

# Minimum Sales Requirements

In order to provide staff to service your needs, certain sales minimums may apply. If those sales minimums are not met, labor fees may be added to cover the cost of the labor necessary to serve your function. If the minimum guarantee is not met, either the difference between actual sales or the fee (whichever is less) may be paid. For any period beyond the four (4) hour minimums mentioned, the guarantee and associated fee will be increased by 25 percent for each additional hour.

## **Catering Services**

Customary labor for catered functions is provided free of labor charges if sales for a specific function/service exceed \$300 per four (4) hour period. Otherwise, a fee of \$75 will be applied for the period or event of which the minimum is not met. Additional labor for functions/service exceeding four (4) hours or as requested over and above what is normally provided will be charged at standard hourly labor rates per staff person employed for the activity.

## **Exhibitor Booth Catering**

Customary labor for catered functions is provided free of labor charges if sales for a specific function/service exceed \$300 per four (4) hour period. Otherwise, a fee of \$75 will be applied for the period or event of which the minimum is not met. Should a "Drop Off" only service be requested, the fee will be \$19 per delivery.

## **Beverage (Bar) Services**

A bartender is provided free of charge for each individual bar that posts sales of \$400 or more per four (4) hour period. A \$100 fee will be applied to each bar failing to meet the \$400 minimum sales figure for the 4-hour period.

## **Standard Beverage and Snack Carts**

Requested beverage and snack carts are provided free of labor charges if sales exceed \$350 per cart, per four (4) hour period. Otherwise, a fee of \$150 will be applied for each period the minimum is not met.

## **Portable Specialty Carts**

Requested specialty carts, such as espresso and candied nut carts, are provided free of labor charges if sales exceed \$500 per cart, per four (4) hour period. Otherwise, a fee of \$200 will be applied for each period the minimum is not met.

## **Fixed Retail Outlets**

Labor for fixed retail outlet stands is provided free if sales exceed \$750 per stand, per four (4) hour period. Otherwise a fee of \$300 will be applied for each period the minimum is not met.

## **Portable Restaurants**

Portable restaurants are provided free of labor charges if sales exceed \$3000 per portable café, per four (4) hour period. Otherwise a fee of \$1000 will be applied for each period the minimum is not met.

## **Street Side Café**

The Street Side Café is provided free of labor charges if sales exceed \$1300 per four (4) hour period. Otherwise, a fee of \$600 will be applied for each period the minimum is not met.