

Lease Agreement Proposal

Charming, photo-friendly Citroën food and beverage kiosks are the ideal vehicle to enhance guest service and quickly capture incremental revenue from satellite operations at premium resorts, estates and high-end attractions. We use food to make an emotional connection to a place, because the things we remember most are the times that we sat having a coffee or a glass of wine in a beautiful setting. We help form those connections to a particular space and time.

1 — Executive summary & value proposition

The **Vintage Mobile Hospitality Group** A TURNER DEVELOPMENT COMPANY offers portable kiosks that provide an upscale, mobile-but-stationary retail solution that blends high-design (Instagrammable photo value) with turnkey F&B service. We offer these unique retail platforms to resorts, estates and attraction operators as:

- Branded, low-footprint café/ice cream/wine & beer stands to increase per-guest spend and guest experience.
- Semi-permanent leases (3–36 months) with turnkey set-up including help with power/water hookup placement, health department permitting, staff training, menu selection, and inventory supply options.
- Benefits to the client include increased F&B revenue per guest/event/area, flexible placement for weddings/special events, unique guest photo ops that increase dwell time and social shares.

2 — Business model & pricing options

- **Fixed monthly lease:** flat monthly fee (includes kiosk, basic maintenance). Good for predictable cost and revenue projections.
- **Revenue share:** lower base rent + % of gross F&B sales (aligns incentives). Typical splits for kiosk concessions: 10–25% of gross (negotiated by location volume).
- **Hybrid:** ramped revenue share — lower base in low season, higher rev share in peak.
- **Event / pop-up pricing:** higher daily/weekend rates for weddings, festivals, private events.

Example pricing structure:

- Monthly lease, with short term pilot program available for larger multi-property companies. Lease may be canceled by either party with 30 day notice. Delivery and removal charges may apply.

- Revenue share option: \$1,500/month + 15% gross sales (after agreed threshold)
(This is illustrative; exact pricing depends on location, utility access and equipment, and expected covers.)
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3 — Operations & Logistics

- **Site requirements:** 110 or 220v power hookup / outdoor receptacle, depending on menu selection and equipment; water access or water delivery and access to water disposal sink or drain; 8–10 ft clearance for service window; level pad for kiosk placement and easy access to that pad for delivery.
- **Permits:** We work with the resort/property and local authority on food vending / health permits. The permit (if required and based on menu selection and local health department safe food handling rules) is issued to and held by the resort company.
- **Insurance & liability:** We provide commercial general liability, GL limits \$1–2M, product liability and name venue as additional insured.
- **Staffing:** client staffs the kiosk
- **Maintenance & uptime:** Client is responsible for regular cleaning of the unit, inside and out. Client is responsible for maintenance and repair of interior equipment, including coffee or espresso machines, steam tables, panini press, fridge, ice makers or ice cream machines. We provide maintenance and repairs for anything related to the vehicle body, structure or chassis.
- **Supply chain:** We can advise on standardized menu SKUs so restock is simple (i.e. coffee pods, bottled drinks, prepackaged ice cream, wine/beer cases). Consider local sourcing for high-end items (artisan gelato, local craft beers) to appeal to client base.

Resort client responsibilities:

- Staffing (you provide trained baristas/servers)
- Menu development and sourcing (wine/beer/food curation)
- Point-of-sale / inventory & restock service
- Co-branding / merchandising/ marketing and social media promotion
- On-site power/water hookup & permit management / inspections

Lessor Responsibilities:

- Delivery and setup, hook-ups to existing utilities (power and water).
- Repair and Maintenance of kiosk structural components including body exterior walls and doors, chassis and wheels.
- Initial staff training on kiosk operation and maintenance, including such items as locking and opening the kiosk, moving or relocating the kiosk.

Vintage Mobile Hospitality Group, a Turner Development Company
25 Fletcher Commercial Drive, Fletcher, NC. 28732
(828)551-0850