
APPLICATION PROCESS

Thank you for your interest in being a food concessionaire at the Greater Gulf State Fair! Applications from previous years do not roll over. Once we receive an application, we will let you know when it is received and ask that you are patient. Our Fair staff reviews applications daily.

Listed below are certain requirements and information concerning the application for the operation of a Food & Beverage Concession during the annual Greater Gulf State Fair ("GGSF"). These requirements are not all-inclusive and the information is subject to change without the notice by GGSF.



If selected as a Food & Beverage Concessionaire, you will be required to follow the Greater Gulf State Fair Vendor Manual for concessions operations. These include but are not limited to, standards of operations, approved food and beverage items (food concessionaires), concession stand/booth appearance, operating hours, etc. Greater Gulf State Fair Vendor Manual, with detailed information, will be provided to applicants who are selected for food concessionaires.

An application must be submitted every year, along with your proposed menu/products and pricing, to be considered. Applications will be accepted until all spaces are filled.

Some of the criteria we use when considering an application:

- Uniqueness of the product
- Balance of similar product/services
- Overall booth appearance
- Availability of space
- Prior experience as a Food Concessionaire
- Adherence to standards of operations and the GGSF Vendor Manual

Booth dimensions, set-up/layout, and signage must be detailed in the application as well. If concessionaires wish to have a seating area, you will need to include a schematic diagram with dimensions. Include any information GGSF will need to have when reviewing your application. If you are a previous vendor, do not assume that Fair Management will know the details of your needs and set-up. Please fill out the application and include ALL information as if you are a first-time applicant.



FOOD & BEVERAGE CONCESSIONAIRES

Issued to those who sell food and/or beverages. Licensees pay a rate of \$90 per front footage with a minimum of 20 feet and a maximum of 30 ft, and 20% of net sales after deducting the cost of frontage.

- All food and beverage concessionaires at the fair must also apply for and be issued a Food Handler's Card by the Mobile County Health Department.
- All food and beverage concession trailers or structures and food service equipment must receive and pass a health and safety inspection from the Mobile County Health Department.
- All food and beverage concessionaires at the fair must obtain a Temporary Food Permit from the Mobile County Health Department.

ADDITIONALS

- Camping: \$65 per night PER campsite
- Stock Truck:
 - Without Power: \$100 PER Stock Truck
 - With Power: \$150 PER Stock Truck
- Ice: \$8/ 20 lb bag
- Coca Cola Products: TBD
 - Ice and Coca Cola Products MUST be purchased on-site.

ELECTRICAL

- 30 AMP: \$200
- 50 AMP: \$250
- 100 AMP: \$350

MOBILE COUNTY HEALTH DEPARTMENT REQUIREMENTS

A Temporary Food Permit is required through Mobile County Health Department. The permit fee for each food vendor booth is \$250.00 (subject to change). All Mobile County Health Department Temporary Food Establishments must be obeyed. This includes but is not limited to: hot and cold water running water, electrical power to your equipment, hand washing stations, utensil sinks, insect protection, Food Handler Card. This information more in-depth can be found attached or at [Mobile County Health Department Temporary Food Establishment Requirements](#).

- Mobile County Health Department will be on-site Thursday, October 29th and Friday, October 30th. All permit fees must be paid before inspection.
 - All Food Concession Stands must be ready for inspection at your chosen time. If an inspection is started but cannot be completed or a Priority Foundation violation is found a \$75.00 re-inspection fee will be assessed and must be paid before an additional inspection can be performed.

At least one person who will be working at your Food Concession Stand must have a valid MCHD Food Handler Card or a Food Safety Manager Certification from ServSafe, Prometric, NRFSP, Learn2Serve or StateFoodSafety.com and must be present at the time of inspection.

FOOD CONCESSIONAIRE APPLICATION INFORMATION

If you are selected, licensees (with a signed license agreement) are responsible for the following:

- A 50% deposit is required within one month of the execution of the license agreement, as specified on the invoice included in the agreement. The full balance is due on Friday, September 25, 2026.
- Selling/distributing only your approved menu/products/items as listed in the vendor license agreement. Vendors are subject to fines for selling/distributing items not listed in the agreement.
- **Certificate of Insurance:** GGSF requires proof of a \$1,000,000 general liability policy naming "Greater Gulf State Fair, Inc" and "Mobile Jaycees, Inc" as additionally insured. A Certificate of Insurance example can be located on our website, www.greatergulfstatefair.com, and in the Vendor Manual for an example of specifications as required.
- GGSF receives 20% of accumulated net sales after deducting the cost of frontage.
- There is a **MAXIMUM** of 30 FT Front Footage for all Food Concessionaires.
- Food Concessionaires must have a Point-of-Sale (POS) System with the ability to email a daily sales report to the Fair Office OR be equipped with two (2) Register Tapes. If using a system with Register Tapes, one tape is delivered to the Front Office by 12:00 pm the following day. This tape is kept by the Fair and will not be returned to the Concessionaire. The second tape is for customer receipts or Concessionaire's records. You must be able to provide receipts to customers if they request one. If using a tablet-based POS, it must have the capacity to email a daily sales report to the Fair Office and email a receipt to the customer - if requested.
- Adherence to Signage Requirements: All approved menus and pricing information must be prominently displayed and in a conspicuous place within clear view of the patron. All signage must be professionally made. Hand-written signs are prohibited. Professionally hand-lettered signs may be acceptable. Include photos of signage and menu with the application.
- All Food and Beverage Concessions must be open during operational hours (exceptions can be made in case of emergency only with prior notice and approval by fair management). Vendors that open late or do not open will be fined. Multiple occurrences will result in immediate dismissal from the Fair. The vendor agrees to operate within licensed space only and keep the area attractive, tidy, and clean (no hand-written signs). Loud speakers, music, demonstrations, pestering of patrons, or any other activities that may disturb other vendors are not permitted. Walkways shall be clear- the vendor is responsible for ensuring lines and crowds do not impede foot traffic.
- Vendors are permitted from discussing their rental fees and agreements with other vendors. All vendor fees, rentals, and agreements are to be kept confidential. Violation of all this will result in immediate dismissal from the Fair.
- The Alabama Department of Revenue will be onsite Friday, November 6, 2026 (subject to change) to collect state sales tax (4%, which you will be responsible for paying. If you have any questions about state sales tax reporting and payment, please direct them to Ami Cheatham at the Mobile Taxpayer Service Center at 251-344-4737 ext. 3532. GGSF is exempt from city taxes.

** Any payment will not be accepted until you have received a signed agreement with GGSF. Please do not assume that your application has been automatically approved. The submission of an application does not guarantee you will be selected.

The above information has been furnished to provide you with general information to help you evaluate your suitability to participate in GGSF's Food and Beverage operations. There may be additional requirements. Additional information will be furnished if selected.

Any questions should be directed to:
Fair/Vendor Manager: Madison McCreight
vendor@greatergulfstatefair.com

Greater Gulf State Fair Contact Information:
Website: www.greatergulfstatefair.com
Email: info@greatergulfstatefair.com
Office: 251-344-4573

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