

HOW TO BECOME A BUSINESS PARTNER WITH OVATIONS?

1. Committed volunteers who are willing to work. A good number would be 20 volunteers or more so you can rotate events.
2. Have proof that your organization has the 501-c-3 status as outlined by the IRS.
3. Certificate of Liability Insurance - \$1,000,000 general liability each occurrence and such certificate shall name Oventions as additional insured.
4. Sign a contract for a year and work at least three events per month and earn up to 8% of net sales, less NC Sales Tax. Work 6 or more events with a month, you earn up to 8.25%. The higher your sales, larger your commission check will reflect! Commission checks are mailed approximately three weeks after the date of the event. In the summer months, there may not be three events available.
5. Attend orientation with your volunteers to discuss policies and procedure, inventory, and completion of required forms.
6. Mandatory TEAM training for those volunteers who will be selling beer.



**FOOD FOR FUNDS PROGRAM
INCENTIVE PLAN FOR OVATIONS
NOT FOR PROFIT VOLUNTEER GROUPS
AT
THE GREENSBORO COLISEUM COMPLEX**

We are very excited about rolling out our new "BONUS" Incentive Plan for Not For Profit Groups! We have worked hard to come up with a plan that will benefit both Ovations and your Not For Profit Group. There is several different ways to earn a larger percentage of sales. The Plan will go into effect January 1, 2011. However you can get started today in meeting the requirements needed to qualify for each incentive. Your Not For Profit Group has the ability to earn up to 10% of sales.

Benefits to You

1. More money per event
2. Multiple Locations

Benefits to Ovations

1. Health Department Compliance
2. Better Service
3. Cleaner Stands

The Incentive Plan will allow for you to bonus each event and will be paid out quarterly(1st QRT Jan, Feb and March, 2nd QRT April, May and June, 3rd QRT July, Aug, and Sept, 4th QRT Oct, Nov, and Dec). You will be paid the same 8% monthly as before. All the bonus money will be added up at the end of the Quarter and paid on a separate check around the 15th of the following month.

Incentive Plan

1. **Working More Events-** (when available) Currently, your group is contracted to work 4 events each month. If the month has more events to work and you work 6 events you will earn 8.25% for those events, if your group works 9 events you will earn 8.5% and 12 events will earn you 8.75% (Think Figure Skating, Circus, ACC, etc)
2. **Ovations Sanitation Class-** If 90% of your registered group members attends one of Ovations Sanitation Classes to be held along with Guilford County's Health Department the group will earn an additional .25% for each event for the YEAR!
3. **ServeSafe Certifications** – If 2 registered group members take and pass the ServeSafe Manager Certification you will earn an additional .25% for each certified member for the YEAR!
4. **ServeSafe Manager and Cook-** If your group provides a ServeSafe Certified manager and cook you will earn an additional .25% for that event.
5. **Increase in Health Dept Score-** If your group is working and is graded by the Health Department and receive a score of 95-97 you will earn a \$100 bonus, and if you receive a score of 98-100 you will receive a \$250 bonus!
6. **Minimum Payouts** – If the group provides adequate staffing for the event and does not reach the minimum for sales the payouts will be as follows : Large Stand (8-15 volunteers) \$125.00, Medium Stand (5-7 volunteers) \$100.00, Portable Stand (3-4 volunteers) \$75.00, Ice Cream/ Beer Portable (1-2 volunteers) \$50.00. Note: This scale of minimum payouts has changed from 2010 and will be effective January 1, 2011.

Penalties- Penalties will be assessed and affect your percentage of sales earned. The group will have a written reason for each infraction so the group will know ahead of time why the penalty was assessed. The amount will vary from .25% to the whole 2%. Violation from OSHA and ABC Commission will carry the full 2% and leave the earnings at 8% of sales for rest of that Quarter.

1. Leaving concession stand dirty
2. The Concession Stand is not opened, ready, volunteers in place by the time the doors are opened
3. Not adequate staffing of volunteers who committed to working event
4. Violation of OSHA, Guilford County Health Department and/pr ABC Commission(i.e. not reporting a safety issue, eating or drinking in a stand, receiving any alcohol violation
5. Group members reporting out of Ovation Uniform Policy
6. Decrease in Health Department score
7. Incomplete Paperwork
 - a. Pre-Event paperwork to Patricia Veal
 - b. Calendar Completed
 - c. Names of workers 5 days prior to event
 - d. Minimum of 36hrs notice of cancelation or decrease in number of volunteers
 - e. Stand Sheets- Completely filled out and signed
 - f. Alcohol agreement- Signed and dated
 - g. Ovations Spoilage Sheet- completely filled out
 - h. Employee Shirt Sign Out form

