



**JACKIE
CAMERON**
SCHOOL OF
FOOD & WINE

Proposal

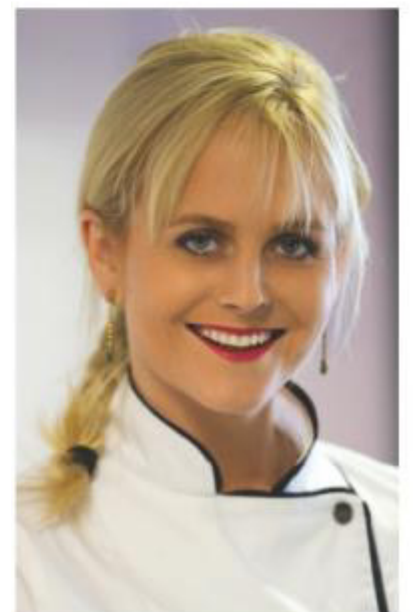


TABLE OF CONTENTS

1. CLIENT RESPONSIBILITIES	2
2. TRAVELING	2
3. TIMELINE FOR EXECUTION	3
4. PRICING	3
5. ABOUT JACKIE CAMERON AND THE SCHOOL	4
6. ACCEPTANCE	7
7. TERMS AND CONDITIONS	8

1. CLIENT RESPONSIBILITIES

This project requires involvement by your personnel and suppliers. Ultimate success is highly dependent on their effort. To help achieve a smooth and successful implementation, it will be your responsibility to perform the following:

- ✘ Supply guidelines of your brand and vision of your brand
- ✘ Supply Jackie Cameron School of Food & Wine with any applicable guideline material or requirements necessary to successfully complete the task at hand
- ✘ Supply Jackie Cameron School of Food & Wine with all appropriate recipes, costings, SOP's and other material deemed necessary to complete projects
- ✘ Supply Jackie Cameron School of Food & Wine with logo's and other marketing material and templates, where necessary
- ✘ Get buy in from all team members to ensure a smooth experience
- ✘ Sign and return a copy of Jackie Cameron School of Food & Wine contract
- ✘ Ingredients required for all presentations, demonstrations and functions shall be at the clients own cost
- ✘ All costs associated with launches and formal functions, presentations, training and so on shall be at the client's own cost.

2. TRAVELING

- ✘ Jackie Cameron School of Food & Wine is able to travel as agreed upon by both Jackie Cameron School of Food & Wine and the client.
- ✘ Travelling expenses will need to be covered by the client – this will include travelling (transport expenses including airfares, car rentals or transfers), accommodation, meals and a basic living allowance where applicable.
- ✘ Car hire, fuel or other transportation costs will be at the cost of the client.

3. **TIMELINE FOR EXECUTION**

Key project dates are outlined below. Dates are best-guess estimates and are subject to change until a contract is executed.

4. **PRICING**

A Basic outline for prices going forward, these are all averages.

Please use the table below as a working document and indicate with a tick your requirements accordingly to your budget.

Description	Days	Cost
<i>Menu Analysing in my Development Kitchen</i> ✖ Includes ingredients for dishes ✖ Comments and remarks on each dish and preparations ✖ Final report on dishes tested and tasted		R600.00 per recipe
<i>Recipe Development</i> ✖ Assisting with creation of new dishes / elements to be used as new menu items ✖ Market Research		R4 200.00 per recipe
<i>Kitchen Layout and Design</i>		R20 400.00 Very dependent on needs
<i>Menu Design and Layout – Excl printing</i>		R18 600.00
<i>Photography for media use and social media use (on average two days is needed)</i> ✖ Shoot ✖ Capture ✖ Editing ✖ Food Stylist ✖ Assistant ✖ Props ✖ Camera Equipment		R12 600.00 per day

Description	Days	Cost
<ul style="list-style-type: none"> ✘ Ingredients ✘ All in KZN based 		
<ul style="list-style-type: none"> ✘ Training on site is an additional cost 		R9 600.00 – R12 200.00 per day
<p>Additional needs with additional costs</p> <ul style="list-style-type: none"> ✘ Website and social media, re-look ✘ Wine list / Bar offering – revamp and design ✘ Uniform and dress code revamp ✘ Health and Safety ✘ Overall costings <p>This is a basic list and can be expanded on after meeting.</p>		
<ul style="list-style-type: none"> ✘ Training of staff on recipes 		R12 200 per day
<p>Additional</p> <ul style="list-style-type: none"> ✘ Extra analysing – Front of House, Uniform, Serve, Wine List ✘ Coffee and Tea drinks Menu - training 		
<ul style="list-style-type: none"> ✘ TOTAL 		

Disclaimer: The prices listed in the preceding table are an estimate for the services discussed. This summary is not a warranty of final price. Estimates are subject to change if project specifications are changed or costs for outsourced services change before a contract is executed.

5. ABOUT JACKIE CAMERON AND THE SCHOOL

- hard work sets 15-year-old dream in motion -

Jackie Cameron realised her dream to tutor aspiring chefs when her culinary school - based in Hilton, KwaZulu-Natal - welcomed its first intake in April 2015. Since then, 25 graduates at Jackie Cameron School of Food & Wine have achieved 60 internationally recognised distinctions, as awarded by City & Guilds, London.

This comes as little surprise because at the first FOOD XX Symposium and Awards in February 2019: Womxn in Food, Jackie impressed the judges of the category entitled: teachers and mentors dedicated to sharing knowledge and encouraging future innovators - and came away with another award to enhance her already substantial collection.

Past students are testament to the high standard demanded for this sought-after, mentoring course that produces respected chefs - a cut above the rest. And, as guaranteed by the school, all graduates have been placed in permanent positions - made possible because of the demand for leavers from this culinary institution. The school boasts exemplary results and sets a benchmark for future students.

Properties / restaurants where students have been placed in the past and currently include: La Colombe, Constantia Cape Town (Scot Kirton, James Gaag); Chefs Table, Umhlanga Rocks (Kayla-Ann Osborn); Boschendal Wine Estate, Franschhoek (Christiaan Campbell); île de pain, Knysna (Markus Farbinger and Liezie Mulder); Foliage Restaurant, Franschhoek (Chris Erasmus); Reuben's Franshoek (Reuban Riffel); Fresh Living Magazine (Justine Drake); Hartford House, KwaZulu-Natal Midlands (Constantijn Hahndiek, Paul Antolik); Greenhouse Restaurant, Constantia (Peter Tempelhoff); Test Kitchen, Cape Town (Luke Dale-Roberts); Marble, Rosebank Joburg (David Higgs); The Restaurant at Waterkloof, Somerset West (Gregory Czarnecki); La Petite La Colombe, Franschhoek (John Norris Rogers); Jason's Bakery, Cape Town (Jason Liley); Fermier, Pretoria (Adriaan Mare); Chef's Warehouse - Beau Constantia, Cape Town (Ivor Jones); Chefs Warehouse, Bree Street, Cape Town (Liam Thomlin); Brookdale Health Hydro, KwaZulu-Natal; By Word of Mouth Catering, Johannesburg (Karen Short,); Restaurant Mosaic at the Orient, Pretoria (Chantell Dartnall); Singita - Lebombo Lodge, Kruger National Park Mpumalanga (Liam Tomlin); Summerhill Estate Culinary Retreat, KwaZulu-Natal (Johannes Richter); Mount Grace Country House, Magaliesburg (Stuart McClarty), Dw eleven-13, Johannesburg (Marthinus Ferreira); The Cellar Restaurant, Port Shepstone, KwaZulu-Natal (Dylan Smith); Upper Millstone, Hilton KwaZulu-Natal (Dreyer van Huysteen); Lucky Bread Company, Pretoria (Alecia Malan); Granny Mouse, Balgowan, KwaZulu-Natal (Theo Mannie); Fyn Restaurant, Cape Town (Peter Tempelhoff).

Jackie Cameron School of Food & Wine offers three intensive, internationally and locally recognised programmes that include:

- an 18-month course
- a three-year course
- a two-year, post-diploma course, with the prerequisite of a culinary arts diploma

The school has a maximum annual intake of 15 students. "Hands-on" is Jackie's philosophy, and "don't ever give up" her motto. The students work alongside her daily, and the school provides the opportunity to experience all things foodie in a safe and secure environment. Jackie believes there is more to food than working in a top restaurant - locally or internationally. "I'm enjoying sharing all that I have been fortunate to have learnt – and experienced - with the students," she says, adding that her aim is to impart

this knowledge, and to equip the students with the skills to 'go it alone' with confidence. She is ahead of the game on all levels as she guides students to create a balanced-and-healthy lifestyle in this crazy, but extremely-rewarding, industry.

Midlands born and raised, Jackie's heart is in KwaZulu-Natal where, from 2002 until 2014, she filled the position of head chef at a local, five-star boutique hotel. She achieved Level 3 IVQ Advanced Diploma in Teaching, Training and Assessing Learning, awarded by The City & Guilds of London Institute in 2010. In her mid-thirties, Jackie's list of achievements is what many chefs dream of accomplishing.

After graduating from the Christina Martin School of Food and Wine in 2001 Jackie kneaded her career at Mount Grace Country House and Spa and she watched it rise as she reaped the rewards of her commitment to her career. It was under her guidance that the Hartford House restaurant - having achieved national Top 10 status four times and making number five restaurant in the country in 2013 - was mentioned regularly in magazines such as Food&Home, Taste, Eat Out, and House and Leisure. During Jackie's 12-year tenure, the hotel achieved many other accolades including Top 10 Eat Out, American Express Platinum Fine Dining Programme and People's Choice awards. The latter was in the La Motte Restaurant of the Year competition. With her input, Hartford House's wine list was presented with the Inspirational Award in the Top 100 SA Short List Wine List for 2013 Awards; Top 10 in the 2012 Eat Out/DStv Restaurants Awards as well as a Diamond Award for its 2012 and 2013 wine list, as recognised by Diner's Club International.

After many years of being judged, Jackie was on the other side of the cooker. She was selected to judge the 2015 Eat Out Mercedes Benz Restaurant Awards as well as the 2015 Galliova Awards.

In her personal capacity, Jackie has the distinction of being one of Victor Strugo's "three favourite woman chefs". She was voted by South African Tourism as one of the Top 10 Young South African Chefs, has appeared on TV programmes such as MasterChef SA, Top Billing, and with Justin Bonello in The Ultimate Braai Master. Jackie is a Chaine des Rottisseure member and is a proud SASSI Trailblazer chef.

Recognising her efforts, Independent Media named Jackie one of Africa's top 100 inspiring and aspiring leaders. Labelled a 'Trailblazer', she was identified for "changing the game/leading the field at a local/international level".

Her culinary career has taken her to Germany, France, Switzerland, Czech Republic, Australia, England, Dubai, Shanghai, Spain, Copenhagen, Denmark and America where she has represented South Africa at exhibitions, enjoyed work experiences, or - for the benefit of her career - experienced eating in restaurants such as Nobu, Le Gravoche, Fat Duck, Gordon Ramsay's Hospital Road and River Café, Noma and El Bulli, The French Laundry, Per Se, Bochon Bistro, AD HOC, Le Bernadin and Jean Georges. She went on a trip to Thailand which was meant to be purely pleasure but resulted in a culinary extravaganza of all things unusual. She was also invited by S Pellegrino and Acqua Panna to represent South Africa at the Audi Chef's Cup Südtirol 2014, in Alta Badia, where the display of culinary excellence attracts the leading personalities of national and international cuisine. Most recently she was invited to Al Faisaliah Hotel, A Rosewood Hotel-Riyadh, in Saudi Arabia, where she cooked at the prestigious Globe Summit Series for a week. This meant cooking classes, lunches and eight-course dinners.

Jackie Cameron Cooks at Home (Penguin Random House South Africa) hit the shelves in May 2013 and in July the same year it achieved 'second-highest cookbook sold in the country' status, as voted by Exclusive Books. At the Gourmand World Cookbook Awards it won Best Woman Chef Book in South Africa. Her second book *Baking with Jackie Cameron*, published by Struik Lifestyle, an imprint of Penguin Random House South Africa, was received with as much enthusiasm at a sell-out launch in August 2016; and the 2017 Gourmand Awards jury announced that the book was judged national winner in the pastry category. It went on to achieve third place in the world – in a contest considered the Oscars of the food industry.

In her endeavour to share the knowledge she has acquired, Jackie writes articles for many publications, as well as a monthly column for The Witness newspaper. Through her stories and her recipes, she encourages readers to experiment with food – and to enjoy culinary feasts, however simple.

Jackie leaves no stone unturned and she illustrated her diverse creative flair when she broke into the world of fashion, introducing her stylish Jackie Cameron chef's range. This is a chic alternative to conventional 'kitchen wear'.

Contact Jackie – Your Journey of Food Begins Here.

jackie@jackiecameron.co.za

www.jackiecameron.co.za

Mobile: 072 241 8421

Work: 076 505 7538

Facebook: Jackie Cameron School of Food & Wine

Twitter: @Jackie_Cameron

Instagram: jackiecameronincolour

6. ACCEPTANCE

On acceptance of this quotation please sign and return a copy of this document to confirm acceptance and a signed copy of the terms and conditions.

SIGNED: _____ DATE: _____ POSITION: _____

7. TERMS AND CONDITIONS

1. **Definitions**

- "The Company" shall mean Jackie Cameron School of Food & Wine..
- "The Customer" shall mean any person, body of persons, firm or company as specified in the quotation and/or the Form.
- "The Price" shall mean the total price payable to the Company for the services and shall be exclusive of VAT.
- "The Services" shall mean any service rendered to the Customer by the Company as set out in the Quotation and/or the Form.
- "Quotation" shall mean the quotation prepared, signed and given to the customer by the Company, stipulating inter alia the services required, the function date, the nature of the function, the venue, the estimated price, the amount of the deposit and any other payment payable, always subject to these terms and conditions.
- "Day" shall mean any business day, excluding Saturdays, Sundays and official South African Public Holidays.

2. **Agreement**

- 2.1.1. An Agreement shall come into existence between the company and the customer only upon fulfilment of the following conditions:
- 2.1.2. Return of the quotation to the company by the customer and acknowledgement of receipt by the company; and
- 2.1.3. Signature of these terms and conditions of agreement by the customer and the company.

- 2.1.4. *The company reserves the right to withhold the services without notice, should all or any of the conditions set out in clause 2.1.1. not be fulfilled by the due date for such services.*
- 2.1.5. *Notwithstanding non-compliance with the provisions in clause 2.1.1. by either party, the company shall be entitled at its option to render the services to the customer, in terms of the quotation and these terms and conditions and to claim performance from the customer of all the customer's obligations in accordance with the provisions contained in the said quotation and these terms and conditions.*

3. Deposit and Payment

- 3.1. *The customer shall pay the deposit as well as any further payments, strictly in accordance with the payment schedule contained in the quotation and in terms of the provisions of this agreement.*
- 3.2. *The company in addition to any other rights contained in this agreement, reserves the right to withhold the services in the event that the deposit and prepayment conditions contained in the quotation and payable in terms of the provisions of this agreement are not met by the customer. The company shall not be liable for any costs, damages or loss of any nature in the event that services are not rendered due to non-payment of a deposit or any payment contemplated herein.*

4. Payment of Accounts

- 4.1. *The company shall submit a detailed invoice to the customer on rendering the services, indicating the deposit and any payment made by the customer, as well as the outstanding amount due and payable by the customer to the company, including all the incidental costs and additional charges not reflected on the quotation.*
- 4.2. *Payment of any amounts payable to the company is to be made on presentation of the invoice to the customer.*

- 4.3. *Interest shall accrue on all overdue amounts at 3% above the prime interest rate as published from time to time by the ABSA Bank and certified by any manager of ABSA Bank, whose appointment shall not, be necessary to prove.*
- 4.4. *The customer shall not be entitled for any reason whatsoever to withhold or delay payment of any amount due to the company in terms of this agreement or set off or deduct from any amount due to the company in terms of this agreement, any amount that the customer alleges is due to it.*
- 4.5. *Should the customer dispute any amount contained in any invoice or quotation presented to the customer:*
- 4.5.1. *the customer shall, pending the deferring of such dispute continue to pay on due date to the company, all other amounts contained in any invoice or quotation presented to the customer; and*
- 4.5.2. *the company shall be entitled to accept and receive such payment and/or acceptance and recovery of it shall be without prejudice to the company's rights to claim such disputed amounts with interest on such amounts as contemplated in clause 4.3. above.*

5. **Cancellation by the Client**

- 5.1.1. *Should the customer cancel this agreement after the fulfilment of the provisions contained in sub clauses 2, the customer shall:*
- 5.1.2. *notify the company of such cancellation in writing; and*
- 5.1.3. *be liable to the company for payment of cancellation charges as follows:*
- 5.1.3.1. *the client shall pay to the company, 100% of the rates specified in the quotation and this agreement;*
- 5.1.4. *The company shall be entitled to retain any monies already paid by the customer in full or partial settlement, as the case may be, of the cancellation charges as set out above.*

6. **Cancellation by the Company**

Should the company be prevented for any reason, including but without limiting the generality thereof, by vis major, destruction of or damage to the venue, or any system malfunction or factors outside the company's control from rendering or being able to render the services to the customer in terms of this agreement, the company shall be entitled, in its sole discretion to cancel this agreement and to refund to the customer such amounts as may have been paid in terms of this agreement.

7. **Breach**

- 7.1.1. *Should the customer breach any of the terms and conditions of this agreement, the company shall be entitled, without prejudice to any of its rights in terms of this agreement, to afford the customer reasonable time to remedy its breach and to:*
- 7.1.2. *claim specific performance by the customer and the company may withhold performance of any of its obligations in terms of this agreement, until such time as the customer has remedied any breach of this agreement by it; or to*
- 7.1.3. *cancel this agreement, recover damages from the customer as it may have suffered and retain any amounts already paid by the customer ending quantification of its damages.*
- 7.1.4. *In the event of the company cancelling this agreement, as described in the preceding sub-clause:*
- 7.1.5. *The company shall be entitled to hold such amounts pending determination of the amount of the damages by agreement, order of court, or otherwise;*
- 7.1.6. *If the damages as determined are greater or lesser than the amount held by the company, the difference shall be paid by the party entitled to such difference, by the other party.*
- 7.1.7. *If any interest has accrued on any amount which is subject to the provisions of this clause, the interest shall likewise be subject to such provisions.*

8. Limitation of Liability

- 8.1.1. *The parties agree that the customer shall bear all the risks associated with the services and hereby indemnifies the company, its members, employees and agents against any loss or damage of any nature whatsoever suffered by any person including any member, employee and/or agent of the customer resulting from or occasioned by the rendering of the services. Without derogating from the generality of a foregoing the customer indemnifies and holds the company, its members, employees and agents harmless against:*
- 8.1.2. *Any damages suffered by the customer, its delegates, guests or any third party, including but without limiting the generality of the foregoing, damages arising from any failure by the company to fulfil any of its obligations in terms of this agreement (excluding intentional failure and gross negligence) and*
- 8.1.3. *Any loss suffered by the customer, its delegates, guests or any third party arising from whatsoever cause, including but not limited to personal injury, death of any person, loss of or damages to any items of whatsoever nature, direct damages, indirect damages or consequential damages; and*
- 8.1.4. *The customer shall bear the risk and accept the responsibility for all and any items of whatsoever nature utilized for the provision of the services. The customer shall be entitled at its costs to provide security services to safeguard such goods, items or assets while it is on the property.*
- 8.2. *The customer hereby indemnifies the company, its members, employees or agents, against any claim or whatsoever nature which may be made against any of them (including legal costs on an attorney and own client scale) resulting from or occasioned by the provision of the services, however arising, except for instances of gross negligence by the company, its members, employees or agents.*

9. General

- 9.1. *This agreement incorporating the quotation constitutes the entire agreement between the parties. No variation, amendment, modification or consensual*

cancellation of this agreement shall be of any force or effect unless reduced o writing and signed by the duly authorised representative of each party.

- 9.2 *No waiver by the company of any breach, failure or default in performance by the customer, and no failure, refusal or neglect by the company to express any right hereunder or insist upon strict compliance with or performance of the customer's obligations under this agreement, shall constitute a waiver of the provisions of this agreement and the company may at the time require strict compliance with provisions of this agreement.*
- 9.3 *Should the company institute action against the customer pursuant to a breach by the customer of this agreement, then without prejudice to any other rights which the company may have, the company may recover from the customer all legal costs incurred by it, including attorney and client charges, tracing fees and such collection commission as the company is obliged to pay to this attorney. The parties agree to the jurisdiction of the Magistrate's Court having jurisdiction as the case may be, notwithstanding that the amount in issue may exceed the jurisdiction of such court.*

10. Domicilium

The Customer hereby chooses as its domicilia citandi et executandi for all purposes in connection with or arising out of these standard terms and conditions, the physical address as stated on the attached form.

11. Claims

A claim that the services are not in accordance with this agreement will not be accepted by the company unless written notice is given to the company within five (5) days of the provision of the services, stating the grounds of the claim and enclosing any supporting evidence. The company's liability (if any) to the customer in respect of any defect in the provision of the services or for any breach of contract by the company or its servants or agents shall be limited to the Price. Property, title and ownership in all goods and materials sold subject to these terms and conditions shall not be passed to the customer until such time as all sums or money owing by the customer to the company of any nature whatsoever shall be paid. The risk in any goods or materials shall pass to the customers upon delivery.

Signature: _____

Capacity: _____

Date of acceptance: _____

Name in print: _____