

Outdoor Booth Space Rates

Rates

Booth Size	Price per Sf.
Less than 1,000 Sf.	\$21
1,000 to 1,999 Sf.	\$19
2,000 Sf. and Larger	\$17

Deposits

- **New Percentage Paying Vendors:** Are required to pay a deposit based on 1/3 of the established minimum guarantee upon signing the License Agreement or within two (2) weeks of receiving the agreement. This deposit is required for new vendors and returning vendors with new booths.
- Example: Minimum Guarantee = \$7,600 /3 = \$2,533.34 deposit required.
- **Returning Vendors:** Who have an established revenue, payment and minimum guarantee (if applicable) history with the Stampede may have the deposit waived on request.
- **Returning Vendors:** Who were unable to meet their minimum guarantees in 2021 may be required to pay the deposit.

Cancellation Policy

In the event of a cancellation after a License Agreement is issued, any and all monies paid to the Licensor (the Calgary Stampede) in connection with the License Agreement shall be for the benefit of the Licensor and for greater clarity, shall not bear any interest to the benefit of the Licensee.

All monies paid by the Licensee to the Licensor are **non-refundable**. However, in the event that the square footage space can be reassigned, consideration may be given to refunding the booth fees less a cancellation fee (the cancellation fee will be determined by the Licensor).

Space Rental

The Midway Retail Programming team is currently working on layout/booth expectations for Stampede 2022, please stay tuned!

Minimum Guarantees

- Percentage paying vendors are required to pay 25% of gross sales (net of GST).
- If licensed, this amount will be collected throughout the event based on the daily sales.
- It is expected that this amount will meet or surpass the established minimum guarantee for your booth(s).

Example

Minimum Guarantee	$20 \times 20 = 400 \text{ sf.} \times \$21 =$	\$8,400	Required to meet this amount through 25% daily payments.
Deposit (If applicable)	$\$7,600 \frac{1}{3} =$	\$2,800	
C.A.F.E Levy		\$25	
Waste Management Fee		\$60	
Total		\$2,885	
GST	$\times .05$	\$144.25	
Total Due Upon Signing		\$3,029.25	

Additional Considerations

C.A.F.E. Levy

Fairs, exhibitions and stampedes participating in the program will assess to all licensed vendors at their show a Participation Levy per event for each booth, attraction, game, or ride location (booth location). The following participation levy rates will apply:

- \$0 for C.A.F.E. annual paid members (member in good standing)
- \$25 (+GST) per booth locations for non-C.A.F.E. members, to a maximum of \$400 (+GST) per event, per company or operator

Waste Management

Due to waste volumes produced by booths, a \$60 waste management fee is collected for each booth(s). Please be advised that the City of Calgary has new waste management regulations. Should you be accepted, these will be outlined in the Vendor Handbook and license agreement.

Services

All required services: electrical, plumbing, internet, telephone and motorhome services must be purchased through The Stampede at varied rates.

Gate Passes

You are required to have a pass for entry onto Park each day. Daily or bundle gate passes are available for purchase at a discounted rate for Vendors.

Stampede Bucks

Stampede Bucks **must** be accepted across Park at a \$5 value. All licensed vendors will be able to redeem them for \$4.50 each. With the support of the vendors, this program generates an increased spend from guests across the Park.

Crossing the Border

If you are planning on entering Canada to operate your business at the Stampede, may be required to obtain a Work Permit, Labour Market Impact Assessment (LMIA) for yourself and any workers that will be traveling with you.

Gordon Food Services (GFS)

Food vendors are encouraged to use [GFS](#) for product sourcing, as they have exclusive distribution on Park.

Coca-Cola

If you're planning on serving beverages, all product must be sourced from the exclusive supplier, Coca-Cola.

Tent Rentals

All tent rentals must go through the Midway Programming Team. Ordering information will be sent out with license agreements.

Propane

If you require propane, our propane provider, Tempheat, makes daily deliveries on Park.