



McMaster Students Union

Food & Beverage Review Committee
Background & Update

History of MSU Food & Beverage Operations



A Little Background

- Downstairs John
 - Located in the basement of Wentworth House
 - Open Thursday-Saturday
 - Closed 2002
- Rathskellar
 - Located in the basement of the Refectory
 - Open during limited days and Thursday- Saturday with limited special events
 - Closed 2001
- Quarters
 - Located in the basement of TSH / Student Centre
 - Changed to TwelvEighty then launched Grind on 2018
- MSU Bread Bin Convenience Store
 - Located on the lower level of Hamilton Hall
- Gamesroom
 - Located on the 2nd floor Hamilton Hall

TwelvEighty & Grind Financial Performance



		Dept. 0204 - TwelvEighty For the Eight Months Ending						
		PROPOSED	Actual	YE	YE	YE	YE	YE
		2021-2022	YTD	2020-21	2019/20	2018/19	2017/18	2016/17
		BUDGET	21-Sep	Draft	ACTUAL	ACTUAL	ACTUAL	ACTUAL
All:								
3051-0204-0100	TWELVE - SALES - BOTTLED BEER	(800.00)			-2,634.14	-4,678.39	-11,493.51	-27,828.88
3052-0204-0100	TWELVE - SALES - DRAUGHT BEER	(7,000.00)			-22,858.19	-43,156.38	-41,278.73	-64,088.91
3053-0204-0100	TWELVE - SALES - LIQUOR	(10,000.00)			-16,594.57	-20,818.37	-51,744.82	-110,128.50
3054-0204-0100	TWELVE - SALES - COOLERS	-			-	-142.13	-85.50	-75.00
3055-0204-0100	TWELVE - SALES - WINE	(800.00)			-970.63	-2,590.91	-2,630.47	-4,031.70
3061-0204-0100	TWELVE - SALES - NON ALCOHOLIC	(5,000.00)			-5,452.90	-10,876.57	-12,010.45	-16,793.79
3062-0204-0100	TWELVE - SALES - FOOD	(245,000.00)			-341,826.92	-328,407.45	-360,558.71	-478,775.08
3063-0204-0100	TWELVE - SALES - CATERING	(10,000.00)			-93,979.99	-88,055.50	-30,249.61	-
3064-0204-0100	TWELVE - SALES - CAFE	(35,000.00)			-86,324.57	-128,120.81	-46,241.40	-
3251-0204-0100	TWELVE - ADMISSION FEE REV.	-			-	-386.88	-33,790.01	-48,486.67
3253-0204-0100	TWELVE - COAT CHECK REVENUE	-			-417.60	-3,187.91	-8,602.50	-2,252.41
3264-0204-0100	TWELVE - GIFT CERT - SALES	(1,000.00)			-1,583.18	-1,470.98	244.99	559.03
3801-0204-0100	TWELVE - OTHER REVENUE	(4,000.00)			-14,278.36	-18,518.09	-15,479.82	-7,860.14
3802-0204-0100	TWELVE - RENTAL REVENUES	(1,000.00)			-10,675.00	-8,564.25	-17,743.50	-19,098.98
4051-0204-0100	TWELVE - COS - BOTTLED BEER	400.00			1,753.77	2,183.00	5,762.01	12,912.90
4052-0204-0100	TWELVE - COS - DRAUGHT BEER	3,500.00			10,946.01	19,084.00	18,047.83	27,889.85
4053-0204-0100	TWELVE - COS - LIQUOR	4,000.00			1,467.43	4,710.65	13,864.07	27,725.80
4054-0204-0100	TWELVE - COS - COOLERS	-			3.36	63.92	73.94	33.32
4055-0204-0100	TWELVE - COS - WINE	640.00			631.21	1,779.29	1,225.56	1,559.53
4056-0204-0100	TWELVE - COS - SPOILAGE	-			-	178.91	1,671.98	1,601.94
4061-0204-0100	TWELVE - COS - NON-ALCOHOLIC	2,000.00			3,364.60	6,207.55	6,695.32	11,231.82
4062-0204-0100	TWELVE - COS - FOOD	105,000.00			156,328.16	158,850.93	179,192.76	197,342.27
4064-0204-0100	TWELVE - COS - CAFE	15,000.00			28,821.82	50,355.93	16,692.97	-
	Total All	67,615.00	37,617.83	245,099.09	188,793.97	278,686.34	284,662.87	197,127.93
	Total Losses - 5 years		1,194,370.20					

Union Market Recent Financial Performance



Dept. 0201 - Union Market								
For the Eight Months Ending								
		PROPOSED	Actual	YE	YE	YE	YE	YE
		2021-2022	YTD	2020-21	2019/20	2018/19	2017/18	2016/17
		BUDGET	21-Sep	Draft	ACTUAL	ACTUAL	ACTUAL	ACTUAL
All:								
3001-0201-0100	UMKT - SALES - GENERAL	(391,318.63)	-3,444.14		-602,028.66	-749,036.40	-744,054.95	-764,979.39
3801-0201-0100	UMKT - OTHER REVENUE	(10,000.00)	-20.80		-17,053.09	-20,114.21	-3,730.76	-7,521.82
4001-0201-0100	UMKT - COS - GENERAL	156,527.45	3,138.98		364,869.28	486,735.42	461,991.44	452,903.02
4002-0201-0100	UMKT - COS - SPOILAGE	1,000.00			509.81	729.10	1,467.16	3,019.58
	Total All	3,208.82	10,071.00	61,671.03	2,005.80	-6,244.83	-24,775.97	-57,669.85
	Total Net Revenue - 5 years	-25,013.82						

New Addition to our Asset Portfolio



		Dept. 0202 - CHATIME						
		For the Eight Months Ending						
		PROPOSED	YTD	YE	YE	YE	YE	YE
		2021-2022		2020-21	2019/20	2018/19	2017/18	2016/17
		BUDGET	21-Sep	Draft	ACTUAL	ACTUAL	ACTUAL	ACTUAL
All:								
3801-0202-0100	CHATIME - RENTAL INCOME	(15,000.00)			-19,000.00	-19,214.71	-18,821.40	-18,525.00
5101-0202-0100	CHATIME - TELEPHONE	200.00			141.50	339.60	339.60	339.60
	Total All	(14,800.00)	-6000	-11000	-18,858.50	-18,875.11	-18,481.80	-18,185.40
	Total Net Revenue - 5 Years	-85400.81						

Food & Beverage Financial Performance



Summary			
TwelvEighty / Grind			\$ 1,172,755.52
Union Market			-\$ 25,013.82
House of Games / Chatime			-\$ 85,400.81
Net loss over 5 years			\$ 1,062,340.89
Annually			\$ 212,468.18

Food & Beverage Review Committee



MANDATE

The mandate of the Food & Beverage Ad Hoc Committee includes working towards the following goals:

- Analysis of submitted Food & Beverage Partnership Proposals
- Analysis of industry trends including but not limited to other campus food & beverage operations
- Review opportunities which ensure the short, medium and long-term viability, both financially and from a student enjoyment perspective of the MSU food & beverage operations
- Development of a set of recommendations to Executive Board

Campus Comparators



Brock (BUSU) – Operates their own food & beverage operations with a small loss or net revenue each year. Multiple locations, franchises and their own restaurant/bar

Centennial – Operate their own food & beverage operations at a loss.

Fanshawe (FSU) – Operate their own food & beverage operations at a net revenue. Multiple locations, campus meal plan and their own restaurant/bar

Mohawk (MSA) – Operates their own operation at loss and partners with Chartwells which provides net revenue

Phoenix – In recent years operate at a net revenue

Seneca (SSF)- Operate their own food & beverage operations at a loss or periodic break even.

Waterloo – Closed operations due to declining attendance, losses. Evaluating re-opening

Western (USC)- Operate their own food & beverage operations at a net revenue. Multiple locations, café and their own restaurant/bar

Wilfred Laurier – Operate their own food & beverage operations at a loss or periodic break even

Information relates to pre-covid operations

Food & Beverage Request for Proposals



- Request for Proposal can be found here
 - <https://msumcmaster.ca/request-for-proposal-food-beverage-operations/>
- Interest
- Process
- Recommendation
- Next Steps