

**CONCESSION FEE
GUIDANCE 2022/2023**

The Good Eating Company is absolutely delighted to hear that you're exhibiting here at the Business Design Centre, and we look forward to seeing you here. We enjoy exclusive catering rights at the Business Design Centre, so if you want to compliment your stand with any food or drink on the day then we are the people to speak to.

We can offer you a wide range of options for food and drink to help you promote your stand. Contact operationsbdc@goodeatingcompany.com for more information.

Of course, you are more than welcome to make your own arrangements as well; all we ask is that you let us know in advance, and respect and abide by the guidance below.

Please also understand that fees can be payable to us if you choose to make your own arrangements outside of our exclusivity arrangements with the BDC. Fees must always be paid on or before the day of the event.

Concession Fees can become payable if you are:
offering samples of food and/or drink outside of sampling guidelines
selling food or drink for consumption on the premises.
providing food or drink to compliment your stand

Samples of Food and/or Drink

No concession fee is payable provided that the samples you are offering are; your own products, or produced by the products you sell; offered out free of charge; and offered in accordance with Association of Events Venues guidelines which provide; Food must be in bite size portions; Soft Drinks & Hot Drinks - no larger than 50ml; Beers/Cider or similar - no larger than 50ml, Wine/Fortified Wines/Champagne/ Alcopops and similar - no larger than 25ml; Spirits and similar - no larger than 5ml

The Concession Fee for offering soft drinks or ice cream outside the guidelines above is £150.00 ex vat, or £350 ex VAT for other food and drink. Note that this may be increased if you are operating as a 'catering outlet'.

Selling Food/Beverages for consumption on the premises

If you are selling foods and/or drinks for consumption in the Business Design Centre a fee will be charged.

The amount will depend on the nature of the sales, and you should contact GEC to clarify the Fee in advance of the show. If you intend to sell food or beverages off the premises then it is advisable to make this very clear to guests; i.e., ensure the products are bagged or wrapped appropriately for removal from the venue. Example fees

1. Selling Soft Drinks /Ice cream/Smoothies/Fruit juices or similar - Concession Fee of £300 ex vat per show day.
2. If you are or can be deemed to be operating a 'catering outlet' then a Concession Fee of £750.00ex Vat per day will be charged
3. If you are including the sale alcohol, this increases the Concession Fee to £1,000 00 ex Vat per show day.
4. If you are or can be deemed to be operating an alcohol led 'catering outlet' the Concession Fee increases to £1,500.00 ex Vat per show day will be charged.
5. Using coffee machines on your stand will incur a concession fee from £450.00ex Vat per show day for a full Barista Machine or £100.00 ex Vat per show day for a Nespresso Style table top machine



Providing Your Own Food & Drinks

Providing your own food or drink (or using another business to do so) as a promotional lure, will incur a fee. This may be a Concession Fee, Buy-out Fee, Product Handling Fee or Corkage Fee as appropriate. The exact Fee depends on the scale of the activity taking place

Corkage Fees & Product Handling Fees

A Corkage Fee is placed on wine, beers, liquor and soft drinks brought into the building for Onsite consumption that has been purchased elsewhere. If you are offering alcoholic beverages, the Venue or GEC will become the licensee for your event and you will be briefed on the relevant licensing legislation.

Champagne (750ml)	£20.00
Sparkling Wine (750ml)	£15.00
Wines (750ml)	£10.00
Spirits (700ml)	£30.00
Beers (330ml)	£1.80
Soft Drinks	£0.50
Fruit Juice (litre)	£0.50
Mineral Water (500ml)	£1.00

ALL PRICES ARE EXCLUDING VAT

Product handling fees are levied where the provider/organiser wishes GEC to handle the brought in products. Such handling could include any of the following:

Receiving stock into the Venue

Storage (refrigeration or otherwise)

Preparing stock/products for serving

Providing the necessary crockery, glassware etc. for the consumption of the stock/products

Service Staff

Collecting residue stock & returning same to either the organiser or provider onsite or storing same awaiting collection

A quotation for corkage or product handling fees is determined by type of items and quantities and the Organisers/Providers requirements.

Acceptance of these guidelines is greatly appreciated, thank you; See you at the show!

