

FOOD VENDORS 2021 EXPRESSION OF INTEREST INFORMATION

Operated by the not-for-profit Darwin Film Society (DFS), the Deckchair Cinema is Darwin's only independent cinema. The DFS' mission is to provide a unique and alternative cinema experience not readily available through Darwin's mainstream cinemas.

The Deckchair Cinema is an outdoor cinema on Darwin's Waterfront and is considered one of the NT's most unique venues. The Cinema operates 7 nights a week from April to November, screening a diverse range of Australian, foreign, popular, classic and family friendly films. Total attendance for 2019 was just over 50 000 people. In 2020 we opened for 3 out of the usual 4 programs, with a total attendance figure of just over 32 000 people.

This information aims to provide potential food vendors with some guidance about what a food vendor opportunity could mean for you and what Deckchair Cinema expects in return.

WHY WE ARE ADVERTISING FOR A FOOD VENDOR?

The Deckchair Cinema has been operating for more than 20 years.

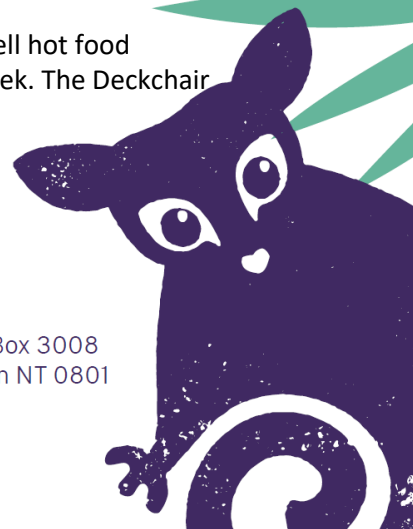
- 2004 - Catering available one night a week for the first time
- 2009 - Hot food options available every night of the week
- 2020 - 6 different caterers, with Fundraisers organising their own catering for Sunday nights.

The Deckchair's client base continues to demand nightly catering of high-quality dinner options of various flavours. Deckchair wishes to explore the level of interest from the prospective vendor market, particularly those who align with the Deckchair's community engagement approach.

WHAT IS A DECKCHAIR FOOD VENDOR CONTRACT?

A catering contract with the Deckchair Cinema allows the successful applicant to sell hot food between 6.00pm (gates open) and the start of the movie for one (1) night each week. The Deckchair Cinema operating season is from mid-April until mid-November.

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As the Deckchair Cinema operates an on-site kiosk for the sale of drinks and pre-packaged snacks, the sale of such items is not permitted under a food vendor contract.

On Sunday nights the Deckchair Cinema is hired by local not-for-profit organisations for fundraising activities, who also provide food for the evening. Fundraising groups can choose a caterer to provide meals for their night, or provide their own food.

WHAT TO EXPECT FROM OUR FOOD VENDOR CONTRACT

In 2020, the nightly capacity of Deckchair was 230 people. Our normal operating capacity is 400, but on average we attract around 200 people per night. Our estimates of the number of people that will purchase a meal is around 25-50% of the total number of tickets sold.

The Deckchair Cinema can be a popular evening venue attracting sell-out crowds; in such cases the Deckchair Cinema may need to add a second food vendor to minimise queues. This second caterer is not limited to providing a dessert option only.

The DFS programs a range of mainstream and alternative films, which can attract smaller audiences of around 40-50 people.

For these reasons, the Deckchair Cinema cannot guarantee minimum or maximum number of sales per week or season, yet food vendors must guarantee supply of a minimum amount of food each night, a variety / variability in their food offerings, as well as the capacity to provide extra food supply for busy nights.

Please note, Deckchair Cinema patrons are also permitted to bring their own food into the Venue.

The Deckchair Cinema also offers all food vendors:

- Onscreen advertising in the Deckchair Slideshow each evening before the film;
- Opportunity to display signage, flyers and business cards for your restaurant / catering business nightly in your service area
- Option of "in-kind" sponsorship of DIFF (providing finger food for Opening Night and/ or Sponsors' Night cocktail parties in exchange for listing (with logo) in the DIFF program as a Supporter along with on-screen advertising during DIFF);
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- Email notification of ticket presales on the morning of the vendor's catering night. Deckchair will also give notification if there is expected to be a large crowd or the night is likely to sell out.

WHAT WE EXPECT FROM THE FOOD VENDORS

Payment

- Bain Marie hire fee of \$500 per year for one night a week. If a caterer should hold two nights a week, for example Monday and Wednesday, the fee will be \$1000.

Food

- Be set up and ready to serve patrons from 6.00pm onwards
- Ensure efficient customer and food service, such as the provision of pre-cooked food that is not labour intensive in terms of service time
- Ensure an adequate supply of hot food is available to Deckchair Cinema patrons until 7.30pm. This includes having arrangements to access extra food on busy evenings
- Provide at least one vegetarian and one gluten-free option and ensure these are clearly marked as such e.g. (g) and (v). Vegan options are increasingly in demand.
- Provide some variability in the selection of meals over the Deckchair season, e.g. some change in menu across the Deckchair's four programs per year
- In the event of family screenings, provide food options suitable for children
- Provide prominently displayed laminated menus or a chalkboard/whiteboard clearly stating meals and prices
- Provide the Deckchair Cinema's staff working on the night with \$5 meals
- Provide different sized plate options such as regular and large
- Provide meals up to a maximum price of \$16.

Utensils

- Provide biodegradable, sustainable serving utensils, cutlery and plates
- Allow Deckchair Cinema patrons the option to use their own plate
- Provide suitable tablecloths for the Vendor's area and napkins for customers.

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Cleaning

- Ensure that the Bain Marie is kept clean and tidy at all times
- Clean the Bain Marie at the end of each evening if food has been spilled inside
- Clean the stainless steel benches in the catering area at the end of each evening
- Clear all equipment owned by the Vendor and brought to the venue at the end of each evening
- Remove any food scraps, leftovers and organic waste from the venue and dispose of off-site and away from the venue at the end of each evening
- Place any non-food related, non-recyclable rubbish in the caterer's bin in the catering area
- Place any recyclable rubbish in the appropriate bin (cardboard in the Skip bin, glass in the blue lidded bins) at the end of each evening. Any recyclable plastic is to be taken by the caterer and placed in their own recycling bins

Related

- Manage your nightly sales and food service
- Provide a cash till including float
- Provide a remote EFTPOS terminal payment option;
- Give Deckchair Cinema one week's notice if the Vendor is unable to provide food on agreed evenings stipulated in this Agreement;
- Give Deckchair Cinema one (1) months' notice if it is no longer able to commit to providing food at the venue.

Time Frames:

Expression of Interest due
Notification of outcome
Deckchair Cinema opens / Contracts commence

Sunday 14 February
Monday 15 March
Wednesday 14 April 2020

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Deckchair Cinema is
operated by the
Darwin Film Society
ABN 19 676 696 024

info@deckchaircinema.com
Tel (08) 8941 4377

Jervois Road
Darwin Waterfront
Darwin NT 0800

GPO Box 3008
Darwin NT 0801





**FOOD VENDOR CONTRACT
EXPRESSION OF INTEREST FORM**

Organisation/Company:

Contact Name:

Contact Number

Email:

Website:

Have you been a food vendor with Deckchair Cinema before? Yes No

If you are successful, what is your preference for nights of the week?

- Monday Tuesday Wednesday
 Thursday Friday Saturday No Preference

Please provide a sample menu of the dishes you could offer:

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When/How can try a sample of your food?

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References / Testimonials:

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Please attach the following with your EOI:

- A copy of your Organisations' Certificate of Registration as a Food Business
- A copy of your Organisations' current Public Liability Insurance or Certificate of Currency, for all matters, and for not less than twenty million (\$20,000,000.00).

Signature, (person with authority to sign)

Name, and Position

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