

Queen City  
Creamery @ Hawk's  
Nest

12900 Lake Shore Drive, Flintstone, MD 21530





# Acquiring a State Contract

Are you the right fit?

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# Working at a State Park

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5-year contract

Establishing rules/regulations

Responsibilities

Contacts



# Knowing Your Customers



PLANNING YOUR MENU

STAFFING

LANGUAGE BARRIERS





# Keep it Simple!

FEATURED ITEM

EASY AND POPULAR SELLERS



Frozen Custard Single	\$4.00
Frozen Custard Double	\$6.00
Frozen Custard Triple	\$7.00
Western MD Lemonade	\$4.00
Bottled Soda	\$2.50
Bottled Water	\$2.00
Basket of Fries	\$5.00
Hot Dog & Chips	\$5.00
Chicken Fingers & Fries	\$9.00
Soft Pretzel	\$5.00
Nachos & Cheese	\$4.00
Popcorn	\$4.00
Latte	\$5.00
Brewed Coffee	\$3.00
Candy Bars	\$2.00
Chips	\$1.00







# Staff is Everything!!!!

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- Hiring the right people for the job
- Returning employees are given more responsibilities
- Training
- Maintain a presence there even if you are not "working" there everyday
- Create a team chat

# Using Social Media





# Promote Your Product at that Location





Thank you

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