



# 2011 California State Fair Concessionaire Information

**California State Fair dates: July 14 – July 31, 2011**  
**Application Deadline: Monday, February 7, 2011**

Thank you for your interest in being a Concessionaire (food vendor) at the California State Fair. Please review these instructions carefully. This application is neither an offer nor a guarantee of space. If you have any questions regarding this application, please call the California State Fair Commercial & Concessions office at **(916)263-3155** or e-mail at **concessions@calexpo.com**.

## Instructions For Completing Application

1. Print and read the 2011 Commercial and Concessions Rules and Regulations Handbook available on our website [www.bigfun.org](http://www.bigfun.org)
2. This application is neither an offer nor guarantee of space.
3. If you are applying for more than one stand, you must submit separate applications for each.
4. All questions on this application must be answered completely. Be sure the information you give is accurate, as it will be the sole representation of your business for the selection process.
5. Submit a typed menu with all items and proposed prices (including beverages). If selected a formal menu will be negotiated.
6. Tent structures cannot be used and will not be considered as an acceptable food stand. Concessions trailers must have an enclosed kitchen and meet all Sacramento County health department regulations for food preparation.
7. Submit a recent photo of your food stand(s) with application. Photos will not be returned.
8. A footprint of your food stand(s) is required. Include the service support area in operational form. Be very specific for all dimensions (i.e., if hitch is not removable, please include in size of unit).
9. A copy of your California Seller's Permit and Food Handlers (ServSafe) Certificate is required with your application. Food Handlers certification is required by the State of California (exceptions: prepackaged food and beverage carts).
10. Management will determine the location of your booth. Locations are subject to change from year to year.
11. The utility and health fees on this application are subject to change per final agreement with governing agencies and departments.
12. Submit a check for \$25, payable to Cal Expo by February 7, 2011. Submit a check for \$50 after February 7, 2011.

**SUBMIT CONCESSION APPLICATION(S) TO:** California State Fair - Attn: Stephanie Horgan

Mailing Address (Letter Size)

Post Office Box 15649  
Sacramento, California 95852-1649

Physical Address (FedEx/UPS)

1600 Exposition Boulevard  
Sacramento, California 95815

## RENTAL RATE INFORMATION

Location	Rate	Description
Indoor & Outdoor	Food Trailer/Booth:	\$2,000.00 minimum guarantee or 20% of gross sales, whichever is greater
	Beverage Cart*	\$ 500.00 minimum guarantee or 20% of gross sales, whichever is greater

\* Concessions Manager will determine if Beverage Cart status is applicable.

## SACRAMENTO COUNTY ENVIRONMENT MANAGEMENT INSPECTION FEES

All concessionaires will be inspected by the County of Sacramento Environmental Health Management division. These fees are subject to change until the contract is executed with the department. If you are accepted, these fees will appear on the contract.

Safe Food Handling Fee	Per location
Trailers	\$247.00
Prepared	\$150.00
Samplers	\$130.00
Carts	\$110.00

## UTILITY REQUIREMENTS

All cords 70 Amps and less must have plugs.

220 volt must be #6/4 gauge or heavier wire with Nema Plug #14-50P

110 volt must be #12/3 gauge or heavier wire with Nema Plug #5-15P

All electrical hardwiring required is \$81.00 each/flat fee

(As stated in handbook, no plugs, extension cords, cord caps or other equipment will be provided by Cal Expo.)

Electricians time will be charged for hardwire tie-ins at \$80 per stand.

If you are accepted these charges will appear on the contract.

Amps	Cost
1- 20	\$220.00
21- 50	\$273.00
51- 100	\$666.00
101- 150	\$963.00
151- 200	\$1,257.00
201- 250	\$1,623.00
251- 300	\$1,922.00
301- 350	\$2,215.00
351- 400	\$2,514.00
Electrician needed to hardwire stand	\$80 per stand

## OTHER INFORMATION

- Once applications have been received the Commercial & Concessions Department will review all applicants and spaces for a good fit. We begin to notify all accepted vendors starting at the beginning of March.

- We will still accept applications after the February 7, 2011 deadline; however it may impact your chances of being selected. All applications submitted after February 7, 2010 will need to include a \$50 application fee.



## 2011 California State Fair Concessionaire Space Application

**Please submit the following pages with the requested information on the cover sheet along with \$25 application fee by February 7, 2011. Send \$50 application fee after February 7, 2011.**

**Check one:**    New Applicant    2010 Returning Concessionaire

Company Name: \_\_\_\_\_

Owner/Operator Name: \_\_\_\_\_

Stand Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Business Phone: (\_\_\_\_\_) \_\_\_\_\_ Cell Phone: (\_\_\_\_\_) \_\_\_\_\_

Fax: (\_\_\_\_\_) \_\_\_\_\_ How long in business: \_\_\_\_\_

Website: \_\_\_\_\_ Email: \_\_\_\_\_

Federal Taxpayer's ID # \_\_\_\_\_ CA Seller's Permit # \_\_\_\_\_

(Attach copy of permit to application)

Do you accept credit or debit cards as payment at your stand?       Yes       No

Are you a member of Western Fairs Association (WFA)?       Yes       No

Are you a member of IAFE organization?       Yes       No

Are you a member of NICA organization?       Yes       No

Do you have a ServSafe certificate? (Attach copy of certificate)       Yes       No

### **Liability Insurance & Workers Compensation Requirements**

Each exhibitor must provide the California State Fair with proof of general liability insurance of no less than \$1,000,000. Product Liability of no less than \$1,000,000 is required for food samplers. Please check the box below indicating the type of insurance you will provide for Fair. **Completing this form does not constitute proof of insurance. Proof of insurance will be required once a contract has been issued. Each exhibitor who hires employees must also provide a copy of worker's compensation insurance.**

**My own carrier\***    Carrier: \_\_\_\_\_

**WFA Master List CFSA #** \_\_\_\_\_ **Policy Expires** \_\_\_\_\_ **Name policy is under** \_\_\_\_\_

**Purchase Haas & Wilkerson Insurance through Cal Expo. \$130 will be added to your contract.**




**References**

(List 2 fairs, festivals or shows you have recently participated in)

Event

#1 \_\_\_\_\_

Contact person \_\_\_\_\_ Phone (    ) \_\_\_\_\_

Event

#2 \_\_\_\_\_

Contact person \_\_\_\_\_ Phone (    ) \_\_\_\_\_

**NOTES** (Please use this space to add any information that was not included above).

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**Financial Interest**

Names are required of all persons with financial interest (ownership) in your business or organization (if a corporation, list corporate offices). Descriptions such as "none", "self", or "corporation" are not acceptable.

Name(s) \_\_\_\_\_

**Certification of Applicant**

I have read and understand the 2011 Commercial & Concessions Handbook, instructions and any additional information attached. I understand that this form is an application for space only, and is neither a commitment by the applicant, nor an offer by the California State Fair to rent space. I certify all information contained in this application to be true and accurate to the best of my knowledge.

Signature \_\_\_\_\_ Date \_\_\_\_\_

\_\_\_\_\_

Printed Name \_\_\_\_\_ Title \_\_\_\_\_