



2026 CONCESSIONS/FOOD VENDOR RATES

Concessionaire shall pay to the Board a \$2,000 minimum guarantee applied against a percentage of gross sales, net of taxes (whichever is greater), as proved by POS reports audited through APEX.

The Clover POS system will be the only approved method for conducting concessions sales at the Arizona State Fair.

- Concessionaires will pay a percentage rent at the rate of 23%. All transactions must be entered into a Clover POS system.
- **Concessionaires must subscribe to APEX software and accept the Arizona State Fair as an event.**
- Concessionaires should manage Clover POS and MIDs to ensure the following so as to maintain consistent and accurate reporting:
 - Enroll each food stand/booth as an MID in APEX with all Clover devices to be used for that stand during the Fair provisioned to the stand's specific MID
 - OR
 - Enroll each Clover POS device as an individual MID in APEX.
 - Not share Clover POS devices provisioned to the AZ State Fair MID and enrolled in APEX with any event other than ASF during the entire run of the Arizona State Fair.
 - Not switch or add Clover POS devices once the terminals and devices have been tagged/recorded for the Arizona State Fair prior to Opening Day.
- The fair may impose an administrative fee up to \$100 per occurrence for failure to comply with the APEX management guidelines listed above. In the event a Clover device reports sales from another event during the Arizona State Fair, those sales associated with the off-site device, at the discretion of the Board, may be included in the sales reporting for the Arizona State Fair.
- **The use of conventional cash registers will not be permitted.**
- **The use of any POS system other than Clover will not be permitted.**
- **The use of a Square POS system or Square for credit cards will not be permitted.**

The \$2000 minimum guarantee is for rent only and does **NOT** include electric and credentials. Complete rules and regulations will be outlined in the Food Concessions Handbook.

[See Electric Rates on page 2]



ELECTRICAL HOOKUP

Utility rates may be verified on actual usage, based on operation of the food stand/booth during peak hours. **It is important that accurate information is included on the application. DO NOT UNDERESTIMATE electrical needs. If usage is higher than referenced on the contract, concessionaire will be charged at the prevailing rates during Fair for the higher rate of use and charged replacement fees for any burnt electrical connectors. Rates to be charged at Fair time shall be the prevailing rates.**

Electrical Hookup Rates*

- Up to 30 Amps or 110V \$250
- 50 to 79 Amps or 220V \$325
- 80 to 100 Amps or 220V \$450
- 100 to 130 Amps or 220V \$550

**Rates subject to change*