



www.mikelundfood.com | 835 Springhill Rd. Staunton, VA

Thank you for your interest in Mike Lund Food. I've compiled the following information to try to make the planning process of your event as simple as possible for you. While it may seem like a lot of detailed information that can be slightly repetitive at times, what follows has grown out of years of experience working with people to plan the best overall event with as little confusion and surprise as possible.

The goal of Mike Lund Food is to offer a unique alternative to the catering options available to people. It is my belief that your catered event can be just as good, or better, than a meal at a high-end restaurant. You don't have to compromise anymore when it comes to catered food! With our "boutique" approach, we work closely with the client to come up with a menu tailored to their likes & dislikes, food memories and the overall theme they're trying to create at their event. While I will share past menus and some of my signature dishes with you, I won't just give you a list of menu items and tell you to pick three of these, and two of those. The end result is about you and your guests having the best food, unique to you, and the most seamless event possible.

***Prices are non-negotiable.** The price is the price. We do offer some volume discounts on food only for events over 125 guests. Our nano-business (smaller than small) only uses the best, freshest and locally-produced ingredients. Operating outside of the conventional mass-produced food system equates to higher raw costs for us, and a far lower profit margin than the average caterer. With that said, our prices are already as low as they can be to remain competitive, yet still make the mortgage. You can, however, rest assured that when you book an event with Mike Lund Food, your money spent is going directly back into the local economy.

I look forward to working with you and making your event a very special and memorable experience for you, your friends and family!

All the best,

Mike

Mike Lund

info@mikelundfood.com

\$1,000 minimum (food only) for all events. All Saturdays **\$3,000 minimum.**
April, May, June, September, October, Thanksgiving thru New Year's **\$3,000 minimum.**

“The Skinny”: Sample Price List / General Overview

* All prices quoted at 50 guests occupancy. (Smaller parties, please inquire.)

* All prices and menus are subject to change due to seasonal / market availability.
(Any changes will be clearly explained with formal notice prior to final invoicing.)

Canapé Reception (without dinner)

- \$35.00 / per guest: 5 varieties minimum
(+\$1.00 per item, per guest for Caviar, Lobster, Beef Tenderloin dishes)

Canapé Reception (with dinner)

- \$8.00 / 3 variety / per guest
- \$10.00 / 4 variety / per guest
- \$12.00 / 5 variety / per guest
(+\$2.00 per item, per guest for Caviar, Lobster, Beef Tenderloin dishes)

Virginia Cheese Board

- \$7.00 / per guest (with dinner)
- \$10.00 / per guest (without dinner)
Selection of at least three artisan Virginia Cheeses (pending seasonal availability)
Fresh Baked Breads from Staunton's Newtown Bakery
Organic Grapes and Virginia Apples | Toasted Nuts (Pecans, Marcona Almonds)
Dried Fruit | Table Water Crackers | Olive Medley

Market Crudités with Fresh Hummus & Cucumber Tzatziki

- \$3.00 / per guest (with dinner)
- \$7.00 / per guest (without dinner)

“Add-ons” Cheese Board & Crudités Accoutrements

(below prices in addition to cheese / crudités price)

Herb Roasted, Grilled Vegetables & Marinated Mushrooms

- \$3.00 / per guest (with dinner)
- \$4.00 / per guest (without dinner)

House-made Preserves, Chutneys and Pickled Vegetables

- \$4.00 / per guest (with dinner)
- \$7.00 / per guest (without dinner)

Selection of Artisan Virginia Salumis and Hams

- \$5.00 / per guest (with dinner)
- \$10.00 / per guest (without dinner)

Rappahannock River Oyster Bar: Raw & Hot Presentations

- \$2.50 / per oyster

Dinner Styles:

***Minimum starting price only!** Price can vary greatly depending on ingredients.
(e.g. sample prices would not be accurate for morel mushrooms, lobster or caviar)

Harvest Style Buffet \$50.00 / per guest

- Minimum of 6 dishes (2 vegetable, 2 starch, salad and protein).
- ML Food typically has all the necessary platters and serving utensils for buffets, so you won't need to worry about renting those *(some exceptions for specialty items)*.

Family Style \$60.00 / per guest

- Minimum of 5 dishes (4 of vegetables, starch or salad and one protein).
- Depending on size of event, additional platters & serving utensils may be needed outside of my inventory, hence higher rental cost. *(Please bear in mind table space management when considering family style.)*
- Family Style dinners are better served with a few additional wait-staff to ensure the food platters get out to the tables fast enough.

Plated \$75.00 / per guest

- 4 courses: demitasse of soup with amuse-bouche, appetizer, main-course and pre-dessert.
- Three main-course selections for you to offer **(in advance)** to your guests: Vegetarian, Fish and Meat.
- Plated dinners will greatly increase the amount of servers and kitchen staff needed. I would not recommend doing a plated dinner for a 100 guests with less than 8 servers and 4 kitchen staff.

Kid's Meals:

Bag lunches and separate kid's "mini buffets" are available and I am happy to do them. As a father, I know that happy kids can make or break the success of an evening!

Other fees / What to expect:

Planning a wedding or large event is no small task. More and more people are doing it themselves nowadays. With all of the other logistics involved, (flowers, venue charge, photographer, DJ / band, wedding planner, cake, etc.) it can be very frustrating to find out about additional thousands that you hadn't budgeted for. With that said, I try to be clear about all the little things that you will need to pay for. It's my goal to be as upfront as possible, so there are not any surprises in the end.

Planning / Consultation Fee:

Events over 75 guests may be subject to a one-time Planning/Consultation fee of \$500.00. This fee covers unlimited site visits, phone, email and in-person consultation, menu development, tasting, rental coordination and all other various forms of coordination throughout your event process.

Server / Kitchen Staff Labor:

- A typical 100-guest event “buffet-style” dinner with one bar is best staffed with five to six servers and 2 kitchen assistants, depending on the involvement of set-up and break-down. Each server & kt assistant is \$28 / hour, including set-up, break-down and drive time.
- Please count on an additional \$1,000 - \$1,500 in labor.
- Events under 75 guests may be executed with just one kitchen assistant.
- Mike Lund or James Harris are on site for all events and oversees all aspects.
- **We do not charge gratuity.** You are paying the staff a fair wage for a long day’s work. If you are blown away and would like to leave something extra for the staff, that’s up to you, but not expected.
- If any member of my staff does not perform up to my expectations, they will be paid minimum wage for their time. This difference will be refunded back to you with my apology. *This hasn’t happened yet ☺!

Coffee / Non-Alcohol Beverage Service:

- There is a flat fee of \$100 (per 100 guests) to cover my costs for coffee service.
- We only use coffee from local roasters and organic creamer and sugar.
**We do not provide Artificial sweeteners.*
- Herb infused iced teas, still and sparkling waters, imported sodas, and sodas are all available at actual cost + **\$50** purchase, storage and delivery fee.
- Ice is charged at actual costs + **\$50** purchase, storage and delivery fee.

Alcohol:

ML Food now has an ABC License, however we are perfectly happy for guests to provide their own alcohol within accordance of the the Virginia ABC and the specific venue. Most often you will need to secure an event pass / banquet license. Please start the process at least two weeks in advance of your event. This can be easily obtained online:

<http://www.abc.virginia.gov/licensing/banquet.htm>

We will still provide bartenders, bar set-ups, and signature cocktail mixers if you’d like.

***If you have an event pass, Mike Lund Food, LLC can under NO circumstances purchase, pick-up, transport or store your alcohol!**

Mike Lund Food can also provide alcohol for your event:

Beer \$3 bottle

Wine \$15+ bottle (*depending on your selection) 4 glasses per bottle

Liquor \$5 per drink + (*depending on selection)

*Beer and Wine only can be provided by Mike Lund Food, LLC for events in our 835 Springhill Rd. location! Liquor would need to be provided by client via banquet license!

Rentals:

Rental prices can vary greatly depending on venue and dinner style. Some venues provide tables and chairs, some glasses and even linens. Others are basically just a room that you need to fill with everything from tables right down to a temporary restroom. In addition, some venues do not have a kitchen with any cooking equipment and it is necessary to rent portable ovens, cooking ranges and a catering tent.

We request that you set-up an account directly with the rental company. However, I am happy to coordinate all of the communication, ordering and delivery, pick-up logistics, etc.

We have an excel spreadsheet available using area companies' average prices to help you budget your rental costs accurately.

Vendor Meals: I prefer to not have to worry about feeding additional outside staff while focused on making your event the very best it can be. If meals are required in the contracts of your other vendors (band, DJ, photographers, entertainment), please let me know as soon as possible, but no later than two weeks prior to the event!! **Vendor boxed meals are \$25 each.**

Cake / Desserts: We don't do wedding cakes. We're capable and could if you'd really like, but then you would have to find someone else to cater the dinner! However, We've worked with some very talented pastry chefs over the years and would be happy to put you in touch with them. We are happy to create special desserts for you!

* We do not charge a cake cutting fee! (Because that's just ridiculous!)

Nearly Zero Waste: Full recycle / compost events are available. Please inquire. We're also happy to assist with procuring compostable and sustainable disposable plates cups in lieu of rented china and glassware.

Taxes:

All food is subject to a 5.3% Virginia state sales tax, & 6% Staunton City meals tax = 11.3% total tax on Food Only (no tax on labor).

Payments:

- Non-refundable \$500 Planning / Consultation fee (if applicable) and 30% of invoice total is due upon booking.
- Remaining balance is due day of the event. *For some larger events we may ask for an additional 50% deposit one week prior to go towards purchases.
- Cash and check are preferred method of payment.
- Credit Card payments are subject to 2.75% processing fee. This is what it costs us to process them.

Additional Services from Mike Lund Food:

Your private restaurant for the evening at our shop in Staunton.

Host your next event in our Staunton, VA Springhill Rd. location. Seated dinners for up to 50 guests, receptions for up to 75 guests.

*No room charge! \$1,000 minimum for food.

In-home Private Dining:

Starting at \$100.00 / per guest / 4 courses.

Additional fees if a server is desired or if rentals are required.

Subject to transportation fee depending on location.

“Secret Suppers”:

*Did you know that the best dining in Virginia is tucked inside a modest storefront just off of Staunton’s historic downtown? **Ssshhh! It’s a secret!***

Starting at \$150.00 / per 6 guest minimum / minimum 8 course “tasting menu”

+ \$50 with wine pairings. Additional \$120.00 fee if a server is desired

Please inquire about:

Business Lunches

Team Building Sessions

Professional Menu | Restaurant | Venue Consultation