

SFP 2023-1

Exclusive Soft Drink Concession License

PA Farm Show Complex

1. Do portable coolers have to be provided? **Yes, the Beverage provider will be responsible for providing portable cooling units for the beverages. There are 30 large coolers that remain in house year-round with another 30 needed for Q1 each year. In addition, varied size units will be needed for smaller set ups.**
2. Who is the concessions vendor for the complex? **C&J Catering**
3. Are there 3rd party vendors? **Yes there are several 3rd party food vendors but they are subcontracted by C&J Catering. All 3rd party food vendors must have a contract with C&J Catering. They must sell the licensed beverages. The Annual Farm Show is the only exception, which is outlined in the SFP.**
4. Are there vending machines in the complex? **There a few vending machines throughout the complex We are suggesting the additions of vending macines in key areas of complex to support smaller meeting needs. C & J would be responsible for filling the vending machines.**
5. Do the cooling units need to be portable? **Yes, cooling units must have locks and large durable castors (wheels).**
6. Is everything sold in cans? **Yes, due to holding livestock events, fountain soda was eliminated for cleanliness reasons. There are some bottles but cans are the preferred container.**
7. Is juice allowed to be sold? **Yes, if C&J orders it, the goal is to sell PA Products. C&J has control of ordering those products if it's offered. C&J is allowed to go outside for milk, juice, tea products.**
8. Will those outside products be displayed in the coolers? **Yes, they will be displayed/stored in the beverage coolers. There is an opportunity for sports drinks as more youth sporting events are taking place at the complex. There may also be opportunities for drink sponsorships with those youth sporting events.**
9. Who manages the relationships between the beverage provider and the sporting events? **The Director of the Farm Show Complex would be the contact.**
10. Are there any offsite delivery locations or is everything delivered to the complex? **Everything is delivered to the complex.**
11. Can previous year's sales numbers be provided? **Yes, they can be attached to the Q&A.**