



*Concessions by Cox, Inc.
Catering by Cox
CC Event Productions, Inc.*

COLUMBUS, OHIO
717 E. 17th Avenue
Columbus, OH 43211
Ph: 614.297.0735
Fax: 614.297.0758
E-mail: ohio@cbycox.com

KNOXVILLE, TENNESSEE
3301 Magnolia Avenue
Knoxville, TN 37914
Ph: 865.474.1071
Fax: 865.523.3899
E-mail: knoxville@cbycox.com

PERRY, GEORGIA
401 Larry Walker Pkwy.
Perry, GA 31069
Ph: 478.988.1228
Fax: 478.988.6575
E-mail: perry@cbycox.com

TAMPA, FLORIDA
P.O. Box 76189
Tampa, FL 33675
Ph: 813.248.0721
Fax: 813.248.0431
E-mail: tampa@cbycox.com

TAMPA, FLORIDA
Dr. Blaise F. Alfano
Conference & Banquet Center
11606 McKinley Drive
Tampa, FL 33612
Ph: 813.978.8228
Fax: 813.632.3085
Email: cbycox@verizon.net

www.cbycox.com
www.cc-events.org

Dear Concessionaire,

Concessions by Cox and the Cox Family invite you to join us in 2010 as a subcontractor for numerous events throughout the United States.

The Cox Organization sublets food spaces due to numerous reasons: number of events on the same dates, the need for ethnic foods or foods we don't offer as well as the need to offer duplicate menus for larger events. In these cases, we welcome assistance from high quality, professional concessionaires.

We will be announcing new events and more opportunities in the future, including exciting new opportunities at Veterans Memorial in Columbus, Ohio! At the present we are taking applications for the attached events.

If you are interested in these events or would like to be on our event mailing list, please fill out the attached application and return to our Columbus, Ohio office. All events will be booked out of Ohio, regardless of where the event takes place. Once your application is accepted and your deposit has been paid, the Ohio office will put you in contact with the Cox event manager for each event booked.

Even if you have purchased your trailer from us or sublet with us last year, you still need to complete an application for this year, 2010. (Yes, we have new and used trailers for sale.)

Due to the large number of events we have booked in 2010, we will not send out a master event list as we have done in the past. We will only send information periodically or for the events we are subcontracting. All subcontracts are issued on a first come, first served basis pending approval of your application and payment of your deposit.

Please find the attached application (you must return if you are interested in subcontracting with us in 2010) as well as a list of events we are presently taking applications for.

We sincerely wish you a successful season in 2010. If you have any questions, please contact Faye Soutar at **ohio@cbycox.com** or **614.297.0735**.

Sincerely,

Charles G. Cox

Teresa Cox-Hickey



Small Enough for Personal Service but Large Enough to Make Your Event a Success!



Concessions by Cox, Inc. 2010 Sublet Application



Please complete the following information in entirety. You must also include a current picture of your concessions set-up(s).

| GENERAL INFORMATION | | |
|---------------------|-----------|-------------------------|
| Company Name: | | |
| Contact Name: | | |
| Street Address: | | |
| City: | State: | Zip Code: |
| Phone #: | Mobile #: | Fax #: |
| Email Address: | | |
| Event Manager Name: | | Event Manager Mobile #: |

| REQUIREMENTS/MENU/SPECS | | | |
|---|---------|--------|---------|
| Type of Concessions Set-up (Circle one) | Trailer | Tent | Other |
| Size of Concessions (Include awnings, tongue, marquees and etc.) | Length: | Width: | Height: |
| Electric Requirements (Subject to change per event) | Volts: | Amps: | Phase: |
| Proposed Menu and Pricing (Must be approved by Concessions by Cox and sold at suggested minimum pricing): | | | |
| | | | |
| What side of your set-up do you serve from? (Circle one)* | Front | Side | Both |
| * Please be advised, you must provide a picture or diagram of your concessions set-up reflecting your service window locations | | | |
| Do you require water? (Circle one) | | Yes | No |
| Do you require water holding tank (Circle one) | | Yes | No |
| Do you require sewage tank (Circle one) | | Yes | No |
| If you answered yes to needing sewage tank, please specify size capacity in gallons: | | | |
| * Please be advised, absolutely NO grease or oil is to be dumped on Grounds or in Sewer Drains | | | |
| Do you need camping? (Circle one) | | Yes | No |
| If yes to camping, please specify the following | Size: | Volts: | Amps: |
| Do you require water for camping? (Circle one) | | Yes | No |
| Do you need placement for a stock truck? (Circle one) | | Yes | No |
| If yes to stock truck, please specify the following truck specs | Length: | Width: | Height: |
| Stock Truck Electrical Requirements (If necessary) | | Amps: | Phase: |
| * Additional charges may apply for stock truck placement based on event and location | | | |

| SPONSORED PRODUCTS |
|--|
| * If event has a sponsored brand of soda, water or ice, you will be expected to support that sponsored product. |

| GOING GREEN/BIODEGRADABLE PRODUCTS |
|---|
| <p>The Cox Organization recognizes the positive impact we can make on the environment. By integrating environmental considerations into purchasing and operational decisions, we hope to set an example for our colleagues and ultimately change the standard in the special event industry, while at the same time reducing our environmental footprints. We require your cooperation in the following areas, and encourage you to exceed these minimum guidelines. For ideas, purchasing and general information regarding environmental procedures and products, please contact us at 614.297.0735:</p> <ul style="list-style-type: none"> Useage and support of biodegradable "paper" products Separation of trash and recycling and placement of each in it's appropriate container, roll-off or dumpster Flattening of all cardboard and placement in the appropriate container, roll-off or dumpster Disposal of grease in the appropriate container, for bio-fuel conversion |

GOING GREEN/BIODEGRADABLE PRODUCTS CONTINUED

- Where applicable, collection of pre-consumer food waste and placement of said waste in appropriate location for composting

*** We strongly encourage you to support local food banks if you have leftover, edible food – for contact information, call 614.297.0735**

SUPPORT OF LOCAL FARMERS AND BUSINESSES

*** We strongly encourage you to support local agriculture and commerce in the following areas, and hope you choose to exceed these minimum guidelines. For ideas, purchasing and general information, please contact us at 614.297.0735:**

- Purchase your meat from local farmers
- Support local suppliers
- Support local travel and entertainment facilities
- Support local staffing organizations and/or local volunteer organizations if additional staff is needed

ANTI-DISCRIMINATION POLICY/ACCOMODATION OF HANDICAPPED INDIVIDUALS

*** As a sublet, you and your staff represent the Cox Organization – we therefore require your complete cooperation in respect to customers with disabilities. With just a few, minor considerations/adaptations, your operation can be more accessible to people with disabilities. Please adhere to the following guidelines regarding handicapped access/service:**

- At least one of your serving “windows” should be no higher than 36” to accommodate wheelchairs
- Any/all aisles should be a minimum of 36” wide to allow wheelchair mobility
- Display your merchandise in a way that is visible to people of all heights and those seated in wheelchairs
- Custom flooring may require ramps for wheelchair accessibility

Please adhere to the following guidelines regarding service to the visually-impaired or blind:

- If you become aware that a customer is blind, speak directly to the person who is impaired, not to their companion
- Try acquiring one’s name when serving a blind customer – this reinforces the direction of the conversation
- Communicate your actions to the visually-impaired – let them know what you’re doing, when you’re doing it and describe what you’re offering
- Be prepared to read your menu aloud, including prices and description of each menu item
- Describe the placement of their purchases as you place them on the counter in terms of the hours on a clock
- Be sure to count one’s change, stating what denomination(s) you are giving them as you count it

Please adhere to the following guidelines regarding service to the hearing-impaired or deaf:

- Do not shout, or speak louder than you normally would
- Communicate directly to the hearing-impaired customer, not their companion
- Speak clearly, slowly and expressively

Please adhere to the following guidelines regarding service to speech-impaired individuals:

- Be patient and encouraging – don’t rush!
- Ask questions requiring minimal words to answer (i.e. “yes/no” questions or one-answer questions)

MISCELLANEOUS

| | | | | |
|--|---------|----------|----------------|-------------|
| What is the estimated, average number of employees will you have working at the event? | | | | |
| Are you prepared to serve either Pepsi or Coca-Cola, depending on location? (Circle one) | | | Yes | No |
| What is your soda preference? (Circle one) | | | Pepsi | Coca-Cola |
| Primary method of serving soda (Circle one) | Pre-mix | Post-mix | 20 oz. Bottles | Other _____ |
| Are you willing to wear event designated or Cox designated shirt/hat? (Circle one) | | | Yes | No |
| Are you willing to put a deposit down on event or Cox designated shirt/hat (Circle one) | | | Yes | No |
| Are you a member of any Trade Associations (i.e. NICA, IAFE, OABA)? (Circle one) | | | Yes | No |
| If yes to the above, which ones? | | | | |
| * Please note, if you plan to participate in any of our Ohio Expo Center events, we prefer you become a member of IAFE for a fee of \$195.00 – for an application, please call us at 614.297.0735 | | | | |

DEPOSIT

| | | | |
|---|--|-----|----|
| * Minimum deposits are required at time of application in order to be considered for the event | | | |
| Do you understand the concept of <i>Guarantee vs. Percentage Fee</i> ? (Circle one) | | Yes | No |

BOOKING/FEEES

Please list all events you are interested in booking in the spaces below. Event costs vary based on event/location. Please review all information carefully. Locations are sold and reserved on a first-come, first-served basis.

| | | |
|-----------------------------|--------------|------------------|
| Event: | Fee: | Deposit: |
| Event: | Fee: | Deposit: |
| Event: | Fee: | Deposit: |
| Event: | Fee: | Deposit: |
| Event: | Fee: | Deposit: |
| Event: | Fee: | Deposit: |
| Event: | Fee: | Deposit: |
| Total Fees/Deposits: | Fees: | Deposits: |

PAYMENT INFORMATION

| | | |
|---|---|--|
| Name as it appears on card: | | |
| Credit card number: | Expiration date: | |
| Amount being charged to credit card: | Billing zip code: | |
| If paying by check, specify check number: | If paying by check, specify check amount: | |

COMPLIANCE AGREEMENT

The undersigned agrees to abide by all rules and guidelines outlined in this application, as well as site-specific instructions such as opening and closing hours, recycling and trash removal, pricing, dress code, and etc.

| | |
|------------|-------|
| Signature: | Date: |
|------------|-------|

Please Return Application to:

Concessions By Cox, Inc.
717 E. 17th Avenue
Columbus, OH 43211
614.297.0735 phone
614.297.0758 fax
ohio@cbycox.com

We also SELL – New and Used Trailers!

If necessary, please offer your suggestions as to how we can serve you and the general public better in the space provided below. Your information is appreciated.



We are now booking the following 2010 events, please call Faye Soutar at 614.297.0735 for more information:

| | | |
|---------------------------|----------------------------|------------------|
| Illuminated Knight Parade | Tampa, Florida | February 6 |
| Equine Affair | Columbus, Ohio | April 8-11 |
| Thunder over Louisville | Louisville, Kentucky | April 17 |
| Charleston XFest | Charleston, South Carolina | April 25 |
| FunkFest | St. Petersburg, Florida | May 1 |
| Uzzel Car Show | Van Wert, Ohio | May 7-9 |
| Kansas City RockFest | Kansas City, MO | May 15 |
| BamaJam | Enterprise, Alabama | June 3-5 |
| Dayton Cycle Races | Dayton, Ohio | June 11-13 |
| AFMC Tattoo Celebration | Wright Patterson AFB, Ohio | June 25 |
| Country Concert | Ft. Laramie, Ohio | July 8-10 |
| Good Guys PPG Nationals | Columbus, Ohio | July 9-11 |
| Ohio State Fair | Columbus, Ohio | July 28-August 8 |
| Montgomery County Fair | Dayton, Ohio | September 1-6 |
| Nashville Buzzfest | Nashville, Tennessee | September 10 |
| XFest | Dayton, Ohio | September 12 |
| Columbus Oktoberfest | Columbus, Ohio | September 24-26 |
| Quarter Horse Congress | Columbus, Ohio | October 1-24 |
| Guavaween | Tampa, Florida | October 30 |

We are continuously adding events to our annual calendar – please call Faye Soutar at 614.297.0735 for more information, or send an Email to ohio@cbycox.com