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PENNSYLVANIA STATE ASSOCIATION OF COUNTY FAIRS

MINUTES
SPRING MEETING
APRIL 16, 2020 – 6PM
ZOOM MEETING

Sally Nolt called the meeting to order. Kevin Bieber led the Pledge of Allegiance and Karen Dobson offered prayer.

Introduction of new Directors Lyn Klingerman Greene Dreher Sterling, Glenn Stotlfus Manheim Community Fair.

Roll Call - present were C Sherman Allen, Kevin Bieber, John Blaney Jr., Roger Dirlam, Karen Dobson, Martha Ebersole, Tony Frazier, Ben Haagen, Susan Hahn, David Hallstrom, Lyn Klingerman, Judy Kmetz, Craig Lash, Jana Malot, Jeanne Miller, Sally Nolt, Jim Reed, David Reese, Harry Reffner, Jeff Romesberg, Debbie Stephenson, Glenn Stotlfus, and Samuel Zaffuto. Absent John Berne, John McMullen. Honorary members Bev Gruber, John Lyon, Bruce Koppenhaver, George Witherite, Tom Murray. Members at Large – Tracy Barone, Laura England, Cheryl Cook, Kerry Lange, Gala Higinbotham. Guest from PSSA Jeff Good.

MINUTES OF FALL AND CONVENTION MEETINGS – Harry Reffner I had asked that minutes from our Fall, Pre-Convention and Post Convention be printed down. May I have a motion to read, or to accept as printed? John Blaney motioned to accept the Minutes, 2nd by Jeff Romesberg, no discussion carried.

TREASURER'S REPORT – Harry Reffner

- 1) Balance Sheet
 - a) Last year at this time our Balance sheet reflected a balance of \$342,803.55 in our 6 accounts. Currently our balance reflects \$337,294.95, approximately a \$5,500 decrease, however there is approximately \$8,000 outstanding dues.
- 2) Scholarship Register
 - a) The account continues to maintain a healthy balance with the payment of the 6 scholarships and the continued support from individuals and the spouse program.
- 3) Savings Register
 - a) Compared to last year this time the Saving accounts reflected a balance of \$200,379.15, currently \$215,962.86 an increase of approximately \$16,000
- 4) Convention Income/Expense
 - a) \$47,000 has been transferred to either the general account or to savings. The trade show continues to be profitable to the association.
- 5) General Income/Expense
 - a) Fair dues notices were sent out in March totaling \$47,381.78, \$39,393.38 of this amount has been received. Waiting on 21 Fairs.
 - b) Sponsorship from PAPreferred and the Angel Food contests will be received in the next few months.

If no questions I would ask for a motion for the treasurer's report, Kevin Bieber motioned to accept the treasurer's report, 2nd by Jeff Romesberg, no further discussion, carried.

ASSOCIATION UPDATE – Harry Reffner

Due Invoices mailed in March, awaiting dues from 20 Fairs. I will be mailing a 2nd invoice soon.

Courtesy Passes to Directors and Honorary, were mailed

2020 Judges List has been put on the website.

My request for questions of the board or Tracy for our web meeting resulted in only 4, all coming from directors or honorary. I did a received and read response. However both Tracy and I have been receiving numerous emails or phone calls, pertaining to COVID 19.

Covid 19

Zone 1 Conference The sponsorship for the Zone 1 conference in York, has been returned. Next year it will again be hosted by York State Fair.

IAFE Exec Secretary Summit canceled

Milliron monitoring very well 3 – 4 emails a day

Fairs concern regarding:

Storage

Church services

Should we cancel our Fair, have been advising Fairs to wait until the end of April to see what the Governor will do with his stay at home mandate.

As the fairs are individual business entities, they'll have to make financial decisions as to whether or not to host their events this year, while following state and local regulations and advisories concerning COVID-19.

What if we don't hold a 2020 Fair, Tracy will be addressing this question

The Paycheck Protection Program loan proceeds must be used for:

Payroll costs, including benefits, utilities.

Received an email this afternoon the Program has run out of money. \$349B

A question was asked if we had any thoughts on the cancellation of the 2021 Convention.

The response is and will be for the zone meetings, at this time it is too early to determine that question. The determination will have to be made in August however, showcase invitations are mailed out in September. I spoke with Hershey, our representative also thinks it is too early to discuss a cancellation. She mentioned that a large corporation canceled and there was a substantial cancellation fee. We do have a signed contract with Hershey for 2021, which includes a clause for cancellation fees, which are quite hefty.

An **act of God** is a natural catastrophe which no one can prevent

5 Fairs have canceled for the year.

Lycoming, PA Maple Festival, Delaware A – Day, Schnecksville, Mercer County Grange

I have heard of two that are possible:

Kempton

Ox hill has indicated this will be the last year for their Fair, do to leasing agreement.

I had emailed the directors a letter from Mercer County Grange Fair to Secretary Redding regarding the canceling of the Fair Season for 2020. I have made known to the Department that this is not a PSACF suggestion or recommendation.

In connection with that request for Fairs to be canceled I have received and call from one of our associates and an email from one of our Fairs, that we would be deciding at this meeting to cancel the Fair season. I reassured them that PSACF could not make that decision; the season depends on the mandates of our President and Governor.

CORRESPONDENCE – Harry Reffner

Queens Thanking PSACF for our support:

Camryn Boban - Albion

Emily Clark - Bedford

Katherine Aaron - Carbon

Kyley Painter - Juniata

Hannah Franklin - Shippensburg

Chelsey Toplovich - Warren

Russell Redding thanking PSACF for their support of the PA Preferred Reception.

Report from the PA Showmen's Association – Jeff Good

Not optimistic about the rest of this year. July 4th would be ok for money to get out. Come August companies will have to think what to do. Anxiety high this year. Sally wished the showman well this year.

Report from the Association Representative – Galla

All in a holding pattern. Working with Harry to set up communications to send to all associates. Lycoming made the decision not to hold their fair based on expenses. Liked Harry's suggestion to wait until the end of April to see what the Governor will do with his mandate. People have no income to speak of, wishing everyone well. We are all in this together. Stay in touch with each other.

Report from the Pa Dept of Ag – Tracy, Laura, & Cheryl

Hi everyone. I miss seeing your smiling faces in person, but for now this will have to do. My comments will relate primarily to questions that have been posed by several fairs. First, assuming at some point we'll pick up where we left off, the deadline for the Friend of the Fair is June 1st, the deadline for the Fair Poster Contest is November 1st. The forms, rules, etc. are on the PA Fair Fund webpage on PDA's website.

Most of the 2018/2019 Capital Improvement payments have been made. The following fairs were paid recently: Warren, Big Butler, Allentown, American Legion, Jacktown, Manheim, Montour Delong, Schnecksville, Schuylkill, Spartansburg, Lebanon and Harmony Grange. If your fair was not one of the fairs I mentioned here, I'm still waiting for reporting documentation from your fair and will reach out to you regarding same in the near future.

I'm processing the 2019/2020 Capital Improvement Contracts now. I've processed

three of the contracts for electronic signature through the e-grants system. It's slow going and I'm reaching out to each fair as their contract is processed. There are 9 fairs that submitted applications on paper, so their contracts will be processed on paper. Again, I'll reach out to those fairs directly as well.

I'll move on to the questions:

Question 1: If we don't have a fair, will we lose our status as an active fair and have to go through the probationary process?

Answer: No, all fairs will remain active and will be eligible for funding in the next cycle.

Question 2: Can we get an extension of time to complete our FY 2019/2020 Capital Improvement Projects if we don't feel we will meet the August 1 deadline for completion.

Answer: Yes, the fair must send me an email or letter requesting an extension of time and an estimate for project completion.

Question 3: If we cancel our fair, will we be eligible to receive reimbursement on related expensed incurred to date (i.e. operational expenses like advertising, rentals, etc.)

Answer: No, the fair will not be eligible for reimbursement of these expenses. The Fair Act requires a fair be held to be eligible for reimbursement.

Question 4: Will there be funding for fair reimbursements for the 2020 fair season?

Answer: At this time, we do not have an approved budget for the 2020/2021 Fiscal Year.

Question 5: Will we receive our 2018/2019 & 2019/2020 Capital Improvement Funds?

Answer: Yes.

Question 6: Will we be able to have our fair this season?

Answer: At this time, it is unclear if fairs will be able to host their events. No guidance beyond April 30, 2020 has been issued by the commonwealth.

Laura England

I would like to reiterate what has been shared by others and Tracy – this is unprecedented time for all of us. There are a lot of unanswered questions, and we hope to have more answers to share in the coming weeks. The state is obligated by law to have a balanced budget by the end of June, so at some point, the budget process will come back into play. What that budget will look like is anybody's guess at this time. Currently, a lot of resources are going into COVID 19 mitigation, so we will share information when we have it. Please let us know if you have any continuing questions or concerns, and we will do our best to get information out to you as timely as possible.

Cheryl Cook

I want to send along our sympathy for the difficult time fairs are facing with everything is up in the air. It's a difficult time for all Fair Boards. I wish we could put more certainty into this. Unfortunately, as you know, since 2010 the Fairs have gotten their funding from the Race Horse Development Fund, and what puts money into that Fund is a 18% tax on slot machine revenues. So I am a little concerned that if the State would start to open up after the 1st of May per the Governor's stay at home order, the chances of casinos opening any time soon is remote. It seems apparent that activities involving crowds greater than 10 or even 50 probably will be discouraged for a while. So, back in 2010, the budget crisis made it seem that the only answer was to move Fairs out of the General Fund and into the more stable Race Horse Development Fund. Now, something we will be thinking about is whether the Fairs might be better supported out of the General Fund again because I just don't think Casino gambling will be coming back "to normal" in a big way probably until there is a vaccine available sometime next year.

Report from Legislative Consultant - Kerry Lange

Since March 13th the Capitol has been closed to the public including lobbyist, we have been working from home. House and Senate send bills to the Governor to reopen the commonwealth. Small businesses not able to stay open.

Fairs were fully funded in the budget for 4M before the virus. We are likely to see cuts across the boards for all industries, we will do our best to see that does not happen to Fairs, but funds will be have to redirected in the budget. It is possible the Governor will mandate a shut down of all Fairs, hopeful that will not happen.

Question about RV storage removal from Fairs, Governor's office has Storage as an essential service. A request from a Fair to have a letter from the Governor's office stating the above, Kerry sent Harry this email and is available to all.

Question as to if there would be any general help for Fairs - not yet.

Complete report on our website.

Committee Reports

Budget

Harry spoke with Ron, he had been in the hospital, no report.

Zone Affairs

Sam election coming up, 4 chairs to get together and do a procedure. Procedure in bylaws but Each zone does different. The 4 zone chairs will have a phone conference. Zone 4 Delaware had canceled earlier, Kevin just received word that Schnecksville had canceled.

By-Laws – Roger Dirlam
Nothing

Legislative – John Blaney
Heard the report from Kerry

Auditing – Kevin Bieber
Nothing to report

Animal Health – Dr. David Reese
Nothing new since Convention. Appoint a swine health monitor. Formalized a health vet relationship.

Baking Contests – Karen Dobson & Kevin Bieber (Karen to get this to me)
Waiting to see what happens with the Fairs. Normally hand out at Zone meetings.
This year
Posting on the website, if need to will mail. Alerting the coordinators via email when it is on the website. Harry asked if we should submit invoice for Angel Food sponsorship, Kevin said yes.

Fair Person – Bruce Koppenhaver
Email to Harry to send out to the Fairs. Solicit fairs from the last 5 years for them to reconsider their nominee.

Jr. Fair Person – C. Sherman Allen
We had our State Winner and Zone ones selection in attendance at the Convention. Remind the Fairs in each Zone to submit nominations to Your Zone Chairperson. Also, if the Zone wants to, they can get/give there winners their own gifts/awards at the Fall Zone Meetings. The State Association has up to \$60 available for this use. My Opinion is to get a Trophy/Plaque as a keep sake and another item that is more functional for their use. IE: Monogramed Gym Bag, piece of show equip., personalized piece of clothing or whatever they need/want/can use.

If anyone has any suggestions for improvement of this selection/process? Let the Committee know ASAP.

Promotions & Marketing – Judy Kmetz
No Report at this time.

Spouse Program – John & Hazel Blaney
Thank everyone for your help. Bag & Basket will continue, looking for 2 new ideas For Friday and Saturday, please contact a member of the committee.

First Timers – George Witherite
No report at this time

Communication – Martha Ebersole

Has given up T-Shirts at this time, promoting what we have now, to get more Fairs Involved with them.

Trade Show – Dick Horstman

No report at this time.

Rooms – Sally Nolt

Michelle at Hershey has been temporary laid off. Delaying room opening until June 1st. Bev & Jeff to let the Showman know that.

Resolutions – C. Sherman Allen

Nothing to report.

Seminars/Table Topic – Kevin Bieber

Had a meeting via zoom 2 weeks ago. Keynote speakers narrowed down to 2 or 3, awaiting price on our 1st pick. More to follow for our keynote speaker. Seminars a number of good selections. Narrowing table topics down to 12 maybe 15 and then re-run them. Table topics strictly round table discussion no power points. Moderator will start them off and then all discussion. Will follow most last years, with some minor changes. Will see my articles in FairTalk.

Credentials – Craig Lash

Nothing to report

Showcase – Sam Zaffuto

We had close to 40. Some problems with eligibility We have provided acts for the opening ceremony, Thursday banquet, and occasionally the PSSA banquet. The committee's policy requires 2 years off after performing at the Wednesday night showcase. We would like to expand that policy for clarification to include the opening ceremonies and banquets for standard, John Blaney made the motion to include the opening ceremonies and banquets, 2nd by Debbie Stephenson. When asked if that would include the Saturday banquet, Sam indicated this would only apply to the showcase acts that they are placing on convention. Motion carried.

Memorial Display

If you lose someone during the year, remember them at the Memorial Display.

Msgr Mignot Scholarship

Discussion regarding OPVID and the closing of schools what should be done with scholarships? Debbie Stephenson no school postpone 1 year, Kevin Bieber also. Debbie mad the motion to skip this year and return next year. 2nd by Craig Lash. Discussion regarding the economy the scholarship award is needed by students. Voting resulted in 8 in favor, 12 against, motion was defeated. We will pay

scholarship as in the past. Dave Hallstrom requested to be removed as chair of the committee, Sally will assume the chair. Karen will do scanning for Sally.

Queen Judy Kmetz
Report follows.

Sponsorship – Tony Frazier
No report at this time.

Tourism Partnership -- Sally Nolt
Gathering in March, received an email the Webinar was canceled. Does have a recording, which she will review and get to us later. Concern about virus.

Council of Farm Orgs – John Blaney
Attended the meeting, concern for budgeting of schools.

Penn State Ag Council -- Jana Malot
Meeting was canceled.

PA Farm Show Committee – John Blaney
Farm Show Complex closed.

Ride Safety – John Blaney
Meeting canceled

Judging School – Jana Malot
At Convention worked with Bev, looking for topics contact Jana will work presenters for the new topics.

Old Business

Youth Day – Kevin Bieber
Results of Survey sent out in March-- 57 fairs responded, 40 fairs with volunteers Under age of 21. 36 indicated “Yes” or “Maybe” to supporting a Youth Day at Convention. A lot of good suggestions and comments from the survey. . Committee would like to move forward for a Saturday afternoon youth day. 3 components:
Seminar – leadership, etc
Interactive Learning Event – “Ment-A-Minute” youth would go around the room and speak about any topics to the youth and adults that were there.
Mixer/Fun Activity – “Cornhole Tournament” was suggested.

Only have so much time to do this Saturday afternoon. Logistics would have to be worked out with Hershey.

Committee is seeking approval from the board to start lining up.

One question that came up was for the registration, committee is recommending we charge the regular registration of \$30. Discussion followed regarding ½ registration of \$15.

Discussion of age of youth. Looking up to 21. Should we have a minimum age, got back to committee for their determination. Should align with junior fair person ages.

John Blaney motioned to continue with the concept of youth day with a ½ price registration. 2nd by Sherman Allen, carried. Discussion Tom Murray great concept. Ben Haagen through 12 years of age. Not younger – recommendation to the committee. Motion carried.

New Business

\$100 Gift Cards for Saturday Morning Seminars – Kevin Bieber
Kevin recommended dropping the cards he could not see any advantage to get people to attend. No opposition from the board.

Seth Kensinger letter asking for Honorary Director, Sherman Allen moved to grant 2nd by Karen Dobson, carried.

Hershey planning and Budget meeting usually in June, will have to be determined, Zoom meetings?

Good of the Association

Sherman Allen

1. IAFE webinar on COPVID 19.
2. PSACF bylaws pertaining to webinar
3. Zoom had security issues
Karen Dobson - Zoom has added password protection which will be used for Future meetings.
4. Fair cancellations and contract deposits. Give deposits to a 3rd party then both have to sign off for payment.

Sherman Allen moved to adjourn, 2nd by Ben Haagen, adjournment at 7:55.

Respectfully submitted



Harry Reffner
Exec Secretary/Treasurer