



Festival of Sails

THE SPIRIT OF SUMMER

26-28 JANUARY 2024

26 to 28 January 2024

INVITATION TO TRADE
Food & Beverage Vendors

BACKGROUND

Overview

Geelong's annual Festival of Sails is a significant feature on the Geelong community's event calendar. The event brings together a world class sailing regatta on the pristine waters of Corio Bay with an abundance of free activities and entertainment along the iconic Geelong waterfront.

In 2024, the event will celebrate 181 years on the water with the anniversary of the iconic Passage Race from Melbourne to Geelong and this year the addition of the Mornington to Geelong Passage Race

Typically, the event sees more than 100,000 visitors across the entire event. As well as this, there are also more than 3,000 hungry and thirsty sailors coming shore side after a full day of racing.

Event Schedule

In 2024, the Festival of Sails will once again be held over the popular January long weekend. With the Cadel Evans Great Ocean Race scheduled for the same weekend as the Festival of Sales, the free entertainment will be located both within the Royal Geelong Yacht Club, Stony Pier Lane and Fairnie Park. This area in summer, and on the January long weekend attracts a high number of day trippers and foot traffic.

Clean Regatta Program

In 2022, the Festival of Sales joined the 'clean regatta program', aiming to make our event more sustainable, environmentally friendly and reduce plastics that end up on our ocean. We will continue this program in 2024, therefore vendors who have minimal plastic and use alternative packaging will be highly favoured in the application process. We have a strict **NO PLASTIC STRAW** policy for all vendors at this event

EVENT AREAS/ SITE DETAILS & COSTS

Stony Pier Lane (Exhibitors Row)

This year the Festival Entrance will be in Fairnie Park to the West of the Club House. This year we are only able to offer space to vendors that are self sufficient with power.

Trading times for food and beverage vendors:

Friday 26th January:	10am – 9pm (vendors may trade past this time if they wish)
Saturday 27th January:	10am – 9pm (vendors may trade past this time if they wish)
Sunday 28 th January 2023	10am – 5pm (all vendors must close at 5.00pm)

STONY PIER LANE COSTS

Friday 26 - Sunday 28th January 2024 (Three Day Package)

SITE AREA	INCLUSION	DESCRIPTION	COST EX GST
Stony Pier Lane	No power included	Food Van/Trailer	\$1,500

****Please note there is no power available in Stony Pier Lane*

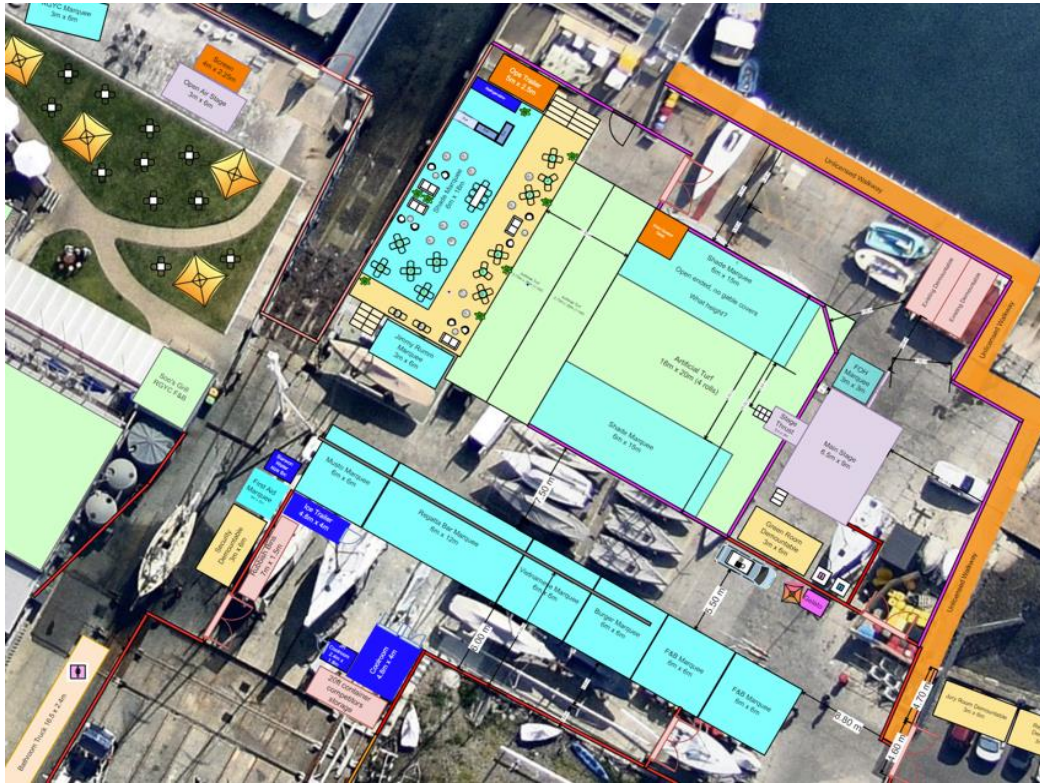
Regatta Village

The Regatta Village is the main hub for the Festival of Sails regatta participants. Located within the Royal Geelong Yacht Club, it is the first port of call for all sailors on Friday 26th January 2024 as they race from Melbourne to Geelong. The party continues late into the night on Friday and Saturday with headline music artists. As well as being home to thousands of sailors, the Regatta Village is completely open to the public, and visitors are encouraged to visit the Yacht Club and experience the excitement of the Village. The area has restricted access after 5pm due to capacity limitations. Vendors are required to be flexible in their trading hours, to cater for early morning breakfasts, and late-night diners, depending on the style of food served. The Regatta Village is only available for vendors that are able to trade in a marquee. Marquees, power and lighting are provided as part of the trading fee.

Trading times for food and beverage vendors:

Friday 26th January: 10am – 10:00pm (Fireworks scheduled for 9.15pm)
Saturday 28th January: 7am – 10:00pm
Sunday 29th January: 7am – 5:00pm

*** There is an opportunity to trade between 7am and midnight however we will work with vendors on timing depending on the nature of food & beverage served*



REGATTA VILLAGE COSTS

Friday 26th - Sunday 28th January 2024 (Three Day Package)

SITE AREA	INCLUSION	DESCRIPTION	COST EX GST
Regatta Village	P	Coffee cart's, ice- cream carts, dessert carts	\$1,800
Regatta Village	MTPL	Powered Food marquee 6mx3m	\$3,750

INCLUSIONS KEY: M = Marquee, T = Table, P= Power, L = Lighting

^Food vans and trailers only, no food vendors trading from marquees will be accepted

SITE MAP



Terms & Conditions

- All applications to trade must be submitted online by close of business on Friday 24 November 2023, via the appropriate form as listed on the Festival of Sails 2024 website
- If successful in obtaining a site, the applicant must pay the site holder fee in full 7 days of notification of acceptance. Nonpayment of the site holder fee may result in forfeit of the site.
- All required insurance documents, food safety certificates, and permission to trade forms must be provided not less than 45 days prior to the event.
- Refunds will not be provided for any cancellations less than 45 days before the first day of the event, unless a suitable vendor replacement can be found at the same rate.
- Full Terms & Conditions are available online at [Festival Of Sails – Geelong Victoria Sailing Regatta & Community Festival](#)
- By submitting an online application, the applicant acknowledges that they have read, understood and agreed to the Full Terms & Conditions.