

Awesome. So thanks again for coming on today, Eric. Really appreciate you taking some time outta your day. Um, for the people who have not had the pleasure of meeting you, tell us a little bit about who you are and, and who you work with. Sure. Uh, Eric Covitz. Um, originally from, uh, Boston, Massachusetts. Uh, then, uh, went to school in, uh, Long Island, New York, Hof Street University.

And, uh, the last three years I've been spending my time in Fort Smith, Arkansas. And I'm the owner of the eight 10 billiards in bowling here in Fort Smith. Mm-hmm. . Awesome. And so that's, uh, when, what do you do to come online for that? Uh, we're hoping to open, uh, mid-November we'll be doing some soft opening openings.

We've already, uh, started to, uh, put applications in and, uh, looking at hiring staff. The key positions, general manager, assistant general manager, uh, kitchen manager, and uh, uh, either beer manager or ho or host manager. Those are the four positions we're, mm-hmm. hiring and going to training first. And then we'll hire the bartenders, servers, hostess, uh, people, right.

A little bit closer to our opening. Okay, awesome. Yeah. And you'll be open just in time for the busy, busiest part of the season, right? Yeah. Although, I dunno, is it different? Yeah. Is it different in Arkansas? What's the, uh, no. Uh, you know, one school's out in or winter recess and, uh, holiday parties and uh, uh, all the like, and then you also have, uh, you know, uh, NHL and um, N B A in full swing and uh, yeah, we love our hogs here.

Arkansas basketball where you should be nationally ranked. Uh, this coming season. We did really well in, uh, last year's Final four, uh, you know, um, tournaments. So, uh, very optimistic for a lot of people coming in to watch the games this year. Awesome. Yeah, no, that, that's definitely a great one. Does it get pretty cold in Arkansas or, um, like cuz here in, in the winter people don't go outside.

They, they go and they bowl and that's the busiest season, like January through March. Does it same for you? Well, that, that was one of the things that intrigued me about moving from, uh, Florida to here. Uh, because we do have four seasons. Mm-hmm. Uh, fall depending on the, you know, the heat from the summer, uh, sometimes is, uh, sh shorter than I'd like, cuz it's, uh, beautiful to watch the, uh, trees change color here in the, in the mountains.

Uh, but we do get a winter. Um, fortunately we don't get too much snow, but when we do, they don't have the. Plowing equipment, uh, that you would see in the, you know, the northeast corridor right, of the country. So it really shuts down everything. But, uh mm-hmm. , we get our, our share of

cold weather and, uh, the, the conversation here and, uh, is, uh, you know, in Arkansas is, you know, if you don't like the weather, wait 10 minutes because it will change.

And it's, uh, definitely true. Awesome. Yeah. Yeah. Uh, okay. I've only been once or twice, but, um, it's definitely a beautiful area. Yeah, I think the, I think the state has the most, uh, national parks of any, uh, state in the country. Oh, wow. Yeah. I definitely need to get down there. Um, so I wanted to, so really, you know, the, the big thing I wanted to talk about today with you, um, we'll, we'll get into the, the past, uh, a little bit about, you know, you having a business, having an exit.

Um, but I wanted to tee it up with a little bit about how you saw this opportunity to be in the, uh, the bowling space. What drew you to it? Um, you know, and how you evaluate it as a business opportu. Uh, well, I always like to do things with, uh, people when I'm, you know, having a social gathering. And it seemed to be in, uh, in this area especially that a lot of people just go out to eat.

That's their mm-hmm. , uh, their social activity. And, uh, you know, I was used to doing other things, uh, whether it be, you know, playing golf or mini golf. , um, you know, going bowling or going to a, uh, billiard hall, um, yeah. Or anything like that, just to, you know, have something a little bit more active, uh, you know, with people.

And, uh, so I was looking for something that, uh, you know, would, would give us or the, allow us the opportunity to introduce that to this area. Mm-hmm. . Yeah. And so is that more of a, a market opportunity you see where it's just, there's not a lot of that in your area? Yes. Uh, the, the population is growing. I'd say we, we were about, uh, 80, 85,000 people, uh, in Fort Smith.

And then when you get the outer, uh, surrounding towns, it's probably close to a quarter million people. Mm-hmm. , uh, coming into work on a, on a daily basis. And, uh, as I mentioned, other than the restaurants, uh, there's a few trampoline parks, but for, uh, young adults and, uh, and adults wanting to do something, , um, you know, there really isn't a lot of choices right now.

Right. And, and so what drew you to bowling specifically? You know, if you have a couple different things, mini-golf, trampoline, whatever else, what would draw you to that specifically? Uh, well I, uh, I've always been interested in, uh, doing, um, something like a bowling alley. Uh, You know, I'm a ice skater, so hockey at heart.

Uh, but that seemed to be a little bit too, uh, expensive and endeavor to Yeah. You know, build hockey rinks and keep the air conditioned in the middle of the summer. Right. That's too couple

digits in Arkansas. Right. Uh, so the, the bowling really intrigued me. Uh, I know. Uh, just from my rotary club that I would belong to.

We used to do, uh, that is a, uh, get together or social function, uh, every, you know, couple of months or whatever, uh, because you know, people from all ages can do it, and you're just having out, you know, out there to have fun. So. Mm-hmm. , uh, you're getting some exercise and even. You know, when you go out to eat and you have a large group, everybody's sitting at a long table.

You only really get to talk to the two or three people that are Yeah. Right next to you or right across. Very true. You. And by bowling, you're standing up or sitting down, um, when you're not bowling. So you're having that opportunity to mingle and mm-hmm. , uh, you know, chitchat with a, a lot more people and socialize and, uh, you know, discuss.

Everything but the bowling, uh, or, or the bowling. If someone's on a right, on a Turkey or a three bagger, you know, can they do it the next time? And, you know, then everybody has their retention on a lane for a few minutes and then you're back talking about other things. Right? Yeah, yeah. No, I, I like that, that you say that cuz it does totally change the dynamic for a group if you're, if you're out versus, you know, sitting like and talking to the people to your left or right, or across from you.

I hadn't thought of it like that. I like that a lot. Um, okay. And so you then decided to partner up with, uh, 8 1 10, um, as a franchise, correct? Yes. Uh, and, and that was, um, in the right before Covid happened, actually, it was March of 2020. Um, my wife and I took a, uh, discovery day is what they call it. Uh, so we, uh, flew into the Myrtle Beach area.

They have three locations there. Mm-hmm. and all three locations, uh, were very, uh, distinct and different. Uh, the first location is, was a, uh, bowling alley to begin with, and they refurbished it and, you know, made the, uh, dining area larger with, uh, little bit more ambience to it. Uh, they took out some bowling lanes to add a larger area for arcade.

Uh, I think they even added an indoor, uh, bocci. There, right. So they were looking to make it more of an entertainment center and dining, uh, with a little bit more, uh, dining fair, but for the locals. And, uh, their second location is uh, what they call their market common. And that was an old, uh, grocery store.

So much larger footprint. Yeah. Uh, about 35,000 square feet. So they added a glow in the dark miniature golf course. Cool. As well as a, uh, full stage for live music. So they have concerts there

pretty much every Friday and Saturday evening. Nice. Uh, as well as all the other, you know, bowling, billiards and other, uh, other games that people can play.

Right. And that was, I think, uh, based on its location, more situated for the, uh, tourists for, you know, when they're off the golf course or off the beach, they have a place to. Um, or on a, on a rainy day and so forth, and get some indoor activity. Uh, and then the third location is in what they call Conway, uh, kind of on the outskirts of town, but very close to Coastal Carolina University.

Yeah. So they were attracting the college student, uh, who wants to. Blow off some steam after studying all day and mm-hmm. , you know, they can go bowling from uh, 9:00 PM to midnight, uh, for \$15 including shoes. So it's a great deal. And, uh, they can also, um, use their student meal card. Uh, to purchase, um, meals basically, and they, but an alcoholic beverage.

Oh, wow. While they're, while they're there. So it's attracting that. And also I think, um, there's more families in that, uh, section of town, so they're doing more, uh, birthday parties, which basically introduces to the, uh, young couples, uh, who may have, um, you know, uh, younger age kids, uh, a place that they may not have heard of or known about where they can go there.

You know, eat and hang out and have a date night and, uh mm-hmm. , you know, just have a, a nice place that they can relax and, uh, take a breather, uh, or bring the kids for an early, early supper. Mm-hmm. . And now, is there one of those that you are particularly trying to emulate in, uh, Fort Smith? . Uh, I would say we're probably closest to the Conway.

Uh, we have a University of Arkansas, port Smith, which is a, uh, smaller undergraduate school, uh, with about 5,000 students, and it's about a mile down the street from us. . And then we also have a, a pretty good, uh, segment of our, uh, population of being younger people in their, you know, um, late twenties, uh, mid 30 mm-hmm.

age, age group. Yeah. Uh, looking for something to do on the weekends, like, as I mentioned, besides just, uh, going out to dinner. Right. Uh, so this is a way that they can go out and have a full bar, a lot of different meal choices, drink specials, and they can bowl if they want. Uh, you know, it's a, you know, they have that, uh, Um, uh, loveseat, uh, or sofa that seats about eight persons with a coffee table so they can right do shareable appetizers or they can have a whole sit down meal and then they could, you know, play a board game or shoot some pool or spend time in the arcade or mm-hmm.

Whatever they wanna do that day to have, have some fun. Yeah. Okay. And now what, um, you mentioned a couple different activities that they have. What all are you planning to put in, in your center and what's some of the thinking behind it or, or what you think will do. So, uh, the main part is gonna have, uh, 10 bowling lanes.

And, um, 12 billiard tables. Uh oh. Wow. So I really think the billiards is something that I enjoy doing. Uh, but I'm not a smoker and a lot of the billiard halls are very, uh, smoky and just, uh, you know, some of them have food, but a lot of them don't. Also, they don't give you much options. Uh, they let you bring food in, I think, uh, you know, so they have a whatever, pizza, takeout number hotline or whatever.

Yeah. But, you know, be able to just, uh, play. Have a nice, uh, drink, uh, maybe share an appetizer or some wings or whatever. Mm-hmm. , I, I, I think that's something that would be, uh, very appealing. Yeah. Uh, the arcade is gonna have everything from your standard, uh, uh, ski ball to, you know, basketball type games, to some virtual reality kinda arcade.

Okay. So that's something that they could. Yeah. How big are your a will, will your, uh, arcade be? How many pieces or what's the footprint? Uh, it's a little over 3000 square feet. I think we'll have about 23 games. So it's, it's pretty large. It's sizeable. Yeah. That, that's big. Yeah. And we'll also have, uh, at least four dart boards.

Um, so if you wanna play darts, uh, we can move tables and chairs around. So, uh, we'll be offering cornhole, uh, probably during the week, not on the weekends when we, yeah. We'll have more people coming in to. . Uh, and then we also will have a v i P section with additional, uh, four, uh, bowling lanes for private parties, uh, or overflow during the, um, busy times of the year.

Okay. And so, uh, that's four and six, or is that 10 and, uh, 10 and four. 10 and Oh, wow. Okay. Yeah. So that's 14 total. Yeah. Yeah, that's a good size. And that's, I mean, it depends who you ask or what kind of style house you're trying to run. You know, if you're more traditional league house, it might be low, but a lot, I see a lot of centers do well with about that.

You know, it'll be 16 to 24 can do very well, uh, with that style that you're talking about. I, I, uh, I haven't met the owners of the local, uh, bowling alleys here. Uh, but I really don't feel. You know, a competitor of theirs. I think if anything, maybe we should be having a discussion for how to compliment one another.

Yeah. Uh, because if they have a, you know, league going on one night, maybe, uh, you know, they don't have, uh, lanes available. They can send them over to our establishment, uh, you know, uh, on those given nights. And then for us, I think we would. Uh, almost like, uh, I, I look at top golf as an example with people who never picked up a golf club and they go to top golf and say, Hey, this was a fun, you know, activity, right?

Maybe I wanna go and learn how to play golf. And they mm-hmm. , you know, take lessons for chipping and putting and, you know, so we could be a, uh, basically, uh, uh, uh, a seed or a, um, you know, a learning center, I guess for their. Uh, future bowling league players, uh, if they enjoy it and wanna take the next step.

And, you know, having their own custom, you know, bowling ball and shoes and the whole, the whole gamut and, you know, really wanna, you know, get more serious about playing. Mm-hmm. . Yeah. Yeah. It just comes down to, you know, the customer that you're going after. If, if it's, you know, the, the league tournament bowler or more just the casual family pers uh, bowler who's coming in, you know, with a group and like you said, might not do it often.

Um, and you know, there, there's some people who make it work with both. But you know, at the end of the day it is two separate segments of, of customers and usually centers tend to gear towards one or the other, but you can make it work with. . Yeah. The other part of that is the, uh, bowling equipment itself, the pin setters.

Mm-hmm. , uh, ours are on the, uh, the switch bowling system, which I understand they're on a, uh, the pins are on a string. Yeah. Almost like a marionette to re Yeah. Uh, reset them. And from one, I understand that hasn't yet been, uh, approved by the, um, bowling associations for, uh, league bowling because of the ways.

move a, you know, if, uh, an inch or so over or whatever, and they won't reset in there. , uh, they're new swap. Mm-hmm. . Yeah. Yeah. They're not sanctioned for official play. There's, there's some people who, who have, uh, applications in, but yeah, so far no one's done it. Um, but, you know, most new centers are going that route just because that's the what, what's growing faster.

And there's a lot, there's, you know, different advantages and I'm, as I'm sure you've seen, whether it's the electric bill or a mechanic or maintenance, all those different things. Yeah. I, I hear mostly the maintenance because. The guys who, uh, learn how to work with gears and grease and fix those things are, um, you know, becoming, you know, uh, fewer and fewer, uh, you know, we're, you know, those kind of, uh, you know, people are hard to come by these days.

It, it is, mm-hmm. , uh, and it's, uh, you know, not something that you come outta high school and say, I wanna. Be a bowling alley mechanic, so Right. A little harder to, you know, to find that profession. Yep. Yeah. And, uh, I'd say, you know, the adoption is, is getting up there. There's still a lot of people who don't like 'em.

Apparently there are a few strokes, or not, not strokes, but a few pins easier is, is the string machines. But they're getting better. They're getting pretty close to where it, you know, you, you can't notice like the, the average person wouldn't be able to notice, but a, you know, a true league bowler would be able to notice a little.

Interesting. But yeah, and it saves your tunnel on electricity and, um, you know, it, that's, it's definitely the, the way to go if you're going from new. Right. And, you know, from our standpoint, it, it was more of a, uh, maintenance and being able to, um, you know, fix things quickly, uh, so that, uh, the patrons would be able to, you know, get back to, and, you know, enjoying their activity and, uh mm-hmm.

not be having to, you know, shut down a lane for any length of. Right. Right. And now, um, so you were, uh, sorry I cut you off. You were saying, um, you have, uh, a couple other activities. You were saying you have the arcade bowling, v i p darts, uh, what else are you gonna have? Um, and then just board games. Uh, so if people wanna, you know, play Monopoly or, um, you know, the giant Jenga or Yeah.

Um, any of the other, uh, you know, even the old battleship kind of games and stuff, anything that can fit on their, , uh, that'd be also something that we just, you know, rent, you know, rent out the games and let them, uh, enjoy themselves and, you know, maybe we can introduce some new games, uh, that they haven't had an opportunity to try yet.

And, uh, mm-hmm. , uh, that way they're, you know, spending more time in our location and having some more food and drink. Right, exactly. And so now are you set up like a, a beer hall kind of where it's like longer tables, people just like picnic table kind of set up? Or how, how does that set up with, um, the games and stuff?

Uh, no, I think it's more like your standard, um, you know, restaurant, uh, where we have, uh, some banquettes, uh, and then, uh, regular tables and chairs. There are a few community tables that sit six

or eight people that are on wheels that we can move around. Okay. Um, that way we can, uh, you know, put them on. Uh, v i P area, uh, if we need to mm-hmm.

to, you know, accommodate, uh, those groups and then also, uh, move them, you know, out of the way, uh, when we wanna do something like a cornhole or, uh, other event that needs, uh, needs more space. Mm-hmm. . Okay. . Yeah, no, that makes sense then because that, that's usually what I've seen is, um, kinda like the beer hall set up where they had the long picnic tables and then the games are just laid out there.

But you're saying it's more like a go and you, you rent the, the games. Right, right. Okay. Interesting. Yeah, I know there's a big resurgence of the board games just, you know, kind of, kind of coming back into style or, I don't know exactly what it is, if it's a tactile feel going from a phone all day to, you know, just something different.

But there's definitely a, a wave riding on. Yeah, I've, um, you know, taken a number of cruises and that, that seems to be the one time, uh, that. Um, break out the games, you know, more often than any other time, I guess, uh, or, uh, if I'm up skiing and where you wanna take a break from skiing for a day, either.

Mm-hmm. , sometimes you, you get forced to because there's a wind hold or something like that. And, uh, taking out a board game and doing that with, you know, three or four people is always, uh, you know, enjoyable and good for a few laps and things like that. So, uh, uh, yeah, I said people may wanna come, uh, because they enjoy the food, uh, but.

Not in a bowling mood that day. And uh, this gives 'em some other option. Yeah. Well and it offers something for everybody. You know, if you come with a group and one person doesn't wanna bowl or they don't wanna do a board game, there's something there for everybody, right? Absolutely. Mm-hmm. . And I like what you said that it does, it will keep them there longer cuz standard board game is not a half hour thing.

It's usually an hour, two hours or, you know, monopoly, however long that goes. Right, right. Yeah. I think we'll have to be a little careful on what games we offer, uh, right when we do wanna turn tables on the weekend and so. That we're not in a, uh, Whatever, uh, you know, Dungeons and Dra Dragons marathon, right?

Yeah. 10 hour. Right, exactly. Limited to the quicker ones. Yeah. Scrabble or something. . Right, right. Um, very cool. So let's, uh, stay on that vein about, um, where we see things going in trends. . Where, where do you see, you know, it going as far as like the, you know, f e c, uh, entertainment, business or industry.

Where do you see that going over the next two to three years? You're obviously making a big decision, a big investment in that. Where do you see it going or, you know, what are some of your vets? Yeah. Well, I, I think, uh, you know, just. Millennials, I think always are just seem to be very, uh, social people and, uh, everybody, uh, wants to get out now that, uh, you know, COVID is starting to, you know, we, we have vaccines mm-hmm.

and, uh, people are more comfortable, uh, gathering again. So, uh, I, I think, you know, people are really just looking for, uh, different things that they can do as a, as a group. You know, and as I, you know, said like the, uh, the other family entertainment centers have done well because again, it's a nice, uh, place even for just a birthday party where, you know, instead of having everybody come to your house and you have to clean your house after everybody leaves, so where, right.

You know, we're a much better option where everybody can go and they can. , I have a few, uh, you know, food choices and all different types of drink options and cocktails, uh, as we'll have a, you know, full bar, you know, not, uh, not just beer and wine and uh, you know, and then, uh, you know, we do all the cleanup for you.

So, uh, right. So I think that's gonna be, uh, really, uh, one way that it's gonna go. And then I think the other part of it is time. Um, you know, maybe, you know, a bowling league, you know, usually it's five people on a team. Three games, and that takes a, a great deal of time. Mm-hmm. . So people who may wanna just, I just wanna bowl one game and have some food.

Uh, you know, they're in and out in, you know, an an hour or less. Uh, you know, so it's also being, uh, careful or accommodating, uh, for, you know, different people. Maybe. Um, you know, someone wants to come in and. Do something with their kids, you know, uh, one night, but they gotta get home, uh, early enough so they can do their homework before school the next day.

Uh, but they, you know, don't want to go home and, you know, cook for an hour. They can just mm-hmm. pop in, grab their, you know, pizzas, burgers, whatever they wanna have. And, um, you know, while they're eating, their kids can be, you know, either at the arcade or playing a game at the table with them. And then, They're, they're home at a reasonable hour and ready for school the next day.

Right. Yeah, that, that's a great point you make. And I, I especially like that about the, uh, the birthday parties that, um, you know, if, if you're providing food for, for people going to the, the bowling center and going a party, there's not much more expensive in the fact that you don't have to clean up afterwards is kind of makes it all worth it.

Right. For a break even. Oh, yeah. And, and just being able to, you know, uh, socialize with your guests and, and, mm-hmm. , enjoy yourself, but not really. You worry about, you know, did I take out, you know, is the garbage can overflowing or Right. You know, what happens when you have, of course when you're hosting parties, you're, yeah, you're worried about a lot of other things, uh, mm-hmm.

and you're not necessarily always enjoying yourself and, uh, right. So I think this is, uh, one, one thing that we definitely wanna sh, you know, show in. And I think the service industry in, in general needs to be able. Uh, you know, accommodate guests more. I, it's been very hard. Uh, I know there's been a lot of talk on like labor shortages mm-hmm.

And things like that. And I, I think, uh, if, if you're a server and you're collecting, um, you know, nicer tips because you're, you know, you're invoicing not only on food, but on, you know, activity as well. Um, you know, they're gonna wanna work, you know, at our establishment versus, uh, your, your standard, uh, you know, uh, restaurant that you're just getting, you know?

The food bill is. Yeah. Right. And ha have you guys, um, started that hiring process at all? Have you had any, uh, experience with the staffing or recruiting so far? Or is that still out outta ways? Uh, we, we just be, we've just begun that, uh, I'm also for the, uh, general manager position, I'm reaching out to some staffing companies that specialize in the hospitality mm-hmm.

uh, industry, so that way they can, you know, kind of pre-interview and, you know, bring us the, the best candidates. Cuz I think. , you know, with my background being in the, you know, printing industry mm-hmm. , uh, not being a restaurateur, I think it's, uh, very important that we be very selective and choose an individual with a lot of experience, uh, the proper attitude, you know, as far as, uh, a team builder, uh, you know, to, you know, hit the ground, uh, you know, running on a very positive footing that gets.

Yeah. Yeah. I mean the, the GM is, you know, they're the leader. Um, they're the make or break when it comes to your, your staff, because they build the team around around them. Um, but that's,

I'd say 95 or maybe even higher percent of the people I talk to. That's, that's their biggest challenge today is, is building that staff and finding people and, uh, it can, it can be tough just because of the, the dynamics of the, the labor market.

Sure. And I, and I understand some people are a little, uh, they're not so rah, rah, rah, about a grand opening. Have you've been a bartender for, you know, many, many years. You may not wanna have to, you know, put on the. Uh, the big, you know, opening, grand opening and all that kind of stuff. So we may, you know, have to wait a while before the, those types of people, uh, you know, come calling for a job after you're open for a month or so, and they just see what the activity is and how many people are coming in and say, Hey, this could be a really great place to, to work.

So, um, right. So I'm ex anticipating a little bit of, of that happening as well, perhaps. Yeah. And, and just because people struggle with it doesn't mean it's not being done. You know, everybody's is, is making due with it, and there are ways to, to get it done. It's just, uh, that seems to be the, the biggest challenge today.

Yeah. And, and the other part of it is, uh, that I see is, uh, how technology is going to, uh, change that dynamic as well. Mm-hmm. , I, um, I went to, um, I wanna say, Chili's, I think it was where mm-hmm. after you were done eating, uh, you didn't have to wait for your check, it was on your Yeah. Uh, little desktop there, uh, you know.

Mm-hmm. , uh, monitor right on the, on the table, and you could pay your check tip and. , you had even printed your receipt if you wanted it. Yeah. And, uh, you're out the door and, uh, you know, we're gonna go to a, uh, ano a system similar to that where your menu would be on your phone. You can place your order. So people who wanna be served can, but people who want just, uh, to be able to order and have a food runner come out and bring their, their food and drink to their table.

And when they're, uh, done eating and they wanna leave, they can just pay their bill and get up and, and, uh, you know, vacate. The, the location and, uh, have a good evening. That's very nice. What, what, what system are you guys using for that? Uh, toast. Toast. Okay. Yeah, they, they have a great POS system. Um, do they use that across the board at the 8 1 0 or is that just your location?

Uh, yes. They, they're right now. Um, Converting all of their locations to the tow system. Mm-hmm. . So I'm hoping by the time we're open, they've got out all the, uh, little rust and, uh, little, uh, you know, nooks and crannies that they haven't thought of or whatever, and Right. All the bugs will be out by the time we're, uh, up and operational and just, you know, putting all the menu in, all that stuff into the, uh, into the system will.

all be done by the time we're ready to open. Yeah. No, and that's a pretty easy one to use. It's, it's really big on like the, the west coast. It's kind of coming over this way. Um, but it, it's, it's a solid one. It, it's easy to use. Pretty, uh, all, all encompassing. Yeah. So, so I'm thinking that might, uh, help us with staffing this, and we may not need as many people Right.

As. Uh, wood when you're doing a full, uh, full service. Uh, that's a good point. Uh, waiters and, uh, and then we'll still have, you know, the service at the bowling, uh, lanes so people, you know. Yeah. Uh, and you know, and they can make some, you know, depending on how busy we are, if they wanna, uh, if they're having a good time, you wanna stay there for another hour, you know, keep the lane open and, uh, you know, keep ordering food.

We'll keep bringing it out. Yeah. No, that's awesome. Um, I really like that. I'm excited. So you said November is, is the big opening date? Yeah, well, that's our, our goal. Uh, you know, right now we're, um, putting, installing the bowling lanes, uh, next week actually. And then, uh, kitchen will happen first week of October.

And that's the, I guess to me, that's gonna be our big litmus test of, you know, passing inspection with the city. You know, gas and, uh, all the, you know, uh, fire sprinkler and make sure everything that's working properly, properly right. And connect properly. Uh, and then I think once we get through that hurdle with the, uh, certificate of occupancy, then we can collect our, uh, alcohol permits and.

Will be up to the races, so to speak. That's awesome. Yeah, no, I'm, I'm really excited for you. It's gonna be, uh, a really cool endeavor. Um, I, I usually finish off with a, you know, a piece of advice for a proprietor, but, uh, I'm wondering for you. What would be, you know, something that, that you could, um, suggest as someone who's coming from the, from the outside of the bowling industry Right.

Kind of new into it about things that drew you to the industry in particular, or really stuck out to you of why this is such a great opportunity. I figured that'd be a great way to, to finish out. Uh, well, I, I just think bowling as a sport is over a hundred years old. Um, you know, . You know, I grew up in New England.

We had candle pin bowling, right? Uh, you know, other parts of the world had duck pin bowling, and then you have 10 pin bowling. But, uh, bowling is still bowling and it's still an activity that, uh,

Doesn't take, uh, you know, a lot of, um, you know, you don't have to buy a lot of equipment. You can just go there.

The balling balls are already there. Um, you know, the shoes are already there to rent. So it's a, uh, easy, uh, sport for you to participate in. Uh, and, you know, you can practice as much or as little, as little as you want, so, mm-hmm. , uh, I don't think it's something that's going away. Even when the, we came out and people.

weren't even using balls. They were using a stick. Mm-hmm. and they were bowling, uh, in their living room and Right. Uh, you know, and that was probably the one game that's probably had the most interest at the beginning because everybody had already, uh, bowled once or twice in their lives. Yeah. So they understood it.

Right. So I, I think it's almost like part of your childhood to have a. Uh, birthday bowling party. And, uh, and, and usually that's one of your, you know, the parties that you're gonna remember the most and, uh mm-hmm. , uh, and have, or have fond memories of. So I, I think it's from everybody. It's like, when's the last time I bowled?

I haven't done that in a while. And how much fun I had. I gotta do that more often. Right. Uh, I'm hoping that will be the case, uh, you know, for us as. Yeah, no, I, I think you're absolutely right. And, um, as far as accessibility, I think it is the most accessible, uh, accessible sport in the, uh, the us. Something like 70 million people a year, bull.

Which is crazy, you know, it's so 20% of the population at least once a year bull, so you couldn't say better. You also can look at it. You got 80%. Uh, the population has far to grow. So open market, right. Blue Ocean, . I love it. Great. Well thanks again for coming on Erica. We've really enjoyed our conversation.

Um, this has been great. We will, uh, want to check in on you, uh, once you have the grand opening and see how you fared. Thank you very much. Thank you for having me. Thanks Eric.