



Vendor Package



Requirements

Please Note: Incomplete or partial packets will be denied. Must send all items requested below in one single email in order to be considered.

The following items need to be returned to Tampa Bay Food Trucks:

Please submit the required vendor packet below via e-mail to jen@tbftr.com. Please allow 4-6 weeks for evaluation.

- Additional Insured Certificate with TBFT listed on Auto with 500k CSL Limit
- Additional Insured Certificate with TBFT listed on General Liability with 2M/1M
- Standard Vendor Information Section of this Application (completed)
- Standards for TBFT and Vendors Section of this Application (executed)
- State of Florida DBPR or Dept. of Agriculture License (photo of actual license)
- Food Manager/Handlers Certificate (Serve Safe)
- Verification of fire suppression inspection
- Business Tax Receipt for your local jurisdiction
- State of Florida Business License
- Clear photos of your fully professionally wrapped truck or trailer
- Sample menu with pricing

Reasons to NOT submit your application:

1. You don't have a self-contained food truck or trailer with a full professional wrap.
2. You don't have all of the information required.
3. You don't currently carry high enough limits on your insurance.
4. You aren't currently licensed with the state of Florida.
5. You don't have insurance.



Dear Food Truck Vendor,

Our goal is to help the Food Truck scene thrive and succeed in Tampa Bay. It is our intention to deliver top notch events, lunch spots and catering engagements. Our mantra in this arena is not intended to take business from any vendor but rather to create new opportunities that wouldn't exist without our service being in place. The document herein will start to show the type of relationship we wish to have with every person we work with, vendor, sponsor, host no matter we will be consistent and transparent in what we do, why we do it and how it will benefit you as a business owner. In addition, we value the owner operator relationship that embodies the local food truck scene, we will not approve applications from franchises or chain restaurants. It doesn't align with our brand and beliefs. We also look for trucks that are wrapped and well branded with quiet generators. Please keep this in mind prior to taking the time to complete our application.

We have some documentation and other information that we need you to return to us prior to your taking advantage of our services. The next page contains a request for an additional insured and a mutual agreement that shows what we would like a working relationship with us to look like.

Should you have any questions or concerns please feel free to reach out to me directly. We look forward to the potential of working with you.

Respectfully,

Michael Blasco
Chief Eating Officer
Tampa Bay Food Trucks
813-464-5600
Michael@tbfr.com



Insurance Requirements:

We have some information and Insurance requests we need back from you in order to maintain our records and assure your attendance at future events.

Please request an additional insured certificate for General Liability and Auto Insurance listing:

Tampa Bay Food Truck Rally, Inc. DBA Tampa Bay Food Trucks
PO BOX 320072
Tampa, FL 33679.

The general liability insurance requirements are 2 million aggregate and 1 million per occurrence. Automotive requirements are 500K in combined Auto Coverage. If you do not meet these minimums you may be ineligible to participate in some or all events. The location of our events being at corporate locations along with some municipalities dictates these limits not Tampa Bay Food Trucks. If you have questions, please email Michael@tbftr.com for any clarifications required.

Our preferred insurance partner is: Fairchild Addison & McKone and our agents name is Patricia Bailey she can be reached at pbailey@famins.com or 813-681-4893. They have very competitive rates and they have the best service we have ever gotten from an insurance agency.

****If you do not meet our insurance limits, we cannot accept you as a vendor. Please don't submit insurance with lower limits than what we have requested.**



General Contact Information:

Truck Name: _____

Generator Model: _____

Description of your style of food or truck theme: _____

What we are looking for are vendors who provide an amazing customer experience to our clients by serving high quality food and offering the customers a unique experience. Can you please describe to us how you can do that with your truck? What is different about your menu and approach from any other food truck or restaurant? _____

Contact Name: _____

Phone: _____

Alternate Phone: _____

Email: _____

Location, County and City: _____

Website: www._____

Facebook Page: www.Facebook.com/_____

Fire Suppression: (please check off your selections)

____ I have a Fire Suppression System that complies with state regulations

____ I have no open flames or fryers in my vehicle

____ I do not have Suppression and I have fryers or open flames in my vehicle.

Do you have a truck or a trailer? _____

What are the vehicles dimensions? Length ____ Width ____ Height _____

How long have you been in business? _____



For Scheduling: (please check off your selections)

Would you like to be considered for service for:

____ Rallies

____ Retail Lunch and Evening Service

____ Catering Service

Emergency Contact: _____

Name: _____

Phone: _____

Relation: _____

What are the last three locations or events you have serviced?

1. _____

2. _____

3. _____



Standards for Tampa Bay Food Trucks and Vendors

This document is intended to outline our working relationship and what we intend to provide to you the vendor and in turn what we expect while working with you.

Transparency

Our goal as a company is to be open and honest at all times. If you have any questions about how we work or why we are doing the things we are please call and speak with us. Our intention is to become an extension of your business to assist with generating more revenue and gaining a larger fan base. If at any time you feel our actions are counter to that please contact one of us and we would be happy to listen and understand your perspective. If we feel valid points were made and our actions aren't contributing to our intention, we will adjust actions accordingly. At any time, you may reach Michael Blasco at 813-464-5600 and Jen Greissing at 813-802-9119.

As vendors we'd like you to be open and honest at all times as well. We want to do business with people we can trust and rely on. We believe the first step in making a good relationship is transparency.

We are asking that you commit to being open and honest with us.

Existing Vendor Business

We always want to be considered an ally to your business. Because of that, we have a very strict policy with lunch spots, rally venues and catering engagements. We don't want a customer you already have, that doesn't do our businesses or yours any good. We want to gain new unrealized business for you. Therefore, we are pledging to not go after existing sites that are doing business with our vendors. The only exception to this would be if a site is publicly proclaiming, they will be discontinuing to allow vendors on a site because they no longer wish to manage the program or event themselves. In this case we feel it is our duty to try and save that opportunity and make sure vendors don't lose that business permanently.

We expect this in return from vendors when we build up an existing host site, lunch spot or catering client, to direct that client back to us and inform our team you were approached directly. It benefits all of us to have open communication to ensure a smooth client experience. We want to maintain the integrity and success of the events that we provide for you this will ensure we can continue to do that. Just as you would expect us to protect you, we expect that in return. Help us to protect what we have created for us all to make money together and we will all have continued success together.

We are asking that you commit to being loyal to us as we have committed to you.



Fees

Our standard fee is 10% of gross sales. We feel that is a reasonable amount and it ties our compensation directly to how good of a job we did to make you more successful. At times we will be forced to deviate from this model based on the site and agreement with the host. Our policy here is quite simple, you make money, we make money and we all benefit. If you ever feel a discussion is necessary about any of our fees, we are happy to have it. At our discretion, we will make adjustments to fees as we see fit. (this is typically reducing a fee based on our performance to produce customers) We always want to be fair and reasonable.

We are asking that you be honest about your total sales and with feedback on our fees.

Communication

We want to be responsive but at the same time, there are only a few of us and literally over a hundred food truck vendors we work with. Please keep in mind that we want to respond to your emails and calls in a timely manner. With regard to invites, the sooner we get a response from you, the sooner we can begin touting and promoting your next location to our fans!

We are asking for a commitment that you be patient with us and that you read our communications thoroughly. We put a lot of really good and important information into our invitations and reminders.

Professionalism

Our policy on professionalism is something we hold to a high standard. We want to remain professional and reasonable in all of our dealings with customers, vendors, and hosts. We also expect this from you as a vendor. Bad days and annoying people unfortunately happen at the same time every now and then and we realize that. A no tolerance policy here would obviously be unreasonable.

We are asking that you commit to doing your best to be an upstanding vendor that is a part of a much larger group that could feel the repercussions of your actions should you act unprofessionally.

Otherwise, I look forward to receiving your word that we both do our very best to work to uphold these standards.



Probation Period

The first 90 consecutive days of the Food Truck Vendor's partnership with Tampa Bay Food Trucks under this Agreement are agreed to constitute a period of probation during which the Company shall have the opportunity to assess the suitability of the Vendor's performance and conduct (the "Probation Period"). At any time during the Probation Period, Tampa Bay Food Trucks may terminate the Vendor's partnership with the Company on the grounds of unsuitability without providing any working notice.

Breach

Either party has the ability to terminate this partnership agreement at any time. Each party agrees to notify the other party for the reason of termination in writing. Each party also understands this agreement applies to all engagements and dealings with Tampa Bay Food Trucks.

This is not to be considered a legal document but a simple agreement of how we intend on working together.



Michael Blasco
CEO & Founder
Tampa Bay Food Trucks

Printed Name: _____
Vendor: _____
Date: _____