



Creating Special Experience One Guest at A Time!

To: Interested Restaurants and Food-Related Vendors and Individuals
From: Delaware North (on Behalf of Minnesota Soccer Sportservice, LLC)
Re: Food Services at Allianz Field

The inaugural season for Minnesota United FC (MNUFC) at Allianz Field will begin in the spring of 2019, and an important part of each exciting match will be the unique fan experience associated with soccer and this extraordinary stadium. The food and beverage program will be a key component of that experience. Delaware North - one of the most highly regarded and largest privately-held hospitality companies in the world - will be creating and managing the food and beverage experience associated with events at and around Allianz Field. Delaware North is no stranger to the Twin Cities, with food, beverage and retail operations at both Minneapolis-St. Paul International Airport and the MinnesotaTwins' Target Field.

The goal of MNUFC and Delaware North is to provide foods that are traditionally associated with sporting events, as well as those that express the rich cultural diversity of the local community and the sport of soccer throughout its worldwide presence. These various food offerings will be delivered through fixed concession stands as well as portable food carts, both within the stadium and in the plaza and lawn area immediately outside. Given the flow of a soccer match - two 45-minute halves, a 15-minute halftime break and no timeouts or regular breaks in play - there are unique constraints on food preparation and service that influence what and how the product is presented to fans. This creates significant demands on the preparation and service of food and beverages, which in turn places restrictions on what and how things are done for a professional soccer game.

To help provide interesting, appropriate and quality food within the time demands and financial constraints of such an event, Delaware North will be considering potential partners from the local community to supplement its planned offerings at Allianz Field. The opportunities – which are built around the theme of what many call “Street Food” – fall into several broad categories:

- Ingredient or recipe models that involve use of established local products or incorporation of ingredients and recipes from area restaurants and vendors into concession stands or portables
- Operation of heavily branded locations within the stadium by area restaurants or vendors (either alone or in partnership with Delaware North)
- Sublet opportunities involving fixed stands or portables
- Opportunities for local food truck partners
- Celebrity chef programs for selected areas and events

Delaware North will be holding a vendor information meeting to explain the various aspects of potential partnerships for food services at Allianz Field. This will include the following:

- An overview of the planned food program, the facility and its resources
- Key data regarding types of events, their frequency and estimated attendees
- Information on what is being sought from potential partners and vendors
- The basic terms and conditions required of any potential partner or vendor
- The process for expressing interest
- The timeline for final decisions on the 2019 program



Creating Special Experience One Guest at A Time!

Attendance at this meeting is limited to prospective food service partners. As part of considering participation in the food service program, please note that any partner selected will have certain financial obligations, as well as working within typical food service-related regulations, providing appropriate insurance coverage, and adhering to applicable labor laws.

The meeting will be held from **4:00 p.m. to 6:00 p.m. on October 3, 2018 at the Midpointe Event Center, 415 Pascal St. N., St. Paul**, which is adjacent to Allianz Field.

Thank you for your interest in the food program at Allianz Field. Should you have any questions, please contact me at esampson@delawarenorth.com.

Sincerely,
Eric Sampson
General Manager
Delaware North at Allianz Field