

WHO IS THE INDEPENDENT CONCESSIONAIRE?

- ❖ The independent concessionaire is self-employed and typically travels on an average of 8-10 months out of the year, working fairs and festivals throughout North America.
- ❖ Although the independent concessionaire is generally associated with selling “fair” food items, selling retail items such as leather goods, signs, t-shirts and novelty items are also common.
- ❖ The main mode of transportation for the independent concessionaire is usually a large truck or rig that hauls their concession trailer along with any other necessary equipment. Many also have RVs that they reside in while working.
- ❖ Often, independent concessionaires have more than one stand and frequently hire seasonal workers; some of whom are college students from North America and abroad.
- ❖ During the off season months (November through January), the independent concessionaire takes this opportunity to regroup and also reconnect with friends and family. This may include taking an extended vacation or attending industry related conventions and seminars held in various locations throughout North America.