

**California State Fair dates: July 17 – August 2, 2020
Application Deadline: Friday, February 14, 2020**

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 contact the California State Fair Commercial & Concessions Office at **(916) 263-3155** or **concessions@calexpo.com**.

Instructions For Completing Application

1. Print and read the 2020 Commercial and Concessions Rules and Regulations Handbook available on our website 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 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 14, 2020. Submit a check for \$50 (per stand) after February 14, 2020.

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. We begin to notify all accepted vendors in 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 ice and ice merchandisers for the 2020 California State Fair. To order an ice merchandiser, email Philip.Groft@Reyescsb.com.

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

Please indicate here if you will be providing your own ice machine Yes No

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 2020 Commercial and Concessions Rules and Regulations Handbook. For a complete listing of applicable SFM regulations visit the website at www.fire.ca.gov.



2020 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 14, 2020. After February 14, 2020 the application fee increases to \$50.

Check one: New Applicant 2019 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

Would you like to participate in the Food Festival Competition? 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.

**FOOD TRAILER & APPLIANCE
ELECTRICAL ORDER***

120 VOLT SINGLE PHASE

	<u>Quantity</u>
20 Amp Circuit	_____
30 Amp Circuit	_____

240 VOLT SINGLE PHASE

	<u>Quantity</u>
50 Amp Panel	_____
100 Amp Panel	_____

208 VOLT THREE PHASE

	<u>Quantity</u>
30 Amp Circuit	_____
50 Amp Panel	_____
100 Amp Panel	_____
200 Amp Panel	_____

SPECIAL ELECTRICAL SERVICES

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

***Electrical Requirements**

Required amperage for any fridge, freezer, washer, dryer, or other large appliance in your space is 20 amps for each item and must be included in your order. Note that 20 & 30 amp circuits are not sufficient to power food trailers. 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 2020 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: _____