

# 2023

FOOD, GAME, COMMERCIAL CONCESSIONS &  
BUSINESS EXHIBITORS

# PARTICIPANT'S MANUAL

*Updated November 2022*



  
**The Fair**  
Miami-Dade County Fair & Exposition, Inc.

**MAR. 16-APR. 9, 2023**  
EXCEPT MAR. 27-28 & APR. 3-4



# Youth Fair Information

Youth Fair Dates:  
**March 16 - April 9, 2023**  
Except March 27-28 and April 3-4

For Youth Fair operating days and times, [click here](#).

Buildings close Sunday - Thursday: 11:00 PM | Friday & Saturday: 11:30 The Barn closes at 11 PM

Midway closes at approximately Midnight

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## CONCESSIONS OFFICE

Concessions Office hours are daily: 8:30 AM - 5:00 PM | Fair Time: 9:00 AM - 6:00 PM  
*Concessions Office is located North entrance of Arnold Hall adjacent to the Receptionist Desk.*

### Concessions & Security Department Staff

**Raquel Pozzoli** | Food & Beverage Manager  
(786) 315-5124

**Sylvia Cruz-Alvarez** | Concessions Manager  
(786) 315-5112

**Rick Pelland**  
Outdoor Location Coordinator  
(786) 315-5118

**Richard Daker** | Security Chief  
(786) 315-5215

10901 Coral Way, Miami FL 33165 • 305.223.7060

**fairexpo.com**

*All information, rules, show dates and times subject to change without notice. For the latest information please visit us at [fairexpo.com](#).*

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## Board of Directors

Georgina Gonzalez-Robiou, Chair of the Board  
Robert Hevia, Chair Elect of the Board  
Dr. Alexis L. Martinez, Treasurer  
Richard N. Krinzman, Secretary  
Marguerite Morris, Immediate Past Chair of the Board

Ivonne F. Alexander  
Nelson C. Bellido  
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Rafael Garcia-Toledo  
Jack Griffith  
Douglas S. Loria  
Manuel J. Rodriguez  
Maria Teresa Rojas  
Teresa Olczyk\*

*\*Ex Officio*

Eduardo F. Cora  
**President**

Dear Concessionaires,

Welcome to the 2023 Miami-Dade County Youth Fair. We are very excited to host this year's 71st annual Youth Fair and hope to have another very successful Fair.

This manual has been designed to provide the helpful information you will need to achieve that success. It is the responsibility of not only the business owner, but your supervisory personnel to read and review the information contained in this manual. Please note that the information in this manual is in the best interest of the concessionaires, The Fair, and most importantly, our guests.

Our focus is to improve and enhance the guests' experience during their entire stay at the fairgrounds. We can bring them in, but you give them a reason to extend their visit and return another day. Our guests have let us know that they want the Youth Fair to be more affordable and provide value for their entertainment purchase. In 2022, the guests responded to the value we had to offer. Let's do it again this year.

As we have for so many years, we will be offering free parking for the full 21-day run of the 2023 Youth Fair. We will also be offering a \$5 admission on \$5 days, including Opening Day. ALL games, attractions and food vendors are expected to make available a \$5 offer to our guests on these days. Please see specifics in the Major Promotions and Events section of this manual. In addition, we will be continuing our \$6 Before 6:00 PM deal. We are expecting each of you to review your pricing and to make adjustments whenever possible to help us by offering a greater value to our guests.

The guests have told us very clearly with their purchases that they prefer to pay with a debit or credit card while on the fairgrounds, whenever possible. As we have seen the use of debit and credit cards increase, we have also seen an increase in per guest spending. We recommend each of you look at your accepted forms of payment and seriously consider accepting debit and credit card payments, if you have not already done so. The probable increased revenue from the convenient payment option could offset the fees some of the concessionaires have been wanting to avoid. However, please remember that charging the guests a surcharge or convenience fee, associated with the use of a debit or credit card, is not allowed at the Miami-Dade County Youth Fair and is prohibited by current Florida Statute 501.0117.

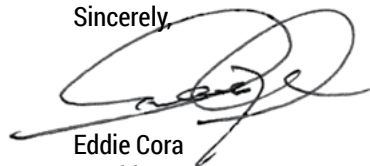
Products made from polystyrene (Styrofoam™) will not be allowed at the Youth Fair. Please refer to the Styrofoam™ section in this manual for further details.

Outside line-up locations will be spaced 10 feet apart. If you are assigned one of these locations, **please be ready to provide 6-foot-high fencing between stands.**

Our entire concessions staff is looking forward to working with you. If you have any questions or comments, please feel free to call our Concessions Office at (786) 315-5124.

Looking forward to a successful 2023 Youth Fair for everyone.

Sincerely,



Eddie Cora  
President

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# ABOUT US

What started as a small agricultural fair in an area of Miami-Dade County known as K-Land has grown into one of the United States' largest and most successful fairs. The Youth Fair has truly become an iconic family entertainment event that South Floridians look forward to and enjoy each spring.

Our mission is to enrich our community by promoting education and South Florida agriculture while showcasing and rewarding youth achievement.

The Youth Fair is by far our major fundraising event and allows us to grow and honor our philanthropic commitments to the students, families and citizens of Miami-Dade County. Over the years we have donated well over \$11 million dollars in academic scholarships, cash premiums and awards to our community's youth.

The Youth Fair will feature

- Heart pounding rides
- 2 giant Kiddielands
- Blockbuster shows, outdoor events and activities
- More than 100 concessionaire locations featuring mouthwatering fair food, beverages, games, attractions and services
- Approximately 25 outdoor commercial merchandise locations as well as business exhibitors and sponsors
- Thousands of student exhibits

The 2023 Miami-Dade County Youth Fair & Exposition takes place daily March 16 through April 9, 2023 except March 27-28 and April 3-4.  
Be There! The Fair®.

# CALENDAR

## MARCH & APRIL 2023

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				<b>9</b> Living Quarters Open 9 AM to 9 PM	<b>10</b> Living Quarters Open 9 AM to 9 PM	<b>11</b> Living Quarters Open 9 AM to 9 PM
<b>12</b> Living Quarters Open 9 AM to 9 PM	<b>13</b> Living Quarters Open 9 AM to 9 PM	<b>14</b> Living Quarters Open 9 AM to 9 PM	<b>15</b> Living Quarters Open 9 AM to 9 PM	<b>16</b> Fair Opens 4 PM  \$5 Deals Day	<b>17</b> <i>Field Trip</i> 9 AM -1 PM  Fair Opens 4 PM	<b>18</b> Fair Opens Noon
<b>19</b> Fair Opens Noon	<b>20</b> Fair Opens Noon <i>Spring Break</i>	<b>21</b> Fair Opens Noon <i>Spring Break</i>	<b>22</b> Fair Opens Noon <i>Spring Break</i>	<b>23</b> Fair Opens Noon <i>Spring Break</i>  \$5 Deals	<b>24</b> Fair Opens Noon <i>Spring Break</i>	<b>25</b> Fair Opens Noon
<b>26</b> Fair Opens Noon	<b>27</b> Fair Closed	<b>28</b> Fair Closed	<b>29</b> <i>Field Trip</i> 9 AM -1 PM  Fair Opens 4 PM	<b>30</b> <i>Field Trip</i> 9 AM -1 PM  Fair Opens 4 PM \$5 Deals Day	<b>31</b> <i>Field Trip</i> 9 AM -1 PM  Fair Opens 4 PM	<b>1</b> Fair Opens Noon
<b>2</b> Fair Opens Noon	<b>3</b> Fair Closed  Golf Tournament 10 AM Pig Roast 7 PM	<b>4</b> Fair Closed	<b>5</b> <i>Field Trip</i> 9 AM -1 PM  Fair Opens 4 PM	<b>6</b> Fair Opens 4 PM  \$5 Deals Day  Advisory Meeting 4 PM	<b>7</b> Fair Opens Noon	<b>8</b> Fair Opens Noon
<b>9</b> Fair Opens Noon Last Day of Fair	<b>11</b>	<b>12</b>	<b>13</b>	<b>14</b>	<b>15</b>	<b>16</b>

# Check-in Procedures

**INDOOR Marketplace Concessionaires'** dates to arrive at the fairgrounds to set up for the 2023 Miami-Dade County Youth Fair are:

## **ARNOLD HALL Check-In**

**March 11th through March 15th**

**at the SW 24th Street (Coral Way) Service Gate #2  
(first gate west of 107 Avenue on Coral Way)**

**Set-Up Times are from 9:00 a.m. to 6:00 p.m.**

**All concessions must be in place and ready for inspection no later than 3:00 p.m. one day prior to the first day of the Youth Fair.** Concessions not ready and completed by that time revert their space, without recourse by the Concessionaire, to the Youth Fair, together with all monies and/or performance bond paid by the Concessionaire.

### **Upon Arrival at the SW 24th Street (Coral Way) Service Gate #2:**

- **Identify yourself as an Indoor Marketplace Concessionaire** and ask to see the Manager of Concessions, who will direct you to your assigned location.
- **If you require on-grounds living quarters**, you must bring your living quarters through Service Gate #9 (see map on Page 10).
- All concessionaires must officially sign in at the Arnold Hall Concessions Office with the authorized Youth Fair personnel. Regardless of earlier contact with indoor/outdoor coordinators, **you must appear in person at the Concessions Office** to finalize your arrival and receive pertinent data, passes, photo ID authorizations, deadlines, safety rules and a general update of procedures and schedules.
- Your Manager of Concessions can answer all of your questions. If the Manager is not available, contact the Arnold Hall Concessions Office and they will locate the Manager or provide the service required.

## **LIVING QUARTERS**

**All Living Quarters need to enter at Service Gate #9.** Beginning Thursday, March 9th, 2023 all Living Quarters entering through Gate #9 will be directed to the Living Quarter's trailer where you will be measured and receive a location assignment. Any Living Quarters hooked up to electric and/or sewer prior to Saturday, March 11th, 2023 will be charged an additional daily fee. **The hours of operations will be 9 AM to 9 PM. A Youth Fair electrician will also be available to hook up the trailers.** Any Living Quarters checking in prior to March 11th, 2023 will need to make arrangements through the Concessions Office.

The vehicle and living quarters passes will be attached/displayed properly by living quarters personnel at check-in time. If the sticker

does not go on the vehicle towing the living quarters, the concessionaire (not his/her employee) must make special arrangements in advance by writing or calling the Concessions Office. Once you have been placed at your living quarters and/or your stand locations you will need to request that the electrician and plumber be called to connect you to power and water. We will do our best to make your arrival as smooth and timely as possible. All concessionaires must report to the Arnold Hall Concessions Office to obtain all other passes and/or credentials from authorized personnel.

## **OUTDOOR CONCESSIONAIRES**

Dates to arrive at the fairgrounds to physically set up for the 2023 Youth Fair are:

### **March 9th through March 15th**

enter at the Service Gate #9 (see map on page 10)

**Concessions must be in place and ready for inspection no later than 3:00 p.m. two days prior to the first day of the Youth Fair.** Concessions not ready and completed by that time revert their space, without recourse by the Concessionaire, to the Youth Fair, together with all monies and/or performance bond paid by the Concessionaire.

Upon arrival at Service Gate #9, identify yourself as an **outdoor concessionaire** seeking to have a concession stand(s) placed on the grounds and ask to see one of the Outdoor Location Coordinators.

**They will direct** you to your stand location if you can be placed at that time or ask you to wait in the **fenced holding area** just inside Service Gate #8. Look for the sign "Fair Service Entrance" on the west side of SW 107th Avenue and 17th Street. If our Outdoor Location Coordinators are not available, contact the Arnold Hall Concessions Office and they will be located for you. Any Concessionaire arriving prior to March 9th needs to contact the Arnold Hall Concessions Office prior to arrival.

All Concessionaires shall provide appropriate living quarters for themselves and their staff, or house them in suitable accommodations off the fairgrounds. Concessionaire agrees that while on the fairgrounds, that neither Concessionaire, or Concessionaire's staff will sleep in automobiles, vans, tents, or concession stands. This restriction also includes all game, food and merchandise concessions that may have sleeping areas in back of the concession stand. Concessionaire agrees that any and all living quarters for Concessionaire and their staff shall be contained within the Fair's designated living quarters area and that the living quarters will be in compliance with all applicable local, state and federal laws, rules and regulations. **In the event the Fair is made aware of a violation of the above policy, it shall be considered a material default of this License Agreement.**

# Check-out Procedures

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We realize after the 21-day Youth Fair everyone is anxious to pack up and move out. However, we need you to be patient and make sure tear down is a safe event for all. Please follow the tear-down schedule below. **NO ONE IS PERMITTED TO CLOSE AND TEAR DOWN PRIOR TO THE TIMES LISTED.**

## ALL INDOOR MARKETPLACE CONCESSIONAIRES

- Remain open until 11:00 p.m on Sunday, April 9th, 2023. Commence tear down after buildings empty.
- After the sweep, all exit doors will be reopened for your convenience.
- Arnold and Edwards will be locked at 2:00 a.m.
- Arnold and Edwards Hall will open again at 8:00 a.m. and all tear down must be completed by 5:00 p.m. on Monday, April 10th, 2023.

## LIVING QUARTERS

The Youth Fair has “Non Fair” events on the property. The Final Checkout Date is Wednesday following closing day of the Youth Fair. No exceptions, please.

## ALL OUTSIDE CONCESSIONAIRES

- Remain open until the Youth Fair closes on Sunday, April 9th, 2023.
- No vehicles will be permitted on the midways until the Youth Fair is clear of guests.
- After disconnecting electric and water connections, please replace covers over utilities.

All concession materials and equipment owned by a Concessionaire must be removed from the Fairgrounds within forty-eight (48) hours after closing day of the Youth Fair. If monies are owed to the Youth Fair by a Concessionaire at the termination of the annual Youth Fair, as determined by the Youth Fair, it is agreed by Concessionaire that the Youth Fair may refuse to allow the Concessionaire to remove concession equipment/products from the fairgrounds of the Youth Fair, the Youth Fair reserving the right to such materials to satisfy Licensee's indebtedness, together with any expenses pertinent thereto.

## REMEMBER

**ALL VEHICLES, TRAILERS, CARS, TRUCKS, STANDS, ETC. MUST BE OFF THE FAIRGROUNDS BY 5:00 P.M. ON WEDNESDAY, APRIL 12TH, 2023 IN ORDER FOR OUR CLEAN-UP CREWS TO MEET THEIR DEADLINES.**

## NOTE

**YOU WILL BE STOPPED SHOULD YOU ATTEMPT TO REMOVE ANY OF THE YOUTH FAIR'S PROPERTY FROM THE FAIRGROUNDS. OUR SECURITY GUARDS HAVE BEEN ORDERED TO DETAIN ANYONE INVOLVED IN SUCH DELIBERATE ACTION.**



# Dates to Remember

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<p><b>WEDNESDAY, FEBRUARY 16, 2023</b></p> <p><b>ADVISORY COMMITTEE MEETING</b></p> <p>3:00 p.m.</p> <p><i>Florida State Fairgrounds Open to members only</i></p>	<p><b>WEDNESDAY, MARCH 15, 2023</b></p> <p><b>ALL VENDOR OWNERS &amp; OPERATORS Mandatory Meeting</b></p> <p>11:00 a.m.</p> <p><i>Blue Ribbon Room, R. Ray Goode Building</i></p>
<p><b>MONDAY APRIL 3, 2023</b></p> <p><b>PIG ROAST</b></p> <p><b>AND</b></p> <p><b>GOLF TOURNAMENT</b></p>	<p><b>THURSDAY, APRIL 6, 2023</b></p> <p><b>ADVISORY COMMITTEE MEETING</b></p> <p>4:00 p.m.</p> <p><i>Blue Ribbon Room Open to members only</i></p>

# Fairgrounds Map & Location Code Index



The code index for all locations on the fairgrounds is as follows:

- 100 to 199** Main Gate and The Boulevard (around the Fountain)
- 200 to 299** Mall & KiddieLand Too!
- 300 to 399** Main Street & KiddieLand
- 400 to 499** University Midway (North)
- 500 to 599** East Side Midway
- 8000 to 8999** Country Lane (south end of East Side Midway west to The Barn & E. Darwin Fuchs Pavilion)
- 9000 to 9999** The Garden/Terraces (west of The Barn)
- 700 to 999** The Marketplace in Arnold Hall

# Entertainment

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Guests can enjoy free shows  
and daily entertainment  
everyday at The Youth Fair.

Check out our full lineup and  
schedule at [fairexpo.com](https://fairexpo.com)





# Major Promotions and Events

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## **Opening Day – MARCH 16**

\$5.00 Admission All Day  
FREE Admission for All Active Duty and Retired Military and First Responders  
\$5 Food Item At Food Stands All Day  
\$5 Admission and Games All Day  
\$5 Stroller Rental All Day

## **\$5 DAYS, March 16th, 29th April 5th**

\$5 Food Item At Food Stands All Day  
\$5 Admission and Games All Day  
\$5 Stroller Rental All Day

## **2023 Fairground Prices**

General Admission: \$16.00  
\$14.00 Online  
General Parking: FREE  
Preferred Parking: Varies

**Guests 5 Years of Age and Under Receive FREE Admission**  
All Day, Every Day

**Guests 65 Years of Age & Older Receive FREE Admission**  
All Day, Every Day

**Half OFF Admission Before 6:00 p.m.**  
Mondays through Fridays \$8.00. Not valid on Opening Day (Coupon Required)

## **Purchase at Sedano's and Save!**

\$12.00 Admission  
\$30.00 Unlimited Rides Ticket

## **Unlimited Ride Cards**

\$35.00 Mondays through Fridays  
\$40 Saturdays and Sundays  
\$23.00 on \$5 Thursdays, onsite only  
\$15.00 for School Field Trips  
\$35.00 Online

## **Active Duty and Retired Military and First Responders**

FREE Admission Every Thursday plus \$4.00 off admission for up to 3 guests

## **Miami-Dade County Students / Kindergarten thru Grade 12**

FREE Admission with Ticket  
Valid Mondays through Fridays, All Day

## **Bounce Back**

\$4 Off Admission with Coupon  
Valid Any Day (Except Opening Day)

## **Parent Discount**

\$4 Off Admission with Code  
Valid Any Day (Except \$5 Days)

## **2023 General Public Operating Schedule**

March 16, 17, 29, 30, 31 April 5, 6 - Open 4:00 p.m.  
March 18, 19, 20, 21, 22, 23, 24, 25, 26, April 1, 2, 7, 8, 9 - Open 12:00 noon

## **21-Day Admission Pass**

Available to Purchase at Gate and Online

## **Miami-Dade County Employees & Miami-Dade County School Employees**

\$12.00 Admission Monday through Friday with coupon  
The Miami-Dade County Schools will be on Spring break from Monday, March 20th through Friday, March 25th.

*Promotional offers and operating times are subject to change without notice. Offers cannot be combined with any other discounts or promotional offers. For more information regarding 2023 Youth Fair and its promotional offers, special events and entertainment visit [www.fairexpo.com](http://www.fairexpo.com).*



# General Information

## ADVISORY COMMITTEE

This is to inform all concessionaires that we have appointed an ADVISORY COMMITTEE representing all segments of the concession business generated on the fairgrounds. They are as follows:

- **John Anderson**  
(561) 310-2069  
janderson@namidway.com
- **Todd Desgranges**  
(772) 370-4871  
Tdesgrange@aol.com
- **Bob Fritz**  
(727) 237-4723  
laserbobs@hotmail.com
- **Griff Gillette**  
(607) 434-1280  
Griff.Gillette@gmail.com
- **Jennifer Hutchins & Bobby Miles**  
(832) 301-1644  
hutchins21@yahoo.com
- **Amy LaBreque**  
(661) 510-3330  
amy@imageseverywhere.tv
- **The McGrath's**  
Kevin (239) 872-2798, Kevin II (321) 689-9356  
Mike (239) 872-1838  
sailcat53@aol.com
- **Lou Pacifico/Ryan Collmer**  
Lou (239) 850-6737, Ryan (239) 691-7497  
deliplace@msn.com
- **Billy & Christie Thornberry**  
(561) 578-1698  
wthornberry@yahoo.com

The purpose of this committee is to set up a network of communication, not only during the Youth Fair, but throughout the year to keep us updated on issues that might affect our industry. The committee meets once in February and again during the Youth Fair. Please feel free to contact the above members and/or the Concessions Department regarding any of your concerns affecting your business operation.

## ATM MACHINES

For any fairgoers needing cash (or you and your personnel), there will be ATMs open 24 hours a day on the fairgrounds in the following locations:

- Outside the Front Entrance of the Fairgrounds
- At the Boulevard of the Fairgrounds (6 ATMs at this location).
- At the north end of Main Street across from Kiddieland
- Near the restroom on the Northeast corner of the Fairgrounds.
- On University Drive
- Near the restroom on the Northwest corner of the Fairgrounds.
- On the East Midway on the south side of the bridge.
- Across from THE BARN on Country Lane
- At the front of the R. Ray Goode Building on the Mall.
- At the east end of the Mall near the Guest Relations Booth.
- Inside Arnold Hall, near restrooms.
- Inside Edwards Hall, near restrooms.

(The locations of these ATM machines are indicated on the map on Page 10 of this manual.) If you observe any difficulty with an ATM machine, please report the experience to the Fair switchboard at (305) 223-7060.

## COMMUNICATION SYSTEM

The Fair will use Microsoft Kaizala, a mobile messaging app to communicate important information for our 2023 Fair in March. This will allow the Fair to communicate important information to key members of the Fair, as well as concessionaires and other key external on-grounds vendors, contractors, show producers, etc. Items such as possible incoming severe weather, hourly turnstile counts, traffic and closing times will be communicated through this system. We will give you the information to sign up for the app upon your arrival.

## CONTRACTS AND FORMS: HOW TO FILL OUT PLEASE READ CAREFULLY

Attached you will find one contract for each location you have at the Youth Fair. Please note that all service charges pertaining to each location are reflected on the Official Invoice/Receipt.

The Official Invoice/Receipt reflects the vendor charges (separate charges not pertaining to a particular location) such as performance bond, insurance, rental of living quarters, and charges for stock truck and ancillary equipment electric. Following these charges on the invoice, you will find the individual location charges.

The rental fee, service charges (electric and sewage) and utility assessment fees have been computed and are printed on the Official Invoice/Receipt. These charges include the additional electrical service you may have needed during the past Fair (see Connection Fee on the following page). If there are any changes to the size of trailer or equipment please make the necessary corrections on the appropriate forms. Be certain to complete the section describing your equipment.

Please return your signed contract(s) and related exhibits to us by the required due date, together with the amount indicated on your Official Invoice and Receipt. We accept cash, personal checks, money orders, cashier's checks and credit cards. After November 1st we will accept cash, money orders and cashier's checks only. Acceptance of the contract shall not occur until payment has been received along with all completed and fully executed exhibits and a review has been conducted of the License, as well as being signed by the authorized representative of the Miami-Dade County Fair & Exposition, Inc. The deadline for return of the License, payment and exhibits is as follows:

## REFER TO YOUR OFFICIAL INVOICE FOR THE DEADLINE FOR RETURN OF LICENSE, PAYMENT AND EXHIBITS

## BALANCE DUE - REFER TO YOUR STATEMENT OF ACCOUNT FOR BALANCE DUE DATE

### DELIVERIES

All deliveries (except for ice) will be allowed prior to opening of each day of the Fair only. UPS and FedEx deliveries may be picked up at the receiving station on the south side of the Pepsi compound. It will open beginning on Monday, March 13th, 2023 from 8:00 a.m. to 5:00 p.m. Please observe posted hours.

All identification on pre-paid deliveries to you at the Youth Fair must contain the name of the PERSON SIGNING THE CONCESSION CONTRACT. Otherwise, with just a company name or merchandise description on the outside, delivery to the correct destination may be delayed or impossible. Personnel picking up packages must have proper photo ID and will be asked to sign for parcels picked up.

NO C.O.D. deliveries will be accepted by the Youth Fair unless previous arrangements have been made at the UPS pick-up area.

### ELECTRICAL SERVICE

You must let us know your maximum requirements for electricity, and they must appear on the appropriate forms. Otherwise, you may be charged a **Connection Fee of \$50.00** if you require additional electric upon arrival.

Please make sure that all the wiring for your equipment (stands, living quarters, stock trucks and ancillary equipment) is in good condition, ready for hookup and complies with current electrical codes.

ALL outdoor center locations have individual plug-in installations requiring a 20 foot lead wire. All center locations will require a male E-1016 cam-lok. The electric department will have these cam-loks in stock to facilitate your connection.

Lineup outdoor locations also have individual plug-in installations requiring a sufficient lead wire (100 feet suggested).

Any fluorescent lights exposed to the public need to be in tubes. Tubes should have rubber ends.

**All hookups need to be done by Youth Fair electricians on our fairgrounds.** Please **DO NOT** take off the front doors of the red electric boxes. It is dangerous and creates a safety hazard. **Any violation of our electric policy will result in a fine of \$500 and possible removal from our fairgrounds.**

### FAIR POLO SHIRTS WITH LOGO

The official Youth Fair shirt is a standard polo style shirt with collar and has the Youth Fair logo silk-screened on the front. If you wish to order your polo shirts prior to fair time, please call (786) 315-5111 for ordering information.

### FIELD TRIPS

#### Friday, March 17

Student Field Trip 9:00 a.m. to 1:00 p.m.

- **ELEMENTARY SCHOOL (GRADE 3-5).** Public and private school students admitted free to the Youth Fair,
  - Approximately 8,900 chaperoned students will be attending. Entire Youth Fair is open except KiddieLand, KiddieLand Too! and the entertainment showplaces. Midway rides at discount prices and \$15 UNLIMITED RIDE WRISTBANDS.
  - Sponsors and Business Exhibitors in Arnold Hall should open or have their booths secured as this is business-as-usual with a shutdown period between 1 p.m. and the regular weekday opening hour of 3 p.m.

#### Wednesday, March 29

Student Field Trip 9:00 a.m. to 1:00 p.m.

- **MIDDLE SCHOOL (GRADES 6-8).** Public and private school students admitted free to the Youth Fair,
  - Approximately 8,100 are expected. Entire Youth Fair is open except KiddieLand, KiddieLand Too! and the entertainment showplaces. Midway rides at discount prices and \$15 UNLIMITED RIDE WRISTBANDS.
  - Sponsors and Business Exhibitors in Arnold Hall should open or have their booths secured as this is business-as-usual with a shutdown period between 1 p.m. and the regular weekday opening hour of 3 p.m.

#### Thursday, March 30

Student Field Trip 9:00 a.m. to 1:00 p.m.

- **MIDDLE SCHOOL (GRADES 6-8).** Public and private school students admitted free to the Youth Fair,
  - Approximately 10,200 are expected. Entire Youth Fair is open except KiddieLand, KiddieLand Too! and the entertainment showplaces. Midway rides at discount prices and \$15 RIDE WRISTBANDS.
  - Sponsors and Business Exhibitors in Arnold Hall should open or have their booths secured as this is business-as-usual with a shutdown period between 1 p.m. and the regular weekday opening hour of 3 p.m.

#### Friday, March 31

Student Field Trip 9:00 a.m. to 1:00 p.m.

- **EXCEPTIONAL STUDENTS (ALL AGES)** with disabilities including physical, mental, visual and audio.
  - Approximately 7,100 are expected.
  - Only KiddieLand, KiddieLand Too! selected midways and selected midway rides (at reduced speeds) are in operation - all free. This is

a highly anticipated event for these students and if you choose to offer a "Special Student Discount" it would be greatly appreciated.

- Sponsors and Business Exhibitors in Arnold Hall should open or have their booths secured as this is business-as-usual with a shutdown period between 1 p.m. and the regular weekday opening hour of 3 p.m.

### Wednesday, April 5

Student Field Trip 9:00 a.m. to 1:00 p.m.

- PRESCHOOL, KINDERGARTEN AND ELEMENTARY (GRADE 1-2).

Public and private school students admitted free to the Youth Fair, - Approximately 4,300 chaperoned students will be attending. Only KiddieLand, KiddieLand Too! selected midways and certain midway rides will be running (at discount prices) and \$15 UNLIMITED RIDE WRISTBANDS.

- Sponsors and Business Exhibitors in Arnold Hall should open or have their booths secured as this is business-as-usual with a shutdown period between 1 p.m. and the regular weekday opening hour of 3 p.m.

### INCLEMENT WEATHER

For your safety during inclement weather please go to the E. Darwin Fuchs Building. Should there be periods of rain, all outside stands and booths may cover up to protect merchandise. Once the rain stops you will need to immediately remove the covers and re-open for business for the remainder of the day.

### LATE REGISTRATION

Those concessionaires with living quarters checking in the day before the Fair opens will be required to park outside the fairgrounds and have the guard gate call the Concessions Office for access to get credentials.

### LOST CHILDREN/LOST & FOUND

Miami-Dade County Police handle lost children. Please contact them at (786) 315-5211. Please be very patient...remember how upsetting this situation is both to children and parents. Don't hesitate to contact security if necessary. There is an office on the north side of the main gate building to handle lost and found articles.

### MAIL

Incoming mail may be picked up at the Reception Area in the Concessions Office in Arnold Hall. Packages however, are delivered to a special receiving station on the south side of the Pepsi Compound (where UPS is) and may be picked up there.

There are no out-going mail services available at this time on the fairgrounds. Such activity must be conducted by you at a local post office. You may drop off stamped letters for pickup at the switchboard area in the main reception lobby in Arnold Hall (no packages please!).

### PASSES

#### Living Quarters

If you have reserved and paid for living quarters space, be sure to check in at Service Gate #9. All other passes/credentials should be picked up at the Concessions Office. Tents are not allowed in Living

Quarters. Stock trucks are not allowed in living quarters unless they house living quarters.

You will be measured at the living quarter check-in booth from bumper to bumper for the length of your living quarters, sign off on the measurement and be issued a permit. Youth Fair staff will be directing traffic and helping you park.

You will be required to pay for any living quarters that you order. Therefore only order only what you will require for you and your employees. Refunds will be issued up to 45 days prior to opening day of the Youth Fair.

### PARKING

All trucks/trailers/vehicles parked **anywhere** on the fairgrounds must be registered and **must** have an authorized vehicle decal pass displayed on the vehicle. Unauthorized vehicles will be towed from the fairgrounds and impounded.

In order to prevent parking problems, **you must park within the marked area designated on your vehicle parking pass, not on the pavement!** Your vehicle parking passes may be picked up at the Concessions Office in Arnold Hall.

Parking behind Edwards Hall is limited and authorized by special decal only. Unauthorized vehicles without a proper decal specifically for Edwards Hall will be towed to a remote lot at **the owner's expense**.

Each registered **paid** concessionaire will be authorized one vehicle parking permit at no charge. As concessionaire parking is limited, no additional vehicle parking permits will be available. Additional vehicles may be parked in Lot 5 or in the public general parking lot.

Trailers or vehicles (other than living quarters) with electrical appliances such as refrigerators or freezers will be parked in special areas where electrical service has been provided. These spaces will be as assigned by the Outdoor Location Coordinators. A pass decal must be displayed on the vehicle and/or trailer at all times.

### PRICING

It is mandatory that prices for all products including food, drink and merchandise be posted. **We ask that all food, game, attraction and service vendor's prices be inclusive of sales tax. For merchandise vendors only**, if your price does not include tax, please display signs indicating **"Plus Tax"** visible from all selling sides of your stand/booth.

All signs must be neatly printed and displayed in a conspicuous place. Pencil, crayon or marker on cardboard are not acceptable.

The designated price of your product or service should be the same as stated on the approved Food and Beverage Price Schedule Form. Any change in price will be considered a violation of the License. If you have a **"No Refund"** or similar policy on exchanges, make sure you have unobstructed signs that are visible from all selling sides of your booth/stand stating your policy regarding refunds/exchanges.

**STROLLERS AND WHEELCHAIRS**

Daily rentals are available on both sides of the front entrance at the following prices:

Single Strollers.....	\$11.00
Double Strollers.....	\$17.00
Wagons .....	\$17.00
Wheelchairs.....	\$27.00
Electric Wheelchairs.....	\$60.00

**WIFI SERVICE**

Wi-Fi access is available in Arnold Hall. The Wi-Fi network may be visible in other areas of the fairgrounds, but it is only being supported in Arnold and Edwards at this time.

To sign up for Wi-Fi Service:  
On the device, connect to the SSID/Network: FairVendors  
Password when asked is fairwelcome

If there are questions or concerns, please email [dolday@fairexpo.com](mailto:dolday@fairexpo.com) with your question and contact information and you will receive a response as soon as possible.



# Rules and Regulations

## ACCOUNTING PROCEDURES FOR EXHIBITORS ON PERCENTAGE SALES

All Exhibitors noted on the front page of the Exhibit Space License Agreement that indicate a percentage amount to be applicable to this Agreement, agree to pay the percent stated of their gross revenue daily, after applicable sales tax, in addition to any other amount indicated in the Agreement. "Gross Sales" means the total amount of all revenue received from the sale of goods. Exhibitor agrees that the Fair may, from time to time, and at any time, audit the operation of the Exhibitor, including all cash receipts, for purposes of confirming the accuracy of all reports of gross sales as required under the Agreement. All sales reports and payment must be made by the Exhibitor of the day's sales, prior to the opening of that exhibit or concession on the next day. Failure to comply with these financial reporting procedures will be considered a violation of the License Agreement. Upon being advised of a violation, Fair management will be called upon to review the problem and resolve the matter. Violations will be taken into consideration when issuing contracts for the following year, or may result in immediate cessation of the right and privilege to do business with the Fair.

## CASH REGISTERS

All Exhibitors on percentage sales who are required to use a cash register must supply and use an approved cash register or accounting system to record all sales transactions. So that accurate records can be kept, each cash register must have the following:

- Dual Tape/Readable tape (customer must be given a receipt)
- Dual facing displays-one for employee and one for guest.
- Continuous Grand Total
- Cumulative "Z" Counter
- "X" Readings
- 30-Day Back Up Battery
- "Current" Printed Date and Time on Detail Tape
- Key Protector
- Cash Drawer must be linked to the register and automatically open and close with each transaction
- Price Look Up (PLU) or Preset Keys for each product sold

Each Point of Sale system must be able to furnish the following:

1. A receipt for every transaction
2. Daily Summary Report
3. The daily sales summary must be segregated by cash sales and credit card sales
4. Cumulative summary report
5. Produce daily journal upon request
6. Cash Drawer must be linked to the register and automatically open and close with each transaction
7. Preset keys for every item
8. DUAL display-one for employee and one for guest

You are required to have a backup register on hand should your register malfunction. Should your register break you will be required to cease operating until the backup register is in place.

## DAILY SALES REPORTS

Under the License Agreement, you are required to maintain a daily record of all gross receipts derived from your operation. This record is to be available to the Fair at any time during the Fair and for the three following years. Daily sales report forms will be provided at check-in. Daily "Z" reports will be required that give a breakdown and accounting of all sales activity for each day. Please check the status of the receipt and journal tapes prior to a "Z" out to make sure you do not lose any daily sales information due to lack of register tape. Attach the "Z" tape to the daily sales report so the Fair staff can double-check your figures. When changing journal tapes, the used tape must be kept on grounds during the entire Fair. With these procedures there will be an Audit Office where you will turn in the previous day's daily sales report between 10:00 AM and 2:00 PM daily. Only complete daily sales reports will be accepted. Please allow enough time so that any questions concerning sales sheets or other issues can be addressed. Once your sales figures are approved and calculated any amounts due must be paid to the Concessions Cashier. **We will accept checks for your payments except for your sales on the last Friday, Saturday and Sunday of the Fair. These payment will need to be paid in cash.** We will maintain a continuous running total of your sales, which you are welcome to review at any time, just ask the Vendor Cashier. Any "Z" tapes not picked up after final settlement will be destroyed 10 days after the last day of the Youth Fair.

## REGISTER TAGGING

Fair Auditors will check each stand/booth to record the model numbers and serial numbers for all cash registers, including backup registers. Once it is approved for use, each register will get its own register tag. Please be aware that registers cannot be used for sales until they have been tagged and the information has been recorded. The Audit team will set up an appointment with you to tag your registers once you are set up and ready.

## REGISTER TAPES

Under the License Agreement, all cash register tapes, documenting your sales are to be turned over to the Fair daily. For the purpose of maintaining an accurate audit trail, all cash register tapes need to be identified by the Fair register tag number, name of exhibit/stand, booth number and date. All tapes need to be clear and legible. No faded tape register receipts will be allowed so be sure to have a backup inking system available.

## RECEIPTS

All Exhibitors/Vendors on percentage sales who are required to utilize a cash register as described above, **MUST** issue a sales receipt to the customer for each sales transaction. The receipt must be handed to the customer after every transaction. This procedure is

not optional and Exhibitors/Vendors should not ask the customer if they want the option of receiving a receipt. Failure to issue receipts may result in the exhibitor/vendor being required to issue a refund for the transaction for which the receipt was not issued.

### REGISTER OPERATION

Exhibitors/Vendors must program their cash registers with either PLUs or programmable keys for each product on their menu. Entering amounts that are not attached to a programmed product is not permitted. Register keys may not be left in the register or in the drawer of the register and must only be accessible by a manager. The “no sale” key must be active and recorded to the “Z” report. Registers that do not record “no sale” transactions will not be approved.

### CREDIT CARD SALES

Exhibitors/Vendors that operate registers must setup a payment type for credit card sales. Credit card sales cannot be entered as cash sales. All credit card batch reports must be submitted with the daily “Z” report when reporting sales each day. The total on the credit card batch report will be compared to the total credit card payments on the cash register “Z” reports. If the credit card payment total on the cash register “Z” report is less than the credit card batch report then the gross sales total will be adjusted upwards for the difference.

### ANIMALS

We recognize that many people travel with their pets and are unable to have them placed in a kennel. We are also extremely concerned about the safety of those who work at or attend the Fair. It therefore becomes necessary to establish the following guidelines:

- Dogs must be on leash at all times - Miami-Dade County Ord. #5-6A. (minimum fine \$150)
- Dogs shall not be tied up or left unattended.
- Dogs must be kept in your living quarters or in a secured pen adjacent to your mobile home.
- When walking your dog on a leash, pick up after your dog and place in a trash receptacle.

***The Youth Fair assumes no liability for any injury or damage caused by your pet. Individuals in violation of this policy are subject to a minimum fine of \$150 and/or removal of animal.***

### BACKGROUND CHECKS/IMMIGRANT STATUS

All concessionaires and their employees are required to have National background checks annually from two independent data sources, plus a check of the National Sex Offender Public Registry, as well as proof of legal immigrant status. You will be required to submit to The Fair a Compliance Statement certifying the fulfillment of these requirements. Documentation explaining how you can comply with these requirements will be provided with your contract documents.

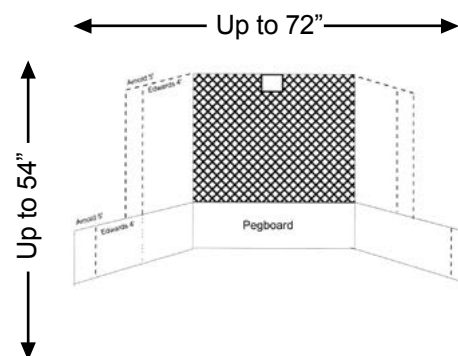
### BOOTH RULE

In order to maintain the orderly movement of crowds on the Fairgrounds and for public safety and convenience, all persons, groups or businesses, whether it is for a nonprofit, charitable or commercial enterprise, are prohibited from selling, exhibiting, or distributing written material on the Fairgrounds, or soliciting funds or signatures, except from a duly licensed location on the Fairgrounds. Given the limited number of booths available, booth space is provided on a first- come, first-served basis. The Youth Fair Management shall

be responsible for the enforcement of this rule. The Youth Fair is committed to being a responsible corporate citizen. This Contractor Code is an integral part of that commitment. We expect our vendors and contractors to comply with both the letter and spirit of the Contractor Code and to avoid even the appearance of improper behavior.

### BUSINESS EXHIBITORS/ARNOLD HALL

Backgrounds may extend out from the booth back line no more than 5 feet on each side. From that point to the aisle no partitions, etc., may extend above 48” in height. Exhibitor must finish the back of these (5’) extended portions of the exhibit so that these exposed areas will not be objectionable to adjacent exhibitors. No built-up exhibits or other construction shall exceed 8 feet in background height, including company name or other advertising. There will be partitions from the back wall to the front 4’ high x 10’ deep. No exhibits and/or signage may be displayed above store fronts. The aisles must be kept clear of any and all obstructions at all times. You may not deface the Fair’s property by hanging merchandise or displays.



### SPECIFIC RULES FOR ARNOLD HALL

The following rules must be strictly adhered to for safety and security purposes, while also keeping in mind our “good neighbor” policy, since we wish to accommodate all of our concessionaires and make this area “livable” for 21 days!

1. All electrical panels and fire alarm boxes must remain visible and easily accessible at all times. No merchandise may be displayed on them or obstruct access to them. You must work around this equipment as it is installed for your safety and security.
2. No electrical appliances such as coffee pots, refrigerators and microwaves, can be used in your booth unless they are essential to the merchandise you are selling.
3. No screws, nails or staples can be used on our walls or booth dividers. Our staff will be glad to advise you if you need help displaying your merchandise.
4. We are able to provide 110 volt electrical service for each exhibit space as needed. Additional outlets or 220 volts for operation of special equipment must be ordered in advance by completing the Electrical Hook-Up Contract and returning it with the contract. Failure to comply will result in sufficient electric not being available in the location at Fair time.
5. No vehicles will be permitted in the buildings to unload merchandise after Tuesday, March 15th.
6. All backgrounds and side dividers must be so designed that any part exposed to view, inside, outside or from the rear, must have a finished appearance. Dimensions vary according to location

- and building.
7. Lights displayed on the front of each booth are restricted to two (2) only to extend past the four foot line, one on each side, on no more than 2" diameter poles.
  8. No vehicles will be allowed to park on the South side of Edwards Hall after Tuesday, March 15th, unless they have Edwards Hall parking decals on them. The decals will be issued from the Concessions Office. All other vehicles will be towed away, even if they have decals corresponding to other areas within the fairgrounds.
  9. All table skirting and coverings must be wrinkle free and of good quality. All stored stock must be out of the public view. It should be covered and stored under display. No cardboard boxes should be visible to the public. All products, materials and manpower related to the operation of the booth must be contained within its interior wall at all times. Balloons may not be used to decorate.
  10. The selling of products and/or distribution of materials must be done from the inside of the assigned booth only. The booth must be open and manned during building hours. Please advise all employees of these times which are located in the front of this manual. There will be warning slips issued for booths opening late and closing early. Remember, the fairgoers are entitled to a complete show once they pay admission and enter the fairgrounds.
  11. Booth number cards will be placed in a conspicuous location by a Miami-Dade County Fair & Exposition, Inc. staff member. Any change in the location of the booth number card must be approved by the Miami-Dade County Fair & Exposition, Inc. Emergencies, deliveries of messages and merchandise sometimes require swift location of your booth.
  12. Security personnel will be in the buildings at all times, but exhibitors are directly and ultimately responsible for their exhibits and merchandise.

## CODE OF CONDUCT FOR VENDORS AND CONTRACTORS

### INTRODUCTION

It is the policy of Miami-Dade County Fair & Exposition, Inc. ("The Youth Fair") that the conduct of employees and others who do business with or on behalf of The Youth Fair shall be based upon the highest ethical standards and in compliance with the law. This Code of Conduct for Vendors ("Contractor Code") covers a wide range of business practices and procedures that may be relevant to vendors and contractors. It does not cover every issue that may arise, but it sets out basic principles to guide vendors and contractors in their dealings related to The Youth Fair.

The Youth Fair is committed to being a responsible corporate citizen. This Contractor Code is an integral part of that commitment. We expect our vendors and contractors to comply with both the letter and spirit of the Contractor Code and to avoid even the appearance of improper behavior.

Anyone who violates the standards in this Contractor Code will jeopardize their relationship with The Youth Fair, including possible termination of the relationship. If you become aware of a situation that you believe may violate this Contractor Code, you should report your concerns immediately in accordance with the procedures described

in Section 2 of this Contractor Code. No adverse action will be taken against anyone for making a complaint or disclosing information in good faith, and any retaliation against a person who in good faith reports any violation or suspected violation of the Contractor Code will be subject to disciplinary action.

1. **Compliance with Laws, Rules, and Regulations.** Complying with legal obligations, both in letter and in spirit, is the foundation on which The Youth Fair's ethical standards are built. All vendors and contractors acting on behalf of The Youth Fair must respect and obey applicable federal, state, and local laws. Although not everyone is expected to know the details of all applicable laws, it is important to know enough to determine when to seek advice from the appropriate Youth Fair personnel.
2. **Reporting Procedures.** The Youth Fair vendors and contractors have the responsibility to report violations of this Contractor Code or other conduct relating to The Youth Fair's business that they suspect may be unethical or in violation of the law. To report a suspected violation or when in doubt about the best course of action in a particular situation:
  - Talk to your contact at The Youth Fair.
  - Talk to The Youth Fair's Director of Administration & Compliance whose contact information is found on The Youth Fair's website.
  - Talk to the Youth Fair's Chairman of the Board of Directors.
3. **Fair Treatment and Mutual Respect .** The Youth Fair policies are designed to ensure that all employees, vendors and contractors are treated fairly and with respect, by The Youth Fair and each other. We are firmly committed to providing equal opportunity in all aspects of employment and a workplace free of discrimination or harassment based on sex, race, color, age, religion, national origin, physical or mental disability, protected veteran status, sexual orientation, gender identity or any other characteristic protected by law. This includes providing reasonable accommodation for disabilities or religious beliefs or practices. Similarly, all guests of The Youth Fair must be treated fairly and with respect and The Youth Fair does not permit discrimination or harassment of its guests, particularly when based upon any legally protected characteristic.
4. **Workplace Safety and Security and Protection of the Environment.** The Youth Fair strives to provide a safe and healthy work environment. Vendors and contractors working on Youth Fair property have the responsibility for maintaining a safe and healthy workplace by following safety and health rules and practices and reporting accidents, injuries and unsafe equipment, practices or conditions. If you become aware of any threat to safety, report it immediately.

Violence and threatening behavior are not permitted. Any acts or threats of violence should be reported immediately.

Vendors and contractors are required to report to work in condition to perform their duties, free from the influence of drugs and alcohol. The use, possession, or distribution of illegal or unauthorized drugs or alcohol on Youth Fair time or on Youth

Fair property will not be tolerated.

The Youth Fair is committed to safeguarding the environment and conducting our business in a manner designed to comply with all applicable environmental laws and regulations, and applying responsible standards where such laws or regulations do not exist.

5. **Public Disclosures.** Vendors and contractors may not speak on behalf of The Youth Fair in any form unless properly and specifically authorized in accordance with Youth Fair policy.
6. **Protection and Proper Use of Youth Fair Assets.** The Youth Fair assets should be used only for the legitimate business purposes of The Youth Fair. Vendors and contractors should endeavor to protect Youth Fair assets and ensure their proper and efficient use. Protecting Youth Fair assets against loss, theft and misuse is everyone's responsibility. If you become aware of theft or misuse of Youth Fair assets, immediately report the matter to The Youth Fair as described in Section 2 of this Contractor Code.
7. **Conflicts of Interest.** Business decisions must be based solely on what is best for The Youth Fair and not improperly influenced by personal or family interests. Contractors dealing with vendors on behalf of The Youth Fair are expected to avoid conflicts of interest that could be detrimental to The Youth Fair. In addition, vendors and contractors are expected to respect The Youth Fair's conflicts of interest policy with respect to their dealings with Youth Fair employees, so that Youth Fair employees can remain in compliance.

A "conflict of interest" exists when a person's private interests interferes in any way with the interests of The Youth Fair or makes it difficult for a person to perform his or her work at the The Youth Fair objectively and efficiently. Conflicts of interest may also arise when an employee or contractor, or a member of his or her family or household, receives improper personal benefits as a result of his or her position or relationship with The Youth Fair.

Conflicts of interest by Youth Fair employees are prohibited as a matter of company policy, unless disclosed and approved in accordance with the employee handbook. Similarly, contractors dealing with a vendor on behalf of The Youth Fair must disclose potential conflicts with that vendor to the Youth Fair contact, so that arrangements can be made to avoid the conflicts.

In addition, employees and contractors may not solicit, accept or retain any gift, entertainment, trip, loan, discount, guarantee or an obligation, service, or other benefit from any organization or person doing (or seeking to do) business with the Youth Fair, other than: (i) modest, non-cash gifts or entertainment as part of normal business courtesy and hospitality that would not influence or reasonably appear to influence an officer or employee to act in a manner not in the best interest of The Youth Fair, or (ii) a nominal benefit that has been disclosed and approved by The Youth Fair. **Dress Code and Appearance.** The Youth Fair's activities and operations are intended for the enjoyment

of the general public, and particularly families. To ensure the quality of a family atmosphere, all contractors and vendors are expected to adhere to a dress code policy that provides for no apparel with any display of profanity and no apparel or accessories intended to provoke, offend, or intimidate others. The Youth Fair requires that all contractors and vendors enforce a policy that recognizes that all of their employees and agents represent The Youth Fair and are therefore expected to adhere to standards acceptable for family-friendly entertainment.

## CREDIT CARDS

Many customers and Concessionaires are now electing to utilize credit cards for payment by the customer and acceptance of payment from the Concessionaire by the customer. Florida law declares the charging of a credit card holder a surcharge for the use of the credit card illegal. A recent Federal Court decision has called that law into question. Notwithstanding whether or not the law is enforceable, the Exhibitor agrees by operation of contract with Fair that Exhibitor is hereby waiving its legal rights and **shall not charge the Fair's customers a surcharge or convenience fee, or any other type of charge associated with the use of a credit card.**

## DRAWINGS

All drawings are subject to the Miami-Dade County Fair & Exposition, Inc. Rules and Regulations, as well as all applicable federal, state and local laws.

## EMPLOYEES

### APPEARANCE

It is your responsibility to assure your concession stand is clean, attractive and tidy at all times. If you have been given more footage for tables for your guests, it is your responsibility to keep the tables clean and the trash picked up. Debris must be removed from inside and around your concession and placed in dumpsters. This must be done continuously during the day but particularly before going home at the end of each day's business.

All food concession personnel should wear clean and neat uniforms and aprons at all times. If they do not have uniforms, they may purchase Youth Fair polo shirts as described on page 14 of this manual. All non-food concession personnel need not wear uniforms, but must be clean and neat at all times. It is suggested that identifiable Youth Fair polo shirts be worn by non-food concession personnel also.

The public's perception is that employees playing games are practicing and better able to compete. Therefore employees are asked to cover or remove their uniform shirts when playing games while on break or not scheduled to work.

### BEHAVIOR

It is of utmost importance that our rapport with our guests be a positive experience for all. There are two very simple guidelines for you and your employees as individuals dealing with our guests to follow. All personnel need to have a clean and neat personal appearance and always be pleasant to our guests.

Illegal substances shall not be allowed on the fairgrounds at any time. Any person in possession of alcoholic beverages during Fair



hours of operation, or any person in possession of illegal substances at any time, will be immediately removed from the fairgrounds. Licensees will ensure that their agents, employees or operators not harass, grab, or physically restrain any fair patron; nor will any agent, employee or operator use foul language when addressing fair patrons.

### DRUG-FREE WORKPLACE

In a commitment to safeguard the health of our employees and to provide a safe environment for everyone, the Youth Fair has established a DRUG-FREE WORKPLACE policy. Our policy now formally states that substance abuse will not be tolerated on the fairgrounds, including the parking lots. This prohibition includes the possession, use or sale of illegal drugs or being under the influence of alcohol. Any person in possession of or under the influence of alcohol or illegal drugs will be immediately removed from the fairgrounds. It is important that all of us work together to deal with substance abuse to make this a safer and even more rewarding place to work.

### TEMPORARY HELP

The policy of the State of Florida Department of Labor and the Youth Fair is to provide safe working conditions and to never pay below minimum wage to any temporary help. It is your responsibility to comply with The State of Florida and the Federal Fair Labor Standards Act (FLSA). For further information you may call (800) 226-2536.

The Fair will collect basic contact information to anyone inquiring regarding employment opportunities. These inquiries are available for vendor to review at the reception desk in Arnold Hall. It is your responsibility to determine if these inquiries are suitable for your employment. You will need to make arrangements to meet with any potential employees outside the front gate. Potential employees will not be allowed on our fairgrounds. Should you decide to hire an individual you can escort them with an Authorization for Photo ID to the Photo ID Office at the front gate to obtain their Photo ID. **No one will be allowed to enter the fairgrounds without a Photo ID.**

### FENCING/BARRICADES

Concessionaires who have outside locations are required to landscape or fence openings between locations to be aesthetically pleasing to our guests and to keep our guests from cutting through or going behind the booths.

**For ALL line up locations** fencing between stands should be 6 feet in height. **For ALL center locations** the fencing may extend no further than 6 feet behind your stand and be no more than 54 inches in height. Accordingly, all material or equipment in storage should be no more than a total of 54 inches in height. If your fence or barrier is less than 54 inches, the material stored within this area may not exceed the height of the fence or barrier.

### FOOD

#### ADA COMPLIANCE

Concessionaire warrants its stand and dining locations are ADA compliant.

### CONCESSION MAINTENANCE

The Fair goes to great effort and expense and takes great pride in operating a clean, litter-free fairground. **All concessionaires must place their trash in the dumpsters on the infield service roads.** Do not place trash in the trash cans. These are for our guests. Do not wash food containers directly onto the ground.

**Empty product boxes must be broken down, removed and placed in the dumpsters on the infield service roads (not the trash cans).**

### DESIGNATED BOTTLER

All concessionaires selling soft drink products must stock and use the designated bottler's products only. Our rapport with our designated bottler (one of our major sponsors) is extremely important to the Youth Fair and to You as our concessionaire.



### PRICING

#### Souvenir Bottle

1 bottle.....	\$8.00
souvenir refill.....	\$4.00 each
24 ounce cup.....	\$4.00
16 ounce cup.....	\$3.00
20 ounce soda bottle.....	\$3.00
20 ounce water bottle .....	\$3.00

Our bottler provides an enormous amount of advertising to assist in bringing guests to your window. **Purchase of all syrup, CO2, bottled water and cup products from our soda compound is mandatory** to continue this support. Prices and cup sizes are listed above. Please note they may be subject to change.



### EVALUATION REPORTS

Our quality control inspectors evaluate and record the appearance and operation of concessions on a daily basis. These inspectors rate you on cleanliness, personal appearance, price compliance, quality of products, observance of Youth Fair rules, and the physical appearance of your operation. In addition to evaluating all food stands, indoor and outdoor, they will be advising violators of sub-standard practices.

A poor appearance or operation on a daily basis may result in the License being revoked and the concession being removed from the fairgrounds prior to the opening of the next day's Fair.

## GREASE REMOVAL/DRAIN LINES

Specifically labeled grease and cooking oil disposal units are placed in convenient locations throughout the fairgrounds. These units must be used as designated. Grease barrels are not to be removed from pallets. Under no circumstances is grease, gray water or any solid waste material to be poured into rubbish barrels, dumpsters or drains. See Youth Fair Rules and Regulations concerning hazardous waste (exhibit to License Agreement).

**VIOLATORS ARE SUBJECT TO A \$2,000.00 FINE FOR EACH INFRACTION BY THE YOUTH FAIR PLUS CLEANUP COST AND FINES BY MIAMI-DADE COUNTY. VIOLATORS ARE SUBJECT TO IMMEDIATE REMOVAL FROM THE FAIRGROUNDS.**

All drain lines (gray water, sewage, etc.) shall be placed in sewer drains not in storm drains. This is for all personnel on the grounds: concessions, rides, living quarters, etc. Drains are for RAIN WATER ONLY!!! All drains will be marked with the following:

### WARNING!

**AREA UNDER SURVEILLANCE.**

**ONLY RAIN GOES DOWN OUR DRAIN! VIOLATORS WILL BE FINED AND SUBJECT TO IMMEDIATE REMOVAL**

## ICE

Ice will be available to you on the fairgrounds beginning March 15th, one day prior to opening day, through Sunday, April 9th, 2023.

## SOUVENIR BOTTLES

In order to fill the demand for souvenir bottles for the upcoming Fair, the Fair Management will be responsible for the design, purchase and distribution of all bottles to the concessionaires. The Fair 2023 souvenir cup is a single-wall cup with exclusive Vivid 360° full color digital printing. It is stackable and has a flip top and straw, packed (104) per case. Price will be \$8.00 for one souvenir cup and refills for \$4.00.

For your convenience, an order form for souvenir bottles is included with your contract document package (food concessionaires only). Fill out and return your order form to us with your contracts so we can reserve your bottles for you. Do not send any payments with this order form. You will be required to pay for all bottles ordered when you arrive on the fairgrounds.

*Please observe the proper procedure for drink refills:*

- The customer holds the top and straw, and hands the container to the concessionaire.
- The concessionaire refills the container and hands it back to the customer.

The concessionaire must never use the customer's container to scoop ice; always use the ice scoop.

## GAMES

The following rules pertain to game owners only. These rules are in addition to (not in lieu of) Chapter 616 of the Florida Statutes, administrative rules and all of the General Rules and Regulations which appear within this manual.

*The Youth Fair allows games of skill only.*

## BOOKS AND RECORDS

The Youth Fair, through its Concessions Department, reserves the absolute right to make such audits as may be deemed necessary to assure correct and accurate reporting, take meter readings, and request documents necessary to verify awarding of prizes. Concessionaire agrees to comply with random audit and meter reading procedures.

## EQUIPMENT

Sound levels must be controlled so as to not interfere with other concessions or become a nuisance to fair patrons. ***The maximum sound level allowed is 85 decibels.*** Failure to observe this measure will result in the revocation of privilege to play music.

Gun concessions must have two chains on guns so they cannot be turned around to point anywhere but the target area. Target area must have padding and soft backgrounds to prevent any pellets from ricocheting back at the customers, watchers or operators. Operators must be careful reloading to avoid pellet spills and keep the area in front of the concession clean to avoid slips and falls. And please...clean up your area before you leave the Fairgrounds.

Gun, plate and beer smash concessions: keep bystanders 8 feet or more back from target or backboard or behind the thrower. Warning signs should be posted.

## INSPECTIONS

Concessionaire must have the game open and available for inspection at time designated by Youth Fair management, and any time thereafter throughout duration of the Youth Fair, to ascertain that our games of skill are not in violation of any local, state or federal laws.

## PRIZES

Prizes must be clearly marked with 2" lettering.

- 1st Win
- 2nd Win
- 3rd Win
- 4th Win
- 5th Win

If you choose to have different prizes for number of players playing then you need to clearly post the following in as many places as required to make it obvious to the guest what the rules are and what they will win.

Example:

- 1st Win (2 players)
- 2nd Win or 3 to 6 players
- 3rd Win or 7 to 14 players
- 4th Win or 15 or more players

No free games are allowed to be offered to any guest. Double prize buildup is prohibited. Each player must present the payment required to play each game prior to playing each game. Any game operator/agent or owner not having patron present the required payment to play the game before playing each game will result in Licensee Agreement being terminated and equipment removed. Trade ups are limited to four (five win total), one win per level, trading one prize in for next larger size. Fifth win gets largest prize of-

ferred. Plush must be adequately displayed and marked with which prize goes with each win so that the player understands the rules and exchanges of smaller prizes for larger prizes.

In prize every time games, the payment required to play each game and instructions on how the prize is to be won must be clearly stated on the same sign. For example, receive this prize with \$2 for game play even if you don't win. Display of plush on the outside perimeter (awnings) must be limited (to 2-tiers) so as to not obstruct the view of the game or the view from stand to stand. Prizes displayed in tubs or baskets must have signage affixed. The number of each size and type of prize awarded must be approximately 30% of gross sales. **All prizes dispensed must be approved by the Youth Fair Concessions Director.** No novelty items are allowed in your stand.

### SIGNAGE

Concessionaires must provide signs of a professional caliber, consisting of at least two contrasting colors (better contrast, more visibility), with printing legible from no less than 14 feet. All games need to clearly post the price required to play the game using either a 12" diamond or circle with a minimum 6" numeral in bold print on all awning points. Signs must be prominently displayed to the public at all times indicating information concerning: the price to play, number of players, size of prize, prize structure including well-defined trade-up policy (limited to 4), rules, regulations, and any other pertinent information required for the player to understand the operation of the game. The lettering on signs shall be plain and may not be less than 2 inches in height. Any limits on numbers or types of prizes which may be won by an individual player per day must be clearly posted.

Small children must be accompanied by an adult to assure they are able to play and that they understand the rules of the game and the prizes awarded.

All games will accept cash for payment to play the game.

### GIVEAWAYS

All giveaway items must be approved in writing before opening day of the Youth Fair.

### BALLOONS ARE NOT ALLOWED AS GIVEAWAYS.

### GOLF CART-MOTORIZED VEHICLE POLICY

***Absolutely NO golf carts or motorized vehicles will be permitted on the midway or pedestrian walkways, including buildings, tents, etc., during Fair hours.***

There will be no exceptions to such policy unless authorized by the Security Chief of the Youth Fair.

Any person operating a golf cart on the Fairgrounds must have a valid driver's license. A number will be assigned to each golf cart by our fair staff.

The fairgrounds are designed with internal service roads which provide access without driving on the midway to most areas of the fairgrounds. Unlicensed motorized vehicles are prohibited from driving off the fairgrounds.

No speeding is allowed anywhere on the fairgrounds, including service roads. ***All golf carts must have lights turned on if operating at***

***dusk or later. Your full cooperation is required.***

### IDENTIFICATION BADGES

All concessionaires, their supervisors and employees, as well as all adults and children who are in living quarters, must acquire a photo identification badge for the 2023 Fair. ***It is mandatory that they be worn at all times while on the fairgrounds.*** They also serve as admission passes at the gate to enter the Fairgrounds.

An office will be set up for picture taking. The exact location and schedules will be posted closer to Fair time. Photos will be taken at least a week before the Fair starts, and photo ID's will be available on an "as needed" basis throughout the Fair. We suggest anyone requiring photo IDs come in as soon as possible upon arrival to avoid the last minute rush.

Photo I.D. badges may be ordered in advance for those individuals who worked the 2022 Fair and will be returning for the 2023 Fair. A separate mailing for ordering your photo I.D. badges in advance will be done by the Concessions Department prior to fairtime. Prices will remain the same as last year—\$5.00 per plastic badge with clip.

These identification badges will not only make it easier for you to circulate within the fairgrounds but also to drive or walk in and out of the Fair. ***All individuals entering Gate #2 and Gate #9 will be stopped and required to have a valid Youth Fair ID card. This includes those vehicles with LQ decals and NAME decals.*** Please cooperate with us and have all your personnel properly identified. The Youth Fair reserves the right, in its sole and arbitrary discretion, to limit the number of identification badges issued to the concessionaire, its agents, volunteers and employees.

### LOCATION NUMBER SIGNS

Each concession is required to display a Location Number Sign at each of your locations. These are required to help identify you stand quickly, particularly in an emergency situation. For lineup locations, please display your sign nearest to the top right side of your stand when facing your stand from the midway. For center stands, please display your sign nearest to the top right side of your stand when facing your stand from the midway. You will be given two signs, one for each side.

### MICROPHONE SYSTEMS

P.A. systems or microphones are not permitted in the space assigned. Any exception will be at the sole discretion of Youth Fair Management. If approved, such systems and equipment will be controlled as to volume levels, operation hours, location and manner of operation by the Youth Fair.

### NOVELTIES

The Youth Fair grants a concession for the exclusive privilege of selling novelties at the Youth Fair. NO ONE ELSE may sell, promote or give away novelty items (i.e. balloons, inflatables, glow products, rubber poppit toys, fidget spinners, barking puppies, stuffed octopus, etc.).

### OFFENSIVE ITEMS

Items determined offensive by the Youth Fair, in its sole discretion, will be ordered removed. Items being sexually explicit or suggestive in nature are not permitted.

## OUTSIDE BUILDINGS AND STRUCTURES

Those licensed for outside sites are required to provide their own structure(s) and equipment, that must meet Youth Fair specifications and standards. All stands and structures must be professionally constructed, in good repair, well maintained, structurally sound, neat in appearance and meet current South Florida Fire Prevention Code, as well as state building, electrical, safety, disability access and sanitation codes applicable to same. Structures not complying with the provisions of this policy may be ordered to be torn down and/or removed.

All excess boxes, cartons, window coverings, merchandise, etc. must be placed in an enclosed storage area out of public view. Visual screening to hide service equipment and storage from public view immediately adjacent to concessions and exhibits must have the prior approval of the Youth Fair with respect to dimensions and appearance and, if approved, must be designed with complimentary artwork and colors to blend with the appearance of the exhibit or concession.

Where appropriate, trailers and other portable concessions must have proper perimeter skirting to hide the under carriage, wheels, chassis, trailer hitch, etc.

Anyone owning personal property on the Fairgrounds, whether portable or fixed, must properly secure same during both fair and non-fair periods.

## SAFETY & FIRE CODE REQUIREMENTS

**THE "EMERGENCY INFORMATION" SHEET SHOULD BE PLACED IN A HIGHLY VISIBLE LOCATION IN EVERY CONCESSION TRAILER, TENT, STAND OR CART.**

The Youth Fair along with Miami-Dade County Fire Rescue Department are working together for a safe and successful Fair. To help ensure the safety and well-being of you, your customers, and your investment, we are requiring you to adhere to our safety and fire codes. We will have fire inspectors and Fair personnel to assist with your understanding and compliance with the codes. All decorations must be flameproof, have documentation to verify so, and are subject to the approval of the Miami-Dade County Fire Department. Concessionaires having outside seating are required to provide some type of fencing to keep fair patrons from exiting into service areas where there are multiple LPG tanks, electric, water and gas lines. If fencing is of a "reed" or "bamboo" type flameproof documentation is required.

**VIOLATIONS OF THE SOUTH FLORIDA FIRE PREVENTION CODE WILL BE PROCESSED AND MAY RESULT IN FINES UP TO \$2,000 PER VIOLATION.**

- **Common Code Requirements**
- **Extinguisher Requirements**
- **Miami-Dade County has adopted the Florida Fire Prevention Code. This code is a combination of NFPA 1 and 101.**
- **ALL concessions, rides, games, etc., shall have a 10 pound ABC extinguisher.**

- All covered or enclosed concessions having any type of cooking operation that produces grease laden vapors shall have a fire-extinguishing system complying with a U.L. 300 listed hood system in addition to a portable K extinguisher as a back-up and an ABC extinguisher.
- Cooking operations that use ovens only (pizza, etc.) are required to have an ABC extinguisher only.
- Extinguishers shall be located in a readily accessible location and so that accessing it does not subject the employee to possible injury.
- Fire extinguishers shall meet the requirements of OSHA regulations (1910-158) and NFPA codes and standards.
- Extinguishers must be maintained and have a valid inspection tag whether in state or from another state. (Expired extinguisher tags will require recertification by a State of Florida certified extinguishing company.)
- If an extinguisher is used, it must be immediately replaced or recharged.
- Large and high fire load tents may be required to have multiple extinguishers depending on occupancy, fire load, size and configuration.

We will have a fire extinguisher service on the grounds to provide inspection and recharging service for portable extinguishers and hood systems. Service will be available the two days immediately prior to the Fair's opening. Times and location will be announced. The Fair, as a convenience, provides this service to you but you are not required to use this service.

## LPG TANKS (MUST COMPLY WITH NFPA-58)

- All liquified petroleum gas tanks must be secured to an approved support in a manner that ensures upright stability. Temporary fencing does not provide stable support. They should be secured to your concession trailer if they are 100 pound tanks or smaller. If they fall over, the valve could break off causing a serious safety hazard.
- LPG tanks used for cooking where the public is seated must be secured in an area that is not within the public seating, nor between the public and the cooking heat source.
- The security caps must be kept on tanks at all times they are not connected.
- Emergency relief valves shall be located so that the direction of the escaping gas is away from an ignition source, the public, or an exit.

## MOTOR HOMES/LIVING QUARTERS

- Motor homes shall not have gasoline or gasoline storage containers underneath them. (Vapors from empty cans are as lethal as vapors from a full container.)
- Motor home LPG tanks shall be secured to the motor home and on a sturdy foundation. This includes 100 pound tank left out to be refilled. (Note: This does not mean a temporary fence or other unsecured structure.)



## SELFIE STICKS

The Youth Fair does not allow "Selfie Sticks" to be brought onto the fairgrounds or into any of our buildings during the Youth Fair. This item will not be available for sale in The Marketplace (Arnold Hall) or on the fairgrounds during the Youth Fair.

## SMOKING

SMOKING INCLUDING E-CIGARETTES IS PROHIBITED by all Youth Fair personnel, as well as all concessionaires, exhibitors and midway personnel while working. Smoking is permitted outdoors in areas away from the public while an employee is on break and away from their post.

## STYROFOAM™

Polystyrene (Styrofoam™), a petroleum-based plastic, is considered our nation's 5th largest creator of hazardous waste and poses major issues to our land and water. An ordinance went into effect which bans Styrofoam products at all Miami-Dade County parks and beaches. We're supporting the county's efforts by extending this ban to the Fairgrounds including all events and activities that take place here throughout the year. **These banned styrofoam items may include coolers, plates, bowls, cups, lids, to-go containers, and others. You can identify it by looking for the plastic resin code #6 on the packaging.**

## TENT PERMITS

All tents used on our fairgrounds must have a Miami-Dade County Tent Permit. If you plan to use any tents please contact the Concessions Department immediately so that we can send you the required paperwork for securing a tent permit. No tents will be allowed in the Fair 2022 without proper permitting. If you do not comply with the Building Department requirements you will not be allowed to open.

- All drawings and sketches shall match items installed on the Fairgrounds.
- All member sizes and descriptions on drawings shall match those installed on Fairgrounds.
- All tent configurations shall be verified by a registered engineer in the State of Florida to comply with the requirements of the Current Florida Building Code and the Miami-Dade County Building Department requirements.
- Any discrepancy will result in removal of tent. Do not add or attach anything to your tent structure that will change the integrity of the tent design, i.e. banners, extensions for display of merchandise, etc.

In addition to completing a tent permit application you will be required to submit a flame retardant certificate and tent specifications from the manufacturer. After all required paperwork is received we will proceed to apply for the permits through the Miami-Dade County Building Department. There will be permitting, engineering and processing fees for which you will be responsible.

## TIP JARS

No tip jars on counters are allowed.

## LOCAL COMPANIES & SERVICES CLOSE TO FAIRGROUNDS

For your convenience, listed below are the names, addresses and phone numbers of business and service entities we feel might be of use to you. Please let us know if there are any others you would like to see added to this directory. The Youth Fair, its officers, directors, employees and agents do not endorse or promote any of the companies or services listed below. The listings are provided only as a courtesy to you the Concessionaire.

### BANKS

Ocean Bank  
12005 SW 26th Street  
Phone: (305) 559-4466

TD Bank  
11201 SW 40th Street  
Phone: (305) 552-6363

### CAR RENTAL

Enterprise Car Rental  
7275 SW 40th Street  
Phone: (305) 262-1880

### MIAMI CHAMBER OF COMMERCE

Phone: (305) 350-7700

### DENTIST

Iris Cruz, DDS  
9115 SW 87th Avenue  
Phone: (305) 595-9556

Jeffrey Nullman, DDS  
11467 SW 40th Street  
Phone: (305) 552-7050

### DRY CLEANER

Dry Clean USA  
11429 SW 40th Street  
Phone: (305) 223-8172

### ELECTRICAL SERVICES

Galaxy Amusements  
Phone: (813) 681-6666

Showmen Supplies  
Phone: (630) 880-4677

Sobyco Electric  
Phone: (305) 887-2524

### FIRE EXTINGUISHER SERVICE

General Fire Protection  
Phone: (786) 514-6423

### FLORIST

Avant Gardens  
7220 SW 40th Street

Phone: (305) 554-4300

Hirni's Wayside Garden Florist  
9950 SW 57 Avenue  
Phone: (305) 661-6266

#### **FOOD SERVICES**

Fare Foods  
Phone: (800) 651-1601  
(618) 542-2155

Hopkins Food Service  
Phone: (229) 672-0310

JC Bakeshop  
Phone: (786) 374-8207

#### **GAS**

Statewide Propane  
Phone: (305) 635-8682

#### **GOLF CARTS**

Dade Equipment  
Phone: (305) 906-1136

#### **GRAPHICS**

Color Image Designs Signs /Wraps  
Miami-Dade County Fairgrounds  
Phone: (813) 480-3148

#### **GROCERS**

Fresco Ymas  
8855 SW 24th Street  
Phone: (305) 220-9268

Publix  
1525 SW 107th Avenue  
Phone: (305) 552-8733

#### **HARDWARE**

Home Depot  
11305 SW 40th Street  
Phone: (305) 552-9005

#### **HOSPITALS**

Baptist Hospital  
8900 SW 88th Street  
Phone: (305) 596-1960

Baptist Urgent Care Center  
8840 SW 40 Street, Suite 100  
Phone: (786) 596-3890  
Hours 11 AM - 11 PM Daily

Nicklaus Children's Hospital  
3100 SW 62nd Avenue  
Phone: (305) 666-6511  
South Miami Hospital  
6200 SW 73rd Street  
Phone: (786) 662-4000

#### **HOTELS**

Due to our busy Florida tourist season at Fair time, it is imperative to make a reservation in advance in order to secure a room.

Comfort Suites  
3901 SW 117 Avenue  
Phone: (305) 220-3901

Extended Stay America  
8655 NW 21st Street  
Phone: (786) 331-7717

Marriott Courtyard  
9075 South Dadeland Blvd.  
Phone: (305) 670-1220

Shamrock Rentals of South Florida  
12615 SW 91 Street  
(Corporate Housing)  
Phone: (305) 598-5800

#### **LAUNDRY**

Drop Off/Pick Up Service  
(786) 315-5177  
Miami Dade County Fairgrounds

#### **LOCKSMITH**

Alfa  
7002 SW 87 Avenue  
Phone: (305) 598-3628

#### **PHARMACIES**

CVS  
1549 SW 107th Avenue  
Phone: (305) 220-0147

Walgreens (24 Hours)  
1555 SW 107 Avenue  
Phone: (305) 554-1968

#### **POST OFFICE**

Olympia Heights  
3801 SW 117th Avenue  
Phone : (800) 275-8777

#### **PUBLIC TRANSPORTATION**

Bus Lines  
(General Information)  
Phone (305) 770-3131 Or Dial 311

#### **RESTAURANTS**

Chuck Wagon  
7628 SW 117th Avenue  
Phone: (305) 274-2263

Flannigan's  
9857 SW 40th Street  
Phone: (305) 207-7427

Joe's Stone Crab (Seafood)  
(Dine In or Take Out)  
11 Washington Avenue  
Miami Beach, FL  
Phone: (305) 673-0365

La Carreta (Cuban)  
8650 SW 40th Street  
Phone: (305) 553-8383

Shorty's BBQ  
11575 SW 40th Street  
Phone: (305) 227-3196

#### **TAXI SERVICE**

Metro Taxi  
Phone: (305) 888-8888

Yellow Cab  
Phone: (305) 444-4444

#### **TENT RENTAL**

Glen's Tents & Special Events Rentals, Inc.  
Phone (305) 592-3328

#### **VETERINARIANS**

Derks Animal Clinic  
9495 Old Dixie Highway  
Phone: (305) 233-7128

Westchester Animal Hospital  
2730 SW 87 Avenue  
Phone: (305) 221-1224  
After Hours (305) 666-4142

# Rules and Regulations

1. **NO INTEREST IN LAND.** The parties hereto agree that Licensee's rights hereunder shall not be construed as a lease, easement, or other interest in the real property of The Youth Fair and the License is revocable, limited and non-exclusive.
2. **INSURANCE.** The Youth Fair may require Licensee to furnish insurance coverage in kinds and amounts satisfactory to The Youth Fair.
3. **INDEMNITY.** Licensee hereby covenants and agrees to fully exonerate, indemnify, defend and hold harmless the Miami-Dade County Fair & Exposition, Inc., its Board of Directors, Officers and all management, staff, agents, employees, volunteers, representatives and Miami-Dade County and its Board of County Commissioners each severally and separately from any and all claims, suits, losses, damages, judgments, fines, penalties, liabilities, expenses, including reasonable attorney's fees and costs, in all administrative proceedings and at the trial and appellate level, for any injury or death to persons (whether they be third persons or employees of either The Youth Fair or Licensee) and any loss (through theft, fire or otherwise) of or damage to property (whether it be that of The Youth Fair, the Licensee or some third party) caused by, growing out of, or arising out of Licensee's use of the Fairgrounds, including, without limitation, its use by Licensee's agents, sub-licensees, vendors, concessionaires or any other entity or person associated with Licensee; exercise of any rights under the Agreement; breach of any term, warranty or provision of this Agreement by Licensee; the sale of products; Licensee's operation on the Fairgrounds, use of Licensee's logo, third party liability including trademark/copyright infringement, breach of the provision regarding hazardous waste and any clean up or fines associated therewith; or any act or omission of Licensee, its employees, officers, or agents. All such liability is hereby expressly assumed by Licensee. Such indemnification shall not apply to injury to persons or damage to property arising out of The Youth Fair's negligence or willful misconduct. This provision shall expressly survive termination of this Agreement.
4. **STATUS OF NAME, ADDRESS, WAIVER, GUARANTY.** The Licensee represents and warrants that the legal name as contained in the Agreement along with all other information in this License are accurate and correct in all respects and makes this warranty as of fifteen (15) days prior to the MOVE-IN date. Licensee further represents and warrants that the Authorized Representative listed in the License has full, complete and absolute authority to bind the Licensee. If the Licensee is a corporation, it warrants and represents that it is in good standing and active and, if it is not a Florida Corporation, it warrants and represents that it is authorized to do business in the State of Florida. Any change in the Licensee's legal name, fictitious name, address, telephone number, or authorized representative, shall be forwarded to The Youth Fair, in writing, within three (3) days after the change. Should the Licensee default in the performance of any of the terms and conditions as stated herein, The Youth Fair, at its option, may cancel this License and the relation of the parties shall be in all respects as if said term had fully expired. Should The Youth Fair exercise its rights to cancel this License, Licensee agrees to forego any and all claims for damages against The Youth Fair and further agrees to waive any and all rights which might arise by reason of the terms of this License and the Licensee shall have no recourse of any kind against The Youth Fair.
5. **YOUTH FAIR APPROVAL.** Licensee recognizes and acknowledges the unique reputation of The Youth Fair in the community. The Youth Fair is dedicated to the production and presentation of wholesome, family entertainment. Licensee agrees that its participation shall be in keeping with this policy and grants to The Youth Fair the sole and arbitrary right of approval for any performance, exhibition, exhibit, product, service, brochure, pamphlet, signage, other literature and entertainment to be offered under this License and the Licensee agrees that no such activity or part thereof shall be given or held if objected to by The Youth Fair.
6. **LIEN.** The Youth Fair shall have the first lien against ticket and other receipts and all property of Licensee for all unpaid fees, expenses, damages to property and appropriate taxes due for the event covered by this License. The Youth Fair is empowered to withhold all such items and, if such funds are not available at conclusion of the event, to impound any and all property of Licensee. The Youth Fair shall have the right to sell said property at public auction and to apply the proceeds from such auction to the unpaid charges.
7. **FREE SAMPLES.** No free samples of food, beverage or any other product may be given away or otherwise distributed without prior written approval of The Youth Fair, which approval may be arbitrarily withheld in the sole discretion of The Youth Fair.
8. **ALCOHOLIC BEVERAGES.** Licensee shall not cause or allow beer, wine or any other alcoholic beverage to be sold, given away, used or consumed upon said Fairgrounds without the written consent of The Youth Fair, which approval may be arbitrarily withheld in the sole discretion of The Youth Fair. If alcoholic beverages are authorized in writing by The Youth Fair, then the Licensee shall obtain the necessary temporary license/permit from the Department of Business and Professional Regulation and shall provide The Youth Fair with a copy of the temporary license/permit issued. In addition, Licensee shall provide The Youth Fair with a Certificate of Insurance which shall name the Miami-Dade County Fair & Exposition, Inc. and Miami-Dade County and its Board of County Commissioners as additional insureds for Liquor Liability Coverage insurance with limits of not less than \$1,000,000 aggregate.
9. **GIFTS, PRIZES, ETC.** Licensee shall not offer any gift, prize, or item(s) for sale which The Youth Fair may consider unacceptable for distribution, in its sole opinion, and which have not been first approved by The Youth Fair in writing.
10. **LOST ARTICLES.** All lost articles should be turned into The Youth Fair during the Youth Fair Event.
11. **SOLICITORS.** Absolutely no soliciting or distributing of flyers is permitted on the Fairgrounds.
12. **CANCELLATION BY THE YOUTH FAIR.** The Youth Fair reserves the unilateral right to cancel this License for economic reasons, or for the public good, or for events including, but not limited to acts of God, fire, flood, natural disaster, a threat of or a tropical storm, a threat of or a hurricane, inclement weather, war or threat of war, acts or threats of terrorism, civil disorder, unauthorized strikes, governmental regulation or advisory, recognized health threats as determined by the World Health Organization, the Centers for Disease Control, or local government authority or health agencies (including but not limited to the health threats of COVID-19, H1N1, or similar infectious diseases), a pandemic, curtailment of transportation facilities, or other similar occurrence beyond the control of the parties in which case any funds paid by the Licensee for unused days, less actual expenses necessarily incurred by the Fair in connection with the Event so cancelled, will be refunded without penalty. In addition, The Youth Fair reserves the unilateral right to cancel this License in the event of any request by any Federal, State or County agency for use of the Fairgrounds under such circumstances, it being understood and agreed by Licensee that its rights hereunder are subordinate and inferior to the right of use by any Federal, State or County agency or department, in which case any funds paid by the Licensee for unused days, less actual expenses necessarily incurred by the Fair in connection with the Event so cancelled, will be refunded without penalty. Should The Youth Fair exercise its rights to cancel this License for any reason, including but not limited to those stated above, Licensee agrees to forego any and all claims for damages against The Youth Fair and further agrees to waive any and all rights which might arise by reason of the terms of this License and the Licensee shall have no recourse of any kind against The Youth Fair.
13. **CANCELLATION OR DEFAULT BY LICENSEE.** Should the Licensee cancel its participation in the Youth Fair Event or fail to timely appear and set up for the Youth Fair Event or fail to perform the conditions and requirements set forth herein required to be performed prior to the move-in date of the Youth Fair Event, this License shall be canceled and shall in all respects be deemed null and void, and The Youth Fair shall retain any monies paid by Licensee as liquidated damages and not as penalty, it being understood and agreed by all parties that actual damages would be extremely difficult to ascertain. Should the Licensee default in the performance of any of the terms and conditions of this License, after the move-in date, The Youth Fair, at its option, may cancel this License and the relation of the parties shall be in all respects as if said term had fully expired. The

Youth Fair may take possession of those areas on the Fairgrounds occupied by Licensee, remove all persons therefrom, and resort to any legal proceedings to obtain such possessions. Any monies paid to The Youth Fair by Licensee or any monies collected by The Youth Fair shall, upon default after move-in, be retained by The Youth Fair to offset any monies owed to The Youth Fair under this License and as a result of the default of Licensee.

14. **PUBLIC SAFETY.** Licensee shall be responsible for the public safety, health and welfare of its patrons, agents, vendors, sub-licensees, concessionaires and employees. The Youth Fair reserves the unilateral right to cause the interruption of any event in the interest of public safety and to likewise cause the termination of such event when, in the sole and arbitrary judgment of any County, State or Federal agency or its agents, including but not limited to Miami-Dade County Police or Fire Department, such action is necessary in the interest of public safety, health and welfare. Should it become necessary to evacuate the Fairgrounds because of a bomb threat or for other reasons of public safety, the Licensee will retain the privilege of using the Fairgrounds for sufficient time to complete the presentation of its event without additional rental charge provided such time does not interfere with another License or planned use by The Youth Fair. If it is not possible to complete presentation of the event, rental shall be prorated or adjusted in the sole and arbitrary discretion of The Youth Fair based upon the situation. The Licensee hereby waives any claim for damages or compensation arising out of any action taken pursuant to this provision.
15. **OCCUPANCY INTERRUPTION.** Licensee, his or her agent, officers, and other authorized representatives hereby waive any and all claims for compensation and all rights and claims, action and causes of action against The Youth Fair for any and all loss or damage sustained by reasons of any defect, deficiency or impairment on the Fairgrounds, including but not limited to the electrical, plumbing and air conditioning installations or any part thereof furnished by the Fairgrounds, or any loss or impairment of light or current or water which may occur from any cause, or for any loss or damage sustained resulting from fire, black-out, brown-out, water, wind, civil commotion, riot, labor strikes, pandemic, terrorism, hurricane, natural disaster, or other act of God.
16. **FAIR'S RIGHT OF ENTRY.** Duly authorized representatives of The Youth Fair may enter the Fairgrounds at any time and occasion without any restrictions whatsoever. Licensee hereby waives any and all claims for compensation for any and all loss or damages sustained by reasons of interference by any public agency or Youth Fair official in the operation of the Fairgrounds; however, such interference shall not relieve Licensee from any obligations hereunder.
17. **AUTOMATIC TELLER MACHINES (ATM).** No ATM'S shall be allowed on Fairgrounds except for ATM'S as provided by the Youth Fair. Any and all revenue generated by ATM'S shall be the exclusive property of The Youth Fair. The Youth Fair will use its best efforts to have the ATM stocked with cash and in proper working order, however, Licensee realizes that no such guarantee exists that the ATM will be stocked or operating on any given day of the Licensee's term. Licensee agrees to forego any and all claims for damages against The Youth Fair and further agrees to waive any and all rights or claims for damages which might arise by reason of the failure of the ATM to operate, or the failure of the ATM to be stocked with cash.
18. **COMPLIANCE WITH LAWS.** Licensee shall comply and shall require its agents, vendors, sub-licensees, concessionaires and employees to comply with all laws, ordinances and regulations adopted or established by Federal, State or Local Governmental agencies or bodies, and with all rules and regulations provided by The Youth Fair from time to time. Licensee agrees that at all times it will conduct its activities with full regard for public safety. Licensee further agrees that all portions of sidewalks, entries, floors, passages, halls, corridors, stairways and ways of access to public facilities shall be kept unobstructed and safe by Licensee and shall not be for any purpose other than ingress or egress to and from the Fairgrounds and all electrical panels and doors as well as all safety/emergency exits shall not be obstructed in any way. Licensee also shall not use, store or permit to be used or stored in or on any part of Fairgrounds covered by this License any substance or thing prohibited by law, ordinance or standard policies of fire insurance companies operating or insuring in the State of Florida. No explosives and/or flammable substances including, but not limited to, pyrotechnics, fireworks, illumination oils, oil lamps, candles, turpentine, benzene, naphtha, gasoline or other such substances shall be used, or placed in or on the Fairgrounds covered by this License. LP gas tanks used for cooking must be placed outside any Youth Fair building and must be approved by the Miami-Dade County Fire Department. It is further agreed that no inflammable materials such as bunting, tissue paper, crepe paper and any others will be permitted to be used as decorations and decorative materials unless they are treated with flame proofing and are approved by the appropriate inspector of Miami-Dade County, Florida, before the same are installed.
19. **HAZARDOUS AND TOXIC SUBSTANCES.** The Licensee agrees, at all material times Licensee is on the Fairgrounds, not to have in its possession, collect, distribute, dispose, release or otherwise discharge any toxic or hazardous waste as defined by Florida and Federal law. In the event the Licensee shall be in possession of such hazardous or toxic waste, the Licensee shall immediately notify The Youth Fair and the Miami-Dade County Department of Environmental Resource Management and Public Health Unit as well as the Florida Department of Environmental Protection and the Federal Environmental Protection Agency and such other governmental agency or body as may be required by law and The Youth Fair relative to such materials. Additionally, Licensee agrees not to dispose of any refuse or empty any fluids on the ground. In the event the Licensee or its agents, vendors, sub-licensees, concessionaires or employees dump grease in The Youth Fair's sewer system, or at locations not authorized by The Youth Fair, or shall otherwise violate the provisions of this paragraph, The Youth Fair will look to the Licensee and shall subject the Licensee to cover the cost of any fines assessed by the Miami-Dade County Department of Environmental Resource Management or any other governmental agency having jurisdiction as well as the cost of any clean-up fees incurred by The Youth Fair to correct the problem. In addition, Licensee shall be subject to a fine of \$2,000.00 by The Youth Fair for each infraction and shall be deemed in material breach of this License and subject to immediate removal from the Fairgrounds.
20. **DEFACEMENT OF FACILITY/PROPERTY.** Licensee shall not injure, mar, nor, in any manner, deface said Fairgrounds or any equipment contained thereon; and shall not cause or permit anything to be done whereby Fairgrounds, property or equipment thereon shall be in any manner injured, marred or defaced; and will not drive or permit to be driven nails, hooks, tacks, staples, screws, adhesive or tape of any kind to the walls of any Youth Fair building or equipment contained therein and will not make nor allow to be made any alterations of any kind to said buildings, property or equipment contained therein.
21. **PAYMENT FOR DAMAGES.** Licensee agrees to pay all costs, as determined in the sole judgment of The Youth Fair, of repair or replacement for any and all damages of whatever origin or nature which may have occurred during the term of this License in order to restore the damaged property, personalty and equipment or other parts of the Fairgrounds affected by its participation in the Youth Fair Event to a condition equal to that at the time this License went into effect. Licensee agrees to pay to The Youth Fair five dollars (\$5.00) for each sheet of paper or poster attached to the walls in any way. Licensee also agrees to post, if required, a damage deposit as estimated by The Youth Fair. Any unused portion will be returned after the final settlement.
22. **ASSIGNMENT.** This License is between The Youth Fair and Licensee. Licensee may not assign this License, or any interest in the License, without The Youth Fair's prior written consent, which consent shall be within The Youth Fair's sole discretion but not unreasonably withheld or conditioned. Assignment shall also include a transfer or conveyance of more than fifty percent (50%) of the present ownership interest in the Licensee. Moreover, if Licensee files for bankruptcy, is declared insolvent or adjudicated bankrupt; or if Licensee makes an assignment for the benefit of creditors; if Licensee's license interest is sold under execution, or by a trustee in bankruptcy; or if a receiver is appointed for Licensee, The Youth Fair, without prejudice to its rights hereunder and at its option, without penalty, may terminate this License and take possession of the Fairgrounds immediately without notice to Licensee or any assignee, transferee, trustee, or any other person or persons, it being agreed upon that Licensee or any of the aforesaid waives any and all damages and costs it may have against The Youth Fair, if The Youth Fair exercises its rights as provided above.
23. **UTILITY CONNECTIONS.** The Youth Fair shall provide staff for all utility connections. Utility connections shall include, but not be limited to, electrical, plumbing and gas. All such connections and related work shall be at the expense of Licensee, including any related costs incurred by The Youth Fair. The Youth Fair, at its discretion, may require meters or measuring devices on these utility connections for the purpose of establishing usage for billing Licensee. It is also agreed that Licensee will pay for all additional electrical hook-ups, including the cost of necessary permits. Licensee, his or her agent, officers, and other authorized representatives hereby waive any and all claims for compensation and all rights and claims, action and causes of action against The Youth Fair for any and all loss or damage sustained by reasons of any defect, deficiency or impairment of the connections or hook-ups.



- 24. UNDERGROUND UTILITIES.** Licensee shall not, nor will Licensee allow any of its agents, vendors, sub-licensees, concessionaires or employees to drive any stake, instrument or object of any kind into the asphalt or grassy area of the Fairgrounds without the written consent of The Youth Fair. Underground electrical wiring is installed throughout the Fairgrounds which could result in severe electrical shock. It shall be the sole responsibility of the Licensee to enforce this provision. The Youth Fair will look to Licensee for reimbursement and hereby disclaims all liability for Licensee's failure to enforce this provision.
- 25. LICENSES, PERMITS AND TAXES.** Licensee agrees to obtain the proper licenses and/or permits for the use of the space covered by this License as required by Federal, State or Miami-Dade County agencies pursuant to Florida law and Miami-Dade County ordinances, and supply evidence of same to The Youth Fair on demand. Licensee agrees to promptly pay all applicable sales taxes and to require all vendors, exhibitors, and others selling products to pay applicable taxes and carry the proper licenses and permits. Licensee acknowledges receipt from The Youth Fair of the reporting form provided by the Department of Revenue of the State of Florida and agrees to abide by and comply with chapter 212 of the Florida Statutes.
- 26. AUDIT.** Licensee agrees that The Youth Fair may, from time to time, inspect, audit, or otherwise check the operation of Licensee's business activities, including but not limited to the cash receipts for the purposes of determining the accuracy of all cash reporting or gross receipt recording required under the terms of this License.
- 27. EXHIBIT LOAD IN AND OUT.** Licensee agrees that all articles, displays, exhibits and other tangible personal property shall be brought in or out of the Fairgrounds only at such entrances and such times as designated by The Youth Fair.
- 28. STORAGE.** Licensee assumes all responsibility for all goods, materials, exhibits, displays, articles and other tangible personal property in or on the Fairgrounds before, during or after the Youth Fair Event and The Youth Fair assumes no responsibility for said items.
- 29. REMOVAL OF PROPERTY.** Licensee agrees that all personalty pertinent to the Youth Fair Event which are not the possession of The Youth Fair shall be removed from the Fairgrounds before the expiration of this License. The Youth Fair shall be authorized to remove, at the expense of the Licensee, all personalty remaining in or on the Fairgrounds, after the move-out date of this License. Licensee shall be responsible for payment of storage costs for such personalty and Licensee agrees The Youth Fair shall not be responsible for loss, damage or claims against property removed or stored under this provision. Licensee agrees The Youth Fair shall have a first lien on such personalty for payment of costs accrued for removal and storage.
- 30. CONTRACT AND RIGHTS.** Licensee certifies and attests that it has a valid, properly executed and compatible contract and/or proper rights and licenses for his/her participation as covered by the terms of this License. Licensee shall submit to The Youth Fair, upon demand, copies of such documents.
- 31. BROADCAST RIGHTS.** The Youth Fair reserves all rights and privileges for outgoing television, radio and other electronic broadcasts originating from the Fairgrounds during the term of this License.
- 32. RECORDING.** Licensee agrees that no recording, either visual or audio, of any kind will be made of the event covered by this License. The Youth Fair has the right to require payment for said privilege.
- 33.**
- 34. COPYRIGHTS.** Licensee will assume all costs arising from its use of patented, trademarked, franchised or copyrighted music, materials, devices, processes or dramatic rights used on or incorporated in the Youth Fair Event. Licensee agrees to indemnify, defend and hold The Youth Fair harmless from any claims or costs, including legal fees, which might arise from use of any such material. The Youth Fair name and logo are protected trademark/service marks and may not be used without the express written consent of The Youth Fair.
- 35. DELIVERIES AND SHIPMENTS.** The Youth Fair, at its discretion, may accept delivery of property addressed to Licensee only as a service to Licensee, and Licensee will indemnify and hold harmless The Youth Fair for any loss or damage to any personalty in the receipt, handling, care or custody of said personalty at any time. The Licensee further indemnifies The Youth Fair from any claims or costs related to claims from any third party for loss or damage to said personalty on the Fairgrounds. The Youth Fair will not accept COD or any similar delivery.
- 36. ANNOUNCEMENTS.** The Youth Fair reserves the right to make announcements during the Youth Fair Event which would relate to future attractions.
- 37. CIVIL RIGHTS.** Licensee agrees not to discriminate against any employee or applicant for employment because of race, religion, national origin and further agrees to likewise not discriminate for those same reasons against any person relative to admission, services or privileges offered to or enjoyed by the general public and to be in compliance with the Federal and Florida Civil Rights Acts and the Americans with Disabilities Act (ADA).
- 38. RETENTION OF FAIR PRIVILEGES.** The waiver or failure of The Youth Fair to insist on strict and prompt performance of the terms of this License and the acceptance of such performance thereafter shall not constitute or be construed as a waiver or relinquishment of The Youth Fair's right thereafter to enforce the same strictly according to the terms thereof in the event of a continuous or subsequent default on the part of Licensee.
- 39. NON-EXCLUSIVE RIGHT.** The Youth Fair shall retain the right to use and/or license for use such portions of The Fairgrounds as may not be covered by this License. The Youth Fair also retains the right to re-enter any part of the Fairgrounds covered by this License should such part become vacant, and to determine that such unused portion may be offered for other use with receipts therefrom going to The Youth Fair.
- 40. OTHER CONDITIONS.** It is mutually agreed that any and all matters not expressly provided for in this License will be at the sole discretion of The Youth Fair.
- 41. NOTICES.**
- (a) Method of Giving Notice. All notices or other communications permitted or required to be given under this License shall be given in writing, and delivered to The Youth Fair at the address indicated at the top of the License and to the Licensee at the Business Address as indicated (or sent to their fax numbers) by one of the following ways, at the option of the party giving the notice. (i) by hand delivery; (ii) by certified or registered mail, return receipt requested and proper postage prepaid; (iii) by a nationally recognized overnight courier service such as Federal Express; or (iv) by email.
  - (b) Effective Date of Notices. Notices delivered by hand delivery or by a nationally recognized overnight courier service such as Federal Express shall be effective on the date delivered to the recipient. Notices delivered by certified or registered mail shall be effective upon receipt, or three (3) business days after deposit in the United States mails, whichever shall first occur. Notices sent by email shall be effective on the date transmitted and received, provided that receipt occurs before 5.00 p.m. Eastern Standard Time on a business day. If the last day for giving any notice or performing any act under this License falls on a Saturday, Sunday, or on a day on which the United States Post Office is not open, the time shall be extended to the next day that is not a Saturday, Sunday, or Post Office holiday.
- 42. ENTIRE AGREEMENT.** All terms and conditions of this License shall be binding upon the parties, their heirs, representatives and assigns, and cannot be waived or modified by any oral representation of promise of any agent or other representative of the parties hereto unless the same be in writing and signed by the duly authorized agent or agents who executed this License. Such written document must be incorporated by specific reference therein as a part of this License. Neither party may rely on any oral representations and must look solely to the terms of this License. Furthermore, Licensee agrees that, notwithstanding the possibility of significant damages to Licensee in the event The Youth Fair exercises its unilateral right of cancellation and terminations provided herein, and the right to retain the deposit and other monies, and other rights under the License, the Licensee agrees to the terms contained herein and executes this License voluntarily and freely. This License constitutes the entire agreement and understanding between the parties, whether oral or in writing, as to the subject matter hereof. Any and all prior agreements, understandings, and representations are hereby terminated and canceled in their entirety and are of no further force or effect. The Licensee or Licensee's representative, who executes the License, has acknowledged that he or she understands the legal consequence and import of this clause.

43. **COMPLAINTS.** All complaints by Licensee or its agents, including but not limited to this License, The Youth Fair's policies, The Youth Fair's officers, directors, staff or personnel, shall be dated and in writing and sent to the Director of Business and Sales Development, Miami-Dade County Fair & Exposition, Inc. administrative office located at 10901 Coral Way, Miami, FL 33165.
44. **COUNTERPARTS AND DUPLICATE ORIGINALS.** To facilitate the execution of this License, any number of counterparts of this License may be executed and delivered. That is, it shall not be necessary that each party's signature appear on each counterpart, but it shall be sufficient that each party's signature appear on one or more of the counterparts. Each of the counterparts shall be considered an original and all of them, together, shall constitute one and the same instrument. Any number of duplicates of this License may be executed and delivered, each of which shall be considered an original.
45. **CONSTRUCTION OF LICENSE.** Each party has relied upon its own examination of this License and the advice of its own counsel and other advisors in connection with this License. This License was negotiated at arm's length. Thus, this License shall not be construed more strictly against The Youth Fair notwithstanding that it has been drafted by The Youth Fair and The Youth Fair's counsel. Furthermore, the money, property, insurance or services which are the subject of this License are for commercial purposes and not for personal, family or household purposes.
46. **EFFECTIVE DATE.** The effective date of this License shall be the date on which the last one of The Youth Fair's representative and the Licensee's representative executes this License.
47. **LANGUAGE.** Whenever used in this License, the singular number shall include the plural, the plural number shall include the singular, and the use of any gender shall include all genders where the context permits.
48. **PARAGRAPH HEADINGS.** The paragraph headings used in this License are for convenience only, and shall not be used in interpreting or construing any provision of this License.
49. **SEVERABILITY.** If any term, covenant, or condition of this License or the application thereof to any person or circumstance shall be to any extent held invalid or unenforceable, the remainder of this License or the application of such terms, covenants, and conditions to the persons or circumstances other than those as to which it is held invalid or unenforceable, shall not be affected thereby and each term, covenant, or condition of this License shall be valid and enforceable to the fullest extent permitted by law.
50. **TYPEWRITTEN OR HANDWRITTEN PROVISIONS.** Handwritten or typewritten provisions inserted into this License and initialed by all parties shall control over all typewritten provisions in conflict therewith.
51. **SIGNAGE.** Signage used by the Licensee must relate to its name, product or service being offered.
52. **FURTHER ACTION.** Each of the parties hereto shall execute and deliver any and all additional papers, documents, and other assurances, and shall do any and all acts and things reasonably necessary in connection with the performance of the obligations hereunder and to carry out the intent of the parties hereto.
53. **ATTORNEY'S FEES.** Any reference to attorney's fees in this License applies only to the indemnity given by Licensee to The Youth Fair and not to any other term, provision and condition hereof.
54. **VENUE.** The venue of any legal proceeding brought in connection with this License or any aspect of the relationship between the parties shall be in Miami-Dade County, Florida.
55. **FLORIDA LAW.** This License shall be considered to have been executed in Miami-Dade County, in the State of Florida, and shall be interpreted, construed and enforced in accordance with the laws of Florida and no other.
56. **TIME.** Time is of the essence for all of the provisions and terms of this License.
57. **CONFIDENTIALITY.** Each party agrees to keep the terms of this License and the fact of its existence strictly confidential, disclosing matters concerning this License only to their respective counsel and other advisors who are bound by client confidentiality or who agree in writing to maintain confidentiality.
58. **MATTERS SURVIVING TERMINATION.** Unless otherwise provided in this License, all of the terms, provisions, representations and warranties, and all remedies available to any party, shall survive termination of this License.
59. **SUB-LICENSEES.** All sub-licensees, concessionaires, vendors or agents entering into a contract with Licensee shall take subject to the terms and conditions of this License and all such contracts shall so provide.
60. **RENEWAL.** This License is only for the dates as set forth in this License. Licensee agrees that the fact that it has been granted a License in the past shall not entitle Licensee to any right to use the Fairgrounds in the future. Additionally, nothing shall prevent The Youth Fair from granting a License to an entity, which is competitive to the Licensee hereunder.
61. **BROKERAGE INDEMNITY.** Licensee hereby agrees to indemnify, defend and hold harmless The Youth Fair from any claims, damages, costs and attorney's fees for brokerage, commission, finder's or other fees relative to this License and the transactions set forth herein based in any way on agreements, arrangements or understandings made by Licensee with any other party or parties.
62. **RIGHTS IN THIRD PARTIES.** Except as otherwise specifically provided, nothing expressed or implied in this License is intended, or shall be construed to confer on or give any person, firm or corporation, other than the parties and their respective officers, directors and shareholders, any rights and remedies under or by reason of this License.
63. **DEPENDENCE OF COVENANTS.** The covenants contained in this License for performance by Licensee shall be construed as dependent covenants. Default in one shall be deemed absolute whether substantial performance has occurred with regard to all or any other covenants herein.
64. **RELOCATION.** The Youth Fair, in its sole discretion, may relocate Licensee's booth space to another building and/or location on the Fairgrounds.
65. **FIDUCIARY DUTY.** The parties to this License specifically intend that neither this License nor any course of dealings between them shall create fiduciary obligations. Nothing contained in this License, and no course of dealings between the parties, shall be construed as establishing a partnership, joint venture or agency between the parties. The rights, duties and obligations of the parties are to be controlled exclusively by this License. Any obligation or covenant of good faith and fair dealing, whether express, implied-in-fact or implied-in-law, is intended to be contractual only. This License was negotiated at arms' length. There is no "special relationship" between the parties. Neither party is or has been influenced or dominated by the other. Each party places in the other the trust and confidence that reasonable strangers dealing at arms' length in business relationships would place in one another. Neither party reposes special or extraordinary trust in the other. Each party to this License represents that it is an independent, experienced and sophisticated business entity or person. Each party conducts its own investigations and obtains its own information about business transactions. Each party relies wholly on its own counsel and/or judgment in making business decisions. The frequency, length, or closeness of dealings between the parties shall not create fiduciary obligations. In particular, extended dealing over a lengthy period of time shall not create fiduciary duties. Any advice given by one party to the other is offered unilaterally and accepted indifferently. Neither party undertakes to act for the benefit of the other, and neither accepts any trust unilaterally reposed by the other. Any disclosure obligations contained in or arising from this License or the course of dealing between the parties are strictly contractual, and do not create fiduciary obligations. The parties intend that any disclosures of information, confidential or otherwise, during the course of business negotiations or dealings shall not be construed as creating additional disclosure obligations.
66. **RELATION OF PARTIES.** It is the intention of the parties to hereby create the relationship of Licensee and Licensor, and no other relationship whatsoever is hereby created. Nothing in this License shall be construed to make the parties hereto partners or joint ventures' or to render either party hereto liable for any obligation of the other.
67. **WAIVER OF JURY TRIAL.** The Youth Fair and Licensee hereby mutually knowingly, willingly and voluntarily waive their right to a trial by jury and no party nor any assignee, successor, heir, or legal representative of the parties (all of whom

are collectively referred to below as the "parties") shall seek a jury trial in any lawsuit, proceeding, counterclaim, or any other litigation or proceeding based upon or arising out of this License or any related agreement or instrument, or any course of action, course of dealing, statements (whether verbal or written) or actions relating to this License. The parties also waive any rights to consolidate any action in which a jury trial has not been waived. The provisions of this paragraph have been fully negotiated by the parties, and the parties acknowledge that the inclusion of this provision is a material inducement for entering into this License. The waiver contained in this paragraph is irrevocable, constitutes a knowing and voluntary waiver, and shall be subject to no exceptions.

**68. PRESUIT MEDIATION.** Prior to bringing any lawsuit under this License, the parties hereto agree to submit any and all disputes to pre-suit mediation in Miami-Dade County, Florida under the Florida Rules for Certified and Court-Appointed Mediators and the Florida Rules of Civil Procedure 1.700-1.730 (and FRCP 1.750, excluding subsection (b)) together with the rules of the American Arbitration Association or the Foundation for Dispute Resolution. Accordingly, the parties agree to strictly follow said rules and abide by any agreement made as the result of mediation. Good faith compliance with this provision shall be a condition precedent to the right of any party hereto to bring a lawsuit under this License. This provision is a material inducement to The Youth Fair for entering into this License.

**69. WAIVER.** The waiver or failure of The Youth Fair to insist on strict and prompt performance of the terms of this License and the acceptance of such performance thereafter shall not constitute or be construed as a waiver or relinquishment of The Youth Fair's right thereafter to enforce the same strictly according to the terms thereof in the event of a continuous or subsequent default on the part of Licensee.

**70. SUCCESS.** The Licensee agrees that it is responsible for the success or failure of its participation in the Youth Fair Event. The fact that Licensee is restricted by and subject to the terms and conditions of this License is a risk that Licensee freely assumes. The Youth Fair makes no warranty or representation as to historic or anticipated attendance, or revenue, from the Youth Fair Event.

**71. SOCIAL MEDIA.** Licensee agrees to monitor its use, as well as that of its employees use and posts of social media while on the Fairgrounds and shall ensure that no inappropriate posts are made, in light of and in accordance with Rule Number 5 contained herein. To the extent an inappropriate post is discovered by Licensee or The Youth Fair, the post shall be immediately removed if posted by Licensee and if posted by an employee of Licensee, Licensee agrees to instruct the employee to remove said inappropriate post.

**72. BOOTH RULE.** In order to maintain the orderly movement of crowds on the Fairgrounds and for public safety and convenience, all persons, groups or businesses, whether it is for a nonprofit, charitable or commercial enterprise, are prohibited from selling, exhibiting, or distributing written material on the Fairgrounds, or soliciting funds or signatures, except from a duly licensed location on the Fairgrounds. Given the limited number of booths available, booth space is provided on a first- come, first-served basis. The Youth Fair Management shall be responsible for the enforcement of this rule.