

**California State Fair dates: July 13 – July 29, 2018  
Application Deadline: Friday, February 9, 2018**

Thank you for your interest in being a concessionaire (food vendor) at the California State Fair. Please review the following 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 **concessions@calexpo.com**.

### **Instructions For Completing Application**

1. Print and read the 2018 Commercial and Concessions Rules and Regulations Handbook available on our website [www.castatefair.org](http://www.castatefair.org).
2. **If you are applying for more than one stand, you must submit a separate application and application fee for each.**
3. 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.
4. Submit a typed menu with all items and proposed prices (including beverages). If selected, a formal menu will be negotiated.
5. 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.
6. Submit a recent photo of your food stand(s) with application. Photos will not be returned.
7. 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).
8. 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).
9. Management will determine the location of your booth. Locations are subject to change from year to year.
10. The utility and health fees on this application are subject to change per final agreement with governing agencies and departments.
11. Submit a check for \$25 (per stand), payable to Cal Expo by February 9, 2018. Submit a check for \$50 (per stand) after February 9, 2018.

**SUBMIT CONCESSION APPLICATION(S) TO:** California State Fair - Attn: Commercial & Concessions Office

Mailing Address (Letter Size)  
Post Office Box 15649  
Sacramento, California 95852-1649

Physical Address (FedEx/UPS)  
1600 Exposition Boulevard  
Sacramento, California 95815

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

## RENTAL RATE INFORMATION

Item	Location	Rate	Description
Trailer/Stand	Indoor/Outdoor	\$2,000	Minimum guarantee or 27% of gross sales, whichever is greater
Beverage Cart*	Indoor/Outdoor	\$500	Minimum guarantee or 27% 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. Fee may be lowered if you have a Multi-Event Vendor (MEV) permit.

Safe Food Handling Fee Description	Fee Per location
Trailers	\$288
Prepared	\$170
Samplers	\$130
Carts	\$110

### REYES COCA-COLA

Coca-Cola is the official soft drink, bottled water and ice sponsor of the California State Fair. Therefore, all carbonated and non-carbonated beverages, energy drinks, water, ice and "Fair Cups" must be purchased from Reyes Coca-Cola. All soda must be served in the designated "Fair Cup". Refillable Souvenir Cups are also available for purchase through Reyes Coca-Cola. Only the current year "Fair Cup" can be sold.

#### Ice & Ice Merchandisers

Reyes Coca-Cola will provide all ice and ice merchandisers for the 2018 California State Fair. To order an ice merchandiser, email Philip.Groft@Reyescsb.com.

**Working Merchandisers – \$375.00 each\*      \*Price subject to change**

These are refrigerated storage merchandisers with solid doors and require 110 VAC power with at least a 12-amp circuit.

All equipment used to dispense carbonated beverages or ice merchandisers must have Coke product labeling or no labeling. Competing brand signage is not allowed.

### FIRE MARSHAL

The State Fire Marshal (SFM) has jurisdiction at the Cal Expo facility. General Guidelines can be found in the 2018 Commercial and Concessions Rules and Regulations Handbook. For a complete listing of applicable SFM regulations visit the website at [www.fire.ca.gov](http://www.fire.ca.gov).



# 2018 California State Fair Concessionaire Space Application

**Please submit the following pages with the requested information on the cover sheet, along with the \$25 application fee by February 9, 2018. After February 9, 2018 the application fee increases to \$50.**

Check one:  New Applicant  2017 Returning Concessionaire    Space #: \_\_\_\_\_

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

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

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

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

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

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

Fax: (\_\_\_\_\_) \_\_\_\_\_ Website: \_\_\_\_\_

E-mail: \_\_\_\_\_ How long in business? \_\_\_\_\_

On Site Contact Name: \_\_\_\_\_ On Site Contact Phone: (\_\_\_\_\_) \_\_\_\_\_

On Site Contact E-mail: \_\_\_\_\_

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)       Yes       No
- Do you have an MEV Permit with the Health Dept.? (Attach copy)       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 the 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 #: \_\_\_\_\_ Expires: \_\_\_\_\_ Name policy is under: \_\_\_\_\_
- Purchase Haas & Wilkerson Insurance through Cal Expo. (\$130 will be added to your contract)

**Utility Requirements**

Please be specific on your application as your contract will reflect the exact amount you request. Electrical audits will be conducted during the State Fair. If your electrical needs change, you will be billed accordingly. Please provide amperage requirements for running at maximum capacity. You must account for all equipment that will need power inside your trailer and in your outside space. If we are not informed of proper requirements, we may not be able to provide service.

All cords that are 70 amps or less must have plugs. 220 volt cords must be #6/4 gauge or heavier wire with a NEMA plug #14-50P. 110 volt cords must be #12/3 gauge or heavier wire with a NEMA plug #5-15P. As stated in the handbook, Cal Expo does not provide plugs, extension cords, cord caps or other equipment.

**120 VOLT SINGLE PHASE**

	<b>Food Trailer</b>	<b>Appliances*</b>
	<u>Quantity</u>	<u>Quantity</u>
20 Amp Circuit	N/A	_____
30 Amp Circuit	N/A	_____

**240 VOLT SINGLE PHASE**

	<b>Food Trailer</b>	<b>Appliances*</b>
	<u>Quantity</u>	<u>Quantity</u>
50 Amp Panel	_____	_____
100 Amp Panel	_____	_____

**208 VOLT THREE PHASE**

	<b>Food Trailer</b>	<b>Appliances*</b>
	<u>Quantity</u>	<u>Quantity</u>
30 Amp Circuit	N/A	_____
50 Amp Panel	_____	_____
100 Amp Panel	_____	_____
200 Amp Panel	_____	_____

**SPECIAL ELECTRICAL SERVICES**

Please check the box below if you require the following:

Electrical Hardwire

Does your stand use water/sewer?  Yes  No

Does your stand produce grease?  Yes  No If yes, how many gallons? \_\_\_\_\_  
(Estimated total for 17 day fair)

**ELECTRICAL FEE TABLE**

**120 Volt Single Phase**

20 amps	\$100
30 amps	\$150

**240 Volt Single Phase**

50 amps	\$575
100 amps	\$775

**208 Volt Three Phase**

30 amps	\$525
50 amps	\$750
100 amps	\$1,000
200 amps	\$1,775

Hardwire Fee: \$80

**\*Appliance Requirements**

Required amperage for any fridge, freezer, washer, dryer, or other large appliance in your space is 20 amps for each item. Please order accordingly.



**References**

Please list two fairs, festivals, or shows that you have recently participated in.

Event #1: \_\_\_\_\_

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

Event #2: \_\_\_\_\_

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

**Notes**

Please use the space below to add any information that was not included above.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Financial Interest**

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

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

**Certification of Applicant**

I have read and understand the 2018 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: \_\_\_\_\_