



10475 Little Patuxent Parkway · Columbia, MD 21044  
[www.merriweathermusic.com](http://www.merriweathermusic.com)

May 31, 2016

To Whom It May Concern:

Concession Solutions, Inc. provided Merriweather Post Pavilion with consulting services when we decided to redo the concession food operation during the off season. Over the course of 6 months they worked both onsite and offsite with our team to get everything ready for the season opening.

Their extensive experience and hands-on proactive approach to consulting along with their dedication to provide countless hours of work helping our team open the 2016 season, has been a positive experience for our team. The principals do not simply act as directors; they are actively engaged in finding solutions and streamlining your operation at all levels.

Here are a few things that Concession Solutions Inc. accomplished while meeting our goals and time frame:

- Worked with our office staff, distribution staff, and management team to get all aspects of the operation up and running for the season
- Provided final design layouts for each of the stands and worked with construction crews to fine tune the design as it was built
- Revamped all portable locations
- Helped our management team purchase the right equipment at the right price for the job
- Reworked our menu and pricing
- Designed employee manual
- Developed staff training program
- Designed money room and procedures for the events
- Developed event reports specific to our facility
- Developed product cost structure, order guides and inventory reports
- Worked with our new POS system and set up most of the data entry for the opening
- They are available to our team throughout the season to make sure transition continues to be successful

Theresa Traulsen and the Concession Solutions Inc. team have been instrumental in providing the Merriweather Post Pavilion management team the tools to be successful.

If you are looking for a full service, hands on, consultant you can feel confident that Concession Solutions Inc. will deliver the added value to your operation.

Sincerely,

A handwritten signature in black ink, appearing to read "Jean Parker", written in a cursive style.

Jean Parker  
General Manager  
Merriweather Post Pavilion  
410.715.5550 X202  
443.904.5113