



MEMPHIS IN MAY INTERNATIONAL FESTIVAL

2026 CONCESSION VENDOR APPLICATION



Thank you for your interest in vending at the 2026 Memphis in May International Festival. Our 48th edition of the famed World Championship Barbecue Cooking Contest will be held in Liberty Park.

World Championship Barbecue Cooking Contest, (May 13 – 16) is the celebration of Memphis' claim as the Barbecue Capital of the World. More than 150 competition teams from across the country and around the world compete for more than \$200,000 in prize money.

Expected attendance for this four-day event is approximately 35,000-45,000+.

Detailed below you will find preliminary concession vendor requirements as well as an application for participation. Please read the information carefully before completing and returning it. Memphis in May will issue invitations and contracts based on the information provided in the application. Incomplete applications will not be considered. Applications may be submitted by US Mail (56 S. Front Street, Memphis, TN 38103), e-mail (concessions@memphisinmay.org) or electronically (www.memphisinmay.org/vendors).

The deadline for concession vendor applications is 5:00 p.m. on Friday, February 27, 2026. Selected vendors will be notified via email on March 6, 2026. The contracts signed with full payment are due April 8, 2026. Please read the following information carefully before completing the application as food vendor selection is based on the information below.

SELECTION PROCESS

All prospective food vendors must submit the following by **5:00 p.m. on Friday, February 27, 2026**

- Completed application form
- Proposed menu with pricing
- Current photograph of operation
- Layout of site/footprint

SELECTION CRITERIA

The selection criteria is based on, but not limited to

- Quality of offerings
- Experience
- Ability to serve thousands of patrons in outdoor weather
- Appearance of overall set-up
- Unique or regional cuisine
- Reasonable prices and value

Food vendors who are accepted will receive an email notification March 6 ,2026, upon acceptance.

ALL menu items and prices must be approved by Memphis in May and only those items listed on the contract may be sold.

PARTICIPATION FEES

Fees are based on TOTAL space required for vending, prep and storage. Vendors are provided with access to running water, garbage & recycling receptacles and pick-up.

DEPOSIT AMOUNTS

Participating vendors provide a \$600 clean-up deposit per space at the event. \$350 will be refunded to each vendor that loads out on time and leaves their space clean (to the satisfaction of the on-site manager). \$250 is a non-refundable Venue Restoration fee.

SPACE

The space fee is \$120 per frontage foot with a minimum of 10' of frontage required for each vendor space and a maximum frontage of 40'. Spaces are sold in 5' increments and the space depth will not exceed 20'.

EXAMPLE

10 ft of frontage	\$1,200
15 ft of frontage	\$1,800
20 ft of frontage	\$2,400

PARTICIPATION FEES CONT'INUED

Exception: Fees are higher for those granted product exclusively, which requires a higher fee.

POWER

Electrical service is NOT included in the participation fee. A separate rate sheet/order form will be provided with the contract. If additional electrical services are required once on-site vendor may incur increased electrical fees. **Vendors are prohibited from bringing their own generators on-site.**

PERMITS

All vendors must obtain a Shelby County Health Permit and Special Event Permit. Memphis in May will apply for permits on the vendor's behalf. Vendor is responsible for obtaining any and all necessary business licenses and for the payment of any and all taxes required by the City and State. Vendor acknowledges that Liberty Park lies in a Tourism Development Zone.

ADDITIONAL INFORMATION

INSURANCE

Participating food vendors are required to furnish to MIM a certificate of insurance naming Memphis in May International, Inc. as additional insured in the following minimum limits:

- Commercial general liability of \$1,000,000 per occurrence,
- Vehicle liability of \$500,000 per occurrence for vehicles on site,
- Workers' Compensation coverage of \$500,000 each accident, illness, disease.

BEVERAGE SALES

Memphis in May permits concessionaires to vend bottles of soft drinks and bottled water with the following conditions:

- All products must be purchased through the official beverage sponsor.
- Concessionaires must place their initial beverage order through the Memphis in May sponsor..
- Additional quantities may be purchased on site from the approved soft drink sponsor/vendor.
- Any changes to the above beverage requirements will be communicated to the vendor in writing.

Purchasing products from other sources for resale at the event is strictly prohibited and will result in expulsion from the event.

ADDITIONAL REQUIREMENTS

- All participating food vendors will be required to provide up to \$150 worth of complimentary meals / menu items to event staff via custom coupons
- All vendors will be provided with a letter of donation for tax purposes and will be reimbursed by MIM for all coupons received over \$150.
- All food and beverage purchases at WCBCC are by cash, credit and debit cards. Vendors are required to use a POS system approved by Memphis in May.
- Participating concessionaires are required to comply with all rules and regulations of the Shelby County Health Department, Memphis Police & Fire Departments, Memphis/Shelby County Office of Construction Code Enforcement and any other governing authorities' rules and regulations which might apply. Concessionaires must also comply with any and all COVID safety protocols as required by Memphis in May.
- All participating food vendors must display professional looking menu boards specifying menu items and prices at all times.
- No changes to menu boards will be allowed without prior consent from Memphis In May.
- Handwritten signs are strictly prohibited.
- Food vendors are not allowed to sell, give away or consume alcoholic beverages.
- Food vendors will NOT be allowed to sell any non-food items.
- The solicitation or acceptance of tips by participating vendors and their employees is strictly prohibited.

Please read the concession information carefully before completing the application as food vendor selection is based on the information in the application.



2026 CONCESSION VENDOR APPLICATION

MAY 13-16, 2026 • LIBERTY PARK • MEMPHIS, TN

Company: _____

Address: _____

City/State/Zip: _____

Contact: _____

Mobile: _____

E-mail: _____

SPACE REQUIREMENTS (PLEASE INCLUDE TONGUE IF TRAILER)

_____ ft of frontage x \$120.00 = _____ x Number of spaces = _____

Total footprint: _____ ft. x _____ ft.

PROPOSED MENU ITEMS AND PRICING

ITEM	SERVING SIZE	PRICE
1. _____	_____	\$ _____
2. _____	_____	\$ _____
3. _____	_____	\$ _____
4. _____	_____	\$ _____
5. _____	_____	\$ _____
6. _____	_____	\$ _____
7. _____	_____	\$ _____
8. _____	_____	\$ _____

Please attach a sheet listing additional items proposed for sale if more space is needed.

ELECTRICAL REQUIREMENTS

Please indicate the total power required for your trailer or concession stand.

EQUIPMENT TO BE POWERED

ELECTRICAL SERVICES REQUIRED

If you are a first time MIM concessionaire, please list three large scale public events where you have vended in the past three years.

EVENT	LOCATION	ATTENDANCE
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____

This application is not a guarantee of acceptance. No payment is necessary until acceptance has been confirmed and a contract issued. Your signature below indicates that you have read the accompanying information and that the information you provided is accurate. **A current photograph of your concession trailer or tent is required with this application.**

Signature: _____

Date: ____ / ____ / ____

COMPLETED APPLICATION MUST BE RECEIVED NO LATER THAN

5:00 P.M. ON FRIDAY FEBRUARY 27, 2026.

Please return completed application electronically or via:
Concession Manager, Memphis in May International Festival, Inc.,
56 South Front St., Memphis, TN 38103.
concessions@memphisinmay.org

To access the electronic application visit: <https://memphisinmay.org/vendor/>

