



Stanislaus County Fair

CONCESSIONS & COMMERCIAL VENDOR DEPARTMENT

38TH DISTRICT AGRICULTURAL ASSOCIATION • 900 N. BROADWAY, TURLOCK, CA 95380

2026 Commercial & Concessions Application

Concessions Manager: Apryl Azevedo Email: Aazevedo@stancofair.com
Concessions Secondary: Troy Stanhope Email: Tstanhope@stancofair.com
Concessions Office: 209-668-1333 Ext. 300

July 10th - 19th 2026

Thank you for applying for Commercial Exhibit/Concession space at the Stanislaus County Fair. Please note that submitting this application does not guarantee space. Complete all sections thoroughly for full consideration. This application is not a commitment by the applicant or the Stanislaus County Fair to enter into a rental agreement.

Business Name: _____

Contact Person: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

Social Media Handles: _____

Vendor Location & Size: Inside: _____ Outside: _____

Sellers Permit No: _____

Do you require Electrical? (Please fill out attached Electrical Questionnaire, if 'Yes') Yes No

Purchasing CFSA Insurance? Yes No, I have my own. Liability Insurance #: _____

List of products you wish to sell or promote, and if you offer samples for human consumption:

Be specific as your list of products will become part of your contract; Attach additional pages if necessary.

List of references (i.e., other fairs/festivals, farmers' markets)

1. _____ Phone: _____

2. _____ Phone: _____

3. _____ Phone: _____

Please attach photos of prior exhibits and set-up specs. **Your application will not be considered without a photograph of your booth.**

All exhibitors and concessionaires are required to submit a certificate of liability insurance or purchase a policy from CSFA (California Fair Services Authority) available through the fair. All exhibitors and concessionaires will require working credentials.

***** DO NOT SEND MONEY WITH APPLICATION*****

2026 Commercial Exhibits & Concessionaire Fees

Commercial Exhibitors Indoors:

10x10	\$700.00
20x10	\$1400.00

Commercial Exhibitors Outdoors: (Fair Does Not Provide Tents)

10x10	\$700.00
20x20	\$1000.00

CFSA Liability Insurance:

Non-Food Vendor	\$195.00
Food Concessions	\$245.00
Liquor Liability	*Ask for Quote

Additional Fees that may apply:

Working Credentials: Book of 10 passes. One working credential per day, per employee is required. WFA credential holders do not need a working credential \$50.00

RV Space for 13 Days: Please indicate the footprint (length x width) of the RV and power requirements. Spaces are limited. RVs ONLY. \$450.00

Stock Truck Parking: \$100.00
Power and Water. Please indicate length of stock truck and power requirements. Space is limited.

Fair Food Booth Rental (stationary or portable) \$200.00

Guidelines & Procedures

Stanislaus County Fair, 38th Agricultural District Association
Vendors & Concessionaires
July 10th - July 19th, 2026

General:

1. Booths must be staffed during all open hours of the Fair.
2. Subleasing is not permitted. All assigned spaces must be used solely by the contracted lessee.
3. Fair Management is not responsible for goods shipped to the Fair prior to vendor check-in.
4. The sale or distribution of any item that depicts, encourages, or promotes the use of illegal drugs, paraphernalia, or substances is strictly prohibited.
5. Stickers (including bumper stickers or those applied to clothing), and helium balloon giveaways are not permitted.
6. Vendors and concessionaires may not consume alcoholic beverages within their booths.
7. All displays, personnel, and solicitation activities must remain within assigned booth areas. Leaning or stepping into aisles is not permitted.
8. Vendors remaining after closing for cleanup must do so with subdued lighting, booth flaps partially closed, and without transacting additional business.
9. Booths must remain intact until after closing on the final day of the Fair. Early teardown may result in exclusion from future Fairs.
10. Plastic tarps must not be visible during Fair operating hours.
11. All Vendors and concessionaires must display a professionally produced signage identifying their company name.
12. Video presentations must be approved by the Concessions Manager prior to opening day.
13. Vendors are responsible for maintaining cleanliness in and around their booth areas, including trash removal.
14. All outdoor tents, canopies, or shade structures must be approved by the California State Fire Marshal prior to setup. Each tent must have a permanently affixed California State Fire Marshal label indicating that the material is flame-retardant. Vendors are responsible for ensuring their tent meets all fire and safety regulations
15. Fire extinguishers must be readily accessible within each tented area as required by the Fire Marshal and the Fair.
16. Tent or shade structures may be used inside buildings without their canopies and only with prior approval from the Concessions Manager.
17. Structures must be fire-resistant and labeled accordingly and must not obstruct other vendors.
18. Food booths may close only with prior approval from the Concessions Department or the CEO.
19. All food booths must be approved by both Fair Management and the Stanislaus County Health Department.
20. Distribution of edible samples requires prior approval from the Stanislaus County Health Department and Concessions Manager.
21. Fair Management reserves the right to assess additional fees for excessive electrical usage.

22. The Stanislaus County Fair is not responsible for loss or damage to vendor property.
23. Single-use plastic bags are not permitted in vendor booths.
24. Electrical extension cords must be heavy-duty, three-wire (grounded), hard-usage type, and no longer than 20 feet.
25. Candy giveaways are prohibited.
26. Indoor exhibitors may access their booths two hours before opening each day through the **East End entrance only**. All other doors will remain closed and locked until opening time.

Outdoor Set-up:

1. Outdoor exhibitors and concessionaires may begin setting up on Wednesday or Thursday prior to opening day, between 8:00 a.m. and 8:00 p.m.
2. There is no Fair-provided security prior to the Thursday before opening day. Vendors who set up early do so at their own risk.
3. Booths must be neat, painted, professional in appearance, and in finished condition.
4. Stored items must be neatly contained within booths or enclosed storage areas. Hidden from public view - no exceptions.
5. Because of underground utilities, all fencing, staking, or ground penetration must be pre-approved by the Concessions Manager and Maintenance Supervisor.
6. All wastewater must be properly drained into sewer connections. Hose drains onto the ground are prohibited.

Indoor Set-up:

1. Indoor exhibitors may set up Wednesday and Thursday before the Fair, from 8:00 a.m. to 8:00 p.m. Booths must be completed and ready by 3:00 p.m. on opening day.
 - Standard booth drape frames are provided (8' high back, 3' high sides).
 - Displays exceeding sidewall height are allowed if they do not extend more than 48 inches from the back wall.
 - Nothing may be attached to drapes or frame structures. Vendors will be billed for any damage.
2. All booth materials must be flameproof.
3. Each booth must provide its own adequate LED lighting to ensure proper visibility and enhance overall booth presentation.

Payments for Concessionaires Paying a Percentage:

1. Percentage-based payments must be made to the Concessions Office twice during the Fair:
 - Midweek payment: Wednesday (mid-Fair). Office hours for payments are 10:00 a.m. – 2:00 p.m.
 - Final payment: After closing on the last day of the Fair.
2. All cash registers must be inspected and approved before opening.
3. All registers must use an approved Point of Sale (POS) system (see POS Policy).
4. Receipts for all commission payments will be issued by Fair staff.

Selling and Give-aways:

1. Items described as giveaways must be completely free. If donations are requested, a sales contract is required.
2. Free drawings must be pre-approved by the Concessions Manager. The drawing time and winner list must be publicly posted, and drawings must occur during Fair hours. A final winner list must be submitted to the Concessions Manager.
3. Handouts must be distributed by booth personnel, not left for random pickup.
4. All handouts must be pre-approved by the Concessions Manager.

Vehicles:

1. All service vehicles on Fairgrounds must follow Fair rules. Violations may result in towing at the owner's expense.
2. Exhibitors and concessionaires must follow parking permit instructions.
3. On weekdays, vehicles must be removed from the Fairgrounds by **3:00 p.m.**
4. On weekends, vehicles must be removed by **11:00 a.m.**
5. Unattended vehicles without valid credentials will be ticketed and towed.
6. Vendors using golf carts must carry **golf cart liability insurance** in addition to general liability coverage.
7. Parking along the inside fence facing the canal is prohibited without a permit. Violators will be towed at their own expense.

Working Credentials:

- 10x10 spaces include **one (1) 10-day Pass**
 - 20x10 spaces or food concessionaires receive **two (2) 10-day Pass**
1. Each pass grants one daily entry; get your hand stamped before exiting.
 2. Discounted "Working Credential" passes are for booth workers and owners only. Misuse may result in contract cancellation.
 3. Every worker must have a pass for entry. **No pass = no entry.**
Vendor gates include:
 - **Gate 5:** North parking lot (through Carnival, open 24 hours)
 - **Gate 3:** Floriculture gate (open Fair Hours)
 - **Gate 1:** Near Administration Office (open 24 hours)
*Vendors entering through the Livestock Gate must use public lines.
 1. Working credentials may be purchased at the Fair Office: **\$50 for 10-day passbook.**
 2. Allocation of credentials will be noted on each vendor's worksheet. (Credentials are limited and are allocated at the discretion of the concessions manager.)
 3. **WFA passes** will be honored.
 4. Vendors parking in the North Lot must enter through **Gate 5** (By the Carnival)

Booth and Display Removal:

1. Booth teardown is prohibited until after closing on the final day of the Fair. Vendors must obtain permission from the Concessions Manager and Fair Security before beginning teardown.
2. The Fairgrounds will be open **Monday and Tuesday (8:00 a.m.–4:00 p.m.)** after the Fair for booth removal.
 - The E-2 Building will close promptly at 4:00 p.m. Monday and Tuesday after fair.

Violations:

Violations of any guidelines may result in immediate removal from the Fair and disqualification from participation in future events.

Point of Sale (POS) & Daily Sales Reporting

Requirements, Policies, and Procedures

These requirements apply to all vendors using Point of Sale (POS) systems under contracts that include commission payments to the Stanislaus County Fair (38th DAA). Failure to comply may result in fines, loss of deposit, termination of contract, or permanent removal from the grounds.

POS Machine Requirements:

1. Vendors must use electronic, internet-based POS systems capable of processing cash, credit, and debit transactions through a single device.
2. Daily POS reports must include gross sales, net sales, totals by payment type, refunds, voids, and no-sales counts.
3. Each POS must generate a daily PDF sales journal and summary showing the vendor's contracted name and the unique POS identifier assigned by the Fair Auditor (e.g., *StanCoFair_POS1*).
4. Reports must cover a 24-hour period (2:00 a.m. to 2:00 a.m.) to align with Fair accounting hours.

Opening a POS for Sales:

1. The Fair auditor must tag and approve each POS **before** sales begin (Fair auditor will assign a unique POS number to each POS.)
2. Wi-Fi access information is available at check-in (Fair Auditor can help with POS Wi-Fi Issues)
3. Set the local tax rate to **0%** (taxes will be backed out by Fair accounting software).
4. Name each POS using the format: *VendorName POS#* (POS# will be assigned at time of tagging by Auditor.)
5. POS devices must be tagged and ready at least two (2) hours before opening day.
6. Pre-Fair sales are allowed only if:
 - Approved by the Concessions Manager,
 - Cleared by Health Department officials, and
 - Tagged/opened by the auditor beforehand.
7. POS tags must always remain visible from the front of the stand.
8. If an additional POS is added during the event, it must be tagged and opened by the auditor before use.
 - Operating an untagged POS may result in fines up to the average of your highest daily sales, booth closure, and/or removal from the grounds.

Daily Sales Reporting:

1. Vendors must email PDF sales journals and summary reports to the auditor by **10:00 a.m. the following morning**, regardless of total sales.
 - Late reports may incur a **\$50 per day per POS fine**.
2. Pre-Fair sales must also be reported by 10:00 a.m. the following day.
3. Reports must be in PDF format—screenshots or photos are not accepted.
4. Reports must be emailed from the vendor's own address (not a "noreply@" system).
5. **VOIDS ARE NOT PERMITTED.**
6. Refunds and overrings must be reported nightly with transaction ID, reason, amount, and corrected total.
7. "No Sales" are limited to **one per hour** during open hours:
 - Up to **8 per weekday**
 - Up to **12 per weekend day**
 - Excessive "No Sales" may result in fines up to **15% of that day's gross sales**.

Commission Calculations & Payments

1. Commission rates are determined by the 38th DAA and specified in vendor contracts.
2. Reported tips (if itemized) will be deducted from gross sales by the auditor.
3. Bank or POS transaction fees are not deducted from gross sales.
4. Applicable taxes will be backed out before commission calculations.
5. All required commission payments must be completed within **24 hours of end of Fair**
6. During the Fair:
 - **Mid-Fair payment:** Collected on the 6th day, Wednesday (covering first 4 days of sales).
 - **Final payment:** Collected after closing on the final day or the following business day.
7. Payments must be made by cash or check.

2026 Stanislaus County Fair Hours & Promos

July 10th – July 19th, 2026

Category	Days	Open Time	Close Time
Fair & Carnival	Monday–Friday	4:00 pm	12:30+ am (until grounds cleared)
	Saturday–Sunday	12:00 pm (noon)	12:30+ am (until grounds cleared)
Buildings	Monday–Friday	4:00 pm	11:00 pm
	Saturday–Sunday	12:00 pm (noon)	11:00 pm
Booths Serving Alcohol	Daily	Fair opening time	10:30 pm
Outdoor Exhibits	Monday–Thursday	Fair opening time	11:30 pm
	Friday–Sunday	Fair opening time	12:00 am
Outdoor Concessions	Monday–Thursday	Fair opening time	12:00+ am
	Friday–Sunday	Fair opening time	12:30+ am
Stanley Eats Promo \$5 food bites	Daily	4:00 pm	6:00 pm
Free until 3:00 pm - Promo*	Sundays	12:00 pm	3:00 pm
\$5 before 5:00 pm - Promo*	Weekdays	4:00 pm	5:00 pm

*Fair Gate Admissions

SCF CONCESSION MENU

Business Name: _____

Food/ Drink Items	Price	Price of Small	Price of Medium	Price of Large
1. _____	\$ _____	\$ _____	\$ _____	\$ _____
2. _____	\$ _____	\$ _____	\$ _____	\$ _____
3. _____	\$ _____	\$ _____	\$ _____	\$ _____
4. _____	\$ _____	\$ _____	\$ _____	\$ _____
5. _____	\$ _____	\$ _____	\$ _____	\$ _____
6. _____	\$ _____	\$ _____	\$ _____	\$ _____
7. _____	\$ _____	\$ _____	\$ _____	\$ _____
8. _____	\$ _____	\$ _____	\$ _____	\$ _____
9. _____	\$ _____	\$ _____	\$ _____	\$ _____
10. _____	\$ _____	\$ _____	\$ _____	\$ _____
Drinks				
Sodas	\$ _____	\$ _____	\$ _____	\$ _____
Hot Chocolate	\$ _____	\$ _____	\$ _____	\$ _____
Coffee	\$ _____	\$ _____	\$ _____	\$ _____
Lemonade (must have approval to sell)	\$ _____	\$ _____	\$ _____	\$ _____
Tea	\$ _____	\$ _____	\$ _____	\$ _____
**If you need more space, please use another paper				

Stanislaus County Fair Concession Stand Information

Please complete the following information accurately. This will help Fair Management ensure your setup meets all required electrical and fire safety standards.

Electrical Needs

How many 208V / 50 AMP plugs needed: _____

How many 110V / 20 AMP plugs needed: _____

If possible, please attach a **wiring diagram or photo** of your breaker panel to this application.

Equipment Information

Number of fryers: _____

Fuel type (circle one or both): **Gas / Propane**

Any additional outdoor electrical needs: _____

Power Supply Cord Specifications

Gauge of wire: _____

Outdoor Cooking Equipment

How many outdoor grills? _____

Fuel type (check all that apply): Wood Charcoal Gas

Trailer / Booth Setup

Trailer dimensions (width x length x height): _____

Serving side of trailer (circle one — reference standing at the hitch facing trailer): **Right / Left**

Stand footprint: Include total area of your setup in your sketch (serving area, backyard, counter space, storage, etc.)

Fire Marshal Information

Fire hood suppression system (if applicable): Yes No, not applicable

Total number fire extinguishers: _____

Type of fire extinguishers: _____

CalFire approved tenting: Yes No

Sketch of your set up or attach pictures of your set up