

## Estimating Drink Quantity and Prices for an Open Bar

Industry practices suggest that, on average, each guest will consume 1 drink per hour plus one additional drink during Cocktail Hour. Each drink requires one “pour” of beer, wine or spirits.

**Example:** You have 100 adult guests and plan to have an open bar from 5:00 to 10:00 PM (5 hours). Total expected consumption would be 5 drinks (pours) per person. Plus, your first hour is a cocktail hour from 5:00 to 6:00 PM = 1 additional pour to total 6 per person for the evening. This also can be adjusted up or down depending factors such whether most of your guests are families with small children that will leave before 10 PM.

$$\begin{array}{r}
 \text{Number of adults over 21 years of age} = \underline{\quad 100 \quad} \\
 \text{Number of hours of bar service} + 1 = \underline{\quad 6 \quad} \\
 \text{Multiply the above two numbers to total pours:} \quad \underline{\quad 600 \quad}
 \end{array}$$

The mix of alcoholic beverage types people will drink is subject to your guests tastes and time of year. The ‘rule-of-thumb’ mix is 50% wine (of that, 66% white during the summer), 25% mixed drinks and 25% beer. Our experience is a bit different; 50% beer (especially with our great Colorado craft beers), 25% wine (of that, 75% red during the fall/winter) and 25% mixed drinks, unless, of course, you choose a particularly popular specialty drink such as our fresh lime Mojitos. Last time these were served they constituted more than 50% of the drinks served.

*For Example:* You plan to have an open bar with beer and wine served plus a specialty drink for each bride and groom.

$$\begin{array}{r}
 \text{Total pours from above:} \quad \underline{\quad 600 \quad} \\
 \text{50\% beer:} \quad \underline{\quad 300 \quad} = \text{beer pours} \\
 \text{25\% each wine \& spirits:} \quad \underline{\quad 150 \quad} = \text{each wine and specialty drink pours}
 \end{array}$$

### **Practical Example:**

**Provide 600 pours and determine pricing using our house line of microbrews and wines.**

### **Beer**

Choose two house craft beers at \$365/15.5 gallon. Pricing is \$265/keg for domestic beers. One 15.5-gallon keg yields approximately 165 pours (other sizes/prices and varieties are available depending on season):

- Sawtooth (Lefthand)
- Insane Rush IPA (Bootstrap)
- Sunshine Wheat (New Belgium)
- Buffalo Gold (Boulder Beer)
- Miller Lite (domestic)

Many other beers (both bottled and kegs) along with hard ciders, lemonades, etc. are available upon request; pricing may need to be adjusted but is generally 2.5 times the wholesale cost from our distributors.

**In this example**, two 15.5 kegs of beer should be selected and ordered to total 330 pours at a cost of \$730.00. **PRICE PER SERVING:** Each 15.5-gallon keg has 165 12-ounce servings. At \$365/keg (craft), that's only \$2.21 per 12 oz. serving

Note that we will work with you to ensure you order enough. If you run out of ordered beer, we can provide additional quantities from our microbrew stock (may not be your exact varieties) to cover your event so that you don't run out. Additional servings will be deducted from your damage deposit. **Note that we do not refund unused beer and you may not take unused beer off site unless in never opened bottles.**

## Wine

Choose any combination of these house wines at \$13/bottle:

- Sauvignon Blanc (white)
- Chardonnay (white)
- Merlot/Cab mix (red)

If you have other specific wines you would like, we will be happy to locate, order and serve them, with the price generally 3 times the wholesale price from our distributors. We can give you a quote on price before you decide to order.

Choose the number of cases/bottles based upon the number of guests with standard bottles of wine yielding about 7 pours per bottle.

**In this example**, for a summer wedding with 150 pours expected, you would want to have 100 pours, 15 bottles, of white wine (66%) and 50 pours, 7 bottles, of red (34%). This totals 22 bottles of wine at a price of \$286.00. **PRICE PER SERVING:** At about 7 glasses of wine per 750ml bottle, price per 3.5oz serving is \$1.85.

We will help you calculate servings to ensure you don't run out. However, if you run out of a specialty wine, we can pull additional bottles, with your permission, from our house stock. We will refund **unopened bottles** of wine that you have purchased (house stock only) or you can take those home. Any opened bottles must remain on site and will not be refunded. Our bartenders are trained to only open one bottle at a time to minimize waste.

## Cocktails

Choose any combination of liquor and mixers and we will customize a quote for your event. Here is a list of our house brands:

- Jack Daniels (Bourbon)
- Bullit (Bourbon)
- Bacardi (Rum)
- Captain Morgan's (Spiced Rum)
- Spirit Hound (Gin-local)
- Tanqueray (Gin)
- Stoli (Vodka)
- El Jimador (Tequila)
- Johnny Walker Black (Scotch)
- Dewar's (Scotch)

If you have other specific liquors you would like, we will be happy to serve them as well.

Choose the number of 1-liter bottles based upon about 22 1-½ oz servings per liter. Spirits range between \$35 to \$65 per liter bottle.

**In this example**, the groom selected Jack and Coke for his specialty drink, the bride chose Vodka Tonics. 4 bottles each of Jack Daniels and Stoli will cover 176 pours at approximately \$50/bottle including mixers and garnishes, to total \$400.00. **PRICE PER SERVING:** Depending on your selections, at about \$50 per bottle of spirits plus mixers, each drink will be approximately \$2.50 depending on mixers we purchase.

We will ensure there is enough to cover more than the standard estimated servings-per-person so that you don't run out. Refunds will be given for **unopened bottles of our house brands** or you may elect to take the remainder of **unopened premium bottles** if they are not house.

## Champagne Toast

We have two varieties of house champagne. Choose only one.

- J Roget at \$10/bottle
- Ruffino Prosecco at \$22/bottle

The champagne toast allows one small serving per person (seven servings per bottle), so 15 bottles are required. **PRICE PER SERVING:** With about 7 glasses of champagne per 750ml bottle, \$1.43 per 3.5oz serving of our J. Roget or \$3.14 for the Ruffino.

Refunds will be given for unopened bottles of house champagne/Prosecco at \$10/bottle for J Roget, \$22/bottle for Ruffino Prosecco.

## Bar Service

The standard bar service package includes the bar setup and bar tending:

- 6 hours of bar service (4:00 - 10:00)
- One bartender per 50 guests (at \$50/hour)
- Plastic cups (appropriate for the type of beverage), cocktail napkins, ice
- Whiskey Barrel Bar, keg containers and taps

- Authentic farm trough - for soft drinks and bottled water on ice (\$5 /guest) – we also allow parties to bring their own non-alcoholic drinks and ice while we supply the serving trough at no charge.

Bartender tips are not included, nor are tips mandatory. It is encouraged that tips be given for good service.

Not Included (unless you tell us you want to have these things added!)  
Unlimited soft drinks and water, Coffee and tea service (\$8/pp).

---

### Example summary

Estimate for Beer and Wine open bar with two specialty drinks (656 pours, house selections) and Champagne toast for 100:

Microbrews, 2 kegs, 330 pours	\$ 730
Wines, 22 bottles, 150 pours	\$ 286
2 Specialty drinks, 176 pours	\$ 400
Champagne (J. Roget), 15 bottles, 100 pours	\$ 150
Standard Bar Service, 2 bartenders for 5 hours	\$ 500
Total estimate	\$ 2,066

**PRICE PER PERSON:** 6 drinks each plus champagne \$20.66, **PER DRINK** \$2.73.

Note that guests that prefer a cocktail may purchase one at the clubhouse until it closes (typically at sunset).

---

**Final Notes:** We hope this helps you get a sense of pricing for your bar service. We can provide just beer and wine up to a full bar with specialty drinks. You may choose to do “drink in hand” for toasts rather than purchase champagne. We will work with you a couple of months before your date to price by the brands you wish to order and your number of guests.

Keep in mind that ANY opened alcohol containers, whether a keg of beer or a bottle of wine or spirits, cannot leave the premises at the conclusion of your event. You and your guests may not bring any alcohol on the premises. Either of these is a violation of our liquor license and there are hefty fines for non-compliance.

Please let us know the type of beer(s), soft drinks, mixed drinks, wines and champagne you have in mind, along with whether upper shelf beverages or signature drinks should be made available.