

THE GREAT GEAUGA COUNTY FAIR

Concessions Management Team

Howard Call, CFE

Theresa Call

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Extension 207

SEPTEMBER 2nd – 6th, 2010

Thursday – Labor Day

Old Man winter is fully upon us, spring will be here before we know it and we hope that you all had a wonderful holiday season! As we begin to plan for this coming year's county fair, we believe that it is important to get to you the team that the Geauga County Fair Board has placed to manage this very important segment of the fair. Theresa and Howard Call bring a mix of fair knowledge, business savvy and most importantly a communications background. Theresa having owned her own business for over 10 years and then working as independent business women within a customer service shop has the documentation and bookkeeping skills along with great customer service skills. Howard having grown up on a county fairgrounds as a 4-H'er, over 35 years of County Fair Management experience, Certified by the International Association of Fairs and Expositions as a Certified Fair Executive. Howard has hands on experience in every aspect of Fair Management, former concessions owner, consulting and equipment sales. This team management concept, Theresa and Howard, currently manage the day to day operations of the Ohio Fair Managers Association.

Objectives for the coming Fair:

Company is Coming

1. To provide the same fair experience to patrons no matter what time of day they attend The Great Geauga County Fair.
2. Open and closing times are very important to our management team. You are paying a privilege fee with expectations of the rules and regulations to be followed. If circumstances present themselves please communicate at the earliest opportunity if you see that you can not be open at the specified times each day or if an emergency occurs and you have to close early.
3. Monday evening we need to stay open and operating with the same level of service that you had on any other day of the fair week. It hurts the business of all concessionaires when vendors are not open and tents are closed during fair hours. You can find the operating hours on the back of this newsletter, as well as the procedures for closing the fair on Monday (Labor Day). We hope that this information is useful and will help us improve upon our already great county fair.
4. Commitments from your Concessions Management team: Theresa and Howard will be available 24 hours a day the entire fair week, we will be moving onto the grounds prior to the Fair and closing up shop after the fair closes. Our goal is to take your concerns and address them. While we can not make everybody happy we believe we can resolve past issues over time and as opportunities become available to those wishing to move, upgrade items and add units via a seniority means.
5. Cleanness and neatness are two of our team's critical success points. With this in mind, we want to stress the importance of maintaining your space, and keeping it clean and neat.
6. Howard and Theresa will be working closely with the Board of Directors as they transition there knowledge of the sales operations over to the Concessions Management Team. Questions are welcome.

RATES FOR the 2010 FAIR

- Food Concessions: \$35 per front foot
 - Straight sales: \$20.00 per front foot
 - Campers: \$125 Stock Truck :\$60
- Games \$30.00 Per front foot
Concessions that open early: \$30/day

IMPORTANT!

- Deposits are due of \$100 before March 31, 2010.
- Proof of Insurance needs to be provided by the start of the fair, or a \$50 charge will be assessed for coverage.
- Please submit a copy of your vendor's license. (if applicable)
- Please submit a complete menu, including pricing, with your final payment. The Menu will be reviewed and we will contact you of any concerns or changes.

**All checks can be made payable
to: G.C.A.S. and
Should include your contract #.
We will not accept postdated
checks. Returned checks
will incur an additional
NSF fee of \$35.**

Fair Closing Procedures

- You will see that exhibits will be released at 6:00 p.m. on Monday. This does not pertain to concessions. 4-H exhibits are allowed to remove animals and exhibits at this time.
- On Monday (Labor Day) the hard closing (a designated shut down time) for the midways will be 9:00 p.m.
- Obviously if the weather is inclement the crowds will thin early, however, we do not want to stop you from making money on crowds that tend to gather during the nicer weather. If the weather necessitates an earlier closing, you will be notified by the Concessions Office.
- The Concessions Manager, in conjunction with the Sheriff's office will determine when it is safe to begin allowing vehicles on the midways.
- The buildings will close at 8:00 on Monday; however, vendors will be notified if the weather dictates an earlier time.

**Concessions, displays and straight sales
are expected to be open at
11am to closing daily**

Concession Office Hours

BEFORE THE FAIR

The Concessions office will be manned for set-up and contract financial settlement purposes: Prior to fair setup week we will be available by appointment or calling the office.

Saturday, August 28, 2010 10 a.m.-5.p.m.

Sunday, August 29, 2010, 10 a.m.-5.p.m

Monday, August 30, 2010 10 a.m.-6 p.m.

Tuesday, August 31, 2010 10 a.m.-6 p.m.

Wednesday, September 1, 2010 a.m.-8 p.m.

DURING THE FAIR the office will be open 9:30 a.m. to grounds closing. If we are out on the grounds we will leave a time return note on the door of the office.

Please consult your 2010 Contract to verify the products you intend to bring to the fair—this should include specific beverages when applicable (i.e. soft drinks, lemonade, tea, coffee, and water). **The off-season is when all product decisions will be made.** All requests for a product change for the 2010 fair shall be submitted before May 1st. Any changes we are able to accommodate will be communicated and appear on the billing statements and mailed to you on, or about, June 1st.

**NO CHANGES TO PRODUCT
DESCRIPTIONS WILL BE MADE AT
THE FAIR!**