

*Ratified Minutes of*

THE ORDINARY MEETING OF THE BAR STRATEGY COMMITTEE

8<sup>th</sup> Week Hilary Term 2019

Tuesday 5<sup>th</sup> March

The TV Room, 17:30

**Present:** **The Secretary** (Nicholas Leah, *Lincoln College*), **The President-Elect** (Genevieve Athis, *Christ Church*), **The Standing Committee Delegate** (Elliot Bromley, *St Edmund Hall*), **The Elected Member** (Hugh Bellamy, *Lady Margaret Hall*), **The Elected Member** (Ben Fraser, *Lady Margaret Hall*), **The House Manager** (Bridget Gaughan), **The Bursar** (Lindsay Warne)

**Apologies:**

None

**Absent**

None

**Late**

None

*The Secretary opens the meeting at 5:44pm*

**Apologies**

None

**Requests to Pass Absences from Previous Meetings**

None

**Matters Arising from Previous Minutes**

None

**Ratification of Minutes**

**The Secretary** moves that the Bar Strategy Committee ratify the draft minutes from the 4<sup>th</sup> week Hilary Term 2019 Ordinary Meeting of the Bar Strategy Committee. Seconded by **The Elected Member** (Hugh Bellamy)

*Nem. con.*

## **Business**

### 1. Reflection on the Social Calendar

**The Secretary** reflects on a sell-out social calendar and was very pleased with how everything went. He comments that events such as the Murder Mystery Night were successful but we could do more to facilitate the consumption of alcohol in events at the bar. Perhaps the ticket price should incorporate a drink.

**The Bursar** suggests crediting the bar with the average amount the bar would have made that night if we close the bar for a whole evening.

**The House Manager** suggests including two bottles of lager or a cocktail as part of the ticket price. Not only does this benefit the bar, but it increases the fun and experience of attendees.

**The Secretary** suggests future secretaries should incorporate alcohol into ticket prices in the future. He also comments that the bar will be credited for the remaining drinks that were not consumed at the ball.

### 2. Card machine minimum spend

**The Elected Member** (Hugh Bellamy) asks about progress made on reducing the minimum spend for using a card in the bar and whether **The Bursar** could report on her meeting with **The Treasurer-Elect** about this matter.

**The Bursar** mentions that she has not had this meeting with **The Treasurer-Elect** as she has not been approached by him.

**The Bursar** notes that we work on a 60% margin on drinks from cost price to sell price. The gross profit margin taking wages etc. into account is 9.8%. Of purchases made at the bar, 65.21% are paid by card, the rest by cash. Card charges are between 1.2% and 1.9%. This could dent the profit. There are machine costs of £19.20 a month fixed plus PCI fee of 20%. Anything that eats into the £5 minimum would reduce the profitability of the bar.

**The Elected Member** (Hugh Bellamy) notes that by removing the minimum card spend, consumption could be stimulating, increasing revenue.

**The House Manager** suggests keeping the minimum card spend not just for profitability but to encourage increased consumption.

**The Elected Member** (Hugh Bellamy) notes that removing the minimum card charge could result in more purchases in the bar as it would be easier to buy drinks and food.

**The Bursar** notes that we are not big enough to absorb this fee. We don't want to get back into a situation in which the bar is losing money.

## **Changes to the Composition of this Committee**

There are no changes to the composition of this committee.

### **Any Other Business**

**The Standing Committee Delegate** (Eliot Bromley) passes a formal motion of thanks on behalf of Bar Strategy Committee to **The Secretary** for his contributions to the bar this term. Seconded by **The Elected Member** (Hugh Bellamy)

*Nem. con.*

### **Date of Next Meeting**

The date of the next meeting will be TBC next term to be called by the next Secretary.

*The Secretary closes the meeting at 18:02pm*

Signed,

Hugh Bellamy

**Director of Digital Operations**

*Lady Margaret Hall*