

**California State Fair dates: July 11 – July 27, 2025  
Application Deadline: Friday, February 28, 2025**

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) 263-2499 or [foodcon@calexpo.com](mailto:foodcon@calexpo.com).

## **Instructions For Completing Application**

1. Review the 2025 Commercial and Concessions Rules and Regulations Handbook available on our website [www.CalExpoStateFair.com](http://www.CalExpoStateFair.com)
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. Food vendors must be compliant with The Sustainable Packaging for the State of California Act of 2018 (SB1335).
6. Tent structures will not be considered as an acceptable food stand. Concession 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 (per stand), payable to Cal Expo by February 28, 2025. Submit a check for \$50 (per stand) after February 28, 2025.

### **SUBMIT CONCESSION APPLICATION(S) TO:**

Print & Mail To:  
California State Fair  
Attn: Concessions Office  
1600 Exposition Boulevard  
Sacramento, CA 95815

Once applications have been received, the Commercial & Concessions Office will review all applications and begin notifying accepted vendors by March 31, 2025. If you do not hear by March 31, 2025, please follow up via email at [foodconcessions@calexpo.com](mailto:foodconcessions@calexpo.com).

**RENTAL RATE INFORMATION**

<b>Item</b>	<b>Location</b>	<b>Rate</b>	<b>Description</b>
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.

<b>Safe Food Handling Fee Description</b>	<b>Fee Per location</b>
Trailers	\$300
Prepared/ Samplers	\$200
Carts	\$150

**SOFT DRINKS, BOTTLED WATER, AND ICE**

Cal Expo has a marketing and pourage exclusivity with PepsiCo in the categories of carbonated beverage, non-carbonated beverage, sports drinks, packaged water, ice, cups, and support services. As such, Permittee cannot pour or advertise products, including sampling, that are in conflict with Cal Expo's agreement. In addition, these services and items must be purchased through PepsiCo, as they are the exclusive on grounds distributor of these products. As such, signage or sponsorship of any other product will not be allowed.

**Ice & Ice Merchandisers**

There will be an option for ice and ice merchandisers for the 2025 California State Fair. To order an ice merchandiser, contact the California State Fair Concessions Office for further information.

**Working Merchandisers – \*\* Price TBD \*\***

**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 the appropriate PepsiCo 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 2025 Commercial and Concessions Rules and Regulations Handbook. For a complete listing of applicable SFM regulations visit the website at <https://osfm.fire.ca.gov/>.



# 2025 California State Fair Concessionaire Space Application

**Please submit the following pages with the requested information, along with the \$25 application fee by February 28, 2025. After February 28, 2025 the application fee increases to \$50.**

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

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

Booth/Stand Name: \_\_\_\_\_

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

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

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

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

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

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

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

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

Do you have an MEV Permit with the Health Dept.? (Attach copy)       Yes       No  
MEV Permit must be submitted with application to receive a credit on Health Department Fees.

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## **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 Name: \_\_\_\_\_

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

Purchase Haas & Wilkerson Insurance through Cal Expo, \$130 will be added to your contract, (Entertainers will be charged a higher premium, \$175 per booth.)

**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.

**ELECTRICAL ORDER FEE TABLE**

No Electrical Needed

<b><u>120 Volt Single Phase</u></b>	<b><u>240 Volt Single Phase</u></b>	<b><u>208 Volt Three Phase</u></b>
20 amps - \$100 Quantity_____	50 amps - \$575 Quantity_____	30 amps - \$525 Quantity_____
		50 amps - \$750 Quantity_____
30 amps - \$150 Quantity_____	100 amps - \$775 Quantity_____	100 amps - \$1,000 Quantity_____
		200 amps - \$1,775 Quantity_____

**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.

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)

**Menu**

Please provide a typed menu that includes all items and their proposed prices. If selected, we will be happy to negotiate the details of a formal menu. We look forward to discussing your offerings further.

**Trailer/Stand Dimensions**

My trailer/stand is a(n):  End Serve     Side Serve     Food Truck

Removable hitch:         Yes         No

Dimensions of trailer/stand: Width: \_\_\_\_\_ Depth: \_\_\_\_\_ Height: \_\_\_\_\_

Dimensions of backyard area needed: Width: \_\_\_\_\_ Depth: \_\_\_\_\_

Kindly submit photos of your stand or trailer for us to get a visual impression of your booth. This will help us better understand your setup.

Please sketch a complete diagram of your stand including awnings, counters and backyard area. Include measurement in feet. Show hitch on trailer if it cannot be removed. Concessionaire must provide own screening.



**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.

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**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 2025 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: \_\_\_\_\_