CAMBRIDGE FOLK FESTIVAL 2027
CATERERS EVENT INFORMATION SHEET

We are seeking catering applications for Cambridge Folk Festival 2027. Attracting up to 6,000 people on the Friday evening and up to 6,000 people per day on both Saturday and Sunday.

Cambridge Folk Festival is situated in the beautiful parkland setting of Cherry Hinton Hall on the outskirts of the city. **More details are available in the event information on page 4 onwards.**

It is our aim to have a varied mix of high-quality caterers and traders and to attract new and local companies.

APPLICATION INFORMATION & PITCHES AVAILABLE

We are seeking applications for the following catering pitches:

CONCESSION TYPE / AREA	DATES OF TRADING	CORRESPONDING TERMS & CONDITIONS	EXPECTED TRADING HOURS (TIMINGS STILL SUBJECT TO CHANGE)
Main Arena Caterers	Friday 30 July, Saturday 31 July & Sunday 1 August 2027	**Caterers (Main Arena)**	**Friday** 5pm – 10:30pm **Saturday & Sunday:** 10am – 10:30pm
Ice Cream Concession (2-3 units maximum)	Friday 30 July, Saturday 31 July & Sunday 1 August 2027	**Caterers (Main Arena) & Caterers Campsite**	**Friday** 5pm – 10:30pm **Saturday & Sunday:** 10am – 10:30pm
Campsite Caterers i.e. breakfast, lunch and/or dinner offerings	Friday 30 July, Saturday 31 July & Sunday 1 August 2027	**Caterers (Campsite)**	**Friday:** 10am - 5pm, and 10pm - 12am/midnight. Festival encourages opening between 5pm-8pm but not compulsory. **Saturday & Sunday:** 7am – 1:30pm and 10pm-12am/midnight. Festival encourages opening between 5pm-8pm but not compulsory. **Monday:** 7am - 12 noon.
24-Hour Catering Concession	Friday 30 July - Monday 2 August 2027	**Caterers (24 Hour Unit)**	**Friday – Monday:** Opening 10am Friday, closing 13:00 noon Monday.

E: hazel.beale@cambridge.gov.uk
A: FAO: Cambridge Folk Festival, Cambridge City Council, 3 Parson's Court, Wheeler Street, Cambridge CB2 3QE

Main arena caterers, Ice Cream Concession and 24-Hour Catering Concession must not trade outside of the trading times stated above, unless otherwise agreed in writing with the Festival organisers.

Campsite Caterers are welcome to trade outside of this time should there be demand for it. Please note that throughout the Friday campers will be arriving and so we highly encourage trading during the course of the day.

All Applications Open: Friday 2 October 2026, 12 noon.
All Applications Close: Friday 20 November 2026, 5pm.

E: hazel.beale@cambridge.gov.uk
A: FAO: Cambridge Folk Festival, Cambridge City Council, 3 Parson's Court, Wheeler Street, Cambridge CB2 3QE

HOW TO APPLY

For a chance to be part of the 2027 Festival, please first read the relevant terms and conditions for the application you wish to complete.

Please note that the terms and conditions will form a vital part of your agreement to trade at the Festival if successful and include important information on arrival times, set-up, passes and more, so please read these carefully. If you are a returning caterer to the Festival, please read the terms and conditions carefully as these have changed to reflect the new format of the Festival.

Once you have read the terms and conditions, please complete the corresponding application form.

All Festivals terms and conditions and application forms can be accessed via the following link:
https://www.cambridgefolkfestival.co.uk/festival-information/caterers-traders

Where possible, please include photos of your unit in your application.

IMPORTANT INFORMATION & DOCUMENTS TO BE PROVIDED/UPLOADED AS PART OF APPLICATION

You will be required to include and upload evidence of the following documents within each application form so please have these readily available before starting your application:

1. Completed Food Safety Paperwork
2. Food Hygiene Training Certificates of Food Handlers
3. Food Safety Management System (FSMS)
4. Food Hygiene Rating
5. Allergen Lists and Staff Training
6. Environmental/Ethical Impact Statement
7. Third Party Liability Insurance (minimum £5 million)
8. Health and Safety Risk Assessment
9. Method Statement*
10. Field Kitchen Layout Plan*
11. Fire Risk Assessment
12. Proposed Menu and Price List
13. Photos of Unit (Optional)
14. Social Media Links (Optional)

*Any caterers not cooking within a purpose built catering unit will be required to provide method statement, plan and risk assessment in advance of the Festival and be subject to an inspection on site before trading can commence.

Any applications missing any of the key information or documents requested above will not be processed.

E: hazel.beale@cambridge.gov.uk
A: FAO: Cambridge Folk Festival, Cambridge City Council, 3 Parson's Court, Wheeler Street, Cambridge CB2 3QE

REVIEW OF APPLICATIONS

Companies shall be determined by a bidding process.

When selecting successful applicants, we shall be looking at the following:

- Amount offered in relation to specific types of goods to be sold and their prices
- Space required on site
- Anticipated quality of service and value for money to Festival goers
- Healthy eating
- Allergens
- Special dietary options (diabetes, lactose intolerances etc.)
- Child friendly options and prices
- Sustainability
- Food hygiene star rating

We wish to encourage bids from local and artisan traders who also support the above. Again, this will be taken into consideration when evaluating bids. You are welcome to put in more than one bid.

If you have been successful, you will be informed of our decision by early February. Due to the number of applicants, we cannot reply to unsuccessful applications.

ABOUT THE FESTIVAL

Cambridge Folk Festival is one of the longest running and most well-known folk festivals in the UK. Held each year in the beautiful setting of Cherry Hinton Hall. The 2026 Festival saw the debut of a new multi-venue format with the outdoor event element spanning across two days and attracting up to 4,500 attendees each day.

For 2027 we will be introducing the Friday evening in addition to the Saturday & Sunday, exact timings TBC but likely to be no later than the main arena opening from 5pm.

The Festival is renowned for its unique atmosphere and an eclectic mix of music. The Festival aims to provide the best for artists and audiences alike.

We expect up to about 1,600 people to camp at the Festival. There are two stages, Folk Club corner, a main bar and ancillary bars, outside traders and a wide selection of catering units up to 14-16 hot food units maximum within the main arena).

E: hazel.beale@cambridge.gov.uk
A: FAO: Cambridge Folk Festival, Cambridge City Council, 3 Parson's Court, Wheeler Street, Cambridge CB2 3QE

WHAT WE ARE LOOKING FOR

As we continue to develop the Festival we are always looking to improve the quality and diversity of shopping opportunities for customers. We like to have a broad range of options including more unique and artisan traders. We also want to support local traders and regional food and drink producers where possible by taking geographical proximity into consideration when assessing bids.

The Festival aims to provide a varied and enticing mix of World foods and snacks alongside traditional favourites. We seek to cater for everyone and are really keen to offer more options which are healthy, vegetarian/vegan, gluten free and take into account other allergies and dietary requirements alongside smaller sized portions for children.

We award space based not only on the amount you bid but consider all the other information you supply e.g. the type of food, your prices, how much space and how many passes you need. Space on site is extremely limited and therefore the number of units few. Bids should reflect these factors and stated size requirements must be accurate. We wish to avoid unnecessary crossover between caterers and favour companies specialising in specific types of food.

It is important that you include with your application your full price list and/or menu as well as any additional information such as experience, history and photographs you may have of your unit, or samples of your goods where possible. Also, testimonials on the taste and standard of your food are helpful.

Environmentally friendly and ethical practices are very important to us. The Festival has previously been awarded sustainability accreditations with A Greener Futures (AGF) and has previously been nominated at the UK Festival Awards for Best Greener Festival. Standards the Festival wishes to continue maintaining and improving on. We run a Sustainable Stand Award and choose one caterer and one trader to win. The winner will also be able to use the award to promote themselves in their marketing.

As part of the Festival's continued Bronze award with Attitude is Everything and commitment to providing an accessible experience for everyone attending the Festival, all successful applicants must accommodate customers with disabilities. Please provide; a lowered counter, if a lowered counter is not possible please take orders directly by coming in front of the bar or counter to speak with the customer, taking money, and returning with drink/food and change; there must be menus provided and there must be large print versions of these, these should have black print on white background, be laminated, be large print (min. 18pt) and be available on the bar or counter for customers to hold if they wish; please consider that picture-based menus make choosing items far more accessible for some people, so where possible these should be implemented.
All caterers and traders are asked to state in their application how they will contribute to this ongoing commitment to improving our environmental impact and supporting ethical practices (e.g. use of biodegradable packaging, local suppliers, Fair Trade products, etc.). **Applications will not be processed if this statement is missing.**

E: hazel.beale@cambridge.gov.uk
A: FAO: Cambridge Folk Festival, Cambridge City Council, 3 Parson's Court, Wheeler Street, Cambridge CB2 3QE

PRICING/BID GUIDANCE

You should use your experience, knowledge of your costs and your anticipated income to work out your best bid. Here is a table, for guidance only, on previously successful bids for units on this site, these have been scaled in line with the changes to the format of the Festival;

Type of Concession	2027 Caterers Pitch Pricing Guidance	Approx. size (frontage)
Ice cream vans	£4,000 - £4,500	n/a
Fish and Chips	£1,900 - £2,400	23ft
Vegetarian food	£2,000 - £2,200	20ft
Caribbean food	£1,300 - £1,600	20ft
Indian	£1,500 - £1,750	20ft
Baguettes & Panini's	£1,000 - £1,200	20ft
Burgers	£2,500 - £2,800	20ft
Sausages	£1,200 - £1,400	
Greek	£2,400 - £2,700	20ft
Pizza	£1,700 - £1,900	20ft
Cake Stall	£450 - £700	15ft
Jacket Potatoes	£2,600 - £2,800	23ft
Juice Company	£400 - £600	20ft
Crepes	£1,600 - £1,800	18ft
Roasted Nuts	£700- £1,000	13ft
Tibetan	£1,400 - £1,600	23ft
Japanese	£1,300 - £1,600	
Mexican	£2,200 - £2,600	18ft
Coffee	£1,300 - £1,700	23ft
Churros / Donuts	£700 - £1,000	20ft
Pasta	£1,200 - £1,500	18ft
Steak & Chips	£2,200 - £2,500	20ft
24hr Concession	£1,300 - £1,700	23ft

Please note the range of previously accepted bids is for guidance only and does not solely determine whether your application will be successful or not. If an application is submitted and the Festival is drawn to it but the bid is deemed too low, we will contact the bidder to discuss their application further.
Please also give accurate sizes, bearing in mind that we are limited for space and sizes will be taken into consideration during the assessment process.

We look forward to receiving your applications!

E: hazel.beale@cambridge.gov.uk
A: FAO: Cambridge Folk Festival, Cambridge City Council, 3 Parson's Court, Wheeler Street, Cambridge CB2 3QE