



Nick's Italian Ice
164 Cumberland Plaza
Crossville, TN 38571
931-202-1073

Personnel & Staffing

Nick's Italian Ice maintains a staff year around that typically ranges from 5 employees in our slow period to 11 in our peak season. We staff year around at our Crossville location and seasonally for our Tansi location as well as numerous events throughout the summer and fall months. We will use our current staff and hire additional employees to meet the needs of the parks and recreations concessions. We estimate that we will hire an additional 10-15 employees to staff those concessions. Our current staff will be available to train and begin immediately. We will be increasing our staff as we normally do in anticipation of our peak season. Our personnel will be available for the March 18th opening tournaments. Leslee and Curtis will be personally overseeing all operations.

Financial Plan & Funding Sources

Established Capital from Nick's Italian Ice will be the primary source of funding. Other asset based lending could be utilized as necessary. If acquired all five concession locations will be operated as an entity of Nick's Italian Ice under the Same Financial plan that has been in place since our purchase of Nick's in 2013.

Summary

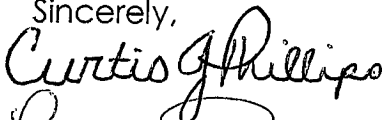
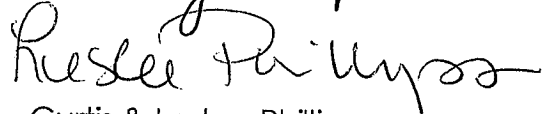
Nicks Italian Ice was started in Crossville, TN in the summer of 2009. After introducing Italian Ice to Crossville and the Plateau, Nick's Italian Ice soon became a Crossville favorite and summer time staple. In 2013, Curtis & Leslee

Phillips purchased Nick's Italian Ice from the original owners. Nick's continued to serve all of its popular treats like; Italian Ice, D'Lite (our own signature Ice cream), custard, duetto and frozen yogurt. In late 2013 Nick's moved to a larger more suitable location and added a full food menu that includes; Paninis, Hoagie Sandwiches, Wraps, Croissants, Hot dogs and much more. Our business model has been to create a brand that reflects our motto, Frozen. Family. Fun. Nick's is an atmosphere where our customers can get their favorite cold treat or sandwich from a hometown brand that they trust. As an established brand we have had the opportunity to grow. Nick's provides whole sale Italian ice and ice cream to six locations as well as most schools and numerous churches in Cumberland County.

In 2016 Nick's opened a second location just outside of Crossville at beautiful Lake Tansi Beach. A majority of the same products are offered beginning in May thru September of each summer.

It is our hope that we can partner with the Parks and Rec Department of Crossville and give its patrons the quality products and service that Nick's has offered to its customers for over 8 years.

Sincerely,

Curtis & Leslee Phillips
Nick's Italian Ice

Dear Mrs. French

It's my absolute pleasure to recommend Curtis and Leslie for the concessions stand bid with Crossville parks and recreation.

Nicks Italian Ice has been a valued client of mine for 4 years.

I thoroughly enjoyed my time working with Curtis and Leslie and came to know them as a truly valuable asset to absolutely any team. They are honest, dependable, and incredibly hard-working.

Curtis and Leslie's knowledge of food safety and expertise in customer satisfaction is a huge advantage to their daily operation. They put this skillset to work in order to give their customers great menu items and meticulously monitoring food safety guidelines required by the health department.

Along with Curtis and Leslie's undeniable talent, they have always been an absolute joy to work with. Curtis and Leslie are true team players, and always manage to foster positive discussions and bring the best out of other employees.

Without a doubt, I confidently recommend Curtis and Leslie to join your team at Crossville parks and recreation. As dedicated and knowledgeable restaurant owners and an all-around great people, I know that they will be a beneficial addition to your organization.

Please feel free to contact me, Chris Key at 931-267-6031, should you like to discuss Curtis and Leslie's qualifications and experience further. I'd be happy to expand on my recommendation.

*Best wishes,
Chris Key*



Parks & Recreation

FOOD

HAMBURGER / \$3.59

CHEESEBURGER / \$3.79

CHICKEN SANDWICH /
\$4.09

PIZZA (SLICE) / \$2.89

NACHOS & CHEESE /
\$2.09

CHILI CHEESE DOG /
\$3.09

CHILI DOG / \$2.79

HOT DOG / \$2.59

CHICKEN BACON RANCH
PANINI / \$4.59

PHILLY CHEESE PANINI /
\$5.19

BBQ SANDWICH / \$3.29

BBQ NACHOS / \$3.09

COLD TREATS

D'LITE/ ICE CREAM / 3.05, 3.85, 4.49

ITALIAN ICE / 2.09, 2.89, 3.69

FROZEN YOGURT / 3.05, 3.85, 4.49

MISC

PEANUTS/ CASHEWS /
\$1.50

ASSORTED CANDY / \$1.00

PUSH POPS / \$1.00

RING POP / \$1.00

POPCORN / \$1.00

CANDY STRAWS / \$1.50

CHIPS / \$1.25

DRINKS

POWER ADE / \$2.00

COFFEE / \$1.00

CAPPUCCINO / \$1.50

BOTTLED SODA / \$2.00

WATER / \$1.50

HOT COCOA / \$1.00