

September 10, 2020

To: **Town Administrator**

Via: Director of Golf

Copy: President Golf Committee

The Hot Stove at Cranberry Valley is requesting the waiver of the remaining \$10,000 rent due for the 2020 based on the circumstances listed below:

Covid-19 related restrictions

Loss of nine weeks of business (Scheduled April 6th opening delayed until June 9th)

April 2019 Gross Sales.....\$21,195*
* Amounts do include function receipts

May 2019 Gross Sales.....\$62,382*

June 2019 Gross Sales.....\$20,284* (June 1-8)

Prohibited inside seating 5/9 to 6/11 (we provided Grab 'n Go items and drinks to golfers during this period)

Prohibited use of dining room bar

Restriction to a maximum of 25 inside guests

Deck seating reduced from 45 to maximum of 30 (depending on table configuration)

Decrease in non-golfing guests due to fear of virus

Decrease in golfing guests

Golf carts not permitted for Phase 1

Course hours reduced to 8:00 to 4:00 during Phase 1

Increase in t-time intervals

15 minute intervals equal 53% fewer golfers (May 9 to June 12)

12 minute intervals equal 33% fewer golfers (June 13 to July 7)

10 minute intervals equal 20% fewer golfers (July 8 to present)

Additional expenses (sanitizers, menus, masks, staffing required for sanitizing)

Loss of use of shuttle from parking lot to restaurant

Cancelled functions:

4/23	30 guests for Spring Team
5/04	120 guests for SMGA/MCMC
5/11	80 guests for Retired Men's Club
5/15	120 guests for Harwich Fire Department
5/28	120 guests for Harwich Police Department
6/03	35 guests for Monomoy Teacher Retirement
6/05	45 guests for rehearsal dinner
6/16	100 guests for CVWGA Member/Member
6/22	30 guests for NEPGA Jr Tour
6/30	72 guests for CVWGA9 Invitational
6/??	80 guests for CCWGL
7/14	60 guests for CCJGA
7/23	60 guests for NEPGA PAT
8/18	80 guests for SCWGA Solheim Day 2
9/05	100 guests for CV Member Guest
9/15	96 guests for CVWGA Member Guest
9/19	96 guests for Ryder Cup Day 2
10/03	60 guests for Harwich HS Class of 1970 Reunion
10/07	144 guests for PFL Tournament
10/12	60 guests for Monomoy Athletic Booster
10/??	100 guests for Land Ho Charity
10/??	72 guests for MIAA D3 High School Championship
??/??	36 guests for breakfast (postponed until 2021)

(The attendance for the functions listed above totals approximately 1800 guests. Using a conservative estimate of 1600 guests and a conservative estimate of an \$8.00 profit per guest a total profit of at least \$12,800.00 would have certainly been realized).

Projects in current lease not completed

Cart parking adjacent to restaurant

Three additional restaurant parking spaces

Performance of the Hot Stove at Cranberry Valley for the past five seasons

The time and effort provided by Hot Stove, Inc. since January of 2016 to change the Cranberry Valley clubhouse restaurant from an embarrassment into perhaps the best of any Cape Cod public golf course is hard to measure.

The work involved in this transformation is too vast to document for the purposes of this request. However, I would be happy to personally give a tour to any of those that have any doubts and would like to see the improvements, both large and small.

Ron Leidner
Sincerely, Ron Leidner