



Skowhegan Area High School

February 27, 10am-3pm

Luck of the Draw Auction @ 2:00

Dear Member, Vendor or Interested Business,

Again, we find a chilly Maine season upon us yet we know the perfect cure for the winter blues is our very own FAB Fair, which will be happening with the 2010 version at Skowhegan Area High School on Saturday, February 27. The FAB Fair, which is short for **Fun And Business Fair**, has been around for decades and was known previously as the SCAG Fair. The event happens every February at Skowhegan Area High School depending on availability of the school, which this year puts the fair on the final Saturday of the month February 27.

A few updates for those that may have not attended the fair within the past three or four years. First off, booth space prices are determined by two factors, membership to the Chamber and location within the school. The first factor is although this is a Chamber business fair to highlight what the businesses of our area do, we do encourage other crafters and vendors as well, and we get many. Some vendors have numerous clients in this region just by using this fair as a starting point. The second factor is the location- everyone must enter through the front lobby, and the cafeteria is popular for on-site food vendors. The highest concentration of vendors is the gymnasium. Secondly for those that may have never attended, we do a few unique things with our fair to promote growth and interaction and it has worked very well. First is that we encourage interactive booths and we will do whatever we can from a layout standpoint to accommodate this. We want our attendees to be doing rather than just watching. Years past have been highlighted by all sorts of booths including dog aerobic demonstrations, makeovers, free food samples, cooking demonstrations, exercise machines, coin rolling machines, caricatures and a blood drive to name a few. This isn't to say that your booth has to be interactive, but we encourage if there is a way to make it interactive to go that route. Another big thing we do is play 'Chamber Bingo' which is a free game for people in which they get a chance to win a \$100 door prize! What we do is make up Bingo cards that have the different booth space names on them rather than numbers- when someone comes to your booth, you mark them off with a provided crayon, marker or pen if they have your name on their card. There are 6-8 different cards, you won't be on all of them (because only 25 names fit per card) but you will be on multiple ones. As attendees fill up their cards with lines they get extra chances for the drawing of the door prize. This initiates a flow of traffic. Lastly, and for years and years, there has been the Luck of the Draw "auction" which is a raffle in the cafeteria. This raffle begins at 2:00pm but people enter to win all day. Prizes are gathered by donating businesses and booths. **As a special incentive, any booth space person who donates a gift to the raffle will get a \$5 reduction in booth space rental.** It's also a great way to advertise your product!

There will be a few changes from last year for everyone as there always is. First is the time of the fair. Doors open at 8:00am for set-up of the vendors- we won't be there as organizers until then so arriving prior to 8:00am is futile as the doors will not be open. Also in terms of teardown- the fair goes until 3:00 but the raffle begins in the cafeteria at 2:00 and lasts for an hour. Therefore if you choose to tear down at 2:00 you may as the traffic typically lessens greatly at 2:00. We do ask that all booths stay up until 2:00pm and do not break down earlier as it makes the entire fair look bad. If you foresee not being able to meet these requirements please let us know so we can make arrangements.

Lastly, there are a few other things to remember.

- If you are getting electricity or a table from us we need to know beforehand so we can make arrangements
- All booths need to be paid in full prior to the beginning of the event.
- A phone call confirming your attendance the week of the event is not a bad idea.
- Vendor check-in is in the front lobby of the high school, which is located off West Front Street in Skowhegan.
- Please identify what product you sell as we will try not to put you side-by-side someone that sells the same product!

If you're business is interested in sponsoring the event please contact the Chamber Office at 474-3621

Sponsorship includes, any and all advertising which will include all print advertising and any other media format, premium booth space rental in any part of the FAB Fair desirable including the front lobby and more.

Important note: Did you know you can get \$5 off your booth space by donating to the Luck of the Draw Auction! Any item donated get \$5 off and it's a great way to promote your business and display what you have. Hundreds and hundreds of tickets are bought annually for the auction, so you are sure to get exposure!

F.A.B. (FUN & BUSINESS) FAIR

Located at Skowhegan Area High School, West Front Street/Route 2 West

Saturday, February 27, 2009

10:00 a.m. - 3:00 p.m.

(Set Up begins @ 8:00 a.m.)

Auction Drawings Start at 2:00 PM

Booth Spaces and Prices

Please check the applicable space- Some spaces made be sold out, if so you will be notified

(Space size is approximately 8' x 10')*

**Call for Clarification*

Chamber Member	Price		Non-Chamber Member	Price	
Forum Hall	\$25		Forum Hall	\$35	
Vocational Hall	\$25		Vocational Hall	\$35	
Office Hall	\$35		Office Hall	\$40	
Library Hall	\$35		Library Hall	\$40	
Gymnasium	\$40		Gymnasium	\$50	
Cafeteria	\$50		Cafeteria	\$60	
Front Lobby	\$60		Front Lobby	\$70	

Non-Profit Organizations: We want you too! Call for spaces, prices and availabilities: 474-3621

Additional Fees

- We can provide a table(s) for you for an additional charge of \$15 per table (Limited number of tables, 1st come, 1st serve)

- Electricity is at a premium. If you need electricity, please add \$10 per space to your total. **If you do not notify us prior to the event, you will not be getting electricity.**

-If you would like an ad in our program please include an additional \$30 plus a business card or proof.

No refunds or cancellations will be honored after February 24th, 2009- return this form ASAP. If after the 24th please call the Chamber to inquire about availability

Business Name: _____

Contact Person: _____

Address: _____

Telephone: _____

E-Mail: _____

Exhibit Item/Product: _____

Donated item: _____

Value of item _____

Total Enclosed Amount: _____

****Don't forget to deduct \$5 if you donated an item for the auction****

Please check all applicable spaces

Table(s)	\$15	
Electricity	\$10	
Advertising*	\$30	

* All ads are standard business card size.

Please Note:

- The kitchen will not be available for use during any part of the F.A.B. Fair

- **NO BALLOONS ALLOWED** due to health related concerns.

- Due to confusion concerning the school's chairs we can only allow camping chairs at this event. We will provide 2 chairs per space.

- **Please bring your own tables unless you are buying them from the chamber; extension cords a plus!**

- Donate a gift for the Luck of the Draw auction and receive \$5 off your booth. All types of items appreciated