

BOARD WORKSHOP FOR TRUMPETS AUGUST 13, 2008

By Carl Weinstein

WE MUST CHANGE OUR OVERALL APPROACH FROM MAKING THIS A PROFIT CENTER TO RECOGNIZING IT AS AN AMENITY FOR OUR RESIDENTS!

My approach assumes that it would be best for Anthem if we select another restaurant to operate and manage our former Trumpets Facility.

There are those who suggest that either SCA runs the facility or that we hire a manager to run it for us. Following are the reasons NOT to do this:

- 1..It puts us in the business of having employees on our payroll.
2. It puts us in the business of paying Federal employee taxes
3. It will mean RMI will need extra staff to do the financial and accounting work.
4. It will mean paying for an expensive liquor license.
5. It will mean that SCA bears the entire cost of remodeling the facility.
6. It will mean purchasing appropriate liability insurance.
- 7/ It will mean that SCA takes all the risk/

There are those who think the restaurant should not be open to the public.

It is a known fact that most restaurants in Senior Communities lose money. In order to be profitable we MUST allow public access to the restaurant as long as proper controls are in place to monitor guests.

There are those who do not want outside catering.

Since we do not allow gambling, catering is a must for the place to be profitable as long as we observe the following:

- 1.Allow SCA clubs the choice of caterer as long as outside caterer brings in the food.
2. Forbid the lessee from catering off site and using our kitchen.
3. Having the means to control the public when they eat at the restaurant.

I AM PLEASED TO REPORT THAT WE ACTUALLY HAVE AT LEAST TWO RESTAURANTEERS WHO HAVE VOLUNTARILY STEPPED FORWARD TO BE CONSIDERED . THEY ARE ESPECIALLY QUALIFIED FINANCIALLY AND HAVE PRESENTED PROGRAMS THAT MEET THE RESULTS OF THE SURVEY TAKEN AT ANTHEM.