



Mobile Food & Beverage Association of Marion County, Inc.



Mobile Food & Beverage Association of Marion County (MFBAMC) was formed to better serve customers in the food truck industry. Too many in the field compete against one another instead of complementing each other's businesses. As a group, our goals are to raise industry standards, strive to be the "Best of the Best," work together to build and grow each other's businesses, remain professional at all times, and provide the best customer service in the industry.

MFBAMC's purpose is to coordinate food and beverage vendors for events and relieve event promoters of those duties and responsibilities. This is our area of expertise. Allowing us to book and coordinate vendors helps ensure the right mix of food and the right number of trucks are scheduled for each event.

The Administrators of MFBAMC will be actively involved in pursuing large events, communities, non-profit organizations, and the creation of our own annual events, such as the Christmas Parade Food Truck Gathering held at Veterans Park. For MFBAMC-created events, each participating vendor will pay the Association a participation fee equal to 3% of the vendor's gross food and beverage sales from that event. Unless otherwise stated in writing before the event, gross sales means total food and beverage sales, excluding sales tax, refunds, and voluntary tips. This fee will go to the Association to assist with expenses related to those events.

MFBAMC is a Florida not-for-profit corporation registered with the State of Florida.

- Each member is expected to offer the Association's services to potential customers when appropriate.
- If the customer accepts our services, you may serve as the event coordinator for your event, or you may turn the coordination over to an Association officer.
- The first vendor contacted for an event is guaranteed a spot for that booking.
- If you are already booked for the date of an event, share the Association's information with the customer. Then forward the customer's and event's information to the Association.
- Contacts and bookings for events requiring multiple vendors must be shared with the Association.



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- If you become the Event Coordinator, the event remains in your control, and you remain the primary contact. For member-secured and member-coordinated events, each participating vendor will pay the coordinating vendor a finder's/coordinator fee equal to 3% of the vendor's gross food and beverage sales from that event, unless otherwise agreed in writing before the event. Payment will be made directly to the coordinator.

Working together, we can build our businesses in a very competitive industry. We want our names to be first for each and every event. As the Association grows, more vendors will be added. We will always remain selective. No vendor will be added without giving current members an opportunity to express their opinions. Final approval requires a unanimous "YES" vote from the Board members.

The rules are simple, but they must be followed at all times. Failure to follow these rules may result in warning, suspension, or removal from the Association at the Board's discretion. When practical, the vendor will be given notice of the issue and an opportunity to respond before removal. Any and all discrepancies, complaints, or related issues will be brought to the Board's attention, and the Board's final decision will control.

The Association's name, logo, materials, procedures, contact lists, and related contents are the sole property of Robert Laird and may not be copied, used, distributed, or reproduced without written permission. All rights reserved.

Initial _____

The Association fee is \$100 annually and covers state, local, and administrative fees. Decals will be available to proudly display on vehicles and rigs. It is suggested that the Association logo be added to all uniforms. Association fee is due September 1st of each year.



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GUIDELINES

1. Vendor agrees to follow the bullet points listed above and the guidelines below.
2. Any and all communication related to shared contacts and events must be channeled through the original lead vendor.
3. When a vendor introduces a customer or event opportunity to the Association, that vendor is the original lead vendor. Future events from that shared contact must be coordinated with the original lead vendor, unless the customer specifically requests otherwise or the lead vendor declines involvement. The lead vendor has the right of first refusal for future events from that shared contact.
4. No handwritten signs. Chalkboards and dry erase boards are allowed.
5. Vendor will provide garbage cans and bags for its own trash and customer trash.
6. Vendor will remove all trash at the conclusion of the event unless a dumpster is provided by the event.
7. Trucks/trailers must remain in good working order at all times.
8. All required licenses must be current and available to the Association.
9. Vendor must provide proof of current insurance and name MFBAMC as an additional insured when required for Association-coordinated events.
10. At least one management team member must be ServSafe Manager certified.
11. All workers must hold a state-approved food handler/staff member certification.
12. Menus must be shared with Association members.
13. Vendors are responsible for setting their own menu prices independently. The Association may coordinate menu variety, service expectations, and event logistics, but does not set, control, or require uniform pricing.
14. No smoking inside food trucks/trailers or within view of the customer.
15. Uniform shirts/hats are suggested, but not required. Professional, clean attire is required.
16. Arrival to events should be at least one hour before the event start time.
17. Teardown and departure should not begin until the event finish time.
18. Leave the event area as clean as, or cleaner than, when you arrived.



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Please understand that MFBAMC is not trying to run anyone's business. We are working to raise the standards of our industry by being the "Best of the Best." These guidelines support that standard and should be followed by all members.

Vendor: _____

SIGNED: _____