

For Immediate Release

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Dutchess County Fair Announces Concession and Vendor Business Transfer Policy

Rhinebeck, NY - The Board of Directors of the Dutchess County Agricultural Society, Inc, home of the Dutchess County Fair, has recognized the contribution their concessions and vendors make to the success of the Dutchess County Fair and passed a resolution creating the Concession and Vendor Business Transfer Policy.

They recognize that concessions are not traditional “brick and mortar” businesses and in transitioning their business to new owners, the location of their operation at a Fair is key to the value of their operation.

The DCAS policy states that the prospective owner must fill out a DCAS Fair application, including references and submit this prior to taking ownership. After the references are checked and the prospect is approved, DCAS will offer the location to the new owner for 1 year, with the understanding that product quality remains at or above the existing standard and income produced from the booth also remains at or above the existing level.

The benefits of the policy are across the board for all involved. Concessionaires are guaranteed a route with their equipment, adding value to the sale of their business; a route with the equipment purchase gives buyers a stronger business plan when approaching a lender. Finally, the Fairgrounds retains control over their concession operations.

Dutchess County Fair Concession and Vendor Business Transfer Policy

The Dutchess County Agricultural Society, Inc (DCAS) recognizes the contribution our concessions and vendors make to the success of the Dutchess County Fair.

We also recognize that they are not traditional “brick and mortar” businesses and as they look to transition their business to new owners, the location of their operation at our Fair is key to the value of their business.

The policy of the DCAS for the transition of business ownership to new owners is as follows:

- The prospective owner must fill out a DCAS Fair application, including references and submit this prior to taking ownership.
- After the references are checked and the prospect is approved, DCAS will offer the location to the new owner for 1 year, with the understanding that product quality remains at or above the existing standard and income produced from the booth also remains at or above the existing level.
- Any concession or vendor not abiding by this policy in transferring their business may lose their location(s).

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