



Dear Prospective Food Vendor:

On behalf of the American Turkish Association of Washington DC (ATA-DC), I am pleased to announce that the 4th Annual Turkish Festival is scheduled for Sunday October 14, 2007 from 10:00 AM to 6:00 PM on Pennsylvania Avenue NW between 13th and 14th Streets.

Our desire is to showcase the best Turkish cuisine from a wide variety of food vendors. Therefore, we invite you to participate in this year's Festival. The terms, conditions, and costs for participating are explained in the following pages.

Due to the DC Government's strict permitting and our rental equipment deadlines, if you would like to participate in this year's Festival, you must return the enclosed participation form and menu selection form by August 1, 2007. We will not be able to accept late applicants. We will confirm your menu, prices, and other Festival logistics around September 15th.

If you are not able to participate as a Food Vendor, but would like to be Festival Sponsor, a sponsorship package is also included.

Please note we have instituted several positive changes to make things easier for the food vendors and to avoid the number one problem of last year's festival: Long Lines. For 2007, the Festival will:

1. Tap into city (drinkable) water and provide a bubbler (hand washing system)
2. Provide ice at no cost to each vendor.
3. Provide tables with a three-container (bus tub) washing system
4. Provide enhanced power outlets at a reduced price
5. Charge zero commission on the first \$2,000 of sales; 12% commission for sales above \$2,000.

On behalf of my colleagues at ATA-DC and on the Festival Committee, we look forward to working with you to present the best that Turkey has to offer. We believe that with your participation, we will have another successful festival— perhaps the best cultural/ethnic festival Washington DC has ever seen!

For questions, please contact Omur Sen, Food Coordinator, at 205-401-8919 or senomur@yahoo.com

Best regards,

Allen Lawrence
Chairperson, 2007 Turkish Festival Committee



2007 Turkish Festival Terms and Conditions

Please read the following terms and conditions for participating in this year's Festival carefully. All food vendors who participate must agree to these terms and conditions.

- ☞ Drinks– ATA-DC will sell Turkish Tea & Coffee and Water. Therefore no vendor will be allowed to sell these types of items. **Also alcoholic beverages may not be sold.**
- ☞ Participation Fee– The fee is based on each vendor's tent size, table, and electrical requirements. Should you decide to participate in the Festival, 50% of the participation fee must be paid by check to "ATA-DC" when you return the forms. The other 50% will be deducted from your sales/commissions after the Festival. Please see the enclosed form.
- ☞ Grocery Store Vendor- You will only sell ** packaged food items. ** Food prepared on site will be offered by Food vendors which have separate terms and conditions.
- ☞ The Festival Committee will rent tents and tables and chairs for vendors. To protect against unfavorable conditions, we are planning to rent a large, enclosed tent.
- ☞ Vendors are responsible for their own signage and displays
- ☞ All tables must be covered; vendors are responsible for providing their own table coverings
- ☞ Commissions– In addition to the participation fee, ATA-DC will also take 12% of food and drink sales above \$2,000 from each vendor. There will be no fee for the sales less than \$2,000. We will sell all food tickets. Within 1 week of the Festival, we will count all tickets, calculate the total, deduct 12% and the remaining 50% of the participation fee and write a check to you. **We will not pay any vendors in cash.**
- ☞ Propane Permit– Should you decide to participate, and require propane, you will have to obtain a propane permit from DC Government. There is a nominal fee for this as well. The festival committee is working to secure a single permit for each vendor
- ☞ DC Sales Tax– It will be the vendor's responsibility to pay DC Sales Tax. Please make sure that the prices you specify reflect this amount.
- ☞ DC Health Department Orientation– Food vendors will be required to attend an orientation session with the DC Health Department. ATA-DC will arrange this meeting close to the Festival date. Due to certain violations by food vendors last year, the **DC Health Department has informed us that vendors who do not attend this session will not be able to set up on the day of the Festival.**

Responsibilities

Vendors	ATA-DC/Festival Committee
? Set up vendor area	? Rent and construct tents
? Provide tablecloths (red or white)	? Rent generators & provide electrician
? Provide cups, plates, napkins, forks, knives etc	? Rent tables & chairs
? Provide take home containers (if appropriate)	? Sell Water
? Collect food tickets	? Sell food tickets & collect cash
? Provide Restaurant Name Sign	? Provide menu signs
? Participate in accounting (optional)	? Perform festival accounting & pay vendors by check
? Provide an extension cord for each machine and outlet you need	

2007 Turkish Festival Food Vendor Application

Return this form by August 1st to:

2007 Turkish Festival
c/o Omur Sen
Medis Inc
751 Miller Drive Suite E-1 Leesburg, VA 20175
(envelope attached)

Business Name: _____

Primary Contact: _____

Phone Number: _____

	Rental Cost*	# required	Total
Tables (3ft x 6ft) The festival will provide two tables at no charge. Indicate the #required above 2.	\$20 per table		
10 x 10 tent	\$300		
10 x 20 tent	\$500		
Electrical Outlets	\$30 per outlet		
Grand Total			
Amount due to ATA-DC (50% of Total) by August 1, 2007 The remaining amount will be deducted from food sales revenues at the Festival.			

*Rental Costs include water, hand washing facility and 3-tab dish washing system (BUS tab)

Make checks payable to "ATA-DC"

Signature _____

Date: _____

Print Name _____

Food Vendor Menu Selection – Please complete and return

Vendor Name _____

	Last Year' s Price \$	Place an "X" in this column for each item you will serve	This year' s price (please specify if you would like to charge a different price)
Meat Dishes			
♦ Doner —Beef and/or lamb sliced and served in pita with yogurt or humus sauce	8		
OTHER NEW ITEM (Please specify)			
Vegetable Dishes			
♦ Kisir/Tabouleh —Bulgur wheat salad with mint, parsley, tomatoes	5		
♦ Humus w/Pita (side dish)	5		
♦ Dolma —Grape leaves stuffed with rice and spices	3 for 5		
♦ Fried Zucchini Patties —with onions, feta cheese and herbs.	4		
OTHER NEW ITEM (Please specify)			
Savory Pastries			
♦ Pogaca —Savory buns filled with cheese or meat/spices	5		
♦ Su Boregi —Filo dough layers w/cheese or spinach	4		
♦ Borek —Savory layers of pastry with cheese and parsley or meat filling	6		
♦ Gozleme —Savory crepes with ground beef, potato or feta-cheese filling	6		
♦ Turkish Pistachios	7 for 1 lb 4 for ½ lb		
OTHER NEW ITEM (Please specify)			

Sweets			
♦ Baklava w/walnut or pistachios	4		
♦ Baklava- special	5		
♦ Durum (Pistachio rolls)	6		
♦ Kadayif w/walnut or pistachios	4		
♦ Kadayif-Burma (rolled style)	5		
♦ Kazandibi —oven baked custard	3		
♦ Lokma (fried dough balls in syrup)	3 for 2		
♦ Saray Sarmasi —(walnut sweet)	4		
♦ Lokum —(Turkish delight)	5 for 1 lb 3 for ½ lb		
♦ Turkish ‘ Aphrodisiac’ —(grape walnut sweet)	2		
OTHER NEW ITEM (Please specify)			

Beverages			
♦ Ayran (frothy yogurt drink)	2		
♦ Soft Drinks	1		