

Once again this fall, the GBHS Band Parents will be operating a Concession Stand at the M&T Bank Stadium during all Ravens Home Games. This is a great opportunity to earn money towards your student's band trip next spring.

FAQ's

Q. What do we serve?

A. We will be serving Hot Dogs, Pretzels, Nachos, Soda, Beer, and assorted pre-packaged snacks.

Q. Who is needed?

A. In order to make this successful we will need 2-3 managers to run the stand. Managers will be making a commitment to work all 10 games, 2 pre-season and 8 regular season games, in addition to any playoff games the Ravens happen to host. Including the managers we will need a total of 12-14 volunteers at each game.

Q. Do I need to work all 10 games?

A. No, you can work 1 game or all games, or any number in between.

Q. What is involved for managers?

A. Managers must make sure they have adequate workers for each game. Managers will be required to attend Food Handling and Alcohol Awareness training, prior to the start of the season. Managers must arrive at the stadium 4 ½ hours prior to game time. They will take complete inventory of the stand and begin setting it up for the day's game. They will be responsible for supervising and assigning tasks for other workers. At the end of the game they will take a complete inventory to determine sales for the day.

Q. What is involved for volunteers?

A. Volunteers will be required to attend Food Handling and Alcohol Awareness training, prior to the start of the season. Volunteers must arrive at the stadium 2 ½ hours prior to game time. They will assist the managers in preparing the stand for the game. They will assist in cooking, serving customers and other tasks as required. At the end of the game they will assist in cleaning the stand. If the stand is left dirty then Aramark will assess a cleaning fee, and reduce our profits.

Q. What profit can be expected?

A. Profits are determined by sales, as such there is no guarantee as to how much we will make. The formula is as follows: Gross Sales – 5% tax = Net sales. We will receive 9% of the Net sales minus any shortage. If we have Gross sales of \$10,000 and only turn in \$9,900 then that \$100 difference would be deducted from our profit. If properly manned, this stand should produce \$9,000 to \$11,000 profit for the season.

Q. How will the profits be allocated?

A. The profit from each game will be split, with 50% of the profits going to the Band Parents General Fund. The remaining 50% will be split among the volunteers and credited to their student's account for the Spring Trip or Band Fees. Volunteers will

receive 1 share of the profits from each game worked. Managers will receive 1.5 shares from each game worked. Minimum payment will be set at \$25.

Q. What if I have additional questions?

A. Call Keith Good at (410) 760-9051, email kfgood@comcast.net or visit www.freewebs.com/gbhs_band

Game Day Info

Following info assumes a 1:00 pm Game-time, adjust accordingly for different game-times.

Check in for **stand leaders** and set up crews will begin **7:00 AM at Gate B**. *Any stand packet not picked up by 8:30AM will result in forfeiting that stand for that game and possibly the balance of the season.*

Check in for all other **stand workers begin at 8:00 at Gate B**. This will continue **only until 10:30. There can be no late check in for workers**. We must be fully staffed and running by the time gates open for the fans.

All workers must wear ***black shirts with sleeves and black pants*** (no shorts)!! There can be no exceptions to this rule.

Each worker must have photo identification ready if requested.

Stand leaders must **fax or e-mail the list of workers to ARAMARK no later than 12:00 p.m. Friday** before the game.

Free parking is provided by the stadium at various parking lots located within 1-3 miles from the stadium. You will be shuttled to/from the stadium via bus.