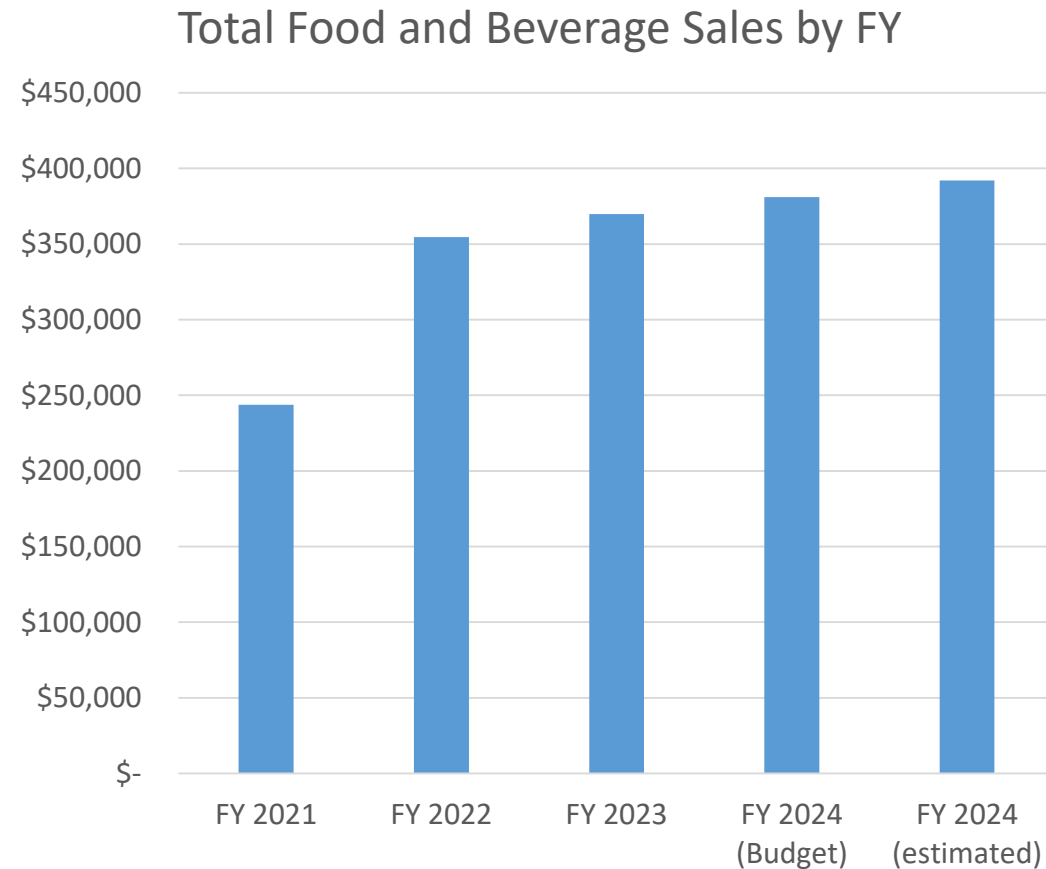
- **The Terrace at Hidden Creek Golf Course purchases food items from Ben E. Keith for retail sale**
 - Section 252.022 of the government code exempts goods purchased by a municipality for retail sale by agency
- **A new menu was developed and implemented in early spring 2024**
- **The recipes for the new menu items were developed with products from Ben E. Keith**
- **Sales are exceeding record levels of last year and we anticipate exceeding the \$50,000 expenditure threshold**

Cost of Sales Reporting

- The Year to date Combined Cost of Sales percentage is 41.18%
- Total Combined Cost of Sales target is 40%
- Sales mix and sales volume are large drivers of Cost of Sales



F&B Sales from FY 21 to FY 24



- Estimated Sales for FY 24 is \$393,000
- Budgeted sales for FY 24 is \$381,000
- Sales have increased each year from FY21 – FY 24

Appropriations

- **Ben E. Keith is our primary food vendor. They are one of the largest food distributors in the country**
- **Purchases for the remainder of the fiscal year will be dependent on sales and sales mix in August and September**
- **Hidden Creek is asking for authorization to purchase retail food items in an amount not to exceed \$85,000**

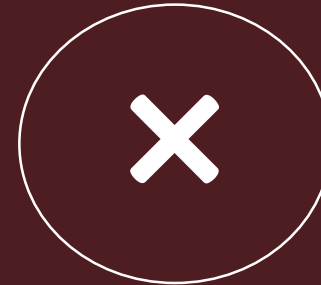


Options

Staff Recommendation



Recommend authorizing staff to purchase
from Ben E. Keith in an amount not to
Exceed \$85,000



Do not proceed with authorization