



## **NON-PROFIT ORGANIZATION (NPO) WASHINGTON GRIZZLY STADIUM CONCESSIONS PROGRAM**

### **WHO IS UM CONCESSIONS?**

UM Concessions is the food and beverage management service at Washington-Grizzly Stadium, home of the Big Sky Conference Champion Grizzly football team, the Adams Event Center and Dornblazer Field. UM Concessions operates 12 permanent concessions stands and 2 portable carts in the stadium and 7 stands in the Adams Event Center. We are a part of the international award winning University Dining Services.

### **WHAT IS THE NPO CONCESSIONS PROGRAM?**

The NPO Concessions Program is a way for NPOs to raise money by working at Washington-Grizzly Stadium. Your group staffs a concession stand in the stadium and gets a percentage of the revenue from that stand. UM Concessions will pay your group 10% of the adjusted gross sales from the stand you work. If your group works all home games and playoffs with the required number of workers, your group will get an additional 2% bonus (potentially around \$500) for the season. Most groups make between \$200 and \$400 per event\*. Returning groups are eligible for a higher percentage each year. (Capping at 15% including bonus money see matrix below) Groups unable to provide the required number of volunteers at an event will be paid at the state minimum wage and will not be eligible for 10% of the adjusted gross sales or the 2% bonus.

### **HOW MANY MEMBERS OF A GROUP ARE NEEDED TO STAFF A STAND?**

Since the size of each concession stand differs, UM Concessions will define which stand is best for your group. The minimum amount of people required for a stand is four, but there are stands that take up to fourteen people. Each group will have a separate contract which outlines the details.

### **WHAT ARE THE OUT OF POCKET COSTS FOR OUR GROUP AND ITS MEMBERS?**

**Parking** – Unfortunately, parking is very limited and we are unable to supply parking to non-profit group members and hourly workers. We will be able to provide a map designating where parking might be available. Remember that your group will be at the Stadium before the general public arrives. We suggest that your group car pool.

**Uniforms** – This season the non-profit groups that work at Washington-Grizzly Stadium can wear shirts and/or hats with the group's logo or name. These shirts and/or hats need to be pre-approved by UM Concessions before the first game the group works. If your group does not have its own hats, your members will need to wear University of Montana hats\*\*. For safety reasons, all workers for UM Concessions will be required to wear pants in good condition (no tight stretch pants or shorts) and closed-heel and toed shoes. Please remember that the stands are open to dramatic fluctuations in weather conditions and temperatures. Your group will need to wear appropriate clothing.

### **HOW LONG IS THE WORK SHIFT?**

Your group will be at the stadium anywhere from 7-9 hours depending upon how long the game lasts. Your group will need 2 returning workers to be at the stadium at least 3.5 hours before the gates open to the public. The rest of your group will need to be at the facility 2.5 hours before the gates open to the public. The gates open 1 ½ hours before game-time. **THIS MEANS THE MAJORITY OF YOUR GROUP MUST BE AT WASHINGTON-GRIZZLY STADIUM 3 ½ HOURS BEFORE THE GAME START TIME.**

*\*This is an estimated number taken from last season's sales. UM Concessions does not guarantee this revenue.*

*\*\* UM hats are available for purchase from UM Concessions.*

## HOW MANY GAMES DOES A GROUP NEED TO WORK?

The NPO Concessions Program requires that your group work all football games (6-7) and playoff games. Please review the following matrix which demonstrates the earning potential for your NPO.

### EXAMPLE A based off of 2007

Non Profit Organization (NPO)				
Number of Games		7		
Number of playoff games		1		
EXAMPLE		10%	11%	12% year
Stand # 125		year one	year two	three
Average Net Adjusted Sales (ANAS)		\$3,300.00	\$3,300.00	\$3,300.00
Percentage paid to NPO per game.		\$330.00	\$363.00	\$396.00
Times six regular season games		\$1,980.00	\$2,178.00	\$2,376.00
Times two playoff games		\$660.00	\$726.00	\$858.00
Total NPO Profit		\$2,640.00	\$2,904.00	\$3,168.00
2% Bonus for required attendance (all games)		\$528.00	\$528.00	\$528.00
<b>Grand total for NPO Annually</b>		<b>\$3,168.00</b>	<b>\$3,432.00</b>	<b>\$3,696.00</b>

### EXAMPLE B

This gives you a comparison if you are unable to bring the required staff to each game. Each employee is paid at state minimum wage for the time actually worked.

		\$6.75 per hour		
		times 7 hours	7 games	1 play offs
number of				totals
volunteers	3	\$ 141.75	\$ 992.25	\$ 141.75
	4	\$ 189.00	\$ 1323.00	\$ 189.00
	5	\$ 236.25	\$ 1653.75	\$ 236.25
	6	\$ 283.50	\$ 1984.50	\$ 283.50
				\$2268.00

This simple matrix illustrates the net difference between meeting the requirements of the program and simply getting paid to supply a few volunteers. You will note the difference in the first year of \$900.00. By year four an NPO group unable to meet the requirements gives up \$1692.00 in potential revenue.

## WHAT KIND OF TRAINING WILL A GROUP RECEIVE?

This season we are trying a different approach in training our groups. We will hold "Train the Trainer" sessions for key members of your organization. We will train these individuals on UM Concessions policies and procedures, cooking techniques, and cash handling procedures. At least one of these individuals must be working at each game. These individuals will be responsible to train the rest of the group prior to the first and each subsequent game. There will be a UM Concessions Stand Manager assigned to each group. The Stand Manager will be responsible for set-up of the stand and the cash fund. We suggest that the first couple of games your group is working, all individuals come early. If you feel more comfortable, you may schedule on-site pre-event training for the entire group.

## WHAT IS THE NEXT STEP?

If your group is ready to make some serious cash, please contact

**Contact:**  
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Please let us know if you need more information or would like a UM Concessions representative to give a presentation to your group.