

How BML Catering Compares with the Competition

Every company is different, so in order to compare “apples to apples” we have created this handy worksheet to make sure you don’t have any surprises. We have left a column blank so you can use the sheet to compare your bottom line or final cost with another company. Please note that not all companies charge all of the items listed below BUT these are actual items that we have seen from other companies.

Example:

Concord, NH Event, 200 People, Lunch, Outdoor Cookout at Golf Tournament

“XYZ Catering’s” Food or Catering cost was determined based on their website listed price of “\$13.99 per person”. The other prices for XYZ Catering were determined by what is currently posted on their website in fine print. At BML Catering the price we provide in an estimate is the final bottom line cost.

	<u>YOUR EVENT COST</u>				
	BML Catering	XYZ Catering	BML Catering	Quote #2	Quote #3
Food or Catering	2385.00	2798.00			
Staffing	550.00	480.00 (estimated)			
Travel Expense	0	Unknown			
Equipment/Supplies	175.00	Unknown			
China rental or paper products	200.00	Unknown			
Catering Management Fee	N/A	Unknown			
Administrative Fee	N/A	Unknown			
Setup Fee	N/A	Unknown			
Gratuity	Optional	503.64			
Corkage Fee	N/A	Does not apply			
Cake Cutting Fee	N/A	Does not apply			
Champagne Pouring Fee	N/A	Does not apply			
Credit Card Fee	N/A	3% = \$121.00			
NH Meals Tax (9%)	214.65	251.82			
Total Cost	\$3524.65*	\$4154.46**			

Actual “Cost per Person”

\$20.77**

* BML Catering does a cost for the event based on all factors and number of people rather than a “cost per person”. Once we provide a quote for services there are no hidden charges or added costs (unless you make a revision to initial proposal or menu).

** XYZ Catering Price does not reflect several unknown factors which would only raise the price even more.