



TOWNSHIP OF EDWARDSBURGH CARDINAL INFORMATION ITEM

Committee: Committee of the Whole – Public Works, Environmental Services, Facilities

Date: April 19, 2021

Department: Recreation and Facilities

Topic: Waterfront Canteen Reopening for 2021 Season

Background:

The waterfront canteen is scheduled to reopen on June 11th for the 2021 summer season. In the past few years, the canteen has operated from 4:00pm until 7:30pm on weekdays, and 11:30am until 7:30pm on weekends. Staff work from 3:30pm until 8:00pm on weekdays and 11:00am until 8:00pm on weekends. Hours are typically extended on Canada Day and Labour Day.

Canada Day and Labour Day generate most of the revenue every year, bringing in approximately 38.8% of the waterfront canteen's gross income for the 2019 season. On weekend days in 2020, the waterfront canteen brought in an average of \$393.40 compared to \$180.50 per weekend day in 2019. The canteen generates less income on weekdays, bringing in an average of \$84.22 per day in 2020 compared to \$50.49 per day in 2019. These trends are illustrated in the attached graphs.

Expenses for the canteen during the 2020 season totaled \$15,150. The breakdown of expenses can be found below:

| Expense | Amount (\$) |
|--|-----------------|
| Product | \$4200 |
| Insurance for canteen building | \$2000 |
| Cell phone located at the canteen | \$150 |
| Wages (including extra COVID-19 staff) | \$8800 |
| | |
| TOTAL EXPENSES | \$15,150 |

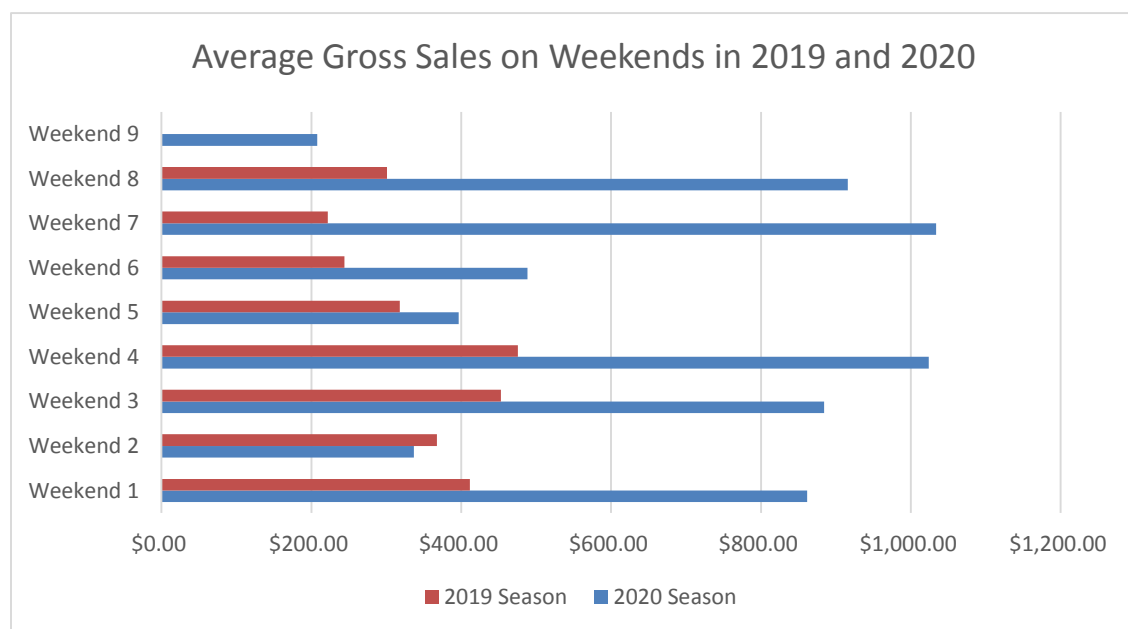
The total 2020 income at the canteen was \$9545.80. When considering the expenses of opening and operating the waterfront canteen, the canteen lost a total of \$5604.20 for the 2020 season.

Extending the canteen hours to open for 11:30am on weekdays would require staff to be onsite from 11:00am until 8:00pm. This means that an extra 4.5 hours of wages would need to be paid to 1 staff per day, totaling an extra 22.5 hours per week. For a 10-week season, this would equate to 225 hours' worth of wages for canteen staff. With minimum wage set at \$14 per hour, the canteen would cost an extra \$63 per weekday in wages to operate, totaling \$3150 for the entire season. The second student wages would be offset through the COVID safe restart funding received through the Province.

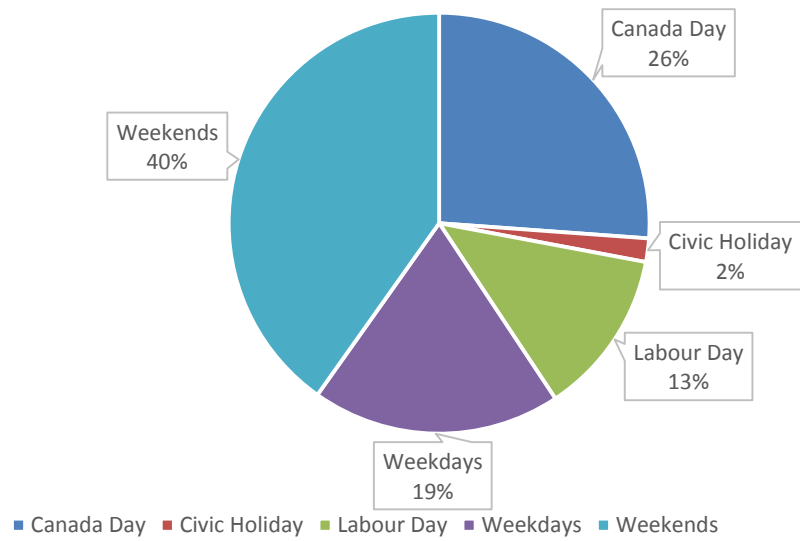
The canteen brought in approximately \$84.22 per weekday over a 3.5-hour shift during the 2020 season. Based on this information, we would budget for the canteen to bring in approximately \$42.11 more per day if the canteen operated from 11:30am until 7:30pm. This would bring the daily income to approximately \$126.33. This estimated income from extended hours would not be enough to cover the cost of wages.

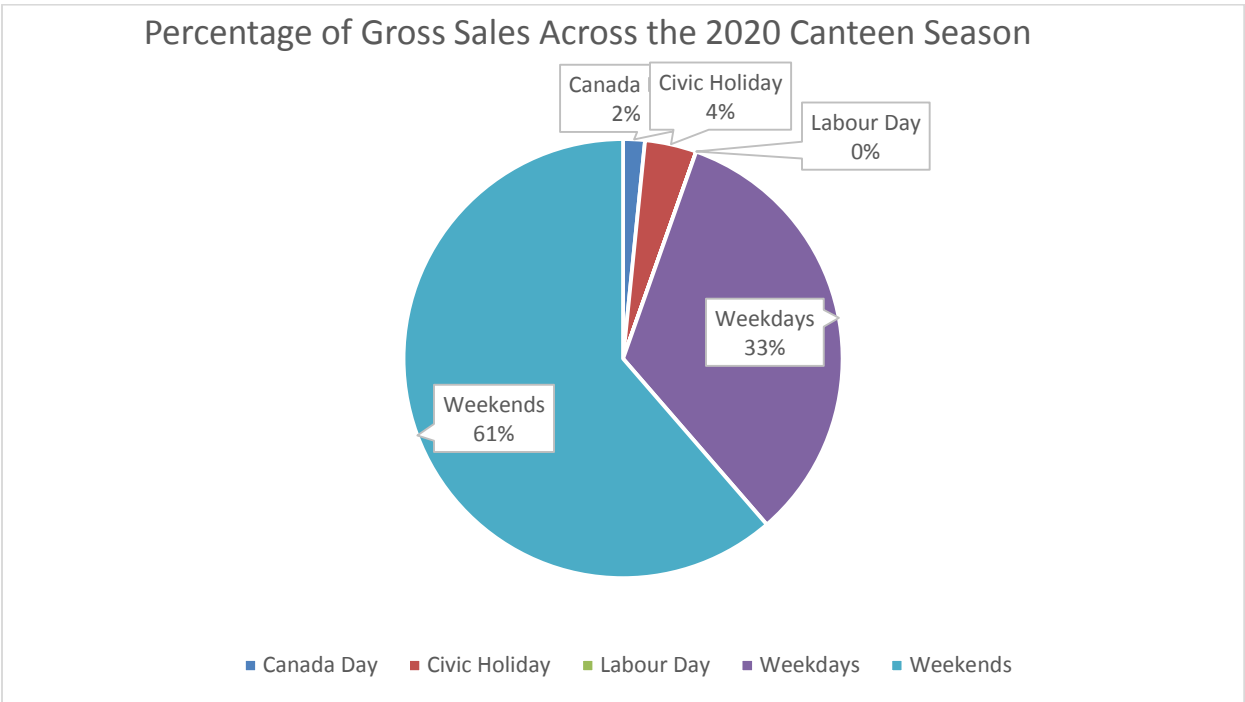
COVID-19 has also offered some unique challenges for local businesses. Local eateries such as the Cardinal Deli, Scorpion Restaurant and Nicki's Restaurant have been forced to close or modify their hours due to lockdown restrictions. There is also a chip wagon proposed in Cardinal this summer season that may be located near Highway 2. Opening our waterfront canteen for longer hours would put us in direct competition with local businesses who are already struggling and with those who are just starting out.

When considering that the waterfront canteen brought in significantly less money on weekdays compared to weekends and would result in an increase of unbudgeted costs to operate during the season, it is not recommended that the waterfront canteen extend its weekday hours. To support an increase in service levels, a transfer from reserves would be required to fund the extension of canteen hours during weekdays as the current 2021 budget has \$7,380.00 allocated to operate the canteens.



Percentage of Gross Sales Across the 2019 Canteen Season





Facilities Manager