

LONG SHOT HOSPITALITY

Operating Partner — Request for Proposals

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THE OPPORTUNITY

Long Shot Events is launching Long Shot Hospitality, a new hospitality division built around a fully equipped, Island Health-approved commercial food trailer.

We are looking for an Operating Partner to take the lead on building and running the hospitality operation.

This is not a “show up and cook” position. We are looking for someone who can take ownership of the day-to-day operation—staffing, food and inventory, menus, event execution, systems, costing, and ultimately profitability—while working alongside Long Shot Events to develop new accounts and opportunities.

Long Shot Events will continue to focus on event production, relationships, partnerships, sales, and business development. The Operating Partner will own the hospitality operation.

We are looking for someone who wants to build a business, not simply work shifts.

THE BUSINESS

The foundation of Long Shot Hospitality is a 36-foot dual-room commercial kitchen concession trailer, designed for high-volume service at festivals, weddings, corporate events, private engagements, and other events across Vancouver Island.

The trailer includes:

- Commercial cook line and preparation areas
- Cold storage and prep space
- Middleby Marshall PS528G commercial conveyor pizza oven
- Generator and shore-power capability
- Propane-fired equipment
- High-volume service capacity
- Island Health mobile food premises approval

The initial menu and service model are open to development with the successful Operating Partner.

Potential markets include:

- Long Shot Events festivals and concerts
- Other festivals and venues
- Weddings and private events
- Corporate catering
- Community events
- Pop-ups and other mobile food opportunities

We already have an established event network and relationships across Vancouver Island. The opportunity is to build a hospitality business around that ecosystem while developing an independent client base.

THE OPERATING PARTNER

The successful candidate will take primary responsibility for the hospitality operation, including:

Operations

- Running event-day food service
- Developing efficient operating systems
- Managing setup, service, teardown, and cleaning
- Maintaining food quality and customer-service standards
- Managing food safety and regulatory requirements
- Maintaining the trailer and equipment

People

- Recruiting and scheduling hospitality staff
- Training and supervising crews
- Building a reliable team that can operate independently

Food & Financial Management

- Menu and recipe development
- Food costing and portion control
- Purchasing and inventory management
- Supplier relationships
- Managing waste and margins
- Tracking operating costs and profitability

Business Development

- Identifying new hospitality opportunities
- Developing relationships with festivals, venues, weddings, and corporate clients
- Participating in proposals and quotes
- Building repeat business

The successful candidate will be expected to operate independently. Ben and the Long Shot Events team will not be managing the trailer day-to-day.

WHO WE'RE LOOKING FOR

We are looking for someone who is:

- Entrepreneurial, self-directed, and accountable
- Experienced in food service, hospitality, catering, events, or operations
- Comfortable managing people and high-volume service
- Organized and financially responsible
- Comfortable with long days and outdoor event environments
- A strong problem solver who can make decisions independently
- Focused on quality, consistency, and customer experience
- Interested in building something over the long term

FOODSAFE certification and relevant food-service experience are preferred.

THE PARTNERSHIP

We are intentionally leaving the final compensation structure open for discussion. Our starting concept is a combination of:

Base Compensation

A day rate for event days, plus an hourly rate for approved prep, ordering, administration, menu development, and other operational work.

Profit Participation

A percentage of the net profit generated by Long Shot Hospitality, providing meaningful upside when the business performs well. As an initial discussion point, Long Shot Events is considering 20% of net hospitality operating profit in Year One.

This is not a final offer. We want the successful candidate to participate in designing a structure that fairly reflects responsibility, risk, contribution, and performance. The profit share would apply specifically to the hospitality operation—not to Long Shot Events as a whole—and does not currently include equity or ownership in Long Shot Events Inc.

Before any agreement is finalized, we will establish a transparent financial model and mutually agree on how net profit is calculated.

ROOM TO GROW

Operating Partner is intended to be a starting point, not a ceiling.

As the business proves itself, there is potential for:

- Increased autonomy
- Increased profit participation
- Additional hospitality concepts or assets
- Catering and venue contracts
- Expanded staffing and management responsibility
- A broader leadership role within Long Shot Hospitality

Our goal is to build a successful hospitality division where the person responsible for operating and growing it shares meaningfully in its success.

WHAT LONG SHOT EVENTS BRINGS

The Operating Partner won't be starting from zero.

Long Shot Events brings:

- An established commercial food trailer
- Existing event opportunities
- Relationships with festivals, venues, communities, and event organizers
- Event-production infrastructure and expertise
- Business-development and sales support
- Marketing and communications support
- Administrative infrastructure
- A growing network of Vancouver Island events and clients

We are looking for the person who can bring the hospitality expertise, operational leadership, and entrepreneurial drive to turn those resources into a profitable business.

YOUR PROPOSAL

We want to hear how you would approach the opportunity.

Please provide a short proposal covering:

1. Your Experience

Tell us about your hospitality, food service, event, operations, or business experience.

2. Your Approach

How would you approach taking over and building the operation? What would you prioritize in the first 90 days?

3. Your Business Vision

What opportunities do you see for Long Shot Hospitality? What would you want to build?

4. Your Partnership Proposal

What compensation and profit-sharing structure would you propose?

Please include your thoughts on:

- Day rate
- Hourly/non-event rate
- Profit-share percentage
- Any performance incentives
- Tell us about a challenge or problem you've had in the past that you overcame, be it individually or as a group
- Any other terms you feel are important

You don't need to have all the answers. We're as interested in how you think about the business as we are in your experience.

WHAT SUCCESS LOOKS LIKE

In Year One, we want to establish a professional, reliable, and profitable hospitality operation that:

- Runs smoothly at Long Shot Events' existing events
- Has a strong, dependable team
- Maintains consistent food and service quality
- Has clear systems for purchasing, staffing, inventory, and costing
- Develops external clients and repeat business
- Generates sustainable profit
- Creates a foundation for future growth

THE BOTTOM LINE

We're looking for someone who wants to build something with us.

Long Shot Events has the events, relationships, infrastructure, and opportunities. We need an entrepreneurial hospitality operator who can take the operational side and turn it into a strong, profitable, scalable business. The structure outlined here is a starting point. We expect the right partnership to be built through conversation, transparency, and shared expectations.

SUBMISSIONS

Deadline: _____

Submit to: ben@longshotevents.ca

Questions: ben@longshotevents.ca

Selected candidates will be invited to discuss the opportunity, financial model, responsibilities, and partnership structure in more detail.

This Request for Proposals is an invitation to discuss a potential operating partnership and does not constitute an offer of employment, partnership, profit participation, equity, or ownership. Any final arrangement will be subject to mutually agreed written terms.