

1997 ECONOMIC CENSUS

(Retail Trade and Accommodation and Foodservices Sectors)

SUPPLEMENTAL INSTRUCTIONS FOR CONTRACT FOOD OPERATORS

A separate report is required for each contract location operated during any part of 1997.

Since the definition of sales is variously interpreted by firms in the industry for the different types of contract operations, it is necessary to define what should be reported as sales for locations operating under different contract agreements.

PLEASE REPORT SALES AS FOLLOWS:

- (1) **Profit-Loss Contract** -- Report all sales of food.
- (2) **Cost-Plus Contract** -- Report the cost of food **plus** the percentage or fixed amount received under the contract.
- (3) **Management Fee Contract** -- Report the cost of food **plus** the management fee.

Also report all sales of merchandise other than food, if any.