MISSOULA COUNTY
REQUEST FOR PROPOSALS (RFP)

RFP Title: **Missoula County Fairgrounds Catering Contractor**
RFP Due Date and Time: **5 p.m. Thursday January 22, 2027**

ISSUING DEPARTMENT INFORMATION

Procurement Officer: **Lester Bracey**	**Issue Date:** **November 13, 2026**
Procurement Officer Address: Missoula County 200 W Broadway Missoula, MT 59802	**Procurement Officer Email and Telephone Number:** (406) 258-3526

OFFEROR SUBMITTAL INSTRUCTIONS

Return Proposal to: **Lester Bracey** **lbracey@missoulacounty.us**	**Subject Line Must Be Titled:** **Fairgrounds Catering Contractor** **RFP Response Due Date:** **January 22, 2027**

OFFEROR CONTACT INFORMATION AND AUTHORIZATION

Offeror Name/Address:	**Authorized Offeror Signature:** **Print name and sign in ink.**
Offeror Phone Number:	**Offeror FAX Number:**
Offeror Email Address:	

OFFERORS MUST RETURN THIS COVER SHEET WITH RFP RESPONSE

INSTRUCTIONS TO OFFERORS

Follow the format presented in the RFP. Points may be deducted during scoring for deviations from the prescribed format.

Provide complete answers or descriptions. Read all questions and requirements, and provide clear, concise responses. Do not assume Missoula County or the selection committee will have any familiarity with the firm's capabilities. Proposals are evaluated solely on the information and materials provided in the response.

Adhere to the proposal due date. Late proposals will **NOT** be accepted.

The following items must be included in the submission to be considered responsive:

- Signed Cover Sheet;
- Signed Acknowledgment of Addenda (if any);
- All mandatory proposal requirements;
- Correctly executed Missoula County "Affidavit for Trade Secret Confidentiality", if the proposal contains confidential or proprietary information as defined in MCA Title 30, Chapter 14.

RFP TIMELINE

EVENT	DATE
RFP issue date	November 13, 2026
Pre-proposal conference	**3 p.m. November 23, 2026**
Deadline for submitting written questions	January 11, 2027
Written responses posted to County website	January 15, 2027
RFP response due date	**5 p.m. January 22, 2027**
Offeror interviews/product demonstrations	February 8, 2027
Contract award	February 12, 2027

SECTION 1 - RFP OVERVIEW

INTRODUCTION

Missoula County Fairgrounds seeks a qualified alcohol catering contractor to deliver safe, welcoming, accountable alcohol service at rental events and the Western Montana Fair. The Contractor shall provide licensing, operational oversight, beverage inventory, sales and inventory reporting, trained personnel, and service infrastructure. Guest interactions shall reflect the Fairgrounds' role as a community gathering place.

CONTRACT PERIOD

The contract period will end no later than January 2, 2029 with the option to renew for another five (5) years to end January 2, 2034.

SINGLE POINT OF CONTACT

The procurement officer will be the single point of contact for inquiries regarding this RFP from the date issued until the selection is publicly announced. Offerors may not communicate with any County officials or staff regarding this procurement, except at the direction of the procurement officer; and any unauthorized contact may disqualify the offeror from further consideration. Contact information for the procurement officer is:

Procurement Officer: Lester Bracey
E-mail Address: lbracey@missoulacounty.us

OFFEROR QUESTIONS

Any questions or requests for clarification or interpretation of this RFP must be addressed in writing to the procurement officer on or before 5 p.m. Monday January 11, 2027. For purposes of this RFP, "in writing" consists of email. Questions submitted must include:

- Company name and address;
- Contact information, including name, email address, telephone number, and fax number;
- Clear reference to the section, page, and item in question.

Questions received after the deadline will not be considered.

The County will provide a formal written addendum by 12 p.m. Friday January 15, 2027 to questions received by the deadline. No other form of interpretation, correction, or change to this RFP will be binding upon the County. Any addendum will be posted on the County's website,
http://missoula.co/rfp

An Acknowledgment of Addendum must accompany the RFP response.

PREFERENCES

Please note the following three Missoula County Resolutions:

- Resolution No. 2020-061 A Resolution Giving Procurement Preference to Disadvantaged Business Enterprises
- Resolution No. 2020-076 Montana Registered Apprentice Program Resolution
- Resolution No. 2021-001 A Resolution Stating A Preference For Purchasing Goods And Services From Firms Based In Missoula County

GENERAL REQUIREMENTS

Pre-Proposal Conference (optional)

An optional Pre-Proposal Conference will be offered 3 p.m. Monday, November 23, 2026 in Missoula, Montana at the Missoula County Fairgrounds 1101 South Ave. West, Building #12. Please contact Billie Brown, Events & Operations Manager at bbrown@missoulacounty.us or 406.258.3238 by noon November 23, 2026 if you will be attending. The group will meet in the Fair Office Building #12 before taking a walking tour of the Fairgrounds. The Pre-Proposal Conference is optional.

Mandatory Requirements of the RFP

To be eligible for consideration, an offeror must provide all information requested in Section 4. A proposal that fails to provide any information requested may be deemed nonresponsive or be subject to deduction of points during scoring.

Understanding of Specifications and Requirements

By submitting a response to this RFP, the offeror attests to an understanding of the specifications and requirements described herein and agrees to comply with such.

Prime Contractor and Subcontractors

If this RFP results in a contract award, the offeror selected will be the prime Contractor and shall be responsible for all work of any subcontractors. The Contractor shall be responsible to the County for the acts and omissions of all subcontractors or agents and of persons directly or indirectly employed by such subcontractors, and for the acts and omissions of persons employed directly by the Contractor. Furthermore, nothing contained within this document or any contract documents created from any contract awards derived from this RFP shall create a contractual relationship between any subcontractor and the County.

Offeror's Signature

The proposal must be signed by an individual legally authorized to bind the offeror. The offeror's signature is a guarantee that the proposal has been developed without collusion. The offeror shall provide proof of authority of the person signing the RFP upon the County's request.

Offer in Effect for 120 Calendar Days

The offeror may not modify, withdraw, or cancel a proposal for a 120-day period following the RFP due date.

Bid Bond

Bid security is required for all bids submitted in response to an IFB and must be provided in accordance with MCA 18-1-201 through 206. Specifically:

i. Each bidder must provide a bid bond or other security in the amount of 10% of the bid price to protect and indemnify the county against the failure or refusal of the bidder to enter into the contract, if awarded.
ii. The bond or other security is subject to forfeit if the bidder fails to enter
    1. into a contract within 30 days of bid acceptance.
iii. The bid bond or other security must be in the form specified in MCA
    1. 18-1-203 and payable to the county. Although other forms of security are allowed, the most common forms are cashier's check or bond executed by a surety corporation.
iv. Bid security is returned to bidders whose bids are not accepted.

Performance Bond

In accordance with MCA 18-2- 201, all construction contractors shall execute a bond to secure performance on the contract and payment of workers, subcontractors, and suppliers. MCA 18-2-201(4) allows the bond requirement to be waived for contracts less than $50,000.

Public Works Contracts

Bid specifications and contracts for construction and non-construction services greater than $25,000 are subject to the following provisions:

I. Contractor shall agree to:

v. Give preference to the employment of bona fide Montana residents in the performance of the work;
vi. Include provisions for work that is performed at a project location to:
    1. Pay the travel allowance that is in effect and applicable to the district in which the work is being performed; and
    2. Pay the standard prevailing rate of wages, including fringe benefits, that is in effect and applicable to the district in which the work is being performed;
vii. Post a copy of the applicable prevailing wage rates in a prominent and accessible site at the project location; and,
viii. Maintain payroll records capable of certification for at least three years after completion of work under the Agreement.

II. If the term of the contract calls for more than 30 months to fully perform, contractor further agrees to increase the standard prevailing rate of wages by 3% every 12 months after the contract award date and apply the adjustment every 12 months for the duration of the contract.

PROPOSAL REQUIREMENTS

Proposal Organization

Proposals must be organized into sections that follow the format of this RFP. Pages must be consecutively numbered.

Compliance with Instructions

Scoring points may be deducted for failure to comply with these instructions. Furthermore, a proposal may be deemed nonresponsive and disqualified from consideration if it does not follow the response format, is difficult to read or understand, or is missing required information.

Extraneous or Outside Information

Selection and contract award will be based on the offeror's proposal and the evaluation of other information outlined in this RFP. Offeror responses may not include references to information located on Internet websites, in libraries, or at other external locations unless specifically requested in the RFP. Such information will not be considered, will have no bearing on any award, and may result in the offeror’s disqualification from further consideration.

Copies Required and Deadline for Receipt of Proposals

The proposal must be submitted to the County procurement officer by email.

Proposals must be labeled with the proposal’s name and received by the procurement officer by the due date and time. The offeror is solely responsible for assuring delivery by the deadline.

Late Proposals

Regardless of cause, late proposals will not be accepted and will be automatically disqualified from consideration.

Preparation Costs

The offeror is solely responsible for all costs incurred prior to contract execution.

SECTION 2 - RFP STANDARD INFORMATION

AUTHORITY

This RFP is issued under the authority of the Missoula County Purchasing and Contracts Policy. The RFP process is a procurement option which allows the award to be based on evaluation criteria in addition to cost. Section 6 states the relative importance of all evaluation criteria, and only the evaluation criteria outlined in the RFP will be used.

OFFEROR COMPETITION

The County encourages free and open competition to obtain quality, cost-effective services and products. The specifications contained in proposal requests are designed to accomplish this objective.

PUBLIC INSPECTION OF PROPOSALS

Public Information

All information received in response to this RFP, including copyrighted material, is deemed public information and with one exception will be available for public viewing and copying after the proposal deadline. All requests for information must be made through the County's website at: https://missoulacountymt.nextrequest.com/.

The public will not be able to view bona fide trade secrets meeting the requirements of the Uniform Trade Secrets Act, Title 30, Chapter 14, Part 4, MCA and which were provided in compliance with the section titled "Bona Fide Trade Secrets." The procurement officer will remove any such trade secrets from the RFP prior to public viewing.

Bona Fide Trade Secrets

Confidential information meeting the requirements of Title 30, Chapter 14, Part 4, MCA will be available for review only by the procurement officer, the evaluation committee members, and limited other designees.

Before the RFP is made available to the public, the procurement officer will remove the confidential information if the following conditions are met:

- Confidential information is clearly marked and separated from the rest of the proposal.
- No confidential material is contained in the cost section.
- An affidavit from the offeror's legal counsel attesting to and explaining the validity of the trade secret claim is attached to the proposal. To make the trade secret claim, legal counsel must use the Missoula County "Affidavit for Trade Secret Confidentiality" form available at https://www.missoulacounty.gov/media/despfs5q/msla-county-affidavit-for-trade-secret-confidentiality.pdf

The offeror shall pay all legal costs and fees associated with defending a claim for confidentiality if a "right to know" request is received from another party.

CLASSIFICATION AND EVALUATION OF PROPOSALS

Classification of Proposals as Responsive or Non-responsive

All proposals will be classified as either "responsive" or "non-responsive." A proposal is considered "responsive" if it conforms in all material respects to the requirements of the RFP. A proposal may be found non-responsive if:

- Required information is not provided;
- The cost proposal is excessive or inadequate as measured by criteria stated in the RFP;
- Cost information is contained in the body of the RFP rather than in a separate, sealed envelope; or
- The proposal does not conform to the specifications described and required in the RFP.

If a proposal is found to be non-responsive, it will receive no further consideration.

Determination of Offeror Responsibility

The procurement officer and/or the selection committee will make a determination whether an offeror has met the standards of responsibility based on the requirements of the RFP. Factors used to determine the responsibility may include whether the offeror has:

- The appropriate financial, material, equipment, or human resources to meet all contractual requirements;
- A satisfactory record of integrity;
- The legal ability to contract with the County;
- Provided all information requested for use in the determination of responsibility; and
- A satisfactory record of past performance.

An offeror may be deemed "nonresponsible" at any time during the procurement process if information surfaces to support such a determination.

Evaluation of Proposals and Offeror Interviews/Product Demonstration

The remaining proposals will be scored according to the evaluation criteria stated in Section 6. The selection committee may ask finalists to appear for interviews or product demonstrations or to provide written responses to items requiring clarification. Any costs associated with interviews or product demonstrations are the sole responsibility of the offeror.

County's Right to Investigate and Reject

The County may make such investigations as are deemed necessary to determine the ability of the offeror to provide the product or services specified. The County reserves the right to reject any proposal if the evidence obtained fails to satisfy the County that the offeror is properly qualified to perform the obligations of the contract. This includes the County's ability to reject a proposal based on negative references.

Offeror Selection and Contract Execution

After an evaluation of the offeror interviews and/or product demonstrations, the selection committee will recommend a contract award, which the procurement officer will communicate to the offeror selected. If the offeror does not accept all material terms of the County contract, the County may move to next ranked offeror or cancel the RFP. The work described in the RFP may begin only after the contract is signed by all parties.

COUNTY'S RIGHTS RESERVED

The RFP in no way constitutes a commitment by the County to award and execute a contract. If such actions are deemed in its best interests, the County, in its sole discretion, reserves the right to:

- Cancel or terminate this RFP;
- Reject any or all proposals received in response to this RFP;
- Waive any undesirable, inconsequential, or inconsistent provisions of this RFP;
- If awarded, suspend contract execution; or terminate the resulting contract if the County determines adequate county funds are not available.

SECTION 3 - SCOPE OF PROJECT OF PRODUCT SPECIFICATIONS

Missoula County seeks a Contractor to provide alcohol catering services for rental events and the annual Western Montana Fair at the Missoula County Fairgrounds. The Contractor shall coordinate with event organizers and County staff to plan and deliver services appropriate to each event's size, location, and operational needs, as outlined below:

- **Rental Events** — The Contractor shall serve as the exclusive alcohol caterer for rental events. The County shall disclose the exclusive catering requirement and any applicable exclusions before executing the Facility Lease Agreement. For events subject to this requirement, the Contractor and event organizer shall execute a written catering agreement. (See attached examples of booked events and invoices collected from alcohol sales for rental events.)
    - **Exclusions** include:
        - Zootown Music Festival and Montana Stage Events;
        - Private events serving but not selling alcohol;
        - Event organizers holding their own liquor license;
        - Event organizers holding a Special Permit Application to Sell Beer and Table Wine issued by the Montana Department of Revenue.
- **Western Montana Fair** — The Contractor shall provide exclusive alcohol catering for the Western Montana Fair, including arena events and hospitality areas identified in the annual Fair Service Plan. (See attached reports for Western Montana Fair attendance, alcohol sales and inventory.)

WORK TO BE PERFORMED

- SERVICE PLANS: The Contractor shall prepare and implement a catering plan for each rental event and collaborate with County staff to develop and implement the annual Fair service plan. Both service plans shall identify beverage types, menus, prices, service and consumption boundaries, hours, staffing, age verification, security coordination, accessible service, utilities, equipment, inventory, payment processing, setup, and removal. Responsibilities assigned to the County shall require written County approval.

- INVENTORY & INFRASTRUCTURE: The Contractor shall furnish beverage stock, bars, refrigeration, ice, dispensing equipment, compostable cups and straws, point of sale systems, payment processing, cash handling supplies, menus, signs, and barriers necessary for alcohol service, except items expressly assigned to the County in the Fairgrounds' Facility Lease Agreement or Fair service plan.

- STAFFING: The Contractor shall maintain sufficient staffing and stock for the attendance and peak demand stated in the event plan; assign an onsite manager throughout setup, service, and removal; and provide backup staffing, restocking, and payment system procedures.

- QUALITY CONTROL: The Contractor shall display prices before purchase, provide itemized receipts on request, implement approved hosted bar limits, and obtain event organizer's authorization before exceeding a hosted spending limit.

- SALES & GUEST CONVENIENCE: The Contractor shall actively promote beverage sales and improving guest convenience at events. All proposed methods shall comply with licensing requirements and County approved service boundaries.

- GROUP SALES: The Contractor shall provide prepaid beverage options for private groups attending larger events, including but not limited to rodeo and racing performances at the Western Montana Fair.

- CUSTOMER SERVICE: The Contractor shall provide drinking water at each bar, nonalcoholic choices, accessible ordering and pickup, clear signs, and courteous assistance. Staff shall handle refusal of service calmly, explain the reason, and coordinate with security when needed.

- SECURITY: The Contractor shall verify age and refuse prohibited sales. Wristbands provided by the event organizer or the County shall supplement required verification and shall not replace the Contractor's responsibility for lawful service.

- SAFETY: The Contractor shall keep queues clear of exits and accessible routes, secure alcohol and cash, protect County property, separate waste according to the event waste plan, and restore work areas after removal. Staff shall follow emergency and evacuation directions issued by authorized emergency personnel, the County, and the Event Organizer under the event emergency plan.

- ACCEPTANCE AND SITE RESTORATION: The County Contract Administrator shall verify compliance with the approved Service Plan, site restoration, required reports, and financial settlement. The County shall identify deficiencies in writing, and the Contractor shall correct them within five business days or before the next affected service, whichever occurs first. The Contractor shall complete equipment removal and site restoration by the deadline established in the approved service plan.

CONTRACTOR RESPONSIBILITIES

- The Contractor shall maintain all required licenses and endorsements, obtain event specific authorizations and notifications, pay required licensing and notification fees, and provide evidence of compliance before service.
- The Contractor shall employ and supervise service personnel, maintain current training records, and retain responsibility for all alcohol operations and regulatory reporting.
- The Contractor shall disclose license restrictions or enforcement actions that affect performance within one business day of learning of them.
- The Contractor shall provide insurance meeting the County contract requirements, including liquor liability, general liability, and applicable workers compensation coverage. The Contractor shall provide certificates and required endorsements before starting work and maintain coverage throughout the contract.
- The Contractor shall designate a contract manager and an onsite manager; maintain accurate event records; report service interruptions and incidents; protect payment and personal information; and provide records needed to verify sales and compensation.
- The Contractor shall be required to attend security and food safety educational events as designated by Missoula County Fairgrounds staff and/or rental event coordinators.

COUNTY RESPONSIBILITIES

- The County shall designate a contract administrator and an on-site event coordinator.
- The County shall provide available event schedules, attendance estimates, site rules, and rental event organizer's contact information within one week of the executed Facility Lease Agreement for the event.

- The County shall communicate vendor requirements to potential rental clients, providing the contact information for the Contractor's designated contract manager to the potential rental client.
- The County shall provide site access and only those utilities, storage areas, furnishings, and security services expressly assigned to it in the event rental catering plan or Fair service plan.
- The County shall be responsible for trash and recycling collection and removal following events.

SHARED DUTIES AND EVENT ORGANIZERS

The County, Contractor, and rental event organizer shall confirm service locations, boundaries, hours, attendance, security assignments, hosted service limits, utilities, waste handling, and emergency contacts in the rental event catering plan. The plan shall assign each task to one responsible party and identify supporting parties. The Contractor shall control alcohol service; County and rental event organizer shall perform their assigned public safety duties. Law enforcement shall retain its independent enforcement authority.
For renter produced events, the renter shall remain responsible for event production and its catering plan, payments, and assigned security. County review shall address facility use and contract compliance and shall not substitute for regulatory approval. A County referral shall not create a County obligation to pay the catering invoice of one of its lessees.

SUBCONTRACTORS AND THIRD PARTIES

The Contractor shall obtain written County approval before assigning work to a subcontractor or substituting a license holder. The request shall identify the entity, work, qualifications, licenses, insurance, and supervisor. Approval shall not transfer Contractor responsibility. Every participating server or third party shall meet applicable legal eligibility and training requirements. The Contractor shall incorporate the scope standards into subcontracts and shall remain responsible for performance, payment, and reporting. Sponsorship or donated products shall not authorize an unapproved provider to sell or serve alcohol.

SPONSORSHIPS (Optional)

The Contractor may secure sponsorships limited to alcoholic beverage brands and products, with County compensation structured as either an annual fee or a percentage of sponsorship revenue. All sponsorships shall require prior written County approval, exclude soft drinks and other nonalcoholic beverages, and respect existing County sponsorship agreements.

TIMELINE AND DELIVERABLES

The County and Contractor shall follow the deadlines below. For bookings made with less advance notice, both parties shall agree to an expedited schedule before service begins. All applicable legal requirements and deadlines shall still apply.

- Rental Events— Contractor shall acknowledge an inquiry within three business days and provide a written quote to the rental event coordinator within ten business days after receiving event details. The event plan shall be due 30 calendar days before the event.
- Western Montana Fair — Preliminary annual plan shall be due 90 calendar days before opening; menu and prices 60 calendar days before opening; final operating and staffing plan 30 calendar days before opening.

REPORTS AND RECORDS

The Contractor shall submit reports electronically to the County Contract Administrator. Narrative reports shall be PDF; sales and inventory data shall be Excel or CSV. Reports shall use an event identifier and separate each service arrangement, event date, and bar location.

- Daily summary — Shall include sales, transaction count, stock issues, staffing changes, and significant incidents. Preliminary figures shall be labeled and reconciled in the final report. (During the Western Montana Fair the daily summary is due by noon the next day);
- Event sales and inventory report — Due within 10 business days after each event, or after the final Fair day. Sales shall identify units and prices by product, gross receipts, hosted sales, discounts, refunds, voids, complimentary products, tips, applicable taxes, processing fees, and net receipts. Inventory shall identify beginning stock, receipts, transfers, units sold, complimentary units, waste, ending stock, and explained variances using consistent units.
- Settlement statement — Due with the final report; shall calculate each amount due to the County or Contractor under the executed compensation schedule and attach supporting point of sale totals. No full payment card numbers shall be submitted.
- Incident report — Emergencies shall be reported immediately to 911 or onsite emergency personnel as well as the rental event organizer and the County Contract Administrator.

The Contractor shall complete required state reports by statutory deadlines and provide filing confirmation to the County within two business days after filing. The Contractor shall retain catering agreements for at least three years and retain financial records for the period stated in the County contract. Authorized County reviewers shall receive supporting records on request within five business days, subject to lawful privacy protections.

LAWS AND LICENSING

The Contractor shall comply with applicable federal, Montana, and local laws; Montana Code Annotated Title 16, including applicable catering endorsement provisions in sections 16-4-111 and 16-4-204; Administrative Rules of Montana 42.12.128; and applicable responsible alcohol sales and service training requirements. The Contractor license and endorsement shall authorize every beverage type sold and each event location. The Contractor shall document event eligibility, the written sponsor agreement, local law enforcement notification, required fees, required signs, and lawful service boundaries. The Contractor shall file catered event reports through the state portal by the 15th of the following month.

The Contractor shall comply with applicable accessibility, employment, workplace safety, fire, sanitation, and payment security requirements. County approval shall not authorize conduct prohibited by law. Revenue sharing, storage arrangements, and third party service shall conform to the requirements applicable to the actual license and event sponsor.

PAYMENT AND SETTLEMENT

- Rental events – Rental event organizers shall pay their contracted charges directly to the Contractor according to their catering service plan. Revenue sharing with event organizers shall occur only when legally authorized. The Contractor shall remit agreed County compensation within 15 calendar days after delivering the final event settlement or as established in the final executed agreement.

- Western Montana Fair – The Contractor shall deliver the final Fair settlement and remit all agreed County compensation within ten (10) calendar days after the last day of the Western Montana Fair.

- Sponsorships – Final terms shall be established in the executed agreement.

SECTION 4 - OFFEROR QUALIFICATIONS

To enable the County to evaluate the capabilities of the offeror and its ability to supply the product and/or services specified in this RFP, the offeror must provide the following:

Company Profile and Experience of Personnel

- Introductory letter or statement of interest;
- Firm name, address, and principal contact for this RFP;
- Senior management of the firm;
- A general description of the firm including its primary source of business, organizational structure and size, number of employees, and years of experience performing services or supplying products similar to those described within this RFP;
- A resume or summary of qualifications, work experience, education, certification, and skills for all key personnel, including any subcontractors, who will perform any aspect of this contract. Include each individual's anticipated role and years of experience providing services similar to those described in this RFP.

Firm Experience

- A detailed description of similar past projects provided;
- The dates the services were provided;
- The client for whom the services were provided; and
- Contact information for the client.

Financial Information

- Provide financial statements, preferably audited, for three (3) consecutive years immediately preceding the issuance of this RFP and copies of any quarterly financial statements prepared since the end of the period reported by the most recent annual report.
- The Contractor shall describe how it will fund and secure sufficient beverage inventory for large and multiday events while meeting supplier payment obligations and maintaining financial stability. The response shall address demand forecasting, purchasing schedules, available working capital or financing, replenishment during events, and plans for unexpected demand or supply disruptions. The bidder shall provide an example demonstrating its ability to manage inventory and cash flow for an event the size of the Western Montana Fair.

Project Approach and Timeline

- Describe how the firm will approach the scope of work required to become the exclusive alcohol vendor for the Missoula County Fairgrounds.
- Provide a timeline for implementation.

References

- Provide a minimum of three (3) references that are using or have used the catering services proposed in this RFP. At a minimum, provide the company name, location where the services/products were provided, contact person(s), contact telephone number, e-mail address, and a complete description of the services/products provided, and the dates of service.

Interviews or Product Demonstrations

The County reserves the right to conduct interviews or observe product demonstrations. If the County chooses to exercise this option, the offeror's key personnel for this project must be available for the interview between 8 a.m. and 4 p.m. Monday February 8, 2027 in Missoula, Montana at the Missoula County Fairgrounds 1101 South Ave. West, Building #12.

INSURANCE REQUIREMENTS

Contractor will be required to maintain general liability insurance in the amount of one million dollars ($1,000,000) per occurrence and two million ($2,000,000) in the aggregate. Contractor will be required to provide professional liability insurance.

Contractor will be required to provide liquor liability insurance in the amount of one million dollars (1,000,000) per occurrence and two million ($2,000,000) in the aggregate.

In accordance with §§ 39-71-401 and 39-71-405 MCA, Contractor agrees to provide workers' compensation insurance for its employees while performing work under this Agreement. Contractor shall provide proof of compliance in the form of workers' compensation insurance or documentation of corporate officer status and maintain such insurance or corporate officer status for the duration of the contract.

All insurance policies required must be from an insurance carrier licensed to do business in the State of Montana. Contractor agrees to furnish proof of required insurance to the County prior to commencing work under Agreement. Missoula County must be listed as an additional insured on the general liability insurance certificate for this Agreement unless otherwise specified by Missoula County.

SECTION 5 – FINANCIAL PROPOSAL

The financial proposal must be submitted in a separate, sealed envelope, or in as a separate document if submitting via email, to be considered responsive to the requirements of this RFP. The financial proposal must not be included in the body of the proposal.

Financial Proposal — Describe the proposed compensation to the County, including revenue-sharing percentages, annual fees, and/or minimum guarantees, as applicable. Please provide a separate financial proposal for each of the following categories identifying the proposed compensation to the County, calculation method and payment terms:

- Rental Events
- Western Montana Fair
- Sponsorships

SECTION 6 – EVALUATION PROCESS

The selection committee will review and evaluate the proposals according to the criteria that follow, based on a total number of 500 points.

EVALUATION CRITERIA

	Category	Points Available
	Ability to Meet Scope of Work	
1.	Service Plans	20
2.	Inventory & Infrastructure	20
3.	Staffing	20
4.	Quality Control	20
5.	Sales & Guest Convenience	20
6.	Group Sales	20
7.	Customer Service	20
8.	Security	20
9.	Safety	20
10.	Acceptance & Site Restoration	20
11.	Reports & Records	20
	References	
7.	Reference number1	10
8.	Reference number2	10
9.	Reference number3	10
	Company Profile and Experience	
10.	Years of Relevant Experience	20
11.	Relevant Past Projects	20
12.	Personnel Qualifications	20
	Financial Stability	
13.	Financial Stability	**Pass/Fail**
	Interviews or Product Demonstrations	
14.	Interview/Product Demonstration	100
	Financial Proposal	
15.	Financial Proposal – Event Rentals	**40**
16.	Financial Proposal – Western Montana Fair	**40**
17.	Financial Proposal – Sponsorships	**10**
	Total Points	**500**

Missoula County
Standard Terms and Conditions

By submitting a response to this invitation for bid, request for proposal, or limited solicitation, the vendor agrees to acceptance of the following Standard Terms and Conditions and any other provisions that are specific to this solicitation or contract.

ACCEPTANCE/REJECTION OF BIDS, PROPOSALS, OR LIMITED SOLICITATION RESPONSES: The County reserves the right to accept or reject any or all bids, proposals, or limited solicitation responses, wholly or in part, and to make awards in any manner deemed in the best interest of the County. Bids, proposals, and limited solicitation responses will be firm for 30 days, unless stated otherwise in the text of the invitation for bid, request for proposal, or limited solicitation.

ACCESS AND RETENTION OF RECORDS: The contractor agrees to provide the County, the County Auditor, or authorized agents, access to any records necessary to determine contract compliance. The contractor agrees to create and retain records supporting the services rendered or supplies delivered for a period of three years after either the completion date of the contract or the conclusion of any claim, litigation, or exception relating to the contract taken by Missoula County or third party.

ALTERATION OF SOLICITATION DOCUMENT: In the event of inconsistencies or contradictions between language contained in the County's solicitation document and a vendor's response, the language contained in the County's original solicitation document will prevail. Intentional manipulation and/or alteration of solicitation document language will result in the vendor's disqualification.

ASSIGNMENT, TRANSFER AND SUBCONTRACTING: The contractor shall not assign, transfer or subcontract any portion of the contract without the express written consent of the County.

AUTHORITY: The attached bid, request for proposal, limited solicitation, or contract is issued under the authority of the Missoula County Purchasing and Contracts Policy.

COMPLIANCE WITH LAWS: The contractor must, in performance of work under the contract, fully comply with all applicable federal, state, or local laws, rules and regulations, including the Montana Human Rights Act, the Civil Rights Act of 1964, the Age Discrimination Act of 1975, the Americans with Disabilities Act of 1990, and Section 504 of the Rehabilitation Act of 1973. Any subletting or subcontracting by the contractor subjects subcontractor to the same provisions. In accordance with MCA 49-3-207, the contractor agrees that the hiring of persons to perform the contract will be made on the basis of merit and qualifications and there will be no discrimination based upon race, color, religion, creed, political ideas, sex, age, marital status, physical or mental disability, or nation origin by the persons performing the contract.

CONFORMANCE WITH CONTRACT: No alteration of the terms, conditions, delivery, price, quality, quantities, or specifications of the contract shall be granted without prior written consent of Missoula County. Supplies delivered which do not conform to the contract terms, conditions, and specifications may be rejected and returned at the contractor's expense.

DEBARMENT: The contractor certifies, by submitting this bid or proposal, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction (contract) by any governmental department

or agency. If the contractor cannot certify this statement, attach a written explanation for review by the County.

DISABILITY ACCOMMODATIONS: The County does not discriminate on the basis of disability in admission to, access to, or operations of its programs, services, or activities. Individuals who need aids, alternative document t formats, or services for effective communications or other disability related accommodations are invited to make their needs and preferences known to the County department issuing the solicitation. Interested parties should provide as much advance notice as possible.

FAILURE TO HONOR BID/PROPOSAL: If a bidder or offeror to whom a contract is awarded refuses to accept the award or fails to deliver in accordance with the contract terms and conditions, the County may, in its discretion, suspend the bidder or offeror for a period of time from entering into any contracts with Missoula County.

FORCE MAJEURE: Neither party shall be responsible for failure to fulfill its obligations due to causes beyond its reasonable control, including without limitation, acts or omissions of government or military authority, acts of God, materials shortages, transportation delays, fires, floods, labor disturbances, riots, wars, terrorist acts, or any other causes, directly or indirectly beyond the reasonable control of the nonperforming party, so long as such party is using its best efforts to remedy such failure or delays.

HOLD HARMLESS/INDEMNIFICATION: The contractor agrees to protect, defend, and save the County, its elected and appointed officials, agents, and employees, while acting within the scope of their duties as such, harmless from and against all claims, demands, causes of action of any kind or character, including the cost of defense thereof, arising in favor of the contractor's employees or third parties on account of bodily or personal injuries, death, or damage to property arising out of services performed or omissions of services or in any way resulting from the acts or omissions of the contractor and/or its agents, employees, representatives, assigns, subcontractors, except the sole negligence of the County, under this agreement.

LATE BIDS AND PROPOSALS: Regardless of cause, late bids and proposals will not be accepted and will automatically be disqualified from further consideration. It shall be solely the vendor's risk to ensure delivery at the designated office by the designated time. Late bids and proposals will not be opened and may be returned to the vendor at the expense of the vendor or destroyed if requested.

PAYMENT TERMS: All payment terms will be computed from the date of delivery of supplies or services OR receipt of a properly executed invoice, whichever is later. Unless otherwise noted in the solicitation document, the County is allowed 30 days to pay such invoices. All contractors will be required to provide banking information at the time of contract execution in order to facilitate County electronic funds transfer payments.

RECIPROCAL PREFERENCE: The County applies a reciprocal preference against a vendor submitting a bid from a state or country that grants a residency preference to its resident businesses. Such reciprocal preference is applied only to competitively bid projects for construction, repair, or maintenance of a building, road, or bridge in excess of $50,000.

REGISTRATION WITH THE SECRETARY OF STATE: Any business intending to transact business in Montana must register with the Secretary of State. Businesses that are incorporated in another state or country, but which are conducting activity in Montana, must determine whether they are transacting business in Montana in accordance with MCA 35-1-1026 and MCA 35-8-1001. Such businesses may want to obtain the guidance of their attorney or accountant to determine whether their activity is considered transacting business.

If businesses determine that they are transacting business in Montana, they must register with the Secretary of State and obtain a certificate of authority to demonstrate that they are in good standing in Montana. To obtain registration materials, call the Office of the Secretary of State at (406) 444-3665, or visit their website at http://sos.mt.gov.

SEPARABILITY CLAUSE: A declaration by any court, or any other binding legal source, that any provision of the contract is illegal and void shall not affect the legality and enforceability of any other provision of the contract, unless the provisions are mutually dependent.

SHIPPING: Supplies shall be shipped prepaid, F.O.B. Destination, unless the contract specifies otherwise.

SOLICITATION DOCUMENT EXAMINATION: Vendors shall promptly notify the County of any ambiguity, inconsistency, or error which they may discover upon examination of a solicitation document.

TAX EXEMPTION: Missoula County is exempt from Federal Excise Taxes (#81-6001397).

TERMINATION OF CONTRACT: Unless otherwise stated, the County may, by written notice to the contractor, terminate the contract in whole or in part at any time the contractor fails to perform the contract.

UNAVAILABILITY OF FUNDING: The contracting department, at its sole discretion, may terminate or reduce the scope of the contract if available funding is reduced for any reason.

U.S. FUNDS: All prices and payments must be in U.S. dollars.

VENUE: This solicitation is governed by the laws of Montana. The parties agree that any litigation concerning this bid, request for proposal, limited solicitation, or subsequent contract, must be brought in the Fourth Judicial District in and for the County of Missoula, State of Montana, and each party shall pay its own costs and attorney fees.

WARRANTIES: The contractor warrants that items offered will conform to the specifications requested, to be fit and sufficient for the purpose manufactured, of good material and workmanship, and free from defect. Items offered must be new and unused and of the latest model or manufacture, unless otherwise specified by the County. They shall be equal in quality and performance to those indicated herein. Descriptions used herein are specified solely for the purpose of indicating standards of quality, performance, and/or use desired. Exceptions will be rejected.

Denotes events that have utilized alcohol services in the past.

General Rental Information

- The Fairgrounds hosts approximately **200 public and private events combined each year**.
- Events range in size from small gatherings of approximately **10 people to large events with more than 2,000 attendees**.
- Private rentals typically include **weddings, proms, parties, meetings, fundraisers, dinner banquets, conventions, markets, and festivals**.

Larger Annual Events

- ***Little Red Truck Spring Market** – Held in March, with approximately **1,000 visitors over the two-day event**.
- ***UM Rodeo** – Held in early spring, attracting approximately **2,500 attendees over the two-day event**.
- **406 Consignment, Missoula Aging Services Jewelry Sale & Motors N' More** – These events are held simultaneously at the Fairgrounds on the third Saturday of May and have a combined attendance of **more than 3,000 visitors**.
- **Five Valley Kennel Club Dog Show** – A four-day annual event held the first weekend of June, attracting more than **1,200 exhibitors and attendees**.
- **Zootown Music Festival** – Held in June, the 2026 event attracted approximately **18,000 attendees** and is expected to continue growing.
- ***MisCon Science Fiction Convention** – Held the last weekend of June, with more than **1,500 attendees**.
- ***Western Montana Fair** – Our annual county fair is held in late July/early August and is our largest annual event, with attendance reaching approximately **150,000 in 2026**.
- ***Missoula Renaissance Festival** – Held the third weekend of September, with approximately **5,000 attendees over the weekend**.
- **SOS Fair** – Attracts approximately **1,500 visitors over the two-day event**.
- ***Prairie Sisters Vintage Market** – Held in November, with approximately **2,500 visitors during the one-day event**.
- **Indigenous Made Montana Market** – A two-day event attracting approximately **1,500 visitors**.
- ***Little Red Truck Christmas Market** – Held in December, with approximately **3,000 visitors over the two-day event**.

Fairgrounds Public Events Calendar: This calendar provides the public with information about upcoming events that are open and available to the community.
https://www.missoulacountyfairgrounds.com/public-events-calendar

Fairgrounds Rental Calendar: This calendar provides a broader overview of all Fairgrounds rentals, including both public and private events, as well as the dates and booking periods for each rental. https://www.missoulacountyfairgrounds.com/public-booking-calendar

Missoula County Fairgrounds
1101 South Avenue West
Missoula, Montana 59801
406-721-3247
fairgrounds@missoulacounty.us

INVOICE

Bill To

Rhinoceros Inc

Invoice#	2025
Invoice Date	05/09/2023
Terms	Due on Receipt
Due Date	05/09/2023
Invoice Type	Rentals

#	Item & Description	Qty	Rate	Amount
1	Bar Surcharge Washington Corp Annual Party BDM Tax Party UM Rodeo	1.00	8,821.75	8,821.75

Thank you for choosing Missoula County Fairgrounds!

Sub Total	8,821.75
Total	**$8,821.75**
Payment Made	(-) 8,821.75
Balance Due	**$0.00**

Missoula County Fairgrounds
1101 South Avenue West
Missoula, Montana 59801
406-721-3247
fairgrounds@missoulacounty.us

INVOICE

Bill To

Rhinoceros Inc

Invoice#	2127
Invoice Date	08/01/2023
Terms	Due on Receipt
Due Date	08/01/2023
Invoice Type	Rentals

#	Item & Description	Qty	Rate	Amount
1	Rhino 25% Commission 5/1/23-7/1/23	1.00	1,808.00	1,808.00

Thank you for choosing Missoula County Fairgrounds!

Sub Total	1,808.00
Total	**$1,808.00**
Payment Made	(-) 1,808.00
Balance Due	**$0.00**

Missoula County Fairgrounds
1101 South Avenue West
Missoula, Montana 59801
406-721-3247
fairgrounds@missoulacounty.us

INVOICE

Bill To
Rhinoceros Inc
,

Invoice#	2298
Invoice Date	10/24/2023
Terms	Due on Receipt
Due Date	10/24/2023
Invoice Type	Rentals

Subject :
Rhino 25% Commission 9/1/23-10/1/23

#	Item & Description	Qty	Rate	Amount
1	Rhino 25% Commission 9/1/23-10/1/23	1.00	2,234.25	2,234.25

Thank you for choosing Missoula County Fairgrounds!

Sub Total	2,234.25
Total	**$2,234.25**
Payment Made	(-) 2,234.25
Balance Due	**$0.00**

Missoula County Fairgrounds
1101 South Avenue West
Missoula, Montana 59801
406-721-3247
fairgrounds@missoulacounty.us

INVOICE

Bill To
Rhinoceros Inc
,

Invoice#	2434
Invoice Date	02/08/2024
Terms	Due on Receipt
Due Date	02/08/2024
Invoice Type	Rentals

Subject :
Bar Surcharge 12/8/23-2/2/24

#	Item & Description	Qty	Rate	Amount
1	Bar Surcharge LRT Market CrossFit Holiday Party Quist Wedding Sussex School	1.00	2,452.75	2,452.75

Thank you for choosing Missoula County Fairgrounds!

Sub Total	2,452.75
Total	**$2,452.75**
Payment Made	(-) 2,452.75
Balance Due	**$0.00**

Missoula County Fairgrounds
1101 South Avenue West
Missoula, Montana 59801
406-721-3247
fairgrounds@missoulacounty.us

INVOICE

Bill To

Rhinoceros Inc

Invoice#	2562
Invoice Date	06/18/2024
Terms	Due on Receipt
Due Date	06/18/2024
Invoice Type	Rentals

Subject :

Bar Surcharge March and April 2024

#	Item & Description	Qty	Rate	Amount
1	Bar Surcharge Grizzly Stomp LRT Spring Market Boyle Destiny & Meyer Tax Party	1.00	1,783.50	1,783.50

Thank you for choosing Missoula County Fairgrounds!

Sub Total	1,783.50
Total	**$1,783.50**
Payment Made	(-) 1,783.50
Balance Due	**$0.00**

Missoula County Fairgrounds
1101 South Avenue West
Missoula, Montana 59801
406-721-3247
fairgrounds@missoulacounty.us

INVOICE

Bill To
Rhinoceros Inc
,

Invoice#	2930
Invoice Date	10/24/2024
Terms	Due On Receipt
Due Date	10/24/2024
Invoice Type	Rentals

Subject :
Bar Surcharge June & September 2024

#	Item & Description	Qty	Rate	Amount
1	Bar Surcharge Tamarack Grief MSLA Food Bank Kneib Fundraiser	1.00	1,411.25	1,411.25

Thank you for choosing Missoula County Fairgrounds!

Sub Total	1,411.25
Total	**$1,411.25**
Payment Made	(-) 1,411.25
Balance Due	**$0.00**

Missoula County Fairgrounds
1101 South Avenue West
Missoula, Montana 59801
406-721-3247
fairgrounds@missoulacounty.us

INVOICE

Bill To
Rhinoceros Inc
,

Invoice#	2998
Invoice Date	01/17/2025
Terms	Due On Receipt
Due Date	01/17/2025
Invoice Type	Rentals

Subject :
Bar Surcharge October - December 2024

#	Item & Description	Qty	Rate	Amount
1	Bar Surcharge Bretz RV Safari Club International Big Sky Gala Griz Ducks Unlimited LRT Market Community Medical Center Crossfit Holiday Party	1.00	3,165.25	3,165.25

Thank you for choosing Missoula County Fairgrounds!

Sub Total	3,165.25
Total	**$3,165.25**
Payment Made	(-) 3,165.25
Balance Due	**$0.00**

Missoula County Fairgrounds
1101 South Avenue West
Missoula, Montana 59801
406-721-3247
fairgrounds@missoulacounty.us

INVOICE

Bill To
Rhinoceros Inc

Invoice#	3108
Invoice Date	04/04/2025
Terms	Due On Receipt
Due Date	04/04/2025
Invoice Type	Rentals

Subject :

Bar Surcharge January - March 2025

#	Item & Description	Qty	Rate	Amount
1	Bar Surcharge Community Medical Center ALPS Corps LRT Spring Market Ducks Unlimited Boyer Wedding	1.00	1,365.50	1,365.50

Thank you for choosing Missoula County Fairgrounds!

Sub Total	1,365.50
Total	**$1,365.50**
Payment Made	(-) 1,365.50
Balance Due	**$0.00**

Missoula County Fairgrounds
1101 South Avenue West
Missoula, Montana 59801
406-721-3247
fairgrounds@missoulacounty.us

INVOICE

Bill To

Rhinoceros Inc

,

Invoice#	3249
Invoice Date	05/13/2025
Terms	Due on Receipt
Due Date	05/13/2025
Invoice Type	Rentals

Subject :

Bar Surcharge April - May 2025

#	Item & Description	Qty	Rate	Amount
1	Bar Surcharge Branding & Bad Decisions BDM Tax Party MT Meat Processors UM Rodeo	1.00	9,030.24	9,030.24

Thank you for choosing Missoula County Fairgrounds!

Sub Total	9,030.24
Total	**$9,030.24**
Payment Made	(-) 9,030.24
Balance Due	**$0.00**

Missoula County Fairgrounds
1101 South Avenue West
Missoula, Montana 59801
406-721-3247
fairgrounds@missoulacounty.us

INVOICE

Bill To
Rhinoceros Inc

Invoice#	3388
Invoice Date	06/26/2025
Terms	Due on Receipt
Due Date	06/26/2025
Invoice Type	Rentals

Subject :
Bar Surcharge June 2025

#	Item & Description	Qty	Rate	Amount
1	Bar Surcharge TGRC MisCon	1.00	1,238.59	1,238.59

Thank you for choosing Missoula County Fairgrounds!

Sub Total	1,238.59
Total	**$1,238.59**
Payment Made	(-) 1,238.59
Balance Due	**$0.00**

Missoula County Fairgrounds
1101 South Avenue West
Missoula, Montana 59801
406-721-3247
fairgrounds@missoulacounty.us

INVOICE

Bill To

Rhinoceros Inc
158 Ryman St
Missoula, Montana 59802

Invoice#	3548
Invoice Date	10/22/2025
Terms	Due on Receipt
Due Date	10/22/2025
Invoice Type	Rentals

Subject :

Bar Surcharge September 2025

#	Item & Description	Qty	Rate	Amount
1	Bar Surcharge Renaissance Festival	1.00	6,828.56	6,828.56

Thank you for choosing Missoula County Fairgrounds!

Sub Total	6,828.56
Total	**$6,828.56**
Payment Made	(-) 6,828.56
Balance Due	**$0.00**

2026 Western Montana Fair Revenue and Attendance Stats

			Free Admission Begins			Renovations Complete			6-Day + New Grandstand 6-Day		8-Day
Category	**2016**	**2017**	**2018**	**2019**	**2021**	**2022**	**2023**	**2024**	**2025**	**2026**
Estimated Fair Attendance	66,287	67,600	69,300	70,500	83,100	90,700	109,300	110,600	107,400	111,000
Concessions Gross	$ 438,729.06	$ 525,013.31	$ 501,655.48	$ 481,815.03	$ 619,117.49	$ 695,914.39	$ 840,354.06	$ 962,866.29	$ 982,883.78	**$ 1,056,697.57**
Carnival Gross	$ 365,214.00	$ 450,604.00	$ 396,912.00	$ 386,579.00	$ 508,387.00	$ 745,494.00	$ 773,694.00	$ 899,082.00	$ 919,242.00	$ 877,373.00
Beer Gardens % to Fair	$ 18,470.56	$ 41,002.65	$ 33,168.90	$ 33,767.30	$ 60,867.45	$ 64,170.73	$ 74,157.30	$ 72,479.23	$ 83,599.76	$ 65,312.42
Public Parking Gross	$ 14,775.75	$ 19,940.10	$ 19,435.88	$ 18,710.75	$ 14,430.00	$ 13,475.30	$ 15,193.95	$ 21,145.00	$ 19,485.00	$ 4,120.00
Commercial Vendors		***$19,070***	***$28,925***	***$21,350***				***$ 47,136.00***	$ 61,560.00	$ 63,510.00
Total Nightshow Attendance	10278	11,361	9719	8462	11,516	13,405	16,042	13,040	13,059	14,755
Arena Events Gross					$ 234,534.95	$ 242,999.00	$ 295,840.00	$ 469,407.00	$ 448,385.00	$ 505,713.00
Motorsports Gross					$ 37,735.61	$ 43,585.00	$ 47,886.00	$ 68,975.00	$ 59,385.00	$ 67,415.00
Rodeo Gross					$ 196,799.34	$ 199,414.00	$ 247,954.00	$ 400,432.00	$ 389,000.00	**$ 438,298.00**
Sponsorship Dollars	$ 54,000.00	$ 67,470.00	$ 76,197.55	$ 78,328.34	$ 66,600.00	$ 78,630.00	$ 95,966.35	$ 175,100.00	$ 177,950.00	$ 96,500.00
Social Media Followers	3300	4700	6500	8146	10,067	n/a	12,621	13,403	14,566	**16,608**
Exhibit Entries	7052	7290	6377	5864	4680	5405	5638	4593	6019	4275
Individual Exhibitors*	*1209*	*1159*	*1016*	*1308*	808	1035	985	850	1165	824
Open Livestock Exhibits							531	712	*408*	*442*
Livestock Sale Total							790,695.37	796,628.44	*830,000.00*	***944,653.16***
Trash Diverted from Landfill							70%	82%	70%	**80%**
Compost (lbs.)							48,750	52,050	66,660	**120,000**

Western Montana Fair Sales by Day

2025 Alcohol Sales by Day	
Date	**Total Gross**
Tuesday, August 6	$ 21,588.04
Wednesday, August 7	$ 20,953.00
Thursday, August 8	$ 35,819.18
Friday, August 9	$ 54,906.32
Saturday, August 10	$ 51,805.66
Sunday, August 11	$ 16,259.00
TOTALS:	**$ 201,331.20**

2026 Alcohol Sales by Day	
Date	**Total Gross**
Friday, July 31	$ 13,545.72
Saturday, August 1	$ 11,882.37
Sunday, August 2	$ 15,825.99
Tuesday, August 4	$ 23,118.95
Wednesday, August 5	$ 24,267.78
Thursday, August 6	$ 26,981.45
Friday, August 7	$ 32,549.52
Saturday, August 8	33251.62
	$ 181,423.40

FAIR 2025

Beer and Seltzers	Cases Used	Cans Sold	Price Per Can	Gross Sales
PBR	49	1176	$6.00	**$7,056.00**
Banquet	129	3096	$6.00	**$18,576.00**
Coors Light	192	4608	$6.00	**$27,648.00**
Ultra	34	816	$6.00	**$4,896.00**
Fish On	85	2040	$9.00	**$18,360.00**
Scepter	28	672	$8.00	**$5,376.00**
Summer Honey	38	912	$8.00	**$7,296.00**
Mango Cart	24	576	$8.00	**$4,608.00**
Cold Smoke	24	576	$9.00	**$5,184.00**
River Left Pilsner	20	480	$9.00	**$4,320.00**
Happy Dads	121	2904	$8.00	**$23,232.00**
Liquid Death	74	888	$4.00	**$3,552.00**
West Coast NA	4	48	$8.00	**$384.00**
				$130,488.00

Wine and Cider	Cases Used	Cans Sold	Price Per Can	Gross Sales
Huck Spritzer	34	408	$12.00	**$4,896.00**
Red Wine	4	48	$12.00	**$576.00**
Wesern Cider	24	576	$8.00	**$4,608.00**
				$10,080.00

Canned Cocktails	Cases Used	Cans Sold	Price Per Can	Gross Sales
High Noon	119	2856	$9.00	**$25,704.00**
Crown Lemon	47	1128	$9.00	**$10,152.00**
Twisted Tea	25	600	$8.00	**$4,800.00**
				$40,656.00

Liquor	Bottles Used	mL	$5/45 mL average	*1.5 ounce = 45 ml*
Ketel One	77	77000	**$8,555.56**	
Astral	201	150750	**$16,750.00**	
Casamigos	24	18000	**$2,000.00**	
Crown Royal	82	61500	**$6,833.33**	
Captain Morgan	51	38250	**$4,250.00**	
Bulleit	30	22500	**$2,500.00**	
Huckleberry Vodka	41	30750	**$3,416.67**	
White Lady	46	34500	**$3,833.33**	
Momma Tried	35	26250	**$2,916.67**	
			$51,055.56	

Grand Total

$232,279.56

- FAIR 2024 -

Canned Cocktails	Cases	Cans	Cases used	Cans	Sales
Crown Peach Tea		0	26	624	$4,992.00
Crown Lemonade	110	2640	90	2160	$12,960.00
Smirnoff Smash	10	240	40	960	$7,680.00
Twisted Tea	33	792	42	1008	$8,064.00
					$33,696.00

Alcohol	Boxes	Bottles	Bottles used	mL	$5/45 mL average
Ketel One		26	106	106000	$11,777.78
Astral		7	59	44250	$4,916.67
Bulleit		21	51	51000	$5,666.67
Huck Vodka		19	74	1850	$205.56
Aviation Gin		4	20	15000	$1,666.67
Crown Royal		22	62	46500	$5,166.67
Captain Morgan		10	38	28500	$3,166.67
Mama Tried		1	5	3750	$416.67
Dicke			1	750	$83.33
Don Julio			1	750	$83.33
					$33,150

1.5 ounces = 45 ml

Beer and Seltzer	Cases	Cans	Cases Used	Can Price	Sales
Coors Banquet-16 oz	30	720	126	$6.00	$18,144.00
Coors Light-16 oz	60	1440	171	$6.00	$24,624.00
Fish On-16oz		0	85	$9.00	$18,360.00
Scepter		0	15	$6.00	$2,160.00
Michelob Ultra-16 oz		0	45	$6.00	$6,480.00
PBR-16 0z	12	288	63	$6.00	$9,072.00
Mango Cart	1	24	49	$8.00	$9,408.00
Summer Honey		0	50	$8.00	$9,600.00
Happy Dad Grape	14	336	61	$8.00	$11,712.00
Happy Mom Rasberry	1	24	74	$8.00	$14,208.00
Western Cider	11	264	14	$8.00	$2,688.00
					$123,768.00

Wine and Water		Cans	Cases Used	Can Price	Sales
Red		0	4	$8.00	$768.00
Huck Spritzer	1	12	35	$12.00	$5,040.00
Liquid Death Water	7	168	53	$4.00	$5,088.00
					$10,896.00

Total Gross Sales $201,510.00

Final Report Western Montana Fair 2023

Totals

Wine	Cases	Initial	Ending	Used	Can Price	
Freak Red	5	120	0	120	$ 8.00	$ 960.00
Freak Chardonnay	5	120	0	120	$ 8.00	$ 960.00
House Bubbly	1	24	0	24	$ 8.00	$ 192.00
					Total Wine	**$ 1,920.00**

Beer/Seltzer/Cider	Cases	Initial	Ending	Used	Can Price	
Bud Light	15	360	0	360	$ 6.00	$ 2,160.00
Mich Ultra	22	528	0	528	$ 6.00	$ 3,168.00
Kona Big Wave (18 pack)	15	270	0	270	$ 6.00	$ 1,620.00
Pabst	65	1560	0	1560	$ 6.00	$ 9,360.00
Summer Honey	50	1200	0	1200	$ 8.00	$ 9,600.00
Dump Truck	20	480	0	480	$ 8.00	$ 3,840.00
Fish On	70	1680	0	1680	$ 9.00	$ 15,120.00
White Claw Peach	50	1200	0	1200	$ 8.00	$ 9,600.00
White Claw Black Cherry	45	1080	0	1080	$ 8.00	$ 8,640.00
Ranch Water Yellowstone	30	720	0	1080	$ 8.00	$ 8,640.00
Dirt Church	20	480	0	720	$ 8.00	$ 5,760.00
That's What She Said	15	360	0	480	$ 8.00	$ 3,840.00
Coors Banquet	130	3120	0	360	$ 6.00	$ 2,160.00
Coors Light	170	4080	0	3120	$ 6.00	$ 18,720.00
Ranch Hand Cider	10	240	0	4080	$ 8.00	$ 32,640.00
					Total Beer	**$ 129,540.00**

Sunday Garage Sale Reduecd Prices

Beer/Seltzer/Cider	Cases	Initial	Ending	Used	Can Price	
Bud Light	35	840	552	288	$ 4.00	$ 1,152.00
Mich Ultra	3	72	0	72	$ 4.00	$ 288.00
Kona Big Wave (18 pack)	3	54	0	54	$ 4.00	$ 216.00
Pabst	75	1800	1440	360	$ 4.00	$ 1,440.00
Summer Honey	25	600	384	216	$ 6.00	$ 1,296.00
Dump Truck	20	480	288	192	$ 6.00	$ 1,152.00
Fish On	50	1200	960	240	$ 6.00	$ 1,440.00
White Claw Peach	10	240	48	192	$ 6.00	$ 1,152.00
White Claw Black Cherry	15	360	36	324	$ 6.00	$ 1,944.00
Ranch Water Yellowstone	40	960	816	144	$ 6.00	$ 864.00
Dirt Church	10	240	192	48	$ 6.00	$ 288.00
That's What She Said	5	120	81	39	$ 6.00	$ 234.00
Coors Banquet	20	480	120	360	$ 4.00	$ 1,440.00
Coors Light	30	720	24	696	$ 4.00	$ 2,784.00
					Garage Sale beer	**$ 15,690.00**

Cocktails	Cases	Initial	Ending	Used	Can Price	
Crown Apple	35	840	0	840	$ 8.00	$ 6,720.00
Crown Peach	40	960	0	960	$ 8.00	$ 7,680.00
Crown Lemon	50	1200	0	1200	$ 8.00	$ 9,600.00
Ketel One Grapefruit	20	480	0	480	$ 8.00	$ 3,840.00
Vita Coco Straw	17	408	0	408	$ 8.00	$ 3,264.00
Loyal Watermelon	12	288	0	288	$ 8.00	$ 2,304.00
Loyal Lemon	15	360	0	360	$ 8.00	$ 2,880.00
Tangeray Orange	13	312	0	312	$ 8.00	$ 2,496.00
High Noon Watermelon	8	192	0	192	$ 8.00	$ 1,536.00
High Noon Pineapple	9	216	0	216	$ 8.00	$ 1,728.00
				Total Cocktails		$ 42,048.00

Sunday Garage Sale Cocktails Reduced Prices

Cocktails	Cases	Initial	Ending	Used	Can Price	
Crown Apple	25	600	360	240	$ 6.00	$ 1,440.00
Crown Peach	35	840	744	96	$ 6.00	$ 576.00
Crown Lemon	20	480	216	264	$ 6.00	$ 1,584.00
Vita Coco Straw	2	48	9	39	$ 6.00	$ 234.00
Tangeray Orange	1	24	0	24	$ 6.00	$ 144.00
High Noon Watermelon	5	120	36	84	$ 6.00	$ 504.00
High Noon Pineapple	4	96	48	48	$ 6.00	$ 288.00
				Garage Sale Cocktails		$ 4,770.00

Liquor	Boxes	Bottles	Ending	Used	**shots	$6/shot (average)
Buch Pineapple		18	9	9	135	$ 810.00
Crown Peach		1	0	1	15	$ 90.00
Crown Apple		1	0	1	15	$ 90.00
Astral Tequila		36	6	30	450	$ 2,700.00
Bullit		40	16	24	360	$ 2,160.00
Captain Morgan		32	7	25	375	$ 2,250.00
Ketel One		50	9	41	615	$ 3,690.00
Crown Royal		44	6	38	570	$ 3,420.00
Mama Tried Wheated		9	2	7	105	$ 630.00
Huck Vodka		36	4	32	480	$ 2,880.00
					Total Liquor	$ 17,910.00

** 15 shots per 750 mL

Total	$ 211,878.00