

## DATES TO REMEMBER

— 2018 —

### January 6—13

PA Farm Show

### January 17—20

- 106th Annual Convention

### February 15

- Baking Contests intent to participate due

### February 28

- Queen Competition intent to participate  
- FAIRTALK material for March issue due

### March 25 (week of)

- 1st Quarter FAIRTALK emailed

### April 12

- PSACF Board Meeting

### April 25

- PSACF Zone 4 Mtg. - Manheim Com. Farm Show

### April 26

- PSACF Zone 3 Mtg. - Washington County

### April 27

- PSACF Zone 1 Mtg. - Christ the King Manor

### April 28

- PSACF Zone 2 Mtg. - Wayne County Fair

### May 3 -5

- IAFE Zone 1 Meeting

### May 31

- FAIRTALK material for June due

### June 24 (week of)

- 2nd Quarter FAIRTALK emailed

### September 15

- Baking Contest checks (Angel Food)

### August 31

- FAIRTALK material for September due

### September 1

- Showcase apps. For 2019 Convention mailed

### September 24 (week of)

- 3rd Quarter FAIRTALK emailed

September 30

- Zone Junior Fair Person nominations due to Zone

### October 15

- Showcase apps. Due

- 2019 Request for Fair info material, PSACF Associate Dues Invoices, PSACF/PSSA Convention material, Trade Show apps. mailed.

### October 18

- PSACF Board Meeting

### October 23

- PSACF Zone 3 Mtg. - Bedford County Fair

### October 24

- PSACF Zone 4 Mtg. - TBA

### October 26

- PSACF Zone 1 Mtg. - Christ the King Manor

### October 27

- PSACF Zone 2 Mtg. - Bloomsburg Fair

### November 1

- Fair Person Of the Year apps. Due  
- Communications Competition apps due  
- Queen Competition Applications due

### November 15

- Reimbursement apps.—Fair Fund due  
- Baking Contests Summaries due

### November 20

FAIRTALK material for December issue due



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**NO. 4**

## EDUCATIONAL SLATE OF SEMINARS ON HERSHEY CONVENTION SCHEDULE

BY: KEVIN D. BIEBER

The 2018 PSACF /PSSA convention will soon be in full swing. It is so hard to believe that yet another summer has just passed and we now need to gear up for convention. With that word, "convention", it also means colder weather as we all congregate at the warm Hershey Lodge and Convention Center. Aside from the Farm Show also occurring in January, I cannot think of a better place to be than at our convention amongst all good friends and fair family. Although we use the convention as additional time to catch up with everyone about the past year, we also have to focus on what might help us continue a strong fair tradition and maybe search for something that may take your fair to the next level. The PSACF seminar committee tries very hard to help you do just that. Our focus has been on what we can do in order to continue bringing a full slate of experienced speakers to Hershey. Once again, I am confident you will not be disappointed.

Our convention will start off already on Wednesday with a very busy day. Beverly Gruber is back again with her Judge's School. I encourage you to consider signing up for her school. However, do not think that is the only thing to do on Wednesday. We are very pleased to bring in Jen Puente from the Wisconsin State Fair as she will present a seminar on Sponsorships. I have had the privilege to hear Jen speak on several occasions and I am confident that she just may have some good ideas out there for all of you, no matter how big or small your fair is. Don't forget about the annual Trucking Regulations seminar as well on Wednesday. Our PSSA friends need to stay on top of all those regulations that seem to keep changing out there.



Thursday will again bring our opening ceremonies. I am really excited and cannot wait to hear our keynote speaker this year. He comes from the great state of Texas and is the Executive Director of the Texas FFA Foundation. When speaking with Aaron over the phone, I can sense his excitement for coming to Hershey and sharing some great stories and wisdom about our industry. After some time to allow you to attend the trade show and book all those 2018 fair acts, we will complete Thursday's seminars by bringing Aaron back to speak on "Live Your Brand". That afternoon we will also have the Southcentral Task Force back again to provide a seminar on "Terror on the Fairgrounds; What to do with Livestock and People". None of us want to think about anything like this, but let's be honest with each other, we need to be prepared, just in case !!!

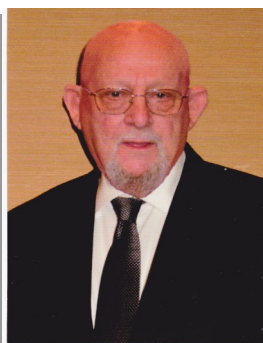
*See Educational Slate next page*

On Friday we will welcome our IAFE speaker, Ron Diamond, Ron will present "The irrefutable Laws of Leadership". Later that day we encourage you to obtain all the baking contest updates from Karen Dobson and Kevin Bieber while at the same time Maria Lucero from the Erie County Fair in Hamburg New York speaks about "Volunteers".

They say "time flies when you are having fun", since we have lots of fun in Hershey, it will be Saturday morning before we know it, but not to fear, we have 3 great semi-

nars for you before wrapping up. The morning will start with our annual Food Safety Updates as well as Jessica Underberg is also hear from the Erie County Fair in Hamburg New York to speak on "If money were no object, what would the future Ag Pavilion look like"? Finally, we also have the pleasure of Jodi Buresh making her way to Hershey to present "Marketing".

As I mentioned in the title of this article, educational seminars, that is exactly what you will find throughout these 4 full days of fantastic seminars. Please make every effort to attend as many seminars as possible throughout your stay at the convention. I look forward to catching up with all of you in Hershey !!!!



## President's Message

It seems like just yesterday that I began my term as president, what a busy year it has been, time sure does fly. I would like to thank everyone for the courtesy extended to myself and my wife as we visited many of our fairs. We did not visit

as many as we wanted, however next year we will allow for more visits.

Fair season is over and hopefully everyone had a successful and profitable fair. Now the work begins again as we plan for the 2018 season.

The 2018 Fair Convention is rapidly approaching, plans are well underway. Wednesday will again have the Judges school starting at noon, with six topics to choose from. I have found these to be very educational. In the evening we will once again be able to enjoy the showcase, with up and coming artists.

Thursday starts off with keynote speaker Aaron Alejandro in the morning, followed by seminars and table topics throughout the day. Thanks to Kevin and committee for the lineup of seminars, and Seth for chairing the table topics. You should attend as many of these as your time permits.

Spouse programs are again a popular activity, with the

raffle in the great lobby, prizes to be drawn Saturday noon in the Chocolate Ballroom (you must be present to win). Thursday will have Bag and Basket Bingo, Friday offers hands on crafting "Have a Heart" and Saturday's activity yet to be determined.

Something new this year, Saturday morning seminars will let you be able to win a \$100.00 gift card. All you need to do is be on time for the start and remain for the duration. You will be given a ticket and the winner will be drawn at the conclusion of the seminar (you must be present to win). The afternoon has the return of "Family Feud", a fun time for everyone. The evening closes the convention with the ever popular Queen Coronation.

While visiting the trade show remember our associates and try to book as much of your needs from them as possible. These people are a vital part of our Fairs.

Do not forget the Memorial Display inside the trade show. If you have had any one from your fair pass away this past year, please bring a picture and short Bio to be included in the display.

Wishing you safe and Happy Holidays.

See you at Convention.

*Dave*

David Hallstrom PSACF President

## CONVENTION MEMORIAL TABLE — John Berne



All fairs will receive in their convention packet a Memorial form to be filled out for the Memorial Service at the convention. In addition, we also invite you to take time to bring a picture of the member to be placed on the special decorated Memorial table located in the Trade Show. This is a wonderful way to have someone remembered.

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## RISE AND SHINE FOR SATURDAY MORNING SEMINARS & WIN A \$100.00 GIFT CARD

By: Kevin Bieber

Getting up early on Saturday morning in Hershey and attending a seminar could result in winning a \$100.00 gift card. This year we are encouraging everyone to get up and moving and attend one of three Saturday morning seminars. Your attendance (must be on time for the start) will result in you receiving a ticket for a chance to win a \$100 gift card. Winner must also be present at the conclusion of the seminar when the winning ticket is picked.

There will be 1 gift card winner at each seminar. So, rise and shine, get your coffee and head down to one of three great seminars that are lined up for the conclusion of our convention

To view and order pictures taken at the PSACF  
and PA Showmen's Convention go online to;

**www.PSACF18.photoherald.com**

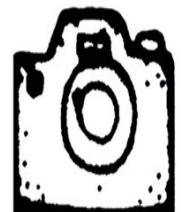
the password is: 2018

For the Entertainment Showcase; [www.Showcase.photoherald.com](http://www.Showcase.photoherald.com)  
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## JUDGES SCHOOL SCHEDULED

On Wednesday, January 17, 2018 the Pennsylvania State Association of County Fairs and the Pennsylvania Farm Show will host a Judge's School during the Pennsylvania State Association of County Fairs Convention at the Hershey Lodge and Convention Center. You may choose two breakout sessions to attend.

The day starts at 12:30 PM with an orientation session on ethics in the judging process. This is followed by the six sessions.

Session choices for this year are as follows. Presenters will be announced at a later date.

- |                                |                        |
|--------------------------------|------------------------|
| • Canning & Preserving         | • Fruits, Nuts         |
| • Baked Goods                  | • Flowers              |
| • Youth & 4-H (Still Exhibits) | • Homemade Wine & Beer |

The first session is from 1:20 - 2:30 PM and the second is from 2:35 - 3:55 PM.

The fee for the school is \$10.00 per person.

At the conclusion of the sessions a certificate of attendance is given to all participants who complete the program.

By mid-February the "PSACF Suggested Judges List" is compiled and goes online on the Fair Association website, [www.pafairs.org](http://www.pafairs.org). Many fairs have found it very helpful in finding qualified judges.

If you are planning to participate in Judges School, you need to pre-register and send your payment by January 12, 2018. Send your name, address, phone number and e-mail to Beverly Gruber, P.O. Box 5, New Tripoli, PA 18066. If you prefer, registration may be called in. Phone 610-767-5026 or email [lowhill@rcn.com](mailto:lowhill@rcn.com) or [b.gruber@rcn.com](mailto:b.gruber@rcn.com).

### Judge's School Registration

Name\_\_\_\_\_

Address\_\_\_\_\_

City, State, Zip \_\_\_\_\_

Phone\_\_\_\_\_Email\_\_\_\_\_

*If affiliated with a fair, give name of fair:* \_\_\_\_\_

Number of People \_\_\_\_\_ @ \$10.00 = \$\_\_\_\_\_ (list additional names below)

\_\_\_\_\_

\_\_\_\_\_

Return form and check **payable to Beverly Gruber** • P. O. Box 5 • New Tripoli, PA 18066  
Registration may be called in. Phone 610-767-5026. Please register by January 12, 2018.



## ZONE FAIR PERSONS



Left John McMullen, Zone 1 Fair Person Ray Martin, Sam Zaffuto



Left Dave Hallston, Zone 1 Junior Fair Person Austin Brown.



Left Zone 2 Junior Fair Person Emily Supancik, Dale LeVan



Left Jake Hoover, Zone 3 Fair Person, Debbie Stephenson



Left Maggie Parks Zone 3 Junior Fair Person, Debbie Stephenson



Left Kenneth Myer Zone 4 Fair Person , Kevin Bieber



Left Leah Roop Zone 4 Junior Fair Person , Kevin Bieber

## 2017 Msgr. Mignot PSACF Scholarship Winners

In 2017 submissions for the coveted Mignot PSACF scholarships, we had 19 entries. Zones II and III submitted their quota of six. Zone I with four entries, and Zone IV entered three. In the total of 19, we had candidates who submitted their dossiers in 2016. Persistence paid off, because two became winners of the \$1,000 scholarship. Ben Franklin is quoted, "Energy and Persistence Conquer All Things".

**Darby Kasper** from Tioga County Fair impressed the judges as a winner once again. Darby was one of our former state fair queens. Darby is quoted from her essay, "I have learned the business and governmental aspects of what it takes for the fair system to function. The fairs require an immense amount of state funding and volunteers to function each year. Seeing the behind the scenes, I have realized the amount of dedication it takes to set a goal, and see it done. This knowledge will help me to achieve my goal of becoming a pediatrician, and allow me to contribute to my community." Darby is a Penn State pre-medicine major with a dual minor in animal sciences and health policy administration.

**Rachael Denae Barszczowski** from Huntingdon County Fair is planning on becoming a Physician Assistant at Seton Hill University. Denae penned this as part of her essay, "Exhibiting and volunteering at the fair requires a lot of time and effort. Through the experiences I have encountered at the fair, I now possess all of the qualities required to be successful. I am hard working, work well as part of a team, I possess perseverance, I am passionate in everything that I strive to do in life, I am respectful of everyone's thoughts and opinions, I am selfless, responsible and most of all determined to be successful in life. Without participating in the Huntingdon County Fair, I would not have developed the qualities required to be a goal setter and achiever. The fair has provided many positive experiences that will help me achieve my future goals." A reference letter from one of Denae's teacher's is a paragraph, "As a student, Denae is as meticulous as they come. She is the Valedictorian of the Class of 2017. Hard work, determination, and a drive for success have allowed her to achieve such an honor".

**LuAnne Antisdell** from the Troy Fair is a junior at Penn State Williamsport preparing in a major leading to an advanced degree as a Physician Assistant. LuAnne writes, "My involvement in the fair didn't stop after my reign as Troy fair queen, that same year I joined the Junior Fair Board and dove head first into planning fair activities. In

my most recent years of being on the Junior Fair Board, I have taken on the role of Chairperson. This has allowed me to be a leader to help our younger members find their way on the board just as I did. I'm thankful for my Troy Fair for putting the work into youth to help them prepare for the future while just thinking they are having fun at the Troy Fair". An older member of the Troy Fair board writes, "Although it may be common to see young individual become 'performers' at their local fair. Lu-Anne is in constant pursuit to be her best 'A Performer' in all she encounters. I have consistently seen Lu-Anne raise the bar in her personal life as well".

**Jeremy Newswanger** if from the Elizabethtown Fair. He is studying Biochemistry at Houghton College in New York; in addition, he is on the soccer team. Jeremy writes, "Growing up on a small farm the fair was an extension of what we did as a family, whether that was showing, volunteering, or just hanging out around the fair. It is one of my favorite times of the year, because it is a time to show the agricultural industry to the community. There have been many instances where people have come up to me at the fair to ask me questions about my animals or just about agriculture in general. By being involved with the local fair I was able to learn a lot about agriculture, as well as valuable life lessons. I learned how to work hard, how to take proper care of animals, and how to be respectful of my competition even if they beat me. These three values I will use the rest of my life and hopefully by staying involved in the fair can teach the next generation as well".

**Garrett Jenkins** also from the Elizabethtown Fair enrolled at Morrisville State College in New York majoring in Dairy Management/Sciences and IAg Business. In Garrett's essay is following script, "One of the most rewarding aspects about raising livestock comes out during the local fair. All year, countless hours have been put into projects at home in the barn, all for one week at the end of summer. The fair is the chance to see if all of that commitment and dedication will pay off that year, or if one should look ahead to the next fair. However, rooted at the true purpose of the county fair is something more important than the blue ribbons and the sale checks. The fair is the time of year where a community joins together to highlight agriculture, youth, and local talent. The experiences that I have had volunteering and exhibiting has certainly made me appreciate the value in people coming together to support one another. While my time as a youth exhibitor at the local fair will soon come to an end, the skills, values and lessons learned from the fair will never fade away." Garrett's FFA advisor writes, "I believe that Garrett is the kind of person we want leading the Agricultural Industry into the 21 Century".

See "Scholarship" next page

From "Scholarship" previous page  
**Heather Wasson** is from the Centre Grange Fair. Heather will be graduating from Penn State in the spring with intent to teach agriculture. Heather is a farm girl and writes, "The Centre County Grange Fair has given me endless experiences that will help me in my future. Because of these experiences, I feel my fair has shaped me into the young lady, I am today. In 2018, my time at the Pennsylvania State University will come to an end, and I will have to enter the big world. Most people my age are scared for the future, but I am not. With insights and lessons that I have gained throughout my life and my fair, I am ready to start the next chapter.: One of Heather's references writes, "Heather is a great representative for our fair, as she is familiar with every aspect

of it and conveys that knowledge to those she takes on tours of our Fair as well as our patrons. Heather is equally gracious and informative to those arriving from six miles away as those who have come from other continents".



## SPECIAL BAKING CONTESTS

- by Karen Dobson

The recent wintry weather is a reminder that the 2018 PA Farm Show is just around the corner. The winners from our Fairs' special baking contests are busy mixing, whisking and frosting as they prepare to enter in the state competition. With \$3,400 in cash prizes available, these contests continue to be a popular event at the PA Farm Show.

The Special Baking Contest finals are by invitation only – they are not open to the public. Only the winners from each Fair who have the official Certification form are eligible to enter in the final competitions. The same Contest Rules given to the local Fairs for the 2017 preliminary competition will also be used for the 2018 PA Farm Show competition.

Entries are accepted in the Family Living Area, Main Hall, Farm Show Complex according to the following schedule. Please note that the Junior Baking and the Chocolate Cake contests have NEW Judging times for 2018.

Angel Food Cake: Entry Time: Sun. Jan. 7, 9 am-11 am;  
 Judging: Sun. Jan 7: 12:00 pm

Apple Pie: Entry Time: Fri. Jan. 5, 3-5 pm or Sat. Jan. 6, 8-9 am;  
 Judging: Sat. Jan. 6: 10 am

PA Preferred Junior Baking Cookies/Brownies/Bars:  
 Entry Time: Fri. Jan. 5, 3-5 pm or Sat. Jan. 6, 9 am-12:00 pm;  
 Judging: Sat. Jan. 6, 2:00 pm

Homemade Chocolate Cake:  
 Entry Time: Fri. Jan. 5, 3-5 pm or Sat. Jan. 6, 9 am-12:00 pm;  
 Judging: Sat. Jan. 6, 4:00 pm

Please reach out to your 2017 fair winners and encourage them to participate in the Farm Show competitions. If your first-place winners are not able to attend, you can certify the next place winners to attend. We look forward to seeing your fair represented at the 2018 Farm Show!

Another reminder that we will be holding our Annual Baking Contest seminar at the 2018 PSACF Convention on Friday, January 19 at 2:00 pm. We encourage your fair to send a representative to learn about the updates for the 2018 fair season.







## 2018 SPOUSE PROGRAMS

The Spouse Program for the 2018 Convention will feature three different activities:

- A "Ticket Auction" in the Great Hallway and prizes to be awarded on Saturday at 12:30PM in the Chocolate Ballroom.
- On Thursday, a Basket and Bag Bingo will be held with Vera Bradley bags and Longaberger Baskets as the prizes.
- Friday we will have a hands on activity called "Have a Heart".

On Saturday morning the program will be "Quilt Squares Trail and demonstration".

Come join us for the fun!

All fairs and showmen are requested to donate one (1) or two (2) gifts for use in the above activities. Your support is truly needed and will be greatly appreciated.

### 2018 PA STATE FAIR QUEEN CONTEST SCHEDULE

#### WEDNESDAY, JANUARY 17, 2018

Raffle Table Set Up

#### THURSDAY, JANUARY 18, 2018

|                           |  |
|---------------------------|--|
| 10:30am – 1:00pm          | 2018 Fair Queen Contest Packet Distribution ( <i>near Raffle Table</i> ) |
| 12:00pm – 4:00pm          | Raffle Table Open to benefit Queen Program                               |
| 2:45 – 3:15pm             | Queen Contestant Check-in  |
| 3:15pm – 4:00pm           | Queen Contestant Orientation   |
| 6:00pm                    | Line Up for Evening Gown Competition                                     |
| 6:15pm                    | Evening Gown and Introduction Competition                                |
| 6:45pm                    | PSACF Annual Banquet   |
| Immediately after Banquet | Queen Contestants Group Photo  |

#### FRIDAY, JANUARY 19, 2018

|                   |  |
|-------------------|--|
| 7:00am – 12:00pm  | Interviews - Morning Session   |
| 10:00am – 4:00pm  | Raffle Table Open to benefit Queen Program   |
| 11:00am – 12:00pm | Seminar - Young Women's Leadership   |
| 11:00am – 1:00pm  | 2018 Fair Queen Contest Packet Distribution ( <i>near Raffle Table</i> )                       |
| 1:00pm – 5:00pm   | Interviews - Afternoon Session   |
| 2:15pm – 3:15pm   | Seminar - Young Women's Leadership   |
| 3:30pm – 4:30pm   | Queen Coordinators' "Idea Exchange" ( <i>and 2018 Fair Queen Contest Packet Distribution</i> ) |
| 5:30pm – 6:15pm   | Judges Reception with Contestants  |
| 7:00pm – 9:00pm   | PA Fair Queen Madeline McEachin's Party with Contestants                                       |

#### SATURDAY, JANUARY 20, 2018

|                  |  |
|------------------|--|
| 7:30am – 12:00pm | Speech Competition – Morning Session                             |
| 9:00am – 12:45pm | Raffle Table Open to benefit Queen Program                       |
| 9:00am – 1:45pm  | Hair Styling Appointments  |
| 10:45am-11:45am  | Seminar – " <i>To Be Determined</i> "                            |
| 12:30pm          | Drawing for Raffle Table items                                   |
| 1:15pm – 3:00pm  | Speech Competition – Afternoon Session                           |
| 4:30pm           | Rehearsal for Coronation   |
| 6:00pm           | Coronation Banquet ( <i>Reserved Seating - Ticket Required</i> ) |
| 7:15pm           | Line Up for Coronation   |
| 7:30 – 8:45pm    | Coronation Ceremony  |
| 9:00pm           | Media Photos / 2018 PA Fair Queen Meeting with State Coordinator |

Visit the PA Fair Queen Program's Basket Auction and Raffle Table in the Great Lobby.

50/50 raffle tickets will also be sold in the Chocolate Ballroom Lobby

Wed, Thurs & Sat. evenings, and during Trade Show hours in the Great lobby.



## Pennsylvania Delegation

### IAFE Las Vegas



The delegation from Pennsylvania numbered over 20 attending the last IAFE Convention in Las Vegas. There Rick Vymlatil, CFE, president/CEO of the South Florida Fair & Palm Beach County Expositions, Inc., in West Palm Beach, was elected the 2018 chair of the IAFE during the final business session of the 127th Convention.



**IAFE Convention**  
**November 25-28, 2018**  
**Henry B. Gonzalez Convention Center**  
**San Antonio, Texas**  
[www.iafeconvention.com](http://www.iafeconvention.com)

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## Spouses Program for 2018 at the PSACF/PSSA Convention

BY: Hazel Blaney

Plans have been made for a hands on project "Have a Heart", our Basket & Bag Bingo and a demonstration Quilt Squares Trail that will be held on Saturday morning.

As usual registered spouses are invited to attend the showcase, opening ceremonies, table topics, seminars, and the trade show during our convention.

Please remember to participate in the ticket auction in the Trade Show Hallway to support our activities and the Msgr. Mignot/PSACF Scholarship fund.





**106th ANNUAL CONVENTION**  
**PA State Association of County Fairs and**  
**PA State Showmen's Association**

**The Hershey Lodge & Convention Center, Hershey PA**  
**Wednesday - Saturday, Jan. 17 - 20, 2018**



**HOTEL RESERVATIONS**

2018 Convention reservations will now be accepted by the Hershey Lodge. Deadline is December 26, 2017. For lodging:

phone 1-800-HERSHEY (717-437-7439) or online at <https://resweb.passkey.com/go/PACOUNTYFAIRS2018>

All Queen Candidates must use the Fair Queen Contestant Hotel Reservation Form, and the Credit Card Authorization form. Rooms will be available by 4:00pm and check out at 11:00am daily for all.

**CONVENTION REGISTRATION**

ADVANCE REGISTRATION is essential to the smooth operation of the convention. Registration is:

\$30 (received on or before December 15, 2017)

\$50 (received after December 15, 2017)

**MEALS**

Meal(s) that are purchased are not refundable; there will be a bulletin board near the registration area for you to place a "for sale" notice if you wish to resell them. A limited number will be available for purchase at convention.

**TENTATIVE CONVENTION SCHEDULE**

**Wednesday, January 17, 2018**

**MEALS ON YOUR OWN-ALL**

9:00am-1:00pm "Serv Safe" (see newsletter article for details – PA Showmen or fairs who are members of PA Showmen [1 person per fair] may register; others to be considered after deadline if space available)

11:00am-5:00pm Registration Desk Open

12:30pm Judging School Orientation Session

1:20pm – 2:30pm First Session of Judging School

2:35pm – 3:55pm Second Session of Judging School

2:00pm-4:00pm Seminar – "Trucking Regulations Update"

2:00pm-3:30pm Seminar – "Embracing Sponsorships – Let's grab some extra Dough!"

3:15pm-4:15pm Table Topics 10,13

4:00pm-8:00pm Enter Communication Exhibits

Trade Show Set-up

4:45pm PSSA Board Meeting

4:45pm PSACF Board Meeting

6:30pm-10:00pm ENTERTAINMENT SHOWCASE

**Thursday, January 18, 2018**

**MEALS ON YOUR OWN-BREAKFAST & LUNCH**

8:00am-5:00pm Registration Desk Open

8:00am-9:00am Enter Communication Exhibits

8:00am-10:30am Trade Show Set-up

8:30am-9:00am First-Timers Session

9:00am-9:30am Opening Entertainment

9:30am-10:45am Opening Celebration

Keynote Speaker – Aaron Alejandro

10:30am-4:00pm Trade Show Open

Communication Exhibits Open

(Badge Required)

10:30am-4:00pm PA Dept. of Agriculture display, etc.

11:00am-12:00pm PA Harness Racing Commission Meeting

Open to the public

1:00pm-2:30pm Seminar – "Live Your Brand"

1:00pm-3:15pm Spouse Program - "Bag & Basket" Bingo

1:15pm-2:15pm

1:30pm-3:00pm

2:45 -4:30pm

3:15pm-4:15pm

4:00pm

5:30pm

5:45pm

6:15pm

6:45pm

Table Topics 2,4,14

Meeting - Sire, Quaker & USTA

Seminar – "Terror on the Fairgrounds;

What to do with Livestock and People"

Table Topics 7, 15, 18

Associates Gathering

PSACF & PSSA Board

Group Photos

Hospitality Time & Cash Bar

PSACF ANNUAL BANQUET

Dinner (reserved seating-ticket required-\$34)

**Friday, January 19, 2018**

**MEAL ON YOUR OWN-LUNCH**

7:30am-5:00pm

Registration Desk Open

7:30am

COMMUNICATIONS BREAKFAST

meal (served) 7:30am; awards 8:15am-9:00am (ticket required-\$19)

9:15am-11:00am

Memorial Service /

PSACF Annual Meeting

10:30am-4:00pm

Trade Show Open

Communication Exhibits Open

(Badge Required)

10:30am-4:00pm

PA Dept. of Agriculture display, etc.

1:00pm -2:15pm

Seminar- "The Irrefutable Laws of Leadership"

12:30pm-1:45pm

Round Table –Pa Fair Fund Update

2:00pm-3:30pm

Seminar – "Special Baking Contests"

2:00pm-3:30pm

Spouse Program - "Have a Heart"

2:30pm-3:45pm

Seminar - "Volunteers, the Heart of the Fair"

2:15pm-3:15pm

Table Topics 1,8,11

3:30pm-4:30pm

Table Topics 3,9,12

6:15pm

Hospitality Time & Cash Bar

6:45pm

PA SHOWMEN ANNUAL BANQUET

(Reserved seating-ticket required-\$36)

**Saturday, January 20, 2018**

**MEAL ON YOUR OWN-BREAKFAST**

7:30am-5:00pm

Registration Desk Open

9:00 -10:15am

Seminar – "If money were no object what would the future Ag Pavilion look like?"

9:00am-10:15am

Seminar – Food Safety Updates

9:00am-10:00am

Table Topics 5, 16

9:00am-Noon

Trade Show Open

Communication Exhibits Open

(Badge Required)

9:30am-11:00am

Seminar – "Marketing to Millennials"

9:30am-10:45am

Spouse Program – "Quilt Squares Trail and demonstration"

10:30am-11:30am

Table Topics 6, 17

11:30am-12:30pm

PSSA Annual Meeting

Noon-12:30pm

Communication Exhibits Released

Noon

BOX LUNCHEON

[followed by drawings at 12:30pm]

(ticket required-\$18)

Auction Drawings - Winner must be present

2:45pm-4:15pm

Family Feud

4:30pm

Mass

6:00pm

QUEEN CORONATION BANQUET

(Reserved seating-ticket required-\$39)

**Sunday, January 21, 2018**

8:00am

PSACF Exec. / Conv. Breakfast

## TABLE TOPICS

1. Passes regulated for livestock exhibitors and concessions
2. What's your problem?
3. The benefit of having junior fair boards
4. Animal Health Rules for 4-H and Commercial Animal Exhibits
5. Budgets and Fiscal Planning
6. Campers and Golf Carts/ Four Wheelers at the Fair
7. Electric for Fairgrounds
8. Organization of Fair Office and Updating Systems
9. Loss of Livestock Fair Entries
10. Alcohol on the Fairgrounds
11. How to Advertise Your Fair on a Shoe String Budget
12. Sponsorships for All Volunteer Fairs
13. Grants: Applying and Writing Process
14. Benefit Auctions and Other Fundraisers
15. What to Expect from an Entertainment Booking Agent
16. Handicap Accessibility
17. Co-oping With Concessionaires for a Successful Promotion
18. Sound and Public Address Systems

## SEMINARS

### Judging School

Session choices for this year are as follows:

- |                                |                        |
|--------------------------------|------------------------|
| • Canning & Preserving         | • Fruits, Nuts         |
| • Baked Goods                  | • Flowers              |
| • Youth & 4-H (Still Exhibits) | • Homemade Wine & Beer |

### Serv-Safe

The Food Safety updates will be presented by Paster Training, Inc. Paster Training Inc.'s trainers are the best and most passionate in the business. We are thrilled about the opportunity to provide your association members with a 4 hour food safety review session and proctoring of the ServSafe examination

### Trucking Regulations Update

A representative from the Pa. Motor Truck Association, located in Camp Hill, Pa. will give the latest updates for the industry.

### Keynote Speaker, Aaron Alejandro

Aaron is currently the Executive Director of the Texas FFA Foundation. An inspirational speaker, his unique style of delivery transcends all age groups and cultures, offering a clear message of personal dynamics for success. Aaron will also be giving a seminar "Live Your Brand" on Friday.

### Embracing Sponsorships – Let's grab some extra dough!

Presented by Jen Puente Wisconsin State Fair Marketing Director. Who doesn't need a little extra money in the bank? This program will cover not only the basic "How To's" of sponsorships, but will also take a look at fun, new and innovative ways to incorporate sponsors into our Fairs. Sponsors these days aren't as focused on signage as they once were. They are now concentrating on engaging customers through promotions and onsite activations. This session will also cover current trends in sponsorships, and most importantly, how these trends can translate into additional dollars for Fairs, and how we can make these seemingly complicated programs a bit easier. It's time to think outside the box and have a little fun!

### Special Baking Contests

Karen Dobson and Kevin Bieber will be updating everyone who runs any of the Special Contests at your fairs. This is also the perfect time to come and ask questions regarding any of those contests.

### Family Feud

Sign your fair up now, the deadline is December 1<sup>st</sup>. How do you sign up? It is easy, please call my cell at 484-256-8009 and I will put you on the list. Make sure you have 5 willing players from your fair who will participate.

### Terror on the Fairgrounds; What to do with Livestock and people

Dr. Steve Goldsmith Southcentral Task Force will be primary speaker, with others also involved. Dr. Goldsmith has been a Veterinarian from 1979 to 1991 when he was with the Florida Dept. of Ag – State Vet Office; he had served his country since 1993 and retired from the Military in 2016.

### The Irrefutable Laws of Leadership

Ron Diamond, CHT, spent 10 years as a performer and trainer with the Walt Disney Company. Ron has been performing his Magic and Illusions, Comedy Hypnosis Shows and Stage Production at fairs around the country for 26 years and has presented over 18,000 programs in his 36 year career. Ron also leads seminars and speaks extensively on Clinical Hypnosis at Universities and Medical related gatherings. Ron is also certified as a speaker, trainer and coach with one of the most prestigious organizations in the world on leadership development, The John Maxwell Team. You may check out this area of expertise at <http://www.johnmaxwellgroup.com/rondiamond/>. Ron received his Degrees in Sociology and Educational Psychology from Texas Christian University in Fort Worth, Texas. Ron's other passions include being very involved in graphic design and media production, as well as a private instrument rated pilot, and teacher. This is an introduction to the basic laws of leadership and why it is so important to help everyone in your fair's organization from the top down find and develop their leadership potential so that continued growth and maximum efficiency can be achieved. Most people, including those in management, are not aware of these leadership laws and how critical they are to moving an organization to the next levels of success and continued importance.

### PA Fair Fund Update

Fair Reimbursements and Program Update

### Volunteers, the Heart of the fair -Recruiting, Motivating, utilizing and appreciating our Volunteers

Maria Lucero is a cheesehead at heart. Maria Moved to New York to take on a new role at the Erie County Fair in 2016. Prior to working with the Erie County Fair, Maria worked at the Wisconsin Valley Fair for 5 years as Fair Manager. Her passion for the fair began at a young age with her involvement in 4H. Maria has a passion for community. Whether it's where she lives or another part of the world, she feels relationships are what lead us to succeed. She is a 2017 Institute of Fair Management graduate, and is a part of the Young Professionals Initiative Steering Committee. Maria herself has volunteered with many organizations, and has been able to travel and serve in many different capacities. She loves Jesus, her family, her yellow lab, Stella and traveling. One odd thing about Maria, she does not like Cheese!

### Marketing to Millennials

Jodi Buresh, joined the Saffire team in early 2016 as a Director of Partnerships and is committed to helping venues, destinations and events share their story with beautiful websites and ticketing by assisting in marketing to a vast and diverse audience. Jodi is a creative and successful strategic marketer. Her prior positions have given her a wide range of experience in the event and destination markets. She has held positions as the University Scheduling Coordinator and Campus Conference Coordinator for North Dakota State University; the Center Director of the North Dakota State University Alumni Center; Special Events Coordinator for the Fargo Moorhead Chamber of Commerce; Assistant General Manager for the Red River Valley Fair Association and the Big Iron Farm Show; and is President of the Red River Area Attractions Association.

Millennials...does the very word make you cringe? Marketers everywhere are scrambling to understand what drives and inspires this younger generation's habits. In fact, you've probably been to a session or two about how to reach millennials or work with millennials - but have you ever heard a millennial's side of the story? Join us as we present an interesting twist on how to market to this extremely lucrative audience. Leave with the millennial mystery finally solved!

### Food Safety Updates

The Food Safety updates will be presented by PA Department of Agriculture, Bureau of Food Safety & Laboratory Services.

### If money were no object what would the future Ag Pavilion look like?

Let's dream big and create ideas that can be applied to any size fair. This is an interactive workshop. Jessica Underberg has been with the Erie County Fair for 22 years and is currently serving as the Assistant Fair Manager and the Agriculture Manager. She is actively involved in the International Association of Fairs and Expositions. She has served on the Young Professionals Initiative, chaired the Competitive Exhibits Committee, the Agriculture Committee and the Advertising, Promotions and PR Committee, and is the current 2<sup>nd</sup> Vice Chair. She earned Certified Fair Executive status in 2007 and graduated from the Institute of Fair Management in 2010. She is also a past president of the New York State Association of Agricultural Fairs. In her spare time she enjoys reading and showing livestock with the kids. Jessica loves being involved in the fair



# Legislative Update Article

*Andy Goodman*

## **Overview**

Pennsylvania lawmakers wrapped-up for the year after passing veto-bound abortion restrictions, while anti-union legislation sought by top Republicans failed and legislation to tax Marcellus Shale production remains in limbo.

The GOP-controlled House and Senate each adjourned until January after a flurry of votes. Legislation to limit abortions to the first 20 weeks of pregnancy is headed for certain veto by Democratic Gov. Tom Wolf, and it didn't pass with enough support to override a veto. Meanwhile, a bloc of House Democrats and southeastern Pennsylvania Republicans couldn't muster enough votes to force Republican leaders to allow votes on Marcellus Shale tax legislation.

That same bloc rejected a top priority of Republican leaders to bar government employers from deducting union campaign contributions from the paychecks of unionized employees.

Lawmakers will return to Harrisburg for regular voting session on January 22.

## **Pennsylvania's Fair Funding**

While it seems like the current state budget just wrapped-up, the administration and lawmakers are gearing up for the 2018-2019 state budget, which we expect to be more of the same. Governor Tom Wolf is scheduled to deliver his budget proposal to the Legislature on **Tuesday, February 6, 2018** with budget hearings to be held for three weeks beginning on Tuesday, February 20. It should be interesting with

Under the 2017-2018 state budget, Pennsylvania's fairs received \$4 million. We are pleased lawmakers continue to recognize the importance of funding Pennsylvania's fairs and thank them for maintaining the funding in this year's extremely tight budget.

## **Sales Tax Expansion**

A six percent Sales Tax on admissions to amusement parks, fairs and other recreation-type businesses was considered by the state Legislature during past budget negotiations as well as negotiations on property tax relief. PSSA's lobbying firm, Milliron Goodman has been and continues to be actively engaged on this issue to protect Pennsylvania's fairs so they are not unfairly taxed. We would like to thank all the PSACF members that contacted their local legislators on the sales tax issue. As lawmakers look for ways to balance the budget or reduce property taxes, we will need your continued support. Taxing affordable family friendly amusement is counterproductive. If ticket prices go up, more people will choose to stay home. Pennsylvania's fairs, festivals and amusement parks are economic drivers for each and every community of the Commonwealth. Please stay alert for updates. The budget cycle will kick-off in February after Governor Wolf's budget address.

## **Tourism Funding**

Tourism is a vital part of Pennsylvania's economy. Over the years, state investment in tourism has dwindled. The state's investment in the tourism office for tourism promotion this

year is \$4 million. That amount places Pennsylvania dead last in funding relative to its tourism economy.

The state's average tourism budget from 1980 to 2008 was \$27 million. It reached \$30 million but got cut by two-thirds due to the Recession in 2008. It was cut further in subsequent years until it started rebounding to its current level.

The state Department of Community and Economic Development (DCED) continues to and we urge you to continue to advocate for more investment dollars to support the promotion of tourism in Pennsylvania. Every dollar cut on tourism marketing has actually cost the state \$3.60 in state tax revenue.

Promoting Pennsylvania as a travel destination is currently a responsibility of the Department of Community and Economic Development (DCED). With limited state dollars, legislation (HB 1221) has been introduced by state Rep. Karen Boback (R-Luzerne) to create an independent Pennsylvania Tourism Commission that would serve as the state's official tourism marketing agency and transfer this responsibility to a public-private partnership made up of tourism marketing professionals and industry stakeholders. Rep. Boback has also sponsored legislation (HB 1222) to establish the Tourism, Marketing and Arts Trust Fund. This bill would dedicate the revenue from 1 percentage point of the 6 percent state tax on hotel stays to bring more tourists to Pennsylvania. Sixty percent of the revenue would go to promote and market Pennsylvania to out-of-state visitors, with the remaining 40 percent earmarked to fund established state grant programs for local museums and the arts that tourists come to Pennsylvania to see. Basically, the bill leverages the money generated by tourists to further promote and market tourism in the state while at the same time creating and maintaining jobs. Both bills are in the House Tourism and Recreational Development Committee.

## **Grassroots Advocacy**

At Milliron Goodman, we spend a lot of time emphasizing the importance of getting to know your legislators and more importantly, making sure they know you. Your involvement in the legislative process is crucial to the future success and stability of Pennsylvania's Fairs – whether advocating for a bill or opposing a tax. Please get engaged.

## **Contact**

If you have any questions regarding this legislative update or would like to get involved, please do not hesitate to contact us at 717.232.5322. We have an open door policy.



## TEAMS ARE NOW SET FOR FAMILY FUED AT CONVENTION

BY: KEVIN D. BIEBER

Saturday afternoon at convention always becomes fun when the fairs square off in a battle of Family Feud games. Of course we all know it is all for fun, however I know everyone is very competitive for the overall championship, bragging rights and the delicious giant Hershey Bars. This year we have the Lawrence County Fair taking on the Hookstown Fair in the first game with the winner advancing

to the final round. The second game will host the Elizabethtown Fair taking on the champions from 2017. Ok, this is where I hope everyone is reading this and can offer some help to me. I had to leave the room last year before the final game was over and nobody can remember who won. If you are the fair who won, please contact me at 484-256-8009 or by e-mail at [kbieber@bbandt.com](mailto:kbieber@bbandt.com)

So, there you have it. I know Saturday afternoon at Hershey will offer some excitement and fierce competition. Even if you are not playing, stop in and sit back, relax and see who will be the 2018 champion.

## PSACF Association Update

By: Harry Reffner

### 2018 Theme

The 2018 Fair season theme and for the fair display at the 2019 Convention, is "Farms Families Fairs Fun!". A logo to use with the theme is on our website.

### Recent Mailings

All mailings for the last quarter of the year have been completed. Fairs were given at their zone meetings or mailed a 2018 Convention packet. The Annual Meeting and a Voting Delegate form were included. Associates were mailed a 2018 Convention packet, trade show packet, and dues notice. Those dues received by the Association office will appear in the 2018 Directory, those received after this newsletter will not appear.

### Distribution of Material at Convention

Hershey Lodge and PSACF personnel will enforce the NO distribution of material (printed matter, CDs, tapes, etc.) on public tables in the Great Lobby, Chocolate Lobby and Chocolate Ballroom (except performing acts).

### PSACF/Msgr. John W. Minot Scholarship

The six recipients for 2017 are noted on page 6 & 7 and on the Association's website. The 2018 scholarship material will be released early next year. Through the efforts of the Spouse program at our 2017 convention, and donations of a number of Fairs and individuals, the six scholarships were entirely funded.

### 2018 IAFE Zone 1 Conference

The conference will be held May 3-5 at the Queensbury Hotel in Glen Falls, N.Y. More information will be forth coming.

### Banquet Entertainment

Our opening ceremony entertainment will be The Beverly Belles who take the music of the 30's, 40's, 50's, and put their

own spin on it with fun choreography and charming banter. EmiSunshine, will be performing at our Thursday night banquet. It's nearly impossible to describe the exceptional talents of EMISUNSHINE, a 13-year-old East Tennessee prodigy who has captured the nation's attention as a singer, songwriter and multiinstrumentalist.

PSSA will be completing their 50<sup>th</sup> anniversary with Chris Ruble and Josh Gallagher at their Friday night Annual Banquet.

### Donation of prize baskets or auction items

A PLCB ruling will not allow alcohol products to be included in our baskets or auction items, without obtaining a license. Please do not include them, as they will be removed.

*The PLCB generally considers charitable organizations to be selling alcohol if their fundraising activities include alcoholic beverage products. These organizations can only "sell" alcohol if they have a proper license or permit from the PLCB.*

**Wishing you a very Merry Christmas  
and happy New Year!**

Looking forward to seeing you in Hershey.

*Harry*

## FIRST PLACE RIBBON REQUEST



Martha Ebersole, Communication Chair, is requesting that all Fairs send a 1<sup>st</sup> place ribbon to Convention. Please bring it to the Communication area at Convention.





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Each New Year ushers in new beginnings. For the Fair Office, that comes in the form of our new Fair Fund Administrator, Tracy Barone, who will join us on January 8, right in time for the 2018 Pennsylvania Farm Show.

Tracy comes to the PA Department of Agriculture with a passion for the industry given her long-running interest in horses and—of course—in fairs. She also brings to the commonwealth nearly 30 years of experience in grants management and community, economic, recreation, and tourism development.

**Tracy Barone –  
your new fair co-  
ordinator**

*"I'm a horse enthusiast and an avid rider, and I've spent a great deal of time around horses and county fairs throughout the country, including Kansas, California, Virginia, and Pennsylvania. If there are farm animals to be hugged and apple pie to be savored, I'm there! Agricultural fairs are part*

*of the quintessential American experience. I was thrilled to learn about the Fair Fund Administrator position and the investment the state is making in the fair program. I'm excited to play a part in the future of Pennsylvania's fairs."*

Tracy currently is the grants manager for the Maryland-National Capital Park and Planning Commission-Prince George's County Department of Parks and Recreation.

A bona fide Army brat, Tracy has always considered Pennsylvania home. Her fondest childhood memories are visiting her great-grandparents' dairy farm in Wayne County, where she and her cousins would raid the cooler containing what seemed like an endless supply of chocolate milk!

Tracy has worked with federal, state, and local govern-

ments as well as not-for-profits and private entities to put projects on the ground. She served as the executive director of the Scranton-Lackawanna County Convention & Visitors Bureau, a post she held for 11 years. She also was the associate director for weatherization services at the National Association for State Community Services Programs (NASCSPP) in Washington, D.C.; the director of the Beaver County Planning Commission in southwestern Pennsylvania; an outdoor recreational planner with the National Park Service's Philadelphia Regional Office; the labor compliance manager for the Lackawanna County Community Development Agency; and a land use planner with the Lackawanna County Regional Planning Commission, where she got her start in government service. She has held positions on the boards of the Pennsylvania Restaurant & Lodging Association, PA Route 6 Tourist Association, Upstate PA, and on the Southwestern Pennsylvania Regional Planning Commission. In addition to her love of horses, Tracy is a die-hard Kansas State and Pittsburgh Steelers fan. She, her husband, and their yellow Labrador retriever currently reside in suburban Washington, D.C., and are looking forward to their relocation to Pennsylvania...home again!

**Poster Contest Winners to be Recognized at PA Farm Show**

The "Know Your Farmer" Poster Contest winners have been selected and will be recognized in the Know Your Farmer exhibit area at the PA Farm Show on Thursday, Jan. 12, at 3 p.m. The top three entries in each of the three categories will be on display in the "Know Your Farmer" exhibit throughout Farm Show week. Letters have been sent to all winners – congratulations on a job well done!

**Gearing Up for the State Fair Convention**

We look forward to meeting with you at the PSACF convention during the Fair Fund Update Roundtable discussion on Friday, Jan. 19, from 12:30 p.m.-1:45 p.m. Please let us know if there are specific topics you would like to discuss. You can send your suggestions to me at [laengland@pa.gov](mailto:laengland@pa.gov).

**We extend warm Holiday Wishes and a very Happy New Year to all! Thank you for your continued support of the Fair Office and our programs here at PDA. We hope to see you at Farm Show, Jan. 6-13!**

*Laura*



## Message from Our Associates

— Galla Higinbotham

Greetings to all fairs, showmen and associates! Before we know it, many of us will be together in Hershey for the 2018

PSACF/PSSA convention. For those who have been attending for a while, it's like a big family reunion. And there are quite a few new associates. I look forward to meeting you in person.

We fair associates invite everyone – especially those who are attending for the first time – to visit the Trade Show and see everything the associates have to offer to make your fair a success! And plan to spend some time there! It's next to impossible to see everything and everyone with just a walk-through.

The Trade Show is open Thursday and Friday 10:30 – 4:00 and 9:00 – 12:00 on Saturday. And there is dedicated time (without seminars and round tables) on Thursday and Friday from 11 to 1.

Play the "Sticker Game" sponsored by the state fair board. Attendees are encouraged to collect a certain amount of stickers throughout the Trade Show which then makes them eligible on Saturday afternoon for some great prizes.

Pennsylvania's trade show has an excellent reputation and is considered one of the best in the country. With well over 160 booths, one can find many acts and attractions, booking agents, musical attractions, thrill and stunt shows, equipment companies, carnivals, sound & light companies, fair supply and insurance companies, rodeos, fireworks, food concession suppliers, special services, printers...and the list goes on. There is

something for every fair and for every budget.

Thank you to W. A. DeHart for providing complimentary (and very tasty) coffee for all trade show participants and for everyone coming into the trade show.

The deadline for reserving a booth in the trade show is December 15<sup>th</sup>. If you happen to miss the deadline and wish to have a booth, contact Dick Horstman (724-729-3701). He is great to work with and will do his best to accommodate you.

As you enter the trade show, there is a special memorial area. If you know of someone we lost this past year, bring a picture to place there in memory of them.

A great line-up of talent will be featured at the Wednesday evening Entertainment Showcase beginning at 6:30. With continuous diverse performances going straight through, this is a highlight of the convention.

**Note to associates: our annual meeting will be in the trade show just after closing on Thursday at 4:00. We'll keep it brief and look forward to seeing you all!**

**Fill all your fair needs and  
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VISIT**

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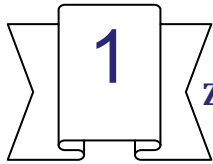
I so look forward to seeing everyone! Merry Christmas and Happy New Year!

Galla      [dangalla@uplink.net](mailto:dangalla@uplink.net)





# Update from The Zones



## Zone One –Sam Zaffuto

Zone One met for their annual Fall Zone meeting on Friday October 27 in DuBois. One hundred eleven representatives of 26 of our fairs were present. Our president Dave Hallstrom, Vice-President Dr. Sally Nolt, and Secretary Harry Reffner updated everyone in attendance on the State Association and on our upcoming convention.

Deputy Secretary of Agriculture, Cheryl Cook, and Laura England, Director of the Bureau of Market Development for the Department of Agriculture joined us for the meeting. They spoke about the Department of Agriculture's fair visits during fair season and reported that they are interviewing applicants for the Fair Coordinator job. They also reported on the proposed changes that the Department of Agriculture would like to make to the Fair Fund Act. These changes include the elimination of the different classes of fairs as well as a phase-out of reimbursement of operating costs paid to fairs as well as many other proposed changes. I pointed out to them that these proposed changes would have a negative effect on many of our fairs and that most of our fairs depend on the funding from the Department of Agriculture to continue their work of promoting agriculture.

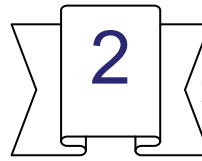
John Berne, from McKean County Fair and president of the Queen Board updated everyone on the queen program and what to expect at the convention. Following his presentation, he was reelected to serve another term as Zone One's representative to the Queen Board.

Austin Brown from Crawford County Fair was selected as the Junior Fair person from Zone One. He was present to receive his award and expressed his appreciation for receiving the award.

Ray Martin from Indiana County Fair was awarded the Zone One Person of the Year for 2017. He was presented a plaque in recognition of his award.

At this meeting the Crawford County Fair sponsored a raffle to benefit the Msgr. John Mignot Memorial Scholarship program. Thanks to the Crawford County Fair and all the supporters of the raffle, almost \$500 was raised for the scholarship program. Since we started holding raffles in conjunction with our zone meetings in 2015, we have raised almost \$2,000 for scholarships for PSACF. Thanks to all for your support.

Our Spring meeting will be held on April 27, 2018 at the same location in DuBois. Cameron County Fair has offered to sponsor our raffle at that meeting.



## Zone Two — Dale LeVan

This year sure did go fast. In another week we will be celebrating Christmas and a week later we will be bringing in another New Year. I hope we all are able to sit back and relax during this busy season. For a couple of weeks forget about our fairs and concentrate on spending time with family and friends. Remember the "reason for the season," that being the birth of Gods Son, Jesus.

Our annual Pennsylvania Fairs and Showmen's convention will soon be upon us. Remember the dates and hope you have already made plans to attend. This years dates are January 17th. thru the 20th. A lot of preparations has gone into making this years convention a great success and each year it gets better than the years before.

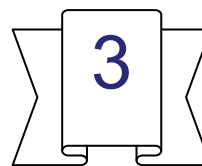
Remember to book some of your entertainment at the convention and from the trade show and show case.

If you haven't already done so remember to bring a blue ribbon from your fair to the convention and give it to Martha Ebersole. I for one can't wait to see what she has in store for the ribbons. You'll able to find her at the communication section of the trade show.

Try to attend as many round table discussions as possible as they will certainly give new insights to what you can do at your fairs. Good ideas come from getting together and sharing success stories of what your fairs are doing.

I would like to take this time to wish everyone a Merry Christmas and a very Happy New Year. May you receive all the blessings of this season.

Oh, just a closing note: It wouldn't hurt to take along a snow shovel and maybe a pair of boots to the convention. Just saying from experiences of past years.



## Zone Three - Debbie Stephenson

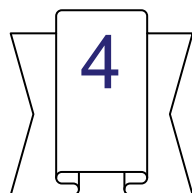
We hope this finds everyone in the Holiday mood and gearing up for Convention!! Zone 3 held their annual Fall meeting on October 26, 2017 at 6:30 PM at the Fayette County Fairgrounds. We re-elected Ruth Trombetta to the Queen Board as our Representative. She told us so far we have approximately 64 entries for Queen Contest this year. We also gave the award of Fair person of the year for Zone 3 to Jake Hoover of the Bedford Fair and the Jr Fair person award to Maggie Parks of the Sinking Valley Fair. Congratulations to both. We read the names of the students that received the Msgr Mignot Scholarships for 2017. From Zone 3 we had Rachael Denae Barzczowski of the Huntingdon County Fair. Congratulations to those as well. Harry Reffner told us about the exciting things coming up at Convention at Hershey this year and all the deadlines and Sally Nolt told us currently rooms were booked at 80% so make sure all arrangements are taken care of as well as your meals also.

*See Zones, next page*



From Zones, previous page

Dave Hallstrom spoke on the Table Topics, Seminars, and Judging at Hershey this year. We also had guests from the Department of Agriculture-Cheryl Cook & Laura England. On a note-Dawson Grange Fair sent Zone 3 a petition that was signed by a number of community attendees and their directors. Stating that they do not agree with the changes from the Department of Agriculture as presented. Their fair is a small community fair -like a lot of our fairs -and if the changes take place they will be forced to close. Discussion was held on what is going to happen with fairs (big to small) in the coming year and changes Laura from the Department of Agriculture said that if there were changes they would not be happening for quite some time. Your State Board has been in discussion with the Department of Agriculture in regards to these changes and are continuing to do so. We will keep you posted on how that is progressing. Thanks to Meyers Catering for a wonderful meal and to all that donated door prizes!! Happy Holidays! See you all at Convention.



## Zone Four - Kevin Bieber

Where did the summer go? Once again time flies when having fun. I certainly hope that everyone had fun at their fair and that the weather cooperated as much as possible for you. The Fall Zone 4 meeting was held on October 25<sup>th</sup> at the Kutztown Grange, hosted by the Kutztown Fair. We cannot thank them enough for their hospitality and great food that they offered that evening.

The Zone 4 Person of the Year Award for 2017 was presented to Kenneth Myer of the Elizabethtown Fair. I would like to personally thank Kenny for his many years of service to his fair, as well as his community. Congratulations Kenny and Thank You for a job well done. The Jr. Fair Person of the Year Award for 2017 was presented to Leah Roop of the Lebanon Area Fair. What a pleasure it is to see young people taking an interest in their Fair and participating in leadership roles. Our youth is our future and I cannot thank Leah enough for all she does for the Lebanon Area Fair and her community. Congratulations on your well deserved award.

I would ask that you continue to keep in touch with your legislators. Continue to invite them to any events you may host, call them, meet with them and tell them the Fair Story, especially yours. We need to make sure they always remember us when it comes budget time.

Please mark your calendars now for the spring meeting which will be hosted by our friends at the Manheim Farm Show. That meeting will be held on April 25<sup>th</sup>. For reservations, contact Karen Dobson.

Congratulations again to all the fairs for what I hope was successful for you. I hope to see everyone at convention in Hershey !!!

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# Welcome New Associates!

## Attractions, Animal/Zoo

### **Animal Alley Zoo**

443 Stanton Corners Rd Ferndale NY 12734  
Phone: (845) 665-2557 Phone 2: (845) 798-9536 Fax:  
WebSite: animalalley.info E-Mail: animalalley@Lvc.rr.com  
Info: Exotic Zoo

### **The Rhinestone Cowgirls**

13920 Jamaica Dr Seminole FL 33776  
Phone: (407) 399-5600 Phone 2: Fax:  
WebSite: www.therhinestonecowgirls.com E-Mail: hei-di@heidiherrriott.com  
Info: The Rhinestone Cowgirls present their beautiful trick horses & amazing aerial display. Audience participation! Seen on AGT!

## Attractions, Miscellaneous

### **Chainsaw Carver Jennifer Black**

1058 Hogback Rd Chemung NY 14825  
Phone: (607) 346-0764 Phone 2: Fax:  
WebSite: E-Mail: chainsawcarverjenniferblack@gmail.com  
Info: Chainsaw carver

### **Danny Grant's Cowboy Circus**

3590 Oberon Ave Boynton Beach FL 33436  
Phone: (305) 304-8750 Phone 2: Fax:  
WebSite: DannyGrantShow@gmail.com E-Mail: danny-grantshow@gmail.com  
Info: Interactive stage & strolling circus show with a cowboy twist.

### **Equilibrium Circus**

4585 King St Beamsville ON L0R1B1  
Phone: (416) 606-6559 Phone 2: Fax:  
WebSite: www.equilibriumcircus.com/ E-Mail: info@equilibriumcircus.com  
Info: Entertainment – Thematic Circus Shows

### **Mr. Puppet**

PO Box 14893 Columbus OH 43214  
Phone: (614) 329-5399 Phone 2: Fax:  
WebSite: www.mrpuppet.com E-Mail: bob@comedybob.com  
Info: Hilarious comedy for children & adults. Ventriloquism, marionettes, professional since 1996. Courteous and entertaining.

### **Rannels Rustics**

2068 Skyline Dr. P.O. Bo 121 Glasglow PA 16644  
Phone: (814) 330-9661 Phone 2: Fax:  
WebSite: http://www.rannelsrustics.com/ E-Mail: rannelsrustics@windstream.net  
Info: Chainsaw artist.

## Carnivals (rides)

### **Hilton Family Olde Tyme Carnival**

1532 US Hwy 41 By PS #156 Venice FL 34293  
Phone: (814) 505-4629 Phone 2: (814) 505-8552 Fax:  
WebSite: www.hiltonfamilyfun.com E-Mail: carnivalman65@gmail.com  
Info: Assorted food and games for your next event.

## Equipment

### **Dan Borton Sales**

404 West Lutz Rd Archbold OH 43502  
Phone: (419) 351-2827 Phone 2: (419) 367-4832 Fax: (567) 444-4722  
WebSite: E-Mail: danbortonsales@aol.com  
Info: Bleachers and crowd control fencing

### **Decision Maker Inc**

156 Creek Rd Scottdale PA 15683  
Phone: (412) 480-9307 Phone 2: Fax:  
WebSite: www.pullingsleds.com E-Mail: ralove75@gmail.com  
Info: Truck & Tractor Pulling Sled Rental

## Lights, Sound, Stage, Communications

### **R2M2 Energy Solutions**

2 Pine Street Breinigsville PA 18031  
Phone: (215) 939-7534 Phone 2: Fax:  
WebSite: www.r2m2energysolutions.com E-Mail: robertjm@dejazzd.com  
Info: LED Lighting Supplier

## Musical Attractions

### **Leilani Chesonis**

PO Box 166 Ringtown PA 17967  
Phone: (570) 916-8688 Phone 2: Fax:  
WebSite: E-Mail: lightofsong@gmail.com  
Info: Exuberant & engaging singer/entertainer performing country classics and variety crowd - favorite songs.

## County Line

126 Ferguson Rd Boyers PA 16020  
Phone: (724) 413-4887 Phone 2: (724) 304-0500 Fax:  
WebSite: countylinephgh.com E-Mail: bob-mead@zoominternet.net  
Info: The County Line Band plays a variety of cover songs ranging from country to classic rock, to blues. Original songs also played.

### **Joe Holler & Real Country**

925 S. Hall St Allentown PA 18103  
Phone: (610) 392-8564 Phone 2: Fax:  
WebSite: www.joehollerrealcountry.com E-Mail: gunfighter46@gmail.com  
Info: Traditional country music.

### **LyraLee Music**

PO Box 90602 Nashville TN 37209  
Phone: (615) 379-8929 Phone 2: (310) 770-3517 Fax:  
WebSite: lyraleemusic.com E-Mail: lyraleemusic@gmail.com  
Info: 3 Musical acts: LyraLee - country/Pop Duo, Ziv - Pop.Rock, Kirstie Kraus - Country/Blues

### **Morgan White**

PO Box 22 Naugatuck WV 25685  
Phone: (304) 235-0637 Phone 2: Fax:  
WebSite: www.morganwhitemusic.com E-Mail: morganwhitemusic@yahoo.com  
Info: Morgan is a Nashville recording artist whose exciting live show is sure to please any audience.

See "New" following page



From "New" previous page  
**Musical Attractions**

**Rokkandy**

950 Frankstown Rd Altoona PA 16601  
Phone: (814) 215-4099 Phone 2: (814) 943-0718 Fax:  
WebSite: E-Mail: rokkandyband@yahoo.com  
Info: Top 20 rock dance band. Covering hits from the 60's to today!

**Talent/Booking**

**Evergreen Music Network**

38176 Lincoln Trail North Branch MN 55056

Phone: (612) 799-4979 Phone 2: Fax:

WebSite: [www.evergreenmusicnetwork.com](http://www.evergreenmusicnetwork.com) E-Mail: [roger@evergreenmusicnetwork.com](mailto:roger@evergreenmusicnetwork.com)

Info: Entertainment agency specializing rock tribute artists for all ages.



**2017 JUNIOR FAIR PERSON AWARD**

- C. Sherman Allen



Congratulations to Austin Brown, of the Crawford County Fair, the recipient of the 2017 Junior Fair Person award. Austin receives an award, an overnight stay at the Hershey Lodge, and 2 banquet tickets for the Queen Coronation banquet Saturday evening where he will be recognized as the award winner.

*Congratulations*

**Message from the PA State Fair Queen**

*By: Madeline McEachin*



Writing my final article as the Pennsylvania State Fair Queen absolutely feels bittersweet. I am so excited for the upcoming Pennsylvania State Farm Show and the 2018 Convention and Pageant, but at the same time I feel sad that an incredible year is coming to a close. Since you last heard from me, I rounded out my fair visits at the Bloomsburg and West Lampeter Fairs where I was treated oh, so

Show Complex. I spent the day educating roughly 1,000 elementary school kids on where their food comes from and just how important agriculture is. It is wonderful that Farm City Day exists and that I was included in the excitement of the day.

Now that my fall semester at Penn State University is complete, the preparation for the Farm Show and Convention are in full swing. I will be scrapbooking, poster boarding, and smiling a lot in the coming weeks reflecting on all of my fair visits. The thought of it makes me smile very big; it still surprises me every once in a while that I was able to experience this incredible blessing. I am excited to see new friends that I have made from across the state over my year of travels at the 2018 Convention and I am so excited for the 60 young ladies who will travel to compete for the 2018 PA State Fair Queen title. I wish you all a very merry Christmas and look forward to seeing you at the 2018 Convention.

well, as per the usual.

In October, I was a part of Farm City Day during the Keystone International Livestock Exposition at the PA Farm

Best regards,  
Madeline



# PAFair Queen Program

- by Karen Dobson



The PA Fair Queen Program and 2017 PA Fair Queen Madeline McEachin are excited to be hosting **58 contestants** for the 2018 State Competition. **Contestant Handbooks** were mailed to these young ladies and a copy sent to their Queen Coordinator. Handbooks and Schedules can also be **downloaded from [www.pafairs.org](http://www.pafairs.org)** from either the Members page or the Convention page. No password is required to access the documents.



The purpose of the State Fair Queen Program is providing scholarships each year for the State Queen and the Alternate, and creating a contest structure whereby our PSACF fairs can offer the chance for Pennsylvania's young women to be leaders and ambassadors while promoting their Fair and PA agriculture.

Almost 7,000 young ladies have benefited from being involved with the queen program in their local community. None of this would be possible without the wonderful sponsors and supporters who invest in the Program.

The PSACF/PSSA Convention is the only opportunity that the State Fair Queen Program has to conduct fundraisers. Activities such as the **Basket Raffle, 50/50 Cash Raffle and Live Auction** are key events that provide much needed revenue to ensure the Program can maintain the high standards of excellence that have made it one of the top commodity programs in the Commonwealth. Here's what's new for 2018...

**"Dining Out" Gift Card Packages** - The Contestants will each be donating a \$20 chain restaurant gift card in lieu of a gift exchange. These gift cards will then be bundled into two packages for the Live Auction at the Saturday coronation banquet.

**Autographed Guitar** the popular country music group **Florida-Georgia Line** courtesy of Variety Attractions

**Enhanced 50/50 Cash Raffle – New location** - the Friday 50/50 will be held in the Great Hall across from the Trade Show entrance. **New hours** – raffle tickets will be available from 10 am – 3:30 pm.

Individuals, Fairs and Businesses can participate in the Queen Program's Fundraising initiatives. Gift Baskets and Gift Certificates are still being accepted for the Raffle table at the Convention. There is also still time to make a tax-deductible monetary contribution to the Program. All funds raised through the Convention activities and sponsorships ensure that the Program can continue to provide the next generation of PA's finest young women leaders with opportunities to build confidence, further their education, and open doors to meaningful careers. If you would like to be a part of this worthwhile Program, contact **John Berne - 814-887-5396** or **Judy Kmetz - 570-675-2952**.

