

H. Catering

- **Revenue:** The first half of the year ended with revenues of \$3,208,100 (pre-audit), 10.5% down from the same period in 2018. Long range projections are on track to finish 2019 approximately 1% below 2018 at around \$7 million in sales.
- **Services for Q1-Q2:**
 - Hospitality (coffee breaks) 58,828 guests
 - Meals (breakfast, lunch, dinner) 52,929 guests
 - Receptions 39,341 guests
 - Total Services (includes all misc.) 202,801 guests
- **Lake Vista Café:** The Lake Vista Café opened for the season on May 07, 2019. The month of May saw a lot of rain and so total revenue is lagging behind last year by 7.9%. At the beginning of July, year-to-date sales were approximately \$73,500, 16.5% below the same period in 2018.

LVC year-to-date guest comment card averages are again exceptional with overall staff service satisfaction rated at 98.4% and overall food satisfaction rated at 97.3%.

- **Marketing and Donations:** During Q1-Q2 Monona Catering donated goods/services to: MT Sales Blitz; MPI, and 2019 Menu Showcases for Wedding Clients. MC donates left over food twice weekly to the Healthy Food for All Coalition in Madison, based out of the Feed Kitchen.
- In addition to the donations to local pantries/shelters of more than 1980 pounds of useable food during Q1-Q2, Monona Catering diverted approximately 13,700 pounds of pre-consumer food waste to composting.
- MC is now using Paper Straws only since May of this year. As of today's date, we have now diverted 16,000 straws for recycling.