Last home game concessions checklist

The last home game is the hardest order of the season. Order short and you sell out by halftime; order long and the leftovers sit in a closet until spring.

This one-page checklist covers the week before, game night, and the hour after. It was written by a band booster concessions chair, using two seasons of our own stand's sales numbers.

Before the final order

- [ ] **Count what's in the building first.** Count everything, in cases and loose units, before you order anything.
- [ ] **Check whether it's really the last game.** A home playoff game can land a week later. Last year ours did, and it sold almost as much as senior night. Order perishables for one game and let shelf-stable stock be your playoff cushion.
- [ ] **Size the order by the kind of night.** At our stand, a varsity night sold about 10 times what a JV or freshman night did. Our late-season varsity nights sold about a fifth less than the early-season ones, even on senior night.
- [ ] **Plan for cold.** Late-season crowds move from Powerade and water to hot chocolate and coffee. On two cold nights last year we sold over 300 cups of hot chocolate. Check the forecast, trim cold drinks and have hot drinks ready.
- [ ] **Order perishables to the low end.** Buns, sliced cheese, pizza and opened nacho cheese have to sell that night or be thrown away.
- [ ] **Sell down candy and bottled drinks** instead of reordering them. Unless you're about to run out, sell what's already on the shelf. Anything you buy for the last game will likely sit in storage until next season.

Game night

- [ ] **Push the items that keep and earn the most.** At our stand, French fries keep about 80 cents of every dollar, funnel cake about 92 and popcorn about 88. Fries cook from frozen and the other two are made from shelf-stable ingredients, so whatever you don't cook goes back in the freezer or on the shelf.
- [ ] **Cook to the crowd, not the plan.** Check the stands at halftime. After the third quarter, cook burgers, fries and chicken to order only.
- [ ] **Set a last call for perishables.** In the fourth quarter, bundle or mark down what's left of hot dogs, buns and pizza instead of throwing it out.
- [ ] **Write down what runs out, and when.** Even a phone note like "fries out at 8:40" is one of the most useful things you can hand next year's chair.

After the game

- [ ] **Count everything that night or the next morning**, before anything gets moved, borrowed or used.
- [ ] **Sort leftovers into three piles:** keep (sealed drinks, candy, frozen items still frozen), use soon (opened or short-dated) and toss. Write down what you toss and why.
- [ ] **Check dates on what you keep.** Note the earliest expiration date on each box so next season starts with the oldest stock.
- [ ] **Record what sold, item by item.** The last game's numbers are the hardest to piece together later.
- [ ] **Leave a five-line note for next year's chair:** best sellers, what ran out, what was left over, supplier contacts, and one thing you'd change.

Made by the team behind FunnelCake, a concessions tool built by a booster concessions chair. It handles the counting and order math in this checklist for you: ***funnelcake.club***