

**GUADAGNO & SONS  
CONCESSION FEE PROPOSAL  
FOR THE CULVER CITY BALLONA FESTIVAL**

**May 17, 2017**

**GUADAGNO & SONS IS PROPOSING TO PAY THE CITY OF CULVER CITY THE FOLLOWING FEE AMOUNTS IN CONNECTION WITH THE BALLONA FESTIVAL.**

- A. GUARANTEED MINIMUM PAYMENT AMOUNT OF \$35,000.00 PER 2 ½ DAY CARNIVAL EVENT ((FRIDAY NIGHT FROM 6PM TO 11PM, SATURDAY FROM 11AM TO 11PM, SUNDAY FROM 11AM TO 8PM) OR THE AGGREGATE TOTALS OF THE FOLLOWING PAYMENTS, WHICHEVER IS GREATER.**
- B. 25% UP TO GROSS SALES OF THE FIRST \$40,000.00  
30% OF THE NEXT GROSS SALES OF \$40,000.00  
35% OF THE BALANCE OF GROSS SALES \$35% OF BALANCE**
- C . FOR EACH GAME \$ 200.00**
- D. FOOD CONCESSION \$ 500.00**
- E. PRESALE SALE TICKET SALES \$ 30% OF GROSS SALES**
- F. GUADAGNO & SONS WILL SUPPLY TO THE FESTIVAL COMMITTEE 100 POSTERS PRINTED TO THE COMMITTEES SPECIFICATIONS AT NO COST TO THE CITY OR THE FESTIVAL COMMITTEE.**
- G. GUADAGNO & SONS WILL PROVIDE FULL ACCESS TO ALL TICKET NUMBERS AND ACCOUNTING OF ALL SALES DURING THE ENTIRE EVENT.**

**GUADAGNO & SONS**

**TONY GUADAGNO**