



## Information for Dutchess County Fair Concessions Operations

Thank you for your interest in joining us at the Dutchess County Fair! The Dutchess County Fair is the largest six day fair in New York State and according to industry “insiders” has long been considered the best six day county fair in the country. 170+ years old, The Dutchess County Fair boasts a tradition of excellence.

Averaging 350,000 attendees over the 6 days, we draw from a one hundred-fifty mile plus radius of Rhinebeck.

Concessions are chosen on product/services, the application and support materials, concessions experience, booth presentation and location availability. There is no deadline for applications and an application will be considered for two years from receipt. Incomplete applications will not be considered. Applications will be acknowledged with a confirmation of receipt letter. Concession License applications are available at [www.dutchessfair.com](http://www.dutchessfair.com).

Typically, new concessions are invited to join us in mid-April on. Contracts to existing concessions are sent out in February and by mid-April we know what locations are not booked. There are very few openings and the selection process is very competitive.

If you have questions, please feel free to contact the Fairgrounds Office at 845-876-4000 or [daschmann@dutchessfair.com](mailto:daschmann@dutchessfair.com). For additional information, please see the Vendor Handbook.

Types of License Agreements – *Prices may change*

**Inside Sales** – Concessions located in one of our 4 Commercial Exhibit buildings. Licenses are issued for selling and promoting a specified product or service. A 10x10 space is the smallest available at \$650 for the week.

**Outside Sales** – Concessions located in one of the outside Commercial Exhibit areas. Licenses are issued for selling and promoting a specified product or service. Outside spaces require a covering and tent rentals are available. A 15x15 space is the smallest available at \$975 for the week.

**Food Concessions** – Concessions pay a deposit and amenities charges to hold their location for the Fair. They pay 18% of gross sales after applicable sales tax unless located in a DCAS facility.

**Specialty Foods** – Concessions located in our Specialty Foods building. Licenses are issued for selling and promoting a specified **packaged** food or farm product. A 10x10 space is the smallest available at \$650 for the week.

**Craft Tent** – Concessions located in our Craft Tent. Licenses are issued for selling and promoting a specified product or service. A 10x10 space is the smallest available at \$650 for the week.

**Non-profit** – A limited number of non-profit vendors for the fair are selected from applications submitted. Costs for these spaces include liability insurance coverage and gate passes for staffing. All booths must be manned while the Fair is open.

Non profits can also apply for regular vendor space at regular rates. Non-profits will be notified by May 1<sup>st</sup> if they are selected for the complimentary booths. Political or religious non-profits are not eligible for the locations per the Dutchess County Agricultural Society by-laws. The Fair reserves the right to exclude any organization.

License fees and information are subject to change. Limited on-site camp sites and on-site storage are available at an additional charge on a first come first served basis.

For additional information:

[www.dutchessfair.com](http://www.dutchessfair.com)

845-876-4000

# Dutchess County Fair License Application

Application must be accompanied with a \$20.00 application fee to be complete.

Company or Organization			Date of Application	
Address				
City, State Zip				
Contact Person				
Cell Phone		Business Phone		
Email				

Space Desired:

- Food   
  Indoor   
  Outdoor   
  Crafts   
  Specialty Foods   
  Non-Profit

Size Desired: **(All awnings, hitches, tent pegs, overhangs, tie-downs, etc. must be included!)**

Minimum Size needed:		Maximum Size:	
Front Footage	Depth ft.	Front Footage	Depth ft.

List products or services you are requesting to be sold or displayed.

**Picture(s) of product and booth must be submitted along with the application.**


References: Three Events or Business References

Fair or Show	Contact Person	Phone Number

I am a member of the following industry trade associations;

- IAFE   
  NYS Fair Association   
  NICA   
  OABA   
  Other \_\_\_\_\_

I acknowledge that this application is not a license agreement and does not constitute an offer to participate.

Signature	Date

Return application **and payment** to DCAS, PO Box 389, Rhinebeck, NY 12572

Fee-

- Cash   
  Money Order   
  Check