

We have received many calls and emails from businesses, on-base private orgs and unofficial activities regarding opportunities to sell items at the upcoming Airshow.

FSS has contracted with an overreaching concessionaire to provide food, beverage, and merchandise.

There will be **NO outside food or beverage sales allowed**. This is due to public health laws and the concessionaire's liability as a governmental contractor.

The contractor sells licensed Airshow merchandise and (by contract) have exclusive rights to the items they sell. They **do not** allow any outside companies or businesses to sell ANY merchandise at the Airshow. Giveaways are permitted (with restrictions), and must be pre-approved by the vendor's Novelty coordinator. Giveaways that are similar to items the vendor sells are not permitted (see list attached). Books, mugs, and koozies are not sold by the vendor, and items like that are allowed to be given away at booths.

Booster Clubs and Professional Organizations (that are registered and in good standing with FSS) are permitted to sell squadron merchandise (items depicting their squadron). Items must be pre-approved by the Novelty coordinator. Warbird/Museum sales are also allowed with restriction and preapproval. Sales will be limited to items that depict the aircraft brought to the show (and are not on the list of items on the vendor merchandise list). Booth sales at the 2 day Airshow will count as one (of two permitted) fundraisers for that organization for the quarter.

If your PO/UA wishes to sell squadron specific items at the Airshow, you first must fill out and submit a Fundraiser Request Form to FSS. This request must list the items you would like to sell, and these items must be cleared for sale at the Airshow by the Novelty coordinator and approved by FSS. At no time shall the Airshow sales give the impression of a carnival, swap meet, or arts and craft sale. Once approved, you must secure Airshow space. No booth may exceed 10ft x 10 ft. No canopies, tables or seating will be provided by the Air Force. Access to water and electricity may not be available or nearby. Booth location will be assigned and will not be changed. There will be no charge to the PO/UA for space, but space is extremely limited. There will be no commission on squadron items required by the concessionaire. **Sales of any items not preapproved will result in booth removal from the Airshow.**

By far, the best return for POs and UAs at this event is to provide labor for the concessionaire to man their booths.

Here's how it works:

PO/UA's provide MANPOWER for contracted food, beverage, and trinket concessionaire. MORE PEOPLE = MORE MONEY FOR YOUR PO/UA. You don't buy anything...just show up to work. There is ZERO liability to your organization. You can request a certain food or beverage booth if desired, but what/how much you sell has no bearing on what you are paid. There will be no promises made for booth accommodations.

This event WILL count as 1 of your quarterly fundraisers.

**Labor will be paid to your PO/UA at the flat rate of \$100 per MAN DAY** (1 man day = one 11 hr shift or two 6 hr shifts with overlap). 240 “MAN DAYS” are needed each day of the Airshow.

Dependents are welcome to work for your PO/UA. Workers must be at least 18 yrs old. All workers will receive training on their booth before the Airshow.

Concessionaire provides one \$10 meal voucher for each person for each shift worked (all day workers will receive 2 vouchers).

PO/UA's will be paid by FSS within 30 days after the Airshow via cash/check to your PO/UA. Checks cannot be made out to individuals.

In order to take advantage of this great fundraising opportunity, you must be registered as either a Private Org or an Unofficial Activity. Contact Michelle at 953-7519 if you would like to check the status of your organization or to register as a new PO/UA on Maxwell.

**NLT 13 Mar:**

\*Your PO/UA MUST be in good standing with all required documents up to date

\*Your PO/UA must submit an Air Show Labor Request form to FSS. We will consolidate all requests and push as a single request to legal. PO/UA POCs will be contacted by FSS with approval and to finalize all details. PO's and UA's will sign contracts with NAF AO for concessionaire labor.

\*On the request, each PO/UA must provide a primary and alternate contact to FSS. FSS will deal exclusively with these people to coordinate details and contractual agreements regarding the Air Show

\*Also included on the request, each PO/UA must provide number of MAN DAYS that they will be able to provide on both Saturday and Sunday. FSS will create a schedule based on what is submitted. There should be ample opportunity to accommodate all requests. If availability of workers exceeds the need, FSS reserves the right to limit shift length or proportionally reduce labor footprint across all PO's/UA's

Specific questions should be sent to amy.brightbill@us.af .mil or phone 953-3667

**Concessionaire Food and Beverage:**

Nathan's Hotdogs	Chicken fingers/fries	Soda
Hamburgers	Fries	Bottled Water
Philly Cheese steaks	Nachos	Shaved Ice
Italian sausage	Ice Cream	Fresh and Frozen Lemonade
Chicken Pita	Kettle Corn	
Greek Gyro Pita	Funnel Cake	

**Concessionaire Merchandise:**

T-shirts (Thunderbird, Alpha Strike Military T's, Youth T's)  
Hawaiian Motif War Bird shirts  
Thunderbird Hoodies, Sweatshirts, and Polos  
Thunderbird Pins and Patches  
Ball Caps, Bucket Hats, Visors, Youth hats  
Umbrellas/Woven Throws  
Aircraft models/Sparkplug Planes/Mahogany Wood Aircraft Models  
Die Cast Metal Airplanes/Helicopters  
Battery Operated Planes/Motor Max planes/Stunt Jets/Remote Control Helicopters  
Military Vehicle kits  
Backpacks  
WWII Paratrooper toys  
Airplane Balls/Whirlers/Foam Gliders  
Rings/Earrings/Bracelets/Necklaces/Tie Tacks/Dog Tags  
Key Chains/License Plate Frames/Bumper Stickers  
Coasters/Mouse Pads/Posters/Laminated Posters  
Coins  
Film/Batteries/Cameras

Sunglasses/Sunscreen/Hand Sanitizer/Ear Plugs/Headphones