



Dear Concessionaire:

You are invited to apply for a vendor spot in the **2010 North American Sand Soccer Championships** - the largest weekend beach soccer festival in the United States, held in Virginia Beach, VA. Last year's event included 900 teams with 9,500 participants and over 75,000 spectators --- and was the site of the Pro-Beach U.S. National Men's Finals in a 3,000 seat stadium located on the sand at 27th Street. This year's festival, scheduled for **June 11-13**, will expand to 950 teams and 10,000 players competing on the beach **between 15th Street and 37th Street** and will feature events such as Beach Volleyball, North American Beach Wrestling Championships, Beach Tennis, Beach Cornhole, Beach Lacrosse and Coed Beach Flag Football.

The Championships will again offer **food vendors sites this year**, strategically placed in high profile areas **on the boardwalk**, offering a mix of product categories. You are invited to submit your application as a concessionaire at this "blast in the sand."

To be considered for one of our selective vendor spots, you must submit a completed application and deposit of \$500.00 (per vendor location) by **April 23rd, 2010**. Any application not accepted will be returned with original check. Checks for all accepted applications will be deposited upon confirmation of acceptance. If you fail to participate once you are accepted, due to no fault of NASSC, your deposit will **not** be refunded.

Applications must include the following:

- Deposit of \$500.00 per vendor location made payable to "NASSC"
- Completed Application Form
- Recent Photo of Operations
- Menu for event
- Certificate of Insurance
- Certificate of Flame Resistance (is using a tent)
- Signed Vendor Indemnity Form
- City of Virginia Beach Vendor and Sponsor Information Sheet

If you are accepted, additional information and application fee(s) per the enclosed **Vendor Information and Requirements Form** will be required by May 14. Don't miss the opportunity to become a part of this ever-growing festival at the beach. We look forward to receiving your application.

**QUESTIONS? Check our website at WWW.SANDSOCCER.COM
or call Matt Whalen, Director of Operations at (757) 407-1421
or email me at tallhokie@gmail.com**

Business Sponsor (please check)



Vendor Application

Business/Vendor Name: _____
(must be same as Business/Health Dept. License)

Business/Vendor Owner's Name: _____

Person Attending Event: _____

Mailing address: _____

City: _____ State: _____ Zip: _____

Telephone *(business)*: _____ Telephone *(mobile)*: _____

Telephone *(person attending)*: _____ Fax: _____

Email address *(required)*: _____

Vendor/Sponsor Information

Products will be *(please check all that apply)*: Sold Sampled Displayed Given Away
Vendors must supply NASSC with a list/menu of all items to be sold at event

Number of Booths: 1 2 3

Location Preference: Youth (9-15) Youth (15-19) Adult No Preference
 Other *(please explain)* _____

Vendor/Sponsor Requirements

Will you need a water hookup? Yes No

If so, for what equipment? *(provide amps/watts/110/220)* _____

Will you need Electricity? Yes No

If so, for what equipment? _____

Will you be using propane? Yes No

Will you be needing grease disposal? Yes No

Type of Structure used *(please describe)*: _____
Vendors/Sponsors must provide NASSC with the Flame Retardant Certificate prior to set-up. Certificates must also be posted at all tent locations

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Vendor Information and Requirement

- Vendor sites are **\$1000 per site**. A \$500 non-refundable deposit is required to reserve your space.
- A vendor may request more than one site, but no discounts are given for multiple sites. A vendor may request a booth at a specific site or more than one booth, but NASSC reserves the right to designate location and limit total number of booths per vendor.
- Priority will be granted to major sponsors for site preference. For more information on becoming a sponsor, please see the attached information.
- Vendor sites will be located on the boardwalk strategically placed in high-profile areas.
- A mix of product categories will be selected for each site. You must specify all products and prices you intend to vend. No other products will be considered for the event if you are selected and the NASSC Committee reserves the right to prohibit selected menu items with your acceptance to avoid conflicts within vending sites, i.e. Papa John's is a Major Sponsor and therefore has exclusivity to sell pizza, no other vendor may sell pizza.
- Each vendor site is limited to 10' x 20'.
- Each vendor must provide their own tents or structure for their operations, which must comply with all city ordinances (health, fire, etc.)
- Each vendor must conduct sales from their assigned space only. No roving sales are permitted.
- Electricity and potable water will be provided. No 3-phase power is available. Vendors will be responsible for providing their own extension cords.
- Grease disposal/Holding Tanks will be provided at select locations.
- Vendors must provide necessary means of getting your equipment to your booth location. NASSC will NOT provide help to move equipment.
- All Structures or booths must be tasteful and safely erected and include ground cover. Price lists must be posted in black & white and in clear view of public. **Placement of booths are at the total discretion of the NASSC Committee.**
- Each Vendor must provide a Certificate of Insurance for \$1,000,000 Combined Bodily Injury, Property Damage and Product Liability, listing the Hampton Roads Soccer Council t/a North American Sand Soccer Championships (NASSC) and the City of Virginia Beach as additionally insured.
- All vendors must comply with Virginia Beach Fire Department and Health Department regulations. Vendors will be required to be ready for Health Inspections on Saturday, June 12th at 8am!
- The North American Sand Soccer Championships (NASSC) will purchase a blanket business license for all vendors of our tournament. It is not necessary for you to purchase one for our event.
- If using a tent, vendors must display/supply NASSC a copy of the Certificate of Flame Resistance from tent manufacturer. If you need a tent, tables, chairs, etc. please contact Scott Cust at 757-449-3239 or at perfectpartyrent@aol.com.
- VeMMA/Verve are the official energy drink sponsors for NASSC. All vendors participating in our event are not allowed to sell or distribute/sample any other energy drink without the approval of the Tournament Director.
- NASSC will provide recycling containers on the beach for its participants. These receptacles will be highly visible and will be able to receive: aluminum cans, plastic bottles, glass bottles, paper and cardboard.

Food Vendors: Upon written acceptance from NASSC, Virginia Beach Department of Public Health must receive fees and paperwork no later than 10 days prior to our event. For more information, please call 757-518-2739. NASSC **will not accept Health Department applications.**

Vendor Checklist

Please submit by April 23rd:

1. \$500 deposit for each booth (non-refundable)
2. Completed Vendor Application
3. Recent Photo of Operations
4. Menu for event
5. Certificate of Insurance
6. Certificate of Flame Resistance (is using a tent)
7. Signed Vendor Agreement
8. City of Virginia Beach Vendor and Sponsor Information Sheet



Vendor Agreement

This agreement dated _____ by and between the Hampton Roads Soccer Council and the North American Sand Soccer Championships "NASSC", Virginia Beach, Virginia and _____ (food vendor) of (city, state) _____ states as follows:

The vendor agrees:

- To pay non-refundable deposit and participation fees based on "Vendor Requirements" due with application by April 23rd, 2010 and remaining balance due by May 14th, 2010. *Checks can be deposited when received.*
- If accepted into the NASSC, vendor must provide by Friday April 23rd, 2010, a certificate of insurance indicating the food vendor is insured with a minimum \$1,000,000 public liability and comprehensive general liability policy, including product liability. The Hampton Roads Soccer Council and the City of Virginia Beach should be named certificate holders for June 11-13, 2010.
- To abide by all Virginia Beach City ordinances and NASSC vendor rules.
- To obtain all permits and licenses required by the City of Virginia Beach, including health permit and any other required forms. Contact the Virginia Beach Health Department at 757-518-2739.
- That all purchases of food and supplies are the responsibility of the vendor. Ice will be available on-site for purchase.
- To not sell or distribute/sample any energy drink without the approval of the Tournament Director.
- To use felt roofing paper on the entire ground area of food vending operation.
- To be set up and ready for Health Department Inspection (if applicable) by 8am on Saturday June, 12th. Failure to comply may result in prohibiting vendor from being invited to subsequent tournaments.

The North American Sand Soccer Championships will provide the vendor:

- Dedicated space along the boardwalk railing.
- Electrical service for operation of concession equipment listed in "Vendor/Sponsor Requirements" and on City Vendor and Sponsor Information Sheet.
- NASSC assumes no responsibility for loss, theft or damage of property belonging to the vendor.

Vendor Indemnity

During the term of this agreement, the company and contact person listed below shall indemnify, hold free and harmless, assume legal liability for and defend Hampton Roads Soccer Council, t/a North American Sand Soccer Championships "NASSC", its agents, servants, employees, officers, and directors from any and all costs and expenses including, but not limited to, attorneys' fees, reasonable investigative and discovery costs, court costs, and all other sums which Hampton Roads Soccer Council t/a North American Sand Soccer Championships, its agents, servants, employees, officers, and directors may pay or become obligated to pay on account of any, all, and every demand or claim or assertion of liability or any claim or action founded thereon arising or alleged to have arisen out of Vendor's performance of this agreement or the operation of seller/vendor's business or any act or omission of Vendor, his agents, servants or employees whether such claim or claims, action or actions, be for damages, injury or person or property or death of any persons made by any person, group, or organization whether employed by Vendor or otherwise, or for breach of warranty by Vendor either expressed or implied.

PLEASE PRINT

Business/Vendor Name: _____

Business/Vendor Owner's Name: _____

Mailing address: _____

City/State/Zip: _____

Contact's Signature _____ Date: _____



Resort Management & Special Events Office
VENDOR and SPONSOR INFORMATION SHEET

VENDOR: Anyone who is serving, selling, or providing samples of food, beverage, or merchandise.
 SPONSOR: A business or person that provides finances, merchandise and/or services in return for advertisement.
 A separate form is required for each vendor and each sponsor.

Permit Applicant Name **Matt Whalen** Event Name **North American Sand Soccer Championships**
 Name of Organization Hosting Event **Hampton Roads Soccer Council**
 Office Phone **757-368-4600** Cellular **757-407-1421**
 Fax # **757-368-5295** E-Mail Address **tallhokie@gmail.com**

VENDOR or SPONSOR (Please circle one)

Business Name _____ VAB Business License # _____

Business Address _____

Point of Contact _____ Business Phone _____

Cellular # _____ Fax # _____

Products will be: Sold Sampled Catered Displayed Given Away

- Food*: Please provide menu _____
- Beverages: Please check all that apply Alcoholic Non-alcoholic type _____
- Merchandise: Please describe in detail _____
- Propane Tank(s): Please check all that apply <Less than 500 gallons >Greater than 500 gallons

Operational and Logistic Information

Electrical Support & Water Source: The City utility/general services staff has absolute and exclusive authority regarding the installation, operation, and removal of all types of electrical support and water sources on city property. To better serve you please provide detailed information regarding your utility needs. Failure to provide complete data may result in **denial** of service. Please refer to the City Utility Sheet for more information.

Electrical Service: Vendor must provide a minimum of 100', 3-wire grounded cord acceptable for exterior use

Equipment	Location	110 volts	220 volts	AMPS	Wattage	Plug Type	Hardwire	Time ready for Tie-in	Time ready for Tie-out

Water Service: (The Health Department requires water for onsite food preparation)- Check potable or non-potable

- Vendor must provide a food grade water hose (100' minimum) and nozzle

Equipment	Potable Water (safe for consumption)	Non-Potable (non-consumption related)	Location

Please describe any unusual circumstances, request etc. _____

* Food vendors may be required to have a temporary restaurant permit from the State Health Department. Please ensure you are in compliance by calling (757) 518-2646. To comply with tent/structure requirements please contact Permits and Inspections at (757) 385-4211 and the Fire Department at (757) 385-4228. Business License inquiries please contact the Commissioner of Revenue office at (757) 385-4515. Contact your event planner for proper waste disposal information.



NORTH AMERICAN SAND SOCCER CHAMPIONSHIPS

June 11, 12 & 13, 2010

SPONSOR & AD SALES FORM

Thanks for supporting the North American Sand Soccer Championships – the PREMIER BEACH SOCCER EVENT IN THE WORLD – and the Hampton Roads Soccer Complex. Please complete this form so we may add your firm to the “CHAMPIONSHIP TEAM” for the 17th annual event held at the Virginia Beach oceanfront with 30,000 NASSC participants and 50,000 Boardwalk daily spectators.

SPONSOR: _____

Contact Name: _____

Mailing Address: _____

City/State/Zip: _____

Email: _____ Phone: _____

Authorization Signature: _____

<u>EVENT SPONSORSHIP</u>	<u>SIGNAGE AREA</u>	<u>AD SIZE INCLUDED</u>
_____ \$ _____		
_____ \$ 3,000 Major Sponsor	100 sq ft	Full page ad – 7 ½" w x 10" h
_____ \$ 1,500 Contributing Sponsor	50 sq ft	Half page ad – 7 ½" w x 5" h
_____ \$ 500 Field Sponsor	30 sq ft	Quarter page ad – 3 ½" w x 5" w
_____ \$ 1,000 Vendor/Booth setup	Benefits & additional information will be emailed	

<u>PROGRAM ADVERTISEMENT ONLY</u>	<u>AD SIZE</u>
_____ \$ 250 Full page ad	7 ½" w x 10" h
_____ \$ 175 Half page ad	7 ½" w x 5" h
_____ \$ 125 Quarter page ad	3 ½" w x 5" h
_____ \$ 50 DONATION	Single Line – Firm/team/individual name

CHECKLIST	DEADLINE	SPECIAL INSTRUCTIONS
Sponsor or Ad Payment	With Form	Make check payable to HRSC/Sand Soccer & deliver with form
Program Advertisement	May 3	Black & white CAMERA-ready ad - no setup or formatting by NASSC. Deliver to solicitor or to address below.
Sponsor Handouts	June 7	One per team - 900 copies; One per player - 9,900 copies (sorted into packs of 11), delivered to address below
Sponsor's Banners	June 7	Sponsors must provide their own banners. Any size is acceptable (3'x10' or 5'x7' with grommets preferable). Deliver to solicitor or NASSC office. Sponsors are not to install at event.

NASSC SOLICITOR: _____ PHONE: _____

Please return this form to HRSC, 2276 Recreation Drive, Va Beach 23456
Email: sandsoccervb@aol.com

www.sandsoccer.com