

March 17, 2017

Dear vendor,

Thank you for your interest in being a vendor at our Saturday, September 30, 2017 Dixon Scottish Highland Games at the Dixon Fairgrounds, in Dixon, California. *Dixon is 19 miles southwest of Sacramento, along Interstate 80.*

Our admission gates will be open from 9 a.m. to 5 p.m. You may set up your vendor booth on Friday, September 29, between 10 a.m. and 4 p.m. You may set-up early Saturday morning, between 6 a.m. and 8:30 a.m. But, you must leave the fairgrounds by 9 p.m. that Saturday evening.

At our Dixon Scottish club's March 15 membership meeting, the following decision was voted upon, regarding our 2017 Scottish games vendor fees. Although, we are a one-day festival, our club members believe we are among the most affordable, compared to other community events.

Craft and gift vendors have a choice of paying us:

Booth space:

- \$100 for a 10-foot x 10-foot space
- \$200 for a 20-foot x 20-foot space
- \$300 for a 30-foot x 30-foot space (where available)

AND:

- A flat fee of \$250 for the day

OR

- 15 percent of their gross craft and gift sales for the day

This "either / or" fee choice is especially fair for the smaller vendors, who might not be able sell a large amount of their craft and gift items that day. **EXAMPLE:** If you choose the 15-percent fee option, and only sell \$500 of your items, the sales fee payment would only be \$75 (*plus, your booth rental space*).

Our large craft and gift indoor vendor hall has electrical-power outlets for each booth. There are limited outdoor booth spaces available, but without electrical power.

Food vendors would pay us:

Booth space:

- \$100 for a 10-foot x 10-foot space
- \$200 for a 20-foot x 20-foot space
- \$300 for a 30-foot x 30-foot space (where available)

AND:

- 15 percent of the gross food sales for the day.

Because unsold food items are not reusable, our club does not offer food vendors a \$250 flat sales fee, compared to craft and gift items sold.

All food vendor booths will be outdoors in a shaded tree-lined grassy-area, with bags of ice delivered and water hook-ups available. Those food vendors will need to bring a portable generator for outdoor electric-power.

We hope you understand our vendor fee policies. Vendor contracts (with more details) will be posted soon on our Dixon Scottish Games web page to download and send at: http://www.scotsindixon.org/scottish_games.html

Vendor application deadline is July 31, 2017.

Our last year's Dixon Scottish Games attracted more than 4,000 visitors. As a retired, 32-year career community newspaper editor, news writer and event publicist, I will use my advertising skills to bring a larger Scottish games audience this September.

I hope to see you at our September 30 Scottish Highland celebration in Dixon. Please contact me, if you need additional information (I prefer e-mails) at: kiltguy@aol.com

Sincerely,

Don Burns
Club Chief and Vendor Chairperson
Dixon Scottish Highland Games
Dixon Scottish Cultural Association
4063 Pier Point
Discovery Bay, CA 94505-1111
(925) 809-5654 -- cell

