

# 2021

# DUTCHESS COUNTY FAIR

## AUGUST 24-29, 2021



## VENDOR HANDBOOK

### WELCOME TO THE DUTCHESS COUNTY FAIR

*If you are joining us for the first time, welcome! If you are returning, welcome back. Please take a minute to review the information in this handbook. It is a useful guide to all operational protocol during the Fair. You will be expected to know, understand and abide by it.*

*Thank you for being with us. You have our gratitude and best wishes for a most successful Fair!*

#### Mailing Address

PO Box 389, Rhinebeck, NY 12572

845-876-4000

845-876-4003 Fax

#### Shipping address

6550 Springbrook Ave., Rhinebeck, NY 12572

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

[daschmann@dutchessfair.com](mailto:daschmann@dutchessfair.com) - Vendor Manager

**MARCH 15 - CONTRACT & INITIAL PAYMENT DUE (+1/2 CONTRACT AMOUNT)**

**JULY 1 - INSURANCE CERTIFICATES ARE DUE (*Certificates not naming us as an additional insured will not be accepted. Please see Page 2 of the Handbook for clarification.*)**

**JULY 15 - FINAL PAYMENT DUE**

**AUGUST 20 - VENDOR CHECK IN OPENS  
VENDOR CAMPING OPEN**

**AUGUST 24 - 10:00 DUTCHESS COUNTY FAIR OPENS**

## **HOURS OF OPERATION**

The Fair opens on Tuesday morning at 10:00 AM, and closes at 10:00 PM on Sunday. Vendors are expected to be open for business every day from 10:00 AM to 10:00 pm – *INCLUDING SUNDAY!*

All vehicles must be removed from the grounds by 9:00 AM daily.

## **INSURANCE – MUST BE SUBMITTED BY JULY 1**

***Certificates not naming us as an additional insured will not be accepted.***

Non-food exhibitors must pay \$75 per booth; food concessions must pay \$100 per stand unless the concession provides a valid insurance certificate for a minimum of one million dollars (\$1,000,000) for the dates of set-up through breakdown.

Please have a Certificate of Insurance, **naming the Dutchess County Agricultural Society, Inc., PO Box 389, Rhinebeck, NY 12572 as an additional insured specifically stated as such under the Description of Operations on the front of the certificate for at least \$1 million.** COI can be faxed to 845-876-4003 or emailed to [daschmann@dutchessfair.com](mailto:daschmann@dutchessfair.com).

Any vehicle driving on the fairgrounds must have valid auto insurance coverage.

Refund checks will not be issued for the overpayment of insurance coverage. Please make note in your bookkeeping practice to back out the \$75 or \$100 insurance charge from your contract payment if you will be submitting a properly executed Certificate of Insurance.

## **NYS SALES TAX**

It is the responsibility of the concessionaire to obtain proper documentation from the NYS Sales Tax Office. A search on the Internet for [How to Register for New York State Sales Tax; Tax Bulletin ST-360](#) will guide you to the appropriate site for information. Your Sales Tax Certificate should be on display at your booth location.

NYS Sales tax of 8.125% will be charged on Tent rentals and on-site stock trailer fees.

## **SHIPPING & RECEIVING**

No shipments will be accepted by the Dutchess County Fairgrounds on behalf of vendors. There are no storage facilities on the grounds.

UPS and FedEx are on the grounds across from the Schoolhouse between 10:00 and 11:00 every morning for deliveries and shipments. An announcement over the loudspeaker is made when they arrive.

A UPS Store is located across Route 9 from the Fairgrounds on for shipping/receiving outside those hours.

## **CHECK IN & SET UP**

Vendors are permitted to check in and set up starting Friday through Monday before the Fair unless arrangements are made with the Concession Office prior to the commencement of setup. Please see schedule on page 9 for daily check in and set up times.

Upon arriving, vendors should check in at the Administrative Building for their packet and any last minute instructions. Vendor check-in packets include vendor tickets, parking permits and other pertinent event information. Restocking tags are available upon request.

Indoor vendors are allowed to drive up to the end of their building/tent to unload, depending on space availability. Vendors are asked to quickly unload their vehicle and then move it to the general parking area. We also ask all to be polite and keep their product and packing materials from closing aisles and encroaching on other's booth spaces while setting up.

There is limited availability for **forklift services** for off-loading product. If forklift services are required, please sign up at the Concession check-in office. Rates are \$70/hour with a ½ hour minimum on a first-come first served basis.

#### **TENTS**

All outdoor concession must be covered. Easy up tents are acceptable and must be anchored. All tents must be weighted with a minimum of 25 pounds of weight per leg using sandbags, etc. or staked and able to withstand strong winds.

To prevent electrical shock or disruption of under-ground water lines, do not drive any stakes into the ground without prior approval of fairgrounds personnel.

Tent rentals are available. Please call for pricing. Rented tents come with sides and are ready at setup. An electrical outlet is included with each tent. Lighting is the responsibility of the vendor.

#### **CONCESSIONS OPERATIONS**

Concessionaires are responsible for abiding by all Federal and State laws of employment and business operations.

Concessionaires assume full responsibility for the proper care, protection and operation of their space and will be held absolutely responsible for the conduct and acts of their employees or agents.

Appropriate dress is expected from vendors and their employees.

Vendors are responsible for all accidents or worker injury at the space.

All business must be conducted within the bounds of the concession booth.

Subletting, assignment and booth-sharing are prohibited.

No alcohol, cigarettes, cigars or e-cigarettes are permitted in vendor space at any time.

**Styrofoam containers are not permitted in food service. Plastic bags are also not allowed per NYS DEC regulations.**

Microphones, amplifiers, talking machines, or any other noise making devices are not be permitted in concession booths in any of the Exhibit Buildings. Outside booths having noise-making devices, must keep volume low enough so as not to interfere with vendor neighbors' ability to conduct business.

Cooking and food are not allowed in any building except Building D/Specialty Foods or outdoors. Anyone cooking in any type of booth **MUST** have a working fire extinguisher in the booth.

Stealing pipe & drape is wrong. If you do not need a portion of your setup, please place at the ends of the buildings for pick up. Anyone caught taking materials runs the risk of arrest for theft.

#### **PASSES**

Everyone entering the Fairgrounds must have a gate pass. All non-food contracts automatically have 12 vendor passes included in the price of their lease.

Additional passes may be purchased before and through the Fair at the Concessions office at \$6.00 per pass.

***Vendor passes are to be used solely for staffing the booth.*** Violation of this is a serious offense

and may result in termination of contract.

#### **PRODUCTS & SIGNS**

Only items listed on the contract will be allowed for display or sale.

All signs must be professionally generated or approved by management. All merchandise and services' sales price must be clearly marked or posted.

The tacking or posting of *any* advertising cards or signs on outside of buildings is prohibited. All signs must be inside concession area.

#### **SAFETY**

Displays must stay within their leased space, keeping fire lanes clear. All exhibits and display material must be flame-proof and pass the State Police and Fire Marshall inspection and approval.

No gasoline stoves for cooking or heating, or storage of any flammable liquids in booths or buildings.

**Non-food vendor booths must be set up to allow customers to get out of the walkway.**

#### **RAFFLES & DONATIONS COLLECTIONS**

Donation collections, raffles and drawings, free or paid, are not allowed on the Fairgrounds' property.

#### **BANNED ARTICLES**

The following items are not allowed: guns, knives (excepting kitchen cutlery), poppers, cap guns, smoke bombs, fireworks, explosives, drug paraphernalia, stretch bottles, silly string, laser pointers, any type of blowgun and any other item deemed dangerous or controversial by Fair management.

**Items bearing the image of the Confederate flag are banned per NYS law.**

Drones are not permitted on the grounds.

Obscene and inappropriate materials are forbidden. The management reserves the right to make these judgments.

Products bearing the Fair logo or name are prohibited except from vendors with permission.

No balloons, stickers or adhesive materials can be distributed or applied to patrons or grounds. There will be a \$500 fine for distribution of such.

Any giveaways must be approved by Fair management.

#### **LIGHTING**

All lighting should be energy efficient lighting. Halogen and Quartz lighting are **not** allowed. T-8 tube lighting or lower is required. There is a \$150 penalty fee for non-compliance. Inspections can occur during the Fair.

#### **RECYCLING & TRASH**

Rake or sweep around your sales area during the Fair. If you use landscaping materials in your display, please rake the mulch into a pile at the edge of the road for pick up at the end of the event.

All vendors are expected to assist in recycling efforts. Cardboard must be broken down; plastics, glass and tin must be rinsed and placed in plastic bags outside in front of booth or at the end of Exhibit buildings at close of each Fair day.

## **FAIR BREAK DOWN**

Removal of goods or dismantling any portion of exhibit or display will not be allowed during fair dates and hours. There are no storage facilities on premises.

Exhibits, displays, machinery, campers, stands and tents shall be removed from all buildings and Fairgrounds NO LATER THAN 3:00 PM MONDAY following the Fair. Any items remaining will incur a daily rental rate of \$100/day.

## **PETS**

Pets are not allowed inside the Fairgrounds at any time. (Exception: dogs in contracted shows, acts or performances and service dogs.)

Pets can be housed inside campers in the camping lot; they cannot be left chained and unattended outside. It is imperative that you clean up after your pet in the camping area. All pets must have valid & current rabies vaccinations. Proof of vaccination must be supplied.

## **FOOD CONCESSIONS:**

### **DEPARTMENT OF HEALTH**

Food permits can be obtained from the Dutchess County Department of Health, 85 Civic Center Plaza, Suite 106, Poughkeepsie, NY 12601, (845) 486-3404.

After setting up, concessionaires need to come to the Administration building to schedule electrical hookup. Only Fair Electric Staff can hook up electricity. All electric lines must be tagged.

Current food safety certification is required to participate in the Fair. Please submit a copy of your certificate with your contract. Renewed certifications should be forwarded to the office.

Every food concession must have an appropriate fire extinguisher. The extinguisher must be present at all times.

## **SUPPLIERS**

For quality product assurance and to comply with local health department regulations, the Fairgrounds has approved purveyors for all food products, bread, ice, soda and confections.

All vendors are required to purchase any products during the Fair from our approved purveyors. Please see Purveyors listing in this handbook. Proprietary food items require management approval and have proper safety documentation.

***To abide by the HACCP regulations and keep our guests safe, it is now mandatory that all booths have someone present to receive and sign for their orders at the time of delivery each morning.*** The purveyors have a window for delivery every morning of the Fair from 6:00AM until 9:30AM. You MUST have someone there to accept and store food deliveries during that time. Please make arrangements for an "opener" for each morning you will receive a delivery. ***There will be no exceptions.***

Vendors can make arrangements with purveyors to accept deliveries during the day at the Food Access area, located next to the Schoolhouse on the east side of the Track. Once the Fair is open, no motorized vehicles are allowed on site. Deliveries will require a hand truck.

## **CARBONATED BEVERAGES**

No carbonated bottled products are to be sold on the grounds. The only bottled products allowed are Coca Cola's ice tea, water, and sports drinks. There is a \$150 privilege fee for concessions with carbonated beverage fountain service.

## **GREASE**

Grease is picked up every morning. Please leave it in an enclosed container outside your booth. Anyone caught dumping grease into the drains will be fined for the cost of the cleanup plus \$1000 and is in jeopardy for not being considered for future Dutchess County Fairgrounds events.

## **ICE MACHINES**

You may use your ice machine which is in your concession trailer; ice machines in stock trailers are not allowed.

Sinon Farms sells ice in 20# sleeves. If you are using one of Sinon's ice machines for storage, you may not store anything but his ice in it.

No ice may be brought into the grounds from the previous event or other source.

## **PROPANE**

Bottini Fuel is the fuel purveyor for the Fair. They rent tanks as needed and are on the grounds each morning to fill tanks.

## **REPORTING DAILY RECEIPTS**

The Food Committee will pick up Sales Reporting sheets each morning between 10:00 am and noon. They will leave a new form for the following day.

The initial report is in Food Vendors' check-in packet. The sheet should be filled out with the concessionaire's name and booth location for each booth. Sales tax is the responsibility of the vendor and should not be included in the gross total.

## **Reported sales totals must include all coupons and specials sales.**

Final settlement can be made between 8:00 PM and 10:30 PM Sunday and 8:00 AM and 4:00 PM Monday. Final payment is expected by the Wednesday following the Fair.

## **CONCESSIONS FEES:**

### **Inside Space -**

Less than 20' - \$65/front Foot, 10 ft depth;

20' + - \$55/front foot, 10 ft depth;

Corners \$85/ front Foot, 10 ft depth

- Includes one 30/110 amp receptacle, 8' back drape and 3' side drape, free parking, 12 Vendor admission passes

### **Outside Space -**

Less than 20' - \$45/ front Foot, 15 Ft depth;

20' + - \$35/front foot, 15 Ft depth

Over 15' depth =\$15/foot

- Includes one 30/110 amp duplex receptacle, 8' back drape and 3' side drape, free parking, 12 Vendor admission passes

**Food Concessions** - 18% of Gross Receipts, after sales tax plus amenities fees for non-DCAS owned-facilities.

## **ELECTRIC SERVICE**

Electric service must be hooked up by a fair electrician. No electrical box access is permitted by anyone other than a fair electrician. Violation of this is a serious offense and may result in termination of contract.

Please sign up for electrical servicing at the Concession Check-in Office on a first-come first served basis. Your patience is appreciated while waiting for electrical hookup as our electricians are faced with a daunting job of hooking everyone up in a short period of time.

All non-food booths are provided with one 30amp/110volt plug outlet. Vendors need to supply wire to the electric service.

<b>Amps/Volts</b>	<b>Fee</b>
Additional 30/110	\$100
30/220	\$150
50/220	\$200
100/220	\$350

Each special-order electrical lines will have a tag in the Vendor packet. Electricians require the tag before installing service. Except electric lines included in the rental fee, all lines must be tagged.

Special electrical requests will be billed accordingly. All construction time and material will be charged in addition by the electrical contractor.

**WASTE DISPOSAL**

Food Concessions - \$65

**STOCK TRAILERS**

There are two type stock trailer areas. There is no charge for stock trailer storage in the Trailer Lot, located behind Livestock Hill, outside the inner fence.

Limited stock trailer spaces are available within the grounds. Please make notation on your contract if you wish space and services. Stock trailer locations are first come first served. Fees for stock trailers will be charged 8.125% NYS sales Tax. Fees within the Fair perimeter are:

<b>Stock Trailer - Up to 12' Including hitch</b>	<b>\$50.00+tax</b>
<b>Stock Trailer - Over 12' Including hitch</b>	<b>\$75.00+tax</b>
Electrical Hook Up (See electricity fees above)	
Water Hook Up	\$25.00

Each stock trailer, trailer electrical line and water service paid for will have a tag in the Vendor packet. Electricians require the tag before installing service.

Trailers and tags are inspected throughout the Fair. Any trailer without a tag is a serious offense and may result in termination of contract and be towed at the owner's expense.

**CAMPING**

Limited vendor camping sites are available on a first-come, first-serve basis. Each 20' space is \$300 for the 10 day period of the Friday preceding the Fair through Monday afternoon following the Fair.

- Camping permits must be placed PROMINENTLY in a front window.
- NO OPEN FLAMES of any kind are allowed.
- Dumping facilities are not available. Daily pumping is available for a fee.
- Open awnings are not permitted.
- Vacuum breakers must be left on water spigots.
- Electrical hookups are 30 AMPs.
- Water hookups are included in price.

**FIRE EXTINGUISHERS**

Every camper must have an appropriate fire extinguisher. The extinguisher must be present at all times. There will be a visual inspection at check-in.

**BUSINESS TRANSFER POLICY**

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.
- 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).

**EMERGENCY DURING THE FAIR**

If an emergency happens during the Fair, vendors can call 845-876-6808, the on-site Command Post to report it and dispatch First Aid and Police services. Please know your building or area location and surrounding booths to identify the location to emergency personnel.



# Dutchess County Fair Schedule

## March 15

- Contract & Initial Payment (1/2 Contract amount)

## June 1

- Deadline for SporkRun entries

## July 1

Insurance Certificates are due - *Certificates not naming us additional insured will not be accepted. Please see Page 2 of the Handbook for clarification.*

## July 15

- Final Payment Due

## Friday Aug 20

- Vendor check in 9 AM-5 PM
- Vendor setup 9 AM-9 PM
- Vendor Camping Open

## Saturday Aug 21

- Vendor check in 9 AM-5 PM
- Vendor setup 9 AM-9 PM

## Sunday Aug 22

- Vendor check in 9 AM-5 PM
- Vendor setup 9 AM-9 PM

## Monday Aug 23

- Vendor check in 7 AM-8 PM
- Vendor setup 7 AM-11 PM

## Tuesday - Sunday Aug 24-29

- Food Deliveries 5:30 - 9:00 AM
- Restocking 6:30 - 9:00 AM - All vehicles must off the grounds by 9:00 AM
- Fair open 10:00 AM until 10:00 PM

## Monday Aug 30

- All vendors & materials removed by 3:00 PM

## **ON SITE PURVEYORS**

### **SODA PRODUCT, WATER**

Somerset Food & Concession/  
800-526-8865 Extension "0"  
908-227-4529 during Fair  
Somersetfoods.com

### **FOOD, PAPER PRODUCTS**

#### **Ginsbergs**

518-828-4004 x282 or x277  
518-821-4489 during Fair

#### **Somerset Food & Concession**

800-526-8865 Extension "0"  
908-227-4529 during Fair  
Somersetfoods.com

#### **Sysco**

518-877-3200  
845-245-5485 or 845-656-8827 during fair

#### **US Foods**

845-242-3789  
845-453-2151

### **PROPANE**

Bottini - 800-836-3835

### **ICE**

Mike Sinon - 845-518-9191  
During the Fair 845-876-6033

### **BREAD**

Bernardinos - 413-478-5991  
During the Fair - 413-478-5991 or 413-222-4860

### **DAIRY & ICE CREAM**

Mike Sinon - 845-518-9191

### **DECORATING SERVICES (TABLES, CHAIRS RENTALS)**

Northeast Decorating - 315-471-9989

## **LOCAL WEBSITES**

Rhinebeck Chamber of Commerce  
[www.rhinebeckchamber.com](http://www.rhinebeckchamber.com)

Dutchess County Tourism  
[www.dutchesstourism.com](http://www.dutchesstourism.com)

## **GPS ADDRESS**

6636 Springbrook Ave, Rhinebeck, NY 12572

## **OTHER NUMBERS**

### **DUTCHESS COUNTY HEALTH DEPARTMENT**

85 Civic Center, Suite 106  
Poughkeepsie, NY 12061  
845-486-3404

### **CAMPGROUNDS**

Brook n Wood - 518-537-6896  
Interlake Campground - 845-266-5387  
Saugerties/Woodstock KOA - 800-562-4081/saugertieskoa.com

### **DRUG STORE (RHINEBECK CENTER)**

CVS - 845-876-1402

### **HOSPITAL (JUST SOUTH OF THE FAIRGROUNDS)**

Northern Dutchess Hospital - 845-876-3001

### **FLOWERS (RHINEBECK & RED HOOK)**

Bella Fiori - 845-876-5518  
Wonderland - 845-876-4981

### **LAUNDROMAT**

Across from the Fairgrounds in Springbrook Plaza

### **OFFICE SUPPLIES**

Stickles Variety - center of Rhinebeck

### **POST OFFICE (CENTER OF RHINEBECK)**

Rhinebeck - 845-876-4256

### **PRINTING/COPIES/COLOR COPIES (ACROSS FROM THE FAIRGROUNDS)**

The UPS Store - 845-876-3357

### **PROPANE TANK FILLING STATION (JUST NORTH OF THE FAIRGROUNDS)**

Williams Lumber - 845-876-7011

### **SHIPPING/COPIES/FAX (ACROSS FROM THE FAIRGROUNDS)**

The UPS Store - 845-876-3357

*Management reserves the right to make changes and updates to the information included in this manual.  
January 6, 2021.*