

Tennessee Soybean Festival

Statement of Qualifications for Beer Sales

September 7-9, 2023



1. STATEMENT OF QUALIFICATIONS REQUEST

The Tennessee Soybean Festival is seeking a Statement of Qualifications for the sale of Beer, Water, and Soft Drinks located inside of the WK&T Amphitheater during festival concert performances. No sales are allowed outside of the venue. Sales will occur during the concerts occurring on September 7th, 8th, and 9th with sales beginning at 5:30pm (Doors Open) until the end of the concert. The Tennessee Soybean Festival will not provide any staff or equipment. It is the sole responsibility of the beer vendor to build, staff, ID, tag, tear down and manage all parts of the sales area at all times of set up, operation, and tear down. Teardown must be complete by 8am on Sunday, September 10, 2023. The Tennessee Soybean Festival will provide one (1), 110v outlet at sales locations. These locations will be located on the East and West sides of the North Bleachers should two sales locations be requested. Selection will be made by the Tennessee Soybean Festival Board of Directors. The Tennessee Soybean Festival is its own 501(c)3 non-profit entity.

2. TIMELINE

Statement of Qualifications Open: August 8, 2023
Statement of Qualifications Closes: August 15, 2023 at noon
Submit to info@tnsoybeanfestival.org

3. QUALIFICATION CHECKLIST REQUIREMENTS TO ADHERE AND PROVIDE

- Proof of all proper county and city beer licenses and permits
- List and footprint/sizing and provide station diagram of items that will be used for sales stations: Tents, tables, coolers, ice, and any other needs required for the creation of a sales area
- Confirmation and listing of personnel along with proper licensure (prefer twelve (12) staffers each night)
- Provide armbands to denote ID approvals (different colors for each night)
- Monitoring/enforcement of entrance/exits to keep alcohol in the amphitheater venue
- Proof of two million dollar liquor liability policy (minimum)

- Listing of experience operating an outdoor beer sales area at a festival
- Two Referral letters of past festivals/events where you provided beer sales
- Agree to purchase all beer from Volunteer Distributors in Dresden, TN and provide proof of purchase
- Agree to purchase all water and sodas direct from Union City Coca Cola and provide proof of purchase
- Agree to appear before the local ABC Beer Board on August 15th at 5:15pm at Martin City Hall, 109 University Street should you be selected

4. PROFIT SPLITTING

There will be a minimum 75/25 split of profit less cost of beer and taxes (proof of beer costs and taxes) with the bidder taking 75% and the Tennessee Soybean Festival receiving the remainder 25% of net profit.

Submit request to info@tnsoybeanfestival.org