

## **1. Ownership & Management**

Adair Country Inn & Restaurant is owned by Betsy and Nick Young. The inn and restaurant work in close coordination and the restaurant does not have a separate identity. Adair Country Inn & Restaurant is managed by an innkeeper couple living on property. The innkeepers report directly to the owners and all other employees report directly to the innkeepers including the restaurant employees.

In the kitchen, the head chef is employed as per attached job description and duties and responsibilities outlined.

The innkeepers are responsible for the preparation of the breakfast for the inn guests. The breakfast menu and purchasing is done in collaboration with both the head chef and innkeepers.

A dishwasher is scheduled by the head chef when needed and in coordination with the innkeepers. The dishwasher can be trained to assist as a preparation cook.

The wait staff consists of one restaurant representative who is in charge of the schedule for the waitresses.

## **2. Description of Business**

Adair Country Inn & Restaurant is located at 80 Guider Lane, Bethlehem, New Hampshire at exit 40 of I-93. The inn has a maximum capacity of 20 guests with an extreme low season in April and November. Deep cleaning and maintenance are performed during those months.

The restaurant was opened in June 2007 and is growing steadily. It has the capacity for approximately 33 diners at a seating of 11 tables.

The restaurant is open to both inn guests and the local community serving dinner Thursday through Monday. During holidays, special events or occasions, the restaurant will be open additional times and days as needed.

During the spring and summer months, Adair has a patio that is licensed for food and drink.

Musicians are occasionally scheduled for dinner or special events.

Functions are held in the library, main dining or Granite room with cocktail hour in the living room and on the patio.

Adair Country Inn & Restaurant is a romantic inn and restaurant that caters to couples and children 12 years and older. The inn has received the four diamond AAA award for 17 consecutive years.

Dinner served is fine New England style cuisine using local and organic products whenever possible.

### **3. Market information**

Percentage Inn guests 60%

Percentage outside guests 40%

Adair is often sought out as a special place for birthdays, anniversaries, weddings and other special occasions.

### **4. Operations of the restaurant**

Opening hours:

Summer: Thursday through Monday, 5:30– 8:30pm

Winter: Thursday through Monday, 6:00 – 8:30pm

Foliage: Thursday through Tuesday 5:30 – 8:30pm

Closed for operations a few weeks during the low season in April and November.

Reservations are taken through the office of the inn

The Menu: Flexible, changes with seasonal items, a la carte or Prix fixe menu possible with specials included.

Service: table turn over at an average of 1.5 – 3 hours

### **5. Revenue Worksheet**

Average ticket at dinner: \$35-\$55 before tax and gratuity.

Average ticket at Brunch: \$30 before tax and gratuity.